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 KUALA LUMPUR, JULY 2 (BERNAMA) — DATUK SERI DR. MAHATHIR MOHAMAD SAID TODAY MALAYSIA REGARDS THE JAPANESE AS ITS PARTNER IN TRADE AND INVESTMENT.

THE DEPUTY PRIME MINISTER ADDED THAT ALTHOUGH THERE WERE SOME WHO TENDED TO CALL THE JAPANESE BUSINESSMEN THE +UGLY JAPANESE+, MALAYSIA DID NOT BELIEVE IN SUCH A LABEL.

HE WAS ALSO SURE OTHER ASEAN MEMBERS DID NOT BELIEVE IN SUCH A LABEL.

HE WAS SPEAKING AT THE OPENING OF THE SIXTH ASEAN-JAPANESE BUSINESSMEN'S MEETING HERE. THE TEXT OF HIS SPEECH WAS READ BY DEPUTY TRADE AND INDUSTRY MINISTER, DATUK LEW SIP HON.

DATUK SERI DR. MAHATHIR WHO IS ALSO THE TRADE AND INDUSTRY MINISTER SAID THOUGH THERE MIGHT BE AN OCCASIONAL +UGLY JAPANESE+ WHO PUTS HIS OWN PERSONAL INTEREST FAR ABOVE ANY MUTUAL BENEFIT, THERE WERE ALSO EQUALLY THE +UGLY MALAYSIAN+ OR +UGLY ASEAN BUSINESSMEN+ WHO ALSO LOOK OUT FOR QUICK PROFITS THROUGH RUTHLESS BUSINESS TACTICS. 174

HE SAID IT WAS THE MALAYSIAN GOVERNMENT'S EXPERIENCE THAT GENERALLY JAPANESE BUSINESSMEN WERE MOST UNDERSTANDING AND WERE PREPARED TO COOPERATE WITH THE HOST GOVERNMENT AND COMPLY WITH THE VARIOUS RULES AND REGULATIONS THAT MIGHT EXIST, DESIGNED FOR VARIOUS SOCIAL AND ECONOMIC OBJECTIVES. — BERNAMA MORE 155/SZ

JAPAN 2 KUALA LUMPUR

+WE FIND THAT IF TROUBLE IS TAKEN TO EXPLAIN TO THE JAPANESE BUSINESSMEN THE REASONS FOR CERTAIN RULES AND REGULATIONS AND THAT THESE REGULATIONS ARE EQUALLY APPLICABLE TO ALL INVESTORS, THEN THEY ARE HAPPY TO COMPLY,+ HE ADDED.

HOWEVER, HE SAID THERE WERE SOMETIME COMPLAINTS FROM THE MALAYSIAN PRIVATE SECTOR THAT JAPANESE BUSINESSMEN WERE RUTHLESS AND WERE ALWAYS TRYING TO GET THE BEST DEAL FOR THEMSELVES USING THEIR ECONOMIC STRENGTH WITHOUT TAKING INTO CONSIDERATION THE NECESSITY FOR LONG TERM MUTUAL BENEFIT, WITH THE MALAYSIAN PARTNER.

UNDOUBTEDLY, HE SAID, A JAPANESE BUSINESSMAN COMING TO MALAYSIA CAME WITH HIS CAPITAL, KNOW-HOW, TECHNOLOGY, MANAGEMENT SKILL AND OVERSEAS MARKETING CONTACTS.

THE MALAYSIAN AND GENERALLY PERHAPS MOST ASEAN BUSINESSMEN HAD MUCH LESS TO OFFER INITIALLY IN A BUSINESS RELATIONSHIP.

THIS WAS WHERE THE GOVERNMENTS OF THE HOST COUNTRIES CAME INTO THE PICTURE, HE SAID.

THE GOVERNMENT, HE SAID, OFFERED TAX HOLIDAYS, TARIFF PROTECTION AND A HOST OF OTHER INCENTIVES AND INDUCEMENTS TO WELCOME THE FOREIGN INVESTOR. — BERNAMA MORE 1205/AZ

527 HE ADDED, WHAT A LOCAL BUSINESSMAN OFFERED WAS NOT ONLY HIS OWN SKILL, KNOWLEDGE AND CONTACT BUT ALSO HIS BACKING IN TERMS OF FACILITIES, INCENTIVES AND OPPORTUNITIES OFFERED BY THE GOVERNMENT.

UNFORTUNATELY, SOMETIMES THIS +PACKAGE DEAL+ OFFERED BY THE COUNTRY WAS NOT PERHAPS APPRECIATED BY FOREIGN INVESTORS.

THEY TREATED WHAT WAS OFFERED BY THE GOVERNMENT AS SEPARATE AND DISTINCT FROM WHAT WAS OFFERED BY THE PRIVATE SECTOR, AND THUS THEIR ATTITUDES DIFFERED WHEN DEALING WITH THE GOVERNMENT AND THE PRIVATE SECTOR.

DATUK SERI DR. MAHATHIR HOPED DIALOGUES SUCH AS THIS AND THOSE HELD AT OTHER FORUMS AND THE INCREASINGLY INDIVIDUAL AND PERSONAL CONTACTS BETWEEN JAPANESE BUSINESSMEN AND BUSINESSMEN IN THE ASEAN REGIONAL WOULD REMOVE THIS DICHOTOMY IN THE ATTITUDES OF JAPANESE BUSINESSMEN IN THEIR RELATIONSHIP TO GOVERNMENTS AND THE PRIVATE SECTOR IN THE REGION.

+IF TRADE, INVESTMENT AND TOURISM IS TO INCREASE, THERE MUST BE MUTUAL UNDERSTANDING AND ABOVE ALL MUTUAL TRUST.

— BERNAMA MORE 1207/SZ

JAPAN 4 KUALA LUMPUR

+THIS CAN ONLY BE BROUGHT ABOUT THROUGH THE REALISATION THAT WHATEVER THE BUSINESS PROPOSITION PLANNED, IT SHOULD BRING ABOUT EQUAL AND MUTUAL BENEFIT TO BOTH THE JAPANESE PARTNER AND THE ASEAN PARTNER,+ HE SAID.

IT WAS ALSO IMPORTANT THAT THE JAPANESE BUSINESSMEN AND GOVERNMENT TOOK MEASURES TO ENSURE THAT THE INCREASING DIALOGUE SESSIONS BETWEEN BUSINESSMEN IN ASEAN AND JAPANESE BUSINESSMEN BROUGHT ABOUT CONCRETE RESULTS IN TERMS OF INCREASED INVESTMENT IN THE ASEAN REGION, INCREASED TRADE BETWEEN ASEAN AND JAPAN AND AN INCREASED FLOW OF TOURIST TRAFFIC AND TOURIST-ASSOCIATED ACTIVITIES BETWEEN JAPAN AND ASEAN.

JAPANESE PRIME MINISTER MASAYOSHI OHIRA, IN HIS MESSAGE READ BY ENCIK KIICHIRO KITaura, CHAIRMAN OF NOMURA SECURITIES CO. LTD., SAID THAT COOPERATIVE RELATIONS BETWEEN ASEAN AND JAPAN WAS GROWING CLOSER IN THE FIELDS OF ECONOMICS, POLITICS AND CULTURE.

HE SAID TRADE BETWEEN ASEAN AND JAPAN HAD GROWN TREMENDOUSLY IN THE PAST YEARS.

JAPANESE EXPORTS TO ASEAN HAD INCREASED FROM \$5.9 BILLION IN 1975 TO \$8.6 BILLION LAST YEAR, WHILE IMPORTS HAD ALSO INCREASED FROM \$6.4 BILLION TO \$9.9 BILLION DURING THE SAME PERIOD.

— BERNAMA MORE 1225/SZ

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ENCIK OHIRA ADDED THAT JAPANESE INVESTMENT IN ASEAN HAD ALSO INCREASED FROM \$1.4 BILLION IN 1973 TO \$5.3 BILLION LAST YEAR.

HE SAID THE INCREASE WAS NOT ONLY DUE TO PROMOTIONAL EFFORTS OF THE GOVERNMENTS OF ASEAN AND JAPAN BUT ALSO TO FRUITFUL EFFORTS OF THE PRIVATE SECTOR.

DATUK JAMIL JAN, MIDA'S CHAIRMAN AND CHAIRMAN OF THE ORGANISING COMMITTEE, SAID DISCUSSIONS DURING THE TWO-DAY MEETING WOULD CENTRE AROUND THE FORMATION OF AN ASEAN ECONOMIC COMMUNITY AND THE ROLE THAT COULD BE PLAYED BY THE GOVERNMENT AND PRIVATE SECTOR OF BOTH ASEAN COUNTRIES AND JAPAN IN SPEEDING UP THE PROCESS.

HE SAID IT WOULD ALSO EXAMINE THE PATTERNS OF COOPERATION BETWEEN ASEAN AND JAPANESE BUSINESSMEN AND THE POSSIBILITY OF ESTABLISHING JOINT-VENTURE INDUSTRY SHARING PROJECTS.

DATUK JAMIL JAN SAID ASEAN WAS PLEASED TO SEE TODAY THAT THE +INSULARITY POLICY+ OF JAPAN WAS SUBSIDING AND WAS BEING GRADUALLY REPLACED BY FREER FLOW OF TRADE AND INVESTMENT BETWEEN JAPAN AND THE WORLD.

HE HOPED JAPAN WOULD CONTINUE TO ENHANCE ITS ROLE AS THE LEADING PARTNER IN TRADE AND INVESTMENTS IN THE ASEAN COUNTRIES IN THE FUTURE. — BERNAMA 1245/SZ

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