



## LABUAN IBFC PARTNERSHIP FRAMEWORK

(For the year 2026 until Q1 2027)

### 1. Introduction

Labuan International Business and Financial Centre (Labuan IBFC) actively collaborates with partners to promote sustainable business growth, strengthen the jurisdiction's ecosystem, and foster a conducive business environment.

This Partnership Framework sets out the principles, categories, eligibility criteria, and engagement mechanisms governing Labuan IBFC's partner collaborations. It aims to ensure that all partnerships are outcome-oriented, transparent, and aligned with Labuan IBFC's strategic priorities.

Labuan IBFC expects its partners to work closely together to co-develop and participate in targeted programmes, market activations, and initiatives throughout the year.

The following outlines the jurisdiction's 2026 priority markets and focus sectors:

Vertical	Market
Captive/Reinsurance	China, Japan, Malaysia, Singapore
Wealth Management	Hong Kong, Malaysia, Singapore
Islamic Finance	Malaysia, Indonesia, The Philippines, Singapore
Digital Financial Services	Singapore, Thailand
Cross-Border Structures & Related Offerings	China, Hong Kong, Malaysia, Singapore

## **2. Objectives of the Partnership**

The partnership seeks to:

- a. Facilitate quality business inflows into Labuan IBFC
- b. Strengthen market access in priority markets
- c. Support the development of key financial and business sectors
- d. Enhance ecosystem resilience and service capability
- e. Promote responsible and compliant business practices

## **3. Partnership Categories**

Applicants may be considered under one or more of the following categories:

### **a. Business Partners**

Business Partners contribute directly to business origination, structuring, and execution, typically focusing on investor and client sourcing, transaction structuring, service delivery, administration, and advisory support.

### **b. Event Partners**

Event Partners provide expertise and engagement platforms through conferences, forums, roadshows, delegations, and business-matching programmes. They support promotion, visibility, and market outreach.

### **c. Ecosystem Partners**

Ecosystem Partners support investor facilitation, market access facilitation, thought leadership, engagement, and infrastructure development.

## **4. Eligibility Criteria**

Applicants are expected to demonstrate:

- a. Alignment with Labuan IBFC's priority markets and focus sectors
- b. Demonstrable market access or institutional networks
- c. Relevant industry experience and operational capability
- d. Legal registration and good standing
- e. Strong compliance and governance practices

## 5. Evaluation Criteria

Applications will be assessed based on the following:

No	Assessment area	Key Considerations
a.	Strategic Fit	Alignment with priority markets and focus sectors
b.	Track Record	Experience and performance history
c.	Market Reach	Network strength and client access
d.	Capability	Technical and operational competence
e.	Commitment	Resource allocation and engagement plan
f.	Governance	Compliance and risk management

## 6. Partner Roles and Commitments

Successful partners are expected to:

- a. Support joint promotional and engagement activities
- b. Support market development initiatives
- c. Provide regular progress and outcome updates on agreed collaboration initiatives, including key activities, deliverables, and results
- d. Uphold Labuan IBFC's brand and reputation
- e. Comply with relevant laws and regulatory requirements both domestically and abroad where applicable/necessary

These will be formalised through appropriate agreements.

## 7. Scope of Collaboration

Successful partners may be engaged in:

- a. Joint business development and promotional activities
- b. Market outreach programmes
- c. Industry engagement initiatives
- d. Knowledge-sharing and capacity-building programmes
- e. Investor facilitation and ecosystem support

The scope of collaboration will be formalised through appropriate arrangements.

## **8. Engagement Mechanism**

### **a. Formalisation**

All approved partnerships shall be formalised through either one of the following mechanism:

- Memorandum of Understanding
- Collaboration Agreement
- Working arrangements
- Programme-based arrangements

### **b. Workplan Development**

Where applicable, partners shall agree on:

- Annual engagement plans
- Annual deliverables
- Annual reporting arrangements

## **9. Performance Monitoring and Review**

Partnerships will be monitored through:

- a. Periodic performance reviews
- b. Outcome assessments

Review outcomes may include:

- a. Continuation
- b. Enhancement
- c. Recalibration
- d. Discontinuation

## **10. Submission Details**

Applications shall be submitted via the following link:  
<https://forms.gle/eUKPk4qxjtoLfAYB6>

The submission period will close on **27 February at 5:00 pm (GMT+8)**. Any submission received after the deadline will not be considered.

All applications will be reviewed based on the established assessment criteria. Shortlisted applicants may be invited for further discussion or presentation.

Successful applicants will be notified in writing and invited to formalise collaboration arrangements.

For further clarification, please contact us at [contact@libfc.com](mailto:contact@libfc.com)