



诚邀参加“2018年中马中小企业合作对接会” Invitation to Attend
“Malaysia-China SMEs Business Matching Conference 2018”

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中华人民共和国驻马来西亚大使馆、
马来西亚中华总商会和马来西亚中国银行将于2018年2月5日（
星期一），上午9时30分至下午3时，假吉隆坡成功时代广场酒店
联合举办“2018年中马中小企业合作对接会”。

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企业对接会，是促进企业及投资交流与合作的最佳平台。
中总与中国银行将利用双方在中国及马来西亚的合作网络，
宣传及鼓励华商和投资者到马来西亚，并与大马各族企业，包括马来西亚马来人总商会、
马来西亚印度人总商会及马来西亚厂商公会等的会员商家安排企业对接。企业对接重点领域如下：

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- i. □ □ □ □ □ 餐饮服务（含清真）
- ii. □ □ □ □ □ 批发市场：建材，电子商务，商业地产开发
- iii. □ □ □ □ 现代农业：水产养殖，水果、棕油、木薯、饲料等
- iv. □ □ □ □ 绿色能源：光伏、液体天然气、水电站及上下游产业
- v. □ □ □ □ □ 循环经济：废旧物品回收再加工
- vi. □ □ □ □ 汽车零部件，机械设备
- vii. □ □ □ 物流及园区开发

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中国银行中国总行及各分行目前正在积极招募其客户参与，其中已接获要求对接食品加工、汽车零件、园林景观和树苗种植企业的要求。

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中总和中国银行曾在2015年举办类似企业对接会，成果令人满意。今年的企业对接会由中国驻马大使白天阁下发起，并获得马来西亚首相的认可及支持，并将为大会主持开幕及发表主题演讲。

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近年来，中国实施创新驱动战略，中小企业获得新的发展活力，2016年中国平均每天有1万5000家企业成立。中国的中小企业具有很高的创新能力和技术水平，且有强烈意愿与马来西亚在内的海外同行交流与合作。

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中马两国中小企业加强对接，拓展贸易、投资、技术等领域务实合作，有利于实现优势互补，共同发展，在进一步促进两国经贸往来的同时，创造更多就业机会，让合作成果更多惠及两国人民，对双方经济的可持续发展具有重要意义。

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相信此次对接洽谈活动，将为中马中小企业搭建“引进来、走出去”的桥梁和纽带，使中小企业合作成为中马务实合作新亮点，推动双边关系向更高水平迈进。

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由于中国银行急需马来西亚参加者的企业资料，以安排与中国的企业进行对接，同时中国参加者也需要提前申请和处理来马的签证。因此，敬请有意参与对接的商家，于2018年1月15日前，将填妥的企业对接表格传至中总秘书处，以利主办方根据参加者的投资意愿进行对接，加强企业对接的效益。同时也希望大家广发有关信息，鼓励更多有兴趣与中国企业合作的中小企业参与此活动。主办单位将向每名参加者征收RM500（已含消费税）的费用。

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兹附上有关企业对接会的暂定节目表、报名表格和企业对接信息表。有关询问，请联系中总秘书处林丽珊或崔文静，电话：+603- 42603090 / 3091 / 3092 / 3093 或传真：+603-42603080 或电邮：registration@accim.org.my。

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Embassy of the People's Republic of China in Malaysia, the Associated Chinese Chambers of Commerce and Industry of Malaysia, and Bank of China (Malaysia) Berhad will be jointly

hosting the “Malaysia-China SMEs Business Matching Conference 2018” on 5th February 2018 (Monday), from 9.30 a.m. – 3.00 p.m. at Berjaya Times Square Hotel Kuala Lumpur.

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Business Matching session is an effective platform to facilitate business and investment interaction and cooperation. □ACCCIM and BOC will use our extensive networks in China and Malaysia to promote and encourage Chinese businesses and investors to come to Malaysia, and match-make them with local businesses irrespective of races including members of the Malay Chamber of Commerce Malaysia (DPMM), Malaysian Associated Indian Chambers of Commerce and Industry (MAICCI), Federation of Malaysian Manufacturers (FMM) etc. The focus sectors for business matching are as followings:-

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- i. □ □ □ □ Food & Beverages (inclusive Halal food)
- ii. □ □ □ □ Wholesale: Building Materials, e-Commerce, Commercial Property Development
- iii. □ □ □ □ Modern Agriculture: Aquaculture, Fruits, Oil Palm, Tapioca, Feed
- iv. □ □ □ □ Green Energy: Photovoltaic, Liquid Natural Gas, Hydropower Station. Upstream and Downstream industries □
- v. □ □ □ □ Recycle Industry: Recycling and Processing of Waste Materials
- vi. □ □ □ □ Auto Parts, Machinery and Equipment
- vii. □ □ □ Logistics and Industrial Park Development

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Bank of China’s Headquarter and its branches in China are in the midst to encourage their customers to participate in the event and have received some enquiries on business matching with local Malaysian companies in food processing, auto parts, landscape and sapling plantation industry.

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ACCCIM and Bank of China have jointly organised a similar Business Matching session in 2015 and the outcome was successful. □This Malaysia-China SMEs Business Matching Conference 2018 was initiated by H.E. Bai Tian, the Ambassador of China to Malaysia and supported by YAB Dato’ Sri Mohd Najib bin Tun Abdul Razak, Prime Minister of Malaysia who will officiate and deliver keynote address at the conference.

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In recent years, China has implemented an innovation-driven strategy to promote entrepreneurship, and the development of SMEs is gaining a tremendous momentum. In 2016, an average of 15,000 enterprises were set up each day. Chinese SMEs have a high level of innovation and technical ability, many of which have strong will to cooperate with their counterparts overseas, including Malaysia.

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To strengthen pragmatic cooperation between SMEs in China and Malaysia, in such fields as trade, investment and technology, is conducive in achieving complementarity and common development of our two countries. While further promoting economic and trade exchanges, this cooperation will surely help create more employment opportunities and benefit both peoples.

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We believe this event will become an effective platform for SMEs in Malaysia and China to share their experiences and to seek cooperation opportunities. By joint efforts from both sides, we wish SMEs cooperation would become another new engine for the robust and ever growing China-Malaysia relations.

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In order to facilitate arrangement for Business Matching, Bank of China urgently required the information of Malaysian enterprises that are interested to participate at the matchmaking, and at the same time, China businesses would need to apply visa to travel to Malaysia. In this connection, we hereby seek the co-operation of interested participants to return the duly completed Business Matching Registration Form to the ACCCIM secretariat before 15th January 2018. □It is also hope that you can disseminate the information to encourage more SMEs' participation. □Registration fee for each participant is RM500 (GST inclusive).

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We are pleased to enclose the Tentative Programme and Registration Form for your necessary action. □Meanwhile, should you require more information, please contact Ms. Lim Li Sang or Ms. Ivy Chooi of the ACCCIM Secretariat at Tel: +603-42603090 / 3091 / 3092 or Fax: +603-42603080 or Email: □registration@accim.org.my.