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朱宾谷工业区（CVIA） 马来西亚北部边境贸易 增长的催化剂

马来西亚北部走廊执行局（NCIA）

对于全球高增长和高价值领域而言，马来西亚是创新知识密集型投资理想的投资目的地。随着疫后国界的重新开放，北马经济走廊特区（NCER）通过各种投资激励措施和世界一流的便利设施，继续吸引着潜在的战略合作伙伴在该地区进行投资。NCER有望成为海内外投资商的首选投资目的地。

北部走廊执行局（NCIA）通过各种举措实现该地区的经济增长和转型。NCIA成立于2008年，是联邦政府麾下的一个机构，旨在推进和实施高附加值的发展项目和人力资本开发计划，并致力于推动私营机构参与其中。

NCER是被政府确定为促进经济平衡和社会公平的国家经济发展的区域之一。它涵盖了马来西亚半岛北部的4个州——玻璃市、吉打、槟城及霹雳。

作为一个经济走廊特区，NCER为其潜在投资者提供了成熟的生态系统、强大的公私合作伙伴关系和有吸引力的财政激励措施。

NCER不仅拥有良好的道路连通性、机场、海港和内陆港口等基础设施，而且还为东南亚、中国和印度的约30亿人口提供了潜在的市场准入便利条件。

朱宾谷工业区：高影响力战略项目

CVIA位于马来西亚半岛最北端的玻璃市，其概念旨在通过可行的技术项目作为关键推动因素，以支持马来西亚的可持续发展和环境议题。目前，NCIA和玻璃市州政府正在与马来西亚投资发展局（MIDA）密切合作，以开发该工业园区。

NCIA首席执行官莫哈末哈里斯表示，CVIA改变了NCER的游戏规则，其且是作为培育高科技产业，以雇用熟练和半熟练工人、鼓励竞争力及创造社会包容性的经济催化剂。

哈里斯先生说：“作为可持续发展模式，以及与行业、相关支持职能部门和高等教育机构所构成的互利网络的一部分，CVIA将能够补充和最大限度



地发挥由其周围发展所带来的潜力和机遇。”

CVIA的发展以联合国可持续发展目标（SDGs）为指导，并遵守环境、社会和治理标准（ESG）。在环境方面，CVIA的开发符合环境和水利部环境司（DOE）批准的环境影响评估（EIA）报告的指导方针和规范。

人才发展与供应

为了强化行业生态系统，特别是为高端工作培养本地人才以减少对外国工人的依赖，NCIA在檳城建立了NCER技术创新中心（NTIC）。

NTIC是在NCIA下新制定的一项计划，旨在满足行业在支持NCER研究、设计、技术、创新、商业化、培养高技能本地人才方面活动的需求。目标是创建一个充满活力的研发生态系统，提供全面的技术和工程支持，以及持续供应高技能人才。

为了进一步加强和培养NCER的高技能人才，NCIA与吉隆坡大学（UniKL）于2022年10月初签署了合作备忘录（MOC），以通过NTIC倡议和先进技术大师计划（ATMP）来进一步加强NCER的人才和生态系统发展。

由于发展本地人才在创建一个完整和可持续发展的生态系统中起着战略作用，毗邻CVIA的马来西亚玻璃市大学（UniMAP）和位于吉打州的马来西亚北方大学（UUM）提供具备高技能的技术人才以

及企业管理人才，以满足行业需求方面最符合这一要求。

因为距离CVIA如此之近，所以UniMAP在满足行业的人才供应需求方面发挥着关键作用，通过举办量身定制的课程，以发展和提高本地人才在参与CVIA并为其做出贡献方面所需的技能和知识。

CVIA附近还有玛拉工艺大学（UiTM）的玻璃市分校，该校可提供工程、制造、电子、自动化课程，从而进一步提高玻璃市的人才素质。

随着玻璃市高等院校对优质人才的培养，业界将能够在CVIA中应用和推广最新的高科技解决方案，包括工业革命4.0（IR4.0）和物联网（IoT），并且这将在未来几年为当地知识工作者带来大量高收入的就业机会。

CVIA地理位置优越

CVIA在提升马来西亚和泰国以及整个东南亚之间的跨境贸易方面，发挥重要作用。与此同时，已经在建设中的玻璃市内陆港（PIP）将截流泰国南部的集装箱流出，并且PIP将为CVIA投资者提供综合或多模式的联运物流服务。

PIP将加强从泰国边境到檳城港的物流网络，并且这将促进朱宾谷（Lembah Chuping）地区的综合发展，包括CVIA和朱宾农谷（Chuping Agro Valley, CAV）。



从左到右为本刊社长陈永权博士、中国驻槟城副领事罗玲玲、中国驻槟城领事郑方、马来西亚丰裕发展控股有限公司总裁谢正一先生参加NCER推介会。

鉴于其位于马来西亚和泰国边境的战略位置，CVIA将通过利用马来西亚和泰国之间的贸易和经济联系来加强印度尼西亚—马来西亚—泰国增长三角（IMT-GT）之间的区域合作。

物流业在CVIA的潜力

在新冠大流行后，基于电子商务和经济数字化的提升，促使跨境贸易跟着增长，NCER物流业也已证明其韧性。

“我们欢迎来自世界各地的投资者，以充分利用CVIA作为区域边境贸易工业中心的战略地位，以及北部PIP和槟城港等高影响力的战略基础设施。这两个物流基础设施是由通过提供马来西亚与泰国和中国等国家的连接来改善马来西亚GDP和贸易平衡的关键。因此，借此机会利用NCER所须提供的战略基础设施和投资激励措施，对NCER的物流业从业者来说是一个有吸引力的提议”，NCIA首席执行官哈里斯先生如是说。

为了支持玻璃市内陆港（PIP）以提高马来西亚和泰国之间的贸易价值，吉隆坡大学亚洲可持续运输中心（UniKL ASTI）也被列为是引领该州经济发展重要项目的组成部分之一，并且其也是运输和物流领域的主要参与者之一。

PIP、支持基础设施、UniKL ASTI将涉及近20亿令吉的（总）发展价值（GDV）。PIP预计将分流

马来西亚和泰国之间价值200亿美元的货物运输，并升级以形成泛亚铁路网络的马来西亚—泰国和中国—老挝跨境货运服务。

便利的设施和服务

对于寻求投资CVIA的投资者，NCIA以及其他马来西亚联邦和州的政府机构会为其提供端到端的便利服务，包括就土地问题、人才可用性以及与相关州和联邦当局的接触展开讨论的咨询服务。

鉴于最先进的CVIA综合商务中心（IBC）现已完工，投资者可以利用IBC作为其业务和运营活动的启动板，还有用作孵化空间、潜在的中转办公室和临时短期住宿。

为了鼓励企业家和私营部门参与该州的经济活动，NCIA吸引了几家将在玻璃市州开展运营的公司并与其建立了合作关系。诸如此类的公私伙伴关系（PPP）对于促进马来西亚经济和推动其工业部门发展至关重要，因为世界正在遭受导致全球经济放缓的经济不确定性因素的困扰。

通过此次合作，NCIA可利用这一独特的机会在研发和高科技行业进行创新和改进，以为投资者提供更好的投资价值。

在此，NCIA欢迎潜在的投资者将CVIA和NCER视为具有高回报潜力的战略投资目的地，并与我们合作在马来西亚北部建立一个有弹性和强劲的经济特区。

CVIA - The Catalyst For Malaysia's Border Trade Growth

Northern Corridor Implementation Authority (NCIA), Malaysia

Malaysia is an ideal investment destination for innovation-based, knowledge-intensive investments within high-growth and high-value sectors. With the reopening of international borders, the Northern Corridor Economic Region (NCER) continues to attract strategic partners to invest in the region via various investment incentives and world-class facilitation.

The region's economic growth and transformation is driven through various initiatives led by the Northern Corridor Implementation Authority (NCIA). Established in 2008 as a Federal Government agency, NCIA catalyses and implements high value-added development projects and human capital development programmes as well as efforts to accelerate private sector participation in the region.

NCER is one of the regions identified for the promotion of balanced and equitable national economic development. It covers the four northern states of Peninsular Malaysia - Perlis, Kedah, Penang and Perak. As a region, NCER offers potential investors with an established ecosystem, strong public-private partnerships, and attractive fiscal incentives.

The region not only boasts of excellent infrastructure such as road connectivity, airports, seaports and inland ports, but it also offers potential market access to approximately 3 billion people in Southeast Asia, China and India.

CVIA - A High Impact Strategic Project

Located in Perlis, the northern-most state in Peninsular Malaysia, the Chuping Valley Industrial Area (CVIA) was conceptualised to support Malaysia's sustainable development and environmental agenda through viable technology-based projects as the key enabler. NCIA and the Perlis state government, in close affiliation with the

Malaysian Investment Development Authority (MIDA), are collaboratively developing the industrial park.

Chief Executive of NCIA, Mr. Mohamad Haris Kader Sultan, said CVIA is a game changer for NCER and an economic catalyst to nurture high technology industries to employ skilled and semi-skilled workers, encouraging competitiveness and creating social inclusiveness.

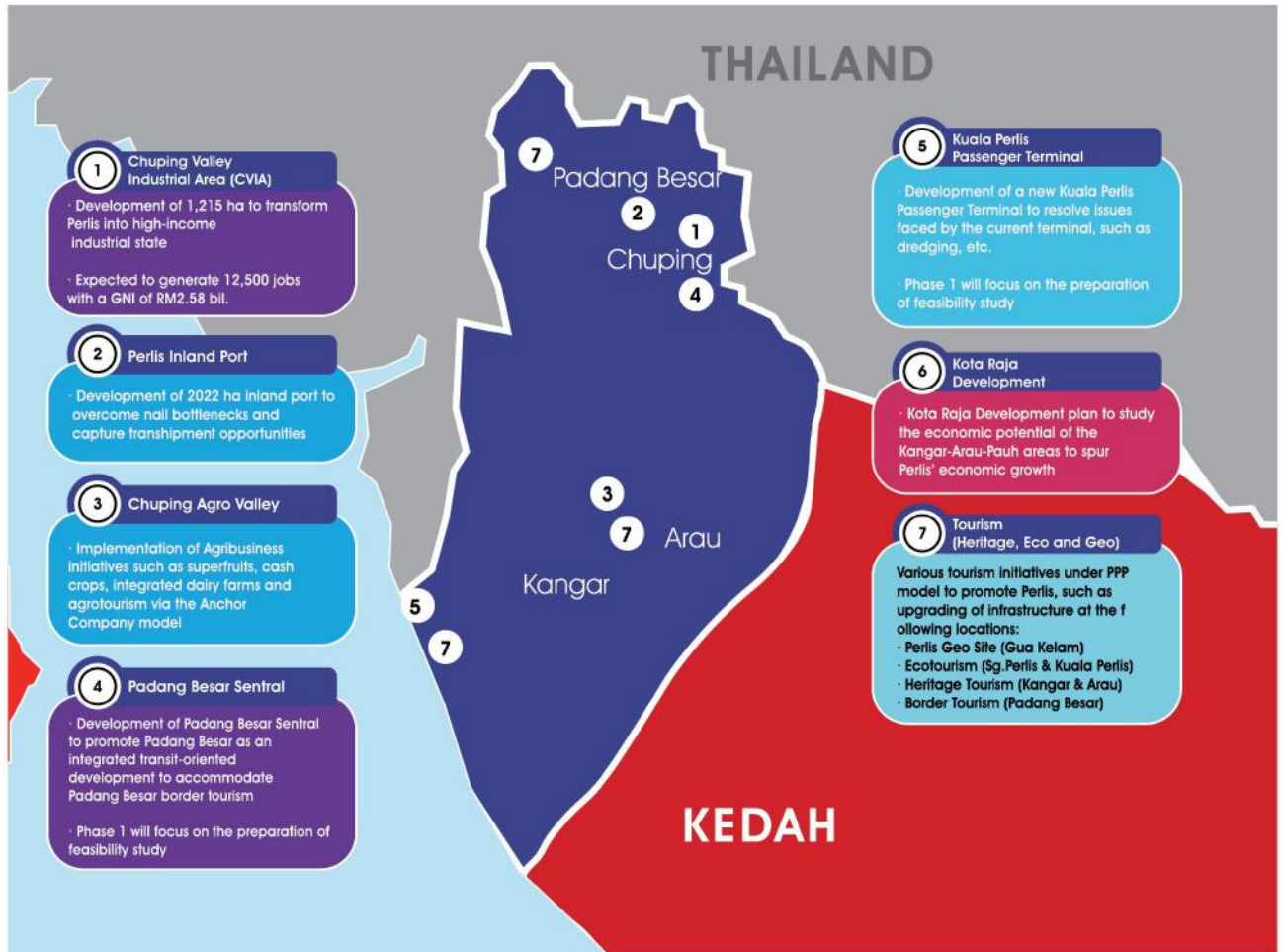
"Established to co-exist as a sustainable model and as part of a mutually beneficial network with industries, relevant supporting functions and also institutions of higher learning, CVIA will be able to complement and maximise its potentials and opportunities arising from the surrounding developments", added Mr Haris.

The development of CVIA is guided by the Sustainable Development Goals (SDGs) of the United Nations (UN); as well as compliance with Standards of Environment, Social and Governance (ESG). In terms of the Environmental aspect, the development of CVIA is in accordance with the guidelines and specifications of the Environmental Impact Assessment (EIA) report which has been approved by the Department of Environment (DOE) under the Ministry of Environment and Water.

Talent Development and Supply

To strengthen the industry ecosystem, especially to develop local talents for high end-jobs to reduce dependency on foreign workers, NCIA has established the NCER Technology Innovation Centre (NTIC) located in Penang.

NTIC is a newly developed initiative under NCIA to meet the industry needs in supporting activities relating to research, design, technology, innovation, commercialization, and the development of high-skilled local talents in NCER. The goal is to create a vibrant R&D ecosystem together with comprehensive



technology and engineering support as well as a consistent supply of high-skilled talents.

To further strengthen and develop high-skilled talent in NCER, a Memorandum of Collaboration (MOC) between NCIA and Universiti Kuala Lumpur (UniKL) was signed in early October to further strengthen the talent and ecosystem development in NCER through NTIC initiative and Advanced Technology Meister Program (ATMP).

As the development of local talent plays a strategic role in creating a holistic and sustainable ecosystem, the existence of Universiti Malaysia Perlis (UniMAP) next door to CVIA and University Utara Malaysia (UUM) situated in nearby state Kedah, fits this requirement best in terms of providing high skilled technical talent as well as business management talent to meet the industry's needs.

Being located so close to CVIA, UNIMAP thus plays a key role in meeting the talent supply needs of the industry by conducting courses tailor-made for the development and enhancing of skills and knowledge needed by local talents to participate and contribute to CVIA.

Also located nearby is Universiti Teknologi Mara (UiTM) Perlis branch which provides courses in Engineering, Manufacturing, Electronics and Automation thereby further increasing the quality of talent in Perlis.

With the local institutions of higher learning producing quality talents, the industry will then be able to apply and promote the latest high technology solutions involving Industrial Revolution

4.0 (IR4.0) and Internet of Things (IoT) in CVIA which will entail an influx of high-income job opportunities for knowledge workers over the next few years.

Strategically Located

CVIA will play an essential role in elevating the cross-border trade between Malaysia and Thailand in particular, and Southeast Asia in general. At the same time, already under construction, is the Perlis Inland Port (PIP) which will capture the container outflow from South Thailand. PIP will provide an integrated / intermodal logistics services for CVIA investors.

PIP will enhance the logistics network from the Thai border to Penang Port and will boost the integrated development in the Lembah Chuping area that encompasses CVIA and Chuping Agro Valley (CAV).

CVIA will complement the regional cooperation of the Indonesia-Malaysia-Thailand Growth Triangle (IMT-GT) by leveraging on the trade and economic ties between Malaysia and Thailand, given its strategic location at the border.

Potential for the Logistics Industry

The NCER logistics sector has proved resilient due to the increase in e-commerce and digitalization of the economy resulting in cross border trade growth, post-pandemic.

“We welcome investments from all around the world to leverage on CVIA’s strategic position as a regional border trade industrial hub complimented by high impact strategic infrastructure such as PIP and Penang Port in the North. These two logistics infrastructures are key in improving Malaysia’s GDP and trade balance by providing connectivity with countries such as Thailand and China. It is thus an attractive proposition to the logistics sector to take this opportunity to leverage on the strategic infrastructure and investment incentives that NCER has to offer”, said NCIA’s Chief Executive, Mohamad Haris Kader Sultan.

In supporting Perlis Inland Port (PIP) to boost the trade value between Malaysia and Thailand, Universiti Kuala Lumpur Asia Sustainable Transportation Centre (UniKL ASTI) has also been outlined as one of the important project components to spearhead the development of the state’s economy and one of the key players in the area of transportation and logistics.

PIP, support infrastructure and UniKL ASTI will involve a (gross) development value (GDV) of almost RM2 billion. PIP is expected to disperse cargo movement between Malaysia and Thailand, which is valued at

US\$20 billion, and escalate the Malaysia-Thailand and China- Laos cross-border cargo services that form the Pan Asian Railway Network.

Investor Friendly Facilities and Services

For investors seeking to invest in CVIA, NCIA together with other Federal and State government agencies provide end-to-end facilitation, including advisory services, initiation of discussions with relevant stakeholders regarding land matters, talent availability, and engagement with relevant state and federal authorities.

Given that the state-of-the-art CVIA Integrated Business Centre (IBC) is now complete, potential investors can leverage upon the facility as an incubation space, utilising it as potential transit offices and temporary, short-term accommodation. Ultimately, investors are welcome to utilise the IBC as a launchpad for their business and operational activities.

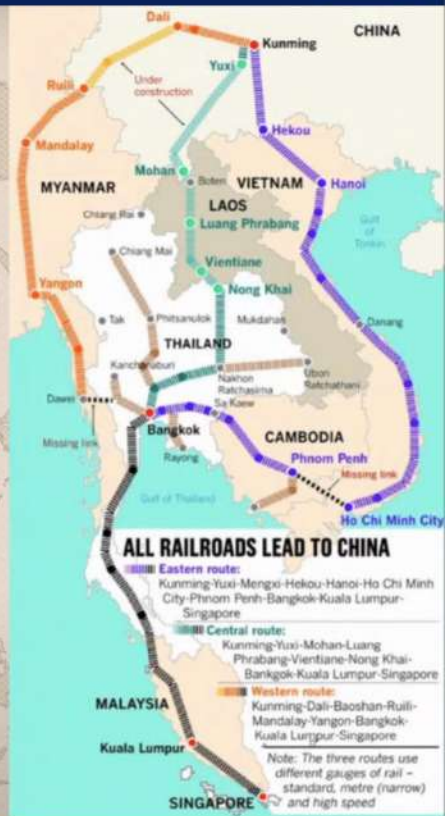
To encourage entrepreneurship and private sector involvement in the State’s economic development activities, NCIA has attracted and established smart cooperation with several companies that will operate in the state of Perlis. Public-private partnerships (PPP) such as these are crucial in boosting Malaysia’s economy and propelling the industrial sector’s development as the world is gripped by economic uncertainties leading to a slowdown in the global economy. The collaboration utilises this unique opportunity for innovation and improvement in the R&D and high-technology industries ensuring better value for the investor.

To that end, NCIA welcomes potential investors to consider CVIA and NCER as a strategic investment destination with high-returns potential and an opportunity to partner with us in building a resilient and robust economy in the North.



PIP: AN IMPORTANT LINK TO THE INTERNATIONAL FREIGHT

玻璃市内陆港: 国际货运的重要链接



ALL RAILROADS LEAD TO CHINA

Eastern route:
Kunming-Yuxi-Mengzi-Hekou-Hanoi-Ho Chi Minh City-Phnom Penh-Bangkok-Kuala Lumpur-Singapore

Central route:
Kunming-Yuxi-Mohan-Luang Phrabang-Vientiane-Nong Khai-Bangkok-Kuala Lumpur-Singapore

Western route:
Kunming-Dali-Baoshan-Ruili-Mandalay-Yangon-Bangkok-Kuala Lumpur-Singapore

Note: The three routes use different gauges of rail - standard, metre (narrow) and high speed

Trans - Asia Rail Network (Since 2011) 泛亚铁路网 (自 2011 年起)

- Yiwu (China) - Khorgos (Kazakhstan) - London (UK)
义乌 (中国) - 霍尔果斯 (哈萨克斯坦) - 伦敦 (英国)
- Yiwu (China) - Khorgos (Kazakhstan) = 4,517 KM
义乌 (中国) - 霍尔果斯 (哈萨克斯坦) = 4,517 公里
- Yiwu (China) - London (UK) = 11,651 KM
义乌 (中国) - 伦敦 (英国) = 11,651 公里
- Yiwu (China) - Lisbon (Portugal) = 13,337 KM
义乌 (中国) - 里斯本 (葡萄牙) = 13,337 公里

Pan - Asia Rail Network (2026): China - Laos Segment of 414 KM with 33 Stations Completed in Dec 2021 and Operational) 泛亚铁路网 (2026 年): 中国-老挝段 414 公里, 33 个车站于 2021 年 12 月建成并投入运营)

- Kunming (China) - Vientiane (Laos) - Bangkok (Thai) - PIP Padang Besar (M'sia) - KL (M'sia) - Singapore
昆明 (中国) - 万象 (老挝) - 曼谷 (泰国) - 玻璃市内陆港巴东勿刺 (马来西亚) - 吉隆坡 (马来西亚) - 新加坡
- Kunming (China) - PIP Padang Besar (M'sia) = 2,884 KM
昆明 (中国) - 玻璃市内陆港巴东勿刺 (马来西亚) = 2,884 公里
- PIP Padang Besar (M'sia) - Singapore = 860 KM
玻璃市内陆港巴东勿刺 (马来西亚) - 新加坡 = 860 公里
- Kunming (China) - Singapore = 3,744 KM
昆明 (中国) - 新加坡 = 3,744 公里