

MAJECA Membership Profile as at Q1 2021

Membership in MAJECA is made up of the following:

1. Malaysian Government Corporations
2. Organisations, firms and companies which are registered or incorporated in Malaysia, and whose equity and board are majority controlled by Malaysians
3. Such companies as may be approved by the Committee.

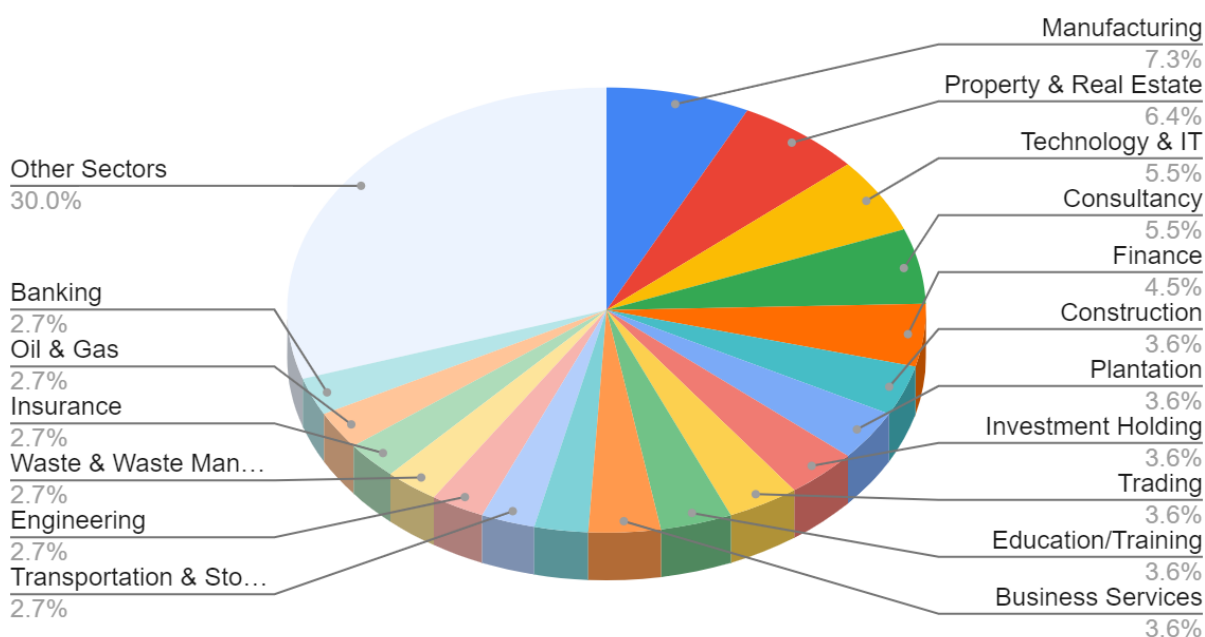
Should you be interested in joining MAJECA please visit: <https://majeca.org/membership/>.

The following data is based on a successful MAJECA Members' Questionnaire completed in Q4 2020.

The majority of MAJECA members' business activities are in the following industries:

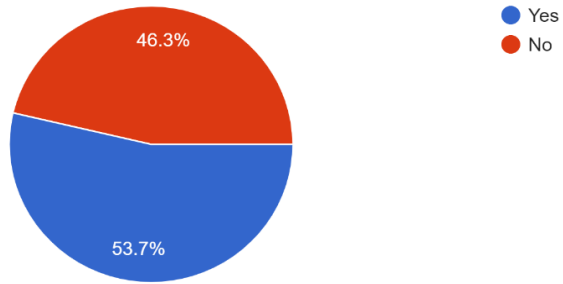
1. **Manufacturing** (7.3%)
2. **Property & Real Estate** (6.4%)
3. **Technology & IT** (5.5%)
4. **Consultancy** (5.5%)

The MAJECA membership also represents a myriad of industries such as: Airports/Seaports, Legal, Automotive, Accounting Services, Renewable Energy, Research, Agriculture/Aquaculture, Communication, Conglomerate, Management Services, Energy, Mining & Drilling, Forestry, Food & Beverage, Computers, Health & Beauty, Pharmaceutical/Medical, Electrical & Electronics, Home Supplies, Industrial Supplies, Machineries/Equipment, Water Supply, Wholesale, and, Port Services.



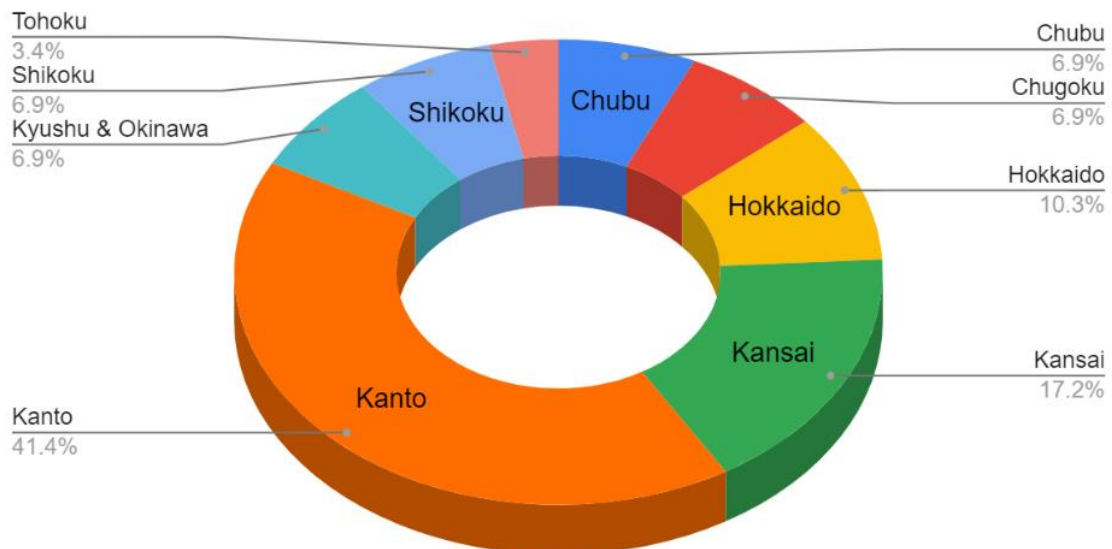
Business Activities of MAJECA Membership

- A simple majority (53.7%) of MAJECA members are *currently* engaged in business activities and relations with Japanese companies in Malaysia.



- 36.6% of MAJECA membership are *presently* engaged in business activities in Japan.

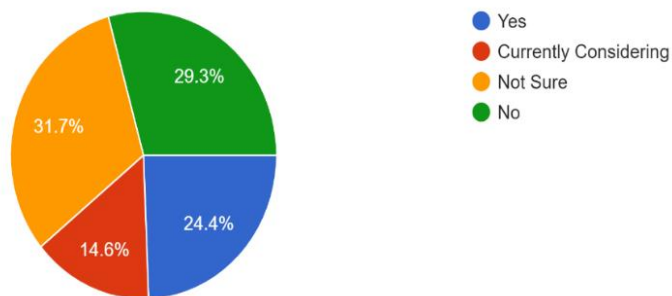
The Kanto region, followed by the Kansai region are the major hotspots for the membership's businesses in Japan, making up 58.6% of our membership's business in Japan.



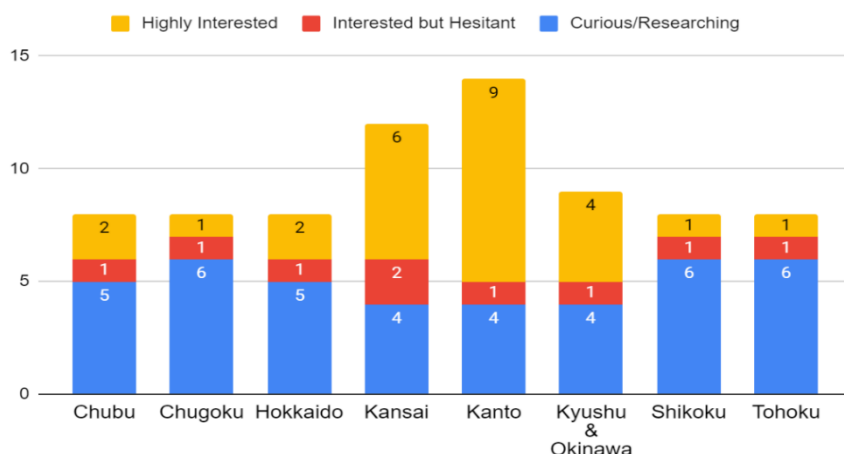
Kanto – Ibaraki, Tochigi, Gunma, Saitama, Chiba, Tokyo, Kanagawa
Kansai – Mie, Shiga, Kyoto, Osaka, Hyogo, Nara, Wakayama

Future Business Plans for Business in Japan

- **39% of MAJECA members have indicated that they have plans to engage in business activities in Japan in the next five years.**



- **Our members are highly interested and engaged in the Kansai and Kanto regions of Japan.** Additionally, our membership also maintains a strong interest to gain more information and knowledge on all the regions of Japan.



Kanto – Ibaraki, Tochigi, Gunma, Saitama, Chiba, Tokyo, Kanagawa

Kansai – Mie, Shiga, Kyoto, Osaka, Hyogo, Nara, Wakayama

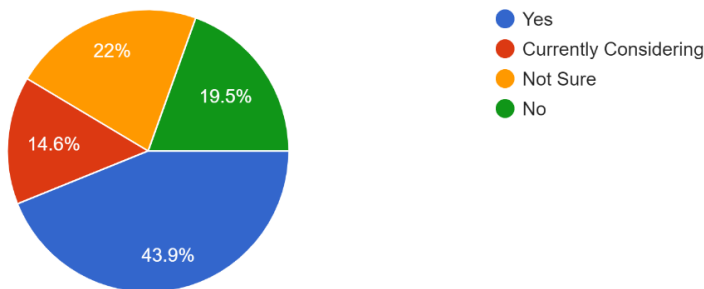
- Our membership hopes to primarily engage in the following industries in Japan:
 - **Technology & IT**
 - **Consultancy**
- Our membership highlighted the following as what they would be providing and sourcing from Japan, which is distilled into the table as follows:

Provide/Supply to Japan	Sourcing from Japan
1. Digital Services	1. Investors & Investment Capital
2. Industrial Parts & Components	2. Latest Technologies
3. Technical & Consultant Services	3. Talent & Skilled Labour
4. Access to markets in their network	
5. Facilities	

- Our members consider the following items key for the materialisation of their plans in Japan:
 1. increased information and data,
 2. more social networking and business matching,
 3. cooperation from the governments of Malaysia and Japan, and
 4. preliminary engagements with counterpart companies in Japan

Future Business Plans in Malaysia with Japanese Companies

- From the above chart, we can observe that **a strong majority of the membership** is interested in engaging the Japanese business community in Malaysia, with **63.4%** of members making up the majority.



- Our membership is highly keen in engaging the following sectors with Japanese companies operating in Malaysia:
 - **Technology & IT**
 - **Business Services**
 - **Manufacturing**
- The following table condenses what our membership is able to provide and would like to source from Japanese entities operating in Malaysia:

<u>Provide/Supply to Japanese entities in Malaysia</u>	<u>Sourcing from Japanese entities in Malaysia</u>
<ol style="list-style-type: none"> Digital Services Land for Lease Industrial Parts & Components Technical & Consultant Services Access to markets in their network Facilities 	<ol style="list-style-type: none"> Investors & Investment Capital Latest Technologies Talent & Skilled Labour Services Opportunities & Collaboration

- Our members consider the following as important for the facilitation of their business plans with Japanese entities operating in Malaysia:
 - Increased collaborative efforts
 - More social networking and business matching,
 - cooperation from the governments of Malaysia and Japan, and
 - preliminary engagements with counterpart companies in Japan

Should you desire to engage the network and facilities of MAJECA, we invite you to consider joining MAJECA as a member to fully enjoy the services readily available under MAJECA. **Please visit <https://majeca.org/membership/> to find out more.**