

# SME WEEKLY NEWS

(25 July 2016 –29 July 2016)

Countries	Highlights
<p><b>MALAYSIA</b></p> <p><b>CGC sees steady growth for SMEs with OPR cut</b></p>	<p>Credit Guarantee Corporation Malaysia Bhd (CGC) expects continued steady growth for Malaysian SMEs, saying the recent Overnight Policy Rate (OPR) cut will positively impact business sentiment as it will reduce their financing cost. President and Chief Executive Officer of CGC, Mohd Zamree Mohd Ishak said the corporation would continue to provide competitive financing at a reasonable cost for Malaysian SMEs. Following the central bank's decision to cut the OPR by 25 basis points (bps), he said CGC has reduced the financing cost for its 'BizMula-I' and 'BizWanita-I' direct financing products by 20 bps. Through its Tabung Projek Usahawan Bumiputera-i (TPUB-i), CGC has been providing financing to contractors who have secured contracts from the government and GLCs. The corporation is also supporting Malaysian SMEs in the Pengerang Integrated Petroleum Complex, citing the MoU signed with Johor Petroleum Development Corporation (JPDC) in June 2016.</p> <p style="text-align: right;"><i>(Source: The Borneo Post, 26 July 2016)</i></p>
<p><b>MALAYSIA</b></p> <p><b>Maxis, Vodafone bring IoT solutions to Malaysia</b></p>	<p>Maxis Bhd is teaming up with global telecommunications firm, Vodafone to provide Internet of Things (IoT) solutions to local businesses, especially SMEs. The IoT is about connecting devices over the internet, allows objects to be sensed and controlled remotely across existing data networks, to improve efficiency, enhance customer experience, as well as automate processes. The technology is currently used in many sectors including automotive, security, manufacturing and logistics to improve efficiency and reduce cost. In Asia-Pacific, the adoption of the IoT stands at 35%, which is the highest globally, underpinned by huge investment from China, Japan and South Korea in this area, but Malaysia is still behind the curve. Maxis's Head of New Business Enterprise Claire Featherstone said business-to-business (B2B) opportunity is expected to generate nearly 70% of potential value enabled by the IoT solutions.</p> <p style="text-align: right;"><i>(Source: The Edge Markets, 29 July 2016)</i></p>
<p><b>SINGAPORE</b></p> <p><b>EVVO Cybersecurity to help SMEs in Singapore improve their security posture</b></p>	<p>EVVO Cybersecurity has launched a Security Operations Centre (SOC) to cater to SMEs in Singapore. The facility will function as EVVO Cybersecurity's threat defence and mitigation facility. It will leverage automation software such as assigning automated, playbook-based workflows to incidents for immediate and scalable response. This will also enable EVVO Cybersecurity to increase productivity and accuracy, thus enabling them to track and improve processes over time. Automation of SOC will not only optimise costs and reduce reliance on manpower, but also dedicate more time to customise security protection for customers. To empower SMEs to go beyond the traditional SOC functions of merely monitoring perimeter security, EVVO Cybersecurity is also offering EVVO360, a cybersecurity analytics platform, and a suite of cybersecurity intelligence solutions.</p> <p style="text-align: right;"><i>(Source: MIS Asia, 26 July 2016)</i></p>

<p><b>THAILAND</b></p> <p><b>Further assistance by Thai Government to SMEs</b></p>	<p>The government continues to help small business operators by endorsing the proposal of the SME Promotion Committee to lend up to one million baht from the SME Recovery Fund. The director of the Office of SMEs Promotion Committee, Mrs. Salinee Wangtal said SMEs eligible to loans from the fund must be evaluated to have potential to run their businesses. Each SME can borrow up to one million baht with no interest for seven years, she said. She added that the office has set a target to increase the country's SME GDP to 50% of the national GDP by the year 2019.</p> <p style="text-align: right;"><i>(Source: Thai Visa News, 29 July 2016)</i></p>
<p><b>PHILIPPINES</b></p> <p><b>Philippines President announces plan to develop financing packages for SMEs</b></p>	<p>President of Philippines, Rodrigo Roa Duterte announced that Government Financing Institutions shall develop financing packages to capacitate the country's small and medium entrepreneurs. Duterte says his administration will continue and maintain current macroeconomic policies, and will achieve this through prudent fiscal and monetary policies that can help translate high growth into more and better job creation and poverty reduction. The President says his administration will lower personal and corporate income tax rates and relax the bank secrecy laws. Reforms to ensure competitiveness and promote ease of doing business will be mandatory, said the President. "We shall enhance local business environment by addressing bottlenecks in business registration and processing, streamlining investment application process and integrate the services of various government offices," said Duterte.</p> <p style="text-align: right;"><i>(Source: SMB Asia, 26 July 2016)</i></p>

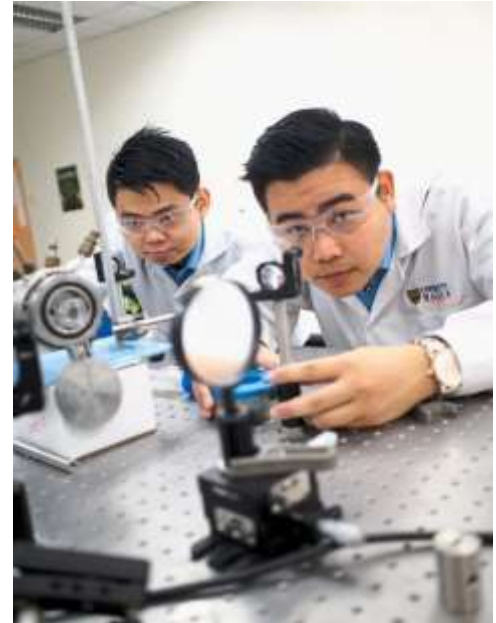
## YOUNG AND INDOMITABLE

Dr. Ho Wai Loon, 28, started Abbe Group in 2015 with schoolmate, Ooh Wei Chee. The firm provides R&D and consultancy services related to industrial processes for a host of industries from semiconductor and automotive, to pharmaceutical and oil and gas (O&G). “We begin by addressing the core needs of the customer, whether this is to build a great product, speed up a process, improve efficiency or reduce cost. We also provide one-stop industrial automation spare-parts supplies at competitive prices, with prompt delivery,” says Ho.

As they don’t have the resources yet to set up their main manufacturing plant or buy their own R&D equipment, Ho and Ooh rely on partnerships with companies and universities with the relevant expertise in fulfilling their contracts. According to Ho, who has a PhD in theoretical physics (intense laser field), this type of collaboration allows academics to work on real-world problems encountered by the private sector.

The fees for the services that Abbe Group offers range from just RM500 to RM200,000. Last year, they collaborated with a Singapore-based company in designing and fabricating ball-bearings for ships ferrying O&G parts. Expecting to achieve RM1mil in revenue by year-end, Ho says they are currently involved in a project to develop an industrial machine for a client. The works undertaken for the project include consultancy on the design, calculations and simulations, and the development of hardware and software.

Right now, Ho operates out of a rented shop in Seremban, Negeri Sembilan, with just three workers. He says their next step is to raise funds as they frequently import the latest products. “We hope to hire local talents to help us grow the company,” he adds.



*(Source: The Star, 25 July 2016)*

Economics and Policy Planning Division  
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