This report serves as a preliminary introduction that highlights key features and factors relevant to the Oil, Gas & Energy sector in Malaysia. Information included in this report is the original work and property of the British Malaysian Chamber of Commerce (BMCC) and its department the Overseas Business Network Initiative (OBNI) and is subject to copyright. No illustrations, photographs, graphics or text included in this report should be copied, reproduced or shared without prior written consent of its owner.

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Accounting for 20% of Malaysia’s national GDP, the Oil and Gas sector plays a vital role in Malaysia’s economy. The industry is forecasted to grow at 5% annually despite market uncertainties. All Oil and Gas resources in Malaysia are vested with state owned oil company PETRONAS.

It is important to note that PETRONAS acts as an operator and as well a regulator for the Oil and Gas industry in Malaysia. Companies must adhere to PETRONAS’ stipulations if they wish to venture into the industry in Malaysia.
OPPORTUNITIES

As an effort to maintain global competitiveness, PETRONAS together with the Malaysian government have embarked on initiatives to reinvigorate Malaysia’s Oil & Gas industry.

DEVELOPING MARGINAL FIELDS THROUGH INNOVATIVE SOLUTIONS

PETRONAS is encouraging new investments through the introduction of new production sharing contract (PSC) terms, attract exploration and production (E&P) operators with expertise in marginal field development, and facilitate collaboration between industry players to improve the economics of marginal field development.

REJUVENATING EXISTING FIELDS THROUGH ENHANCED OIL RECOVERY (EOR)

In view of rising energy consumption, PETRONAS identified 10 potential EOR projects in offshore Malaysia. EOR type projects are expected to grow in prominence in the coming years in Malaysia.

CORAL 2.0

Cost Reduction Alliance 2.0 or better known as CORAL 2.0 is a long-term industry wide programme driven by PETRONAS with an aim to inculcate cost-conscious mindset across Upstream Malaysia. CORAL 2.0 will support sustainability of the Oil and Gas industry in the country and prepare for future industry challenges by optimising costs, increasing efficiency and driving industry innovation across all operators.
CLEAN ENERGY SECTOR

The Government is aiming to increase the generation of renewable energy as part of the energy supply mix for the future. According to the Sustainable Energy Development Authority (SEDA), the target for renewable energy generation should reach 2080 MW or 11% by 2020. The Feed-in-tariff (FiT) mechanism has been introduced as one of the measures to achieve this goal where producers are given attractive premium rates to generate renewable energy either from solar, biomass/biogas, or mini hydro sources.

For the period, Jan – Dec 2015, 31 projects in energy efficiency with total investments of RM406.5 million were approved. Investments were mainly from domestic sources amounted to RM324.7 million (80%) meanwhile RM81.8 million (20%) were from foreign sources.
## MAIN ACTORS

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<td><strong>PETRONAS</strong></td>
<td>Petroliam Nasional Berhad (PETRONAS) established in 1974, is Malaysia’s fully integrated oil and gas multinational</td>
<td>+60(0)3 2051 5000 <a href="http://www.petronas.com.my">www.petronas.com.my</a></td>
</tr>
<tr>
<td>Malaysia Petroleum Resource Corporation (MPRC)</td>
<td>As an agency reporting to Prime Minister’s Department, MPRC’s role is to promote, catalyse and transform the oil and gas services sector to become stronger entities in the industry</td>
<td>+60(0)3 28588555 <a href="http://www.mprc.gov.my">www.mprc.gov.my</a></td>
</tr>
<tr>
<td><strong>MÖGSC</strong></td>
<td>MOGSC’s key mission is to promote the capabilities of Malaysian Service Providers and showcase Malaysia as the regional hub for the Oil and Gas Industry</td>
<td>+60(0)3 2181 8781 <a href="http://www.mogsc.org.my">www.mogsc.org.my</a></td>
</tr>
<tr>
<td><strong>EIC</strong></td>
<td>The EIC delivers high-value market intelligence to members through its online energy project database, and via a global network of staff who work in-the-field to provide qualified regional insight</td>
<td>+60(0)3 2725 3600 <a href="http://www.the-eic.com">www.the-eic.com</a></td>
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<tr>
<td><strong>KeTTHA</strong></td>
<td>A ministry of the Government of Malaysia that is responsible for sustainable energy, green technology, water supply, sewerage</td>
<td>+60(0)3 8000 8000 <a href="http://www.kettha.gov.my">www.kettha.gov.my</a></td>
</tr>
<tr>
<td><strong>SEDA</strong></td>
<td>FAMA’s responsibility is to improve the marketing of agro food products such as vegetables, fruits and agro-based industry products</td>
<td>+60(0)3 8870 5800 <a href="http://www.seda.gov.my">www.seda.gov.my</a></td>
</tr>
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<td><strong>Energy Commission</strong></td>
<td>Established under the Energy Commission Act 2001, the Energy Commission (EC) is the regulatory agency for electricity supply and piped gas supply industries in Peninsular Malaysia and Sabah</td>
<td>+60(0) 3 8870 8500 <a href="http://www.st.gov.my">www.st.gov.my</a></td>
</tr>
<tr>
<td><strong>Green Tech Malaysia</strong></td>
<td>An organisation under the purview KeTTHA charged with catalysing green technology deployment as a strategic engine for socio-economic growth in Malaysia in line with the National Green Technology Policy 2009</td>
<td>+60(0) 3 8921 0800 <a href="http://www.greentechmalaysia.my">www.greentechmalaysia.my</a></td>
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MAJOR EVENTS

Malaysian business efficacy is known for its conferences and exhibitions with many events taking place across the country throughout the year. The main Oil and Gas related events in Malaysia are:

**International Energy Week**
17 – 19 January 2017, Borneo Convention Centre

15 -17 March 2017, Kuala Lumpur Convention Centre

**Solar Asia**
12 - 14 April 2017, Kuala Lumpur Convention Centre

**Ecobuild Southeast Asia**
12 – 14 April 2017, Kuala Lumpur Convention Centre

**Biogas Asia Pacific Forum**
25 – 27 May 2017, Sunway Pyramid Convention Centre

**Oil & Gas Asia 2017 (OGA 2017)**
11 – 13 July 2017, Kuala Lumpur Convention Centre

**International Greentech & Eco Products Exhibition & Conference**
11 – 13 October 2017
USEFUL CONTACTS

Malaysian External Trade Development Corporation (MATRADE)
Tel: +60(0)3 6207 7077
Email: info@matrade.gov.my
Website: www.matrade.gov.my

Malaysian Investment Development Authority (MIDA)
Tel: +60(0)3 2267 3633
Email: investmalaysia@mida.gov.my
Website: www.mida.gov.my

Ministry of Internal Trade and Industry (MITI)
Tel: +60(0)3 8000 8000
Email: webmiti@miti.gov.my
Website: www.miti.gov.my

Ministry of Energy, Green technology and water (KeTTHA)
Tel: +60(0)3 8000 8000
Email: webmaster@kettha.gov.my
Website: www.kettha.gov.my

Green Tech Malaysia
Tel: +60(0) 3-8921 0800
Email: info@greentechmalaysia.my
Website: www.greentechmalaysia.my

Sustainable Energy Development Authority Malaysia (SEDA)
Tel: +60(0) 3-8921 0800
Email: info@greentechmalaysia.my
Website: www.greentechmalaysia.my

Energy Commission
Tel: +60(0) 3 8870 8500
Email: info@st.gov.my
Website: www.st.gov.my

Malaysia Petroleum Resource Corporation (MPRC)
Tel: +60(0)3 28588555
Email: info@mprc.gov.my
Website: www.mprc.gov.my
ARE YOU A BRITISH COMPANY LOOKING TO ESTABLISH A PHYSICAL PRESENCE IN MALAYSIA?

The British Business Centre in Malaysia (BBCiM) is a newly developed facility managed by the BMCC which offers incubation services and 24 hours secure access to co-working space for British companies seeking to launch physical operations in Malaysia. The business centre has fully furnished private offices, open desk units rented out on an hourly, daily, weekly, monthly or annual basis. Virtual office services are also available for UK companies who require a registered address in Malaysia.

The BBCiM is located on the same floor as the BMCC Executive Office at Wisma Selangor Dredging along Jalan Ampang, strategically across from the world famous Petronas Twin Towers in the heart of Kuala Lumpur.

For more info about the BBCiM, visit www.bmcc.org.my/bbcim or email info@bmcc.org.my

BMCC CONTACT

For any inquiries please contact:

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Project Manager
British Malaysian Chamber of Commerce (BMCC)
Tel: +60(0)3 2163 1784 (Ext 106)
Email: sridaran@bmcc.org.my
Are you a Malaysian-based company looking to import British goods or services?

WE CAN HELP YOU IMPORT ANYTHING FROM THE UK!

From the best of UK’s food & beverage products or supplies, automotive and construction parts, tools, machinery, laboratory equipment, oil & gas solutions, pharmaceutics, clothes & accessories, cosmetic, techware & gadgets, books, education services, furniture, kitchenware, household or electrical appliances...

If You Want to Source It, We’ll Make It Happen!

Find out how we can help you import

Reach us at info@bmcc.org.my or +603 2163 1784
The British Malaysian Chamber of Commerce (BMCC) works with UK exporters under the Overseas Business Network Initiative (OBNI) focusing primarily on SMEs. The chamber offers bilateral trade assistance and is principally a one-stop shop providing a soft landing for UK firms in Malaysia, offering market research and knowledge exchange, guiding through legal and regulatory systems, facilitating business matching with local partners, clients or distributors, and managing risk.