

SME NEWS



For business. For growth. For life.

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SME Bank Celebrates its 10th Year Anniversary!

Not For Sale

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From the desk of GMID

Assalamualaikum warahmatullah hiwabarakatuh.

We ushered in the year 2015 with moderation and humility. And now, as we enter into the 2nd quarter of 2015, things are beginning to pick up pace and everybody is working toward making 2015 another successful year for the country.

As a financial institution, SME Bank too has move ahead and implementing strategies that have been formulated. More efforts will be taken to promote the products and services of SME Bank. At the same time, there will be continuous effort to enhance the staffs' knowledge and skill through capacity and capability building that enable us to provide quality services to our customers. Our target is to achieve 90% customer satisfaction index and to increase the Bank's portfolio by 5% to RM5.1 billion.

On this note, the Bank will further improve its service delivery to ensure we are able to meet the ever changing customers' expectations and also to fulfill our mandated role in nurturing and developing the Malaysian SMEs. The Bank has just launched the Women Entrepreneur Program Financing (WEP) and mobile application. In addition to promoting the new products, we will also focus on our 'tailor-made' existing products such as the Graduate Entrepreneur Fund (TUS 2); for the business minded graduates, the Young Entrepreneur Fund; for the thriving young entrepreneurs and also the i-Biz Cash; for business working capital.

Celebrating our 10th Anniversary is truly special for us. Over the 10 years period, we have achieved many milestones and among others they include the expansion of our branch networks from 16 to 38; comprising of 4 Business Centres (BCs), 19 Enterprise Centres (ECs), 7 Regional Centres (RCs) and 8 Urban Transformation Centres (UTCs). Another significant milestone

for the Bank is the change of our name and new logo which took place in 2013. The Bank's name was changed from Bank Perusahaan Kecil dan Sederhana Malaysia Berhad to Small Medium Enterprise Development Bank Malaysia Berhad to clearly reflect our developmental role in nurturing the SMEs in the country. We also made a notable decision by changing the conventional banking platform to a fully Shariah Compliant financial provider.

Moving forward and with the presence of AEC, we need to be more creative to lead our SMEs into the ASEAN and global markets. We have to work harder and move faster to ensure we remain competitive and relevant in serving the SMEs.



Thank you and happy reading!

Datuk Mohd Radzif Mohd Yunus
Group Managing Director,
SME Bank



SME Bank celebrates its *10th Year Anniversary!*

On 2 April 2015, SME Bank commemorated its 10th anniversary celebration with the launch of the Women Entrepreneur Financing Program (WEP), Mobile and Internet Banking Application, ACE (ASEAN Community of Entrepreneurs) Magazine published by its fully-owned subsidiary company, Centre for Entrepreneur Development and Research Sdn. Bhd. (CEDAR) and the signing of a Memorandum of Understanding (MOU) between CEDAR and Malaysian Association of ASEAN Young Entrepreneurs (MAAYE).

The launch was officiated by YB Dato' Sri Mustapa Mohamed, Minister of International Trade and Industry and attended by the banking fraternity and customers of SME Bank.

Mobile and Internet Banking Application

SME Bank's Mobile and Internet Banking Application offers the customers to access their accounts on real-time basis. Specifically, customers will be able to have access to among others their maturity date, reminders, interaction, amount disbursed, profit rate and others. As for the general public, they can access the Bank's corporate information, financing programs, branch network and the Bank activities. The SME Bank's Mobile and Internet Banking Application is available on Apps Store and Play Store.

Women Entrepreneur Financing Program (WEP)

The Women Entrepreneur Financing Program (WEP) is a new financing program tailor-made for women entrepreneurs to facilitate them in asset purchasing as well for fixed working capital. It is tied to CEDAR's Women Leaders Entrepreneurship Acceleration Program (Women LEAP) which is a holistic entrepreneurship development program that manages the whole entrepreneur system from pre-commercialization to commercialization. This is an example of SME Bank's capability and capacity building initiatives to empower the women entrepreneurs in Malaysia.

MOU between CEDAR and MAAYE

The MOU between CEDAR and MAAYE is timely as Malaysia is the chairman for ASEAN 2015. This MOU will pave the way for both parties to offer cross border entrepreneur development initiatives especially to MAAYE's existing and potential young ASEAN entrepreneurs.

ACE Magazine

The ACE Magazine or ASEAN Community of Entrepreneurs Magazine published by our subsidiary, CEDAR, highlights light yet impactful articles with the aim to capture the readership audience among the SMEs in the ASEAN community. ACE Magazine strives to offer its readers a regional perspective while maintaining unique local insights, i.e. the positioning of Malaysia as a regional investment hub for the ASEAN SME communities.

SME Bank's Registered Vendors Attend GST Briefing

SME Bank together with the Royal Malaysian Customs Dept. (RMCD) had organised a knowledge sharing session with its registered vendors on 16 February 2015. The knowledge sharing session was one of the initiatives undertaken by SME Bank to support the Government's implementation of Goods and Services Tax (GST) which took effect from 1 April 2015. The briefing was aimed at creating better understanding on GST collection mechanism and its implication on businesses especially on the current sales and services tax. This briefing also provided the opportunity for the public and the business community to comment and raise concerns on the new tax regime.

"We believe that having the right GST knowledge is a step in managing the risks and improving compliance for the new GST system," said YBhg. Datuk Mohd Radzif Mohd Yunus, the Group Managing Director of SME Bank. This will help to avoid unnecessary GST audits, time and resources needed to rectify GST errors and penalties for filing incorrect GST returns. The briefing was given by Tuan Haji Norani Mohd Noor from CEDAR and Pn. Zuraini Othman, Senior Assistant Director of Customs II.

“We believe that having the right GST knowledge is a step in managing the risks and improving compliance for the upcoming new GST System.”

- *Datuk Mohd Radzif,
Group Managing Director*



GST registration counters were also open during the talk to encourage the vendors to register

SME Bank turun padang bantu mangsa banjir



En. Asbullah Adnan, Pengarah Pembangunan Perbankan dan Liaison, turut serta dalam Kempen Derma Darah



Sukarelawan SME Bank bergotong – royong membersihkan rumah mangsa banjir



Sukarelawan SME Bank membersihkan pakaian dan peralatan rumah

Kejadian banjir yang melanda negeri – negeri di Semenanjung Malaysia pada Disember 2014 lalu telah mengakibatkan lebih 200,000 orang kehilangan tempat tinggal dan harta benda. Prihatin akan kejadian ini, SME Bank telah mengambil beberapa inisiatif untuk membantu meringankan beban mangsa banjir. Satu tabung kutipan bencana telah dilancarkan di ibu pejabat dan seluruh cawangan SME Bank. Para pelanggan yang ingin menyumbangkan pakaian, wang tunai, serta barangan keperluan harian juga telah berbuat demikian di semua cawangan SME Bank terdekat. Barangan yang dikumpul telah disalurkan ke Kementerian Perdagangan Antarabangsa dan Industri. Bantuan kewangan berjumlah RM30,000.00 juga telah disalurkan melalui Kementerian Kewangan bagi tujuan yang sama.

SME Bank juga telah mengeluarkan zakat berjumlah RM50,000.00 yang telah disalurkan kepada Majlis Agama Islam Negeri Kelantan untuk membantu membaiki masjid – masjid yang terjejas akibat banjir di negeri Kelantan.

Manakala pada 9 Januari 2015, seramai 27 orang sukarelawan SME Bank telah bergerak ke Kelantan bagi membantu 10 orang kakitangan Bank yang menjadi mangsa banjir. Bantuan yang diberikan adalah dalam bentuk sumbangan wang ringgit dan gotong – royong membersihkan rumah mereka.

Selain itu, pada 15 Januari 2015, SME Bank juga telah menganjurkan satu Kempen Derma Darah dengan kerjasama daripada Pusat Darah Negara. Kempen ini dijalankan bagi mengisi Tabung Darah untuk memenuhi keperluan dari pihak – pihak hospital yang terjejas akibat banjir. Sebanyak 85 pain darah telah berjaya dikumpul pada hari tersebut.

SME Bank sertai Program Mobile CTC Pasca Banjir



SME Bank telah turut serta dalam Program Kembara Mobile Community Transformation Centre (Mobile CTC) Pasca Banjir anjuran Kementerian Kewangan Malaysia. Program ini merupakan salah satu platform untuk mangsa – mangsa banjir mendapatkan perkhidmatan setempat termasuk penggantian kad pengenalan, lesen memandu, kad pendaftaran kenderaan, buku bank, sijil pendaftaran syarikat, sijil peperiksaan dan kemudahan pinjaman kepada penduduk yang ingin memulakan semula perniagaan.

Pihak SME Bank telah membuka kaunter pertanyaan dan perkhidmatan bergerak bagi mempromosikan Dana Bantuan Khas (SRF) 2015 berjumlah RM500 juta yang diperuntukkan oleh Bank Negara Malaysia bagi usahawan yang terjejas akibat banjir serta dana – dana lain yang bersesuaian.

Program Kembara Mobile CTC ini telah dirasmikan oleh YBhg. Datuk Dr. Sundaran Annamalai, Pengarah Unit Strategi Nasional, Perbendaharaan pada 28 Februari 2015. Program ini telah diadakan di enam lokasi iaitu Gua Musang, Manik Urai, Kuala Krai, Tanah Merah dan Tumpat di Kelantan serta di Temerloh, Pahang.



Sesi bersama pelanggan sewaktu Program Mobile CTC



En. Abd Karim Ahmad, Pengarah Perbankan Enterpris (kiri), berbincang dengan Datuk Dr. Sundaran Annamalai

Heart to Heart Talk with Program Financing Customers

A total of 12 customers had a heart to heart discussion with the Bank's officers from the Banking Division on issues such as financing facilities, disbursement and monitoring services.

Participants of the half-day event were existing customers under the Young Entrepreneur Fund (YEF), Graduate Entrepreneur Fund (TUS), *Skim Pembangunan Ekonomi Desa* (SPED) and Business Accelerated Program (BAP).

Held on 19 March 2015 and officiated by YBhg. Datuk Kamaluddin Ismail, Chief Operating Officer, Banking, the short yet impactful event managed to provide invaluable information for the Bank to improve on the quality of services offered to the customers.



Two way communications during the talk with the selected customers



Datuk Kamaluddin Ismail, COO Banking, giving his welcoming remarks during the talk

Forum Keusahawanan 2015

Forum Keusahawanan Malaysia (FOKEM) 2015 merupakan kali kedua dianjurkan oleh Kementerian Perdagangan Antarabangsa dan Industri (MITI) dan agensi – agensinya seperti MATRADE, SME Bank, HDC, SME Corp, MIDF, dan MAI. Matlamat utama forum ini adalah untuk mengetengahkan kejayaan usahawan – usahawan PKS di Malaysia. Lebih menariknya ialah forum ini menyediakan platform bagi usahawan-usahawan yang telah berjaya untuk berkongsi pengalaman mereka dengan usahawan PKS yang lainnya.

Melalui Forum ini, usahawan dapat memperoleh maklumat tentang kemudahan serta usaha – usaha yang telah dijalankan oleh kerajaan dan agensinya dalam membantu usahawan sehingga ke peringkat global. Forum ini telah diadakan pada 26 Mac 2015 bertempat di MATRADE dan telah dirasmikan oleh YB. Datuk Sri Mustapa Mohamed, Menteri MITI. Sempena Forum ini, SME Bank juga telah menyampaikan sijil penghargaan kepada empat orang usahawan yang telah berjaya mendapat pembiayaan di bawah Program Pembiayaan SME-Go.

SME-Go

- SME-Go merupakan program pembiayaan untuk PKS yang layak di bawah Program Go-Ex (Going Export) yang dikelolakan oleh MATRADE
- Pembiayaan adalah untuk pembelian aset tetap / modal kerja / jaminan bank
- Jumlah pembiayaan minimum RM250,000.00*
- Tempoh pembiayaan sehingga 15 tahun*

*Tertakluk kepada terma dan syarat





BRAIN

Project Initiatives

BRAIN Birthday Celebrations

One of the initiatives under the BRAIN Project is to organize a surprise birthday celebration for the staff with the presence of the Iron Man/Iron Lady. During this event, the Iron Man/Iron Lady together with the BRAIN committee will present special gifts to those staff celebrating their birthdays during that month. Each of them will receive a pot of Money Plant where the staff is expected to take care of the plant.

Driven by the tagline 'New Look with Renewed Commitment', the BRAIN Project was launched last year to enhance the Bank's service delivery internally and also externally. Various initiatives have been organized with the aim to enhance the BRAIN brand values of Care, Empathy and Subject Matter Expert to ensure that staff embrace these values in their daily activities.



"Kita-Kita Aje" Session

"Kita-kita Aje" is a 'laidback' session between the Iron Man and Iron Lady with all the staff. It provides the opportunity for the staff to share any new ideas or suggestions to improve work delivery or just to share with others on current issues and their concerns.

The purpose of "Kita-kita Aje" Session is to show the high commitment of top management in ensuring the success of the culture transformation initiatives. At the same time, it will also help to create bonding between the staff and the Senior Management Team.



BRAIN Football Match

A friendly football match between SME Bank's FC Hornet and FC Permata was held on 6 March 2015. In this head to head match, SME Bank lost 3-1 to FC Permata. Despite the loss, the players agreed it was a good match as it was also a training session for the Bank's football team. There will be more friendly matches under the BRAIN initiative as this activity inculcates healthy living lifestyle and also to nurture good team spirit.



LEAD Day

Another initiative under the BRAIN Project is LEAD, which stands for Learning and Development. The objective of LEAD is to promote knowledge sharing with all staff. On 17 February 2015, the Bank invited popular motivational speaker, YBhg. Dato' Ustazah Siti Nor Bahyah Mahmood and Ustaz Wan Akashah Wan Abdul Hamid for a "Bicara Hati" session. The topic discussed during this session was, "Implementing positive working culture at the office."



Program Tanggungjawab Korporat

Sumbangan Wang Ehsan kepada En. Yan Bin Daud

Pada 9 Mac 2015 yang lalu, rumah En. Yan Bin Daud, salah seorang kakitangan SME Bank Cawangan Tawau telah musnah dalam satu kebakaran di perkampungan Sentosa Dua. Kejadian tersebut turut melibatkan 80 buah rumah lain. Alhamdulillah, En. Yan bersama keluarganya berjaya menyelamatkan diri daripada kebakaran itu.

Sebagai salah satu inisiatif tanggungjawab korporat, SME Bank telah membuat sumbangan Zakat berjumlah RM5,000.00 serta sumbangan wang ehsan daripada kakitangan SME Bank berjumlah RM6,256.00.



En. Hardee Ibrahim, Pengarah, Pelaburan dan Kewangan Korporat (kanan), menyerahkan sumbangan wang ehsan kepada En. Kemis @ Yahyah Patausi, Ketua Pusat Enterpris SME Bank Tawau (kiri), wakil kepada En. Yan Bin Daud



Bekas tapak rumah En. Yan Bin Daud



En. Hardee Ibrahim (kiri), bersama En. Kemis @ Yahyah Patausi (kanan), melawat bekas tapak rumah En. Yan Bin Daud yang musnah akibat kebakaran tersebut

Corporate Visit



December 2014

Visit by Dato' Noraini Ahmad, Chairman of MATRADE



10 March 2015

Visit from Bangladesh Delegates



12 March 2015

Visit from Cybernatics International College of Technology



17 March 2015

Visit from Japan International Cooperation Agency (JICA)

THE EXHILARATING JOURNEY OF SME BANK!



Towards a full fledge Shariah compliant DFI

- A substantial change by making the decision to be a full fledge Shariah compliant DFI through 'Project Wisdom'.

SME Bank Y-Biz Challenge

- The beginning of our award winning Signature Corporate Responsibility Program : Program Inovasi Usahawan Muda "SME Bank Y-Biz Challenge" to instill entrepreneurship, creativity and innovation amongst secondary school students.

5 YEAR TRANSFORMATION KEY MILESTONES



Demerger Exercise

- SME Bank went on to become a separate entity; a wholly-owned company under the Ministry of Finance.
- SME Bank was placed under the purview of the Ministry of International Trade and Industry.

2008

Entrepreneur Premises Program

- A special 'beyond financing' facilities that provide factory space rental for Bumiputera SMEs.
- 454 lots of factory located nationwide.

2005

Intervention Program

- Special nurturing initiatives with selected customers to ensure their business grow, sustain and expand.
- To create more resilient and sustainable SMEs.

2012



The Journey Starts here

- Bank Perusahaan Kecil & Sederhana Malaysia Berhad (SME Bank) was established and became the subsidiary of Bank Pembangunan and Infrastruktur Malaysia Berhad (BPMB).
- Assets were rationalized - BPMB to focus on corporate customers and SME Bank on SMEs.



Awards and Accolades

- 2011, 2012, 2013 & 2014 – Sahabat Negara SME Recognition Award from SMI Association of Malaysia
- 2014 – Plaque of Merit: Young Entrepreneur Innovation Program (Y-Biz Challenge) from Association of Development Financing, Institutions in Asia and The Pacific (ADFIAP)
- 2011, 2012, 2013 – Website 5-Star Rating from Malaysia Government Portals and Websites Assessment (MGPWA)
- 2012 – Most Preferred Brand in Banking from The BrandLaureate SMEs BestBrand Awards

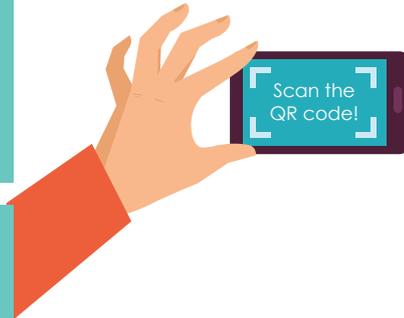


2015

6

The present and moving forward

- **Mobile and Internet Banking Applications**
Celebrating its 10th year, the Bank launched its e-communication platform to enable the customers to access their accounts on real time basis.
- **The Women Entrepreneur Financing Program (WEP)**
A specialized financing facility for women entrepreneurs.
- **SME-Go**
SME-Go is a special financing facility for export ready entrepreneurs to go global.
- **SMEB Asset Management Sdn Bhd**
A new wholly-owned subsidiary that focuses on the management of SME Bank's distressed assets through a wider and more optimal recovery and rehabilitation framework.



Branch Networks

- From only 16, we have now expanded to 38 branch networks; comprising of 4 Business Centres (BCs), 19 Enterprise Centres (ECs), 7 Regional Centres (RCs) and 8 Urban Transformation Centres (UTCs).



2013

5

Rebranding and Repositioning

- The change of name from Bank Perusahaan Kecil & Sederhana Malaysia Berhad to Small Medium Enterprise Development Bank Malaysia Berhad to further reflect the role of SME Bank.
- The establishment of Centre for Entrepreneur Development and Research (CEDAR).
- CEDAR's objective complements SME Bank's developmental role as it carries a mission in capacity building and capability development of Malaysian entrepreneurs to become both performers and contributors towards the growth of the national economy.





Leaders Convention 2015

SME Bank is aggressively improving the quality of its loan portfolio and implementing well coordinated strategies in nurturing and developing SMEs. This was the key information shared by the Top Management with the Bank's leaders during the Leaders Convention held on 9 January 2015 at Swiss Garden Hotel & Residence, Kuala Lumpur. To set the momentum

going, Dr. Mohd Shafie bin Md Amin from Al Huffaz Consulting Sdn. Bhd. was invited to give a motivational talk to the group. The highlight of the program was the presentation of agreed KPIs to all Head of Departments by the Group Managing Director, YBhg. Datuk Mohd Radzif Bin Mohd Yunus.



SME Bank's Leaders aiming to be the leader in the industry

Examining the Professional Services Industry in Malaysia

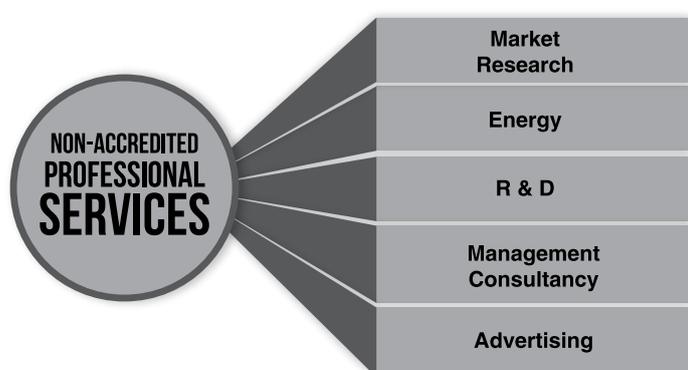


The Services Sector has been targeted as the new engine of growth under the Third Industrial Masterplan (IMP3) with its share in Malaysia's GDP has grown by 9.7% to 53.6% from 52.0% in 2006. IMP3 targeted an increase in the Services sector's contribution to the GDP from 50.5% in 2005 to 59.7% by 2020. Focus on professional services is further emphasized in the 2015 Review Budget that covers the imports substitution in professional services. Professional services also have been targeted as one of the key initiatives in the next RMK11.

The professional services activities encompass architectural, engineering, land surveying and activities of quantity surveyors consultancy; accounting; legal; advertising; and consultancy.

As part of globalization process, services sector in general and professional services specifically underwent liberalization. The initial phase of liberalization in the services industry began in 22 April 2009 with 27 services subsectors.

The second phase of liberalization in 7 Oct 2011 involved the professional services industry to include accounting/taxation, legal services, architectural services, engineering services and quantity surveying services. All services subsectors share the end date of full liberalisation by 2015 (Source: MITI).



ASEAN Economic Community 2015 (AEC)

For trade in services, liberalization will be achieved through negotiations where all restrictions on trade in services on the 128 sub-sectors are to be removed progressively. The minimum number of new sub-sectors in addition to those offered under earlier packages to be scheduled for each round of services negotiations:

Year	2008	2010	2012	2014	2015
No. of New Subject	10	15	20	20	7

The liberalization of services sector is subject to flexibility of 15 per cent that covers all services sector including those under the Priority Sectors Integration, except for financial services, air transport services, and services incidental to 5 sectors under ASEAN Investment Area.

Performance of Professional Services Industry in Malaysia



During the period of 2005–2012, with the exception of land and quantity surveying and management consultancy & market research services, most of the professional services experienced double digit growth in terms of value added ranging from the lowest of 13.9% for advertising services to 23.8% for veterinary services. Engineering and legal services each shows a CAGR of 19.1% and 19.4% for the same period.

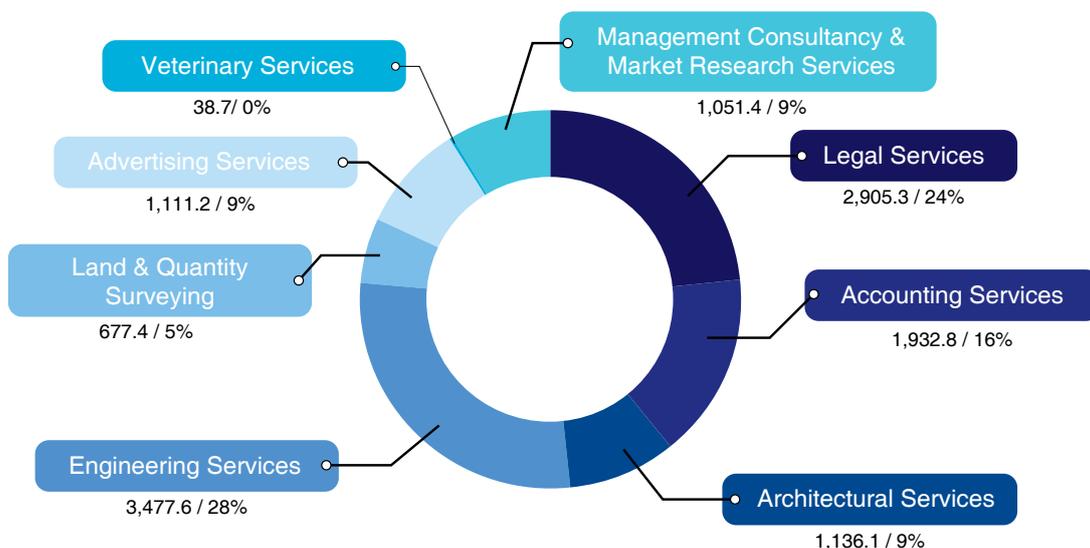
Based on Report on the Survey of Professional Services, 2013 published by the Department of Statistic, almost 80% of the valued added and gross output in professional services originates from WP Kuala Lumpur (54%), Selangor (22%) and Johor (5%).

Professional services which is grouped under business services industry represents only 2.3% of GDP share to services sector in 2013 and valued at RM10.2 billion. Despite its marginal share of contribution to the GDP for services, professional services show tremendous annual growth from 7.3% in 2011 to 10.6% in 2013 far beyond those of business services and the overall services sector.

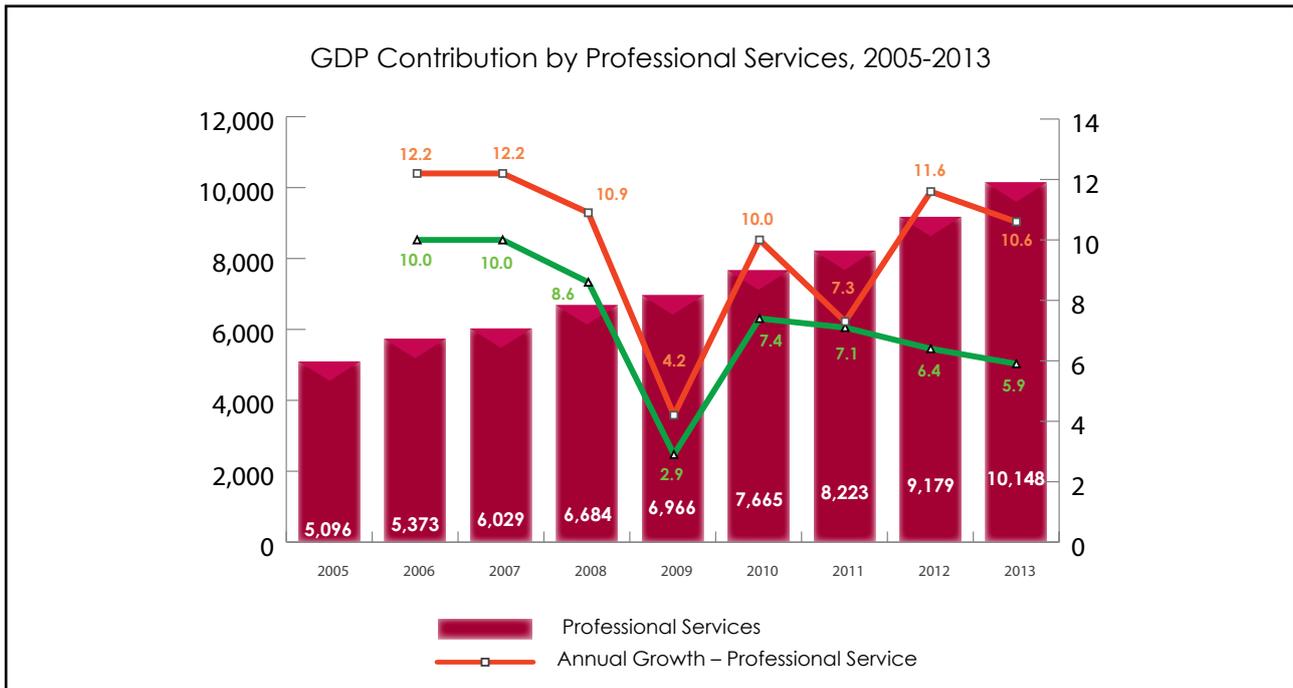
Initially in 2002, legal services contributed the most at 30% of the value added of the professional services while engineering services was only at 24.1%. Beyond 2005, engineering services surpassed the value added of professional services escalating to RM3.5 billion in 2012 followed by legal services at RM2.9 billion, accounting services at RM1.9 billion, architectural services and advertising services each at RM1.1 billion.

During the period, employment in these establishments increased from 71,744 persons in 2005 to 169,513 in 2012. Engineering, accounting and legal services formed the major source of employments, accounting for 70% of the total employment in accredited professional services in 2012.

Value Added by Business Activities, 2012 (RM 'billion)



Source: DOSM



Key Indicators of Professional Services, 2012

Value of Gross Output (RM'000)	21,302,718
Value of Intermediate Input (RM'000)	8,792,195
Value Added (RM'000)	12,330,523
Total number of persons engaged	169,513
Salaries & Wages	5,424,003
Value of Fixed Assets (RM'000)	4,306,467

Source: DOSM

The market for accredited professional services is largely domestic, with an insignificant level of exports. In view of liberalization, there will be increasing competition from foreign firms. Malaysian accredited professional service providers will need to be prepared for competition, once the market is liberalised. With the implementation of the ASEAN Free Trade Area (AFTA), the market for accredited professional services will expand beyond Malaysia. Domestic service providers are likely to compete with foreign firms. The Mutual Recognition Arrangements (MRAs), which are being negotiated, will be a step closer to encourage competition within the ASEAN region.

The Budget 2015 in Review: Opportunities

- Focus on imports substitution in professional services
- Local goods & services in government procurement through allocation of 30% of annual procurement to local SME producers

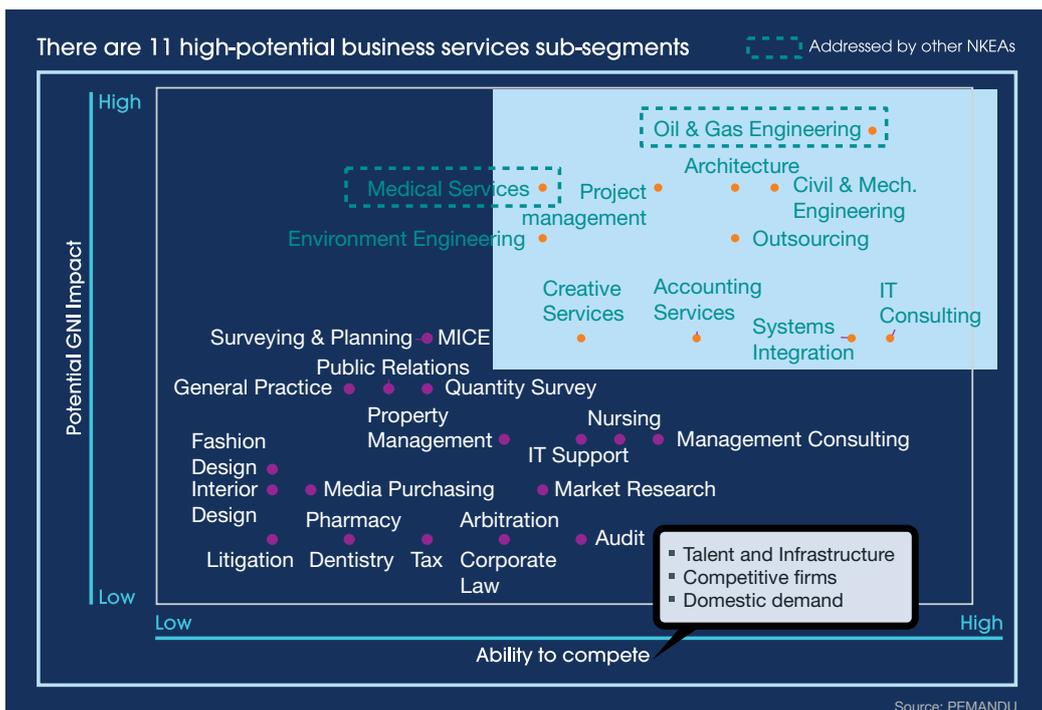
PROFESSIONAL SERVICES IN THE ETP (NKEAs & SRIs)

To accelerate the growth of business services, six entry point projects (EPPs) have been identified and are categorised into two themes; accelerating the growth of differentiated sectors based on degree of success and the potential to be globally competitive and on developing future growth segments in areas that boast high potential for growth and job creation.

The target for Business Services is to raise the overall GNI contribution of business services to RM78.7 billion in 2020. This also includes approximately RM3.2 billion of GNI from the multiplier effect created by EPPs from other sectors.

Opportunities for professional services in the NKEAs are evidenced in EPP 1, EPP 2 and EPP 5 involving engineering services (EPP1, EPP5 and EPP6) and most of the other professional services in EPP 2 that requires involvement in the areas of business process outsourcing (BPO), IT process outsourcing and knowledge process outsourcing (KPO). The ETP Report 2013 highlights opportunity for accounting services which will be highlighted in the SRIs.

	EPP	Target
Theme 1	EPP1 Growing aviation maintenance, repair and overhaul services	GNI RM13.4bil 20,700 jobs
	EPP2 Building globally-competitive outsources	GNI RM6.9bil 43,000 jobs
	EPP3 Positioning Malaysia as a world-class data centre hub	GNI RM2.4bil 13,000 jobs
Theme 2	EPP4 Jump-starting a vibrant green technology industry	GNI RM17.2bil 47,000 jobs
	EPP5 Growing large pure play engineering services	GNI RM3.5bil 11,500 jobs
	EPP6 Developing Malaysia as a Shipbuilding & Repair Hub	GNI RM7.34bil 33,000 jobs



Business Opportunities highlighted in NKEAs:

Multi-Disciplinary Practice (MDP) Construction

Provide end-to-end solution in a turnkey project.

(architectural & engineering services, construction services and real-estate under a single contract management)

Accounting Sector

Opportunities to export accountancy services due to deregulation of markets and global reporting standard in areas such as forensic accounting, international taxation and carbon accounting.

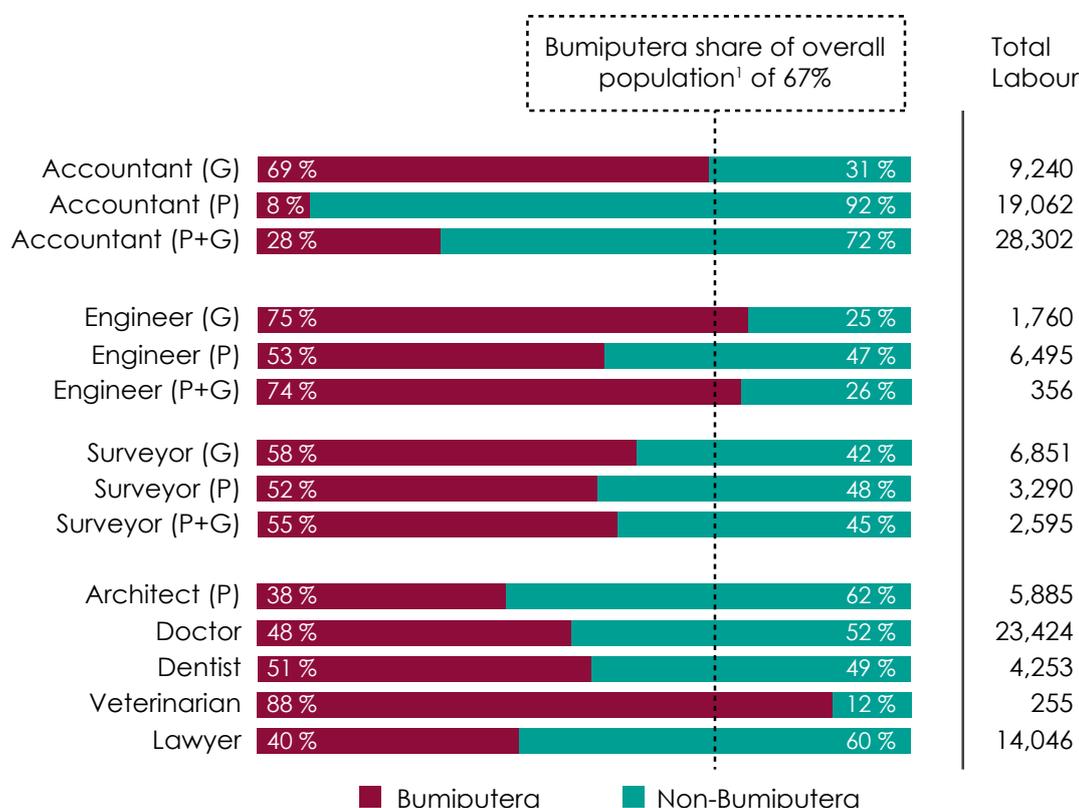
Bumiputeras in Professional Services Industry

The Yayasan Peneraju Pendidikan Bumiputera's Roadmap to 2020 report highlighted that Bumiputera participation in professional services are relatively low at only 45% of overall professional services in 2011; an increase of 5.4% if compared to 2006 (39.6%, 46,589 Bumi professionals).

In accounting services, for example, only 28% and 8% of the 29,624 registered accountants and 19,062 chartered accountants are Bumis (8,293 and 1,464 respectively). Other areas in which Bumi professionals are less represented include architectural services (38%), and legal services (40%).

Bumiputera representation in certain professions

Labour composition in certain professions by ethnic groups



Notes: G denotes general professionals, whereas P denotes chartered qualified professional.

Source: YPPB Roadmap to 2020 (2011)

Fostering Entrepreneur Development Beyond Financing

SME Bank stands out as the only bank in the country with an outcome-based coaching outfit that focuses on continuous development of the entrepreneur community.

Through its wholly-owned subsidiary, the Centre of Entrepreneur Development and Research (CEDAR), SME Bank is able to foster business growth and sustainability through its various forms of business intervention services, which include research-based training, business coaching, function-based facilitation and entrepreneur-mentoring.

“With CEDAR, the Bank has further strengthened its public image and mandated role in offering ‘beyond-financing’ services,” Dr Sheikh Ghazali Abod, CEDAR’s Chief Operating Officer.

Established in April 2013, CEDAR bears a mission in capacity building and capability development of Malaysian entrepreneurs towards sustaining their business growth in support of the national economic agenda.

The Centre is among the very few in the region that conducts market-driven research and case studies to bridge the gap of what is happening out there against the business coaching and services that CEDAR is offering, be they in terms of products of the bank or services and consultancy.

Strategic Agendas

As one of the implementing agencies established by the government, SME Bank is committed to contributing positively to the development of entrepreneurs and SMEs through two strategic agendas – providing access to financing, and extending support services such as business coaching and consultancy, advisory services, market research and business intervention.

After all, SMEs play a very significant role in the national economic development agenda. As indicated in the SME Masterplan 2012–2020, more than 97.3% of the business entities in the country are organizations categorized as SMEs. This indicates that all segments of the national value chain would in some way be directly or indirectly impacted by the SME activities.



The convocation of the 1st batch of Certificate in Islamic Banking and Finance by International Islamic University Malaysia

CEDAR attempts to complement the existing training and consultancy service providers in the marketplace, but with a particular focus on entrepreneur coaching and development.

As a development finance institution (DFI), SME Bank has a two-pronged mandate, i.e. to extend financing role and develop SMEs in the country, particularly those owned and managed by Bumiputeras.

The need to formulate an action plan that is a “game-changer” in the development of entrepreneurs and SMEs has opened doors for the SME Bank to play its role in supporting the strategic agendas.

“This is where CEDAR comes into play in complementing the SME Bank critical role in executing its mandate in a more meaningful manner especially in the context of entrepreneur development and business coaching & functional intervention,” Sheikh Ghazali points out.

“CEDAR aspires to become a centre of excellence for entrepreneur development and transformation. CEDAR also has a mission to raise the capacity and capability of entrepreneurs to ensure more sustainable business growth that would support the economic development of the country.”



LEAD Session with SEED Entrepreneurs



CEDAR – YaPEIM Entrepreneur Centre 'Program Keusahawanan Muslim, Bisnes Anda Hidup Anda (BAHA)'

Every CEDAR activity is carried out based on noble business practices embedded and guided with spiritual values that are often universal in nature.

"This Centre attempts to complement the existing training and consultancy service providers in the marketplace but with a particular focus on entrepreneur coaching and development," explains Dr Ghaz (as he is fondly referred). "It shall continue to collaborate in creating synergies for the benefit of entrepreneurs and SMEs in the country. These include establishing joint programmes and building networks at the local and international levels for the entrepreneurs and SMEs."

Armed with the tagline Nurturing Excellence, CEDAR capitalizes on its competitive advantage of having vast exposures and experiences of SME Bank as a financier and counselors for SME entrepreneurs.

Its coaching methodology emphasized on case studies – developed from previous live case experiences – to ensure that the delivery is not only more interesting but also impactful and more effective.

Impact



To date, CEDAR has successfully engaged more than 12,000 entrepreneurs at different stages of growth, education-levels, sizes, urban-rural communities, ethnicity and industries. The Centre has more than 30 strategic local and international partners with reputable MNCs, GLCs, government agencies, institutions of higher learning and financial institutions.

Due to overwhelming response, the plans are to introduce more innovative programmes that fulfill the increasing demands of participants, which are expected to increase exponentially over the years.

As a consequence, there is an increasing trend in the number of government agencies and business-NGOs collaborating with CEDAR in offering its flagship programme called LEAP. The Leaders Entrepreneurship Acceleration Programme (LEAP) is an initiative in collaboration with INTEL as its ICT provider.

“Moving forward, we plan to serve the regional and eventually the global market where the opportunities are abundance.”

- Dr. Sheikh Ghazali

In support of its market studies, CEDAR has commissioned a few local universities to conduct market research on key industrial areas as well as case studies on key issues encountered by the SME community, of which the outcome has been blended with its own research and development findings in their publications.

In its current phase, CEDAR will work to gain further traction and sustainability in the Malaysian market before taking on a bigger venture abroad. Already, there have been requests from the Middle-East banks but these have been shelved to focus on its internal capacity and capability building.

“Moving forward, we plan to serve the regional and eventually the global market where the opportunities are abundance, especially in the context of SMEs in developing economies of the Middle East North Africa (MENA) and Southeast Asian regions,” adds Dr. Ghaz.



Graduate Entrepreneurs Incubation Programmes (PIUS) with Malaysia Chinese Entrepreneurs Association's Members

SME Bank luaskan rangkaian ke UTC Kuching

SME Bank telah meluaskan lagi rangkaian operasinya dengan pembukaan rasmi sebuah lagi cawangan di Pusat Transformasi Bandar (UTC) Kuching, Sarawak. Mula beroperasi pada 26 September 2014, SME Bank UTC Kuching memberi peluang dan memudahkan para usahawan terutamanya di sekitar bandar Kuching untuk mendapatkan maklumat lanjut berkenaan kemudahan pembiayaan yang disediakan oleh SME Bank. UTC Kuching telah dirasmikan oleh YAB. Datuk Seri Najib Tun Razak, Perdana Menteri Malaysia pada 26 Februari 2015.



SME Bank Seremban dekati usahawan India



Dato' Sri Hasan Bin Malek, Menteri Perdagangan Dalam Negeri, Koperasi dan Kepenggunaan melawat kaunter khidmat pelanggan SME Bank

Sekretariat Khas Untuk Memperkasakan Usahawan India (SEED), Jabatan Perdana Menteri telah menganjurkan satu sesi Taklimat Keusahawan untuk usahawan India di sekitar Parlimen Kuala Pilah. Taklimat ini merupakan satu inisiatif yang diambil oleh SEED bagi memberi maklumat tentang kemudahan yang disediakan oleh kerajaan dan agensinya kepada usahawan India dari kawasan luar bandar. Taklimat ini telah diadakan pada 15 Februari 2015 bertempat di Dewan Dato' Bahaman, Kuala Pilah Negeri Sembilan dan dirasmikan oleh YB Dato' Sri Hasan Bin Malek, Menteri Perdagangan Dalam Negeri, Koperasi dan Kepenggunaan (KPDNKK).

“Grow With Us!” – SME Bank Melaka

Pada 17 Februari 2015 yang lalu, Lembaga Pembangunan Pelaburan Malaysia (MIDA) telah menganjurkan Seminar ‘Grow with Us’ di Hotel Ramada Plaza, Melaka. Objektif seminar ini adalah sebagai satu sesi *networking* di antara PKS dan syarikat multinasional di negeri Melaka dengan agensi – agensi kerajaan. Program ini memberi peluang kepada para usahawan PKS dan syarikat multinasional untuk mendapatkan maklumat terkini tentang polisi dan kemudahan yang disediakan oleh kerajaan serta agensinya. SME Bank telah dijemput untuk memberikan taklimat produk serta menyertai sesi padanan perniagaan. Seminar ini telah dirasmikan oleh Ketua Menteri Melaka, YAB Datuk Seri Ir. Hj. Idris Hj. Haron.



Sesi Seminar “Grow with Us” di Hotel Ramada Plaza, Melaka anjuran MIDA



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