



# INVEST IN BRUNEI DARUSSALAM COUNTRY PRESENTATION



GOVERNMENT OF  
BRUNEI DARUSSALAM



BRUNEI  
DARUSSALAM.  
YOUR FRIENDLY,  
ACCESSIBLE & SAFE  
GATEWAY TO  
SOUTHEAST  
ASIA.







**SOUTHEAST ASIA** IS THE 5TH  
LARGEST MARKET IN THE WORLD

# BRUNEI IS IN THE HEART OF SOUTHEAST ASIA.

**3** HOURS FLIGHT TO  
THE WHOLE REGION

**16** FLIGHT SERVICES  
TO MAJOR  
CITIES

**13** SHIPPING SERVICE  
LINES FROM MUARA PORT

**15** CONNECTED  
PORTS REGIONALLY





# A SAFE SANCTUARY IN SOUTHEAST ASIA.

BRUNEI PROVIDES A POLITICALLY STABLE AND SAFE ENVIRONMENT FILLED WITH LUSH GREENERY AND BOASTING THE 3<sup>RD</sup> CLEANEST AIR IN THE WORLD.



## 58%

OF TOTAL LAND AREA TO BE CONSERVED UNDER “HEART OF BORNEO” INITIATIVE



## 75%

STILL COVERED IN PRISTINE RAINFOREST AND OTHER ECOHABITATS

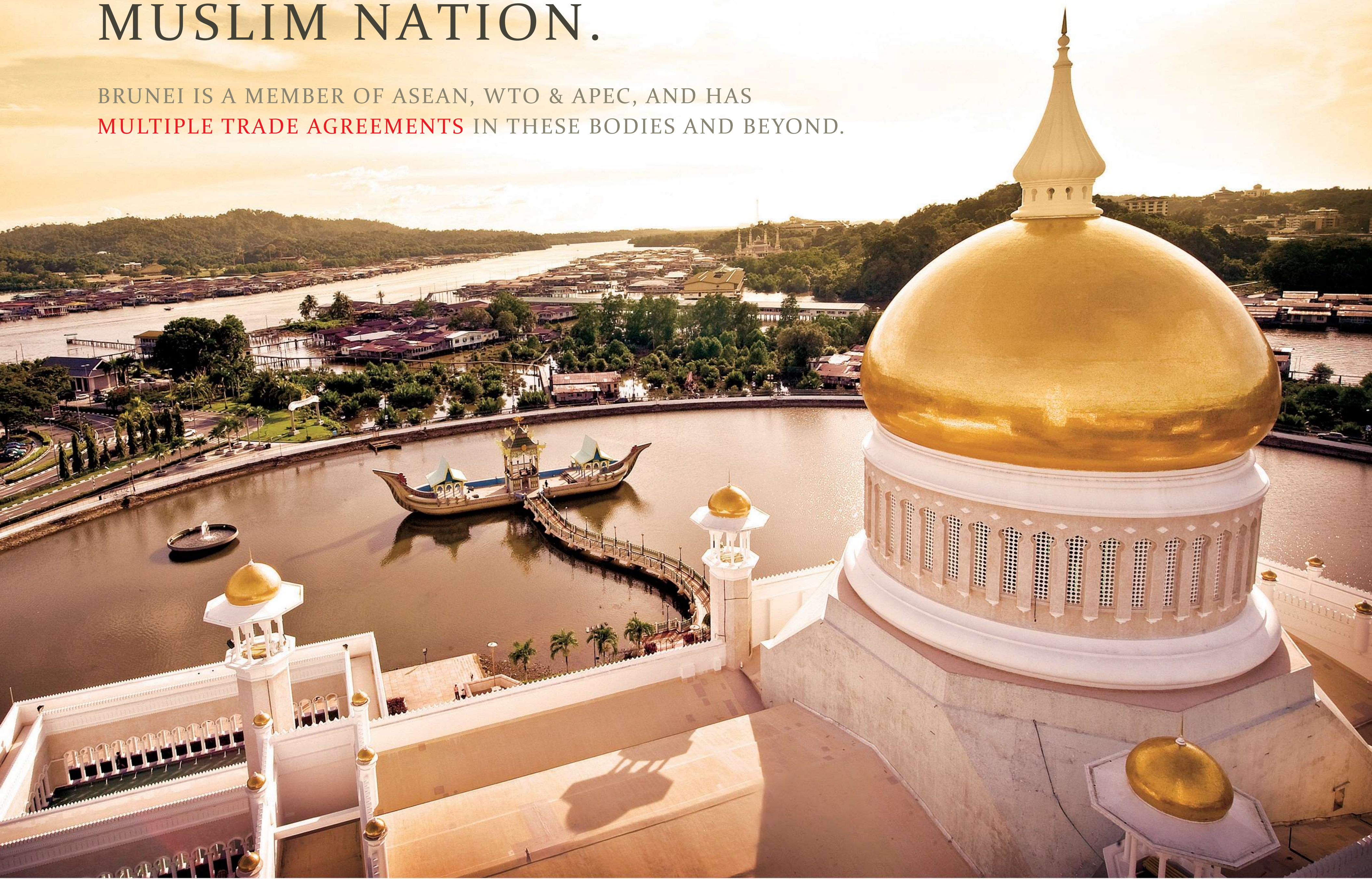


BORNEO, THE WORLD'S THIRD LARGEST ISLAND, ACCOUNTS FOR JUST 1% OF THE WORLD'S LAND YET HOLDS ROUGHLY 6% OF GLOBAL BIODIVERSITY IN ITS RICH, TROPICAL FORESTS.



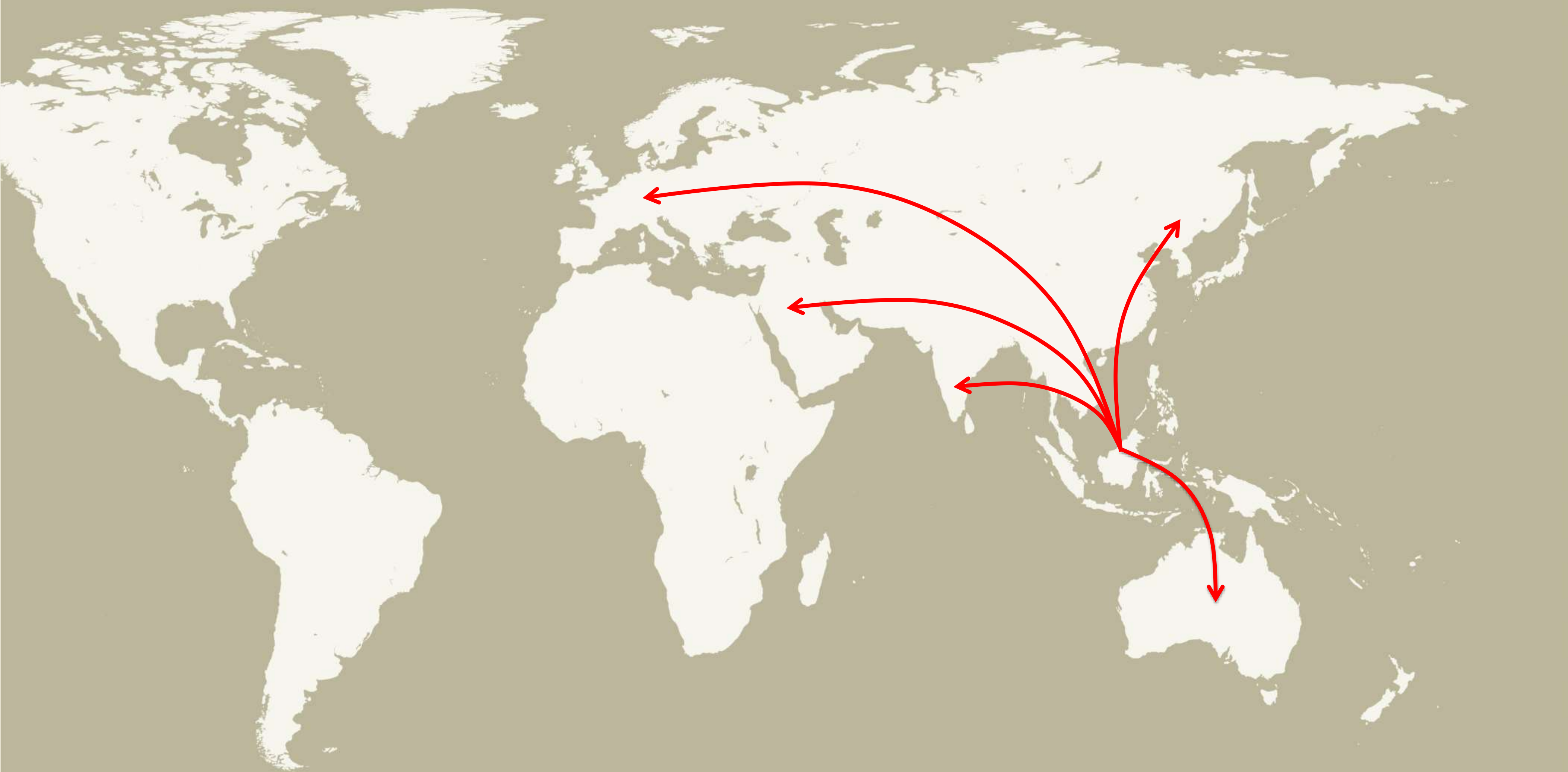
# A FRIENDLY MUSLIM NATION.

BRUNEI IS A MEMBER OF ASEAN, WTO & APEC, AND HAS  
**MULTIPLE TRADE AGREEMENTS** IN THESE BODIES AND BEYOND.





8 TRADE AGREEMENTS WITH  
24 COUNTRIES, WITH A REACH  
OF MORE THAN 3 BILLION PEOPLE.





# BRUNEIANS ARE EDUCATED AND CONNECTED PEOPLE.

BRUNEI HAS A YOUNG, HIGHLY EDUCATED, MULTILINGUAL AND TECH-SAVVY WORKFORCE.



**75%** OF POPULATION  
IS OF WORKING AGE

**#1** FACEBOOK USAGE  
IN ASIA

"#1 Facebook usage in Asia" is 2012 data





# LOW TAX REGIME AND STRATEGIC PARTNERS.

INVESTORS ARE WELCOME TO HAVE 100% OWNERSHIP.  
CO-INVESTMENT PARTNERSHIP WITH THE BRUNEI  
GOVERNMENT IS ALSO AVAILABLE.

## 0%

PERSONAL INCOME TAX  
PAYROLL TAX  
GOODS AND SERVICES TAX  
CAPITAL GAINS TAX

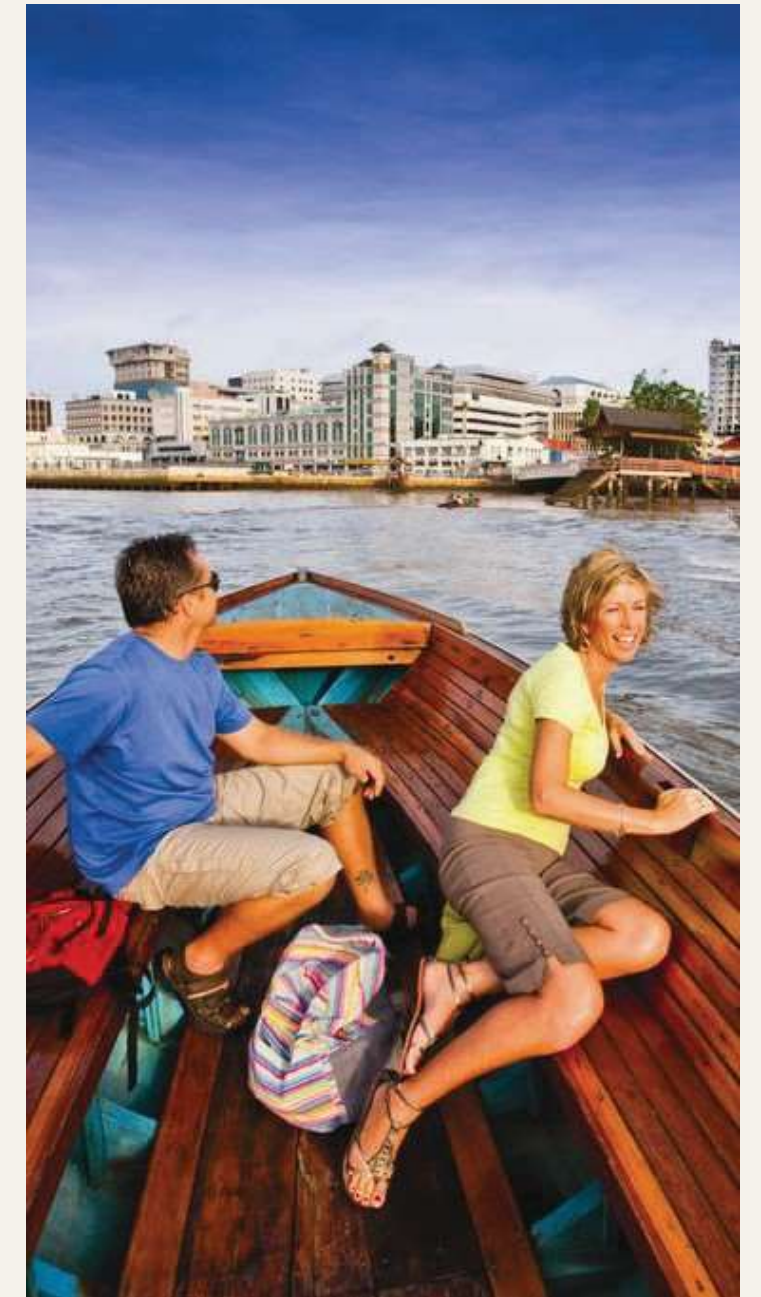
## 18.5%

CORPORATE TAX  
NO. 2 LOWEST IN  
SOUTHEAST ASIA



# PREMIUM, HIGH QUALITY STANDARDS.

BRUNEI IS KNOWN FOR ITS GOOD  
STANDARD OF LIVING, FROM WORLD  
CLASS EDUCATION AND HEALTH SYSTEM  
TO PREMIUM BRANDS SUCH AS  
THE DORCHESTER GROUP.





# STRONG & COMMITTED GOVERNMENT SUPPORT.

THE BRUNEI GOVERNMENT IS COMMITTED TO FIND WAYS TO IMPROVE THE BUSINESS ENVIRONMENT THROUGH INTRODUCTION OF NEW PROCESSES, REGULATIONS AND SYSTEM CHANGES.

# No. 1

## MOST IMPROVED COUNTRY IN THE WORLD

WORLD BANK'S DOING BUSINESS 2017 REPORT  
2 YEARS IN A ROW





# WE OFFER ATTRACTIVE INCENTIVES...

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- **100%**  
FOREIGN OWNERSHIP
- **READILY AVAILABLE INFRASTRUCTURE**
- **FAST TRACK FDI SYSTEM**
- **PIONEER TAX STATUS**  
UP TO 5+3+3 YEARS EXEMPTION ON CORPORATE INCOME TAX AND IMPORT DUTIES
- **DEDICATED SUPPORT FOR INVESTORS**
- **COMPETITIVE UTILITY RATES**



# INTERNATIONAL COMPANIES ESTABLISHED IN BRUNEI DARUSSALAM



AND MANY MORE...



# DEDICATED INDUSTRIAL SITES AVAILABLE FOR FDI

**BUKIT PANGGAL  
INDUSTRIAL PARK**  
Mixed Industries

**TELISAI  
INDUSTRIAL PARK**  
Mixed Industries

**SUNGAI LIANG  
INDUSTRIAL PARK**  
Oil & Gas Downstream

**BIO INNOVATION  
CORRIDOR**  
Halal-Related  
Industries

**DIGITAL  
JUNCTION**  
ICT & High Tech

**ANGGEREK DESA  
TECH PARK**  
ICT & High Tech

**SALAMBIGAR  
INDUSTRIAL PARK**  
Light Industries

**PULAU MUARA  
BESAR (PMB)**  
Oil & Gas Downstream

BRUNEI-MUARA  
DISTRICT

TUTONG  
DISTRICT

BELAIT  
DISTRICT

TEMBURONG  
DISTRICT

**BATU APOI  
INDUSTRIAL PARK**  
Light Industries

# 30

DESIGNATED INDUSTRIAL SITES  
UNDER DARUSSALAM ENTERPRISE



# RELIABLE FOREIGN DIRECT INVESTMENT (FDI) SYSTEM



## 1 BRUNEI ECONOMIC DEVELOPMENT BOARD

- Works guides investors to an investment proposal
- Introduces potential JV partners

## 2 FDI WORKING COMMITTEE (SUPPORTED BY FAST)

- Sources Solution
- Facilitation

## 3 FDI STEERING COMMITTEE

- Committee of 5 Cabinet Ministers
- Recommends final decision on investment proposal



# PRIORITY BUSINESS CLUSTERS



HALAL

Pharmaceutical  
and Health  
Supplements

Aquaculture

Agriculture

Food Processing,  
Manufacturing  
and Distribution

Cosmetics



BUSINESS  
SERVICES

Transportation  
and Logistics

Financial Services

Business Process  
Outsourcing



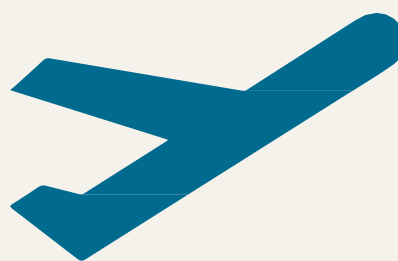
TECHNOLOGY  
& CREATIVE  
INDUSTRY

Data Centre

Digital Media

Internet of Things

Biotechnology



TOURISM

Eco-Tourism

Medical Tourism

Cultural Tourism

Hospitality



DOWNSTREAM  
OIL & GAS

Downstream  
Oil & Gas

Petrochemicals



# SOME SELECTED DETAILS...

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## **HALAL PHARMACEUTICALS, FOOD & COSMETICS**

Available guidelines for certification of Halal Food, Halal Pharmaceuticals and Halal Cosmetic



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## **LOGISTICS & BUSINESS SERVICES**

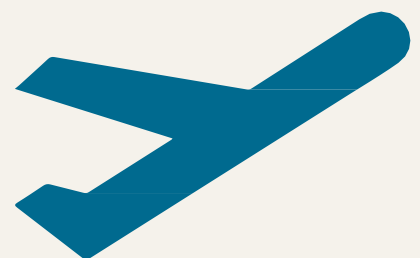
Logistics & Distribution services and Business Process Outsourcing services that leverage on Brunei's strategic location



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## **TECHNOLOGY & CREATIVE INDUSTRY**

Data Centre, Flight Schools, Multimedia industries that can capitalize on available excess bandwidth and human resource



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## **TOURISM**

Eco-Tourism, Medical, Cultural and Hospitality that can capitalize on long history cultural heritage and luxuriant rainforest



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## **DOWNSTREAM OIL & GAS**

Downstream Oil & Gas and Petrochemicals that utilize the available resources for the development of higher-value-added downstream derivatives



# BUSINESS OPPORTUNITIES





# OPPORTUNITIES: HALAL FOOD INDUSTRY

## EXISTING ACTIVITIES

### FOOD PROCESSING

JERAMBAK,  
MULAUT

ABATTOIRS

BMC, PDS,  
SABLI'S

FRESH AND  
PROCESSED MEAT

WESTERN  
FOODS

INDUSTRIAL  
MARGARINE AND  
SHORTENING

HANA SOY

SOY MILK



INFANT  
POWDER

NUTRITIONAL  
DRINKS, SHAKES  
FOR ELDERS

### AQUACULTURE AND AGRICULTURE

SEMAUN MARINE RESOURCES,  
GOLDEN CORPORATION, HISEATON FISHERIES

FRESH SEAFOOD

## INVESTMENT OPPORTUNITIES



GELATIN



PALM OIL



COCOA BEANS



DAIRY  
PRODUCTS



CONFECTIONARIES  
INDUSTRY



DETERGENT  
AND SOAP



TRANSSHIPMENT  
AND PROCESSING HUB



REFRIGERATED  
CONTAINER



CANNING AND  
REPACKAGING



# OPPORTUNITIES: HALAL PHARMACEUTICAL INDUSTRY

## EXISTING ACTIVITIES

### RAW MATERIALS FROM OVERSEAS

E.G. GELATIN, FISH OIL



ASTAXANTHIN



PHARMACEUTICALS

## INVESTMENT OPPORTUNITIES



GELATIN



DETERGENT  
AND SOAP



WAREHOUSE  
MANAGEMENT



CHEMICAL  
WASTE  
MANAGEMENT



PACKAGING  
AND BOTTLING



ACCREDITED TESTING,  
LABORATORIES AND  
STERILISATION SERVICES



# OPPORTUNITIES: TECHNOLOGY & CREATIVE INDUSTRY

## EXISTING ACTIVITIES

### TELECOMMUNICATIONS



SUBMARINE CABLE



SERVICE PROVIDERS



### EDUCATION AND KNOWLEDGE CREATION



FLIGHT  
SIMULATION  
TRAINING  
CENTRE



MEDIA  
AND  
IN-SERVICE  
CENTRE



LOCAL EDUCATIONAL INSTITUTIONS

## INVESTMENT OPPORTUNITIES



NATIONAL  
AND REGIONAL  
DATA CENTRE



BUSINESS  
NETWORK  
IN AVIATION



FLIGHT  
SCHOOL



HOSPITALITY  
SCHOOL



MULTIMEDIA  
CONTENT  
CREATION



BIODIVERSITY  
R&D



# OPPORTUNITIES: LOGISTICS INDUSTRY

## EXISTING ACTIVITIES

LAND, SEA & AIR



**AMANN SHIPPING**

CONTAINER LINE



**BIACC**

Brunei International Air Cargo Centre

AIR CARGO

## INVESTMENT OPPORTUNITIES



SHIP  
MAINTENANCE  
AND REPAIR



CONTAINER  
MAINTENANCE  
AND REPAIR



SUPPLY CHAIN  
MANAGEMENT



WAREHOUSING



HALAL MEAT  
TRANSSHIPMENT AND  
PROCESSING HUB



# OPPORTUNITIES: OIL & GAS DOWNSTREAM INDUSTRY

## EXISTING ACTIVITIES



METHANOL



AMMONIA AND UREA



JET FUEL, DIESEL, GASOLINE,  
LPG AROMATIC HYDROCARBON

## INVESTMENT OPPORTUNITIES

### FORMALDEHYDE

Melamine, Urea Formaldehyde  
Melamine Formaldehyde



FIBRE BOARD



WOODEN FURNITURE



TABLEWARE



SPECIALTY  
CHEMICALS



PLASTICS



TEXTILES



# TESTIMONIALS



“BRUNEI DARUSSALAM’S ECONOMIC STRENGTH, GEOGRAPHIC LOCATION, STABILITY, FOCUS ON SAFETY, LOW TAX RATES AND STRONG RELATIONSHIP WITH ITS ASEAN NEIGHBOURS ALL CONTRIBUTED TO CAE’S DECISION TO MAKE A SIGNIFICANT INVESTMENT IN ESTABLISHING A WORLD-CLASS MULTI-PURPOSE TRAINING CENTRE IN BRUNEI DARUSSALAM.”

- Rozman Junaidi, Training Centre Manager, CAE Brunei MPTC Sdn Bhd

“WE CHOSE BRUNEI DARUSSALAM BECAUSE OF ITS POLITICAL STABILITY, SOLID IP PROTECTION LAWS AND AVAILABILITY OF HIGHLY EDUCATED YOUNG PEOPLE.”

Johan Poole-Johnson, Commercial Director, Sengenics (B) Sdn Bhd



“UNLIKE OTHER PARTS OF THE MUSLIM REGION, BRUNEI HAS A SAFE AND HEALTHY ENVIRONMENT FOR US TO MAKE SIMPOR PHARMA AN INTERNATIONALLY RECOGNIZED HOUSEHOLD NAME. WE AIM TO BOOST BRUNEI DARUSSALAM’S GDP & CONTRIBUTE TOWARDS THE DIVERSIFICATION OF THE ECONOMY.”

Edward Ko, Managing Director, Simpbor Pharma Sdn Bhd





# WHY BRUNEI DARUSSALAM

## STABLE ENVIRONMENT

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- Political stability
- Low crime rates
- No history of significant natural disasters
- Clean & green environment

## ACCESS TO MARKETS

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- Strategically located
- Good connectivity
- International agreements are in place
- Access to Raw Materials from the BIMP-EAGA region
- Access to Halal Markets: Guidelines on Halal Food, Pharmaceuticals and Cosmetics are in place

## FAVORABLE TAX CLIMATE

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- No tax on:
  - Personal Income
  - Payroll
  - Goods and Services
  - Capital Gains
- Low Corporate Income Tax of 18.5%

## DEDICATED INDUSTRIAL PARKS

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### Competitively priced

- Land rates: B\$7.00/ sqm
- Maintenance: varies
- Power: B\$0.10/kWh (avg)
- Water (Potable): B\$0.66/m<sup>3</sup>





# WHY BRUNEI DARUSSALAM

## INVESTMENT INCENTIVES

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- Pioneer Industries, exemption from:
  - Corporate Income Tax
  - Taxes on Imported Duties on Machinery, Equipment, Component Parts, Accessories or Building Structures
  - Taxes on imported Raw Materials
- Pioneer Service Companies, exemption From Corporate Income Tax
- Period of exemption is up to 5 years + further extensions

## CO-INVESTMENT PARTNERSHIP

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- Investors may own 100% of a company established in Brunei Darussalam; nonetheless credible co-investment partnership is available
  - Potential partners:
    - Strategic Development Capital Fund (SDC)
    - Government Linked Companies (GLCs)
- under the Ministry of Finance

## FRIENDLY BUSINESS ENVIRONMENT

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- Ease of doing business
- Brunei laws are pro-business and pro-investor including a comprehensive Intellectual Property (IP) law





# INVEST IN BRUNEI DARUSSALAM

- POLITICALLY STABLE
- ATTRACTIVE TAX INCENTIVES
- STRONG GOVERNMENT SUPPORT
- GREAT ACCESS TO ASEAN'S GROWING MARKET
- WE ARE YOUR FRIENDLY, TRUSTABLE PARTNER



TERIMA KASIH & THANK YOU

