



29 July 2011

Dear Sir / Madam,

PENANG INDUSTRIAL SURVEY 2011

Invest-in-Penang Berhad is undertaking an industrial survey 2011. The research output will assist the State Government in facilitating; monitoring and planning to further develop Penang as an investment hub in Malaysia.

Your participation in this survey is crucial to the success of the study. We would appreciate your assistance and cooperation by responding to this survey. The information you provide will be treated with strictest confidence and will never be used in any form that would make it identifiable to you or your organization. A summary of the survey findings shall be provided to you via email.

We have appointed a consultancy firm, PE Research Sdn Bhd to conduct this survey starting from June until September 2011. Should you have any questions about this survey or require assistance in completing the survey form, please contact Ms Shazanah Abdul Wahab at 04 – 646 8833 or Ms Ang Lay Pooi / Pn Zarina at 03 – 7804 2664 or survey@peresearch.com.my

Thank you for your participation

Your sincerely,

Loo Lee Lian
General Manager
Invest-in-Penang Berhad



Penang Industrial Survey 2011

InvestPenang is carrying out a census of industrial firms in Penang. Its purpose is to generate accurate and reliable information for the planning and promotion of industrialisation in Penang. InvestPenang wishes to encourage all firms to cooperate and to participate in the survey in order to make the information as complete as possible, and showcase Penang as the premier industrial location in Malaysia.

Purpose of the survey:

- (i) To collect data and information about manufacturing companies in Penang for planning purposes
- (ii) To estimate the current and future workforce needs of Penang Industrial Sector

Instructions:

This questionnaire has only 13 questions. While it is appropriate for the General Manager to fill up the questionnaire, some of the questions may need assistance from the Human Resources section. Please answer the following questions by filling in the blanks or tick in appropriate box. Please submit the completed questionnaire to survey@peresearch.com.my or fax to 03-78042863.

Further information:

For further information and clarification, please contact:

Ms SK Chong	03-78042664	survey@peresearch.com.my
Ms Ang Lay Pooi	03-78042664	survey@peresearch.com.my
Mr Leong Zhan Wai	03-78042664	survey@peresearch.com.my
Ms Shazanah Abdul Wahab	04-6468833	shazanah@investpenang.gov.my

Confidentiality:

The information that you provide will be treated in strictest confidence, we will not publish or release information that is identifiable with any individual person and organization or company.

- Please tick ✓ if you would like a summary report to be emailed to you and please furnish us with the necessary information.

Name of respondent: Job title:

Name of company:

Address:

Phone no.: Website:

Fax no.: Email:

1. Please indicate the principal business activity of your company. (Select one only)

Manufacturing of :

<input type="checkbox"/> 1 Electronics	<input type="checkbox"/> 12 Machinery and equipment
<input type="checkbox"/> 2 Electrical equipment	<input type="checkbox"/> 13 Transport equipment
<input type="checkbox"/> 3 Chemicals and chemical products, including fertilizer, plastics in primary forms, etc.	<input type="checkbox"/> 14 Basic metals, including basic iron & steel and other non-ferrous metal products
<input type="checkbox"/> 4 Basic pharmaceutical product and pharmaceutical preparations	<input type="checkbox"/> 15 Fabricated metal products (except machinery and equipment)
<input type="checkbox"/> 5 Medical and dental instruments and supplies	<input type="checkbox"/> 16 Non-metallic mineral products
<input type="checkbox"/> 6 Plastic products	<input type="checkbox"/> 17 Pulp, paper & paper products
<input type="checkbox"/> 7 Rubber products	<input type="checkbox"/> 18 Printing and reproduction of recorded media
<input type="checkbox"/> 8 Food products and beverages	<input type="checkbox"/> 19 Wood and cork products (except furniture), articles of straw and plaiting materials
<input type="checkbox"/> 9 Textile	<input type="checkbox"/> 20 Furniture (wood based / metal based)
<input type="checkbox"/> 10 Wearing apparel	<input type="checkbox"/> 21 Stationery
<input type="checkbox"/> 11 Gold and jewellery	<input type="checkbox"/> 22 Other manufacturing, please specify

Manufacturing Related Services:

<input type="checkbox"/> 23 Multimedia / ICT	<input type="checkbox"/> 26 Packaging services
<input type="checkbox"/> 24 Product design and development	<input type="checkbox"/> 27 Other manufacturing related services, please specify
<input type="checkbox"/> 25 Logistics	

2. In term of sales, what is the major product or service of your company?

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3. What proportion of your company sales/production goes to the following destinations?

Local market %
Local companies %
FTZ companies %
Direct exports %
Others, specify %
Total	100 %

4. Please indicate your company's equity structure. (Select one only)

<input type="checkbox"/> 1 Public listed company in Malaysia	<input type="checkbox"/> 4 Wholly owned subsidiary of public listed company in Malaysia
<input type="checkbox"/> 2 Majority local owned (more than 50% Malaysian equity ownership) specify country: and % equity	<input type="checkbox"/> 5 Majority foreign-owned (more than 50% foreign equity ownership) specify country: and % equity
<input type="checkbox"/> 3 Joint-venture (50% Malaysian-owned and 50% foreign owned) specify country	<input type="checkbox"/> 6 Others, please specify

5. What is your company's paid-up capital as at last financial year end?

RM

6. What was your company's net value of fixed assets as at last financial year end?

RM

7. Did you receive any incentive (tax or non-tax) from the following agencies?

	Yes	No	If yes, please provide the name of incentive and duration (starting year and validity period)
a. MIDA	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂
b. MDEC	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂
c. MOSTI	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂
d. Others, specify	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂
e. Others, specify	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂

8. As at 30 June 2011, how many employees were employed and what was their mean salary?
(If workers carry-out more than one role please only include them in their main function.)

Job Categories	Malaysians			Non-Malaysians	
	No. of Malaysian employees	Unfilled positions*	Average monthly salary (RM)	No. of foreign employees	Average monthly salary (RM)
Managers	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Professionals	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Engineers	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Technical occupations	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Production operators	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Executive and supervisory staff	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Clerical / administrative staff	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Others	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Note: * vacancies that are unfilled or remained vacant for at least one month despite your recruitment efforts

9. Over the next 12 months do you expect your company's employment to increase or decrease?

- ₁ Decrease more than 10% ₃ Increase less than 10% ₅ Stay the same
₂ Decrease less than 10% ₄ Increase more than 10%

10. How many new employees do you need over the next 3 years?

	2012	2013	2014
Managers	<input type="text"/>	<input type="text"/>	<input type="text"/>
Professionals	<input type="text"/>	<input type="text"/>	<input type="text"/>
Engineers	<input type="text"/>	<input type="text"/>	<input type="text"/>
Technical occupations	<input type="text"/>	<input type="text"/>	<input type="text"/>
Production operators	<input type="text"/>	<input type="text"/>	<input type="text"/>
Executive and supervisory staff	<input type="text"/>	<input type="text"/>	<input type="text"/>
Clerical / administrative staff	<input type="text"/>	<input type="text"/>	<input type="text"/>
Others	<input type="text"/>	<input type="text"/>	<input type="text"/>

11. As at 30 June 2011, have your company's employment increased or decreased compared to one year ago?

- ₁ Decrease more than 10% ₃ Increase less than 10% ₅ Stay the same
₂ Decrease less than 10% ₄ Increase more than 10%

12. A proficient employee is someone who is able to do their job to the required level. What proportion of your employees in each job category would you regard as fully proficient?

	Almost None	Less than half	About half	More than half	Almost all
Managers	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂	<input type="checkbox"/> ₃	<input type="checkbox"/> ₄	<input type="checkbox"/> ₅
Professionals	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂	<input type="checkbox"/> ₃	<input type="checkbox"/> ₄	<input type="checkbox"/> ₅
Engineers	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂	<input type="checkbox"/> ₃	<input type="checkbox"/> ₄	<input type="checkbox"/> ₅
Technical occupations	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂	<input type="checkbox"/> ₃	<input type="checkbox"/> ₄	<input type="checkbox"/> ₅
Production operators	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂	<input type="checkbox"/> ₃	<input type="checkbox"/> ₄	<input type="checkbox"/> ₅
Executive and supervisory staff	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂	<input type="checkbox"/> ₃	<input type="checkbox"/> ₄	<input type="checkbox"/> ₅
Clerical / administrative staff	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂	<input type="checkbox"/> ₃	<input type="checkbox"/> ₄	<input type="checkbox"/> ₅
Others	<input type="checkbox"/> ₁	<input type="checkbox"/> ₂	<input type="checkbox"/> ₃	<input type="checkbox"/> ₄	<input type="checkbox"/> ₅

13. What are the critical problems facing your factory that should be attended to right away (e.g. traffic, worker supply or skills, parking, electricity, cost of operation, etc.)? Please be specific.

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**Thank you for your participation. Please return the completed questionnaire to:
 survey@peresearch.com.my or Fax: 03-78042863**