A CASE STUDY OF PETRONAS AS MULTINATIONAL CORPORATION (MNC) IN MALAYSIA-SUDAN RELATION

NOORDIYANA BINTI MOHD SAUFII

2008280702

BACHELOR OF BUSINESS ADMINISTRATION (HONS) INTERNATIONAL BUSINESS

FACULTY OF BUSINESS MANAGEMENT

UNIVERSITY TEKNOLOGI MARA

MELAKA CITY CAMPUS

APRIL 2010
“DECLARATION OF ORIGINAL WORK”

I, Noordiyana binti Mohd Saufi (IC: 871128-03-5274)

Hereby, declare that;

• This work has not previously been accepted in substance for any degree, locally or overseas and is not being concurrently submitted for this degree or any degrees.

• This project paper is the result of my independent work and investigation except otherwise stated.

• All verbatim extracts have been distinguished by quotation marks and sources of my information have been specifically acknowledged.

Signature: ______________________ Date: _________________
DATE: 27th APRIL 2010

The Head of Program
Bachelor of Business Administration (Hons) International Business
Faculty of Business Management
University Teknologi Mara
No. 110, Off Jalan Hang Tuah
75200 Melaka.

Dear Madam,

SUBMISSION OF FINAL REPORT

Attached is the final report titled “A CASE STUDY OF PETRONAS AS MULTINATIONAL CORPORATION (MNC) IN MALAYSIA-SUDAN RELATIONS” to fulfill the requirement as needed by Faculty of Business Management University Technology Mara.

Thank You.

Your Sincerely,

NOORDIYANA BINTI MOHD SAUFII
2008280702
Bachelor of Business Administration (HONS) International Business
# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>CONTENT</th>
<th>PAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>LETTER OF DECLARATION</td>
<td>I</td>
</tr>
<tr>
<td>LETTER OF SUBMISSION</td>
<td>II</td>
</tr>
<tr>
<td>ACKNOWLEDGEMENT</td>
<td>III</td>
</tr>
<tr>
<td>TABLE OF CONTENT</td>
<td>IV</td>
</tr>
<tr>
<td>LIST OF TABLES</td>
<td>V</td>
</tr>
<tr>
<td>LIST OF FIGURES</td>
<td>IV</td>
</tr>
<tr>
<td>ABSTRACT</td>
<td>IIV</td>
</tr>
</tbody>
</table>

**CHAPTER 1: INTRODUCTION**

1.1 Background of the Company                  1
1.2 PETRONAS in Sudan                          4
1.3 Issue Statement                            5
1.4 Multinational Corporation (MNC) in Malaysia 7
1.6 PETRONAS as Multinational Corporation (MNC) 8
1.6 Purpose of Study                           10
1.7 Definitions of Terms                       12

**CHAPTER 2: LITERATURE REVIEW**

2.1 Issue                                     14
2.2 The country profile of Sudan               14
2.3 PETRONAS contribution to the Sudan and Malaysia 15
2.4 Challenges                                19
2.5 The relationship between Malaysia and Sudan until now 21

**CHAPTER 3: RESEARCH METHODOLOGY**

3.1 Data Collection Method                     22
3.2 Data Presentation                          22
3.3 Work Schedule                              23

**CHAPTER 4: FINDINGS, CONCLUSION AND RECOMMENDATIONS**

4.1 Findings                                   24
4.2 Conclusion                                 32
4.3 Recommendations                            34

REFERENCES                                    35
APPENDIXES                                    37
PETRONAS, the acronym for Petroliam Nasional Berhad is a national oil company of Malaysia that transformed from being a mere manager and regulator of the country's upstream sector to become an integrated oil and gas multinational corporation. As a state-owned entity, PETRONAS is responsible for the effective management of Malaysia's oil and gas resources, to add value to this national asset and to ensure the orderly and sustainable development of the country's petroleum industry. The company vision is 'to be a Leading Oil and Gas Multinational of Choice'. For PETRONAS to realize its vision of a leading oil and gas multinational of choice, the company embarked in international operation and for this study, Sudan has been identified. Sudan is Africa's largest country, bordering nine other countries which is Libya, Egypt, Eriteria, Ethiopia, Chad, Kenya, Uganda, Democratic Republic of the Congo, and Central African Republic. In this study, Sudan has been identified as the one of the focus country that had contributed to PETRONAS highest investment in international operations.