

Memacu Agenda Bumiputera

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- > **Ke Arah Pekerjaan Berpendapatan Tinggi**
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Initiatives to Drive the Growth of Bumi Companies



Abdul Mushir Che Chik
Senior Director,
Entrepreneurship Division

TERAJU has been introducing new initiatives constantly to drive the growth of Bumiputera companies.

Its flagship initiatives include the High Performing Bumiputera Companies (TeraS) programme, which was launched in July last year to identify high-potential Bumiputera companies and help them to achieve a marked improvement in their business through merit-based access to enablers and opportunities.

According to its Senior Director of Entrepreneurship Division Abdul Mushir Che Chik, TERAJU will assist 1,100 Bumiputera companies under this special scheme to grow and become potential regional players.

“We are targeting Bumiputera-owned companies that have high potential for growth over the next five to ten years. We want them to grow beyond local markets and cater to wider global markets.

“Until December 2012, a total of 300 Bumiputera companies have been accepted into the programme,” he continued.

TeraS companies get access to new business opportunities, funding, talent supply as well as coordination of various ancillary business advisory services from various Government agencies. TERAJU is collaborating with other Government agencies and ministries to provide business opportunities and enablers to fit the specific needs of TeraS companies.

“Although the implementation of the TeraS programme is still in its infancy, TeraS companies have already shown high revenue growth.

“TERAJU is devising a strategy to develop the export potential of these companies and also working with them to set KPIs so that we are able to monitor their progress and make sure they achieve the yearly targets,” Mushir said.

“Having Bumiputera-controlled companies are important to enable Bumiputera to move up to management position, attain high-paying jobs and increase Bumiputera equity ownership. The SJJB aims to increase Bumiputera equity ownership in listed companies,” expressed Mushir.

Through the assistance of the SJJB Secretariat, companies under this programme would have a concrete plan to be listed on Bursa Malaysia within 24 months.

“The Secretariat will work with the appointed merchant bank and Security Commission (SC) to undertake a gap analysis. From there,

we will work closely with the SJJB company to close the gap and expedite the listing process,” Mushir explained.

In terms of funding, TeraS companies can apply for the Facilitation Fund or the recently launched TeraS Fund, a RM500 million Islamic loan facility by TERAJU and SME Bank and RM520 million loan facility by TERAJU and RHB Islamic Bank.

Mushir said that the TeraS Fund has received overwhelming response with over RM200 million of loan being processed by SME Bank to date.

He also applauded the announcement by the Prime Minister during Budget 2013 to extend the duration of the Working Capital Guarantee Scheme until 31 December 2013 and it will be offered to TeraS companies and other Bumiputera firms.

“The extension will definitely provide more time for Bumiputera companies to access the unutilised fund,” said Mushir.

For more details on the TeraS and SJJB programmes, kindly visit TERAJU website (www.teraju.gov.my).



The TeraS team meets up regularly with TeraS companies

A total of **29** loan applications under the TeraS fund, valued at RM202 million have been approved to date. **13** TeraS companies have applied for the Working Capital Guarantee Scheme and **7** Bumiputera companies have been listed on Bursa Malaysia under the scheme Jejak Jaya Bumiputera programme.

QUICK LOOK: TERAS PROGRAMME Who is Eligible?

Applicants who meet the following criteria:

- Bumiputera equity 60% and above.
- SCORE rating of 3 star and above by SME Corp, MDEC, CIDB (or other certifying bodies).
- Must not be a subsidiary of a GLC / MNC. (associate companies are eligible)
- CEO/MD must be Bumiputera.
- Majority of the management team is Bumiputera.
- Established Bumiputera company with good financial track record.
- Core business should preferably be in the NKEA sectors.
- Good credit rating

Facilitation Fund Boosts Bumi Participation in Economic Activities



Shahriman Mokhtar
Director,
Funding and Financing

TERAJU has been aggressively pushing its Facilitation Fund to Bumiputera companies through its nationwide roadshow.

“Funding is crucial to increase Bumiputera participation in high value projects with large spill-over effects.

“To date, 38 Bumiputera private finance initiative projects worth RM1.66 billion have been approved for funding, which involves a total fund of RM227.3 million,” said Shahriman Mokhtar, Director of Funding and Financing of TERAJU.

According to Shahriman, response to the RM2 billion Facilitation Fund has been encouraging ever since the Prime Minister Dato’ Sri Najib Tun Abdul Razak announced it in August last year. A total of RM100 million from this fund has also been allocated to each economic corridor in order to decentralise the fund, as well as to enable the corridors to identify projects that are qualified for the grant.

The Facilitation Fund is part of the RM20 billion facilitation fund under the Tenth Malaysia Plan and it is managed by TERAJU and the Public-Private Partnership Unit (UKAS).

“After fine-tuning the scope and criteria with UKAS, applications have been pouring in every month beginning October 2011. Until December last year, we have already received over 80 project proposals worth over RM4.3 billion,” Shahriman added.

TERAJU has been working diligently to scrutinise these applications to ensure that they meet the stipulated conditions for funding.

“Generally two-thirds of the applications received met the necessary scope and criteria. As each project has its own merits, the evaluation is done on a project to project basis.

“After a preliminary assessment, most applicants do meet the minimum criteria. However, the amount of fund approved depends on the items submitted for reimbursement,” explained Shahriman about the success rate of the application of the Facilitation Fund.

Besides providing support for the Bumiputera Privately-Funded Initiatives (PFI), the fund also served as a catalyst for Bumiputera

private investment in strategic sectors with a minimum project value of RM5 million and at the same time, delivering additional incentives for companies seeking facilitation and assistance under TERAJU’s programmes.

Bumiputera entrepreneurs agree that the initiative will greatly assist them especially in securing balance of financing from financial institutions. The fund will definitely boost Bumiputera participation in economic activities all over the country and the implementation of Bumiputera private sector projects.

“With the lowering of threshold from RM20 million to RM5 million, we can expect to see greater participation by Bumiputera led projects as they are likely to secure balance of financing once they received conditional approval,” Shahriman said.

Bumiputera companies are strongly encouraged to apply for the Facilitation Fund. Visit www.teraju.gov.my for the application form and other details. For further inquiries, you can also contact the funding team.

TERAJU Facilitation Fund to support Bumiputera PFI

	OPEN	BUMIPUTERA	
Minimum project cost	RM100 mil	RM5 mil - RM50 mil	Above RM50 mil
Approval level	UKAS	Committee at Economic Corridor level / HQ	UKAS
Scope	Infrastructure	Infrastructure, machinery and fittings	
Fund limit	10% project cost	15% project cost	

38 Bumiputera private finance initiative projects worth **RM1.66 billion** have been approved for funding, which involves a total fund of **RM227.3 million.**

QUICK LOOK: FACILITATION FUND Who is Eligible?

Applicant which meets the following criteria:

- The effective Bumiputera shareholding in the company is at least 51 percent (Priority given to companies within the TeraS programme);
- For a Public Listed Company (PLC), at least 35% effective Bumiputera shareholding and the CEO/MD or highest management position must be a Bumiputera;
- Company’s investment value in project should be at par or more than 50% of total fund applied;
- Has the required capacity, ability, skills and experience required for project execution;
- Has strong financial position and able to secure commercial financing for the project.