



Recommendations:

Malaysia has a relatively open, growing economy with a skilled, generally English-speaking labor force. Despite its comparatively small population, Malaysia provides an easy venue for foreign companies conducting global trade.

****Good choice for most businesses****

- (+) Consistently strong economic growth over the last decade; despite COVID challenges
- (+) Generally English-speaking population
- (+) Ease of doing business and conducting international trade

- (-) Productivity growth and domestic market size lags larger regional countries
- (-) Internal political turmoil and ethnic tensions can create business challenges
- (-) Relatively small population

Highlights:

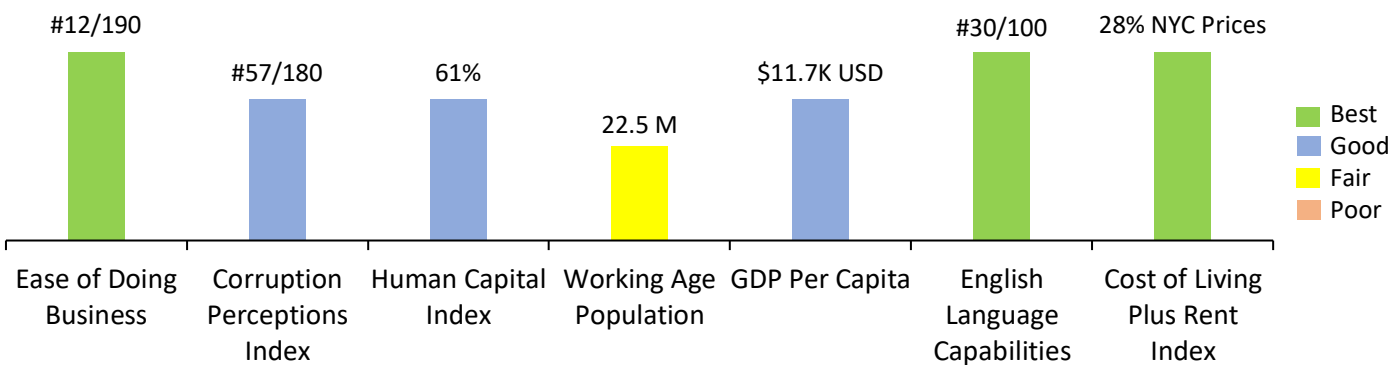
- 5%+ average GDP growth over last 10 years
- Overall strong English language capabilities
- Robust manufacturing sector
- Top 15% of countries on the Global Competitiveness Index
- Pro-trade policies and low taxes

“Malaysia is **one of the most open economies in the world** with a trade to GDP ratio averaging over 130% since 2010. **Robust manufacturing and service sectors** have propelled the country to become a leading exporter of electronics.”

—World Bank, 2021

Country Facts:

Population:	32.6 million; 0.2% growth in 2021
GDP:	\$387.1 billion USD; 6.9 % growth in 2021
GNI per capita:	\$10,580 USD; 3.3% Inflation in 2021; upper middle-income
E-commerce:	\$7.1 billion USD; 10.6% growth in 2021
Industries:	Rubber and oil palm processing, petroleum and natural gas, pharmaceuticals, medical technology, electronics and semiconductors, and timber processing
Tourism:	26.1M arrivals in 2019; #4 ranked country in Asia



Marketing:

Per capita expenditure:	\$6,700 USD
Internet penetration:	81% (Southeast Asia 63%)
Shop online:	83%
Mobile ownership:	123%
Primary messaging:	WhatsApp
Primary website:	Facebook

Average Labor:

Annual Labor Productivity	\$61,000
Prof. Salary	\$31,300
Worker Salary	\$4,500

Infrastructure:

Ports	Good
Roads	Good
Airfields	Good
Railroads	Good

Opening a Business:

Relevant Laws:	Companies Act of 2016, Companies Act (amended) of 2019
Time to Incorporate:	5-10 business days
Fees to Incorporate:	\$500 USD (\$250 government fee / \$250 admin fees) for a standard business
Paid-in Capital:	Ownership dependent: 100% foreign ownership requires minimum \$120-\$250k, depending on industry
Remittance Taxes:	Generally no taxes, depending on business activity and country of remittance
Restrictions:	100% foreign ownership is possible, with restrictions on certain industries to include medical, pharmaceutical, textiles, mineral, wood, and foodstuffs
Trends:	Malaysia has created tax and investment incentives to attract additional foreign investment in manufacturing and services; see www.mida.gov.my

BBA Services:

BBA has multiple staff resident in Malaysia, plus several experts living in the United States. We can assist companies across multiple sectors.

<https://businessbridgeasia.com>