

SME WEEKLY NEWS

(5 March 2018 – 9 March 2018)

Countries	Highlights
<p>MALAYSIA</p> <p>Hong Leong Bank partners CGC to offer financing to SMEs</p>	<p>Hong Leong Bank Bhd (HLB) signed an agreement with Credit Guarantee Corporation Malaysia Berhad (CGC) to offer financing of up to RM200 million to SMEs. Through this portfolio scheme, SMEs who have viable business models but lack the relevant collaterals in obtaining the required credit facility can now have access to financing. SMEs who secure financing from HLB through the scheme will also have access to its business management tools such as the recently launched Connect First. HLB's Connect First is an advanced digital banking channel that is catered for companies who can easily conduct their own banking and business management services including account management, payables, receivables, liquidity management, trade, treasury management, e-investment and e-procurement. CGC added that the scheme would also be made available through CGC's imSME, Malaysia's first online SME financing referral platform that was launched by the Minister of Finance II, Datuk Seri Johari Abdul Ghani recently.</p> <p style="text-align: right;"><i>(Source: The Malay Mail Online, 6 March 2018)</i></p>
<p>MALAYSIA</p> <p>Malaysian SMEs poised for shorter wait at China customs</p>	<p>Malaysian SMEs exporting to China will be able to get their products cleared faster following the collaboration sealed between the SME International Trade Association (SMITA Malaysia) and a subsidiary of China state-owned China Certification & Inspection Group Co Ltd (CCIC). SMITA inked an agreement with CCIC Softech (Beijing) Technology Co Ltd, whose parent CICC is one of China's biggest certification and inspection bodies. The agreement is to jointly promote the application of SMARTiD9 matrix code system to facilitate the express clearance passage (ECP) procedures, which will help increase Malaysian SMEs' exports to China. The SMARTiD9 matrix code system, together with its anti-counterfeiting technology, would provide Malaysian SMEs with more protection and efficiency in exporting products and services. By using the SMARTiD9 system for ECP procedures, SMEs' products will be inspected in Malaysia, and once the cargo is good to go, they may use the express clearance in China to enter the local market's supply chain without any delay.</p> <p style="text-align: right;"><i>(Source: Malaysian Digest, 7 March 2018)</i></p>
<p>MALAYSIA</p> <p>TUBE, a way forward for young entrepreneurs to realise their dreams</p>	<p>Bumiputera Youth Entrepreneurship (TUBE) Programme by SME Corp. Malaysia is one of the avenues that can be used by those who dream to be entrepreneurs but hit a road block due to lack of knowledge. The TUBE programme not only teaches participants how to start their businesses, but there is also continuous monitoring and guidance following the 12-month programme; an established TUBE society for participants to expand their network; developed TUBE applications to disseminate information; monitored businesses; and, additional monitoring by banks in account management. From TUBE's inception in 2014 till end-2017, a total of 2,433 youths participated in the programme, with 2,419 businesses registered with the Companies Commission of Malaysia to-date. The programme has created 4,414 job opportunities with cumulative sales of RM54.6 million. By 2020, TUBE is expected to generate over 37,000 job opportunities and a cumulative sales value of RM1.1 billion, contributing RM449 million to the nominal gross domestic product. At the same time, it is expected to increase the number of annual participants to 3,000 in 2019 and 5,000 in 2020.</p> <p style="text-align: right;"><i>(Source: Bernama, 9 March 2018)</i></p>

<p>INDONESIA</p> <p>IDX startup eyes more SME clients</p>	<p>Training marketplace Excellence.asia, one of the startups groomed by the Indonesia Stock Exchange (IDX), aims to expand its client base by luring corporate and SMEs to become a publicly listed company in the next five years. Excellence.asia offers offline and online professional training through seminars and workshops to help companies develop their human resources in skills such as financial report analysis, graphic design and marketing. For SMEs, it offers a free training program called Excelloka, in which the employees of at least a year old SME businesses could join classes ranging from digital marketing and to creating financial and tax reports. About 1,500 SMEs are targeted to join the programs this year. Excellence.asia collaborates with professional trainers from institutions such as the Bandung Institute of Technology’s Business and Management School, co-working space Estubizi and the Pakar training center. The IDX incubator currently manages 42 startups, and is preparing a financial technology (fintech) startup this year for floating shares on the stock market.</p> <p><i>(Source: The Jakarta Post, 6 March 2018)</i></p>
<p>CAMBODIA</p> <p>Ministry envisions new SME federation</p>	<p>The Ministry of Industry and Handicraft is working on the creation of a government-backed federation of SMEs, a body that will act as a representative for all SMEs in the country and function as a bridge between them and the authorities. Um Sotha, spokesman for the ministry said they are now drafting the sub-decree needed to establish the federation, which will provide a channel of communication between the authorities and the SME community to address issues relevant to small entrepreneurs. One of the functions of the body is to collect and analyze information about the SME community to produce data that can be used to help the sector. There are about 530,000 SMEs and microenterprises in the kingdom, but only about 20% of them are registered with the Ministry. Lim Heng, vice president of the Cambodia Chamber of Commerce, said that the biggest issue for Cambodian SMEs continues to be securing financing, a problem that SMEs associations in the country have so far failed to resolve. In December, the government announced plans to set up a SME Bank that will provide credit exclusively to SMEs and micro-enterprises.</p> <p><i>(Source: Khmer Times, 8 March 2018)</i></p>
<p>MYANMAR</p> <p>KBZ launches SME centre for better access to finance</p>	<p>KBZ Bank opened a new one-stop services centre to help SMEs secure better access to finance. The One-Stop SME Banking Centre (OSBC) offers a range of services to meet the needs of growing businesses, such as enhancing access to finance and improving financial literacy. The centre will operate as an information hub as well, with a team of banking professionals who are well-placed to advise SMEs on managing their growth plans, cash-flow projection, financing issues and challenges. The OSBC will provide access to all KBZ core products and services, including: deposit, credit, cash management and transaction banking products. It will also offer consulting and matching. SMEs are particularly important to Myanmar’s developing economy which have big income discrepancies between the rich and the poor as well as gender inequalities. They are a major generator of jobs, innovation and savings investment for the country.</p> <p><i>(Source: Myanmar Times, 10 March 2018)</i></p>

A CLEAR VIEW ON THE SAFETY BUSINESS

IMAGINE the car you just drove back from the showroom missing from the porch the next morning. But with footage and images of the grand theft auto clearly captured by CCTV, the authorities managed to trace back your new wheels. Having a visible camera surveillance system go a long way in discouraging criminals and thus preventing crime, says Wan Yat Hon, founder and managing director of Gamma Solution Sdn Bhd, a CCTV and security system solution provider.

Wan says surveillance systems go beyond just home or public security. It is crucial in ensuring efficiency in business organisations. Every business owner knows the importance of preventing shoplifting. What they may not know is that most cases usually come within the organisation. Since employees know more about a business, they often able to steal from the business with greater ease than a customer.



Gamma's main customers are in manufacturing, banking, transportation and education sectors. Lately, residences are seeing a pick-up in demand for surveillance and security systems. "HDTV is the new standard for all CCTV systems and it is a great way to protect businesses from unintended wastages and lost productivity due to slack and inefficiencies," says Wan.

As the trend for Internet of Things (IoT) becomes more of a norm, video data with input from smart devices is becoming more robust and secure. "With the number of IoT devices projected to grow from 12 billion to about 30 billion by 2020, IoT systems can be integrated with and supported by video to provide information for facility, operational, or business needs. This will present a whole new growth market for Gamma's devices and services," says Wan.

One of the advantages of Gamma as a market leader in Malaysia, is its expertise in the area of IoT to ride on the digital economy as more establishments and applications adopt digital technology for their security and other intelligence gathering. They are now ready to look at opportunities in the region, in markets such as Indonesia, Thailand and Vietnam.

The company's products include IoT-ready megapixels IP surveillance system with intelligent features such as facial recognition, vehicle number plate recognition, video analytics, POS integration, access control and IoT Smart Home. It has also integrated POS systems with video surveillance system to enable retail outlets to do inventory management and stock checks.

Increasingly though, CCTV and surveillance systems applications are moving beyond purely security-focused. Some of Gamma's major customers are also using Gamma's Intel motion-detection technology for video analytics like heat mapping and person counting to help businesses gather more intelligence and strengthen security. With the advancement of IoT, surveillance systems are now an essential part of the digital economy as a business strategic planning tool.

On the business front, Wan says Gamma has been affected by the macroeconomic factors such as ringgit depreciation and slower business spending in the last two years. Its revenue dropped from the peak of RM12mil to around RM8mil last year. But Wan says the Asia Pacific region continues to lead in adoption of new technologies and investments in advanced CCTV and surveillance system are set to increase in the foreseeable future. Taking a longer term view, Wan says Gamma will be targeting a region wide presence by working with its principals.

(Source: The Star, 5 March 2018)