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Many impressed with business-friendly policies

PETALING JAYA, Wed. - A large number of participants of the Seventh World Chinese Entrepreneurs Convention was encouraged by the business and investment opportunities in Malaysia.

Many felt that the congress was a highly effective platform for business networking among the overseas Chinese participants from 21 countries.

This year those present were not only drawn by the investment opportunities Malaysia has to offer, but were also impressed with the Government's business-friendly policies.

Many, too, were impressed by Prime Minister Datuk Seri Dr Mahathir Mohamad and regarded him as the best sales person a country could ever have.

Li Nong He, who heads the The World Chinese Industry and Commerce Advanced Association in Hong Kong, has always admired Dr Mahathir and he believes that the Prime Minister himself has the power to draw investors.

Many Chinese entrepreneurs, said Li, found Malaysia attractive and interesting.

They liked the blend of eastern and western culture, the multi-racial society and the way the towns and cities were planned, he said.

"We hope to find opportunities for our ventures and eventually set up businesses here," he said.

The president of the Quebec Business People Development Agency, Horace A. Sirois, said he had a good feeling about Malaysia.

He said that he was comfortable with the political and economic stability of the country.

Sirois, who is representing nine hi-tech companies from Quebec, attended the conference to network with businessmen from China with a view to seeking opportunities there.

However, he said he was also open to opportunities in Malaysia and was looking out for Malaysian partners.

The president of the Canada China Network Council, Ping Li, who deals in heavy machinery, said that he was also on the look-out for Malaysian business partners.

For Jeong Eung Joo, a Korean businessman in Japan, Malaysia is full of potential.

Jeong, who has several businesses ranging from food to the import of heavy machinery and IT equipment, has managed to establish links with Malaysian businessmen during the three-day convention.

He is discussing with Malaysian companies on importing "white coffee", into Japan.

"I have also received samples of Malaysian cocoa," Jeong said, adding that Malaysian companies needed to work on their packaging, especially if they wanted to penetrate the Japanese and Korean markets.

"In Japan and Korea, people prefer products in cute and small packages whereas Malaysian products always come in huge packages."

Malaysian participant Lilian Goh, a director of a group of manufacturing companies, said that the congress was an excellent platform to exchange ideas.

Goh, whose companies manufacture a range of products from machinery to gloves and condoms, said she was encouraged by the response she received for her products.

However, she said that Malaysian businessmen must upgrade their

marketing efforts.

The deputy president of the Thai Chinese Chamber of Commerce, Phairoj Chirachananon, said that he was not only impressed with the prospects available in Malaysia but also with the lifestyle of its citizens.

Phairoj, who is involved in the construction, steel and the insurance industry, noted that Government's policy has improved over recent years.

On investing in Malaysia, he said that he could only do so after finding a good local partner.

Shen Qi, who is with the China Consulting and Co-operation Centre in Germany, said that he was still studying the local market and the country's investment direction.

"There are still many factors to be considered but the more important one would be whether the Government's current policy on investment, would continue."

Indonesian businessman Oesman Soedargo was highly impressed by Malaysia's multi-cultural society as well as the many languages spoken here.

He said he would wait awhile before investing in Malaysia.