

Presentation to the European Aerospace Clusters

September 24, 2024

David Jones, Managing Director, MAIA

SERVING MALAYSIA'S **AEROSPACE**
INDUSTRY



MALAYSIA AEROSPACE INDUSTRY ASSOCIATION



116
MEMBERS

The Malaysia Aerospace Industry Association (MAIA) is a not-for-profit organisation, established in early 2016 to support the growth of Malaysia's aerospace industry and represent Malaysian companies across the various aerospace sectors to further develop Malaysia's status as an aerospace hub in Asia.

OUR ROLES

- 1 To work with the National Aerospace Industry Corporation Malaysia (NAICO) in overseeing the implementation of the Malaysian Aerospace Industry Blueprint 2030.
- 2 To represent and promote Malaysian companies within the various aerospace related industry sectors and in all its sub-segments.

OUR GOALS

- ✈ To be the voice of the Malaysian aerospace industry and to work with international bodies to promote our industry
- ✈ To foster active dialogue among industry players to represent their common interests – 6 sector committees.
- ✈ To offer a platform to network, discover, create and promote new business development opportunities.
- ✈ To grow and expand the capabilities and competencies of the aerospace industry for the common benefit of all players.
- ✈ To effectively engage and work closely with various ministries and agencies of the Government.
- ✈ To promote the aerospace industry in Malaysia so that all stakeholders understand the importance of the sector.



AEROSPACE MANUFACTURING - MALAYSIA

AVIONIC SYSTEMS

Honeywell

CELESTICA

PLEXUS

Tt Electronics

NOSE SECTION



PYLON



TRAILING EDGE



LEADING EDGE



SPIRIT AEROSYSTEMS



senior Aerospace



ENGINE FAN/LPT CASINGS



INTERIORS



FLAPS



~130 aerospace manufacturers in Malaysia



EUROPEAN MRO IN MALAYSIA



73 Authorised MRO



Collins Aerospace
An RTX Business

Honeywell



DRONE TECHNOLOGY PROVIDERS



AERODYNE GROUP

Ranked global no 1 by Drone Industry Insights (DII) in 2023 for drone-based solutions provider. **Growing to 900 employees** and presence in **36 countries**



MERAQUE

Providing services across a range of industry sectors –**infrastructure**, renewable energy, power grids, telecoms, **agriculture** and security



PEN AVIATION

Solution provider for **government** (defence, police, customs, border control, immigration, fire department etc), and **private sector** (port, airport, telecommunication, infrastructure, inspection service, agriculture, transport, **logistics**, etc)

HUMAN CAPITAL DEVELOPMENT



OPPORTUNITIES FOR EUROPEAN SUPPLIERS

Current strengths

- High cost-competitiveness
- Strong industry focused government support
- Attractive investment incentives
- Developed infrastructure and ample land
- Dynamic services sector
- A strategic location - proximity to the main Asian markets
- Broad capabilities – MRO for past 50 years and manufacturing for more than 30 years
- Aerospace industry significant investment growth up to 2019 and post-Covid recovering rapidly

Areas of focus

- More companies to hold NADCAP approval
- Demonstrated programs for reducing carbon footprint
- Improved productivity through digitalisation
- Continued talent and skills development

Medium to longer term opportunities

- Broaden manufacturing supply chain to ensure added production processes:
 - Ring forging
 - Investment casting
 - Harness manufacture
 - Avionics
- Enhance raw material supply
- MRO
 - Avionics
 - Engine accessory and component repair
 - Aircraft component repair services
 - USM and inventory management
- Drone manufacture
- Satellite components
- Supply and support of advanced machinery and equipment



MALAYSIA BUSINESS ENVIRONMENT

Business environment

- Malaysia openly welcomes foreign investors in the aerospace sector.
- Number of capability gaps and these can be met through direct supply, collaborations, joint ventures or investment
- Work direct with the Malaysian government or if preferred can work through professional advisory firms

Government incentives and policies

- Income tax exemption of 70% or 100% on statutory income for a period of 5 or 10 years or
- Investment tax allowance of 60% or 100% on qualifying capital expenditure incurred within 5 years offset against 70% or 100% of statutory income for each year of assessment.
- 50% of staff training costs absorbed by government
- Additional state government support and other grants available
- Conditions - full time employees must be at least 80% Malaysians and managerial, technical and supervisory staff at least 25% of the company's full-time workforce
- For further information please approach the Malaysian Investment Development Authority - investment@mida.gov.my

Come to Malaysia to find out more – visit LIMA 25



CONTACT US

RoS: PPM-006-10-09092016

ADDRESS:

Unit B.13.03A Menara BATA (Tower B), PJ Trade Centre, No.8 Jalan PJU 8/8A, Bandar Damansara Perdana, 47820 Petaling Jaya Selangor, MALAYSIA

PHONE : 03 – 7495 5222

WEB : maia.my



Malaysia Aerospace
Industry Malaysia



www.maia.my



@MAIAmalaysia



@MAIAmalaysia

THE EXECUTIVE OFFICE

David Jones, Managing Director

david.jones@maia.my

6012 284 7318

Muhaimin Yusof, Associate

muhaimin@maia.my

6013 283 3286

Farah Atiqah Abdullah, Associate

farah@maia.my

6019 268 7968

