

19/10/2003

RM256m sales clinched (HL)

M. Hamzah Jamaludin

PUTRAJAYA, Sat. - Local companies taking part in the six-day Expo OIC 2003 have secured sales worth more than RM256 million, Malaysian External Trade Development Corporation (Matrade) manager for Asia and Africa Mohd Ghazali Idris said today.

They included a RM200 million contract won by a leading telecommunications company for a joint venture with a Chinese company to supply telecommunications engineering products to China.

Another company concluded a deal with a distributor from the United Arab Emirates to supply electrical appliances worth RM20 million.

"Companies, especially small and medium-sized industries, have received overwhelming orders from foreigners since the exhibition began on Tuesday," Ghazali said.

The exhibition involving Malaysian companies is called Showcase Malaysia. It is organised by Matrade and showcases 820 products from 146 companies, mostly SMIs.

It is part of the main trade exhibition, Expo OIC 2003, which was opened by Prime Minister Datuk Seri Dr Mahathir Mohamad. The expo is the first of its kind being held on the sidelines of an OIC Summit.

Ghazali said most of the bookings were made at one-on-one meetings between officials of local and foreign companies arranged by Matrade at Nikko Hotel in Kuala Lumpur on Thursday.

Throughout the week, Matrade arranged visits for trade missions from several countries, including China, Sri Lanka, France, the United Arab Emirates, Morocco, Mauritius, Vietnam and Algeria, to the exhibition.

This is the second Showcase Malaysia exhibition organised by Matrade after the one held during the Non-Aligned Movement Summit in February.

Matrade, Ghazali said, would also organise a similar programme, named "caravan exhibitions", in several Middle East countries from Nov 29 to Dec 24.