

Mid-Tier Companies Development Programme To Benefit Malaysian Exporters
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KUALA LUMPUR, March 10 (Bernama) -- The Ministry of International Trade and Industry (Miti), through the Malaysia External Trade Development Corp (Matrade), aspires to accelerate the growth of Malaysia's mid-tier companies through the Mid-Tier Companies Development Programme (MTCDP).

"Recognising the economic contributions of these companies, the MTCDP was specifically designed and developed for mid-tier companies (MTCs), and it is targeted that by 2020, the programme is expected to generate at least RM6 billion in Gross National Income (GNI), RM6 billion in exports, and more than 130,000 jobs," Matrade said in a statement here Monday.

MTCs are companies that generate annual revenues of RM50 million to RM500 million for the manufacturing sector and RM20 million to RM500 million for the services and other sectors.

"Through this programme, MTCs will enjoy accelerated growth and global expansion and participants will have better access to new markets, be introduced to new market segments/customers globally, and receive access to credible financial institutions overseas," it said.

With the recent appointment of Matrade as the implementing agency, the government is confident that this programme will develop and nurture these MTCs to become more resilient and competitive regionally and internationally.

"This will subsequently contribute to strengthening the Malaysian economy and increase the number of high-income jobs in Malaysia," it said.

A total of 50 high-potential mid-tier companies will be selected at the start of the programme, which will develop and nurture 50 new MTCs each year until 2020, it said.

"Each company will receive support tailored to its specific needs, such as leveraging on a global network of potential business partners, distributors, technology partners, financial institutions and investors," it said, adding that participants will also enjoy access to real-time market intelligence and business support tools provided by an international management consultant.

Matrade is seeking high-potential, high-performing MTCs to participate in this programme, and will hold a briefing on March 11 from 2 to 4 pm at Menara Matrade here on its benefits.

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