

MAHATHIR-INVESTMENTS 〰'〰'〰'〰'

(P) FROM ANNE KOH

OSAKA, NOV. 9 (BERNAMA) — JAPANESE INVESTMENTS AMOUNTING TO MORE THAN \$20 MILLION WILL BE COMING TO MALAYSIA SOON, DATUK SERI DR. MAHATHIR MOHAMAD SAID TODAY.

THE INVESTMENTS WOULD BE IN ELECTRONICS, RUBBER-BASED AND WOOD-BASED INDUSTRIES AND IN PLASTICS, THE DEPUTY PRIME MINISTER SAID HERE BEFORE RETURNING TO KUALA LUMPUR AFTER LEADING A SUCCESSFUL INVESTMENTS PROMOTION MISSION TO JAPAN.

DATUK SERI DR. MAHATHIR SAID THESE WERE FIRM COMMITMENTS BY THE JAPANESE BUT THERE WERE SEVERAL MORE STILL UNDER NEGOTIATIONS.

HE WAS VERY HAPPY WITH THE GOOD RESPONSE TO THE THREE SEMINARS THAT WERE HELD DURING THE MISSION'S STAY AND FELT THAT THE MISSION HAD SUCCESSFULLY EXPLAINED AND CLEARED WHATEVER DOUBTS AND MISCONCEPTIONS THE JAPANESE INDUSTRIALISTS MIGHT HAVE HAD ABOUT MALAYSIA'S INVESTMENT CLIMATE.

+CERTAINLY MORE JAPANESE INVESTMENTS CAN NOW BE EXPECTED TO COME TO MALAYSIA+ DATUK SERI DR. MAHATHIR SAID.

THE JAPAN CHAMBER OF COMMERCE AND INDUSTRY (JCCI) WILL DESPATCH A FACT-FINDING MISSION TO MALAYSIA BEFORE THE END OF THIS YEAR TO SEE WHAT KIND OF INVESTMENTS THEY CAN OFFER IN MEDIUM AND SMALL-SCALE INDUSTRIES.

— BERNAMA MORE 1314/LK

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MAHATHIR-INVESTMENTS 2 OSAKA 〰'〰'〰'〰'

DATUK SERI DR. MAHATHIR SAID THE JAPANESE HAD NOW UNDERSTOOD WHY CERTAIN INVESTMENT POLICIES WERE IMPOSED BY THE MALAYSIAN GOVERNMENT SUCH AS THAT ON BUMIPUTRA EQUITY AND BUMIPUTRA PARTICIPATION IN INDUSTRIES.

THIS WAS SOMETHING WHICH THEY COULD NOT INITIALLY ACCEPT AND UNDERSTAND BECAUSE THEY COME FROM A HOMOGENOUS SOCIETY.

THE DEPUTY PRIME MINISTER SAID HE WAS GRATEFUL TO JAPANESE INDUSTRIAL CONCERNS SUCH AS MATSUSHITA, MITSUI, SUGAMI AND KYOWA RUBBER WHICH, DURING THE SEMINARS, EXPLAINED TO OTHER JAPANESE CORPORATE MEMBERS ABOUT THEIR EXPERIENCES IN MALAYSIA.

THESE COMPANIES, THE DEPUTY PRIME MINISTER SAID, HAD POINTED OUT TO THEM THAT THE GOVERNMENT POLICIES WERE NO HINDRANCE TO THEIR INVESTMENTS AND OPERATIONS IN MALAYSIA.

HE ALSO SAID THAT MALAYSIAN PRIVATE SECTOR PARTICIPANTS IN THE MISSION HAD FOUND THEIR WORTHWHILE.

CERTAINLY, THEY NOW UNDERSTOOD BETTER JAPANESE BUSINESS PRACTICES AND HAVE MADE SEVERAL USEFUL CONTACTS WITH THEIR COUNTERPARTS.

DATUK SERI DR. MAHATHIR SAID THE MISSION DISCOVERED THAT IN THEIR DEALINGS WITH THE JAPANESE, LANGUAGE CONSTANTLY POSED A PROBLEM PARTICULARLY WHEN IT CAME TO DISCUSSIONS ON TECHNICAL DETAILS

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THE PROBLEM OF COMMUNICATING EFFECTIVELY WITH THE JAPANESE WAS +VERY REAL+ AND DATUK SERI DR. MAHATHIR SUGGESTED THAT MALAYSIANS MEET THE JAPANESE HALF-WAY.

WHILE MANY JAPANESE EMPLOYERS WERE NOW ENCOURAGING THEIR EMPLOYEES TO LEARN ENGLISH, MALAYSIANS SHOULD LEARN THE JAPANESE LANGUAGE.

ANOTHER PROBLEM THE MISSION FACED WAS THAT THE JAPANESE WERE NOT USED TO DEALING WITH GOVERNMENT OFFICIALS DIRECTLY, UNLIKE THE EUROPEANS OR THE AMERICANS WHO WERE VERY AGGRESSIVE, SOMETIMES EVEN FRANK AND BRUTAL WHEN STATING THEIR CAUSE.

THE JAPANESE ON THE OTHER HAND WERE EXTREMELY POLITE AND WOULD ACCEPT OFFICIAL EXPLANATIONS WITHOUT COMMENT.

+USUALLY THEY MEAN TO SAY THAT THEY ARE ACCEPTING WHAT THEY ARE HEARING BUT THEY MAY NOT AGREE.+

+THIS CREATES A PROBLEM FOR OUR OFFICIALS WHO WILL NOT KNOW HOW TO RESPOND TO THEM, THINKING THAT WHAT THEY SAY HAS BEEN ACCEPTED.

+THERE IS A NEED THEREFORE TO MODIFY OUR APPROACH TO THEM+.

TALKING ON INVESTMENTS IN GENERAL, THE DEPUTY PRIME MINISTER SAID WHILE MISSIONS AS A WHOLE WERE VERY USEFUL TO ENCOURAGE FOREIGN INVESTMENTS IN MALAYSIA, THIS DID NOT MEAN THAT LOCAL INVESTMENTS WERE NOT BEING ENCOURAGED.

THERE WAS A NEED, HE SAID, TO BRING IN FOREIGN INVESTMENTS BECAUSE THESE PEOPLE HAD THE TECHNICAL KNOW-HOW AND MARKET ACCESSIBILITY.

BUT BESIDES BRINGING IN INVESTMENTS INTO THE COUNTRY, THEY HAD HELPED TO BRING EMPLOYMENT OPPORTUNITIES TO THE PEOPLE IN MALAYSIA WHICH CURRENTLY FACES AN UNEMPLOYMENT RATE OF SEVEN PER CENT. - BERNAMA ECONOMIC SERVICE 1300/BW

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