

Document:	Welcome Remarks by Datuk Seri Tajuddin Atan CEO of Bursa Malaysia
Event:	Going Public: Unlocking the Potential of SMEs
Date:	6 December 2018 (Thursday)
Time:	9.30am - 9.40am
Venue:	Conference Hall, Bursa Malaysia Berhad

Yang Berhormat Datuk Seri Mohd Redzuan Yusof
Minister of Entrepreneur Development

Yang Berusaha Puan Wan Suraya Wan Mohd Radzi
Secretary General, Ministry of Entrepreneur Development

Yang Berusaha Cik Normah Osman
Deputy Secretary General, Ministry of Entrepreneur Development

Yang Berusaha Encik Muhammad Razman Abu Samah
Deputy Secretary General,
Ministry of Entrepreneur Development

Respected Speakers

Distinguished Guests

Ladies and gentlemen

Assalamualaikum warahmatullahi wabarakatuh and a very good morning.

1. On behalf of Bursa Malaysia, I would like to welcome all participants to today's **inaugural forum entitled 'Going Public: Unlocking the Potential of SMEs'**.
2. Held in collaboration with the **Ministry of Entrepreneur Development ("MED")**, I have no doubt that today's forum will be a worthwhile experience that will enrich you with a better understanding of using the capital market to drive growth that will see your companies soar to greater heights.
3. The development of a strong and dynamic SME sector has long been a priority and national agenda that will help contribute towards the creation of a vibrant and sustainable economy.

4. However, the policy space to foster SME contribution is complex which requires to a great degree, a conducive framework and access to strategic resources such as financing, training programs, tax policies and technology advancement.
5. Hence, with the re-establishment of MED, we are optimistic and encouraged by the commitment shown by the Ministry towards a holistic, integrated and targeted development of entrepreneurs and SMEs, which will pave the path of new opportunities and growth for our capital market.

Ladies and Gentlemen

6. Having spent close to 8 years at Bursa Malaysia, I have personally observed how companies and their investors have benefitted from their evolution of being a private company to a public listed company (“PLC”).
7. As companies grow larger and become increasingly more complex, there comes a realization that it takes much more than just pure funding to achieve sustainable growth.
8. Successful PLCs have had to continuously strengthen their foundations, giving them a solid footing to achieve the necessary efficiencies. Today, most of these companies display similar fundamentals.
 - Their business strategies are more focused and understood;
 - Accounting policies are sharpened;
 - A strengthened management team;
 - A knowledgeable and an increasingly independent board;
 - Improved corporate governance
9. All these things, once combined and institutionalized, creates a much stronger and competitive company.
10. As such, taking your company public is more than just giving you access and opportunity to raise capital. Being listed will also instill the necessary discipline to adopt a framework that will have a positive effect on your company.

11. Having said that, many entrepreneurs still find the process of becoming a public company daunting. The perceived weight of additional regulation and increased public scrutiny are among the multitude of reasons for why companies may choose not to go public.
12. We also repeatedly hear companies shying away from capital markets because they carry the perception that “getting listed on the stock exchange is only for big players and not for small companies.”
13. Let me assure you that you do not have to be big if you want to list on Bursa Malaysia. Getting listed does not necessarily have to involve high transaction costs or long and complex listing process.
14. The LEAP Market for example, was developed to allow SMEs at the early stage of their business access to the capital market. It’s listing framework was conceptualized to allow SMEs to list at **lower cost** and based on **a light-touch listing regime** allowing for a **faster time-to-market**.
15. We strive to be your **trusted growth partner**, continuously playing an active role to ensure a right balance between investor protection and creating an **attractive alternative funding platform** that can unlock your company’s competitive potential. Having the right balance is important as it serves to not only benefits our PLCs, but also good for our market and investors.
16. Our efforts are aimed towards providing businesses the ability to access capital, through a platform that also gives you **greater visibility, enhanced credibility and connect you to a wider network**.

Ladies and Gentlemen,

17. Today’s forum will give you an overview of how you can use our fundraising platforms to help drive growth through the capital market. You will get to hear first-hand fundraising experiences from companies on Bursa Malaysia’s 3 markets, namely the Main Market, ACE Market and LEAP Market, each fundraising platform catering for companies with different needs.

18. I also encourage you to approach our IPO Marketing team for a **free consultation** and guidance on the listing process. We are here to assist you to move to the next level and my team is on hand to answer any of the questions you may have with regards to listing and recommend solutions on issues that you may encounter.
19. We take immense pride in our achievements in **Islamic Capital Market, corporate governance and sustainability**. In fact, in the area of CG, I'm happy to learn that Malaysia has improved its CG ranking, climbing two notches to fourth place from sixth, after Australia, Hong Kong and Singapore in the biennial CG Watch 2018 ranking report that was issued yesterday. This is indeed an encouraging recognition and is a testament on the optimism over the leadership change, as well as tangible improvements to enforcement and reporting in the CG landscape.
20. Through our post-listing initiatives, we continuously offer guidance on best practices, especially in the areas of integrated reporting and corporate governance that will give you additional mileage to help profile you both locally and abroad.

Ladies and Gentlemen

21. Regardless of what mode of funding that best suit your needs at the moment, bear in mind that our ultimate goal is to see you succeed and join us at Bursa Malaysia at some point in the future.
22. We are here to serve you where and when you need us, assisting companies of all sizes to move forward in "**Creating Opportunities, Growing Value**" for all.
23. With that in mind, do make use of the discussions here today to learn all you can from all the distinguished speakers who will be taking the time to share information, their knowledge and their valuable experiences.
24. In closing, I would like to thank the Ministry of Entrepreneur Development for their kind support to Bursa Malaysia. I'm certain that with the Government's aspiration and plans for SMEs, it will help aspiring entrepreneurs to scale up

their businesses and be better prepared in embarking on their listing journey with Bursa Malaysia.

Thank you

Wabillahi taufiq wal hidayah wassalamualaikum warahmatullahi wabarakatuh