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## TALK ON “EXPLORING EXPORT OPPORTUNITIES WITH MATRADE”

(Organised by the Standing Committee on Corporate Affairs, IEM)

**Date :** 17 January 2017 (Tuesday)  
**Time :** 9.30 am to 12.00 noon (*Refreshment will be served at 9.00 am*)  
**Venue :** Auditorium Prof. Chin Fung Kee, 3<sup>rd</sup> Floor, Wisma IEM, Petaling Jaya  
**Speakers :** Mr. Mohd Mustafa Abdul Aziz and Mr. Suresh Kumar

**BEM Approved**  
**CPD/PDP: 2 Hours**  
 Ref No.: IEM16/HQ/564/T

### SYNOPSIS

The talk is targeted at introducing the professional services and business unit MATRADE, focusing on how MATRADE’s network of overseas offices could be of assistance to exporters and finally on the financing offered under the Services Export Fund (SEF). The talk covers “Exploring Export Opportunities with MATRADE” and “Grants offered by MATRADE for the Services Sector”.

### BIODATA OF SPEAKERS

#### MR. MOHD. MUSTAFA ABDUL AZIZ

**QUALIFICATIONS** •3rd ASEAN Senior Management Development Program, Harvard Business School Alumni Club of Malaysia, 2009 •BSc. Business Administration, Hawaii Pacific University, 1990 •Diploma in Hotel Management, MARA University of Technology (UiTM), 1987 •Primary and Secondary School, St. Michael Institution Ipoh, Perak, 1984

**WORKING EXPERIENCES** •Director, Professional Services and Business Unit, Products & Services Promotion Division, MATRADE, August 2016 - Current •Director, Mid-Tier Companies Development & Go-Ex Section, MATRADE, July 2014 – July 2016 •Senior Trade Commissioner, MATRADE Dubai, UAE, July 2012 – June 2014 •Senior Trade Commissioner, MATRADE New York, USA, July 2011 – July 2012 •Director, Professional & Business Services, Trade & Services Promotion Division, MATRADE Kuala Lumpur, January 2011 – July 2011 •Director, North East Asia / ASEAN / Australasia Section, International Network and Promotion Division, MATRADE Kuala Lumpur, August 2007 – December 2010 •Trade Commissioner, MATRADE Tokyo, Japan, February 2004 – August 2007 •Consul General / Trade Commissioner, Consulate General of Malaysia / MATRADE Dubai, UAE, December 2000 – February 2004 •Trade Commissioner, MATRADE Paris, France, July 1997 – December 2000

#### MR. SURESH KUMAR

**QUALIFICATIONS** •Bachelor of Commerce (Economic & Finance), Curtin University, Perth, 2000 •South Australian Matriculation, Taylors College, 1996 •Primary and Secondary School, La Salle Petaling Jaya, 1984

**WORKING EXPERIENCES** •Manager, Professional Services and Business Unit, Products & Services Promotion Division, MATRADE, August 2016 - Current •Trade Commissioner, MATRADE Guangzhou, July 2012 – August 2016 •Director, MATRADE Northern Region, Jan 2012 – July 2012 •Manager, China, HK & Macau Unit, North East Asia / ASEAN / Australasia Section, MATRADE Kuala Lumpur, April 2008 – Jan 2010 •Assistant Trade Commissioner, MATRADE Guangzhou, April 2005 – April 2008 •Assistant Manager Export Training Unit, MATRADE Kuala Lumpur, October 2003 – April 2008 •Assistant Manager (Temp), NAM Secretariat, MATRADE Kuala Lumpur, Oct 2002 – October 2003 •Research Assistant, Credit Lyonnais Securities Asia (CLSA), Sept 2001 – August 2002

**Ir. Ong Ching Loon**  
 Chairman, Standing Committee on Corporate Affairs, IEM

**ANNOUNCEMENT TO NOTE**

- Non members may also attend the talk but will need to pay a registration fee of RM50 and an administrative fee of RM15. GST is inclusive.
- Limited seats are available on a "first come first served" basis (maximum 100 participants). **To secure your seat, kindly register online at [www.myiem.org.my](http://www.myiem.org.my).**

**ADMINISTRATIVE FEE**

- Kindly be informed that an administrative fee of **RM15** is payable for talks organized by IEM. GST is inclusive.
- Student Members are however exempted.

**PERSONAL DATA PROTECTION ACT**

I have read and understood the IEM’s Personal Data Protection Notice published on IEM’s website at <http://www.myiem.org.my> and I agree to IEM’s use and processing of my personal data as set out in the said notice.

PROGRAMME	
0900-0930	Registration
0930-0935	Welcoming Remarks by IEM
0935-0945	Remarks by Mr. Mohd Mustafa Abdul Aziz, Director, Professional Services & Business Unit
0945-1015	Presentation on “Exploring Export Opportunities with MATRADE by Mr. Suresh Kumar, Manager, Professional Services & Business Unit
1015-1030	Q&A Session
1030-1100	Tea Break
1100-1130	Grants offered by MATRADE for the Services Sector – SEF by Mdm Roslina Long, Senior Manager, Services Export Fund Unit
1130-1200	Q&A Session

CPD HOURS CONFIRMATION	
Name of Member	:
Membership No.	:
Signature	: