

SME WEEKLY NEWS

(5 December 2016 – 9 December 2016)

Countries	Highlights
<p>MALAYSIA</p> <p>MATRADE eyes 10% rise in export sales under BWEDP next year</p>	<p>MATRADE is targeting a 10% rise in export sales from SMEs in 2017 under its Bumiputera & Women Exporters Development Programme (BWEDP). Chairman of MATRADE, Datuk Noraini Ahmad said throughout 2016, companies under the BWEDP generated RM50.78 million in export sales. The target is achievable with continued guidance from MATRADE, promotional activities & wider business networking among these companies with foreign countries.</p> <p><i>(Source: Bernama, 7 December 2016)</i></p>
<p>MALAYSIA</p> <p>RHB teams up with Baker Tilly Malaysia to offer customers 'tax diagnosis' services</p>	<p>Accounting and business advisory company Baker Tilly Monteiro Heng (Baker Tilly Malaysia) has entered into a strategic partnership with RHB Bank Bhd to offer the bank's premier customers access to 'tax diagnosis' services. Under the agreement, Baker Tilly Malaysia will extend an 'exclusive health-check' service which includes corporate tax diagnosis and health check; individual tax assessment and positional review; and GST positional review and assessment to RHB Bank's customers in the premier bracket. RHB's Group Retail Banking executive director and head, U Chen Hock, said that 50% of premier account holders are owners of businesses (SMEs), and this is part of the bank's efforts to offer value-added services to its clientele.</p> <p><i>(Source: New Straits Times, 8 December 2016)</i></p>
<p>MALAYSIA</p> <p>CGC projecting RM100 million fund to grow by 30% in 2017</p>	<p>Corporate Guarantee Corporation Malaysia Bhd (CGC) expects to see its direct lending fund of RM100 million grow by at least 30% in 2017. The revolving direct lending fund, targeting Malaysian SME-startups, has been steadily growing since it began with a RM30 million allocations in 2014. In 2015, the amount increased to RM65 million, and this year, it hit the RM100 million mark. Chief Business Officer of CGC, Leong Weng Choong said that CGC will be launching a new fund in 2017 targeting Bumiputera SMEs.</p> <p><i>(Source: New Straits Times, 8 December 2016)</i></p>
<p>MALAYSIA</p> <p>Pos Malaysia plans up to RM200 million expansion amid e-commerce boom</p>	<p>PosLaju, a wholly-owned subsidiary of Pos Malaysia Bhd is planning to spend up to RM200 million to build three more integrated parcel centres or IPCs to expand its express and courier service's capacity. PosLaju currently has one IPC, which it termed as a "fully-automated" centre as it relies heavily on automated sorting machines with just 20% manual intervention. Pos Malaysia's head of courier postal & courier commercial Zummy Zuheidy Md Suhor said the expansion is deemed necessary in the face of the tremendous growth of e-commerce and to enhance its services as the main postal provider in Malaysia with the majority of customers from the corporate sector, robust technology and e-commerce growth have led to a rapid increase in demand.</p> <p><i>(Source: The Edge Markets, 8 December 2016)</i></p>

<p style="text-align: center;">THAILAND</p> <p>Alibaba agree to support Thai SMEs</p>	<p>The government of Thailand clinched a letter of intent with Chinese e-commerce giant, Alibaba Group on the cooperation, expansion and promotion of Thai SMEs. The letter of intent also calls for Alibaba's assistance in developing Thailand's digital human resources and logistics systems and invites the Chinese firm to invest in Thailand's ambitious Eastern Economic Corridor (EEC), which will run through Chon Buri, Rayong and Chachoengsao provinces. The corridor has been designated for development as a high-tech industry cluster, with an eye towards becoming Asean's leading economic zone for industrial, infrastructure and urban development.</p> <p style="text-align: right;"><i>(Source: The Bangkok Post, 8 December 2016)</i></p>
<p style="text-align: center;">SINGAPORE</p> <p>Drop in delinquent debt among SME in 3Q 2016</p>	<p>DP Information Group (DP Info) noted that the proportion of delinquent debts among firms fell from 49% in the first quarter to 48% in the second, to 46% in the three months to 30 September 2016. A delinquent debt is one that has not been paid after the due date. Mr Nick Boyle, managing director for South-east Asia and emerging markets at Experian, DP Info's parent, said that they are seeing greater pre-emptive action by SMEs to avoid being landed with bad debts with includes more frequent credit checks and the sharing of payment intelligence between SMEs through the DP SME Commercial Credit Bureau.</p> <p style="text-align: right;"><i>(Source: The Straits Times, 8 December 2016)</i></p>
<p style="text-align: center;">PHILIPPINES</p> <p>Enchanted Kingdom hosts MSMEs under Go Lokal project</p>	<p>The Department of Trade and Industry (DTI) has inked an agreement with Enchanted Kingdom, the biggest theme park in the Philippines, for its Go Lokal Store project. The DTI said Enchanted Kingdom is among the first retail players that supported the agency's Go Lokal Store initiative which seeks extensively to promote locally-made quality products of micro, small, and medium enterprises (MSMEs) through a dedicated store space. Enchanted Kingdom selected 25 MSME suppliers from various regions that will be featured in the theme park. The Go Lokal project is a DTI initiative that intends to give greater market access to MSMEs by making their products available to the mainstream market.</p> <p style="text-align: right;"><i>(Source: The Philippine Star, 10 December 2016)</i></p>

BORN TO BE AN EDUCATOR



Founder of My AOne Learning Sdn Bhd, Dr. Darren Gouk Shiou Wah, started his online website for classes and instructors. Starting when he was tutoring as an undergraduate, majoring in chemistry in a local university by providing chemistry lessons to A-Level students, he was able to earn pocket money while deepening his interest in the subject. When he completed his doctoral degree in 2009, he attended a free Internet seminar through a friend's recommendation. The very next day, he created a website called AOne Tutor to help students to find tutors. After a few years of validating the idea, improving

the website and developing his own app, he started his current company in 2015 with another partner.

Now, his business has over 4,000 tutors and instructors from various academic fields to non-academic with skills in areas such as swimming, yoga, music, cooking and others. Using a subscription model, these instructors can enroll for free but they will have to subscribe to the app when they enroll a student as their client. As for the clients, they will get to use it for free. Apart from that, his business will help these instructors to promote their classes on the portal and obtain a commission for every sale. His business has a wide range of clientele, from parents looking for tuition or any other type of lesson for their kids, to adults who are looking for fitness classes or self-enrichment courses. In order to build a healthy company culture and working environment, strengthen the bond among employees and keeping them healthy, Dr. Darren will arrange for weekly activities for their employees by collaborating with corporates and instructors (mostly in the fitness and wellness-related fields).

"I believe that if you have not received much rejection, this may suggest that you have not been aggressive enough in growing your business to another level. Also, one cannot go back to make a brand new beginning, but one can always start now to make a brand new ending," he said. He also admire chairman of Alibaba Group, Jack Ma for his resilience and never-give-up spirit, which transformed him from a school teacher to the founder of the tech giant Alibaba.

(Source: The Star, 5 December 2016)

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