

# ***Italy Malaysia Aerospace Forum***

***March 4<sup>th</sup> 2021***



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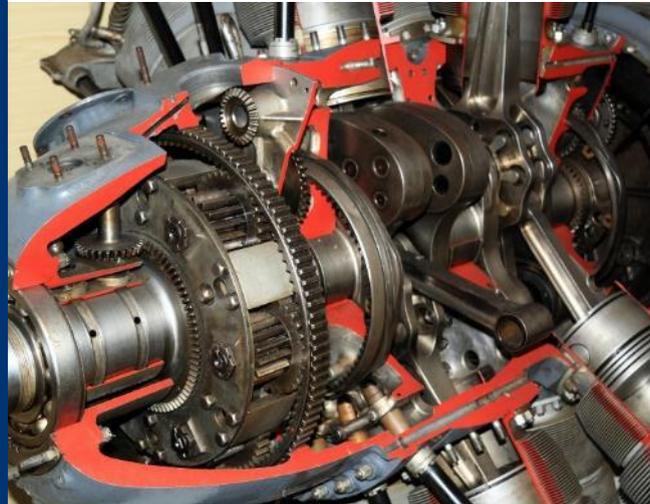
Partners

# Concept



## Who are the recipients

- ✓ Small and medium companies operating in the aerospace sector
- ✓ Companies with prior internationalization experience looking to expand in ASEAN



## Business oriented format

- ✓ All participating companies will be entitled to a free preliminary consultation with IMBA
- ✓ Following the consultation, IMBA will propose a customized collaboration to each company based on their objectives and requirements



## Focus on specific subsectors

- ✓ Aerospace components and parts manufacturing
- ✓ Technology, software and integrated systems
- ✓ MRO services



# Partners



With the Patronage of:



# Timeline



March 4th 2021  
**Webinar Session**



The initiative will kick-off on March 4th with a webinar session where Italian and Malaysian companies and institutions will share relevant information on the business opportunities in the Aerospace sector



March 5<sup>th</sup> to 19<sup>th</sup>  
**1-to-1 Sessions**



Each participating company can schedule a 1-to-1 meeting with IMBA to receive a preliminary business consultation on how to do business in Malaysia



End of March  
**Collaboration proposal**



Following the 1-to-1 sessions, IMBA will prepare a customized collaboration proposal for each company, based on their needs and business objectives

# Webinar session agenda

March 4<sup>th</sup>

9am (CET) – 4pm (MY)

Speaker	Topic
H.E. Cristiano Maggipinto, Ambassador of Italy to Malaysia	Welcome address
Enrico Giuntelli, IMBA General Manager	How IMBA supports Italian Companies in Malaysia
David Jones, MAIA Managing Director	Overview of the Aerospace sector in Malaysia
Marco Protti, Chairman ACARE-Italia, AIAD	Overview of the Aerospace Sector in Italy
Randhill Singh, Head of KLIA Aeropolis, Malaysia Airports Berhad	Subang Airport: HUB for Business Aviation and Aerospace ecosystem
MIDA – Malaysian Investment Development Authority	Presentation on Government incentives for FDIs
Vincenzo Alaimo, Vice President Apac Leonardo Helicopters	The experience of Leonardo Helicopters in Malaysia and APAC
Anthony Chegvidden, Head of Business Development, CTRM Sdn Bhd	CTRM – Malaysian global aerostructures manufacturer
Q&A Session	

# How to register



Email us at [events@imba.org.my](mailto:events@imba.org.my), including:

- Company name
- Company representative/s
- Brief description of your business
- Your objectives and expectations in the ASEAN markets

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# Who we are



Non-profit  
organization based in  
Malaysia



Supporting Italian  
businesses in Malaysia



Dedicated to promoting  
Made in Italy



Over 100 active  
members

# Our core capabilities

## One stop solution

We provide a comprehensive range of services to businesses

## Knowledge and information

Our local presence allows us to collect and share key news and information on a timely manner



## Network

We established a strong institutional and business network in Malaysia

## Tailor-made approach

We design our services to provide solutions to specific challenges

# Our service offering – Trade

## Market Studies



## Business Reports



## B2B Matching



## Support with customs issues



We provide end-to-end support to Italian companies interested in exporting their products to Malaysia, including studies to identify market potential, matching with local importers and distributors and support with customs and import regulations

## Main sectors:



# Our service offering – Investments

## Company Incorporation



## IPR Protection



## Strategy Consulting

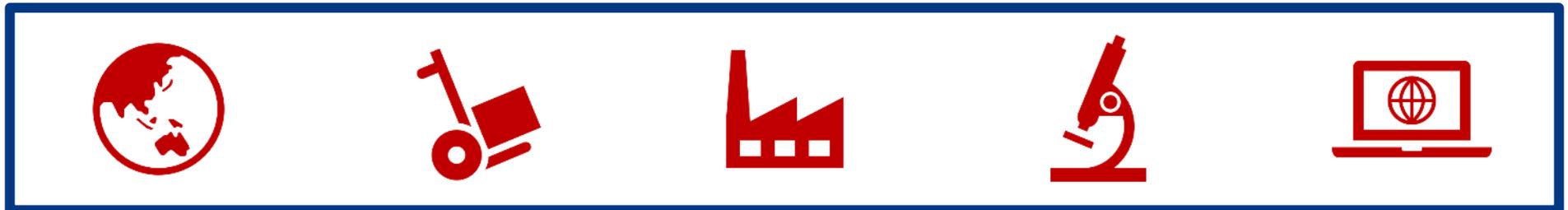


## HR Consulting



Thanks to our network of service providers, we are able to guide and assist Italian companies in establishing a permanent presence in Malaysia

## Type of establishments:



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# Italian Industries Federation for Aerospace, Defence and Security



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MEMBERS

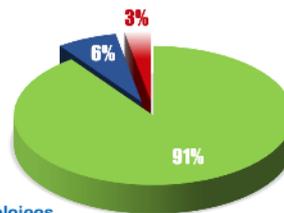
The Italian Industries Federation of Aerospace, Defence and Security (AIAD) was founded in 1947. It includes almost all the national enterprises that operate with advanced technology in the design, production, research and services activities for the civil and military aerospace, military navy and army sectors. It acts as the point of reference for all the national and foreign institutions for the coordination of all those activities in which there is a need to represent the sector's national interest.

by Company Dimension



**Big Company**, more than 250 employees  
**Medium Companies**, from 51 to 249 employees  
**Small Companies**, less than 50 employees

by Company Employees



REPRESENTS, PROMOTES AND GUARANTEES THE INTEREST OF ITS MEMBERS

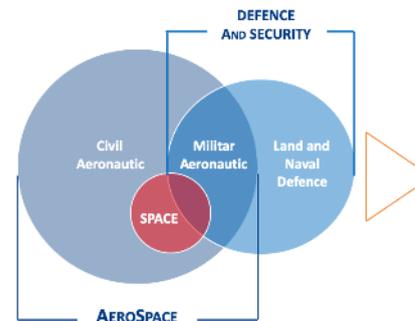
- organizes and coordinates:
  - seminars, workshops, conferences and debates
  - b2b meetings
  - collective participation of Italian Companies to the most important events
  - meetings between foreign high level Delegations and Italian companies
- disseminates information and documents
- monitors legislative aspects
- supports research and development activities by specialized working groups
- provides a significant contribution to the development of the policies affecting Italian AD&S Industry
- conducts studies
- provides a contribution to the Normation and Training activities

## AIAD ROLES

1 It draws and submits reports together with industrial positions to the different government bodies and to any other foreign institutional organization. AIAD provides a significant contribution to the development of the sector's plans that will be developed by the Defence bodies and/or other Government Administrations that deal with research or innovation, procedure, technical and contract guidelines.

2 Is the actor of the intensive promotional activities abroad, both to coordinate the Italian participations to the most important international events and to organize and direct not only the mission of our enterprises abroad but also the visits of foreign delegations in Italy.

## Statistical Surveys 2019



- Revenue € 16,2 mld
- Export ~ 70% of Revenue
- Employees, over 50.000 including indirect ~ 230.000
- Over 60 institutional entities (University, Research Centers, Public Entities) active in R&T activity.



# Association for Space-based Applications and Services



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MEMBERS

The Association of Space-based Application and Services (ASAS) was established in 2004 by the most significant industries in the sectors in order to enhance applications and services based on space technologies and capacity, and to bring them from Space to Earth.

## ASAS ROLES

- 1 collaboration with the Italian Space Agency
- 2 promotion of the Italian Space System Industrial Table (born in Confindustria, on a joint initiative with Aiad and promptly supported also by Aipas) for the launch of a Space System and establishment of the SPIN-IT (Space Innovation in Italy) Technological Platform open to Institutions, Territories, the world of Research and Universities;

## ASAS MEMBERS

ASAS has 38 members among ordinary members (large companies and SMEs) and aggregates (micro-enterprises, consortiums, neighboring sectors companies), all focused on **Space Services and Applications.**

# Association of Italian Space Enterprises



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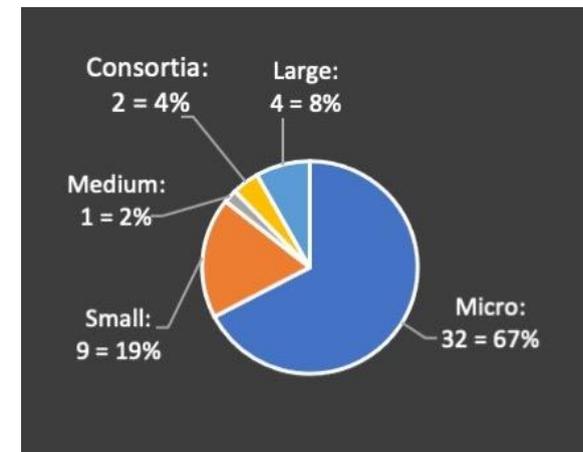
## MEMBERS

The Association of Italian Space Enterprises (AIPAS) was founded in 1998 with the purpose of representing the interests of small and medium-sized enterprises in the sector. Since 2007, AIPAS has allowed also large enterprises to participate in the association.

## AIPAS ROLES

- 1 It facilitates collaborations between large companies and small-medium enterprises, in order to create a development-friendly ecosystem
- 2 AIPAS is co-founder and Operational Secretariat of SME4SPACE, the European representative organisation of Space SMEs.

## AIPAS MEMBERS COMPOSITION



# Malaysia Aerospace Industry Association (MAIA)



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MEMBERS

The Malaysia Aerospace Industry Association (MAIA) is a non-Governmental organisation formed in 2016 with the aim of supporting the continued growth of the burgeoning aerospace industry in Malaysia in our effort to develop Malaysia's status as the aerospace hub in Asia, particularly in ASEAN.

## MAIA Technical Sub-Committee

- Manufacturing
- MRO
- Research & Technology
- Human Capital

## MAIA ROLES

- 1 Assist the National Aerospace Industry Coordinating Office (NAICO) in overseeing the implementation of the Malaysian Aerospace Industry Blueprint 2030
- 2 Represent Malaysian companies of all sizes in the aerospace-related civil, defence and space industries in all sub-segments.

## MAIA CORE MEMBERS



# Malaysia Investment Development Authority



The Malaysian Investment Development Authority (MIDA) was founded in 1967 and is controlled by the Ministry of International Trade and Industry to further Malaysia as an attractive investment destination.

## MIDA ROLE

With more than 50 years of track record in building the nation, MIDA works hand-in-hand with investors to unlock investment opportunities and facilitate a seamless investment journey in Malaysia. MIDA handholds investors right from their initial enquiries until the realisation of their projects.

## MIDA AEROSPACE STAKEHOLDERS



# MALAYSIA AIRPORTS HOLDINGS BERHAD



Malaysia Airports is one of the largest airport operator groups in the world, operating 39 airports across Malaysia (with 5 international airports, 16 domestic and 18 STOLports) as well as an international airport in Turkey (Sabiha Gokcen, Istanbul)

Malaysia Airports is also a key aerospace ecosystem developer for Malaysia; with over 30% of the aerospace players being located within its landbanks. The main nodes for aerospace developments are Subang Airport (focusing on Business Aviation, Aerospace Manufacturing, MRO) and KLIA Aeropolis (focusing on Air Cargo Logistics, MRO).

## MALAYSIA AIRPORTS' ROLES

1. Airport operations and management.
2. Airport City (off terminal real estate development focusing on Aerospace & Aviation, Air Cargo & Logistics and MICE & Leisure)
3. Aerospace ecosystem development offering high quality customized real estate solutions for aerospace manufacturing, components & MRO and high-technology companies.

## MALAYSIA AIRPORTS' KEY ANCHORS



# Contact us

## **IMBA – Italy Malaysia Business Association**

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