

**SPEECH BY
THE HONOURABLE ABDULLAH AHMAD BADAWI
AT THE LAUNCHING OF THE FRACTIONATION PLANT OF UNIMILLS B.V,
ZWIJNDRECHT, THE NETHERLANDS
20 MAY 2005.**

HONOURABLE MINISTERS.
TAN SRI AHMAD SARJI BIN ABDUL HAMID,
CHAIRMAN OF GOLDEN HOPE
PLANTATIONS BERHAD.

DATO' SABRI AHMAD,
GROUP CHIEF EXECUTIVE OF GOLDEN HOPE PLANTATIONS BERHAD.

MR JAN VAN DRIEL,
MANAGING DIRECTOR OF UNIMILLS B.V.

DISTINGUISHED GUESTS,

LADIES AND GENTLEMEN.

LET ME AT THE OUTSET THANK GOLDEN HOPE PLANTATIONS BHD. AND ITS WHOLLY-OWNED SUBSIDIARY UNIMILLS B.V FOR INVITING ME TO LAUNCH THIS NEW FRACTIONATION PLANT.

2. I MUST CONGRATULATE GOLDEN HOPE, A GOVERNMENT-LINKED COMPANY UNDER THE PERMODALAN NASIONAL BERHAD STABLE, FOR MAKING INROADS INTO THE INTERNATIONAL MARKET. IN FACT, GOLDEN HOPE HAS MADE ITS PRESENCE IN SEVERAL COUNTRIES INCLUDING VIETNAM, SOUTH AFRICA, BANGLADESH, CHINA, AND GERMANY. I AM HAPPY TO SEE THAT THEY ARE NOW MAKING THEIR PRESENCE HERE IN THE NETHERLANDS.

3. THE STEP TAKEN BY GOLDEN HOPE TO ESTABLISH THIS FRACTIONATION PLANT IN THIS COUNTRY IS VERY MUCH IN TANDEM WITH THIS STRATEGY OF THE MALAYSIAN GOVERNMENT TO USE THE NETHERLANDS AS A BASE FOR DISTRIBUTING MALAYSIAN EXPORTS TO THE EUROPEAN REGION. WE COMMEND THIS PARTICULAR UNDERTAKING BECAUSE IT WILL ALSO MEAN ADDING VALUE TO THE EXPORT OF RAW MATERIAL FROM MALAYSIA, IN THIS CASE THE FURTHER PROCESSING OF PALM OIL.

4. THIS IS INDEED A GOOD MOVE ON THE PART OF GOLDEN HOPE. COMPANIES MUST CONTINUE TO BUILD LINKAGES AND WIDEN THEIR TRADING BASE TO INCLUDE NON-TRADITIONAL MARKETS. IT IS ALWAYS UNADVISABLE TO BECOME TOO DEPENDENT ON ONE OR TWO MARKETS ONLY.

LADIES AND GENTLEMEN,

5. MALAYSIA IS AN ECONOMY THAT HAS UNDERGONE SEVERAL FUNDAMENTAL CHANGES SINCE THE COUNTRY BECAME INDEPENDENT IN 1957. MALAYSIA IS A RESILIENT ECONOMY, HAVING ENDURED AND REBOUNDED FROM SEVERAL DOWNTURNS IN THE PAST. IT IS NOW READY TO FACE CHALLENGES BROUGHT ABOUT BY THE RAPIDITY OF GLOBALISATION. THIS IN PART, WILL BE ACHIEVED THROUGH THE DEVELOPMENT OF STRONG MUTUALLY BENEFICIAL RELATIONS WITH ITS PARTNERS. THE PRESENCE OF MALAYSIAN ENTERPRISES IN EUROPE CONTRIBUTES TOWARDS THE REALIZATION AND STRENGTHENING OF THIS OBJECTIVE.

6. A LARGE PART OF MALAYSIA'S BUSINESS SUCCESS CAN BE ATTRIBUTED TO THE MALAYSIA INCORPORATED APPROACH ADOPTED BY THE GOVERNMENT SINCE THE 1980S. CORPORATIONS HAVE INDEED PLAYED AN IMPORTANT ROLE IN MALAYSIA'S ECONOMIC DEVELOPMENT. GOLDEN HOPE IS A FINE EXAMPLE OF A CORPORATION DOING ITS PART FOR THE GOOD OF MALAYSIAN INCORPORATED.

7. IN THE INTERNATIONAL MARKET PLACE, IT MAY PROVE DIFFICULT FOR SMALL MALAYSIAN COMPANIES TO MAKE ANY IMPACT ALONE, ON THEIR OWN. IN CERTAIN COMMERCIAL CIRCUMSTANCES OR GEOGRAPHICAL SITUATIONS, IT MIGHT BE NECESSARY FOR THEM TO POOL RESOURCES AND OPERATE IN PARTNERSHIP WITH OTHER MALAYSIAN COMPANIES. WHERE NECESSARY, MALAYSIAN COMPANIES MAY NEED TO CEASE THEIR BUSINESS RIVALRIES IN CERTAIN FOREIGN MARKETS OR COUNTRIES BUT ACT TOGETHER AS A CONSORTIUM INSTEAD.

8. FURTHERMORE, SUCH PARTNERSHIPS MIGHT ACTUALLY PROVE NECESSARY IN ORDER TO COMMAND A CERTAIN CLOUT TO EFFECTIVELY COUNTER THE NEGATIVE ACTIONS OF OTHERS. FOR INSTANCE, MALAYSIAN PALM OIL PRODUCERS MAY NEED TO WORK AS A GROUP TO COUNTER THE VOCIFEROUS CAMPAIGN BY SOYBEAN PRODUCERS AGAINST PALM OIL. I AM CONFIDENT THAT GROUP ACTION, ESPECIALLY IF THE GROUP IS SUFFICIENTLY LARGE AND POWERFUL, WILL EVEN BE ABLE TO EXERT SUFFICIENT INFLUENCE IN ORDER TO STABILIZE PRICES, SUCH AS PALM OIL PRICES, IN THE INTERNATIONAL MARKET PLACE.

9. FOR INSTANCE, IT IS WELL KNOWN THAT THE PRICE OF PALM IS NOT DETERMINED BY PALM OIL PRODUCERS BUT ELSEWHERE, MALAYSIAN PRODUCERS MUST MAKE EVERY EFFORT TO COUNTER THE VIOLENT FLUCTUATIONS OF PALM OIL PRICES IN THE INTERNATIONAL MARKET.

LADIES AND GENTLEMEN,

10. CO-OPERATION AMONG MALAYSIAN COMPANIES BECOMES EVEN MORE CRUCIAL IF WE SERIOUSLY WISH TO EMBARK ON ANY AGGRESSIVE CAMPAIGN TO

MARKET AND "BRAND" MALAYSIA. WE SHOULD EMPHASIZE ON QUALITY, SECURITY, SERVICE AND EFFICIENCY YOUR PURSUIT OF PROFITABILITY.

DISTINGUISHED GUESTS,

LADIES AND GENTLEMEN,

10. ONCE AGAIN, I WOULD LIKE TO THANK GOLDEN HOPE AND UNIMILLS FOR INVITING ME TO LAUNCH THIS NEW PLANT. I DO HOPE THE PLANT WILL SERVE TO FURTHER IMPROVE THE PERFORMANCE OF GOLDEN HOPE AND UNIMILLS AND PREPARE THEM TO MEET FUTURE CHALLENGES OF THEIR BUSINESS. I WISH ALL OF YOU MUCH SUCCESS IN YOUR ENDEAVOURS.

THANK YOU.