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PCCC NEWSLETTER

檳州中華總商會 PENANG CHINESE CHAMBER OF COMMERCE

WE'RE
STILL YOUNG

我們還是年輕人



檳州中華總商會

PENANG CHINESE CHAMBER OF COMMERCE

週年紀念
ANNIVERSARY
1903-2023

檳中總120周年紀念慶典

PCCC 120th Anniversary Celebration



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槟中总 120 周年纪念庆典 PCCC 120th Anniversary Celebration

槟州中华总商会于2023年10月27日（星期五）晚上7时假G酒店2楼宴会厅庆祝创会120周年纪念庆典。当晚的晚宴主宾是马来西亚财政部副部长沈志强，同时约有500名来自全国中总及各地的商会会长及代表、槟州行政议员、国会议员及州议员、领事、各友族商会代表及嘉宾们都踊跃出席，共同见证槟中总历史性的一页。

晚宴别开生面，以“我们还是年轻人”为主题，没有服装上的约束，让参与宴会的同仁，尽量轻松，无拘无束。



槟州中华总商会会长拿督斯里方炎华。



晚宴现场一瞥。

会长拿督斯里方炎华在致词时表示，即便槟中总已是历史悠久的商会，但本次宴会以“我们还是年轻人”为主题，目的正是展示槟中总对培养下一代华商及接班人的用心。

槟中总非常重视青年的未来发展，于2009年成立青商团，目的就是提供年轻人平台去交流及提升自我，团员已经超过1500人，而部分团员如今已是槟中总的董事成员。

他续称，槟州作为我国的工业重镇，将是2030年新工业大蓝图的成功要素，所以要达到大蓝图所设下的目标，轻快铁计划能让槟州工业发展事半功倍，并也是关乎槟州未来发展的巨型工程。

虽然目前还没有详细的资料，但槟中总非常期待这个贯穿两地的轻快铁计划，并期许能尽早展开。

会长拿督斯里方炎华引述南宋末年著名政治家、诗人文天祥的《过零丁洋》有句话流传至今，“人生自古谁无死？留取丹心照汗青”，表明槟中总作为我国历史最悠久的民族总商会之一，向来恪守服务社会，维护商家权益的宗旨，也为当地社会以及槟州的发展作出了巨大的贡献，获得华社的广泛尊敬和支持。

“槟中总任何行事的出发点，都在于维护公众与商界的广大利益，凡涉及损害公众尤其是槟州子民利益的政策，槟中总定会挺身而出，无惧强权勇于发声，以维护槟州子民的共同利益。”

马来西亚中华总商会总会会长丹斯里拿督卢成全上议员致词时表示，美元自去年3月美联储升值后，持续走强逼迫了新兴市场的汇率，包括令吉也难以幸免。众所周知，外部因素是导致令吉贬值的罪魁祸首，其中包括美国利率预计将在长时间维持较高水平；基于我国债券与美国国债之间的收益率差距不断扩大，资本为寻求更好的投资回报而外流；投资者对美国和中国经济的担忧；对中东最新冲突的担忧加剧；皆是助于提振美元走强的因素。

他续称，对于企业和投资者来说，令吉贬值意味着进口商品、设备和机械的成本就更高，而进口消费品和服务对消费者来说则是更加昂贵。尽管国家银行总裁近期有表示，国行将采取一切必要措施，确保令吉继续有序调整，从而为企业提供便利。我们认同国行总裁给予的承诺，但是也希望国行必须体恤商界和人民的困境，确保密切监督市场情况，并因应情况采取必要的市场措施，提振令吉汇率。

基于美元的强劲走势，短期内没有捷径能让令吉迅速走强，因此国人必须进行自我调整，才能长时间应对令吉的波动和疲软。“我们呼吁政府，必须加强与国行的紧密合作，通过改善财政赤字和债务水平来增强经济韧性、进行结构性改革以促进经济增长、提高竞争力和利商的投资环境，以推动外资和国内投资，同时也扩大出口，提高令吉的价值主张。”

丹斯里拿督卢成全上议员表示，今晚的晚宴主题是“我们还是年轻人”（We are still young），让他也感到 I am still young。中总虽然已经过百岁了，但依旧是个“年轻人”的团体，就像他常说的，中总不累（boleh）。中总的年轻和活力，不是因为吃了什么补品还是仙丹，而是因为使命感，还有不断传承的机制，让新血不断加入。他希望，这继往开来的美好传统在中总、檳中总以及全国所有中总都会不断的延续下去，以创造更多辉煌的百年。



马来西亚中华总商会总会会长丹斯里拿督卢成全上议员。 财政部副部长沈志强。

马来西亚财政部副部长沈志强致词时指出，团结政府非常清楚商业在国家扮演举足轻重的角色，所以竭尽所能在政策和预算案上多方面辅助人民，提升各商家的技术顶限，立志回到东南亚地区经济龙头位置。一直以来中小企业都是大马经济最佳推手，团结政府为了展现想要进行各方面改革破釜沉舟的决心，今次财政预算案总拨款达到 3838 亿令吉，再创新高。其中，中小企业拨款更是从 40 亿提升到 44 亿。他直言，中小企业除资本问题外，也面对其他困难，包括政府制度和人力不足的问题。团结政府听到商业群体的心声后，决定把雇主付的外籍员工税款归还他们，协助生意智能化，培训本地技能员工。

此外，政府在体制上也决定减少繁文缛节，确保大马向商界释放出友善的讯号，吸引更多外资来马投资，让我国的商业环境更友善。这其中包括批准发展的审核时间

从 42 天变成 21 天，审查部门从 19 个变成 5 个，确保投资、贸易及工业部不只是批准投资的权威，反而应该当起扶持者的角色，协助和促进外来直接投资或国内直接投资，从零直到完成为止。

“这些改革计划和未来方向，没有地方性或全国性的组织支持是不可能完成。更何况槟州中华总商会成立至今已经 120 年，不管是社会、国家、华社和工商界的层面都曾留下历史的痕迹，更应与政府合作。”



(左起) 檳中总永久名誉会长丹斯里拿督斯里陈国平局绅、马来西亚财政部副部长沈志强、檳中总会长拿督斯里方炎华、马来西亚教育部副部长林慧英及檳中总执行顾问拿督斯里祝友成硕士开心合影留念。



马来西亚中华总商会总会长丹斯里拿督卢成全上议员(左七)赠送纪念品予檳中总，由本会会长拿督斯里方炎华(左六)接领。



本会董事和贵宾们进行切蛋糕及祝酒仪式，见证槟州中华总商会走过了 120 年历史。



当晚的压轴是檳中总董事献唱《朋友》和《明天会更好》，为晚宴画上完美的句点。

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升旗山 The Habitat 生态公园半日游

檳中总也于2023年10月28日（星期六）上午9时带领约30名的属会代表嘉宾乘坐缆车，前往檳城升旗山 The Habitat 生态公园，并登上檳城最高的360度观景台欣赏檳城的壮丽景色。然而，当天天空不作美，雾蒙蒙，让大家无法邂逅檳城的美景。不过，山上徐徐的凉风还是让大家度过了一个美好的早晨。



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檳中总 2023年常年会员大会

PCCC 2023 Annual General Meeting

本会于2023年9月22日（星期五）下午5时30分在陈国平厅召开2023年常年会员大会。是日会员大会由会长拿督斯里方炎华主持，共有105名会员出席。

大会主席方炎华在常年会员大会上致词时感谢本会董事及会员踊跃出席当天的常年会员大会以及在过去的一年给予本会最大的支持与合作。

他续称，随着冠病疫情已经缓和，各领域已全面开放。本会在农历新年期间也复办新春大团拜，同时在永久名誉会长丹斯里陈国平的号召下，捐出30万令吉给檳威5个慈善团体。青商团也在新春佳节期间为檳威两地B40家庭送上温情，有超过500户家庭受惠。

他也表示，檳州作为我国的工业重镇，将是新工业大蓝图的成功要素，要达到大蓝图所设下的目标，州内几个大型工程务必尽快动工，包括檳城轻快铁计划、檳岛南部填海计划和檳城国际机场扩建计划，这都是决定檳州未来发展的3个巨型工程。

他续称，峇都交湾是州内迅速发展及崛起的工业区聚集地。已获得23家跨国公司和本地企业签署土地买卖协议的檳城柏淡科技园计划，未来几年也将是檳州工业的焦点，所以交通的连接性更显得重要。拟定威省交通大蓝图，提供更好的交通连接性，加强人与物的移动性，才能让威省工业发展事半功倍。

他也希望州政府能拟定具前瞻性和改革性的财政预算案，以创造更多就业机会、维护人民福利、赋予年轻人权益，同时栽培熟练人才应对檳州工业发展需求。

大会一致通过接纳由会员提呈之7项提案如下：

AGM Adopted 7 Resolutions:

1. 重启大马第二家园计划

大会呼吁政府重新审查大马第二家园计划（MM2H），设定合理具有竞争力的条件，吸引外国投资者，带来更多外汇，并加速政府振兴经济的步伐。

案由：此计划自2002年推出以来，共有57千478名外国人获得长期准证，上述计划是在没有事先通知和协商的情况下，于2018年被迫暂停。2021年8月，当局宣布一些新的条件。新条件实施后，申请人数减少了50%。

在新的条件下，申请者每月收入限制从1万令吉提高至4万令吉；申请者也要拥有至少100万令吉的定期存款，而且获允许提出最高50%的本金，以使用来购买房屋、照顾健康、作为医疗费或是孩子的教育用途。

另外，申请者必须申报至少150万令吉的流动资产；证件收费从每年的90令吉提高至500令吉，且向主要申请人征收5000令吉和每名家属征收2500令吉的处理费。

我们认为，新的条件不仅会吓跑那些正在寻找第二家园准证的投资者，而且较高的门槛会将外国投资者拒之门外，实际上是将这些潜在的资金推向了邻国。官方统计数据证实，申请人数和批准人数都在急剧下降。

最近，相关负责人的确由提出政府将修改苛刻条件，但是却迟迟未有行动。政府应该以更积极与实际的政策来全力推动大马第二家园计划。

(由东盟 - 自由贸易区商业发展组提呈)

1. Reactivate the Malaysia My Second Home Program (MM2H)

We urge the government to review the Malaysia My Second Home (MM2H) program, with competitive conditions to attract foreign investors, bring in more foreign exchange, and accelerate the government's efforts to revitalize the economy.

Rationale : Since the introduction of MM2H in 2002, 57,478 foreigners have been granted long-term permits, which were suspended without prior notice and consultation in 2018. In August 2021, the authorities announced some new conditions. After the new conditions were implemented, the number of applicants decreased by 50%.

Under the new conditions, the monthly income limit is raised from RM10,000 to RM40,000. Applicants are also required to have at least RM1 million in fixed deposits and are allowed to withdraw up to 50% of the principal amount for the purchase of a house, health care, medical expenses or for the education of their children.

In addition, applicants must declare liquid assets of at least RM1.5 million; document fees have been raised from RM90 to RM500 per year, and a processing fee of RM5,000 for the main applicant and RM2,500 for each dependent is levied

We are of the view that the new conditions will not only scare away investors who are looking for second home permits, but the higher threshold will simply shut out foreign investors and literally pushing these potential funds to neighbouring countries. Official statistics have confirmed the drastic decline in number of applicants and approvals.

Recently there was announcement that the government was reviewing the onerous conditions, however until now there is no decision made. The Government should adopt a more proactive and practical policy to fully promote the Malaysian Second Home Program.

(Submitted by ASEAN - FTA Business Development Committee)

2. 推动结构性改革及消除官僚主义

大会吁请政府拿出最大的政治勇气：(a) 推动结构性改革和创新，消除限制性和封闭性的商业政策和投资法规，以吸引长期外商投资；(b) 特别关注解决商业监管环境中与成本相关的瓶颈问题，彻底摆脱过多的官僚主义和繁琐的规则以及高昂的合规成本。

案由：团结政府承诺改革、善治和对腐败零容忍而获得人民的支持下上台执政。因此，我们期望政府能够说到做到。

当局应不时审查所有过时的法律、法规和指南，以跟上世界发展的步伐。太多的法定机构和委员会，导致业务流程延误。应建立一站式中心来取代这些机构和委员会，避免过多的官僚主义。

(由经济、财务及税务组提呈)

2. Promoting Structural Reform and Get Rid of Bureaucracy

We urge the Government to demonstrate the greatest political courage: (a) to promote structural reform and innovation, eliminate restrictive and closed business policies

and investment regulations in order to attract long-term foreign investment; (b) to pay particular attention in tackling cost related bottlenecks in the business regulatory environment and completely move away from too much bureaucratic and cumbersome rules as well as high compliance cost.

Rationale : The Unity Government came into power with the support of the people on the promise of reform, good governance and zero-tolerance against corruption, thus we are expecting that the Government will walk the talk.

All out-dated laws, regulations and guidelines should be reviewed from time to time to keep up-dated with the world progress. There are simply too many agencies and committees that cause delay in the business process. One-stop centre should be set up to replace the agencies and committees and to avoid too much bureaucracies.

(Submitted by Economics, Finance & Taxation Committee)

3. 撤销进口许可证 (APs) 及降低进口税

大会吁请政府研究撤销所有进口许可证，并逐步降低进口税。

案由：进口许可证是一项过时的措施，应予以取消。这与当前鼓励自由竞争和反对滥用市场支配地位的商业环境背道而驰。

(由交通、物流及关税组提呈)

3. Revocation of Approved Import Permits (APs) and Reduction of Import Tax

We urge the Government to look into revoking all approved import permits (APs) and to gradually lower the import tax.

Rationale : AP is an out-dated measure which should be scrapped. This is going against the present business environment which encourages competition and disapproval of the abuse of dominant position in the market.

(Submitted by Transport, Logistics & Customs Committee)

4. 马来西亚的世俗多元文化民主国家地位

大会吁请联邦政府确保并维护马来西亚作为世俗多元文化民主国家的地位。

案由：首相最近宣布，政府希望扩大马来西亚伊斯兰教发展局的作用，努力提高国家的尊严和地位。首相表示，他希望马来西亚伊斯兰教发展局协助起草一个以昌明马来西亚为基础的国家发展政策框架。

我们认为，让马来西亚伊斯兰教发展局在政策制定中发挥更大作用的建议对马来西亚的未来有着深远的影响，这将会削弱我国作为一个世俗多元文化民主国家的地位。

我们敦促政府小心谨慎，不要仓促宣布任何会影响投资环境和商业环境的政策。

(由商业、中小型企业及人力资源发展组提呈)

4. Malaysia's Status as a Secular Multicultural Democracy Nation

We urge the Federal Government to ensure and preserve the status of Malaysia as a secular multicultural democracy nation.

Rationale : Prime Minister recently announced that the Government wanted to expand the

role of the Malaysian Islamic Development Department (Jakim) in efforts to enhance the country's dignity and status. The Prime Minister has said that he wanted Jakim to help draft a national development policy framework based on Malaysia Madani.

We opine that the proposed initiative in getting Jakim to play a bigger role in policy-making has far reaching effect on the future of Malaysia which may sideline the identity of our country as a secular multicultural democracy nation.

We urge the ruling government to be very careful not to make any hurried policy announcement which will affect the investment climate and business environment.

(Submitted by Business, SMEs & Human Resource Development Committee)

5. 管制操弄 3R 课题

大会吁请政府对任何滥用宗教和种族课题而威胁马来西亚多元种族和谐的个人和组织采取严厉行动。

案由：鉴于国内政治局势的不稳定，不负责任的政客和组织大肆渲染种族、宗教和皇室等话题。利用社交媒体渲染 3R 问题最令人担忧。

当局必须采取有效措施维护和平、和谐与安全。

(由基本建设及公共设施组提呈)

5. Control and Manipulation of 3R Issues

We urge the Government to take stern action against any individual and organisation who abuses any religious and race issues that threatens the harmony in our multi-racial Malaysia.

Rationale : Due to the instability in the local political landscape, irresponsible politicians and organisations have played up the topics of race, religious and royalty. The use of social media to play up the 3R issues are most alarming.

Effective measures must be taken to preserve peace, harmony and security.

(Submitted by Infrastructure & Public Facilities Committee)

6. 提高捐款税收减免比例

大会吁请政府在即将提呈的 2024 年财政预算案中，提高捐款给经批准机构的税收减免上限的百分比，以鼓励对慈善事业的更多捐赠。

案由：目前，纳税人的减税上限为个人 / 公司总收入的 10%。

我们认为，应允许更高的百分比，以鼓励公众为慈善事业提供更多捐款和贡献，从而履行企业社会责任。

(由经济、财务及税务组提呈)

6. Increase Percentage of Tax Deductions for Contributions

We urge that in the coming 2024 Budget, tax relief for donations and contributions to approved institutions can be reviewed and increased to a higher percentage so as to encourage more donations and contributions to charitable causes.

Rationale : At the present moment, the cap on tax deduction for taxpayers, is at 10% of the aggregate income of the individuals / companies.

We opine that a higher percentage should be allowed so as to encourage more donations and contributions to charitable causes in line with CSR.

(Submitted by Economics, Finance & Taxation Committee)

7. 新税收不利营商环境

大会吁请政府在引入和实施任何形式的新税务之前，先咨询相关利益方，以免增加营商成本，扰乱商业生态系统。

案由：当局似乎有计划在不久的将来重启消费税和征收资本利得税。虽然我们认同，增加政府的财政收入是当务之急，但这项工作必须有条不紊地进行，并事先进行协商，确保所有利益相关者都有足够的缓冲期，方才有能力承担额外责任。由于目前的商业环境非常不利，且生活费高涨，这一点在此刻显得尤为重要。

(由经济、财务及税务组提呈)

7. Business Environment Unfavourable for New Taxes

We urge the Government to consult the relevant stakeholders before introducing and implementing any form of new taxes so as not to increase the costs of doing business and causing disturbances to the business ecosystem.

Rationale : There are plans to reintroduce GST and also capital gains tax in the near future. While we acknowledge that there is an urgent need to increase the government's coffers, this must be done in an orderly manner with prior consultation and to make sure that all stakeholders have sufficient buffer and ready to shoulder the responsibilities. This is most relevant at this juncture due to the very adverse business environment and prevailing cost-of-living crisis.

(Submitted by Economics, Finance & Taxation Committee)



会员们踊跃出席会员大会，开心合影留念。

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2024 槟州建博会新闻发布会

Press Conference on Penang Buildex 2024



阔别 18 年，槟州中华总商会与槟州建筑暨材料商公会再次联办 2024 槟州建博会 (Penang Buildex 2024)。本会于 2023 年 9 月 8 日 (星期五) 上午 11 时召开新闻发布会，欢迎各类建筑材料供应商与建筑相关领域者踊跃参与。

槟州建博会筹委会主席拿督林智棟表示，槟州建博会自 2001 年开始举办，之后在 2004 年举办第二届，最后一次是在 2006 年，后来因种种因素而停办，如今许多建筑材料供应商要求重新举办，因此经商讨后决定明年 6 月 18 日至 20 日在槟城国际会展中心 (SPICE Arena) 举办以“建筑行业展览盛会”为主题的建博会。

2024 年槟州建材 | 展览会招商全面启动 2024 槟州建博会详情如下：

日期 : 2024 年 6 月 18 日至 20 日
地点 : 槟城国际会展中心
展位数量 : 70 个
3 种展位配套，RM7200 起

2024 槟州建博会 (2024 Buildex) 简介
PENANG BUILDEX 2024 是一个独特的建筑及建造业的展览会，目的是为建筑领域的专业人士、行业专家和企业提供一个展示其产品、服务和创新的平台。该活动旨在为参与者带来更多的知识分享和交流的机会，促进建筑业最新趋势的进步。

PENANG BUILDEX 2024 将各类型参展商齐聚一堂，包括建材设备、建筑材料、建筑公司、室内设计师、房地产发展商和承包商。展会上展示了许多产品和服务，包括创新的建筑机械、建材、电气和管道系统、绿色建筑技术、建筑信息技术解决方案以及智能家居解决方案。

在一连 3 天的展览会除了展览之外，还会举办欢迎晚宴及多项关于当前建筑行业课题的研讨会和论坛，如绿色技术、建筑领域的环境、社会和公司治理 (ESG) 以及最新的创意、创新和技术。

无论您是承包商、发展商、建材制造商 / 供应商、设计师、建筑师、策划师还是投资者，本次展览会都将为您提供一个卓越的合作平台，助您建立人际关系、合作，实现业务增长和市场拓展。

现已开放展商申请，我们期待您的加入！

欲了解更多信息和申请参展，请咨询

招商主任 : Mr. Leon Lee
槟中总秘书处 : 04-2504050
网站 : www.penangbuildex.com.my
电邮 : info@penangbuildex.com.my

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收视财政预算案公布之现场直播

Live Telecast Viewing of Budget Speech



檳中总执行董事及经济、财务及税务组于2023年10月13日（星期五）下午4时，在檳中总会议室收视财政部长公布国家财政预算案之现场直播，并在财政部长宣布过后，即对预算案作出评估及向报界发表意见，以反映檳中总之观点和见解。

檳州中华总商会针对2024年度国家财政预算案之评述：
首相兼财政部长安华今天如期公布2024年财政预算案。

这份让人期待的预算案，再创新高，涉及高达3938亿令吉，其中77%用于政府的日常行政开销，只有23%作为发展开销，再次突显我国公共财务的困境。显然，当今的团结政府承接来自前几朝政府所遗留下来近乎空虚的财库，债台高筑的情况下，现任财长在调度政府财务开支方面困难重重。

对于这份2024财政预算案，檳中总欢迎财长公布一个全新的轻快铁，从檳岛至威省，涉及100亿，以公私合作联营方式进行，目前还没有详细的资料，檳中总非常期待这个贯穿两地的公共交通基建计划。这个新的轻快铁计划，与早前公布的檳岛岛内轻快铁计划有所不同，檳岛轻快铁是由联邦政府出资。此外，财长也宣布，重新启动在巴生谷的LRT3，由国家基建公司全资负责。财政部长的这些宣布，加上预算案内的一些公共交通的计划，显示政府准备投入重金，推动公共交通，的确是一个良政。

在今年的会员大会上，檳中总曾经通过提案，呼吁政府重新审查大马第二家园计划（MM2H），设定合理具有竞争力的条件，吸引外国投资者，带来更多外汇，并加速政府振兴经济的步伐。我们感到欣慰，财长在财政预算案里，正式公布要修订大马第二家园计划条例，让其更具有竞争力。美中不足的是，当局计划提高外国买家的印花税至4%，这或许会打击国内的房地产业市场。

其实，在这几个月里，财长与经济部长已经多次宣布欲取消各项批量津贴，改以合理化、针对性津贴取代，特别是燃料方面的津贴。果然，财长在其演词中讲述各项批量津贴只是给富人家收益。为了公平起见，要改以针对性津贴取代。我们希望届时公布的执行方案，会是公平合理，不要发生劫富济贫，甚至是仇富的现象。毕竟，高收入群也在个人所得税方面缴付了高额的税务。

另外，我们关注取消肉鸡与鸡蛋的顶价，让市场自由运作，目标为确保供应受保障，但是实际执行时，所出现的种种状况，值得当局密切观察，确保不会造成粮食物价高涨。

当然，我们不得不提预算案的三大增税。服务税方面递增2%，非上市公司的脱售股份的资本利得税，以及奢侈品税。这三项新税务的细节，有待公布。檳中总将会密切关注相关细节，再提供我们的看法。

2024 财政预算案也对于旅游业提出一些优惠，包括放宽签证等等措施。还有就是世界遗产建筑物的拨款维修基金给予国内几个地方，可惜的是世界遗产的先驱州属檳城与甲州却榜上无名。我们在此呼吁财政部给予这两个先驱州属特别拨款，加强现有景点的设施。

目前国内存有不少老旧高楼建筑物，但是有碍于相关法令的缺陷，使到城市重建、翻新老屋的工作面对苦难。在先进国家，特别是邻国新加坡，集体出售 (en-bloc sale) 靠着完善的法律基础，得以进行。因此，我们欢迎财长在预算案中关注这个迫切的社会问题，建议修改法令，以利集体出售的进行，从而加速城市发展。

概括而言，由团结政府提出的这份财政预算案，虽然是以加税与取消批量津贴为前提，也与一般商家的期许有所落差，但是檳中总还是对于这份预算案充满期许，但愿国家拥有一个稳定的政府，在首相安华的积极领导下，反贪倡廉，在未来的几年，可以务实的带动国家发展，实现昌明大马的目标。

PCCC'S COMMENTS ON BUDGET 2024

The Prime Minister cum Finance Minister Anwar announced the 2024 Budget today as scheduled.

This highly anticipated budget reaches a new high, involving a whopping RM393.8 billion, of which 77% will be spent on the government's day-to-day administrative expenses and only 23% on developmental expenses, once again highlighting the plight of our public finances. Obviously, the current unity government inherits the nearly empty treasury left over from previous administrations, and with the high level of debt, the incumbent Finance Minister is having a difficult time managing the government's finances.

For this Budget 2024, the Chamber welcomes the Finance Minister's announcement of a new Light Rail Transit (LRT) from Penang Island to Seberang Perai, involving \$10 billion in a public-private partnership (PPP) venture, for which detailed information is not yet available and is very much looking forward to this public transportation infrastructure plan that will connect the island and mainland. This new LRT program is different from the earlier announced Penang Island LRT plan, which is funded by the federal government. The Finance Minister also announced the re-launch of the LRT3 in the Klang Valley, which will be wholly funded by the Prasarana Malaysia Berhad (Prasarana). These announcements by the Finance Minister, coupled with some of the public transportation plans in the Budget, show that the government is prepared to invest heavily in promoting public transportation, which is indeed a good policy.

At this year's AGM, PCCC had passed a resolution calling on the government to review the Malaysia My Second Home (MM2H) program, with competitive conditions to attract foreign investors, bring in more foreign exchange and accelerate the government's efforts to revitalize the economy. We are pleased that the Finance Minister has formally announced in his budget speech that he will revise the regulations of the MM2H program to make it more competitive. The downside is that the authorities plan to raise the stamp duty for foreign buyers to 4%, which may hit the domestic real estate market.

In fact, in the past few months, the Finance Minister and the Minister of Economy have repeatedly announced their intention to abolish various bulk allowances and replace them with rationalized and targeted subsidies, especially for fuel subsidies. Sure enough, in his speech, the Finance Minister said that the various batch subsidies only benefit the rich. For the sake of fairness, they will be replaced by targeted subsidies. We hope that the implementation plan to be announced by then will be fair and reasonable, and that there will be no robbing of the rich to help the poor, or even hatred of the rich. After all, the high-income group also pays a high amount of tax in terms of personal income tax.

In this regard, we are concerned about the abolition of the ceiling price for broiler chickens and eggs to allow the market forces to determine the prices, with the objective of ensuring security of supply.

However, it is worthwhile for the authorities to closely observe the various situations that have arisen in the course of actual implementation to ensure that supply is safeguarded and this will not lead to a surge in food prices.

Of course, we have to mention the three major tax increases in the Budget. A 2% increment in service tax, capital gains tax on the sale of shares of unlisted companies and luxury goods tax. Details of these three new taxes are yet to be announced. We will keep a close eye on the details and provide our views.

Budget 2024 has also proposed some incentives for the tourism industry, including visa liberalization and other measures. There is also a grant for the maintenance of World Heritage buildings to a few places in the country, but unfortunately the 2 World Heritage pioneer states Penang and Malacca were not on the list. We would like to call on the Ministry of Finance to give these two pioneering states a special grant to enhance the facilities of the existing sites.

Currently, there are many old high-rise buildings in the country. However, deficiencies in relevant laws and regulations have made urban redevelopment and refurbishment of old houses facing difficulties. In advanced countries, for example the neighbouring country of Singapore, en-bloc sale is possible with a sound legal basis. We therefore welcome the Finance Minister's attention to this pressing social issue in the Budget and his proposal to amend the law to facilitate en-bloc sales, thereby accelerating urban development.

In summary, although the budget proposed by the Unity Government is focusing on tax increases and the abolition of batch subsidies, it also fell short of the expectations of the business community, the Penang Chinese Chamber of Commerce is still full of expectations for this budget. We hope that the country will have a stable government and under the active leadership of the Prime Minister Anwar, it will fight against corruption and promote honesty and integrity. In the next few years, it can pragmatically drive the country's development and realizing the goal of a prosperous Malaysia.

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中国哈尔滨市人民政府外事办公室代表团莅访 Courtesy Visit by Delegation of Foreign Affairs Office of Harbin Municipal People's Government



中国哈尔滨市人民政府外事办公室副主任徐广为（坐者）一行3人于2023年8月3日（星期四）下午4时莅访本会，获得本会会长拿督斯里方炎华（右四）及执行董事的接待。此次拜访的目的是为了促进双方的联系，开拓哈尔滨市与檳城的友好交流及务实合作。副主任徐广为也邀请本会有机会到哈尔滨拜访。

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中国国际贸易促进委员会海南省委员会 （海南省贸促会）莅访 Courtesy Visit by Delegation of China Council for the Promotion of International Trade Hainan Provincial Committee



檳州与海南互为友好省州，为进一步推动海南与檳州间的交流合作，中国国际贸易促进委员会海南省委员会（海南省贸促会）副会长王玉渊与其代表团一行7人于2023年9月20日（星期三）下午2时莅访本会，获得本会会长拿督斯里方炎华及执行董事的接待。

为促进中国海南省与马来西亚的贸易投资合作和经济发展，双方也共同签署了合作备忘录。

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Central Asian Group (CAG) 与来自中亚地区 (俄罗斯、哈萨克斯坦、乌兹别克斯坦和塔吉克斯坦) 的企业家莅访

Courtesy Call by Central Asian Group (CAG) together with a group of prominent businessmen from Central Asia regions – Russia, Kazakhstan, Uzbekistan and Tajikistan



Central Asian Group (CAG) 与来自中亚地区 (俄罗斯、哈萨克斯坦、乌兹别克斯坦和塔吉克斯坦) 的企业家一行 44 人于 2023 年 10 月 24 日 (星期二) 下午 2 时莅访本会，获得会长拿督斯里方炎华、执行董事及青商团执委的接待。双方相互交流，期许在未来有合作的机会。

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与威省市议会的对话会 Dialogue Meeting with MBSP



檳中总交通、物流及关税组副主任李祖敏于 2023 年 9 月 20 日代表小组出席由檳中总交通物流组主催、联合其他公会如檳城货运代理公会 (PFFA) 和马来西亚运输商公会 (AMH) 与威省市议会的对话会，讨论北赖自由工业区收费课题。物流组和业界代表非常感谢本会市议员郭介振主持这个对话会及协调处理威省市议会管理的自由工业区收费系统对业界的影响。

调高 FIZ 收费已不可逆转，不过，这次的对话会有效的优化整个收费机制，并简化了准证申请程序。一次性改善困扰业界 1 年多的入口拥堵问题，如通过增加停车位、提升安全措施、优化收费机制并简化准证申请机制、解决了业界面对的问题，郭介振的效率和行动力备受业界肯定。

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HRDF“2001年人力资源发展有限公司法令”讲座会 Briefing on Insights Into The Pembangunan Sumber Manusia Berhad Act 2001



檳中总商业、中小型企业及人力资源发展组于2023年9月6日（星期三）在陈国平厅举办 HRDF“2001 人力资源发展有限公司法令”讲座会，邀请人力资源发展机构北马区小组主任 Mr. Mohamad Shahril Azuan Bin Mohamad Nor 为大家剖析有关人力资源发展基金的资料和讯息，让出席者更了解该基金的申请手续等。当天约有 70 人出席聆听。

Mr. Mohamad Shahril Azuan Bin Mohamad Nor 指出，此法令扩大了涵盖范围至几乎全部领域（除了公共机关及特定的非政府组织），强制规定拥有 10 名以上大马员工的雇主须缴交 1% 税金。但雇主可以向人力资源发展基金申请提供员工培训的费用，其中包括场地费、膳食津贴、车程津贴、海外培训教练津贴、机票津贴及器材费用等。他补充，公司内部培训的津贴申请所需的条件是需符合至少 4 小时的培训时间，而且是面对面的实体培训。

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“如何协助中小企业解决招聘及人力短缺的问题” 讲座会 Seminar on Solve Hiring & Manpower for SMEs & Businesses

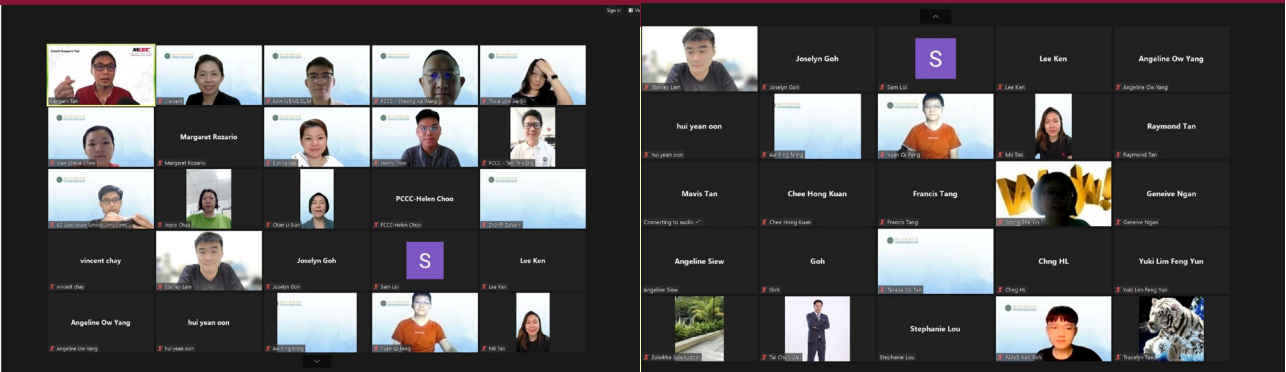


对于企业而言，人才就是企业的核心竞争力和未来发展的驱动力。然而，仍有很多企业很难招聘到与职位要求相符的员工，面临着人才短缺的问题，且这也是所有市场和公司在全球范围内的一个现实。檳中总资讯工艺组与 FastJobs 于 2023 年 10 月 12 日（星期四）上午 10 时在陈国平厅联办“如何协助中小企业解决招聘及人力短缺的问题”讲座会，邀请 Fast Co. 首席执行官暨创办人 Mr. Julian Tan 及业务发展经理 Ms. Winnine Leong 为大家分享如何透过 FastJobs 的平台来简化企业的招聘广告发布流程，从大量申请中轻松筛选出合适的人才，做出最佳的招聘决策。

2023
14
OCT

数码行销策略线上讲座会

Unlock the Power of Digital Marketing with MDEC's eUsahawan Program



为了让会员们掌握在数字营销领域所需的技能和知识，檳中总商业、中小型企业及人力资源发展组于2023年10月14日（星期六）上午9时至下午5时通过zoom视频方式举办数码行销策略线上讲座会。讲座会邀请 eUsahawan 讲师察贤慧及陈志龍为大家分享如何透过网络平台如 Facebook, Instagram, TikTok, Whatsapp 来开展网络业务，提升销售，并满足不断变化的市场需求。当天共有 50 人参与线上教学。

2023
21
NOV

“如何透过马来西亚衍生产品交易所推出的小型美元 / 离岸人民币期货合约 (FCNH) 保护您的人民币交易” 讲座会

Seminar on Protect Your Renminbi Trades with Mini USD CNH Futures (FCNH) by Bursa Malaysia Derivatives



一直以来，物流业和贸易商都非常依赖美元和欧元作为主要的兑换货币。然而，近年来，马币对于这两种主要货币的汇率相对疲软。因此，拥有像离岸人民币 (CNH) 这样的区域货币作为额外选择，对商界尤其是贸易商、制造商和物流业者来说是一个优势。有鉴于此，马来西亚衍生产品交易所 (BMD) 将于今年 12 月中旬正式推出一种新的货币期货合约，即小型美元 / 离岸人民币期货合约 (FCNH)。

檳中总交通、物流及关税组与经济、财务及税务组及马来西亚衍生产品交易所于2023年11月21日（星期二）上午9时至下午12时30分在陈国平厅联办“如何透过马来西亚衍生产品交易所推出的小型美元 / 离岸人民币期货合约 (FCNH) 保护您的人民币交易”讲座会，邀请马来西亚衍生产品交易所投资发展部助理副主席陈丽真和产品与市场开发部助理副主席杜缘禄为大家分享。本会也是第一个举办该课题的商团，当天约有 43 人出席聆听。

檳中总晚宴 PCCC Dinner

2023
22
SEPT



檳中总义务秘书拿督骆荣伟律师、义务财政拿督盛秀莲、董事彭麗君、黄婉君律师、拿督毛继荣、陈以哲及庄国才于2023年9月22日（星期五）晚上7时30分假美丽华鱼翅海鲜酒家设宴款待全体董事、青商团执委、各工作组组员、媒体及各界友好。晚宴十分热闹，众人把酒言欢，享用美味佳肴，热络交流。

2023
24
NOV



檳中总执行顾问拿督斯里祝友成硕士于2023年11月24日（星期五）晚上7时假美丽华鱼翅海鲜酒家设宴款待全体董事、青商团执委、各工作组组员、媒体及各界友好。晚宴气氛温馨、欢乐，众人度过了一个愉快的夜晚。

2023
29
JULY

槟岛市政厅和槟中总青商团种植树木活动 Let's Plant A Tree Campaign



为了响应绿化环境，青商团与槟岛市政厅于2023年7月29日（星期六）在新港Golden Triangle 2后的空地种植100棵树，费用是由本会槟岛市议员李志豪拨款赞助。

2023
4
AUG

参观必胜矿泉水工厂 PCCC YES Corporate Visit to Spritzer



青商团一行39人于2023年8月4日（星期五）前往太平参观必胜矿泉水工厂，了解水的制造过程与环保技术。同时，也前往金地园香饼家和泉成炭窑，感受传统烤饼的香气及了解木炭烧制工艺。

2023
29&30
AUG

企业拜访 DHL Express Penang Gateway Corporate Visit to DHL Express Penang Gateway



青商团分别于2023年8月29日和8月30日前往拜访DHL Express Penang Gateway, 了解其公司的营运模式。这次的拜访让大家大开眼界, 获益不浅。

2023
18
NOV

中国传媒大学莅访 Courtesy Visit by The Communication University of China (CUC)



槟中总青商团于2023年11月18日(星期六)下午5时30分接待来自中国传媒大学的调研团, 此调研团由中国传媒大学的2位老师、6名博士生和4名硕士生组成。此调研主要是想了解马来西亚高校和媒体, 华人社团在马来西亚的发展情况以及华人社团在促进马中合作和人民交流发挥扮演的角色。

2023
16
SEPT

青商团超级青年羽球锦标赛 2023

YES Super Youth Badminton Tournament 2023



会长拿督斯里方炎华（左二）代表槟中总赠送纪念品予前马来西亚男子羽毛球国家队球员吴蔚升（右），由署理会长拿督陈显裕律师（右二）及筹委会主席陈俊杰（左）陪同。

参赛者使出浑身解数，争取最高荣誉。

槟中总青商团于2023年9月16日（星期六）上午8时至下午5时假槟城中华体育会举办YES超级青年羽球赛。当天共吸引了约100名年龄介于18岁至25岁的学生参与，分为男单、男双及混双3个组别。活动当天也邀请了前马来西亚男子羽毛球国家队球员吴蔚升前来出席开幕礼，为赛事增添不少色彩。同时，在开幕仪式后，吴蔚升也与赞助商Athrotech代表余津华对打，满足现场球迷期待。此外，现场也不乏参赛者亲友的欢呼喝彩声，大伙儿度过一个充满活力又欢乐的大马日公假。

槟中总青商团超级青年羽球锦标赛获奖名单	
男单	
金牌：	林松隆
银牌：	沈锋豪
铜牌：	宋梓伟、洪立信
男双	
金牌：	王扬升、朱益胜
银牌：	沈锋豪、赵斯勤
铜牌：	杜祖祺、张轩哲、邱建晟、吴霖厚
混双	
金牌：	李柄学、蔡欣儿
银牌：	沈锋豪、李洵漾
铜牌：	曾榆翔、林晖惠、杜祖祺、陈雁凌

会长拿督斯里方炎华致词时表示，羽毛球一向是人民喜爱的运动，它汇聚了无数热爱体育的人，它不仅是一种竞技，更是一种传递友谊、团队合作和健康生活方式的运动。他表示，青商团非常活跃，且举办了大大小小的活动。这也是青商团第一次举办羽毛球锦标赛。他希望这个平台可以让学生们好好发挥自己的才能，扩展人脉，积累经验。

筹委会主席陈俊杰致词时表示，这次羽球锦标赛的成功举办离不开各位赞助商、合作伙伴、工作人员和志愿者的辛勤努力与大力支持，才能使这个锦标赛成为了一场精彩纷呈的体育盛宴。“我要感谢所有参赛选手，你们的热情和奉献精神让这个锦标赛成为可能。你们的奋力拼搏、充满活力的表现，让我们看到了槟城青年在羽球领域的巨大潜力。希望这个锦标赛能够激励更多的年轻人参与到羽球运动中，培养更多的优秀选手。”



嘉宾与赞助商合影留念。



男单得主合影留念。



男双金银铜牌得奖者开心合照。



混双得奖者与颁奖嘉宾分享喜悦。

2023
3
SEPT

饥饿 30 之 8 小时自办营 - 奔向奇迹 8-hour Corporate Famine DIY Camp - Strike Out Hunger



在全球的各个角落，仍有无数的人们每天都面临着饥饿的困境。槟中总青商团于 2023 年 9 月 3 日（星期日）假檳城韩江中学举办饥饿 30 之 8 小时自办营 - 奔向奇迹。当天，我们汇聚了百位饥饿勇士，共同度过了充实的 8 小时，与全球饥饿抗争一同前行。这是一次令人难以忘怀的体验。

活动当天也邀请到八度空间主持人 Chrystina Ng 黄玮瑄出席，以呼吁更多人关注该慈善活动的意义，为全球贫穷的孩子带来祝福和希望。

青商团也将活动的盈余 RM10,337 全数捐给世界宣明会，以支持他们在斯里兰卡和其他地区的扶贫工作。

2023
25
AUG

企业人相学与办公室风水布局讲座会 Seminar on Corporate Anthropology and Feng Shui Layout for Office



青商团国际讲演会小组于 2023 年 8 月 25 日（星期五）下午 3 时至 6 时假吴潮记菜馆举办企业人相学与办公室风水布局讲座会，邀请台湾国学博士张志戎老师与大家分享，让在场的出席者更好地理解了人相学和办公室风水布局对于企业的重要性。当天约有 67 人出席。

2023
23
SEPT

【保护企业，传承价值】工作坊 — 懂知识产权，保无形资产，创商业价值 Safeguard Your Business Value with Intellectual Property Protection Workshop



产权的保护要从小开始，无论企业规模大小，知识产权都将是推动企业在市场上占领优势地位的因素。槟中总青商团和 NBS Intellectual Sdn Bhd 于 2023 年 9 月 23 日（星期六）下午 12 时 30 分至下午 5 时在陈国平厅联办【保护企业，传承价值】工作坊 — 懂知识产权，保无形资产，创商业价值。讲座会邀请资深知识产权法律顾问戴碧伟及资深专利与外观设计顾问徐振扬为出席者分享如何掌握商标、专利、版权和外观设计等重要产权知识，一起构建保护产权的大格局。当天约有 50 人出席。

2023
7
OCT

现场急救培训人员训练课程 2.0 Penang State First Responder TOT Course 2.0



为了向社会推广及传递基本的急救知识与技能，槟中总青商团于 2023 年 10 月 7 日（星期六）上午 8 时 30 分至下午 5 时在陈国平厅再次举办现场急救培训人员训练课程 2.0，邀请了梁元庆医生及医疗团队教导大家通过实操性练习，学习如何进行心脏复苏、如何正确使用自动体外除颤器、急救技巧、伤口处理方法以及应对紧急情况的有效策略。活动当天吸引了约 60 名会员积极参与，甚至还有曾经参与过的会员重新学习，重温急救知识。

槟中总青商团团长李炯良表示，尽管这些知识属于急救的基础，但仍然存在许多人不熟悉或不了解。他呼吁出席者将所学知识传递给身边的人，让更多人具备应对紧急情况的能力。

2023
25
OCT

“老板理财专业知识” 讲座会 Seminar on Financial Management Expertise for Business Owners



从一个小摊位，到一个小店铺，乃至一个大型企业，不论生意规模大小，无论是管理阶层还是执行者，都需要懂得理财知识，才能让生意持续增长。槟中总青商团于2023年10月25日（星期三）上午9时至下午1时在陈国平厅举办“老板理财专业知识”讲座会，邀请迈悦理财集团创办人周志强院长为大家分享企业现金流、企业资产化、股权规划和人才规划的相关课题。周志强院长无私地分享让现场参与者获益匪浅，当天约有60人出席。

2023
31
OCT

Web3 会员经济： 零售业的全域营销策略讲座会 Web 3 Membership Economy: Marketing Strategies for the Retail Industry



槟中总青商团于2023年10月31日（星期二）下午2时至5时在陈国平厅举办Web3会员经济：零售业的全域营销策略讲座会，邀请Wonder 创办人、HRD 培训师、马来西亚品牌营销顾问 Ms. Ines Yong 为零售业从业者、企业家以及所有对零售业未来发展充满热情的人分享。分享课题包括了了解吸引年轻族群的会员系统、如何开辟新的企业收入、掌握TikTok的流量密码，以在竞争激烈的市场中脱颖而出并取得成功。当天约有40人出席。

2023

25
AUG

白酒品酒会 YES Baijiu Tasting



青商团女青小组于2023年8月25日（星期五）下午6时30分至9时30分假吴潮记菜馆举办白酒品酒会。通过Deluxe Food & Beverage的傅志涛董事经理和黄莉栅槟城销售经理的精彩讲解，出席者更深入地了解了西凤酒和国窖，也有幸品尝到两大白酒品牌的经典佳酿。当天约有60人出席。

2023

11
OCT

青商团感恩媒体之夜 YES Media Appreciation Night



为了感谢媒体一路以来对青商团的支持和各项大大小小的活动报导，青商团于2023年10月11日（星期三）晚上7时假贵宾楼大酒家举办青商团感恩媒体之夜，邀请了各报馆高层代表出席，众人开心聚首。团长李炯良在致词时表示，青商团与各报馆这些年来合作无间，彼此间的关系已不仅仅是报馆与商家，而是像朋友般的友情。

2023

15

SEPT

檳中总：

支持在檳城设立北部金融特区

檳州中华总商会（檳中总）针对在檳州设立金融特区一事，发表文告，呼吁财政部尽快落实这项建议，一南一北，相互配合，对国家整体经济发展，除了前瞻性的部署，也是具有非常战略性的意义。

前檳州首长，也是峇眼国会议员林冠英日前在国会辩论时，为檳州人民请命，呼吁首相在北马设立金融特区。根据报道，林冠英在国会发言指出，檳城目前拥有成熟的制造业关键基础，不仅在北马，也包括在全马推动发展，并促进服务业的增长。

檳中总指出：檳州的工业发展已经迈入了第50年，峇六拜是檳城主要的自由贸易工业区。这些年来，檳州工业的蓬勃发展，见证了政府良好的计划与政策落实，其中把峇六拜规划为自由工业区所带来的各项优惠，特别是政府税务方面，就是一个非常成功的例子。

檳州早在国家独立前，也就是在英国殖民地时代，成为英国最早在远东殖民的贸易自由港。凭着地理优势，贸易自由港促进檳州的经贸发展。到了70年代，随着自由港的失去，檳州须要转型，朝向工业发展，而峇六拜自由工业区的开发，使檳城在全球电子产业中拥有一席之地，进而被誉为“东方矽谷”。

以上的例子，说明了一个事实，来自民间私人工商界的努力经营，须要政府的良好政策的推动与配合。在这方面，檳中总认为，檳州未来20年的发展，除了继续依靠东方矽谷具有的优势之外，更需要开拓新的领域，特别是服务业。在这方面，金融特区的开发恰恰是一个正确的方向。其实，在60年代，檳城也曾经是我国商业银行的重镇，曾经拥有两家在檳城起家，作为总部的商业银行，计南方银行与万兴利银行。而独立前，配合自由港地位，多家著名的外资银行都在檳城设立基地，为国内外商家提供金融服务，促进商业贸易的发展。

当前，首相安华领导的政府首要任务是搞好经济，降低人民的生活成本。团结政府自从去年11月成立以来，都花太多时间在应对日益扩大影响力的伊斯兰党攻势。而首相安华推介的“昌明大马”框架与口号，其精神与愿景，很可惜的，还来不及完全贯彻与融汇至国内各阶层与领域。

因此，檳中总呼吁朝野政党，即刻停止一切劳民伤财的政党政治纠葛，应该让团结政府放手发展经济，落实昌明大马的概念，关注国家的良好治理、可持续发展以及种族和谐，则国家与人民幸甚。

2023
3
OCT

有关 PDC 售地

- Batu Kawan Industrial Park II 新闻发布会 Press Conference on PDC Land Sale Issue



**檳中華總商會質疑檳城發展機構
出售 558.96 英畝土地
峇都加灣工業園 2 (Batu Kawan Industrial
Park 2)
售價六億 4602 萬 718 令吉**

會長拿督斯里方炎華在新聞發布會上指出，檳州中華總商會在今年五月間，接到投訴關於市場上有兩家房地產中介公司兜售位於峇都加灣工業區的第二個工業園 (BKIP2) 的工業地。中介開價每方尺馬幣 80，可售賣的工業地面积每片至少 5 英畝。

其中一份兜售書說明有關欲出售的工業園地段分為 4 個發展期：

- Phase 1 : 160 acres
- Phase 2 : 159.98 acres
- Phase 3 : 120 acres
- Phase 4 : 118.98 acres
- Total : 558.96 acres

當時，我們發現這樣兜售 PDC 工業地的方式是別開生面，不尋常。

過去，由於 PDC 工業地供不應求，大小商家要購買 PDC 工業地，都是須要直接向 PDC 提出申請，通過 PDC 與 Invest Penang 的審核之後才可以獲得 PDC 的售地獻議，的確一地難求。

然而 BKIP2 的工業地却是通過產業中介，在公開市場出售。這就難免引起我們的關注，特別是當前檳州工業地稀缺。在這方面，州政府與 PDC 已經多次的強調州內工業地的不足問題。

根據報導，州政府首先在 2020 年 10 月在州議會對外公布 BKIP-2 計劃。BKIP-2 是 PDC 開發的第 10 個工業園。

其實，PDC 自從在 1969 成立以來，就是國內首屈一指的工業園開發機構。PDC 在過去通過土地征用法令強制收購私人土地，用來發展工業園，是符合公眾利益的官方行動，無可置疑。然而，PDC 以土地征用法令強制收購私人土地，本身卻沒有自行開發，反而假手於人，出讓於私人發展商來發展，卻是令人質疑，在法律上也可能受原地主的挑戰。

於是，我們進過一番查詢，發現到 PDC 的確正在與一家來自吉隆坡的公司 UMECH CONSTRUCTION SDN BHD 進行售地的商議。我們更通過市場上公開管道，包括 SSM 公司註冊局，還有就是 CTOS 尋找相關公司資料。

但是，還有相當部分的賣地概況，好像何時啟動賣地的商議，賣地條件，售價等等，特別是 PDC 基於什么原因放棄過去 50 多年來

的传统，没有自行开发工业园，而假手于人，而引起一连串的疑问。

由于正处于六州大选敏感期，檳中总只好暂时按后，等到州选尘埃落定之后，也就是在 27/7/2023，才正式发信给与 PDC 主席。

信中，我们提出的询问与疑点主要在于：—

1. PDC 以每方尺 RM26.53 的售价是否合理？而且售地的付款期限可以拖延 4 年？
2. 558.96 英亩，价值连城的工业土地，为何是在没有公开招标的情况下出售给与私人公司，UMECH CONSTRUCTION SDN BHD。
3. 把大片工业地出让私人发展商，是否有进行相关项目的可行性与合理性的调研？
4. 有关公司是否在财务上有能力来负起这项庞大的工业发展？
5. 为何建议买卖过程中，除了原有的买家 UMECH CONSTRUCTION SDN BHD 之外，又涉及另外一家公司，UMECH LAND SDN BHD？
6. 售地一大片稀缺的工业，是否与 PDC 的首要任务相互抵触？PDC 身为州政府的首要官方机构，开崇明义，说明是要通过可持续的社会经济发展，使檳城成为一个更美好的地方，希望其一切发展计划，皆可以成为檳城及其人民的楷模。既然是这样，为什么 PDC 不愿意继续接下发展这个原本属于第 10 个工业园的开发呢？

檳州中华总商会置疑檳城发展机构 出售 558.96 英亩土地的出发点，是对事不对人，同时更是基于一块价值连城、稀缺的工业地，是属于檳州子民的土地，绝对不可以在不明不白的情况下出售。为何整个出售过程，没有通过公开招标程序？对于一项数十亿计划（双威集团文告提到是 35 亿），PDC 基于什么标准，可以绕过公开招标的重要程序？

首长在 25/8/2023 的回函，有提 Umech Construction Sdn Bhd 公司在参与 EXPO DUBAI 2020（这个博览会因疫情，延迟到 2022 年才举行）的博览会上得悉这个工业发展项目。有关公司声称可以争取迪拜的基金来发展。

然而，到了 27/9/2023，提供资金的是本地的双威集团。我们不禁要问，当初说好，在 2022 年初，“通过在 2020 年迪拜世博会的商务配对会上，UMECH 已表达了对该项目投资的浓厚兴趣，并成功安排了与相关资助方进行深入讨论。经过讨论，PDC 深信 UMECH CONSTRUCTION SDN BHD 能够在迪拜的资金支持下有能力推动并实施该项目”，却不见踪影，变成了双威集团？

根据公司注册局 SSM 的资料，双威集团是迟至 25/9/2023 才通过入股方式，控制 Umech Land 公司的 70% 股权。

那么，我们要问当初与 PDC 在 2020 年迪拜世博会的商务配对会上的买主 UMECH CONSTRUCTION SDN BHD 和今年 9 月 27 日与 PDC 签合约的买主是否是同样的一个主要股东？还是在过程中，通过股权的更动，变成了转手的交易，背后涉及人士从中获利？

本会永久名誉会长丹斯里拿督斯里陈国平局绅也在新闻发布会上补充一些要点，并提出了6个疑问和一个声明。

疑问 1：为何没有公开招标？

这种数十亿的大型工程，为何 PDC 可以略过公开招标的正轨程序？

经过我们的详细调查，像 Umech Construction Sdn Bhd 这样一间没有经验且经济能力有限的公司，却能够获得 PDC 授予如此大型的工程，这是非常可疑的。

疑问 2：为何没有把机会留在槟州？

事实上，我们槟州有许多公司拥有足够的财力和能力去承包这样的大型工程。

如果这样大型的工程可以授予一间槟州子民的公司去发展，所有的收益都能够本土化，也就是完完整整属于槟州子民的经济利益。而作为槟州首长的曹观友，却没有照顾槟州子民的利益，也没有顾及槟州子民的经济效益为前提，让这个大项目发展授予一间属于吉隆坡的公司。

这样的操作，根本就是槟州子民的经济损失。

疑问 3：为何以低于市价的价格出售土地？

针对 Umech 公司所购入的价格，其实远远低于市场价。如果 PDC 有公开招标的话，我们相信可以获得更多的收益，预计可以多出至少 2 亿的收入。而身为槟州首长若置之不理这样的问题，根本就有愧于全槟州子民，完全忽略了槟州子民的利益。

不但如此，这项交易对原地主是非常不公道的。因为这些征地的初始，都是以槟州的正轨发展为前提，是公众利益，然而现在却为私人单位所拥有。

疑问 4：槟州政府是否对 Umech 公司的财务情况亲自做过调研？

针对首长于 25/8/2023 的回函强调拥有一封银行针对 Umech 公司的财务状况做出的支持信。虽然回函没有附上所谓的支持信，但是我们相信根据一般商业银行的作业程序，都是不具约束力，也会含糊带过。

另外，首长的回函也注明了 PDC 已经对 Umech 公司进行了 CTOS 审查，该公司实收资本高达 1,000 万令吉，负债率为 0%。针对这点，首长却没有提供实际的文件进行佐证有关论述。而根据我们早前所获得的 CTOS 审查所知，在相关的日期该公司实际上还有多项的负债，与首长函件所述不符。

疑问 5：为何工程尚未公开就开始卖地？

Umech 公司竟然在整项工程还未公开之前，竟已开始通过中介公司兜售有关地段的产业。我相信有关公司这样的操作，等同于利用 PDC 的工业地，来获得现金流，作为购买 PDC 工业地的部分付款。

我们认为，公家的地，绝对不可以在未完成交易，缴清购地全额之前，私相授受，根本就是与良好施政与治理（good corporate government）的精神背道而驰。

疑问6：公司股权出现更动是否有按规定事前呈报相关单位？

另外一件奇怪的操作是，商会于27/7/2023第一次去函询问首长有关这项工程的疑问，首长尔后在25/8/2023回函，然而首长的回答有些答非所问，商会再次于12/9/2023去函询问首长，却迟迟未收到首长的复函和解释，然而在25/9/2023却发现 Sunway 集团做出宣布，正式入主 Umech 公司，控制 70% 的股份。

对于这项操作，其实所有政府授予的工程，有关公司股东或股权的更动，都必须呈报于颁发工程的政府单位，且获得批准后方可执行。然而，这些过程明显是没有根据既定程序进行的。反之，我们却直接在 28/9/2023 的新闻报章得知这样的股权更动。

让人非常质疑的是，整个事件的发展，像是 Umech 公司在操控整项交易过程，甚至包括对 PDC 在颁发合约的操作程序作出指指点点。针对这样的乖离既定程序操作，根本就缺乏透明度。至此，我们相信这项售地合约并不是唯一的，一定还有存在不少或者注意到类似的操作或交易。

郑重声明：希望檳首长出面公开交代。

对此，我们希望檳州首长能够挺身而出，公开交代这件事情的来龙去脉，甚至整项交易背后的疑云。

与此同时，我们特别要求檳州政府，必须针对 PDC 高层进行重组，挽救 PDC 内部官僚体系的沈痾，积恶成习，遂出现的各种弊端，危害政府与人民的福祉。

我们同样身为檳州子民的一份子，今天特别召开新闻发布会，希望将这些含糊不清的操作，公诸于世。其背后是否存在弊端，这只能让檳州子民自行去了解和评理。

星洲日报 4. 10. 2023 星期三 熱點 03 指PDC低價售地發展BKIP 2 曹觀友：借力迪拜金融家 “依程序選擇夥伴” 檳中總：為何沒公開招標 “促檳首長交代” 為何沒有公開招標？這種數十億的大型工程，為何PDC可以暗通公開招標的正軌程序？ 為何沒有把機會留在檳州？事實上，檳州有許多公司擁有足夠的財力和能力去承包這樣的大型工程。 為何以低於市價的價格出售土地？ 檳州政府是否對 UMECH 公司的財務情況親自做過調研？ 為何工程尚未開始就賣地？ UMECH 通過中介公司，兜售有關地段的產業。 公司股權出現更動，是否有按規定事前呈報相關單位？ 鄭重聲明：希望檳首長出面公開交代。 開發每平方公尺RM80 2中介公司兜售PDC土地 方慶華：檳州中華總商會在今年5月間，接獲檳州地產局轉發的檳州中華總商會兜售 BKIP2 的土地，平均每平方公尺 40 令吉，最低出售價是 5 萬 5 千。 “這種兜售 PDC 工業地，是不尋常的。” 他指出，過去 PDC 工業地供應不穩定，大小商要買 PDC 工業地，須向 PDC 申請，再通過 PDC 與地產經紀公司的審核後，才能購買。 “然而 BKIP2 的工業地卻是通過中介公司，在公開市場出售，價格非常便宜，是不尋常的。” 他指，PDC 自 1969 年成立以來，就是由首領一指的工業開發商，PDC 在過去通過土地用途法令限制私人土地，用來發展工業。這符合公眾利益的方向，用來說明工業地，是符合法律法令限制私人土地，本身卻沒有自行開發，反而轉手于人，出於私人發展商發展，却是令人懷疑，在律法上也可受地主的挑戰。 “PDC 為什麼原因放棄其 50 多年來的傳統，沒有自行開發自己，引起一連串的問題。” 向來自己開發 “PDC 徵地後實地賺錢不對” 陳國平說，PDC 可依據法令使用土地，但對“不能任意就賣，如果 BKIP2 地 15 令吉，賣地 30 令吉，不賺幾多？” 他表示，PDC 一直以來都是自己買上地，但這次協助國內工業發展，不是趕地、地地賺錢。 “趕了土地后不開發，是怎麼還什麼問題。這是有大虧空。” 他指，早期的 PDC 在工業開發上，是有規劃的，但如今却通過房地產中介賣地，這將導致以後的工業發展“紅燈”。

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檳州中华总商会厘清 刊登广告质问 PDC 卖地

檳州中华总商会（檳中总）发表文告解释，针对一些人士质问为何通过报章，大篇幅广告，公开檳中总与首长之间的来往信件。

首先，檳中总必须指出，揭发 PDC 卖地的来龙去脉是檳中总身为檳州华商最高领导机构责无旁贷的任务。这是檳中总董事会的集体决定，并非是个别董事的行动，更不是陈国平或是会长的擅自行动。当天记者会，还有报章上的广告，都是檳中总作为一个负责任的商团所应该扮演的积极角色。

我们观察近日来民间，包括评论人的意见，可以得到一个正面的反馈，就是这件事的揭发，的确引起广大社会人士，特别是工商界人士的积极看待。各有各的看法与解读，这些都是一个民主多元社会的自然现象，不可厚非。我们感到欣慰，至少檳中总启开了第一步，让大家可以关心与了解，进而希望可以解开整个卖地的背后真相，摊开在阳光下，朝向公开透明的施政。我们要问：难道公开透明的施政，清廉反腐不正是我们人民念兹在兹，赋予当今政府的一个不可推却的责任吗？

我们必须针对民间反馈的三件事，做出厘清。

首先，就是商会为什么要在 3/10/2023 召开记者会，公开揭发 PDC 卖地的真相？商会是在 27/7/2023 发函给予身为 PDC 主席的首长，提出六大疑点，请求他做出回答。我们收到 25/8/2023 的首长回信，发现里面的回答，避重就轻，甚至答非所问，因此，经过详细研究后，在 12/9/2023 再次发函给予首长。正当我们在等待首长的进一步回函时，双威集团却在 27 日，根据上市条规，向吉隆坡股票交易所公布有关集团的 70% 子公司，

UMECH LAND SDN BHD 已经同 PDC 签署合约，购买相关工业地。至此，所有关于 PDC 卖地的事项，已经是处在公共领域里面（in the public domain），再也没有不可公告的秘密。

从吉隆坡股票交易所公告的资料，我们发现不少疑问，基于公众利益，同时既然事件已经处在公共领域里，我们认为应该挺身而出，通过记者会发出我们的疑问与提问。

基于同样的理由，我们呼吁大家要正面的看待檳中总以大篇幅广告，目的在于“抛砖引玉”，希望通过报章广告，让事件的真相可以清清楚楚的交待。这也就是为什么我们的广告的标题是：“交易的背后，背后的交易”。毕竟，我们认为整个卖地的前前后后有太多的疑问须要解答。具有权威性的英文商业周刊 THE EDGE 针对这件事，已经提出多项的疑问。由此观之，檳中总并非并无的放矢。

我们也要通过这个文告郑重的澄清，檳中总在商言商，对事不对人，一切行动，根据既定章程行事，出发点在于维护公众与商界的广大利益，更与政党政治没有任何关系，在处理 PDC 卖地一事，绝对没有任何政治化的意图。其实，我们大约在今年五月，就已经接获关于 PDC 卖地的一些资料，如果说是要政治化有关事件，我们大可以在当时，也就是六州州选时就抛出这个“震撼性”的课题，通过州选，让事件无限的发酵。但是，我们选择避开六州大选敏感期，等到州选尘埃落定之后，也就是在 27/7/2023，才正式发信件给予 PDC 主席。就事论事，何来“政治化”之说？因此，指责商会政治化 PDC 卖地事件根本就是缺乏理性分析，以小人之心，度君子之腹。我们只能一笑置之。

SPECIAL REPORT

Batu Kawan deal raises questions that must be answered

STORIES BY LIEW JIA TENG
AND SANGEETHA AMARTHALINGAM

What initially appeared to be an innocuous land deal has placed state development agency Penang Development Corp (PDC) and local conglomerate Sunway Bhd under intense scrutiny.

On Sept 27, Sunway announced that its 70%-owned unit Umech Land Sdn Bhd had inked a joint development agreement (JDA) with PDC to co-develop a 558.96-acre parcel in Byram, Seberang Perai Selatan, near Batu Kawan.

While Sunway appears to have secured a good deal via Umech Land to develop a new industrial park in Batu Kawan, which has proved to be a highly sought-after location by local and foreign investors, how the conglomerate came into the picture has piqued curiosity and led to a great deal of controversy.

In fact, over the past two weeks the land deal ignited a firestorm in the corporate and investment community, inevitably prompting politicians to jump on board as well.

Serious questions are emerging. Why did PDC choose Umech Construction Sdn Bhd, which was said to be financially backed by Dubai investors as its original partner, only to subsequently sign the JDA with Umech Land, a company Sunway bought a controlling stake in just two days before the deal with PDC was signed?

There appears to be increasing disquiet among Penangites over the perceived lack of transparency and governance in the way the state government and PDC handled the Umech deal.

Concerns raised include whether the deal was made so the asset could be flipped and whether PDC sold the state-owned land to a private developer at below market value without an open tender. Questions being asked include why Sunway entered through the backdoor just two days before the deal was signed, when it entered into discussions with Umech Land and when PDC learnt of this. Chief Minister Chow Kon Yeow has been quoted as saying that he was not aware Sunway was involved until it announced the deal to Bursa.

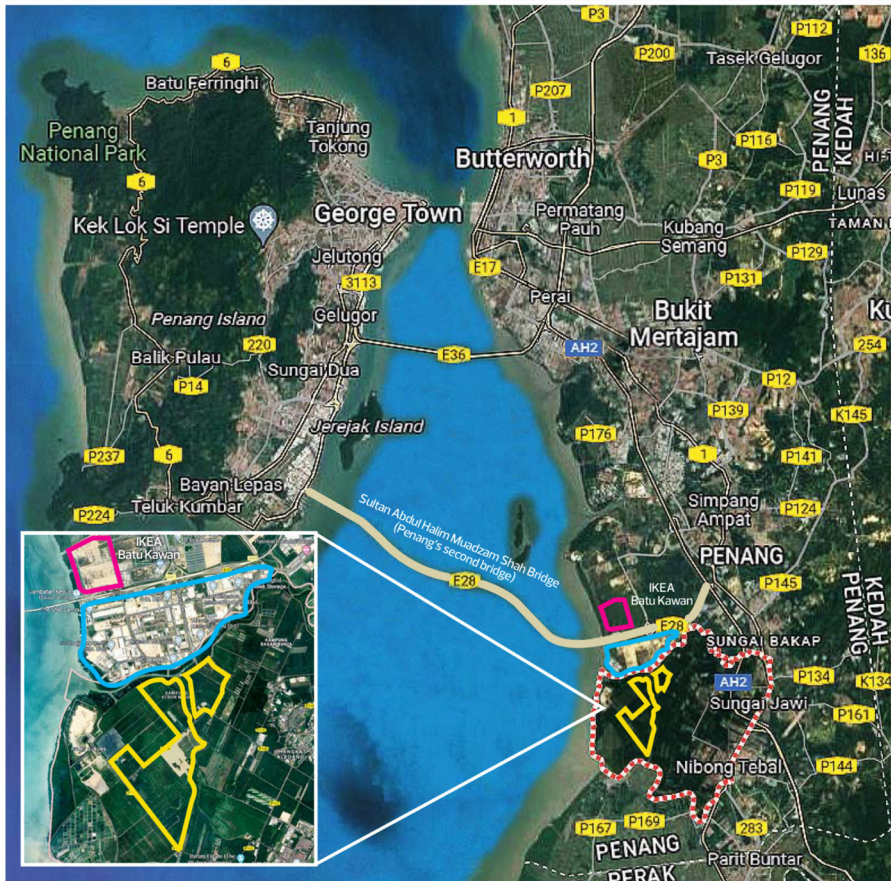
This episode has not gone unnoticed by the 300 multinational corporations (MNCs) that call Penang home and it presents Chow with one of the most significant crises in his five-year tenure.

The issue arose on Sept 27, when Sunway announced Umech Land's mega industrial project, dubbed Batu Kawan Industrial Park 2 (BKIP2), with an estimated gross development value (GDV) of at least RM3.5 billion over eight years.

According to the JDA, as proprietor of the land, PDC will be entitled to a land entitlement of RM646.02 million — an amount "derived from negotiations" between Umech Land and the state development arm based on market prices in the vicinity.

It should be pointed out that all monies, proceeds and profits derived from BKIP2 — after deducting the entitlement payable to PDC and covering all the development costs — will belong to Umech Land, which is 70%-controlled by Sunway's wholly-owned subsidiary Sunway Bukit Gambier Sdn Bhd. The remaining 30% stake in Umech Land is held by Karen Cheng Pui Kwan (21%) and Nathaniel Rajakumar (9%).

Where exactly is Batu Kawan Industrial Park 2 in Byram?



The photo featured on PDC's social media showed (from left) Nathaniel and Cheng having had a meeting with Ahmad Fuzi and Aziz

SPECIAL REPORT

Who are Karen Cheng and Nathaniel Rajakumar, the people behind Umech?

The controversial land deal in Batu Kawan between the Penang Development Corporation (PDC) and Sunway Bhd has cast a spotlight on two companies, namely Umech Land Sdn Bhd and Umech Construction Sdn Bhd, and the two individuals who own the companies.

PDC had initially wanted to sell the 558.96-acre land to Umech Construction, but changed its plan to partnering with Umech Land – a newly acquired 70% subsidiary of Sunway – to co-develop the RM3.5 billion Batu Kawan Industrial Park 2 (BKIP2) there instead.

Although they are legally unrelated entities, Umech Land and Umech Construction share the same name and similar shareholders.

Companies Commission of Malaysia (SSM) data shows that before Sunway acquired the 70% stake in Umech Land for RM23.33 million on Sept 25, two little-known individuals – Karen Cheng Pui Kwan and Nathaniel Rajakumar – were the shareholders of the company.

Cheng had held a 70% stake in Umech Land, while Nathaniel had the remaining 30%. But following the subscription for new shares in the company by Sunway, her holding was diluted to 21%, while his diminished to 9%.

Meanwhile, it is important to note that Umech Construction, which had originally wanted to buy the land, is not related to Sunway. Cheng still has a 70% stake in the construction firm while Nathaniel holds the rest.

The duo sits on the board of both Umech Land and Umech Construction as directors.

It is worth noting that Cheng and Nathaniel appear to have had a recent meeting with Yang di-Pertua Negeri of Penang Tun Ahmad Fuzi Abdul Razak and PDC CEO Datuk Aziz Bakar.

In PDC's official Facebook post on the morning of Sept 21, the state agency said it is collaborating with Umech Land to develop an industrial park in Byram worth RM3.5 billion.

"This is a result of the initiatives of the Penang state government, thanks to PDC's participation in Expo Dubai 2020, which took place between Jan 16 and Jan 23, 2022. This effort is expected to create approximately 25,000 job opportunities and stimulate development within the development corridor of Bandar Cassia and Seberang Perai Selatan," it stated.

The photo featured in PDC's social media post captures a handshake between Cheng and Ahmad Fuzi. It is not clear what the event was about.

Note that this meeting happened at least six days before Sunway made

the announcement on Sept 27 that its 70%-owned unit Umech Land had entered into a joint development agreement with PDC.

Now, just who are Cheng and Nathaniel? Based on publicly available information, there are scant details about these two individuals.

According to Umech's website, Cheng is the group's managing director while Nathaniel is an executive director.

Cheng, 43, has a degree in IT and business administration from the University of Canberra in Australia.

"Her primary responsibilities are the planning, implementation and managing [of] the [organisation's] activities by formulating plans to ensure the [organisation's] goals are met. She also oversees the direction and management of the finance and accounting team including business planning, budgeting, forecasting and negotiations as well as overseeing the preparation of all financial reporting," states Umech's portal.

Meanwhile, the 48-year-old Nathaniel is a qualified engineer holding a Bachelor of Science (Honours) in Engineering from the University of Aberdeen in the UK.

"[He] leads in planning, development, execution and monitoring of projects; overseeing finance and ensuring compliance to project quality and safety procedures. His deep technical expertise allows him [to make] strategic decisions and [provide] leadership and direction to project managers. His vast knowledge and hands-on experience in dealing with [the authorities'] requirements, enhances the [organisation's] reputation to be their preferred partners," Umech's website shows.

Other than Umech Land and Umech Construction, Umech's group of companies also includes Umech Sdn Bhd, Implan Jelas Sdn Bhd and Implan Haven Sdn Bhd.

In the company's profile, Umech says the group was set up in 2003 and is registered with the Ministry of Finance (MoF) and Construction Industry Development Board (CIDB) with a Sijil Perolehan Kerja Kerajaan (SPKK) under Category G7.

"We aim to deliver world-class integrated engineering services through core competencies in civil & structural engineering, superstructure & infrastructure construction, mechanical & electrical engineering and engineering consultancy (design and build). More recently, we are diversifying into estate development," it states.

What is interesting is that despite having a Chinese woman and an Indian man as its two shareholders with 100% control, Umech on its website states that it is recognised as having bumiputera status.

Pushing the deal through

Now, what is interesting to note is that PDC itself had announced on Sept 21 on its official Facebook page that it was collaborating with Umech Land on a RM3.5 billion industrial park project in Byram. The photo featured on PDC's social media showed Cheng and Nathaniel having had a meeting with the Yang di-Pertua Negeri of Penang Tun Ahmad Fuzi Abdul Razak and PDC CEO Datuk Aziz Bakar.

On the same day, Sunway put three representatives on the board of Umech Land, namely company directors Chong Sau Min, Calvin Ho Ch'an Hin and Fong Choon Fuoi.

Four days later, on Sept 25, Sunway injected RM23.33 million into Umech Land to acquire a 70% stake in the company, hence diluting the shareholding of Cheng and Nathaniel to 21% and 9% respectively. Before Sunway's cash injection, Umech Land was owned 70:30 by Cheng and Nathaniel.

In other words, Sunway only emerged in Umech Land a few days before the company officially signed the JDA with PDC on Sept 27. Is it possible that the conglomerate had a contractual agreement to buy into Umech Land on Sept 21, the day its representatives joined the Umech Land board?

CONTINUES NEXT PAGE

Chronology of events

SSM, CTOS, BURSA MALAYSIA, MEDIA STATEMENTS, OFFICIAL FACEBOOK ACCOUNTS, LETTERS SIGHTED BY THE EDGE

DATE	EVENTS
May 7, 2003	Umech Construction Sdn Bhd, previously known as Umech (M) Sdn Bhd, is incorporated
May 6, 2016	Umech Land Sdn Bhd, formerly known as Umech Trading Sdn Bhd, is incorporated
Dec 1, 2020	Karen Cheng Pui Kwan holds 1.4 million shares or a 70% stake in Umech Land, while Nathaniel Rajakumar has 600,000 shares or a 30% stake
Nov 28, 2022	A committee – led by Datuk Ahmad Zakiyuddin Abdul Rahman (then deputy chief minister of Penang I), Prof Dr P Ramasamy Palanisamy (then deputy chief minister of Penang II), Datuk Abdul Halim Hussain (as the responsible exco at the time) and Datuk Seri Lee Kah Choon (then director of Penang Development Corp and InvestPenang) – holds a discussion to examine Umech Construction's proposal to participate in an industrial park project in Byram, near Batu Kawan [according to Penang Chief Minister and PDC chairman Chow Kon Yeow]
Feb 9, 2023	As a result of the committee's findings, a proposal for collaboration with Umech Construction was presented for approval at the PDC board meeting [according to Chow]
July 25, 2023	Umech Land issued 5.6 million shares to Cheng and 2.4 million shares to Nathaniel. She now has seven million shares while he holds three million shares, but their shareholding ratio remains 70:30
July 27, 2023	Penang Chinese Chamber of Commerce (PCCC) sends a letter of query on the proposed mixed-use development and industrial project in Batu Kawan by a sale and purchase of land in Byram between PDC and Umech Construction
Aug 25, 2023	Chow replies to the letter from PCCC, stating that Umech Construction first expressed interest in the industrial park project at Expo Dubai 2020, citing financial support from Dubai
Sept 12, 2023	In a letter, PCCC says it is "rather disappointed" with the contents of Chow's response on Aug 25 as "it lacks specificity and clarity". The chamber also says Chow's reply "apparently did not offer the level of detail and information as required"
Sept 21, 2023	PDC announces on its official Facebook page that it is collaborating with Umech Land for a RM3.5 billion industrial park project in Byram
	On the same day, Umech Land appoints Chong Sau Min, Calvin Ho Ch'an Hin and Fong Choon Fuoi as its new directors, as well as Chung Soo Kiong as an alternate director. Four of them are Sunway Group's employees.
Sept 25, 2023	Sunway Bhd's wholly-owned Sunway Bukit Gambier Sdn Bhd subscribes for 23.333 million new shares or a 70% stake in Umech Land for RM23.33 million (RM1 per share); Cheng's shareholding is diluted to 21%, while Nathaniel's shareholding is diluted to 9%
Sept 26, 2023	Chow informs Lee that he has been replaced as director of PDC following a new appointment [this was not publicly known until Oct 9]
Sept 27, 2023	Sunway announces that its 70%-owned unit Umech Land had signed a joint development agreement (JDA) with PDC to co-develop a 558.96-acre parcel in Byram. The industrial project, dubbed Batu Kawan Industrial Park 2 (BKIP2), is expected to fetch a gross development value of at least RM3.5 billion over an eight-year period.
Oct 2, 2023	Chow receives from Lee a letter of resignation as the special investment adviser to the chief minister of Penang with a one-month notice [this was not publicly known until Oct 9]
Oct 3, 2023	PCCC president Datuk Seri Hong Yeam Wah and life honorary president Tan Sri Tan Kok Ping call a press conference to publicly question PDC's sale of land to Umech Construction at 'below market' price, and why the sale was not done through an open tender
	On the same day, Chow says Sunway's involvement as the major shareholder of Umech Land is "beyond PDC's knowledge", as the shareholding changes occurred before the JDA was signed and are "beyond PDC's control". He also points out that instances of direct land negotiations as common practice, citing examples such as Aspen Group's acquisition of a 245-acre land and Paramount Property Sdn Bhd's purchase of land for the construction of a university.
Oct 5, 2023	Sunway clarifies that there was no valuation made by an independent registered valuer on the land, adding that the land value was based on market information available to them
Oct 7, 2023	Aspen (Group) Holdings Ltd clarifies that "it is not reasonable nor logical to compare the direct negotiation between Aspen and PDC in 2013 and linking the recent land sale of BKIP2, which fundamentally differs"
Oct 9, 2023	Ramasamy and Lee claim that there was no 'due diligence' meeting being held to evaluate PDC's land deal with Umech Construction. They also says Chow's remark – about a 'committee' being set up in November last year to examine Umech's proposal – is misleading, unfair and causes harm to their professional reputation.
	On the same day, Chow publicly reveals that he had on Sept 26 informed Lee that he has been replaced as PDC director, and that Lee tendered his letter of resignation on Oct 2
	Responding to Ramasamy and Lee's allegation, Chow maintains that due diligence was done over the land sale to Umech Construction and the PDC board had approved the transaction in principle with all the conditions presented at the Feb 9 meeting
Oct 10, 2023	Ramasamy urges the Penang government to indefinitely suspend the controversial BKIP2 land sale to Umech
Oct 11, 2023	Lee reportedly clarifies that his resignation is unrelated to the Umech controversy and it wasn't due to pressure from anyone
	Chow says the PDC board will discuss and address all questions arising from the BKIP2 land sale next week
Oct 12, 2023	Ramasamy applauds Chow's move, saying the PDC board meeting presents the best chance for the chief minister to set the record straight on the land deal

SPECIAL REPORT

Choice of Umech Land puzzling

FROM PREVIOUS PAGE

Everything appears to have taken place in the blink of an eye from the time of the meeting between Cheng, Nathaniel, Ahmad Fuzi and Aziz Bakar to Sunway coming into the picture.

On Oct 3, Penang Chinese Chamber of Commerce (PCCC) president Datuk Seri Hong Yeam Wah and life honorary president Tan Sri Tan Kok Ping called a press conference to question whether the change in Umech Land's ownership was reported to the relevant authorities in advance of the signing of the JDA as required.

Here's when things begin to get even more complicated as PCCC revealed that PDC had initially intended to sell the land in question to Umech Construction, which is also controlled 70:30 by Cheng and Nathaniel.

In corporate circles, executives are asking what happened during PDC's negotiations with Umech Construction and why the state development agency decided to strike a deal with Umech Land instead, even though the deal would ultimately be with Sunway. Furthermore, what became of the purported Middle East funding?

Did the PDC board approve the deal?

Responding to PCCC's concerns, Chow — who is also PDC chairman — explained that Umech Construction first expressed interest in the industrial park project at Expo Dubai 2020, citing financial support from Dubai. He said PDC wanted to enter into a joint venture to develop an industrial park but no one expressed any interest as the land was located next to the Pulau Burung landfill.

In an Oct 3 statement, Chow elaborated that a "committee" was set up on Nov 28 last year to examine Umech Construction's proposal to participate in the industrial park project. The committee included Prof Dr P Ramasamy Palanisamy, then deputy chief minister of Penang II, and Datuk Seri Lee Kah Choon, then PDC director and special investment adviser to the chief minister of Penang.

As a result of the committee's findings, the proposed collaboration with Umech Construction was presented for approval at the PDC board meeting on Feb 9 this year, he said.

But in a joint statement on Oct 9, Ramasamy and Lee said the meeting held on Nov 28 was not a "due diligence" meeting to evaluate PDC's land deal with Umech Construction. They also said they found Chow's explanation to be "misleading, unfair and causes harm to our professional reputation".

On the day Ramasamy and Lee made the joint statement, Chow revealed that he

Snapshot of Umech Land and Umech Construction's financials

UMECH LAND (PAID-UP CAPITAL: RM33.33 MIL)					
FINANCIAL YEAR ENDED DEC 31	FY2022	FY2021	FY2020	FY2019	FY2018
Revenue (RM)	0	0	0	0	0
Loss after tax (RM)	126,501	40,514	11,654	4,618	3,820
Cash and bank balances (RM mil)	NA	0.534	2,000	NA	NA
Secured bank term loan (RM mil)	NA	1,749	NA	NA	NA

UMECH CONSTRUCTION (PAID-UP CAPITAL: RM10 MIL)					
FINANCIAL YEAR ENDED DEC 31	FY2021	FY2020	FY2019	FY2018	FY2017
Revenue (RM mil)	55.75	NA	40.93	81.9	46.99
Profit after tax (RM mil)	2.85	NA	1.6	3.8	0.76
Fixed deposits with licensed banks (RM mil)	NA	NA	9,187	3,095	NA
Cash and bank balances (RM mil)	NA	NA	4,395	3,187	NA
Secured bank term loan (RM mil)	NA	NA	2,374	2,438	NA

had on Sept 26 — a day before PDC signed the JDA with Umech Land — informed Lee that he had been replaced as PDC director. Chow said Lee tendered his letter of resignation as his special investment adviser on Oct 2.

Chow insisted that due diligence had been conducted over the land sale to Umech Construction and that the PDC board had approved the transaction "in principle" based on all the conditions presented in the Feb 9 meeting.

A check on PDC's website shows that, apart from Chow and Lee (who has been replaced), there are currently 10 other board members, namely, Datuk Seri Sundarajoo Somu, Datuk Dr Mohamad Abd Hamid, Datuk Mohd Sayuthi Bakar, Jagdeep Singh Deo Karpal Singh, Goh Choon Aik, Zabidah Safar, Zairil Khir Johari, Mohd Sukri Mat Jusoh, Nor Hasnah Badroddin and Norul Farhah Mustapha.

When contacted by *The Edge*, Chow and Sunway had no comment for this article, while questions sent to Umech Land and PDC via email remained unanswered at press time.

It is worth noting that Umech Construction has a paid-up capital of RM10 million and a gearing ratio of 215% as at Dec 31, 2021. Given that it has not been very profitable (see table on its financials), what led PDC to believe the company had the financing capability to fulfil the JDA? Was another party put up as the financier?

As for Umech Land, its financials are not any better. It is very much a dormant company with zero revenue and has reported minimal losses over the years. More importantly, it was never evaluated by PDC for suitability as a partner.

Now, given the fact that PDC would have

known Umech Land or Umech Construction simply does not have the financial resources to execute a mega project on its own, would it not have been a more direct approach for PDC to team up with Sunway directly? After all, the conglomerate had already come into the picture before the JDA was signed on Sept 27. Why did this deal have to involve Umech Land?

Some have pointed out that the net effect of this arrangement in executing the JDA with Umech Land, and with Sunway emerging as a subsequent shareholder, appears to have benefited Cheng and Nathaniel, as well as Sunway.

Was the PDC board misled?

A source familiar with the matter tells *The Edge* that "only a few people" were aware of the deal with Umech Land.

"First, they used Umech Construction to come and talk to PDC. All the while, they had been talking about Umech Construction. But suddenly, they switched to Umech Land. And out of nowhere, Sunway came in. Most people at PDC were only aware of the deal just before the signing ceremony on Sept 27," he says.

"The first question I asked myself is: How did Umech Land invite Sunway to subscribe for its new shares? How did it open up and say, 'Hey, we have this number of shares. Come and subscribe?' Normally, it doesn't make sense.

"Umech Land must have something to offer to Sunway. Otherwise, why would Sunway pay RM23.33 million to take up a 70% stake in Umech Land? Surely, they knew Umech Land would be securing the land deal."

The source also points out that if Sunway, with its strong track record in the property development and construction

industry, had directly approached PDC, the state development arm would have been more than happy to discuss and negotiate a deal with the conglomerate.

"So, why does Sunway want to do this in a backdoor way? Why is it using a vehicle that is totally not theirs to get into this deal? Is it because this is such a good deal that it just cannot say no?"

"If you look at the signing date and announcement, all these happened in a very short period, as if they just wanted to do a quick deal to get all these things sorted out. Why do they want to camouflage this?"

Another source tells *The Edge* that the PDC board was never formally informed of the Umech Land deal until Sunway announced it on Sept 27.

"I think some people are misrepresenting the board. If I may put it very bluntly, the PDC board has been misled to think they are still talking with Umech Construction. And then, by allowing Sunway to come into Umech Land, it raises more questions, one after the other.

"Technically, the PDC board has not approved the deal with Umech Land. They claimed both Umech Construction and Umech Land are the same because they have the same shareholders. Apparently, this explanation was accepted by the exco."

Chow, who has been under immense pressure lately, said on Oct 11 that the PDC board would discuss and address all questions arising from the BKIP2 land sale in the following week.

PDC needs to maintain control and quality of industrial parks

Given its huge success with Batu Kawan Industrial Park 1 (BKIP1) and Bandar Cassia Technology Park (BCTP), many would argue that PDC does not need to partner with anyone — not Umech Construction, Umech Land, or even Sunway for that matter.

"PDC has an ace up its sleeve. There is the land acquisition law, so you have to be fair to the people. You have to build up your core business for the good of Penangites," says an industry observer from Penang.

He opines that PDC doesn't need any party to co-develop the land.

"PDC was a developer. It has built nine industrial parks spanning 6,000 acres over the years. Penang started industrial development when no other states were doing so. Today, we are going in reverse," he points out.

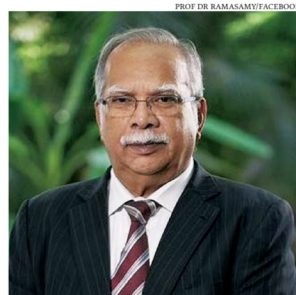
"When we open all these private industrial parks, you are actually killing Penang and you are killing PDC, which is supposed to have a 'monopoly' as the state agency to do good by dictating prices. Now, you are going to the private sector and you are allowing them to dictate prices."

He is of the view that the state is "getting into a mess now" and may have problems promoting investments in the future.

"You allow all these private people to come in and run the industrial park. What do they want? They just want to carve it out and sell it and then they can quickly get the money and leave.

"If PDC is the master developer, it could say no to companies that don't add value to Penang's ecosystem and it could offer discounts to attract good investors. In the private sector, they would [as they should] prioritise selling their industrial properties or industrial land because they are concerned about cost and profitability."

The PDC board, which Chow chairs, will have plenty to think about when it meets to try and resolve the problem one way or another.



PROF DR RAMASAMY/FACEBOOK



INVESTPENANG.GOVY



LOW YEN YEING/THE EDGE

In their joint statement on Oct 9, Ramasamy (left) and Lee (centre) said the meeting held on Nov 28 was not a due diligence meeting to evaluate PDC's land deal with Umech Construction. However, Chow (right) has insisted that due diligence was conducted on the land sale to Umech Construction and that the PDC board approved the transaction in principle based on the conditions presented at the Feb 9 meeting.

2023
18
OCT

有关 PDC 售地 - Batu Kawan Industrial Park II 新闻发布会 Press Conference on PDC Land Sale Issue



槟州中华总商会（槟中总）会长拿督斯里方炎华与永久名誉会长丹斯里拿督斯里陈国平局绅向媒体展示 The Edge 的报导。

槟州中华总商会（槟中总）会长拿督斯里方炎华在新闻发布会上指出，槟州发展机构在10月17日发布文告，引用合约条文，取消与 Umech Land 的卖地合约。与此同时，PDC 董事会也指示管理层，通过大众传媒刊登广告，以征求建议书（request for proposal）的方式，邀请合作对象。

自从上述文告发布后，我们收到了不少来自报界、传媒的询问有关于商会对于 PDC 宣布取消与 Umech Land 的卖地合约的意见。所以，我们才决定在今天早上举行这个新闻发

布会，作为对于这件事情的一个总结。

针对 PDC 决定取消合约事件，我们认为虽然来得晚一些，毕竟也算是“亡羊补牢犹未晚”。

当然，我们也感到遗憾，原本这次的风波，只要州政府接受商会的建言，在发现问题后的第一时间（也就是商会在 27/7/2023 发信予首长时），果敢的取消这项备受争议的买卖，争议原本就可以一早解决了。

我们也必须郑重的指出，商会揭发此事，从头到尾并没有任何议程，不是针对政治人物，也不是针对个别公司。反之，我们是针对卖地的程序与过程。毕竟，自从2008年开始，州政府的操作是本着CAT的理念，所以政府的一切作业，人民都可以要求政府遵循这个理念执行。

有鉴于此，我们呼吁 PDC 在新的一轮征求建议书中，必须关注以下问题：

(1) 不要一错再错。首先，PDC 本身必须对 BKIP-2 工业地有一份专业估价报告。最令人吃惊的是，与 UMECH 的卖地洽商，除了没有公开招标之外，更没有专业估价报告。结果才会发生低价售地的争议。缺乏了这双层的过滤保障，如何确保 PDC 和槟州人民的利益可以获得最大的保护？

(2) 必须认清签约的对象。在这次的卖地风波中，我们从各方面的报告中，可以总结一个事实，从一开始，PDC 是与 UMECH CONSTRUCTION 作为洽商对象，PDC 董事会也只知道买方是 UMECH CONSTRUCTION。到底是哪里出了差错，导致董事会受到误导，竟然不知道签约卖地的真实对象？更令人啼笑皆非的是，从首长身为董事主席，到 PDC 董事会成员，竟然不知道 UMECH LAND 在最后一分钟更换控制股权的大股东这样重要的事件。因此，我们呼吁州政府必须确保接下来不会再有偷龙转凤的情况。

(3) 我们也发现到这次卖地所谓的精密审查，根本就是华而不实，否则，就不会发生我们上面提到的偷龙转凤的事件，也不会出现财务状况不明的质疑等。我们必须指出，如果 PDC 内部没有人才，那么就必须要外聘专业会计人才负责，确保真正有财务能力者来发展，让政府与人民获得最大的利益。

(4) 贯彻 CAT 政策。州政府在过去 15 年来，打著 CAT 旗号，“能力、问责与透明度”成为了槟州政府的最大品牌，也是人民对州政府的最大支持力量。然而，这次的卖地风波，让我们看到了 CAT 的这个品牌，被牺牲了。

(5) 重组 PDC 管理层。这次卖地风波，让外界人士大开眼界，暴露 PDC 管理层的妄为，其所拥有的执行权力竟然可以凌驾在 PDC 董事会与州政府之上，对整个 PDC 的行政管理与业务运营独行独断。由于缺乏透明度，更没有公司治理 (corporate governance)，才会发生管理层误导董事会的丑闻。

(6) 征求建议书细节必须详尽、公开透明。我们发现 PDC 与 UMECH LAND 的卖地交易中，一般上 PDC 工业地，都是 60 年的租赁期限 (60 years lease)。但是这项没有经过公开招标的卖地，授予买方的却是 99 年的租赁期限。还有就是有关这片 558 英亩的工业地，从股票交易所呈报的资料中，我们的理解是，PDC 须要负起所有一切与土地批文相关的责任，包括取得土地转换用途和尽力协助取得发展图测的批文等等。

最后，我们必须指出，虽然 PDC 董事会要通过公开征求建议书的方式来售卖与发展 BKIP-2 的工业地，但是我们还是认为 PDC 应该基于过去 50 年开发工业园所累积的经验，自行开发这个第 10 个的工业园，根本不必私营化、外包等方式假手于人。

PDC TO REVIEW LAND SALE PROCESSES

It will ensure process is more efficient, transparent in future, says Penang CM

PCCC calls for reshuffle of PDC management

GEORGE TOWN: The Penang Chinese Chamber of Commerce (PCCC) has called for a reshuffle of the Penang Development Corporation (PDC) management.

PRAYER TIMES

	THUR	FRI	SAT	SUN	WED	THUR
Malaka	5:44	6:55	12:59	4:15	4:59	8:30
Penang	6:55	7:52	1:04	4:24	7:24	8:14
K. Lumpur	5:49	6:56	1:01	4:18	7:01	8:11
Johor Baru	5:40	6:45	12:53	4:08	4:54	8:03
Kuantan	5:44	6:52	12:56	4:12	4:56	8:05
Ipoh	5:53	6:59	1:06	4:21	7:23	8:12

智能奇点治理策略 准备好了吗

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2023-11-24 04:51

联合报／徐作圣／阳明交通大学科管所退休教授（新竹市）

OpenAI 执行长奥特曼十七日遭突袭式解职，却又以回锅老东家尘埃落定，让 OpenAI 再受世人瞩目。事实上，OpenAI 于日前才刚举行首次开发者大会，除了进阶版的 Turbo GPT 外，更推出了其开源语音辨识模型的下一个版本，名为 Whisper large v3。该公司在新 API 上推出了改进的模型，洋洋洒洒令人惊艳，台湾业者无不全力关注这个趋势的发展。

AIGC（生成式 AI）迅速发展，提供了另类的人工智能系统。OpenAI 在今年五月曾宣示，年底将推出 GPT-5 版本，其功能已接近通用人工智能的功能，也就是超越人类智能的先进技术，称为「奇点」。

腾讯公司首席经济顾问朱嘉明称，全球科技革命正逼近「奇点」，影响未来人类社会的走向；世界正在开始从经济主导科技，向科技主导经济转型，因为技术发展是成指数模型，而且现在的统计资料表明人类已经进入了基数足够高的爆发阶段，所以这个模型的计算结果表明在廿一世纪中期，人类的科技能力将达到无限大，亦即「技术奇点」。

「智能奇点」的争议由来已久，粗略分类主要有生物／物理学派的「涌现演化论」和「优质生态环境论」。前者主要是市场经济的诉求，认为奇点是物理个体转化成有机生命体的转折过程。在优质生态环境智能体系中，系统「治理」是最大关键，因为通用人工智能技术超越人类，而其衍生出的社会混乱才是「智能奇点」的根源，包括隐私权、企业伦理、资料真伪认证、ESG、对科技创新的影响等。因其性质特殊，个人甚至政府的介入是必要的治理手段。

关于「AI 灭绝论」引发一系列争论，对「智能奇点」的形成和发展仍然争议不休，深度学习三巨头 Geoffrey Hinton、Yoshua Bengio、Yann LeCun 的辩论已经开始，前两位支持优质生态环境论，但也必须加强社会乱象的规范；后者则倾向「涌现演化论」，但不认为 AI 的发展可能构成对人类的威胁。

另外，著名人工智能学者、史丹福大学电脑科学系教授吴恩达则表示，在「多之化能量」决定胜负的创新导向网路世界中，AIGC 灭绝论显得格格不入；AI 灭绝论不但不利于科技创新，还利用大众恐慌，然后立法禁止全方位的创新，把 AI 技术霸权都掌握在自己的公司里面，明显违反公平竞争的市场机制。

许多创投业者也支持吴思达的看法，认为 AIGC 就是透过数学和程式码，教机器用近似人类的方式去理解、统合以及产生知识。尽管现在 AI 模仿人类语言的能力高超，骗到许多人相信 AI 有知觉，但这些都只是比较高级的模式分析，AI 确实没有知觉。

矽谷巨头宣称二零二零年以前，AIGC 会无所不在、无所不能，台湾绝不能缺席。台湾发展人工智能技术多年，主要是聚焦在技术面，但企业在未来发展策略的选项上也必须谨慎从事。政府在 AIGC 产业的诉求也应明确，在经济挂帅的「涌现演化论」和社会公平「优质生态环境论」中取得适度的平衡，如此才是王道。数位部准备好了吗？



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