

D884

R E688 AAE
MAHATHIR-DINNER

SEOUL, SEPT 13 (BERNAMA) -- ⁹⁰ ^(P) ^{over-sea trips.} DATUK SERI DR MAHATHIR MOHAMAD
TONIGHT URGED SOUTH KOREAN INDUSTRIALISTS TO USE MALAYSIA AS A BASE
TO PENETRATE THE UORLD MARKET.

THE PRIME MINISTER SAID HALAYSIA CAN BE A GATEWAY FOR KOREAN
INVESTORS, NOT ONLY TO THE ASEAN AND PACIFIC RIM COUNTRIES BUT
PRACTICALLY TO ALL PARTS OF THE WORLD.

SPEAKING AT A DINNER HOSTED IN HIS HONOUR BY THE SOUTH KOREAN
BUSINESS COMMUNITY HERE, HE SAID MALAYSIA IS A MEMBER OF THE
COMMONWEALTH, AND HAS FRIENDLY TIES WITH ISLAMIC COUNTRIES, THE
NON-ALIGNED NATIONS AND THE GROUP OF 77.

+MALAYSIA CAN OPEN UP TRADE OPPORTUNITES FOR YOU BY PROVIDING
THE FRIENDLY LINKS TO THESE COUNTRIES,+ HE SAID.

DATUK SERI DR MAHATHIR SAID THE MANUFACTURING SECTOR IN MALAYSIA
HAD BECOME AN ATTRACTIVE INVESTMENT BASE FOR INVESTORS, AMONG THE
FACTORS. BEING THE COUNTRY'S STRONG ECONOMIC GROWTH, STABILITY,
CONDUCTIVE INVESTMENT* CLIMATE, THE ABUDANT NATURAL RESOURCES, THE
EXCELLENT INFRASTRUCTURE AND AMPLE SUPPLY OF AN EDUCATED WORKFORCE.

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2250MST 13 09 90

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R E689 AAE
.MAHATHIR-DINNER 2 SEOUL

HE SAID THAT ABOVE ALL THESE, THE GOVERNMENT WAS TOTALLY
COMMITTED TO FOSTERING AN INCREASINGLY CONDUCTIVE ENVIRONMENT FOR THE
GROWTH AND DEVELOPMENT OF INDUSTRIES IN MALAYSIA.

THERE WERE OBVIOUSLY AREAS FOR BUSINESS DEVELOPMENT BY KOREAN
COMPANIES IN THE REGION, HE SAID, ADDING THAT THE FACT THAT NOT ALL
ASEAN COUNTRIES WERE EQUALLY INDUSTRIALISED WILL CREATE
OPPORTUNITIES FOR INVESTMENT3 BILATERAL OR REGIONAL.

+PRODUCTS WHICH ARE BASED ON THE UTILISATION OF NATURAL
RESOURCES! WHICH HAVE VALUE-ADDED AND WHICH REPRESENT A HIGHER
DEGREE OF TECHNOLOGY INPUT, ARE WHERE ASEAN AS A WHOLE IS LOOKING+,
HE SAID.

THE PRIME MINISTER SAID PROCESSING RAW MATERIAL INTO FINISHED
PRODUCTS IN ASEAN ITSELF WILL REDUCE DOUBLE-HANDLING AND SPEED UP
DELIVERY.

ONE OF THE KEY FACTORS WHICH HAD ATTRACTED OVERSEAS INVESTORS TO
MALAYSIA WAS ITS ACCESSIBILITY TO THE MARKETS OF THE WORLD VIA AN
EFFICIENT NETWORK OF AIR AND SEA PORTS, SOPHISTICATED
TELECOMMUNICATION, AS WELL AS OTHER INFRASTRUCTURAL FACILITIES, HE
SAID. -- MORE

2300MST 13 09 90

MAHATHIR-DINNER 3 SEOUL

+OUR ACCESSIBILITY TO THE OTHER PARTS OF THE WORLD IS DUE TO THE FACT THAT MALAYSIA IS NO **NEW-COMER** WHERE INTERNATIONAL BUSINESS IS CONCERNED. BECAUSE OF OUR **SMALL POPULATION**, MALAYSIA HAS TO SELL TO THE **WORLD+**, HE SAID.

MALAYSIA, HE SAID, HAD ALWAYS BEEN AN EXPORT-ORIENTED ECONOMY, AND ADDED THAT ONLY THE COMPOSITION OF **GOODS** HAD CHANGED OVER TIME, **FROM MAINLY RAW COMMODITIES** TWO DECADES AGO TO ONE WHERE MANUFACTURED-EXPORTS TODAY MADE UP **54** PER CENT OF TOTAL EXPORTS.

ANOTHER FACTOR FOR CONSIDERATION WOULD BE MALAYSIA'S STRATEGIC LOCATION WITHIN THE **ASEAN** REGION AND ALSO IN A REGION WHICH WAS EXPERIENCING RAPID **RATES** OF GROWTH AND WHERE THE ECONOMIC POTENTIAL HAD YET TO BE FULLY TAPPED, HE SAID.

+ASEAN HAS AN **ESTIMATED** TOTAL POPULATION OF 310 MILLION WITH A COMBINED GDP ESTIMATED AT **MORE THAN US\$220** BILLION (ABOUT **\$M600** BILLION) AND A **GROWTH** RATE AVERAGING FIVE PER CENT PER ANNUM.

+MALAYSIA LIES LITERALLY IN THE HEART OF **ASEAN** AND IS **WELL-PLACED TO SERVE** NOT ONLY THE **ASEAN** BUT ALSO THE **PACIFIC RIM** COUNTRIES+, HE SAID. -- MORE
2305MST 13 09 90 .

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MAHATHIR-DINNER 4 SEOUL

MALAYSIA'S **10-YEAR** INDUSTRIAL MASTER PLAN, **1986-1995**, HAD IDENTIFIED THE MANUFACTURING SECTOR AS THE ENGINE FOR MALAYSIA TO ACHIEVE AND SUSTAIN HIGH ECONOMIC GROWTH

+**KOREANS**, OF **COURSE**, **FAMILIAR** WITH THIS STRATEGY AND HOW SUCCESSFUL **IT** CAN BE. JUST AS KOREA HAD A COST ADVANTAGE WHEN IT STARTED TO **INDUSTRIALISE**, SO HAS **MALYSIANOW**+, HE SAID.

DATUK SERI **DRMAHATHIR** SAID THE LEADING ROLE IN THE ACHIEVEMENT OF THE NATION'S DEVELOPMENT OBJECTIVES WILL BE ALLOCATED TO THE PRIVATE SECTOR WHILE THE GOVERNMENT WILL CONCENTRATE ON PROVIDING A CONDUCTIVE **ENVIRONMENT** FOR BUSINESS TO ENCOURAGE ACTIVE PARTICIPATION BY BOTH LOCAL AND OVERSEAS INVESTORS.

RED-TAPE HAD BEEN **MINIMISED** AND A DEPARTMENT IN THE PRIME MINISTER'S OFFICE HAD BEEN SET UP TO DEAL WITH COMPLAINTS NOT RESOLVED AT OTHER LEVELS.

HE SAID ONE AREA THAT KOREAN INVESTORS CAN CONSIDER IS THE TOURISM INDUSTRY AS THE INDUSTRY IN MALAYSIA WAS STILL RELATIVELY **UNTAPPED**, ADDING THAT WITH THE VISIT MALAYSIA YEAR PROMOTION ACHIEVING A 63 PER CENT GROWTH IN THE FIRST SEVEN MONTHS, INVESTORS WERE **BEGINNING** TO REALISE THIS POTENTIAL.

HE TOLD THE BUSINESS **COMMUNITY** THAT ANOTHER AREA WHICH KOREANS WILL FIND **WORTH** INVESTING WAS IN RETAILING.

WELL-KNOWN JAPANESE **DEPARTMENT** STORES HAD GONE INTO JOINT-VENTURES WITH **MALYSIANS** AND HAD SUCCESSFUL RETAILED BOTH **THEIR GOODS** AND PRODUCTS AND **SOME** HAD GONE INTO SOURCING FROM MALAYSIA THE GOODS THEY RETAIL THROUGH THEIR CHAINS IN JAPAN AND ELSEWHERE. -- **BERNAMA**