



FEATURED ARTICLES

Penang's Approved Manufacturing Investments Remained Resilient at RM9.12 Billion in 1H20 | Penang: Nurturing World-class Technopreneurs | Penang TECHFEST Live! ft. ROAD-TO-WCIT Malaysia 2020 | Reinvigorating Talent: Career Exploration Week 2020 "My Penang, My Workplace" | On the Ground

About **INVEST** penang

InvestPenang is the Penang State Government's principal agency for promotion of investment. Its objectives are to develop and sustain Penang's economy by enhancing and continuously injecting business activities in the State through foreign and local investments, including the spawning of viable new growth centres. To support the realization of its objectives, InvestPenang also runs initiatives like SMART Centre (to assist SMEs), Penang CAT Centre (to assist talents) and @CAT Penang (to assist start-ups).



ATTRACTION, DEVELOPMENT & RETENTION OF TALENTS

- > Resource centre and point-of-contact for employers and talents
- > Policy advocacy on addressing talent gap
- > Secretariat for Penang Future Foundation (PFF)

TALENT ATTRACTION & RETENTION

- > Awarding scholarships to outstanding and deserving students from the field of Science, Technology, Engineering, Mathematics, Accounting & Finance
- > Upon graduation, recipients will become part of the diverse talent pipelines in Penang's workforce



ASSISTING SME TO MOVE UP THE VALUE CHAIN

- > Advisory for market intelligence and financial resources from state & national agencies
- > Assist in creating new business opportunities and capacity building initiatives to develop SMEs' value proposition

START-UP DEVELOPMENT

- > One-stop centre for tech entrepreneurial activities in Penang
- > Launch pad of Penang's tech-startup community & innovation labs
- > Unique & flexible co-working space, tech events, accelerator & mentorship programme in George Town UNESCO World Heritage Site

FUNDING EARLY STAGE TECH START-UPS

- > Assist high potential tech start-ups with innovative technology products & services to attain commercialization.
- > Enhance local tech start-up ecosystem, encapsulating 'Powered in Penang' capabilities.

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About **INspire**

INspire is a quarterly newsletter produced by InvestPenang. This publication aims to give our stakeholders an update on the industry landscape and emerging opportunities in Penang, along with the State's initiatives to support industries. For more information, visit investpenang.gov.my or contact us via email at enquiry@investpenang.gov.my or call us +604-646 8833.

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Penang's Approved Manufacturing Investments Remained Resilient at RM9.12 Billion in 1H20



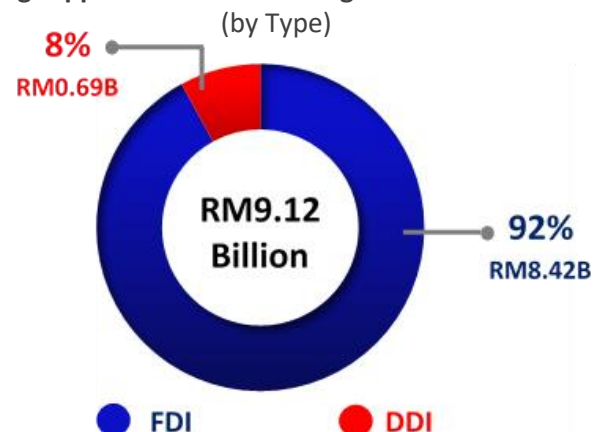
Penang clocked up RM2.02 billion in approved manufacturing investments in the second quarter of 2020 (2Q20) – a 452% year-on-year jump over 2Q19. According to data from the Malaysian Investment Development Authority (MIDA), the investment inflows in 2Q20 involved 29 projects, which, together with projects approved in 1Q20, are expected to generate 6,971 new job opportunities in the State.

Foreign direct investments (FDI) accounted for RM1.65 billion or 82% of the State's manufacturing investment inflows in 2Q20, while the remaining 18% or RM373 million came from domestic direct investments (DDI). On a year-on-year basis, Penang's approved manufacturing FDI inflows rose 600% in 2Q20, while DDIs were up by 186%.

2Q20's inflows bring total approved manufacturing investments for the first half of 2020 (1H20) to RM9.12 billion, equivalent to 54% of 2019's full year figure. Despite supply and demand shocks arising from the COVID-19 pandemic and the ensuing containment measures, investors continued to lock-in investment opportunities and decisions, which in part, reflects their confidence in Penang's economic stability and sustainability, robust industrial ecosystem and supportive policies and infrastructure.

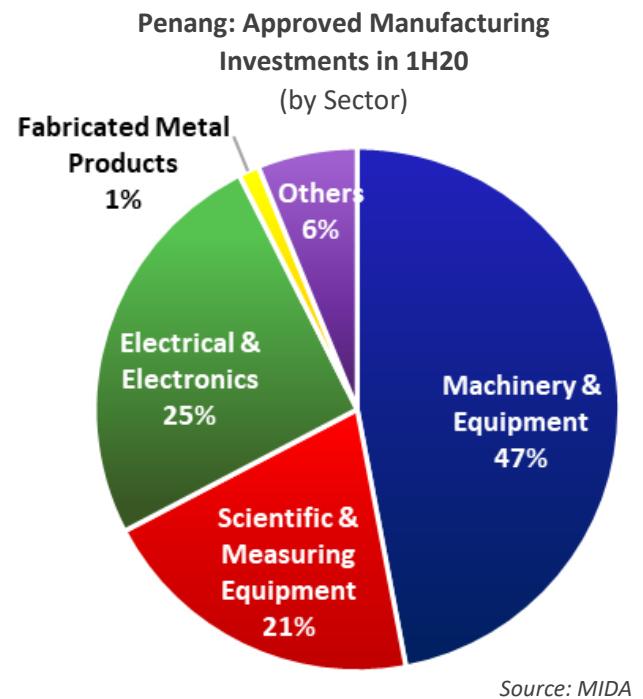
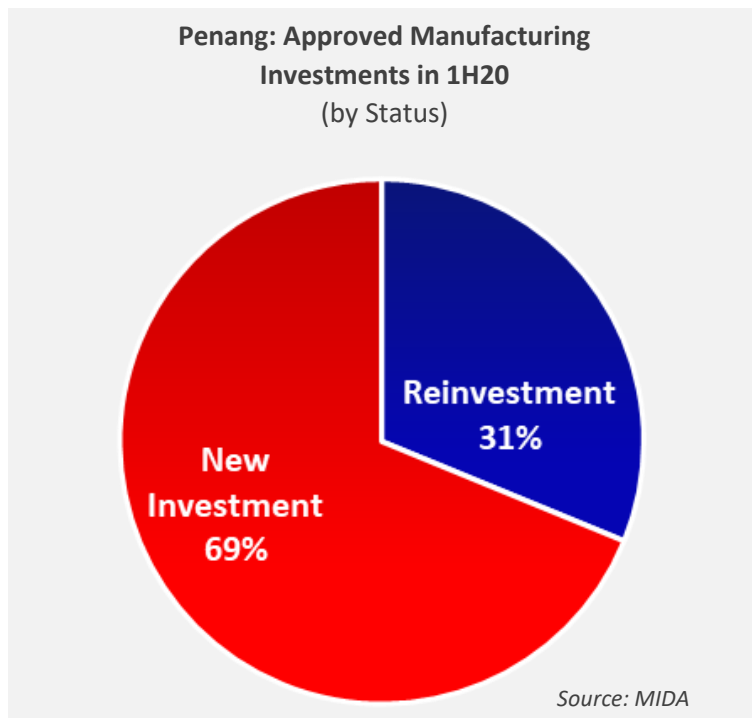
Penang also remains a key FDI destination in Malaysia, with approved manufacturing FDI flows into the State amounting to RM8.42 billion in 1H20 (year-on-year: -3%), accounting for 47% of the country's total manufacturing FDI inflows for the period. Top sources of FDIs into Penang during 1H20 were from Singapore, Switzerland and the US. A notable new project approved during the period was the upcoming establishment of Ultra Clean Holdings' plant in Batu Kawan Industrial Park, marking the entry of the global leader in the supply of critical subsystems for the semiconductor and related manufacturing industries into the State. Meanwhile, Penang also recorded RM694 million in approved manufacturing DDI in 1H20, up 37% year-on-year.

Penang: Approved Manufacturing Investments in 1H20 (by Type)



Source: MIDA

The Electronics & Electrical, Machinery & Equipment and Scientific & Measuring Equipment sectors remain the State's focus areas, collectively contributing 93% of Penang's total approved manufacturing investments in 1H20.



The Chief Minister of Penang, Right Honorable Mr. Chow Kon Yeow, expressed his satisfaction at the State's investment performance. "Right from the get-go, 2020 delivered a slew of challenges, from the US-China trade tensions, to the imposition of controls and policies to tackle the COVID-19 pandemic outbreak, in particular, the travel restriction policy. Despite all these uncertainties, I am truly delighted that Penang has secured such encouraging investment inflows into the manufacturing sector. This outcome would have not been possible without the tireless efforts from both State and Federal agencies," he said.

Looking ahead, Mr. Chow acknowledged the continued knock-on effects of COVID-19 on investment flows. "With all these unintended circumstances, it will be challenging to match 2019's record-high FDI inflows of RM16.86 billion in the current economic environment. In fact, UNCTAD, in its June 2020 World Investment Report 2020, had predicted that global FDI flows would drop by up to 40% this year. Nonetheless, with Penang's strong track record for investment policies and facilitation, the positive outlook for the State's promoted manufacturing subsectors, and the reconfiguration of the global supply chain, we believe the State will continue to be a preferred destination for high quality, high value-added investment projects," he added.

Though the near-term global economic and investment outlook is clouded by the COVID-19 pandemic, the State agencies, namely InvestPenang and Penang Development Corporation (PDC), will continue to engage existing and potential investors to understand their requirements and explore potential opportunities in the "new normal", as well as focus on facilitating on-the-ground project implementations. The State government's immediate priority is to stay vigilant in containing the spread of COVID-19 to ensure the safety and well-being of the people, whilst concurrently balancing this against the needs of businesses and industries. The State will also continue to prioritize the development of a sustainable economy, physical and digital infrastructure, workforce, environment and livability of Penang, all of which would set the State in the right direction to continue attracting high-quality investors in its key promoted industries.

Penang:

Nurturing World-class Technopreneurs

Penang's conducive environment nurtures successful homegrown technology companies

Penang has now entered the fifth decade of its industrialization journey. The State's Bayan Lepas Free Trade Zone was Malaysia's first free trade zone and also the first hub for some of the world's biggest semiconductor corporations' offshore locations back in the 1970s, particularly from Western countries and Japan.

Fast forward to today, the local talent pool has accumulated decades of business intelligence and technical experience as the robust supply chain has evolved alongside technology megatrends. This has enabled Penang to attract increasingly high-quality investments, as is evident from the proliferation of upstream technology-related multinational company (MNC) investments with high value-added functions, ranging from upstream research and development (R&D) activities to design and knowledge-based solutions, in addition to downstream manufacturing and testing activities, as well as global business service (GBS) activities.

More importantly, Penang's conducive environment has not only led the country in attracting foreign direct investments (FDIs), but also created more and more success stories of locally-employed engineers turned technopreneurs, founding and building companies that have grown to become internationally renowned in their own right.

Penang's homegrown E&E companies play crucial roles in the ecosystem but generally give an impression that their strengths are constrained to downstream and manufacturing-related functions, particularly in the areas of manufacturing of E&E equipment for back-end processes, outsourced semiconductor assembly and test (OSAT) services and electronics manufacturing services (EMS). This perception stems from the fact that the large local companies (LLE) in the E&E industry listed on the Malaysian bourse are involved in such activities.

Emergence of IC design and IC test design companies in Penang

As local equipment manufacturing, OSAT and EMS players continue growing and becoming more integrated into the global supply chain, there is an emerging layer of young, fast-growing local E&E companies that provide IC design and IC test design services.

These emerging companies have moved away from manufacturing, and instead, established themselves as upstream solution providers in the E&E value chain. Prominent Penang-grown companies in this segment include Experior, Oppstar Technology, Skyechip and Infinecs - vibrant and emerging companies that are making names for themselves in providing services that are crucial in the conceptualisation and/or product design stages.

Similar to many other LLEs in Penang's E&E industry, these young companies are founded by engineering talent who have had global exposure, and through their work experience in Malaysia and abroad, have been able to see opportunities and commercialisable ideas and solutions that fill gaps in the ecosystem. These companies' solid technical capabilities have enabled them to quickly gain traction with the world's top technology companies, particularly those with a presence in Penang.

These companies' biggest assets are their employees and intellectual property, with more than 90% of the companies' respective workforce comprising experienced research, design and development engineers. Although still relatively small in number, these young companies' businesses are growing aggressively, with some already establishing overseas offices to serve global clientele.



Enhancing clients' semiconductor test engineering capabilities

Having accumulated over 20 years of experience in semiconductor, automated test equipment (ATE) and system level testing, Eugene Khoo founded Exterior Technology (Exterior) in 2014 with a nascent idea of how to complement the regional E&E ecosystem.

Meaning 'to test' in Latin, Exterior's niche in the semiconductor testing segment is in providing one-stop test engineering services from new product introductions (NPIs) to optimizations of existing products. This, in turn, allows its clients to benefit from lower cost of tests via increased efficiency instead of the traditional cost cutting approaches of finding cheaper solutions. Exterior is one of only two Malaysian-owned companies that focuses primarily on semiconductor testing R&D, which is an essential function for all new semiconductor products.

Prominent client base

Despite Exterior's short history, its clients already include Fortune 500 semiconductor giants comprising Integrated Device Manufacturers, Automated Test Equipment Makers, Semiconductor Fabrication Plants and Design Houses.

Navigating steadily during the Covid-19 pandemic

In 2017-2019, Exterior's revenue grew exponentially, at 200% per annum. Despite the challenges of 2020, Exterior has weathered the pandemic steadily. The company is not adversely impacted by the Movement Control Order (MCO) as it had already implemented a flexible work model and a self-developed IR4.0 system automation even before the pandemic hit. Having said that, Eugene acknowledged that the current travel restriction does limit the company's ability to close new business deals. "Fine print and nuances to business deals are best understood and discussed face to face, something we all clearly have to learn to do without," he said.

Expecting strong revenue growth momentum to resume in 2021

Eugene expects the pre-2020 revenue growth trajectory to resume in 2021 and extend over the coming three years. In addition to the promising outlook of the broader semiconductor industry, the company's strategy is designed to outpace the broader industry's growth. This comprises 1) capturing opportunities arising from global semiconductor supply chain reconfiguration, 2) acquiring new customers, particularly from the US, Europe and Chinese markets, 3) realizing new income streams from newly developed IR4.0 smart factory software products, and 4) further expanding the range of test engineering services offered.

Notwithstanding the travel restrictions, Eugene believes acquiring new customers will be relatively easier than before, with Exterior having already established itself and built momentum in the semiconductor ecosystem. To enhance its services and add value to its clients, Exterior introduced its IR4.0 smart factory software with business intelligence and remote real-time monitoring and management capabilities.

Services



One stop test engineering centre for development, validation, volume testing, and optimisation of new and existing products

Fortune 500 IDMs,
Automated Test
Equipment Makers,
Semiconductor
Fabrication Plants and
Design Houses

Customers



Experience



Technical team has between 8 and 25 years' experience each, gained mainly from their time in various international technology giants

RF, Analog, Digital, Mixed
Signal, complex system
on a chip (SOCs) and
field-programmable gate
array (FPGAs) on a
diversity of tester
platforms

Expertise



Exporior's integrated test design solutions and services

Facilities

- 1k, 10k & 100k clean rooms
- ATE testers, handlers & probers

Manufacturing Improvements

- Yield improvements
- Failure analysis
- Test time optimisation

Prototyping

- Device characterisation
- Validation against design & datasheets

Test Program Development

- New product enabling & stabilisation

Pattern Conversion

- Conversion from VCD, eVCD, STIL to tester patterns

Tester & Equipment Selection

- Based on product & test requirements

Hardware Design & Fabrication

- Loadboards & probe cards
- Sockets & pins

Design of Test Methodologies

- JTAG/TAP
- SCAN
- BIST
- Cache/DAT
- IO DFT
- SBFT
- RF

IC TEST DESIGN SOLUTIONS FOR NEXT GEN DEVICES

Source: Exporior

Features of ExSA, Exporior's IR4.0 Smart Factory Software

Data Analysis & Reporting

- Production status & product health indicators
- Configurable data query system with analytical ability to auto-hold lots when outliers are detected
- Automated Key Performance Indicator (KPI) reporting

Advance Scheduler

- PM calibration system with integrated alert, auto-shutdown and management approval

Dashboard

- Production control center for web-based live monitoring of product and equipment indicators

Hardware Inventory

- Linked to MES for error-free assignment and setup
- Live tracking of all hardware status, location and lifespan

Smart Equipment

- Universal and customisable user interfaces
- Performance reporting and analytics

Recipe Management

- Web-based customer/engineer portal
- Fool proof test program/recipe auto-check & download

Process Flow Control

- Customisable flow with process routing configurability and flexibility for error-free execution

Stock Inventory

- Inventory tracking & control of material with auto-triggering for reordering
- Automated matching of BOM with material forecast for on-time purchase
- Linked to MES to eliminate use of incorrect material

EXSA IR4.0 SMART FACTORY SOFTWARE

Source: Exporior

Talent attraction and retention

Having started with just one employee in 2014, Exporior now boasts a 20-strong team. Despite being a relatively young company, Exporior has been selective in its service offering, focussing on complex products and high-end technology. Toward this end, the company has also been selective in building its team. Members of Exporior's core technical team have between 8 and 25 years' experience each, gained mainly from their time in various international technology giants.

"One of our biggest challenges as a start-up was in attracting talent," Eugene said. "We were not only competing against globally-established competitors for clients but also for talent," he added. Toward this end, Exporior devises and maintains a result-oriented, flexible work arrangement, allowing its staff the flexibility of when and where they work. This working model is particularly attractive to women, especially working mothers. In the largely male-dominated field of engineering, 50% of Exporior's headcount are women, and both its Chief Operations Officer and Chief Technology Officer are women.

Lee Ying Ying

Chief Technology Officer, Exporior
17 years of industrial experience, focusing on pre silicon RTL simulation, test design and validation for both hardware and software on Advantest, Teradyne, Credence and NI platforms.



Susan Law

Chief Operations Officer, Exporior
16 years of industrial experience, specialising in test operations encompassing strategic and business planning, process management, system automation and quality assurance.

Eugene Khoo

Chief Executive Officer, Exporior
25 years of industrial experience, with expertise in semiconductor test design, product development, system validation, operations management, business development and bootstrapping a tech start-up.

Embracing the age of start-ups and disruptive ideas

Commenting on the direction of the State's semiconductor ecosystem, Eugene believes Penang has an abundance of engineering expertise and talent, built by MNCs over the past 50 years.

In addition to the government's efforts in attracting high quality investments into the State, he urged talent with new ideas to step forward to realise and execute their ideas. "In these times of global change, just as we have to adapt to different ways of living, we also have to unearth innovative ways in which to approach global business and technology," he said.

"This is the age of start-ups and disruptive ideas. If you have one, no matter how insignificant it may seem, reach out to us. You'd be surprised how rich Penang is in successful start-up founders who would be more than happy to listen, counsel and guide," he added.



<http://www.oppstar.com.my/>

An end-to-end IC design solution provider

Established in 2014, Oppstar Technology (Oppstar) is an IC design contract R&D services provider, founded by three IC designers, each respectively having over 24 years' hands-on experience in design centres in Silicon Valley as well as around Southeast Asia. Collectively, the founding members, who are also the current management team - Ng Meng Thai (Managing Director), Cheah Hun Wah (Chief Technology Officer) and Tan Chun Chiat (Senior Director) - are the inventors or co-inventors of 14 design patents granted by the US Patent & Trademark Office, with several other patents pending.

Under the leadership of the trio, Oppstar has grown exponentially in its 6-year journey and the company's outlook remains exciting.

Developer of Malaysia's first ASIC AI Chip

Oppstar began as a sub-contractor, undertaking simple IC layout work. The young startup quickly proved to its clients that its engineers could do much more, gradually taking on more complex assignments, moving up the value chain to provide full turnkey solutions and intellectual property (IP) development services. While revenue contribution from IP services is still insignificant, the firm is on the right track to increase its revenue share of high value jobs.

Oppstar now has experience in 7-28nm process technology and has completed multicore system on a chip (SoC), transceivers, Field Programmable Gate Arrays (FPGA), Automotive Microcontroller (MCU) projects based on Intel, TSMC, and Global Foundries process technologies. The firm's engineers currently work on state-of-the-art projects related to everything from the latest mobile phone technology and Internet of Things, to autonomous cars.

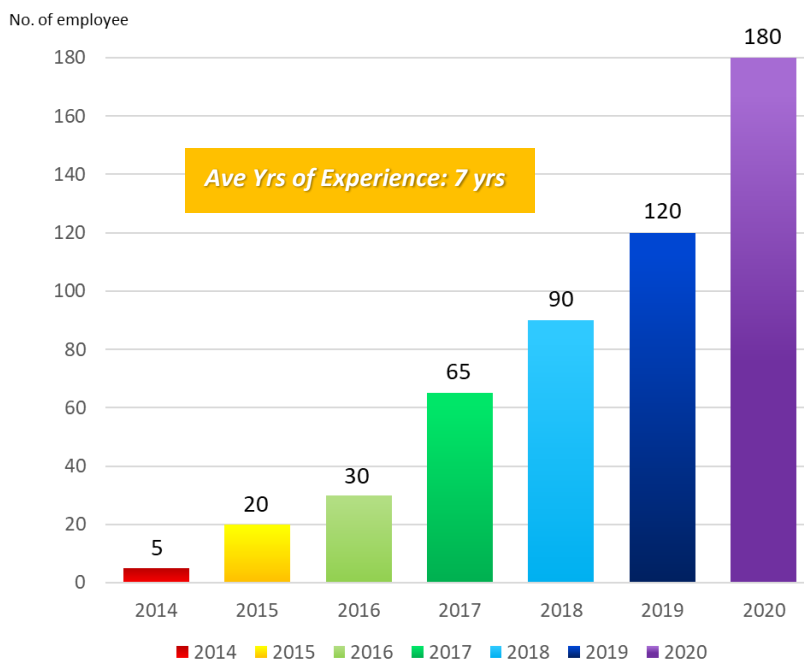
The firm's technical capability was proven in its recent achievement in developing the first Malaysian-owned ASIC AI chip, which was taped-out in December 2019 and the silicon has already been fabricated by TSMC. The AI chip, codenamed "Cerdik", has wide applications which range from medical health (cell recognition, detection and counting) to agriculture (fish counting and harvesting). In fact, the Cerdik AI chip already has commercial applications in AIRIS Sense, an edge device with a contactless fever detection and facial recognition data logging system. AIRIS Sense measures the temperature of users and stores the necessary information (face recognition and temperature records) automatically without any contact with the device. With the ability to identify users, information captured is logged into the system without the need for internet connectivity.



Exponential growth and upbeat outlook

Founded with just five employees in 2014, Oppstar's headcount is now at 180 people. Over 90% of its team are design and development engineers with multilingual capabilities, serving a customer base that ranges from MNCs in Penang to tech companies in the US, China, Japan, Korea and Singapore, with most being Global Fortune 500 or Fortune 500 companies. In 2019, overseas jobs made up just 9% of Oppstar's total revenue, but this is estimated to grow to 50% in 2020 and reach 80% in 1-2 years'. Notwithstanding the challenges arising from the COVID-19 pandemic, Oppstar estimates it will double its 2019 revenue in 2020.

Oppstar's headcount grows aggressively since inception



Source: Oppstar



Oppstar's founding members at work in their small office in the early days. The company now occupies three floors of office space at sains@usm as an outsource design centre based out of Penang, which can cater more than 250 staff.

Multiple catalysts to support growth

In addition to the exciting prospects of its IP development solutions, Oppstar is also upbeat on the outlook of its bread and butter contract IC design business. The company firmly believes that the semiconductor industry is among the most resilient industries amid the current, highly unpredictable macro environment. For Oppstar, opportunities within the industry have become even more prominent in these troubled times.

On the macro front, the prolonged US-Sino trade tensions, as well as China's determination to reduce its heavy dependence on foreign semiconductor supply (currently at 81% of China's semiconductor consumption) via huge investments to build its own supply chain, are creating fresh opportunities for contract IC design companies. Malaysians' appropriate language skills, innate understanding of Asian culture coupled with the accumulated IC design experience from years of hands-on experience in Western technology puts Oppstar in a favourable position to capture more opportunities from East Asia.

In addition, the COVID-19 pandemic has changed the landscape of contract IC design. Traditionally, IC design contractors were expected to work on-site at their customers' locations. In the new normal, IC design vendors now undertake design work remotely. Oppstar is confident that it could secure more overseas design jobs to be completed in Penang and this would be a new growth area for Malaysia. The company also believes that contract design is an emerging new trend in the semiconductor industry, similar to contract manufacturing back in the 1990s, and is poised for exponential growth in the years to come.

State government to continue facilitating and nurturing supply chain “localisation”

While Penang’s downstream industries as a whole are undeniably more developed and mature at this juncture, a new generation of young, dynamic tech companies are emerging and growing to become global players. These companies are poised to build momentum that will nurture and spur the development of peers and other high value-added tech companies that will further entrench Penang as a tech hub on the global semiconductor world map.

Today’s economic and business environment is fraught with uncertainties and is increasingly prone to disruption. However, amid the many challenges lie opportunities for the development and advancement of homegrown Malaysian high technology companies. Toward this end, the Penang State government is committed to continue nurturing and promoting homegrown companies, and will continue to cultivate and facilitate supply chain localisation opportunities, particularly among MNCs.

Reframe. Renew. Reimagine.

Penang TECHFEST Live! ft. ROAD-TO-WCIT Malaysia 2020



The COVID-19 pandemic has imposed a new normal in almost all aspects daily life, impacting everything from the global economy to businesses and industries, politics, education, sports, travel and even social and family interactions. It has forced authorities and governments to formulate and enforce drastic policies to contain the spread of the disease.

Among the “casualties” of the pandemic was Penang’s plan to host the 24th World Congress on Information Technology (WCIT), that was originally scheduled to be held from 14 to 16 September 2020 at the Setia SPICE Convention Centre. Established in 1978, WCIT is regarded as the “Olympics” of global technology conferences - the largest and most prestigious international technology event among global IT leaders. However, to prioritise the safety and health of the people and after thoroughly reviewing the post Covid-19 recovery phase, The National Tech Association of Malaysia (PIKOM) and WCIT Steering Committee headed by Chief Minister of Penang took the decision to reschedule the physical conference to 2022.

From Convention Centre to the Internet: Penang TECHFEST Live! featuring ROAD-TO-WCIT Malaysia will be broadcast live from 18 – 20 November 2020

Undeterred by the postponement, Penang has, in the interim, taken the opportunity to embrace technology and organise TECHFEST Live! – a 3-day hybrid global tech festival for growth and market access that will feature a series of physical and online events, leading up to the world congress in 2022.

Aiming to reach 3,000 online participants from over 80 countries, TECHFEST Live! featuring ROAD-TO-WCIT Malaysia will go live from 18 to 20 November 2020, positioning Penang as the gateway to tech in Southeast Asia for the world.

The hybrid event will comprise a curated selection of physical events that will take place at the Setia SPICE Convention and Exhibition Centre, as well as virtual events that will be live-streamed globally,

ABOUT ROAD-TO-WCIT MALAYSIA

ROAD-TO-WCIT Malaysia is the journey towards marking the return of the World Congress On Information Technology to Malaysia as the gateway to Southeast Asia with a market size of 650 million people.

EXPLORE THE MARKET ACCESS OF SOUTHEAST ASIA

Participate and connect with Southeast Asia market leads through the B2B matching that is AI enabled and/or book a virtual booth to display your company’s products and services for procurement and partnership appointments. Catch young talents from Southeast Asia via our talent pool recruitment for your needs as well!

CONNECTING THE WORLD

ROAD-TO-WCIT Malaysia is a highlight of the TECHFEST LIVE and it features the latest technology and innovation conversations and the 2020 Global ICT Excellence Awards.

PENANG

18 – 20 November 2020

to seamlessly bring together tech startups and entrepreneurs, international visionaries, captains of industry, government leaders as well as academics, investors and consumers.

The organizers have lined up over 200 on-demand sessions with at least 120 global experts, featuring insights from industry leaders, new innovative business models and inspiring success stories of tech use from across the world. Key highlights include live dialogues, webinars and keynote addresses by prominent global speakers such as Douglas Comstock, Deputy CFO of NASA, Professor Soumitra Dutta, author of Global Innovation Index and Co-Chair of the World Economic Forum's Global Future Council on Innovation Ecosystems, Dr. William Magee, Founder of Operation Smile, Mary-Jo de Leeuw, one of Europe's Top 50 influential women in cybersecurity, and Audrey Tang, Taiwan's Digital Minister. In addition, there will also be multiple streaming sessions that will include workshops and masterclasses, as well as targeted networking and business matching opportunities.

TECHFEST Live provides opportunities for participants to engage with players in the Southeast Asian tech market via AI enabled B2B networking amongst 3,000 global influencers, experts, industry leaders, investors, founders and C-suites. TECHFEST Live aims to be a platform that brings together the full tech ecosystem and supply chain, from technologies, solutions and consumers, to key decision makers who influence policies in city planning and mobility, as well as innovators and leading industry players who spearhead advancement and growth in their respective fields.



Key Highlights*

"The Commercialization of Space"

with Douglas Comstock, NASA's Deputy CFO

"Where are We Now? Network Readiness Index Global Rankings"

with Dr. Soumitra Dutta, Cornell University

"Technologies are All About Relationships"

With Carlos Alimurung, ONE Esports CEO

"A Digital World – What Must Give?"

with Audrey Tang, Taiwan's Digital Minister

"Fintech for Inclusion"

With YB Dato' Sri Tengku Zafrul, Malaysia's Finance Minister

"AI vs Human Intelligence"

With Professor Soo-Young Lee, Korea Advance Institute of Science & technology (KAIST)

"Future of Mobility and How to Utilize Data in the Post-Covid Era"

With Patsy Ho, Citymapper

WITSA Global ICT Excellence Awards 2020 & WCIT 2022 Malaysia Unveil

**Subject to change and not limited to the above mentioned.*

Showcasing best practices

In addition to the above, the event will showcase the four best practices that are driving the State's digitalization push, namely: 1) Expediting the deployment of 5G infrastructure, which will in turn, drive new levels of productivity and innovation; 2) Promoting smart city initiatives, particularly toward creating a cashless society by ensuring the availability of affordable financial tools for smaller merchants, entrepreneurs and primary providers; 3) Promoting cross-border e-commerce that ensures more efficient trade via the use of digitalization tools; and 4) Positioning Penang as a Capital of Innovation that challenges the status quo by way of building diversity in talent, startups, and scalable jobs.

Featured Innovations: Discover and Be Discovered!

One of the key highlights of the festival is the Featured Innovations segment, a showcase for new innovative products, services and start-ups. Designed to create market traction, the program aims to list 300 new and emerging techs, bringing together startups, entrepreneurs, potential partners, investors as well as end-users. Selected solutions will be highlighted via TECH MARKETPLACE – a virtual platform featuring live product demonstrations, Q&A sessions and interviews, designed for solution providers to pitch their new, innovative solutions to potential end-users, partners and distributors.



STAY COMPETITIVE
AMIDST THE DIGITAL
TRANSFORMATION



SERVED BY ROBOTS
VACCINES IN AN EMAIL
EVERYTHING IS TALKING

Save the date!

The event has something for everyone, so join us to see the latest trends in tech and innovation, expand your network and discover potential investment opportunities, get insights into the minds of tech leaders and innovators, or simply come to see the latest cutting-edge tech, gadgets and solutions.

The Chief Minister of Penang, Mr. Chow Kon Yeow, expressed his excitement ahead of the event. “We are really excited to be hosting TECHFEST Live! featuring ROAD-TO-WCIT Malaysia. It essentially embodies the tech revolution – a seamless, borderless global stage to showcase new and emerging technology. For industries, it is imperative to leverage on technology to stay ahead of the game, and for consumers, it’s a chance to see products and solutions that could re-shape our daily lives,” he said.

TECHFEST Live! ft. ROAD-TO-WCIT Malaysia’s ticketing platform is open (launched in August 2020) and tickets are selling fast! Visit <http://techfest.my> or www.wcit2020.org and Facebook page <https://www.facebook.com/TechFestMalaysia> for more information. We look forward to your participation at this mega tech event for the year!



ARE YOU STAMPING
A DEADLINE ON YOUR
BUSINESS GROWTH?



STRONGEST INVESTING
SPOTS IN
SOUTHEAST ASIA

Reinvigorating Talent: Career Exploration Week

2020 “My Penang, My Workplace”

Next to salary and compensation, the ability to offer career development and job security have become “must-haves” for companies to attract talent in today’s environment. The Millennial workforce of today expects their employers to outline how their careers with the company can be developed, along with specific skills and experience their employers can help them to attain. Concurrently, job security also weighs heavily these days due to the repercussions of the COVID-19 pandemic. With new graduates entering the labour force alongside existing job seekers, job creation is especially crucial at this time

Penang’s job market is fuelled by high quality positions

While some traditional industries such as garment manufacturing in Penang have been severely impacted by the slump in global retailing, investors in high technology industries remain committed to realising their investments even in these uncertain times, and the job market in Penang continues to thrive.

As the “Silicon Valley of Asia”, Penang consistently draws major manufacturing FDI inflows to the country and despite the pandemic, the State successfully attracted RM9 billion in approved manufacturing investment inflows during the first half of 2020, with 93% of this amount invested into the Electronics & Electrical, Machinery & Equipment and Scientific & Measuring Equipment industries. It is estimated that once realised, Penang’s total approved manufacturing investments from 2019 to mid-2020 will generate about 26,000 job opportunities in the State.

“From Jan-2019 to Jun-2020, Penang attracted RM26billion of manufacturing investment inflows which are estimated to create 25,857 jobs in Penang.”

-CEO of InvestPenang, Dato’ Loo Lee Lian-



“We believe that this virtual platform will not only benefit active job-seekers but also our industries as companies are able to promote their employment branding and career opportunities for current and future hires.”

-Chief Minister of Penang, Rt. Hon. Mr Chow Kon Yeow-

Tremendous response to Penang’s inaugural virtual career event

In its efforts to highlight the existing and upcoming career opportunities and to continue attracting the right talent, the State Government, through InvestPenang, organised a public-private employment initiative with JobStreet Malaysia. Known as Career Exploration Week “My Penang, My Workplace”, the platform aimed to attract prospective jobseekers and talents, and enable and accelerate the discovery of high-quality job opportunities in Penang via exhibitors’ virtual booths and on-demand webinar sessions that incorporated informative insights on the employment market.

The inaugural virtual career event was held from 26 September to 2 October 2020, attracting the participation of over 30 global companies that are leaders in their respective fields, as well as close to 2,000 job seekers who deposited their resumes and/or applied to jobs advertised on the platform.

The event garnered positive feedback from the participating companies, who saw it as a new way of engaging talent. Corporate participants found the event to be a significant platform for their respective branding and recruitment efforts, as well as a good source of potential talent profiles for future manpower requirements. Many companies also expressed their interest to participate in future events.

A 360-degree employment initiative – from job opportunities to insights from industry captains

In addition to virtual career booths, the job fair featured on-demand webinars and talks that were comprehensive and insightful, addressing the needs of job seekers. Talks by Human Resource experts offered suggestions on interviews dos and don'ts, tips and tricks to winning interview sessions and how to improve self-values to be a more sought-after candidate and sharing from CEOs on their respective journeys, success stories and advice. Manufacturing and GBS industry experts also discussed career paths and prospects in different industries, young talents were able to share their recent experience in joining the workforce, while incoming investors mapped out potential career opportunities.

During the virtual launch event, the Chief Minister of Penang, Mr. Chow Kon Yeow highlighted the State Government's emphasis on elevating the liveability stature of Penang as one of the key goals of the Penang 2030 plan. Embracing the concept of a Smart City, offering affordable housing, ensuring a clean, green and safe environment, as well as mounting efforts in promoting STEM education are among the State's focus areas in making Penang the destination of choice to "Work, Live, Learn and Play".

A higher proportion of high-quality jobs helps in boosting the economy, minimises incidences of poverty, and generally raises the quality of life in the community. In line with the Penang 2030 vision to upgrade the economy and raise household incomes, the State Government will focus on driving the State's manufacturing hub away from low-tech, labour-intensive operations toward highly-automated, knowledge-based industries. This transformation is envisioned to create higher-income jobs and better career prospects and satisfaction for the workforce. The State's robust industrial ecosystem enables companies



"Together, we strive in making Penang the destination of choice for 'Work, Live, Learn and Play'."

-Deputy Chief Minister II of Penang, YB Prof. Dr. Ramasamy s/o Palanisamy-



"JobStreet saw an increase in jobs offered of some 70% compared to when the pandemic was at its height. As a result, job applications through our platform also increased accordingly in the past few months, an encouraging sign which shows that the economy is recovering."

- JobStreet Country Manager, Mr. Gan Bock Herm -

to leverage on the existing supply chain and infrastructure to realize this goal. In fact, there are already a significant number of companies in Penang that have successfully moved up the value chain, demonstrating the State's ability to lead the way in innovation.

Improving Penang's liveability rating is the State government's commitment to people

People are always our greatest asset. Aside from attracting desirable investments by high-quality investors, the State also places huge emphasis on retaining and attracting new talent from all over the country. Toward this end, the State government has taken a holistic approach, not only by targeting the development of knowledge-based industries that will create high-paying jobs, but also working on raising Penang's liveability ratings. With ample high-quality jobs and new business opportunities available as a result of the strategic investments into the State, a vibrant culture, well-preserved natural environment, efficient transport and infrastructure, and access to education, health and community services will definitely make Penang a better place to work, live, learn and play and consistently attract talent who value Penang as a State that has it all!

Participating Companies



Participating Companies (New Investors in Penang)



Distinguished Speakers

Hear it from HR: "Unveiling the Winning Formula"



Mr. Chandra Segar
Advanced Micro
Devices Inc



Ms. Grace Loh
National
Instruments



Mr. Gan Sow Chat
Teleperformance
Malaysia



Ms. Yeoh Siew Eng
ViTrox Corporation
Berhad

CEO's Perspective: "A Bird's-Eye View"



Mr. Pang Yee Beng
Senior Vice President, South Asia;
and Managing Director of
Malaysia, Dell Technologies



Mr. Kim Chin Kuang
Vice President of Finance
of Global Business
Services at Jabil Circuit Inc



Mr. Solomon Lorthu
Managing Director of Penang
Operations for Motorola
Solutions Malaysia Sdn. Bhd.



Mr. Chu Jenn Weng
CEO of ViTrox
Corporation Berhad

Yesterday, now and tomorrow- How roles have evolved?



Mr. Michael Daniel Jogal
Persolkelly Group



**Mr. Noor Izwan
Mohamad**
B. Braun Medical
Industries Sdn Bhd



Ms. Hou Mi Mi
Intel Technology
Sdn Bhd

GBS World: Globalizing You



Ms. Grace Ng
EPS Consultants
Malaysia



**Mr. Bramdikin
Bandaria**
Osram GSS



Mr. Amar Chhajer
UST Global



Mr. Gagandeep Singh
Swarovski Global
Business Services

On the Ground

InvestPenang's Regular Engagement with Stakeholders

Walk the Floor

Regular visits to engage and keep abreast with our stakeholders' operations.



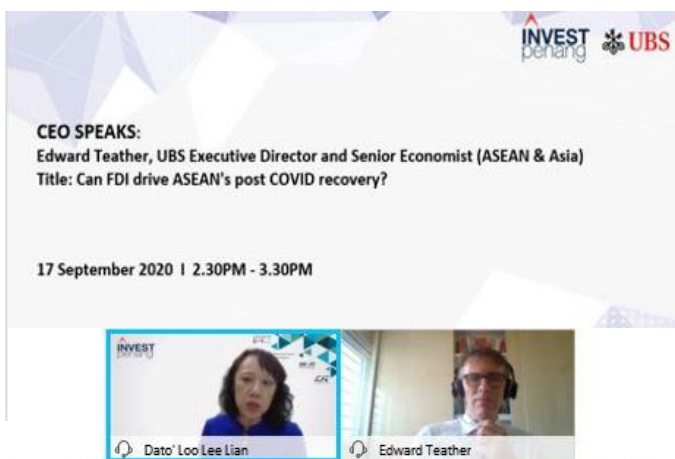
Comet Technologies Malaysia Sdn Bhd



Lime Malaysia Sdn Bhd

CEO Speaks

Creating the avenue for industry leaders and experts to impart knowledge and sharing of insights.



PFF 2020 Selection Interview

Final round of evaluation for shortlisted PFF 2020 applicants.



Note: PFF refers to Penang Future Foundation.

Stay Connected

Engaging and sharing of current business and industry landscape with our stakeholders.

ウェビナー

次のサプライチェーン多様化の目的地としてのマレーシア・ペナン州：一東のシリコンバレー

2020年10月14日（水曜日）
10:00 - 11:30 日本時間
Zoomウェビナー
参加費：無料

このウェビナーは、サプライチェーンの多様化や、サプライチェーンの崩壊による将来的なリスクを軽減するため、新しい拠点を模索する日本企業様に向けて、マレーシア・ペナン州の投資環境をお伝えすることを目的としています。

パネリスト

＜本ウェビナーのポイント＞

- ペナンにて、事業及びサプライチェーンの多様化に取り組んでいる日本企業のサクセスストーリーを聞くことができます。
- マレーシア政府機関が提供するインセンティブや投資チャンスについての情報を手りいただくことができます。

参加対象者

事業の移転、拡大、多様化のために別の場所を模索・検討している日本企業の方々

Website: www.investpenang.gov.my | Email: Mr. Chen William (william@investpenang.gov.my) | Line/WhatsApp/Message: +6016-440 5589



InvestPenang's investment promotion to companies in Japan.

深圳市贸促委商法大讲堂
深圳国际商会讲堂

**马来西亚槟城招商局
槟城研讨会2020**

马来西亚槟城招商局
马来西亚投资发展局
深圳国际商会

InvestPenang

Panelist: Dato' Seri Lee Kah Choon

InvestPenang's investment promotion to companies in China.

THE CHINA SERIES

Creating A Golden Ticket In Semiconductors

Panelist: Dato' Seri Lee Kah Choon

Dato' Seri Lee Kah Choon as a panelist in webinar organized by The Star.

**PENANG
SILICON ISLAND OF THE**

From labour intensive and low value product to intensive, high-tech and knowledge-based State

- 2nd most urbanized state in Malaysia
- Contributes 6.7% of national GDP - RM94.7B
GDP Per Capita Pg: RM55,243
Msia: RM46,450 (2019)
- 835,600 total workforce (37% manufacturing & S&S Services) (2019)
- >50 years of industrial experience & home to >300 MNCs

Panelist: Dato' Loo Lee Lian

Dato' Loo Lee Lian as a panelist in webinar organized by MDEC on employment opportunities in GBS.

smart sourcing summit Webinar Series

TOUCH ME NOT!

REIMAGINING BUSINESS SERVICES

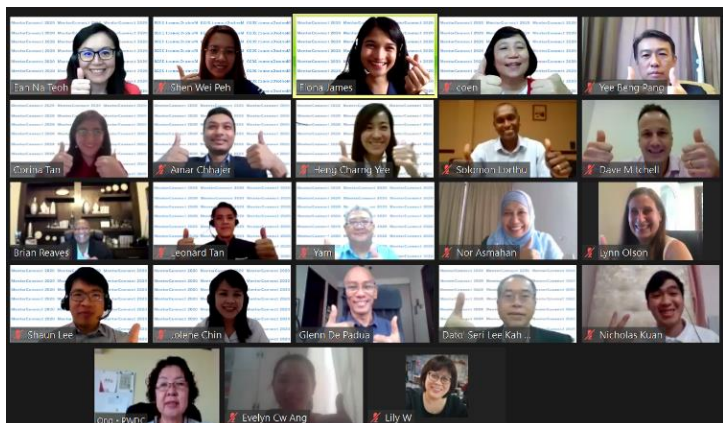
"HYPER-COLLABORATION THE NEW NORMAL"

01.09.2020, Tuesday
5.30pm - 7.00pm

REGISTER HERE

Panelists: Dato' Lim Han Boon, Johary Mustapha, Boonlai Semchi, Dato' Leo Lee Lian, Justin Ong, Michael Warren

Dato' Loo Lee Lian as a panelist in Smart Sourcing Summit Webinar Series 2020 on hyper-collaboration and digital service.



Dato' Seri Lee Kah Choon as a special guest at MentorConnect 2020 Virtual Launch.

AmBank BizCONFERENCE

THE BIG RESET: REVIVE YOUR BUSINESS • DIGITAL

DIGITALISATION INDUSTRIAL REVOLUTION 4.0 HALAL QUEST

Panelist: Dato' Loo Lee Lian

Dato' Loo Lee Lian as a panelist in AmBank BizConference on digitalization.

Note: InvestPenang's industry engagements are not limited to the pictures showcased above.



INVEST penang



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