

# Luther.



# Your Team for Malaysia

# Luther.

Dear Sir/Madam,

We are delighted to introduce you to Luther's practice in Kuala Lumpur, Malaysia - Luther Corporate Services Sdn. Bhd. (hereinafter referred to as 'Luther Malaysia').

Owing to our expertise, both in Malaysia and internationally, in matters such as supporting international investors, structuring market entries, and establishing Malaysian entities, we believe that Luther Malaysia is well-placed to advise you on the challenges of your expansion into Malaysia and it would be our pleasure to assist you in this regard.

The team here at Luther Malaysia are experienced, highly-qualified and committed to securing the commercial outcomes that you desire. We approach our work in a practical and efficient manner, and place great emphasis on quality, integrity and responsiveness.

Our Luther Malaysia team has in the past, among other things,:

- Advised on the formation and merger of companies, limited liability partnerships, branches and representative offices in Malaysia;
- Assisted with various immigration and employment issues, such as work permits, social security contributions and termination of employment, for many multinational companies;
- Worked closely with a number of Fortune 500 companies and several European Chambers of Commerce in Malaysia;
- Provided regulatory advice on the licensing requirements for new businesses with various business activities;
- Offered assistance with accounting and financial matters, such as preparing financial statements and advising on tax compliance; and
- Provided services to ensure statutory compliance in the event of a change of director, manager, auditor, company secretary or shareholder.

This brochure provides a short background to the business environment in Malaysia and more information about who we are and what services we offer.

We would like to thank you for your interest in Luther Malaysia and look forward to discussing your business requirements with you.

Yours faithfully,



Pascal Brinkmann  
Managing Director

# Business environment in Malaysia

The last few decades have seen the rapid rise of the ASEAN region as a global economic powerhouse. GDP growth has consistently been strong, surpassing any other region in the world, and is expected to remain so. An increasing number of trade and investment agreements with other parts of the world, alongside more and more expansion into Southeast Asia by multinational enterprises, further boost the prospects for economic growth.

Central to this success, is Malaysia. Malaysia has the third highest GDP in the region, according to the International Monetary Fund's October 2018 estimates, and is one of the most competitive economies in the world, ranking fifteenth in the World Bank Doing Business 2019 report.

Aside from Malaysia's central location within ASEAN, making it an ideal hub for foreign investments, the backbone of its economic success is its political stability, a well-developed transport system, strong infrastructure, many free-trade zones and industrial parks, its attractive fiscal environment as well as its very investment-friendly business climate. English is

generally accepted as the language of commerce and is widely spoken, making it attractive for international companies to set up their business in Malaysia. The legal system of Malaysia is historically based on English law and meets modern international standards. Accordingly, Malaysia is known for its efficient legal system and the effective protection of intellectual property rights, as confirmed by the World Economic Forum's Global Competitive Report 2016-2017, ranking Malaysia fourth for strength in investor protection.

Consequently, many multinational companies and more and more small or medium-sized enterprises have found Malaysia to be an attractive base for conducting business in Asia. However, when a foreign company enters a new market, such as Malaysia, the legal and regulatory framework may be unfamiliar. Companies often require assistance with matters from work permits to business licenses, for instance. Luther can assist with all aspects of this, and more, enabling a company to focus its time and resources on achieving commercial success in the country.



## Why Luther?

### A major European commercial law firm

Luther Rechtsanwaltsgesellschaft mbH is one of the top addresses among commercial law firms in Germany. From our 10 German and 11 international offices, predominantly in the South East Asian region, our lawyers and consultants offer legal advice and/or corporate services, focusing on finding efficient and farsighted solutions that lead to the desired commercial results.

### Our expertise in Malaysia

Luther Malaysia is represented by a team of German, Polish and French lawyers and, in respect of Malaysian law, further

supported through an exclusive tie-up with a Malaysian boutique law firm. Our further 40 staff members, consisting of company secretaries, accountants as well as payroll and HR specialists enable us to provide comprehensive, practical solutions for our clients' activities in this dynamic growth region.

We work in an integrated team structure with our local partners in order to cover the full range of our clients' legal, corporate and tax requirements.

The combination of our deep understanding of the specific business and legal environment in Malaysia and our European background has proven to suit the needs of foreign companies with regard to their activities in the country.

## Areas of practice and industries

We, together with our relevant local partners, are in a position to cover the following areas within the following industries:

### Areas of practice

- Antitrust law
- Banking and capital markets
- Commercial and distribution law
- Complex disputes
- Corporate law
- Employment law
- Energy law
- Environment and planning law, regulatory
- Family businesses - entrepreneurial families
- IP and copyright law
- Insurance law
- International arbitration
- International trade law
- Litigation and mediation
- Mergers & Acquisitions
- Property transactions
- Public procurement law
- Public subsidies/state-aid law
- Public-private partnership
- Real estate law
- Restructuring and insolvency
- Tax law
- Technology, media and telecommunications
- White-collar crime & compliance

### Industries

- Automotive and mobility
- Chemicals
- Energy and utilities, renewable energy
- Financial services
- Food, retail and consumer products
- Health care and medical
- Infrastructure, water and waste management
- Insurance
- Logistics
- Mechanical and plant engineering and construction
- Pharmaceuticals and biotechnology
- Public sector
- Real estate
- Shipping and maritime law
- Textile and clothing industry

# Our services beyond legal advice

In addition to the legal services provided by our legal arm, Luther Malaysia offers comprehensive corporate services to support our clients' businesses. Some of the most common services are as follows:

## Business Establishment & Corporate Secretarial / Nominee / Compliance Services

We provide fast and efficient services in respect of the formation of companies, limited liability partnerships, branches and representative offices in Malaysia. In addition, we offer a complete range of corporate secretarial and nominee director services to both large and small businesses in Malaysia. Where required, we may also offer a registered address and tailor our services to the client's need in order for them to meet all their compliance requirements.

## Immigration Services

As international groups and businesses, many of our clients understand the meaning and benefits of globalisation and the need to interconnect different cultures. They therefore often seek to mix foreign talent with domestic knowledge and experience. In this regard, we offer a wide range of visa and work pass related services to ensure that our clients' foreign employees and their accompanying family members obtain the necessary visas and/or work passes in a timely and cost-efficient manner.

## Accounting, Tax and Payroll

Many of our clients are new to Malaysia's market environment and we believe it is important for them to be able to concentrate their manpower on their business development. We therefore offer comprehensive support in time-consuming accounting and administrative matters as well as in regard to individual and corporate tax compliance. Where needed, we also offer financial due diligence services as well as forensic accounting.

We further offer full outsourcing services for the management of payroll, personnel data and employee benefits. We are able to provide tailor-made solutions to meet all of our clients' specific requirements.

## Data Protection Services

Considering the ever growing data privacy legislation within the EU and Malaysia's own personal data protection regime, we note that many of our clients need support in this respect. Our data protection experts are therefore always available to assist our clients in ensuring that they meet various privacy law related obligations. In addition, our experts offer:

- data protection training;
- provision of data protection officers;
- data protection audits; and
- drafting of data protection policies.

# Luther in Asia and Worldwide

## One stop solution for legal advice and corporate services

Luther Malaysia works closely with the other Luther offices across the globe (a map can be found on the following page showing the locations of these). Just as in Malaysia, our worldwide teams are led by partners with many years of experience in both Asia and Europe, and are supported by lawyers, tax consultants and other professionals. To this end, our Luther offices can provide clients with comprehensive advice and assistance regarding legal and business matters, no matter where they are located.

Please feel free to get in touch with any of our offices for further specific information or pick up a copy of the relevant brochure.

# Locations



The shown locations are either Luther legal or corporate services offices and/or offices of our local co-operation partners.

**Luther Corporate Services Sdn. Bhd.**

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Hits the mark. Luther.

