

GOVERNMENT GRANTS & FINANCING SEMINAR FOR SMEs 2017

ACCESS TO FINANCING YOUR BUSINESS

29 & 30 March 2017 (Wednesday & Thursday),
Pullman Kuala Lumpur Bangsar

Gain access to alternate financing to grow your business! Apart from conventional bank loans, Small & Medium Enterprises (SMEs) in Malaysia can obtain financing from alternate sources, including grants and financial schemes.

This Seminar explores the various grants made available by the Malaysian government and other alternative avenues of financial assistance, as well as the application procedures for securing these sources of financing. Presented by senior officials from various government organisations and other agencies, the seminar will ensure that you obtain the latest and most credible guidance to securing finance.

Don't let the tight liquidity today force you to shelve your expansion plans. Book your seat now and get updated on the current SME-based financial offerings available to you.

SEMINAR OBJECTIVES

- This seminar seeks to assist SMEs by:
- Providing an update on the various grants, financial schemes and other assistance offered to Malaysian organisations
 - Highlighting the application procedures for the grants, financial schemes and other assistance offered

WHO SHOULD ATTEND

- Owners of SMEs
- CEOs and CFOs
- Directors
- Business Advisors
- Business Development Managers
- Managers and Executives who handle Finance/Grants/Operations
- Accountants



SEMINAR OUTLINE

DAY 1

- 8.00am Registration and Welcome Refreshments
- 9.00am **Session 1: Crafting an Effective Proposal for Funding**
While ample business funding is available in Malaysia, businesses need to know the art of drafting an effective proposal in order to secure financing. This session shares important tips that will help SMEs create an application for funding that will appeal to lenders and investors.
SPEAKER
Peter Phang, Advisor for Secretariat for the Advancement of Malaysian Entrepreneurs (SAME)
- 10.00am Networking and Morning Refreshments
- 10.30am **Session 2: Credit Reporting—Bridging the Information Gap**
This session will help SMEs to enhance their creditworthiness by:
 - Understanding how credit reporting works
 - Knowing the tools used to ascertain creditworthiness, in order to comply with credit requirements
 - Managing business credit risks
SPEAKER
Representative from CTOS Data Systems Sdn Bhd
- 11.30am **Session 3: SME Corp.—Financing Gateway**
 - Business Accelerator Programme
 - Enrichment and Enhancement Programme
 - Shariah Compliant SME Financing Scheme
 - SME Competitive Rating For Enhancement
SPEAKER
Mohd. Rithauddeen Makip, Senior Director, Business Advisory & Support, SME Corporation Malaysia (SME Corp)
- 12.30pm Lunch
- 2.00pm **Session 4: Financing Schemes for Bumiputera**
 - SME Scheme
 - PROSPER Runcit
 - PROSPER Pemborong
 - PROSPER Usahawan Muda
 - PROSPER Teras
SPEAKER
Noorhazreen Ghani, Manager, Entrepreneur Development & Promotion Unit, Perbadanan Usahawan Nasional Berhad (PUNB)
- 3.00pm **Session 5: MIDF—Solution to Your Financial Challenges**
 - Soft Loan Scheme for SMEs
 - SME Emergency Fund
 - Soft Loan Scheme for Automation and Modernisation
 - Soft Loan Scheme for Services Sector
 - Soft Loan Scheme for Services Capacity Development
SPEAKER
Fadzlan Abu Bakar, Head, Marketing & Product Development, Malaysian Industrial Development Finance Berhad (MIDF)
- 4.00pm **Session 6: Access to Credit with Inadequate Collateral**
 - Conventional Schemes
 - Islamic Schemes
 - Government Funded Schemes
 - Direct Financing
 - Rebate Mechanism
SPEAKER
Representative from Credit Guarantee Corporation Malaysia Bhd (CGC)
- 5.00pm Evening Refreshments and End of Day 1

DAY 2

- 8.00am Registration and Welcome Refreshments
- 9.00am **Session 7: Funds and Incentives for Domestic Investment**
 - Domestic Investment Strategic Fund
 - Other funds
SPEAKER
Representative from Malaysian Industrial Development Authority (MIDA)
- 10.00am Networking and Morning Refreshments
- 10.30am **Session 8: Updates on Technology Grants**
 - Technology Acquisition Fund (TAF)
 - Commercialisation of Research & Development Fund (CRDF)
 - Business Growth Fund (BGF)
 - Business Start-up Fund (BSF)
 - Business Expansion Fund (BEF)
SPEAKER
Representative from Malaysian Technology Development Corporation Sdn Bhd (MTDC)
- 11.30am **Session 9: Assistance to Technopreneurs**
 - Introduction to Cradle's CIP300
 - Angel Tax Incentives
 - Coach and Grow Programme
SPEAKER
Farrah Azlin Alias, Investment Manager, Cradle Fund Sdn Bhd
- 12.30pm Lunch
- 2.00pm **Session 10: Updates on Export Assistance**
 - Market Development Grant (MDG)
 - Services Export Fund (SEF)
 - Mid-Tier Companies Development Programme
SPEAKER
Representative from Malaysia External Trade Development Corporation (MATRADE)
- 3.00pm **Session 11: Financing Schemes for Business in Transformation**
 - Franchise Scheme
 - Pre-IPO Scheme
 - Mezzanine Scheme
SPEAKER
Representative from Perbadanan Nasional Berhad (PNS)
- 4.00pm **Session 12: Help from the Angels**
 - Angel Investing
 - Venture Capital
SPEAKER
Representative from Proficeo Consultants
- 5.00pm Evening Refreshments and End of Seminar



SPEAKERS



PETER PHANG

Peter Phang is the Advisor for SAME, and Executive Director of UniPacific Corporate Services Sdn. Bhd. and its group of companies, specialising in accounting, taxation and company secretarial services. He was the former and founding country director of the Hong Kong Trade Development Council (HKTDC) for Malaysia, and has vast business experiences in SME Funding, Market Development, Products & Services Marketing, Company Secretarial, Corporate Consultancy and Company Restructuring. He is also a board member of Tenby Schools, Setia Eco Park and acts as advisors for PROMAS and several other NGOs. Peter holds a Bachelor of Business Administration from Curtin University of Technology, Australia, and is a Company Secretary.



MOHD. RITHAUDDEEN MAKIP

Mohd. Rithauddeen is currently the Senior Director of business advisory & support with the SME Corp., responsible for providing business advisory as well as nurturing and developing competitive SMEs through specific capacity building programmes and financial assistance. He represented Malaysia in APEC SME Working Group, ASEAN SME Working Group, FTAs, other bilateral relationships and is currently the co-chair of ASEAN-Korea Working Group of Economic Cooperation. Prior to joining SME Corp., he was the Vice President of Channel Management at a reputable bank in Malaysia overseeing the branch development, physical and virtual touch points of the bank. He has held various positions and responsibilities in various departments and financial institutions in his 12 years within the banking sector. He holds a Bachelor of Management Studies in Management System and Marketing from University of Waikato, New Zealand.



NOORHAZREEN GHANI

Noorhazreen is currently Manager, Entrepreneur Development & Promotion Unit, PUNB. She has served PUNB since 2001. Prior to joining PUNB, she was with Malaysian Technology Development Bhd dan HLG Securities.



FADZLAN ABU BAKAR

Fadzlan is the Head of Marketing and Product Development at Malaysian Industrial Development Finance Berhad (MIDF), where his main role is to promote the availability of various Government Financial Assistance Programmes to the targeted group mainly in the manufacturing and services sectors.

He obtained his Degree in Finance & Investment in 1998. Right after graduation, he joined Ban Hin Lee Bank in 1999 as the Trade Finance Executive where he handled import and export transactions. He later gained his credit experiences in various local and foreign financial institutions prior to his appointment by MIDF in October 2008.



FARRAH AZLIN ALIAS

Azlin is an Investment Manager with Cradle Fund Sdn Bhd. She has diverse experience in technology start-ups, technology evaluation, technology transfer, manufacturing processes, factory setup, patent specification drafting & intellectual property, and microelectronics such as VLSI (Very-Large-Scale-Integration) circuit layout and verification in CMOS (Complementary Metal Oxide Semiconductor) technology. She also holds a US Patent on Transimpedance Amplifier. Prior to joining Cradle in 2012, she started her career in 2001 as a VLSI design engineer at a Cyberjaya-based tech start-up. Being a pioneer in the tech start-up, her role grew from engineering to handling other areas of the business including fund raising. She continued her career with several other electronic manufacturing start-ups and was responsible for technology transfers from USA, East Europe and China to Malaysia.

PARTICIPANTS' DETAILS

Participant 1 Full name as per I/C (Dato' / Datin / Dr / Mr / Mrs / Ms): ☐ Vegetarian Meal

Membership No.:

Designation: Email:

☐ Member ☐ Non-member ☐ Sponsored Staff¹

(Sponsoring MIA member's name & membership no.)

Participant 2 Full name as per I/C (Dato' / Datin / Dr / Mr / Mrs / Ms): ☐ Vegetarian Meal

Membership No.:

Designation: Email:

☐ Member ☐ Non-member ☐ Sponsored Staff¹

(Sponsoring MIA member's name & membership no.)

Participant 3 Full name as per I/C (Dato' / Datin / Dr / Mr / Mrs / Ms): ☐ Vegetarian Meal

Membership No.:

Designation: Email:

☐ Member ☐ Non-member ☐ Sponsored Staff¹

(Sponsoring MIA member's name & membership no.)

ORGANISATION'S DETAILS

Organisation:

Industry: Contact Person:

Address:

Email: Tel: Fax:

TAX INVOICE to be issued under:

☐ Company

☐ Individual Signature & Company Stamp:

PAYMENT DETAILS

Payment by Cheque

Bank & Cheque No.: Amount RM:

Payment by Credit Card ☐ Visa ☐ Master

Cardholder's Name:

Card No.: Expiry Date:

I Authorise Payment of RM:

Cardholder's Signature: Date:

SEMINAR FEES

Member	RM 636
MIA Member Firm's Staff or Sponsored Staff ¹	RM 742
Non-member	RM 901

The above programme fee is inclusive of 6% GST.

SEMINAR DETAILS

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Pullman Kuala Lumpur Bangsar

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GST No. : 000955203584

IMPORTANT NOTES:

Registration is on a first-come-first-served basis.
Only fully completed registration form will be processed.

TERMS & CONDITIONS

PROGRAMME FEE

- Fee is payable to **MALAYSIAN INSTITUTE OF ACCOUNTANTS**
- Fee includes course materials, lunch and 2 tea breaks per day.
- Full payment of the above amount shall be made within thirty (30) days from the date of the Payment Advice or on the day of the event, whichever earlier.
- Admittance may be denied upon failure to make full payment as per the above requirement.

CANCELLATION/ TRANSFER

Upon registering, participant(s) are considered successfully enrolled in the event. Should participant(s) decide to cancel/transfer their enrolment, a cancellation/transfer policy shall be applied as follows.

- a) Written cancellation/ transfer received less than seven (7) days from the date of the event:
- A refund (less administrative charge of 20%) will be made
 - Unpaid registrations will also be liable for 20% administrative charges
- b) Written cancellation/no show on the day of the programme:
- No refund will be entertained
 - Unpaid registrations will also be liable for full payment of the registration fee
 - Partial cancellation is not allowed

You can substitute an alternate participant if you wish to avoid cancellation/transfer charges.
Any difference in fees will be charged accordingly.

***Please select the participant classification carefully as it determines the fee payable. No alteration will be allowed after the registration is accepted. Terms and conditions apply.**

¹The Sponsored Staff must report directly to the sponsoring MIA member in his/her firm or company.

CERTIFICATE OF ATTENDANCE AND CPE HOURS

- Upon full attendance of the programme, participants will be issued an "E-certificate". Participants will receive an email with a download link and are required to download the e-certificate within 30 days. For this purpose, it is **COMPULSORY** to fill in the email address clearly.
- For MIA members, the CPE hours will be credited into the Membership System within 2 weeks of the event.

DATA PROTECTION

Personal Data is gathered in accordance with the Personal Data Protection Act 2010 (Act 709).

DISCLAIMER

Malaysian Institute of Accountants (MIA) reserves the right to change the speaker(s), date(s) and to cancel the programme should circumstances beyond its control arises. MIA also reserves the right to make alternative arrangements without prior notice should it be necessary to do so. Upon signing the registration form, you are deemed to have read and accepted the terms and conditions.