

# SME WEEKLY NEWS

*(11 April 2016 – 15 April 2016)*

| Countries  | Highlights  |
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| <p style="text-align: center;"><b>MALAYSIA</b></p> <p style="text-align: center;"><b>Local firms encouraged to register with MATRADE</b></p>                               | <p>More Sarawak companies, particularly SMEs, should register with Malaysia External Trade Development Corporation (MATRADE) to boost the state’s export market. Sarawak companies constituted only 2% of the total number of 16,701 SMEs registered with MATRADE nationwide and MATRADE was looking to increase the number of Sarawak companies registered with it by 10% annually. The spillover effects from these exporters are varies which includes job opportunities and increased trade opportunities with the local community due to the increase in usage of materials as well as other products.</p> <p style="text-align: right;"><i>(Source: The Borneo Post, 13 April 2016)</i></p>   |
| <p style="text-align: center;"><b>MALAYSIA</b></p> <p style="text-align: center;"><b>ICT solutions to help grow small businesses</b></p>                                   | <p>Telekom Malaysia (TM) offers plenty of opportunities for SMEs in the country to grow its information and communication technology (ICT) business. TM is committed to empower them with the latest ICT solutions as SMEs contribute a significant 35.9% share to Malaysia gross domestic product. The faster SMEs integrate ICT into their business operations, the faster they would be able to create innovations to dominate the market and contribute towards the country’s economic growth Presently, TM provides ICT solutions for SMEs to manage payments, security and productivity.</p> <p style="text-align: right;"><i>(Source: The Star, 13 April 2016)</i></p>   |
| <p style="text-align: center;"><b>MALAYSIA</b></p> <p style="text-align: center;"><b>Malaysia to operationalise P2P financing for SMEs early 2017, first in region</b></p> | <p>Malaysian SMEs will have yet another avenue for fundraising, when peer-to-peer financing (P2P) is operationalised in the country early next year, 2017. Keeping up with the evolving global financial landscape, the Securities Commission Malaysia (SC) has revealed the regulatory framework for P2P, setting out requirements for the registration of a P2P platform as provided in the amended Guidelines on Recognised Markets. Previously, the regulator legalised equity crowdfunding (ECF), widening the fundraising options available to smaller businesses. There are currently six ECF operators licensed. While established P2P platforms in other markets have included personal loans, P2P financing in Malaysia will be exclusively for businesses which are sole proprietorship, partnership, incorporated limited liability partnerships, private limited and unlisted public companies to access market-based financing to fund their projects or businesses, via an electronic platform.</p> <p style="text-align: right;"><i>(Source: Deal Street Asia, 13 April 2016)</i></p> |

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| <p><b>THAILAND</b></p> <p><b>Online scams target SMEs, lonely women</b></p>   | <p>Online scams by foreigners and their Thai accomplices continue to prey on SMEs, elderly and single women. Thai and foreign fraudsters recently tricked at least 10 small Thai businesses out of more than 50 million baht by pretending to be their foreign suppliers and instructing the victims to transfer payments to their accounts. The swindlers usually hacked into the computer systems of suppliers to get the contacts of their customers, mostly small exporters arranging trades online and often by email, then gave false advice on money transfers.</p> <p><i>(Source: Bangkok Post, 11 April 2016)</i></p>  |
| <p><b>SINGAPORE</b></p> <p><b>SMEs received lion's share of government tenders from the past three years: MoF</b></p> | <p>The city-state is catering to a thriving SME community as the Ministry of Finance (MoF) announced that SMEs have secured the bulk of government projects under its open procurement system. SMEs have captured more than 60% of total Government contract value and around 85% of all Government tenders. This share of the total number of government contracts is significantly higher than in other countries, such as the UK. Meanwhile, SMEs have not only tendered for smaller projects, but also for more sizeable ones as 50% of all contracts above \$50m have been given to SMEs. Just recently, the Singapore Business Federation has also organised a Government Procurement Fair for SMEs, where various government agencies, including MOF, participated to clarify the government's procurement practices.</p> <p><i>(Source: Singapore Business Review, 11 April 2016)</i></p> |
| <p><b>PHILIPPINES</b></p> <p><b>PLDT targets to link 1,500 MSMEs to supply chain</b></p>                              | <p>About 1,500 local micro, small, and medium enterprises (MSMEs) will talk with Silicon Valley veterans about gearing up to be part of the global supply chain. This is the third year that the Philippine Long Distance Telephone Company (PLDT) has carried out its "inclusive growth" initiative, linking small players with global game changers, such as Uber Technologies, Incorporated. Through PLDT Smart SME Nation, the telco has called on Filipino entrepreneurs to look beyond their information technology (IT) operations in digital information through its third biggest technology conference for MSMEs, TechIsland 3.0. Last year, the PLDT unit was able to gather 1,000 entrepreneurs to learn from, and market their services to big companies in the event.</p> <p><i>(Source: Rappler, 13 April 2016)</i></p>  |
| <p><b>KOREA</b></p> <p><b>Six securities firms named SME investment specialists</b></p>                               | <p>Six securities firms have been designated as specialising in investing in SMEs by the Financial Services Commission (FSC). Those selected companies will be subject to financial support from state-run institutions after investing in SMEs for two years. If they fail to pass a mid-term assessment after a year, they will lose the right to the support. K-Growth, which organizes venture capital for promising SMEs, will lower its assessment standards in selecting SME merger and acquisition funds operator for those six companies. Korea Development Bank will organize funds operated by the companies. The FSC believes this will expand opportunities to finance SMEs through the capital market and those companies will earn experience in managing funds related to SMEs.</p> <p><i>(Source: The Korea Times, 15 April 2016)</i></p>  |

“Let’s get physical”



Comedian Nabil Ahmad says it’s been a steep learning curve venturing into the fitness business with Gymba Studio at One Avenue, Bandar Utama. But he’s still at it, still working at making it pay off. It started off as a convenient arrangement. When he settled down, he was going to the gym downstairs to keep himself in shape. He realised that as he was getting fitter, his wife was getting fatter.

As it happened, there was a vacant space above the gym, so he decided to start a dance studio and put his wife in charge. That way, she got to do two things: exercise and run the studio. It sounded like a perfect arrangement. In Malay, Gymba (Gimba) means having fun. He wants everyone to have a good time at Gymba Studio, whether they are taking Muay Thai, Zumba or yoga. The catchy name will help people remember it better.

He would love to expand Gymba Studio into a chain in every state and make it a franchise. Currently he already has a few investors who are interested to work together. But at this point, He has to look at various aspects of the business, like profitability, targeted customers and service.

*Source: [www.thestar.com.my](http://www.thestar.com.my)*

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