



马来西亚中华总商会

**ACCCIM Malaysia's
Business and Economic
Conditions Survey
(M-BECS) Report
(1H 2022 and 2H 2022F)**

**中总2022上半年及
2022下半年预测
马来西亚商业和经济状况
调查报告**

4 August 2022

This survey report is prepared by Socio-Economic Research Centre (operating under SERC Sdn. Bhd.) and assisted by Universiti Tunku Abdul Rahman (UTAR).



- **The Associated Chinese Chambers of Commerce and Industry of Malaysia's (ACCCIM) Malaysia's Business and Economic Conditions Survey (M-BECS) covers Jan-Jun 2022 (1H 2022) and expectations for Jul-Dec 2022 (2H 2022). It was conducted during the period 26 April to 30 June 2022 and has received a total of 860 active responses.**

M-BECS: Overview and Summary of Key Findings

1. **Malaysia's economic recovery continues in 1H 2022**, albeit unevenly among economic sectors. Underpinning the recovery was the improvement in domestic demand and still buoyant exports.
2. With lingering concerns about both external and domestic headwinds still dominating, **a high percentage (70.4%) of total respondents were "Neutral" about economic conditions in 1H 2022**; and only 14.7% indicated "Better". The expectations have improved in 2H 2022 (25.0% of respondents expect "Better" economic outlook) amid "Neutral" still high at 56.5%.
3. **Overall, a majority of respondents (65.0%) are neutral about economic outlook in 2022; 20.5% expect "Better" economic outlook, and 14.5% perceive "Worse" outlook.**
4. **For 2023, a high percentage of respondents (47.7%) hold a "Neutral" view about economic prospects** while 39.8% expect "Better" prospects. Lingering worries about global stagflation, rising recession risks in the US economy and Europe, faster global monetary tightening as well as domestic issues have dampened business sentiment.
5. **65.0% of respondents have a "Neutral" view about business outlook in 2022**, especially in 1H 2022 (67.3% vs. 58.8% in 2H 2022). A higher percentage of respondents (26.1%) expect "Better" business prospects in 2H 2022 vs. 17.2% in 1H 2022. It is encouraging that **69.5% of respondents across most sectors reported that their sales have recovered or even been higher compared to pre-pandemic level** (vs. 56.5% surveyed previously).
6. **Businesses' cash flows and debtors' conditions were largely unchanged in 1H 2022** though a higher percentage of respondents have experienced "Worse" debtors' condition. Moving into 2H 2022, a majority of them is cautious about business, cash flows and debtors' conditions.
7. **"Increase in prices of raw materials"** (61.6%) remained as the **top factor that impacted business performance in 1H 2022**, followed by **"Shortage of workers"** (53.8%); **"High operating cost and cash flow problem"** (43.5%); **"The Ringgit's fluctuation"** (40.0%); and **"Shortage of raw materials"** (32.6%).
8. **Business assessment in 1H 2022 and 2H 2022F:**
 - a) **Sales performance: 49.8% of respondents have experienced an increase in sales revenue in 1H 2022**, thanks to the reopening of economy and international borders. Slightly lower respondents (47.0%) expect better sales revenue in 2H 2022.
 - b) **Business operations: Overall production level has improved in 1H 2022** amid facing the shortage of workers and increased cost of raw materials. Nevertheless, about 74.8% of respondents will either increase or maintain their production in 2H 2022.
 - c) **Cost of raw materials: Substantial increase in prices of domestic (indicated by 84.0% of respondents) and imported raw materials** (79.8%) in 1H 2022 will continue, albeit slightly lower in 2H 2022, especially in the manufacturing and construction sectors.
 - d) **Manpower: Most sectors have kept their employment unchanged in 1H 2022** and will likely maintain the level in 2H 2022. Employees' wages have increased due to higher minimum wages.
 - e) **Capital expenditure: Close to two-thirds of respondents have increased their capital expenditure in 1H 2022.** Many companies will continue to invest further in 2H 2022, suggesting a moderate recovery in business sentiments, backed by the continued economic recovery.

Topical Issue: “RCEP: Tapping SMEs’ Potential to Go Global”

a) Most SMEs’ respondents are scattered among growing stage and expansion stage. **Slightly more than half of total respondents** have perceived Malaysia’s manufacturing sector is in the **Industrial Revolution 3.0 phase**.

b) **Malaysian SMEs: SWOT analysis** (Top three ranking by % of respondents):

Strengths		Weaknesses		Opportunities		Threats	
Adjust to market trend and demand	43.0	Lack of skilled manpower	52.5	Adopt e-commerce platform to expand sales	59.6	Inadequate skills	49.7
Leverage on rich domestic natural resources	39.3	Lack of capital	46.4	Greater market access via free trade agreements	55.3	Difficult to obtain finance	46.6
Cost and price competitive	33.6	Inadequate R&D activities	43.8	Collaboration with foreign parties for market expansion	48.2	Competing market share from both domestic and external	43.8

c) **Top three potential products and services** that SMEs can tap into the global market:

Products	Halal products		Services	Medical tourism	
	Palm-based bio products			Halal consultancy services	
	Fruits			Food and restaurant franchising	

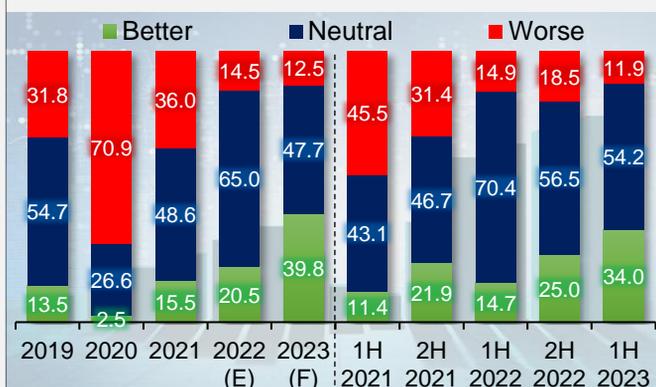
d) SMEs have ranked **top three major constraints** faced in the global market: (i) **Small economies of scale** (56.3%); (ii) **Lack of technical know-how** (49.8%); and (iii) **Inadequate knowledge about the trade rules and regulations** (43.0%).

e) “**Participate in trade fair, trade mission and business networking**” (57.0% of respondents) and “**Integrating or adapting to new technologies**” (55.9%) were rated as the **best approaches** for SMEs to compete in the global market.

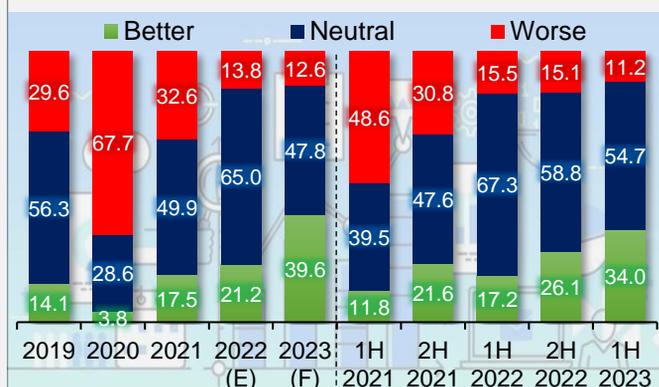
f) **More than half of total respondents** would like the **Government to enhance SMEs’ capabilities** via: (i) **Reduce the regulatory burdens and compliance costs** (58.8%); (ii) **Increase the technology base of SMEs** (56.2%); and (iii) **Promote SMEs-FDI linkages and Design more, appropriate and attractive financing solutions** (both are 50.9%).

% of respondents

Economic Conditions and Prospects



Business Conditions and Prospects



E=Estimates; F=Forecast



- 马来西亚中华总商会（中总）于2022年4月26日至6月30日进行的马来西亚商业和经济状况调查问卷，涵盖2022年1月至6月（2022年上半年）和2022年7月至12月（2022年下半年）的前景预测。本次调查共收到860份的回复。

M-BECS: 调查结果的主要概述与总结

1. 尽管各经济领域之间的复苏并不均衡，但整体而言，马来西亚的经济于2022年上半年持续复苏。支撑经济复苏的主要因素是国内需求的改善和持续强劲的出口。
2. 由于对外围和国内不利因素的担忧挥之不去，大部分回复者（70.4%）对2022年上半年的经济状况持“中和”的观点；只有14.7%的回复者表示“更好”。尽管仍有56.5%的回复者认为2022年下半年的前景将继续保持“中和”，但有25.0%的回复者预计“更好”的经济前景，相比有所改善。
3. 总体而言，大部分回复者（65.0%）对2022年的经济前景持中和态度；20.5%的回复者预计经济前景“更好”，14.5%的回复者预计经济前景“更差”。
4. 对于2023年，高比率的回复者（47.7%）对经济前景持“中和”看法，而39.8%的回复者预计前景“更好”。对全球滞胀的担忧挥之不去、美国和欧洲经济衰退风险上升、全球货币收紧步伐加快以及国内多项问题，进而抑制了商业情绪。
5. 65.0%的回复者对2022年的业务前景持“中和”看法，尤其是2022年上半年（67.3%对2022年下半年的58.8%）。约26.1%的回复者预计2022年下半年的业务前景“更好”，此比率较高于2022年上半年的17.2%。令人鼓舞的是，大多数行业中有69.5%的回复者表示他们的销售额已经恢复，甚至是更高于新冠疫情前的水平（上一期的调查则是56.5%）。
6. 企业的现金流和债务人状况在2022年上半年基本上没有变化，尽管较高比率的回复者经历了“更糟糕”的债务人状况。进入2022年下半年，大多数的回复者对业务、现金流和债务人状况持谨慎的态度。
7. “原料价格上涨”（61.6%）仍是影响2022年上半年业绩的首要因素，其次是“员工短缺”（53.8%）；“高运营成本和现金流问题”（43.5%）；“令吉波动”（40.0%）；“原料短缺”（32.6%）。
8. 2022年上半年和2022年下半年前景的业务评估：
 - a) 销售业绩：由于经济和国境的重新开放，49.8%的回复者在2022年上半年的销售收入有所增加。略低的回复者（47.0%）预计2022年下半年的销售收入会更好。
 - b) 商业营运：在面临员工短缺和原料成本增加的情况下，2022年上半年整体生产水平仍有所改善。尽管如此，约74.8%的回复者将在2022年下半年，增加或维持产量。
 - c) 原料成本：2022年上半年国内原料（84.0%的回复者指出）和进口原料（79.8%的回复者）价格大幅上涨，尤其是在制造业和建筑业，并将延续至2022年下半年，只是回复者比率略有下降。
 - d) 人力：大多数行业在2022年上半年保持他们的员工就业情况不变，并可能在2022年下半年保持相同水平。由于最低薪金的提高，整体员工薪金水平录得上升。
 - e) 资本支出：近三分之二的回复者表明，在2022年上半年增加了资本支出。许多企业将在2022年下半年继续进一步作出投资。这表明了在经济持续复苏的支持下，商业情绪温和复苏。

当前课题：区域全面经济伙伴关系协定(RCEP)：发掘中小企业“走向世界”的潜力

- a) 大多数的中小企业回复者，业务发展主要处在成长和扩张阶段。略多于一半的回复者认为马来西亚的制造业处于工业革命 3.0 的阶段。
- b) 马来西亚中小企业的强弱危机分析 (SWOT Analysis) (回复者的前三个回复选项, %) :

优势		劣势		机会		威胁	
可适应市场趋势和需求	43.0	缺乏熟练员工	52.5	采用电子商务平台, 以扩大销售	59.6	技能不足	49.7
可利用国内丰富的自然资源	39.3	缺乏资金	46.4	通过自由贸易协定扩大市场准入	55.3	很难获得融资	46.6
具有成本和价格竞争力	33.6	研发项目不足	43.8	与外国公司合作开拓市场	48.2	与国内外竞争市场份额	43.8

- c) 本地中小企业有潜力打入全球市场的3大产品及服务:

产品	清真产品	服务	医疗旅游
	以棕榈为基础的生物产品 水果		清真咨询服务 食品和餐厅特许经营

- d) 中小企业进入全球市场面临着的主要受限制因素为: (i) 经济规模小 (56.3%) ; (ii) 缺乏技术知识 (49.8%) ; 以及 (iii) 对贸易规章制度了解不足 (43.0%) 。
- e) “参与展销会、贸易代表团及商务交流” (57.0%的回复者) 和 “整合或适应新技术” (55.9%) 被评为中小企业在全球市场竞争的最佳途径。
- f) 超过一半的回复者希望政府通过: (i) 减少法规负担和合规成本 (58.8%) ; (ii) 扩大中小企业的技术基础 (56.2%) ; 和 (iii) 促进中小企业与外国直接投资的联接, 以及设计更多、适当和有吸引力的融资解决方案 (皆 50.9%) , 以更好地提高中小企业的潜力。

回复者的比率(%)

整体经济状况及展望



整体商业状况及展望

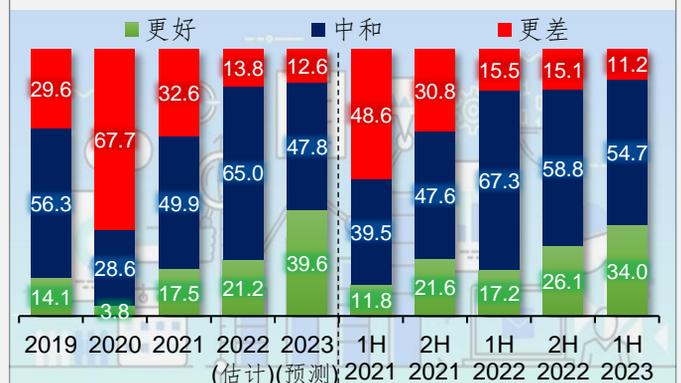


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RCEP: Tapping SMEs' Potential to Go Global

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ACCIM M-BECS Survey Results



Background

- The Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM)'s Bi-Annual Survey on Malaysia's Economic Situation, which was launched since 1992, is being recognised as **an important barometer to gauge Malaysian business community's assessment and expectations about domestic business and economic conditions.**
- Starting 1 January 2019, this survey was renamed as **Malaysia's Business and Economic Conditions Survey (M-BECS).**
- This survey, covering **Jan-Jun 2022 (1H 2022) and expectations for Jul-Dec 2022 (2H 2022)** contains three sections:
 - i. **Economic and Business Performance and Outlook;**
 - ii. **Factors Affecting Business Performance;** and
 - iii. **Current Issue Confronting Businesses**

Significance of M-BECS

- **A complementary role to other surveys.** M-BECS serves to complement as well as fill the gaps of existing market and industry surveys conducted by various private organisations, namely the Malaysian Institute of Economic Research (MIER), the Federation of Malaysian Manufacturers (FMM), RAM Holdings Berhad, etc. It can be used to supplement Department of Statistics, Malaysia (DOSM) to gauge Malaysia's overall economic and business conditions.
- **An important input for the national development process.** ACCCIM is a major national organisation representing Malaysian Chinese business community, and has been playing an effective contributory role in providing our perspectives of current economic and business conditions as well as their expectations.
- **Gathering of feedback, inputs and suggestions.** The respondents' feedback and suggestions concerning pertinent business and economic issues as well as problems faced will provide a basis for the preparation of memoranda and policy papers/notes for onward submission to the Government and relevant Ministries and agencies for their consideration.
- **Reference sources for public and private.** M-BECS also serves as a source of reference for the Government, researchers, business community and investors in the formulation of public policy, business expansion and investment planning.

In particular, it helps the Government to gauge the effectiveness of public policies implemented and hence, would consider to make the necessary adjustments for future policy formulation.

Survey Scope and Methodology



- The survey period covering **Jan-Jun 2022 (1H 2022)** and **expectations for Jul-Dec 2022 (2H 2022)** has gathered respondents' assessment of their business performance and economic outlook, including views about current issue and challenges faced by the Malaysian business community. The survey questionnaire is divided into three sections as follows:

Section A "Business Background"	Section B "Overall Assessment"	Section C "Current Issue"
<ul style="list-style-type: none"> Profile of businesses – type of principal business activity and its size of business operations; Share of total sales in domestic vs. overseas market; and Number of employees and the proportion of local vs. foreign workers to total employment. 	<ul style="list-style-type: none"> Identify what are the major factors affecting the business performance; and Track the performance and outlook of economic and business conditions. 	<ul style="list-style-type: none"> RCEP: Tapping SMEs' Potential to Go Global

- Survey coverage** – The questionnaires were distributed to nationwide direct and indirect memberships of 17 Constituent Chambers as well as 19 Associate Members, which comprise Malaysian Chinese companies, individuals and trade associations. As most of the prominent Chinese businessmen are committee/council members of ACCCIM either at the national or state levels; hence, their participation would enhance the representation of Chinese business community. The questionnaires were outreached to Chinese businesses nationwide via SurveyMonkey as main distribution channel and hard copies as alternative channel.

17 Constituent Members



Terengganu CCCI



KLSCCCI



Negeri Sembilan CCCI



Sabah UCCC



Penang CCC



ACCCI Sarawak



Perak CCCI



Johor ACCCI



Klang CCCI



Kelantan CCC



ACCCI Pahang



Batu Pahat CCC



Kedah CCCI



Kuala Lumpur CCCI



North Perak CCCI



Malacca CCCI

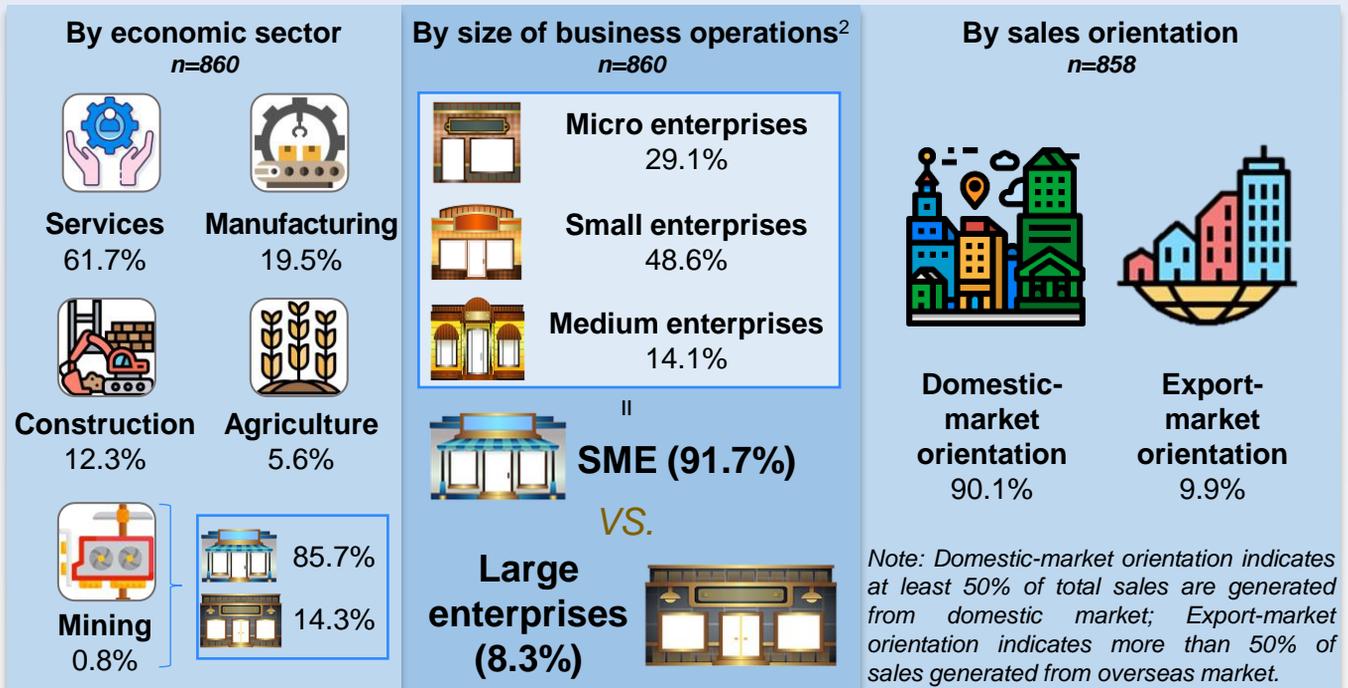


Perlis CCCI

Profile of Survey Respondents



- A total of **860 active responses** were received throughout the survey period (**26 April to 30 June 2022**), covering a broad representation of the economy. The profile of respondents is as follows¹:



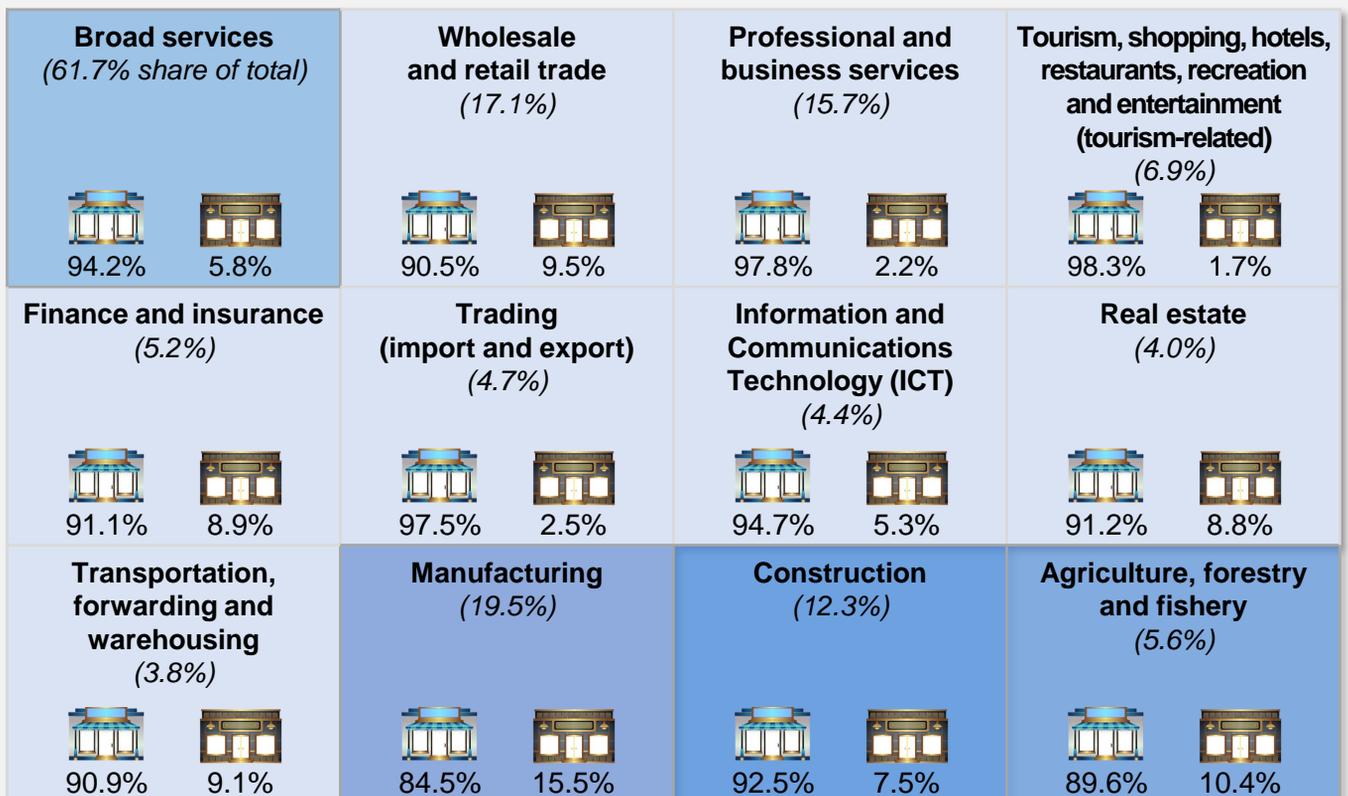
By industry and by size of business operations



= SME



= Large



¹Numbers may not add up to 100.0% due to rounding, which is also applied for the rest of the report.

²A business will be deemed as an SME if it meets either one of the two specified qualifying criteria, namely sales turnover or full-time employees, whichever is lower basis, as endorsed by the National SME Development Council (NSDC) and published by SME Corporation Malaysia in 2013. For a detailed definition, please refer to Appendix 1.

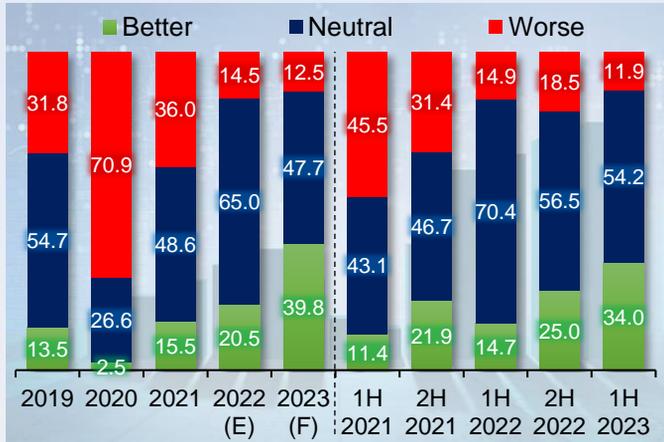


Sentiment Tracker





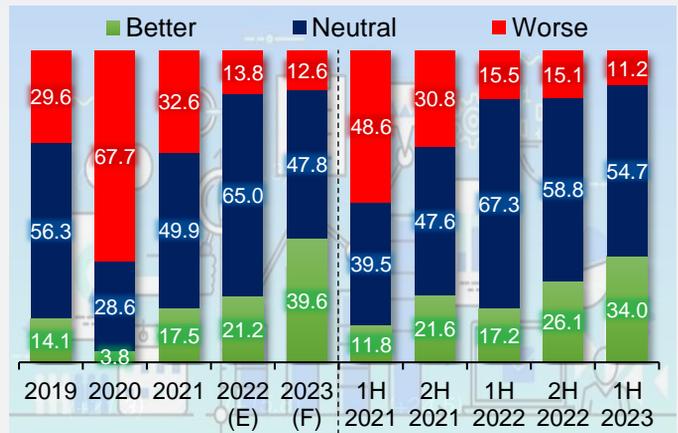
Economic Conditions and Prospects



- With both external and domestic headwinds still dominating, a **high percentage (70.4%) of total respondents were “Neutral” about economic conditions in 1H 2022**; and only 14.7% indicated “Better”. The expectations have improved in 2H 2022 (25.0% of respondents expect “Better” economic outlook) amid “Neutral” still high at 56.5%.
- Lingering concerns about recession risks in the global economy and the US; the Fed’s aggressive stance on interest rate hikes; the prolonged Russia-Ukraine war; persistent consumer inflation pressures; supply disruptions; and increasing business costs.

Business Conditions and Prospects

- **Only 17.2% and 26.1% of respondents expect “Better” business conditions in 1H and 2H 2022**, respectively, indicating still an uneven state of business recovery.
- **A majority of respondents (65.0%) have a “Neutral” view in 2022**, given the prolonged geopolitical tensions, supply chain disruptions, volatile and elevated prices of raw materials and the shortage of workers.
- **39.6% of respondents expect “Better” business prospects in 2023**, higher than 21.2% in 2022.

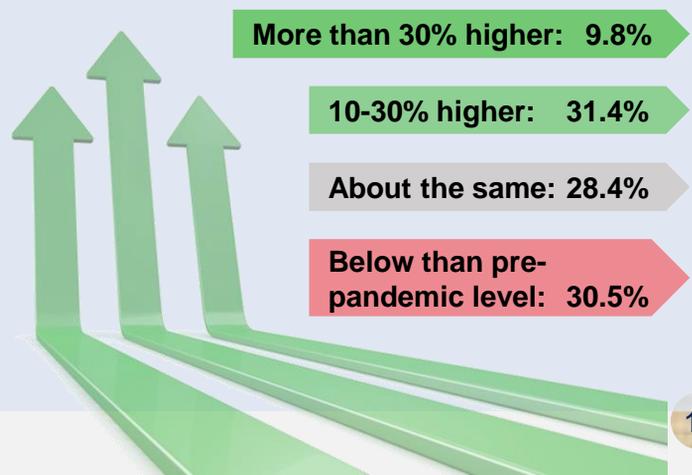


E=Estimates; F=Forecast



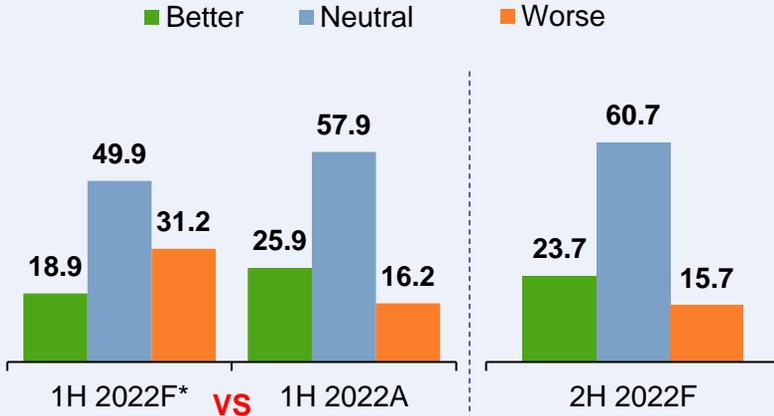
Business Sales Performance

- **69.5% of respondents across most sectors reported that their sales revenue was about the same or higher compared to pre-pandemic level** (vs. 56.5% and 36.2% surveyed previously).
- Of 30.5% of respondents with sales revenue lower than pre-pandemic level, 10.5% of their revenue was lower by more than 30%.



Overall Assessment in 1H 2022 and 2H 2022F

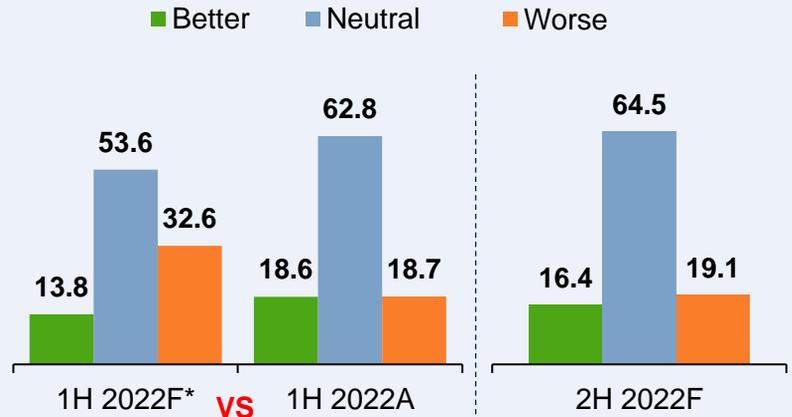
Business conditions



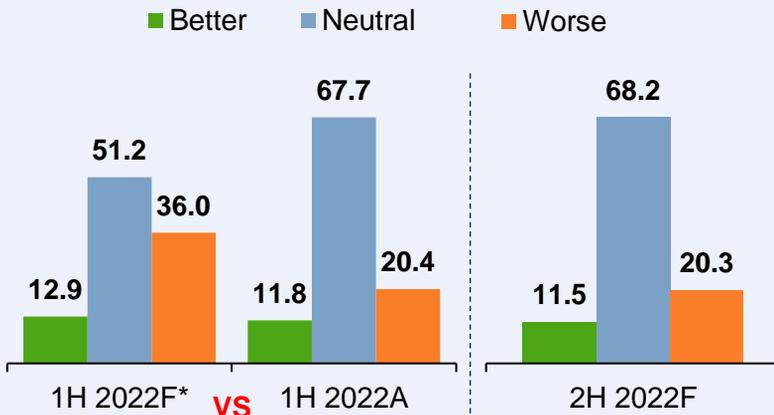
- More than half of total respondents have a “Neutral” view of their business conditions in 1H 2022, while a lower number of respondents have perceived “Worse” conditions compared to previous survey.
- Large enterprises have mostly recovered from the pandemic, with 49.3% reporting “Better” business conditions.
- For 2H 2022, a majority of them hold a cautious view about their business conditions.

- On cash flows conditions, there was an improvement from the past expectations as reflected in more respondents having both “Neutral” and “Better” views in 1H 2022.
- For 2H 2022, businesses’ cash flows conditions are expected to be somewhat challenging, given a decline in the percentage of respondents expecting “Better” outlook and a higher number of respondents expecting “Worse” conditions (19.1% in 2H vs. 18.7% in 1H 2022).

Cash flows conditions



Debtors’ conditions



- Debtors’ conditions were viewed as “Neutral” in 1H 2022, and will likely remain unchanged in 2H 2022.
- Lower share of respondents expecting both “Better” and “Worse” compared to the previous survey.
- Businesses’ cautiousness could be due to lingering worries about the risks of global recession and its impact on domestic economy and business environment.



Business Pulse Diagnosis



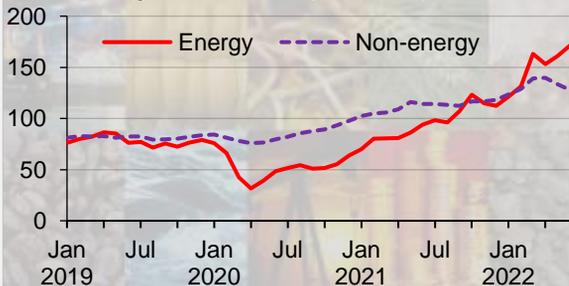


Factors Affecting Business Performance in 1H 2022

#1 Increase in prices of raw materials

- The supply disruptions worsened by Russia-Ukraine war have resulted in soaring prices of raw materials. **61.6% of respondents ranked “Increase in prices of raw materials” as the top factor that has constrained their business performance in 1H 2022** (56.7% in 2H 2021).
- More than 80% of respondents in the manufacturing (87.5%) and construction (85.8%) sectors have suffered the most.
- **84.0% and 79.8% of respondents indicated that cost of local and imported raw materials is higher, respectively, in 1H 2022.** The manufacturing sector felt the most for local raw materials.
- Most manufacturers and construction players are compelled to pass through increased costs to their customers. **71.9% and 69.8% of them have raised their domestic prices, respectively.**

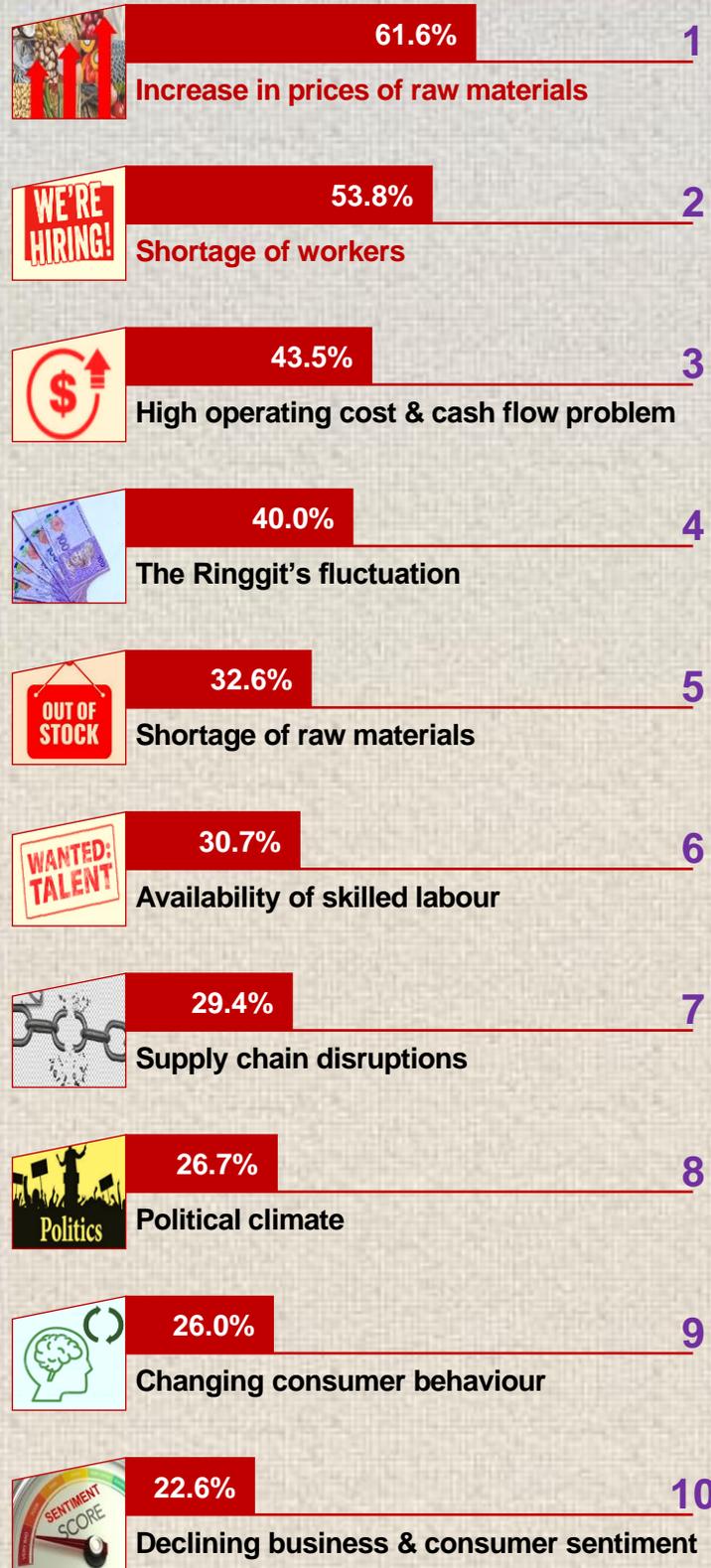
Commodity Price Index (2010=100)



Price changes	FY2021/ FY2020	1H 2022/ FY2021
Energy	+81.0% →	+57.5%
Non-energy	+32.7% →	+18.0%
Agriculture	+24.2% →	+18.5%
Fertilizers	+80.5% →	+67.6%
Metal & Minerals	+47.1% →	+10.8%

Source: World Bank

While prices of many commodities have eased off from their peak since end-Jun, the price stickiness may take some time to adjust downward. This is due to increased cost of planting and production. There remains uncertainty about the on-going Russia-Ukraine war and other unexpected negative shocks to the supply disruptions.



#2 Shortage of workers

- **“Shortage of workers”, as ranked by 53.8% of respondents**, is an increasing concern for the business community, which has jumped from 5th placing in the previous survey. The shortages were acute in the manufacturing (76.2% of respondents), construction (68.9%) and agriculture (66.7%) sectors.
- Up to 24 June 2022, about 20,000 foreign workers have arrived in Malaysia, which is only about 6.5% of total approved quota of 310,000 persons. Only 114,121 FW working passes were approved out of 418,528 applications in the Labour Recalibration Program as at end-Jun 2022.
- Many businesses have turned down sale orders and operated below the optimum production capacity. A prolonged delay in foreign workers’ arrival would further dampen industries’ productivity and output.

#3 High operating cost & cash flow problem

- **While still-high 43.5% of total respondents cited this restraining factor**, it has improved from 2nd ranking as voted by 53.0% previously.
- Supply disruptions and negative price as well as cost shocks, including increase in minimum wage, have increased operating costs. This together with the uneven recovery in domestic demand, has affected businesses’ cash flow conditions.
- 62.8% of respondents have a “Neutral” cash flows condition in 1H 2022 (49.0% in 2H 2021) while a higher percentage indicated “Better” (18.6% vs. 10.5% in 2H 2021). Higher share (19.7% in 2H 2022 vs. 18.7% in 1H) of respondents would experience “Worse” condition.



#4 The Ringgit’s fluctuation

- The Ringgit’s fluctuation creates uncertainty about the pricing of imported raw materials or goods. Of the total **40.0% that have quoted the ringgit’s fluctuation as an impacting factor**, trading industry (55.0%) and the transportation, forwarding and warehousing industry (54.5%) registered the highest percentage of votes.
- Compared to end-2021, the Ringgit has depreciated by 5.2% against the greenback to RM4.4055/US\$1 on 30 Jun. The Ringgit depreciated further to RM4.4600 on 27 Jul, the worst level since 2017.
- Against other major and regional currencies, the ringgit has performed unevenly. As at end-July 2022, it has appreciated against Japanese yen (+8.6%) and euro (+4.0%) but depreciated against Singapore dollar (-4.3%) and Chinese yuan (-0.7%) compared to end-2021.

#5 Shortage of raw materials

- Businesses are facing a double whammy impact: Increasing prices of raw materials and the shortage of raw materials.
- **Close to one-third (32.6%) of total respondents indicated that the shortage of raw materials has affected their business performance** in 1H 2022, mainly in the manufacturing (50.0%) and construction (48.1%) sectors.
- This dampening factor has been consistently featured in past surveys, with increasing percentage of votes, mainly caused by the recovering global demand post-pandemic crisis amid the supply constraints and disruptions that were unable to catch up with pent-up demand. Adding to the shortage of raw materials globally is the war in Ukraine, which has worsened the supply-demand imbalances.



Business Assessment in 1H 2022 and 2H 2022F

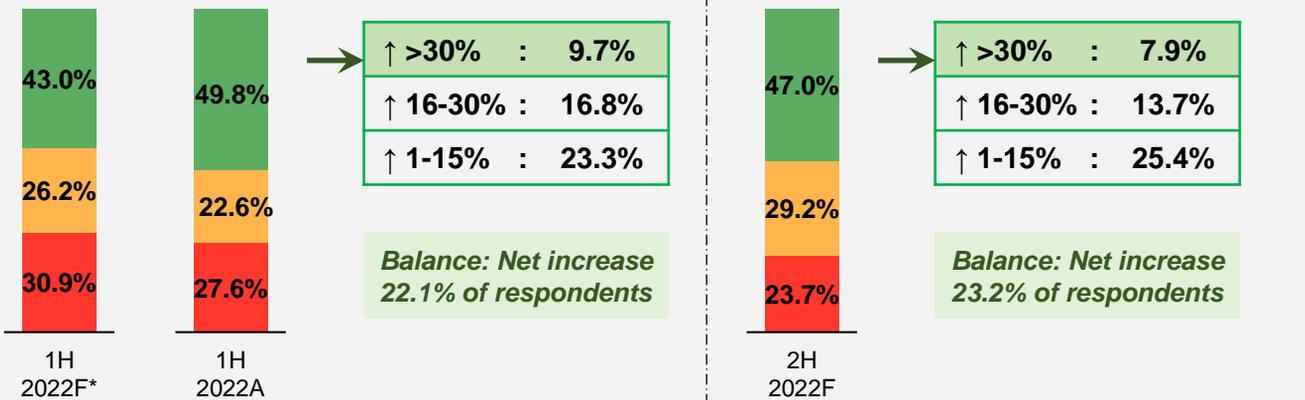
Overall Sales Outlook



Sales have gradually returned to normalcy

- Respondents' sales performance mostly matched their previous expectations, of which **49.8% of respondents have experienced an increase in sales in 1H 2022**, particularly in tourism-related sectors (60.9%), of which **22.0% reported an increase of more than 30% in sales revenue**. It must be noted that overall higher sales revenue was partially contributed by the higher selling prices.
- **Overall sales performance was also reflected in both domestic and foreign sales revenue**, whereby more than 40% of respondents reported improvement.
- Nevertheless, **domestic sales revenue declined in the transportation sector (46.9%)**, of which most losses were between 1% and 15%.
- In the tourism sector and related sub-sectors, **38.9% have experienced increases in sales from foreign tourists in 1H 2022**. 27.8% of businesses have experienced 16%-30% increases, thanks to the reopening of international borders that helped to boost tourism activities.
- As a result of rising prices of raw materials as well as the supply disruptions, **domestic and foreign prices increased substantially in 1H 2022 and are expected to stay elevated in 2H 2022**.

Overall sales revenue



E=Estimates; F=Forecast

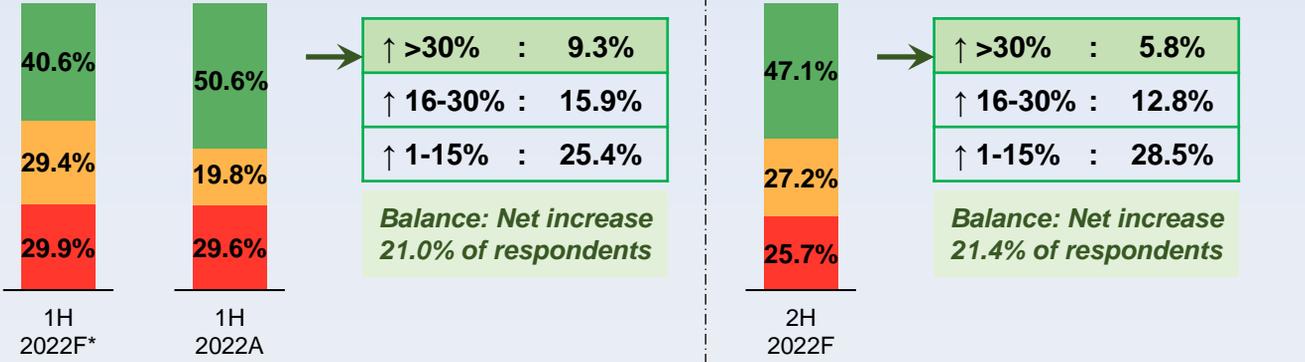
* Data obtained from previous survey.

Note: Balance=% of respondents voted "Increase" minus % of respondents voted "Decrease"

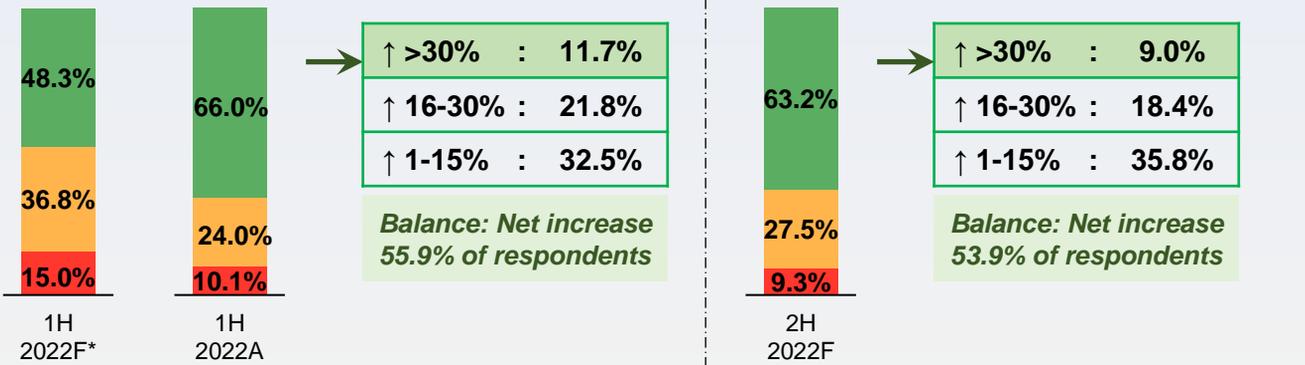


Domestic level

Sales revenue

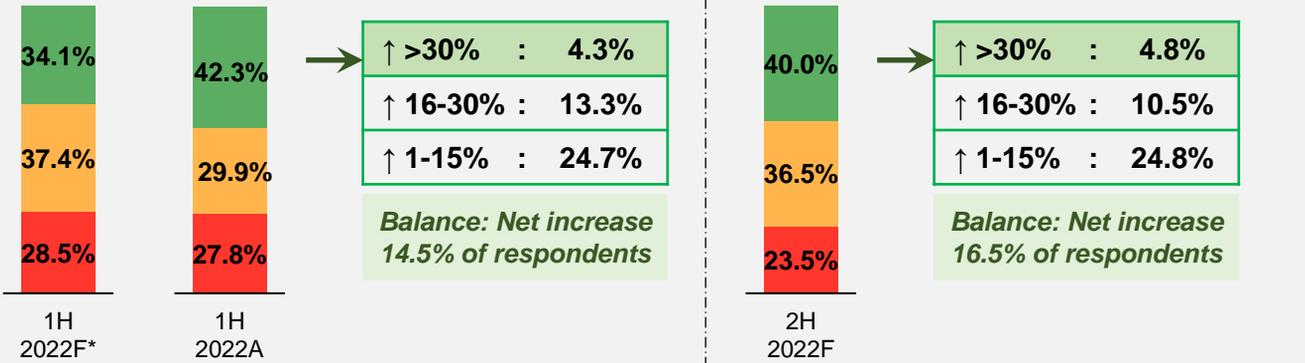


Price level

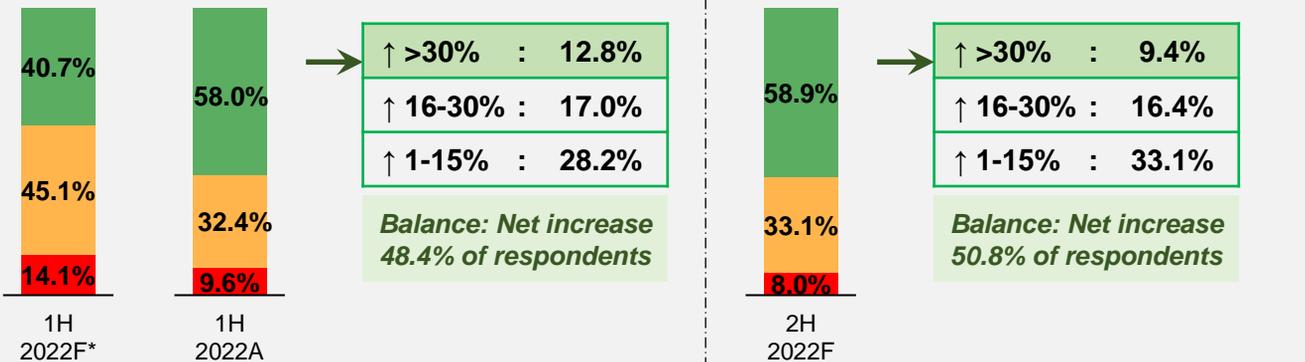


Foreign level

Sales revenue



Price level



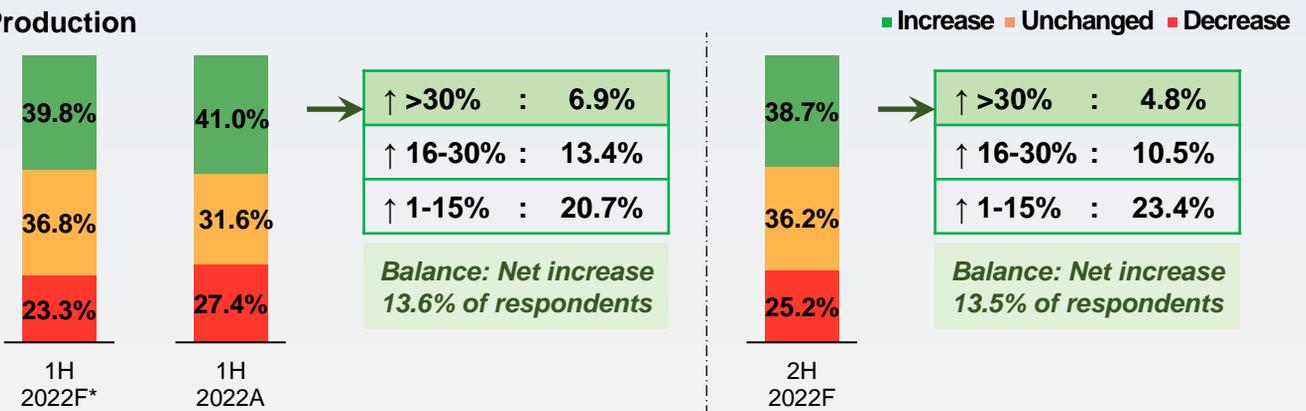
Business Operations



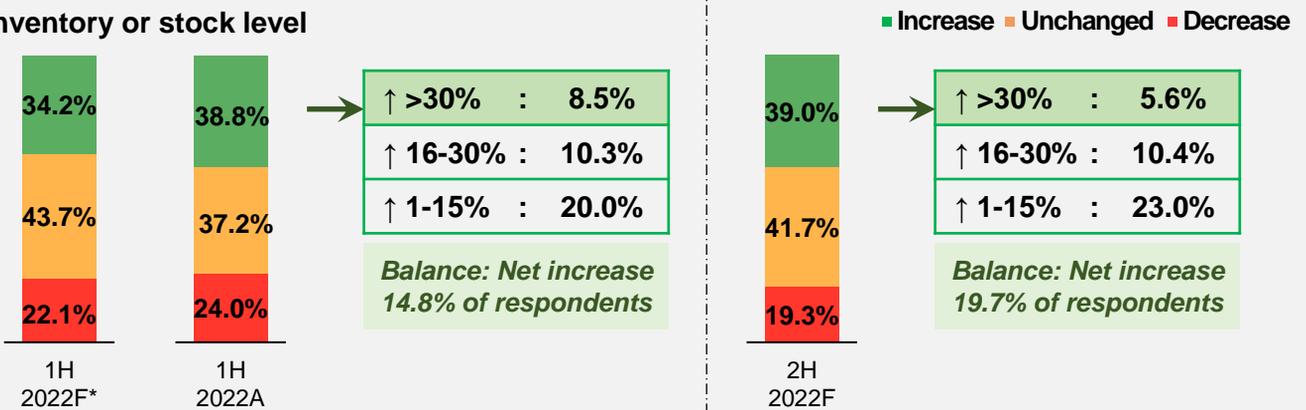
Production recovery disrupted by increased prices of raw materials & workers shortage

- Following the economy reopening and transition towards endemic amid the supply disruptions and shortage of workers, a **higher percentage of respondents reported either an increase or a decrease in their production level in 1H 2022**.
- About 40% of total respondents have either increased or maintained the inventory or stock level in 1H 2022.
- Overall, **most respondents are operating below 75% capacity utilisation in 1H 2022**, and **will likely maintain the same level in 2H** as constrained by the shortage of workers.
- Businesses will either increase or maintain the production and inventory level in 2H 2022** on cautiousness about both external and domestic demand.

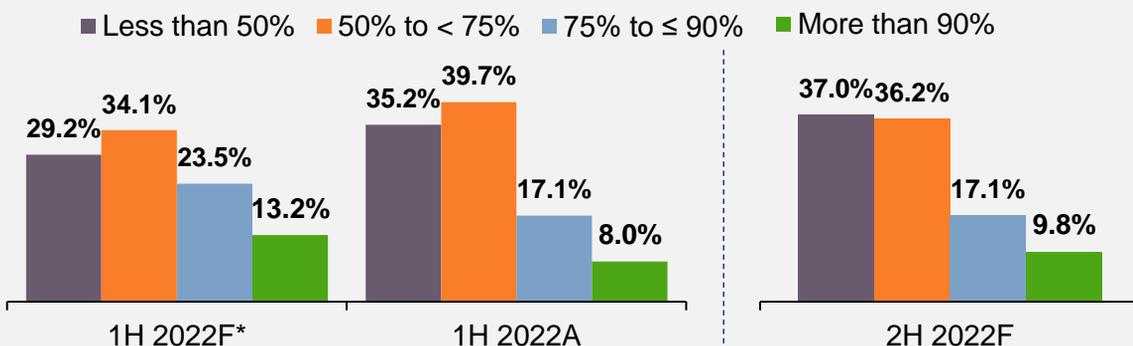
Production



Inventory or stock level



Capacity utilisation level



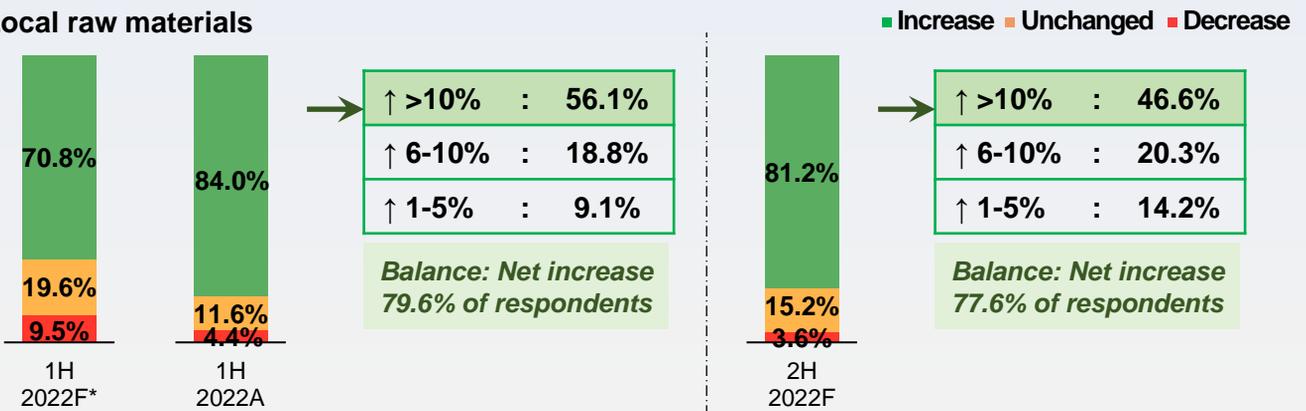
Cost of Raw Materials



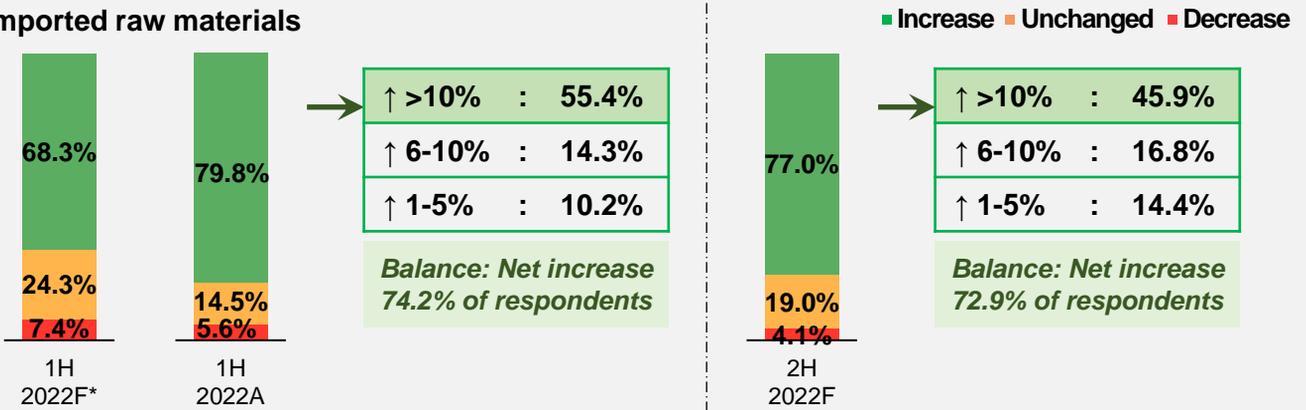
Soaring cost of raw materials

- **More than 50% of respondents in most sectors, especially manufacturing and construction, reported substantial increases in prices of local and imported raw materials, by a magnitude of more than 10%.** They expect price increases to persist in 2H 2022.
- The Russia-Ukraine war-induced rising energy and commodity prices, as well as global supply shortages, have exacerbated the situation of rising costs, which have weighed on businesses' costs and margins.
- The imbalances between supply constraints and recovering demand coupled with high cost of production will hamper the business recovery trajectory.

Local raw materials



Imported raw materials



E=Estimates; F=Forecast

* Data obtained from previous survey.

Note: Balance=% of respondents voted "Increase" minus % of respondents voted "Decrease"



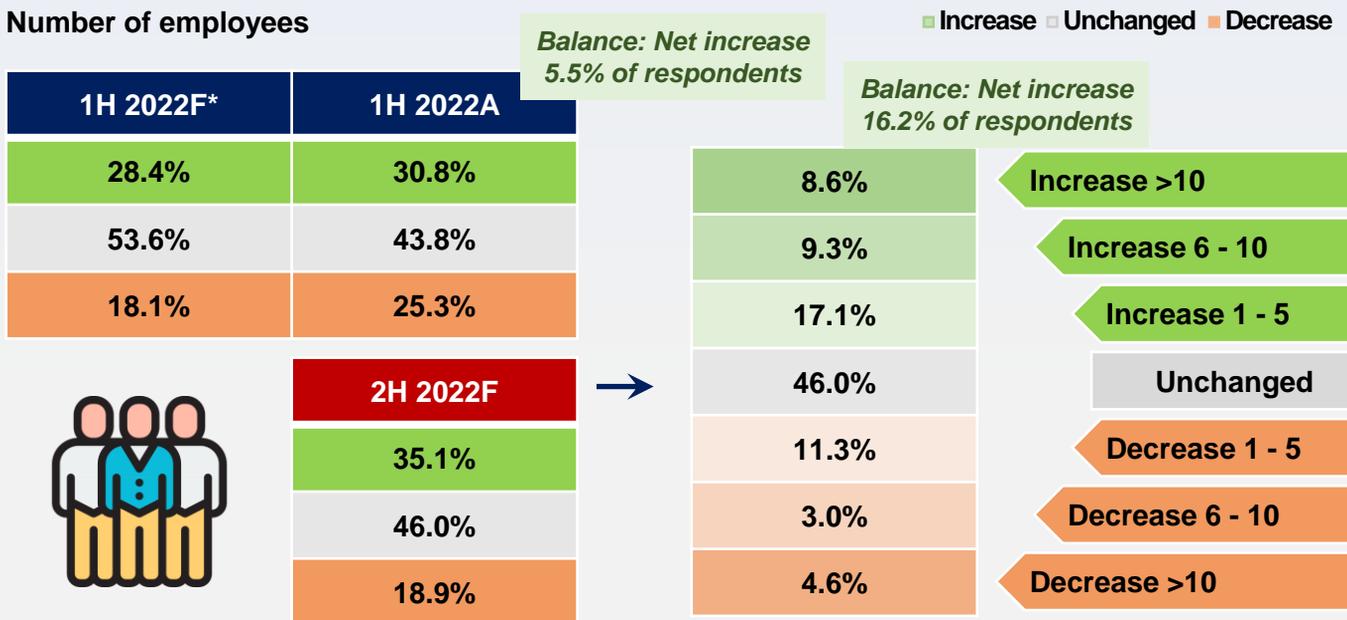
Manpower



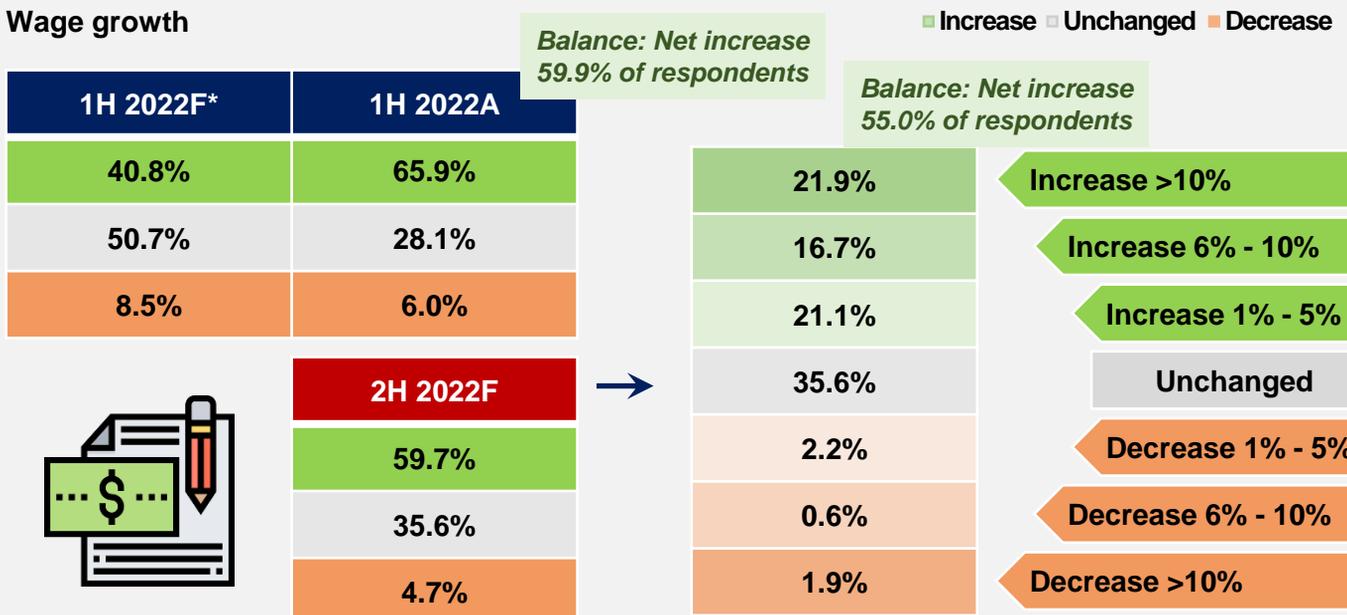
Employment outlook remains the same amid rising wages

- **Most sectors have maintained their workforce in 1H 2022** except for the manufacturing sector, which has reported a net decrease. Overall, the employment trend will remain in 2H.
- Given an increase in monthly minimum wage by 25.0%-36.4% to RM1,500, **65.9% of respondents have increased their employees' wages in 1H 2022**, of which 22.5% of respondents reported more than 10% increment in wages. As a temporary exemption was given to micro enterprises, a higher percentage of respondents from small (68.6%), medium (82.9%), and large (78.9%) enterprises reported increases in wages compared to micro enterprises (49.0%). Most respondents expect a similar trend of wage increases for 2H 2022, due to improvement in the labour market condition. National unemployment rate has improved to 3.9% in May 2022 from a high of 5.3% in May 2020 during the COVID-19 pandemic.

Number of employees



Wage growth

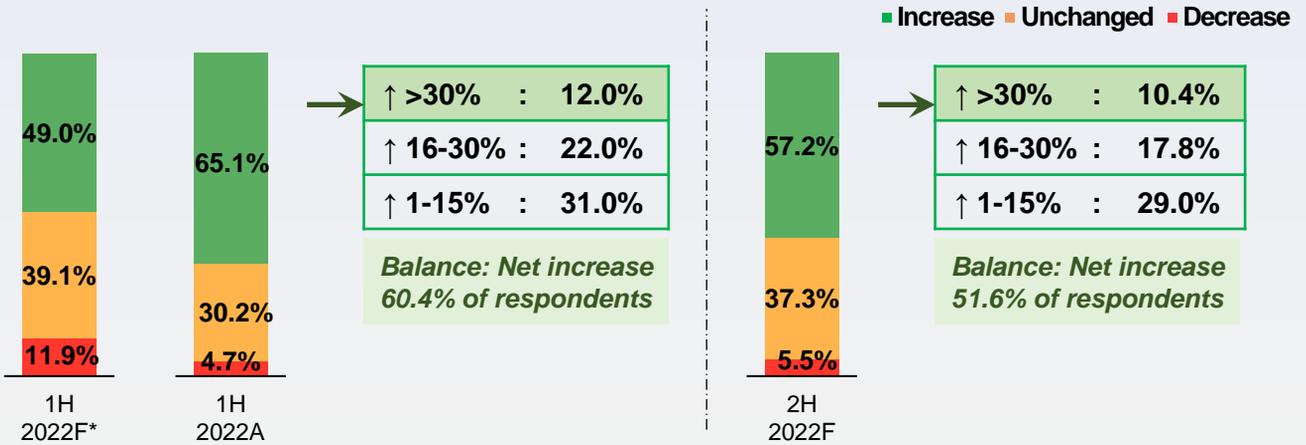


Capital Expenditure



Improving investment prospects

- Nearly two-thirds of total respondents (65.1%) have increased their capital expenditure in 1H 2022, in tandem with improvement in business activities, thanks to the economy reopening.
- Most companies plan to invest further in 2H 2022, albeit at a lower percentage share (57.2% vs. 65.1% in 1H 2022), while 37.3% of respondents will maintain their capital investment. This indicates a moderate recovery in business sentiments, backed by continued economic recovery.



E=Estimates; F=Forecast

* Data obtained from previous survey.

Note: Balance=% of respondents voted "increase" minus % of respondents voted "decrease"



Current Issue:

RCEP: Tapping SMEs' Potential to Go Global



RCEP: Tapping SMEs' Potential to Go Global

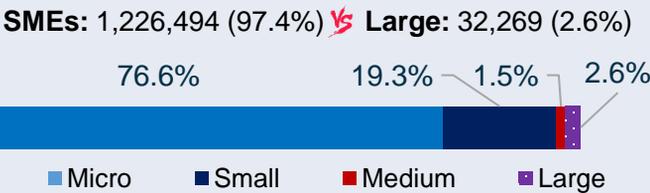


Introduction

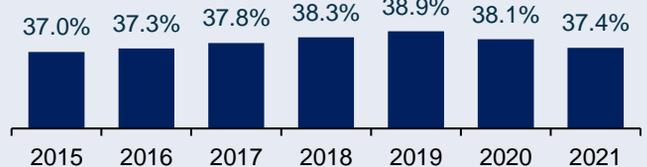
- The implementation of the Regional Comprehensive Economic Partnership (RCEP) is expected to bring gains to all 15 members by increasing the opportunities for trade and services, especially intra-regional trade. It is believed that RCEP will catalyse to aid Malaysia's post-pandemic recovery through the expansion of trade and services.
- **Nearly 60% of Malaysia's total trade is trading with RCEP members in 2021, of which about 56% were exports, while imports made up 62% of the total.** With better market access to an enlarged RCEP market base, domestic manufacturers and businesses can sell more products as well as source for more raw materials (suppliers). Consumers are availed of more and better choices of goods and services offered by RCEP countries.
- **The participation of SMEs would benefit from this enlarged market** (almost half of the world population and 30% of global trade) via lower tariffs, market access and the standardisation of trade rules and regulations.
- SMEs must strengthen their capacity to seek new markets and expand their export. While RCEP offers opportunities to domestic SMEs, **increasing market access will pose competition and challenges to SMEs** in both domestic and international markets. They have to **be well prepared and stay competitive and innovative to reap benefits** from the free trade deal.

SMEs' contribution to the economy

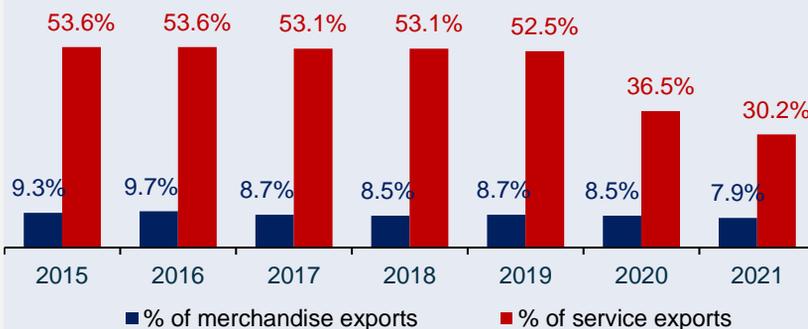
97.4% of total number of business establishments in 2021 *Notes: Units (% shares)*



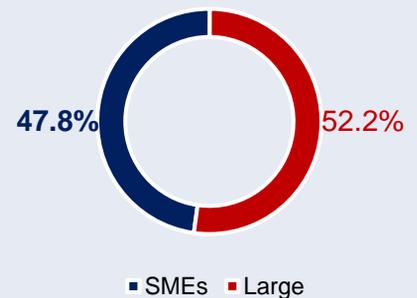
Contribution to GDP declined in 2020 and 2021, the COVID-19 pandemic years *% shares to GDP*



Significant share of services exports before 2020, but not of merchandise exports



Hire nearly half of national employment in 2021



Of which 63.2% were in services sector



SMEs' current stage of business development in Malaysia

- **Most SMEs' respondents are scattered among growing stage and expansion stage.** While many micro-sized respondents have positioned themselves at the start-up stage, most large enterprises are in the expansion stage.
- During the growth stage, businesses have started to balance the pace of increased cash flows and customer base without losing sight of the core business. **It requires businesses to identify and drive new opportunities or undertake specific areas for improvement.**

	①	②	③	④	⑤
	Stage 1 Start-up	Stage 2 Growth	Stage 3 Expansion	Stage 4 Maturity	Stage 5 Decline
By Size					
Micro	30.4%	34.0%	9.2%	8.4%	18.0%
Small	13.9%	39.0%	22.0%	11.7%	13.4%
Medium	5.0%	37.2%	28.9%	14.0%	14.9%
Large	8.5%	22.5%	39.4%	22.5%	7.0%
OVERALL	17.0%	35.9%	20.7%	12.0%	14.4%
By Selected Sector					
Agriculture	16.7%	33.3%	22.9%	12.5%	14.6%
Construction	16.0%	41.5%	16.0%	10.4%	16.0%
Wholesale and retail	17.7%	35.4%	15.6%	12.9%	18.4%
Professional and business services	25.9%	43.7%	10.4%	10.4%	9.6%
Manufacturing	10.7%	28.0%	30.4%	15.5%	15.5%
Finance and Insurance	20.0%	22.2%	31.1%	11.1%	15.6%

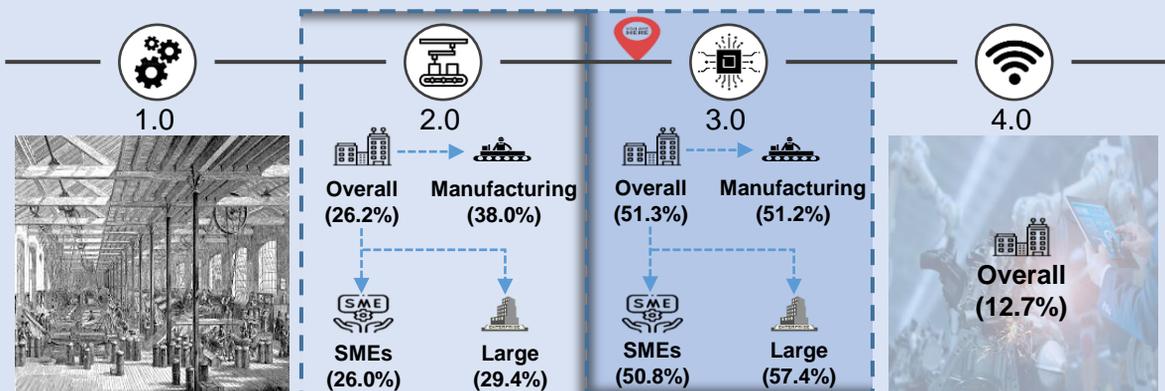
Perception on Malaysia's manufacturing sector's industrial revolution stage

The Fourth Industrial Revolution (IR4.0) is a big mover for Malaysia's industrial transformation to achieve a high-income nation status. This requires capital investment in advancing technological and digitalisation capabilities, an adequate supply of highly skilled and knowledge-based human capital and, more importantly, to enhance a conducive and competitive investment environment.

Note:
 IR 1.0 (Mechanisation, steam and water power)
 IR 2.0 (Mass production and electricity)
 IR 3.0 (Electronic and IT systems, automation)
 IR 4.0 (Cyber-physical systems)



INDUSTRIAL REVOLUTION (MANUFACTURING)



Malaysian SMEs: SWOT Analysis

Most voted answers

% of respondents

S

Strengths



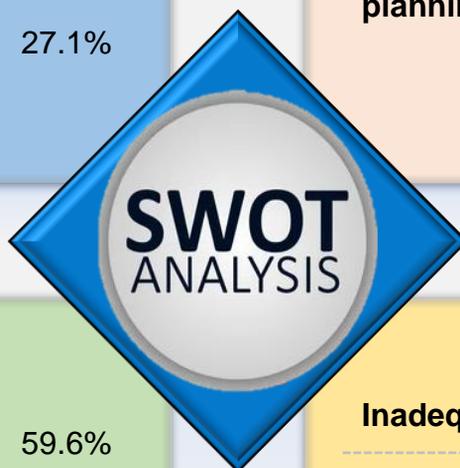
Adjust to market trend and demand	43.0%
Leverage on rich domestic natural resources	39.3%
Cost and price competitive	33.6%
Innovative and creative	28.5%
Sustainable business model	27.1%



Weaknesses

W

Lack of skilled manpower	52.5%
Lack of capital	46.4%
Inadequate R&D activities	43.8%
Low-skilled technology	41.9%
Not focus on long-term planning	39.6%



Adopt e-commerce platform to expand sales	59.6%
Greater market access via free trade agreements	55.3%
Collaboration with foreign parties for market expansion	48.2%
Integrate into global value chains via strong linkage with FDI	35.0%

Inadequate skills	49.7%
Difficult to obtain finance	46.6%
Competing market share from both domestic and external	43.8%
Regulatory burden and compliance costs	43.5%
Lack of infrastructure support	42.7%

O

Opportunities

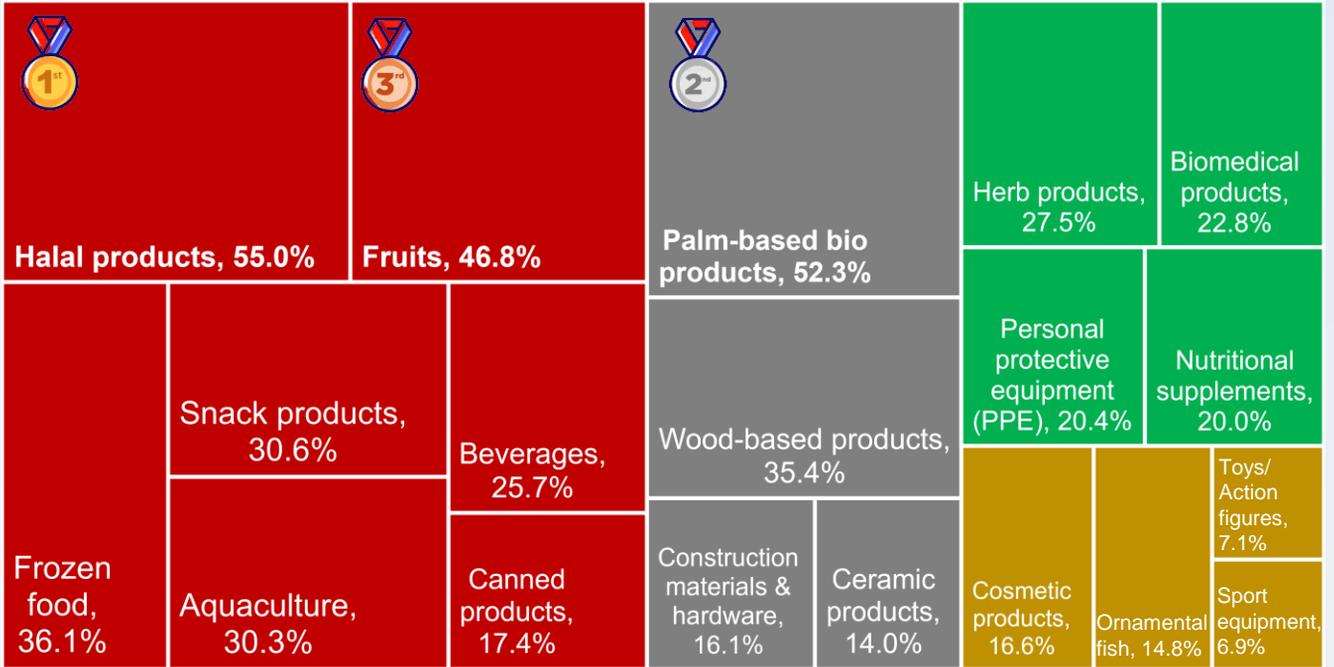


Threats

T

Products that SMEs have the potential to go into the global market

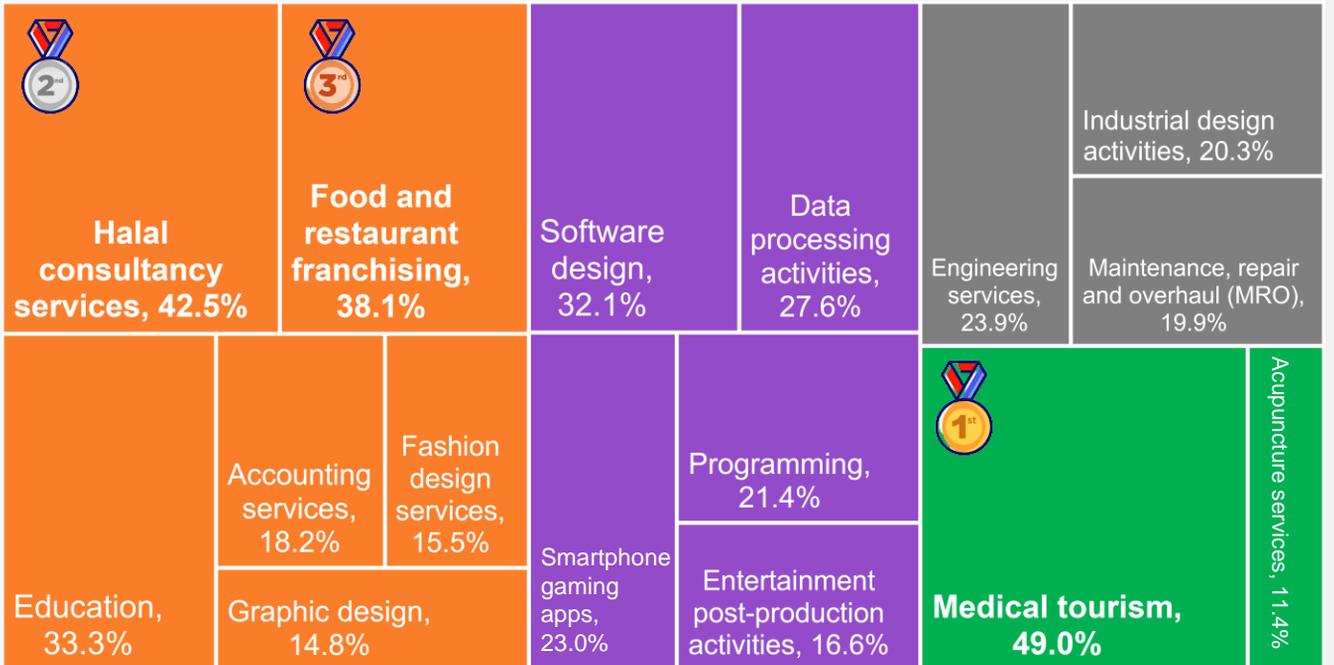
% of respondents



- Food products
- Non-food consumer products
- Industrial resource-based products
- Medical-related products

Services that SMEs have the potential to offer in the global market

% of respondents



- IT-related services
- Professional services
- Industrial-related services
- Medical-related services

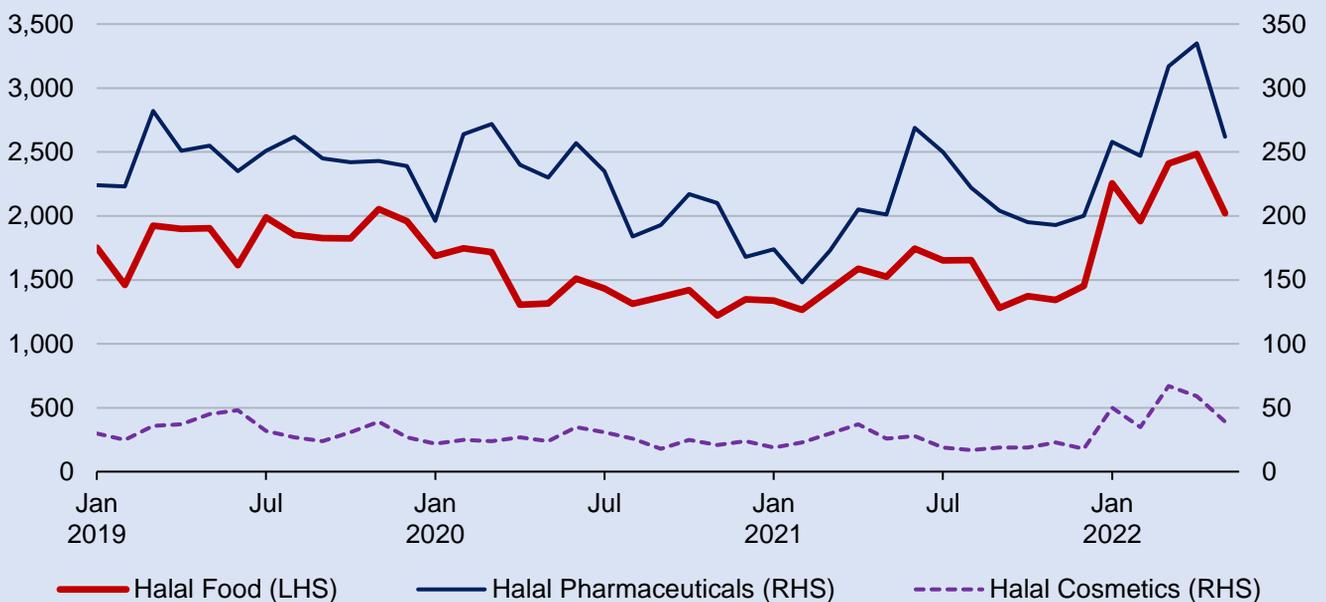
High potential products that SMEs can go into the global market ...



Halal Products (55.0%)

- Halal products are categorised under food items as well as non-food items such as pharmaceuticals and cosmetics.
- Based on 2021 estimates, **1.9 billion Muslims worldwide have spent an equivalent of US\$2 trillion** on food, pharmaceuticals, cosmetics and other sectors. This spending marked an increase of 8.9% growth from 2020.
- As all sectors (except travel) have nearly or already returned to pre-pandemic spending levels by end-2021, **Muslim spending is estimated to grow further by 9.1% in 2022** amid continued uncertainties surrounding the economic and business environment.
- Specifically, **spending on halal food, pharmaceuticals and cosmetics has increased to US\$1.44 trillion in 2021**, and is expected to grow by another 7.0% in 2022 and will reach US\$1.89 trillion in 2025, growing by a 4-year CAGR of 7.1%.
- **Malaysia has retained the top spot in terms of Islamic economy for the 9th consecutive year, leading in four (4) indicators, i.e. Islamic finance, halal food, travel, as well as media and recreation.**
- Nevertheless, Singapore topped the ranking in halal pharmaceuticals and cosmetics in 2021 as a result of solid growth in related products' exports. Singapore also scored favourably in awareness sub-indicator with many educational courses and events carried out across the sectors.
- **Malaysian halal exports of foods, pharmaceuticals and cosmetics recorded RM25.4 billion in 2019**, making up 63.2% of total exports of halal products or 3.5% of total exports.

Exports of Halal Foods, Pharmaceuticals and Cosmetics
RM million



Source: State of Global Islamic Economy Report 2021; DOSM

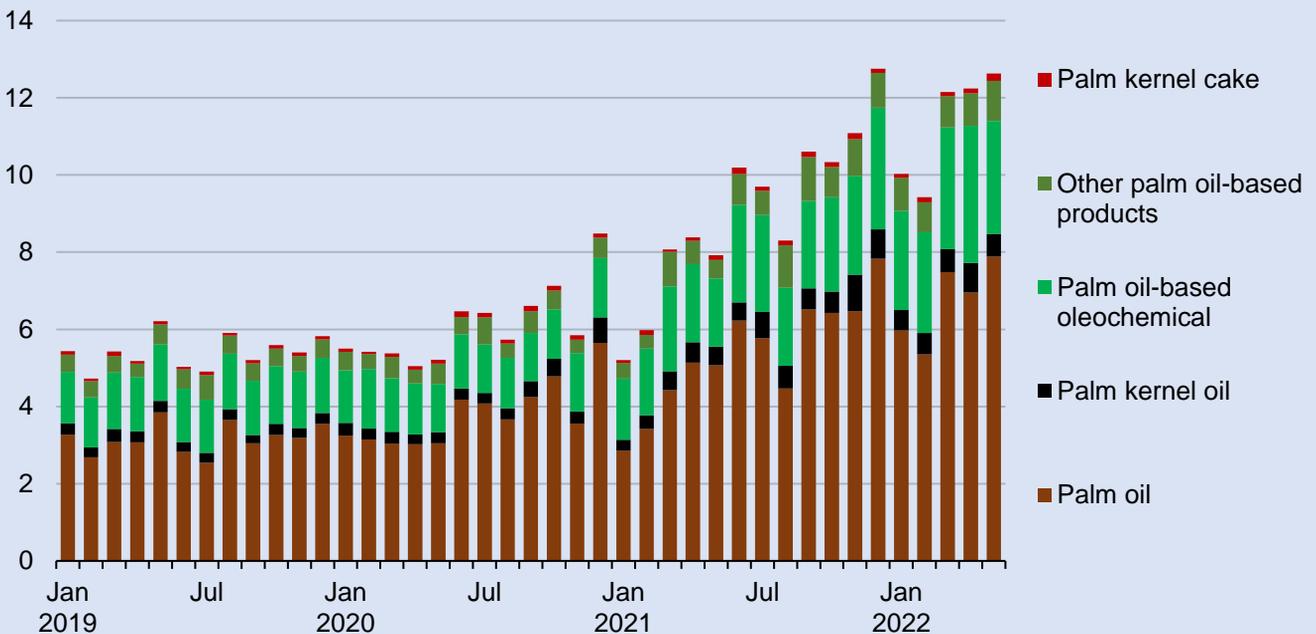
High potential products that SMEs can go into the global market ... (cont.)



Palm-based Bio Products (52.3%)

- According to the Malaysian Palm Oil Council (MPOC), **Malaysia is the world's second largest palm oil producer and exporter**, accounted for 25.8% and 34.3% of the world's palm oil production and exports in 2020, respectively.
- As a highly saturated nature of palm oil in its characteristics, palm oil and its derivatives can be fractionated for different uses in a wide base of products, from food products to non-food consumer products, such as cosmetics and cleaning products.
- **Exports of palm-based bio products have increased gradually at an average growth of 2.1% per month (Jan 2019 – May 2022).** Massive potential development in palm-based bio products is more sustainable compared to animal products, but some issues remain concerned in the EU.
- Malaysia aims to establish a zero-waste industry for palm oil through collaboration with renowned research institutions worldwide to continue exploring new technologies. Malaysia initiated the Malaysian Sustainable Palm Oil Certification with **an allocation of RM30 million to encourage the industry's investment in mechanisation and automation** in 2021.
- In order to achieve sustainable industry, massive biomass production requires the processing of value-added and transformation, whereby the industry of palm-based bio products has a very important contribution role.

Exports of Palm Oil and Palm Oil-Based Products
RM billion



High potential products that SMEs can go into the global market ... (cont.)



Fruits (46.8%)

- According to DOSM, fruits (HS code 08 – including nuts) exports had expanded by an average growth of 17.3% per annum from RM702 million in 2016 to RM1.6 billion in 2021, of which 61.0% were fruits and nuts that uncooked or cooked by steaming or boiling in water, or frozen (other than berries) and not specified in detail.
- Amongst the major tropical fruits, durians, watermelons, coconuts (including desiccated coconuts), bananas, pineapples, papayas, guavas, mangoes, and mangosteens have a **combined total of RM379.2 million in 2021 or 24.3% of total fruit exports.**
- The top four exported fruits in terms of weight in 2020 were **banana, durian, papaya and pineapples.** The **top four exported fruits in terms of highest growth rate** in 2020 were **mango, durian, sweet corn and jackfruit.**
- In Budget 2022, the Government has initiated Agrofood Facility (AF) to **provide financing for SMEs to increase agri-food production for Malaysia and for exports**, with the amount of financing up to RM5 million at a maximum rate of 3.75% per annum and maximum tenure of 8 years.

Exports of Fruit by Type

Tonnes	Banana	Papaya	Pineapples	Durian	Mango	Sweet Corn	Jackfruit
2016	25,009	24,470	22,456	17,705	2,561	5,670	5,021
2017	27,186	25,457	22,470	13,998	2,752	6,768	5,631
2018	24,205	18,015	19,521	23,367	3,546	6,755	6,001
2019	23,950	19,020	17,850	24,981	2,881	6,919	6,193
2020	28,059	22,487	15,960	24,098	4,076	6,883	5,650
CAGR (2017 – 2020)	2.9%	-2.1%	-8.2%	8.0%	12.3%	5.0%	3.0%

Source: DOSM

- Further improvement in agriculture is required to secure current and future food security as well as boost exports. **Both the Government and private sector have to accelerate technology assimilation in food and farming** to reduce dependence on costly inputs and stimulate food production.
- **The Government should also increase arable land for farming** as a mere 5.5% of total planted areas (close to 450,000 hectares) was allocated for fruits, vegetables, herbs and other crops. A 30-year lease should be provided on the conditions that farming should be undertaken within a set period. For all existing farmland, extend at least another 30-year leases to encourage re-investment and modernisation.

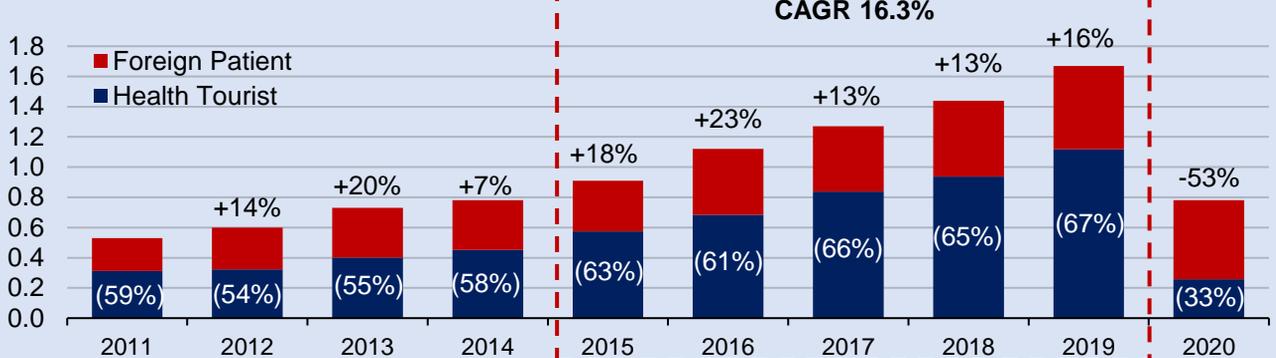
High potential services that SMEs can offer in the global market ...



Medical Tourism (49.0%)

- **Tourism is an important revenue source for Malaysia**, contributing an average share of 6.0% per annum of national GDP in 2015-2019. Specifically for medical tourism, Malaysia has been awarded the best destination and affordability over the years.
- According to the Malaysia Healthcare Travel Council (MHTC), the **healthcare travel industry enjoyed a double-digit average growth of 16.3% pa in 2015-2019**.
- To revitalise the international health tourism industry, the **Government has allocated RM20 million to MHTC in 2022**. The Government also **extended income tax exemption** for exports of private healthcare services as well as **improved oncology, cardiology and fertility treatment** for medical tourism.
- MHTC has adopted a SWOT analysis to identify potential opportunities, of which **affordability and high-quality healthcare are the strengths of Malaysia's medical tourism**. There are **increasing demands for Muslim-friendly healthcare travel and treatment amid the need to improve the wellness sector and overall healthcare travel experience with competition**.

Healthcare Travellers' Revenue
RM billion



Note: Number in parenthesis indicates % of health traveller revenue.
 Health Tourist: Tourists seeking healthcare treatment in Malaysia.
 Foreign Patient: Resident Non-Malaysian including Expatriates, Foreign Workers, Foreign Student, etc.
 Healthcare Traveller: Combination of Health Tourists and Foreign Patients

Source: Malaysia Healthcare Travel Council

- **All public and private sector stakeholders within the healthcare travel ecosystem play a vital role in providing a cohesive end-to-end experience**, including travel agents, ferry operators, wellness providers, tourist attractions and hotel providers, of which **SMEs will act as a linkage across the supply chains**. The tourism sector can design a short-term tour package for the patients while performing the health screen test.
- Our interviews with selected respondents indicated that the development of medical tourism offers business prospects as COVID-19 has raised healthcare awareness. In this regard, **coordination across the Ministries and agencies is crucial** to support medical tourism, for example, among the tourism sector and healthcare providers.
- The extension of a medical visa can be overwhelming and time-consuming, requiring patients to leave and resubmit their applications after staying 30 days. **Simplifying the procedures of extending medical visa** could attract more demand in choosing Malaysia as the preferred destination **through a comprehensive system to keep track of the patient's travel history and provide local assistance**.
- The Government should promote medical tourism via medical exhibitions and provide financial assistance and knowledge sharing to support SMEs connecting the industry from outbound tourism to healthcare providers.



Halal Consultancy Services (42.5%)

- In aligning with the expansion of halal products, **halal consultancy services are crucial to help local and international companies to comply with the halal certification requirement and facilitate the halal certificate applications.**
- Notably, the **pandemic crisis has spurred innovation in the halal segment, such as a halal-certified COVID-19 detection kit in the UK and a face mask halal-certified in Singapore.** It opens up more opportunities to develop halal-certified pharmaceuticals with the assistance of consultancy services.
- RCEP opens up opportunities for halal consultancy services to assist regional businesses in exporting or importing goods and services. Domestically, Malaysia's halal certification and profession are well recognised among the Muslim populations in the world. Regionally, Indonesia's halal product law has made the certification of halal products mandatory, where Malaysia could position itself in tapping into this world's largest Muslim-populated country.



Food and Restaurant Franchising (38.1%)

- According to the Ministry of Domestic Trade And Consumer Affairs (KPDNHEP), **sales value of franchise companies has increased by 9.7% to RM14.6 billion in 2020 from RM13.3 billion in 2019.** While 1,110 franchises were registered under KPDNHEP, 68 local brands have successfully penetrated 70 countries.
- Amongst the sectors registered as franchises in 2021, **food and beverages accounted for 47.1%**, which was the most significant sector that contributed to the overall franchise market over time.
- **An allocation of RM5 million for micro franchise and affordable franchises program** to develop more affordable franchise packages as well as micro franchise packages for the bottom and middle households (B40 and M40).
- The Government also allocated **RM74 million to provide training programs, business guidance, and a simple zero financing scheme for the first six months**, together with a moratorium through PERNAS.

In 2021, Malaysian has registered 51 franchises, and they are categorised in accordance with the following sectors:

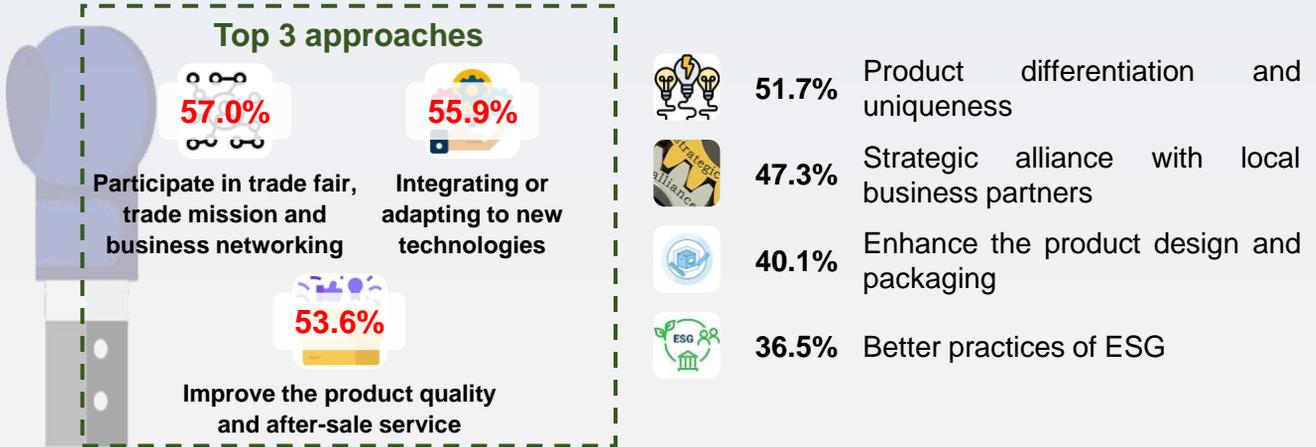
- Food and Beverages: 24 (47.1% of total)
- Services: 9 (17.6%)
- Clothing and Accessories: 3 (5.9%)
- Education and Childcare: 3 (5.9%)
- Beauty and Healthcare: 3 (5.9%)
- ICT: 2 (3.9%)
- Convenience Stores: 2 (3.9%)
- Others: 5 (9.8%)



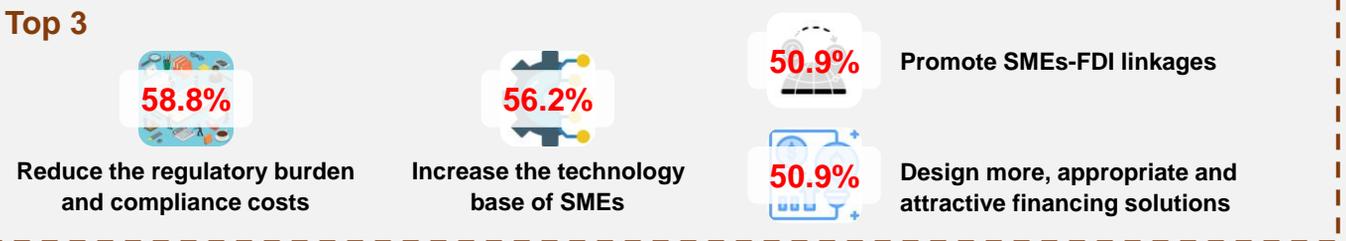
What are the **CONSTRAINTS** faced by local SMEs to go into the global market?



What should SMEs do to **COMPETE** in the global market?



What should the government do **BETTER** to enhance SMEs capability?



- 46.4% Provide management and skills training
- 45.5% Increase access to markets
- 41.0% Provide product and branding development
- 38.6% Improve information and dissemination
- 34.4% Encourage merger and acquisition (M&A) between SMEs





Top 3 constraints

 **56.3%**

Small economies of scale

- **More than half of total respondents across almost all sectors and size of operations indicated that small economies of scale have constrained SMEs going into the global market.**
- **SMEs encounter difficulties to compete with competitors** as their small economies of scale have hampered them to operate efficiently and cost competitive to expand production in the short-term.

 **49.8%**

Lack of technical know-how

- **Eight out of 12 sectors have more than 50% of total respondents cited lack of technical know-how as one of their key constraints**, especially for professional and business services (55.6%) and agriculture sector (55.3%).
- Advanced agriculture technology can expand the scale, speed, and productivity, leading to a more efficient cultivation.
- However, SMEs may not have technical know-how to utilise the technology amid incurring high capital investment. These have constrained their ability to expand footprint in global marketplaces.

 **43.0%**

Inadequate knowledge about the trade rules and regulations

- Many of them might experience difficulty in understanding the trade rules and regulations: **Where to obtain specific and correct market information about the trade rules and regulations**, such as the procedure of acquiring the right Certification of Origin (CO) as well as **how to fulfil the requirements of specific trade rules and regulations?**
- Businesses need to fully understand the trade rules and regulations and keep pace with any changes as any violation of trade rules and regulations could risk losing the market share. For example, the COVID-19 pandemic has required strict adherence to health standards, packaging and handling, and hence, incurring additional costs of prevention.



Top 2

 **57.0%**

Participate in trade fair, trade mission and business networking

- Businesses can participate in trade fairs, and trade missions **to promote and discover new opportunities for marketing their products and services in both domestic and overseas markets.**
- Through participation in trade fairs and trade missions, businesses would obtain feedback from the buyers about their products; build business networking, exchange of and sharing of market knowledge, as well as explore business collaboration with potential business partners.
- **This factor is highly cited by the wholesale and retail trade sectors (71.4%).**

 **55.9%**

Integrating or adapting to new technologies

- **Integrating or adapting to new technologies was highly rated by the ICT sector (65.8%)** as its business nature is highly influenced by the rapid changing of latest technology development.
- Businesses must keep pace with the newer evolution of global technology development to enhance their competitiveness and increase productivity so as to stay ahead in the competitive edge. This helps to strengthen their capability to rival competitors in the offering of high product quality, better delivery and after-sales services and marketing tools.



Reduce the regulatory burden and compliance costs (58.8%)

- To better enhance SMEs' capability, the Government should **focus on reducing unnecessary regulatory burdens and compliance costs**. This would help **SMEs to stay focused on their businesses and improve overall productivity, growth and competitiveness**.
- **Unnecessary and burdensome regulations** cause severe economic distortions that **lower economic growth or output, dampen productivity, competitiveness and investment, and stifle innovation and entrepreneurship**. It is estimated that **reducing 25% of regulatory burden could result in a RM10 billion GDP impact a year** (equivalent to 28 new government hospitals).
- **Common regulators-to-business pain points:** Delays, lack of transparency in the approval process, paperwork burden, duplication (same information given to numerous agencies several times), inconsistency and complexity of processes.
- Therefore, **regulatory reform is necessary and should not only be confined to the Federal level but also matters to states and local authorities**. Regulatory and compliance costs associated with the states, local authorities and municipal councils have been burdensome to businesses. Their interventions in specific markets and businesses have caused distortions and hidden costs on top of the Federal regulations.

ACCCIM's suggestions

Government-to-Business experience

- i. Establish a link-up "Join up" government services
- ii. Publish negative list for businesses to achieve course correction
- iii. New regulations before implementation should be screened by Malaysia Productivity Corporation (MPC) and PEMUDAH to minimise causing unnecessary costs and disruptions to business.
- iv. Regulatory Impact Assessment - Adhere to the National Policy on the Development and Implementation of Regulations (NPDIR) for all new proposed regulations or review existing regulations and make greater use of de minimis thresholds to assist SMEs in reducing compliance costs.

"Regulatory Guillotine" – Bold and top-down sustainable reforms

- i. Risk-based approach. Enforcement, inspection, control and supervision as well as "regulatory guillotine" to reduce the types of control / supervisory
- ii. "Cost-in, Cost-out" system. Enforce agencies to restrict the increase of the costs of newly introduced or reinforced regulations by abolishing or relaxing regulations that carry an equal or more amount of costs.





Increase the technology base of SMEs (56.2%)

- **Technology advancement** brings significant benefits for businesses. Digitalisation and smart technology reduce business transaction costs by providing better and quicker access to reliable market information and enhancing communication flows between employees, suppliers and networks.



OECD Economic Survey of Malaysia (August 2021):

- **SMEs' digital uptake is much lower than that of large firms**, although it has accelerated during the pandemic.
- Many SMEs, especially micro-sized firms, **do not use computers and the Internet**.
- Most SMEs do not make transactions through e-commerce, which has been a big hurdle during Movement Control Order (MCO).
- **SMEs tend to be slow in adopting these new digital tools** in Malaysia.

IMD's World Digital Competitiveness Ranking		Huawei Global Connectivity Index	
2020 26 th	2021 27 th ↓	2019 30 th	2020 34 th ↓

ACCIM's suggestions

- Subsidize SMEs to install smart set-top boxes and link their equipment to the Internet**, which could help firms move quickly towards smart management and production.
- Malaysia Productivity Corporation (MPC) can consider establishing a division called "**Technical Service Division**", which serves as one-stop enterprise R&D innovation services to provide assistance and technical advisory services to businesses.
- Support training on **technology, R&D and innovation; establish innovation and technology centres/co-operation**; promote and develop **inter-firm clusters and networks**.
- Establish a close link **between industrial research centres, universities and business incubators**.
- Introduce an **Innovation Voucher Scheme** to connect SMEs to public research/industrial institutions.
- Implement a **Risk-Sharing Guarantee Program**, which provides risk-sharing guarantee for companies that show willingness to participate in the projects in innovating their business model. The risk-sharing creates a psychological comfort that a company will not be hurt even if it fails.



What should the Government do **BETTER** to enhance SMEs capability? (cont.)



Promote SMEs-FDI linkages (50.9%)

- SMEs are the backbone of the Malaysian economy, which accounts for 97.2% of the total number of business establishments in Malaysia in 2021.
- **SMEs-FDI linkages provide potential gains** such as increased local market opportunities, benefiting from new technology, facilitating their access to capital and increasing possibility of expanding their business globally.

ACCCIM's suggestions

- ✓ **Provision of information** – Government can act as facilitator by gathering and disseminating information on linkages opportunities via national websites, business directories, 'meet-the-buyer' events, and matching making.
- ✓ **Targeting suppliers on the basis of proven abilities and commitment** for future improvements.
- ✓ **Close engagements with domestic corporations and MNCs** – Identify areas and opportunities for suppliers; provide feedback on SMEs' weaknesses.
- ✓ **Tailored programs assist SMEs/suppliers to identify their needs** and enhance their capability.
- ✓ **Monetary incentives to participate in SMEs-FDI linkages program**
 - Singapore:** Contributing to wage costs of engineers and managers in MNCs who have devoted time to supplier upgrading.
 - Ireland:** Cash grants to promising suppliers to help with initial investment costs.
 - Chinese Taipei:** Subsidized training and consultancy necessary for enhancing suppliers' capability.



Design more, appropriate and attractive financing solutions (50.9%)

- **Bankability of SMEs has always been a major contentious issue due to lack of proper documentation and financial statement.** According to the NCCIM's Survey on Domestic Direct Investment (DDI), 52.3% of SMEs' respondents are facing issues/problems when applying for working capital loans.
- There is a lack of information available on financing options or sources of funds to meet their needs; poor understanding among lenders of the financing requirements of SMEs; rigid, onerous and long financing applications processes without any guidance provided by the lenders; lack of understanding among lenders of the growth potential and opportunities in enterprises' business; and inadequate advisory services provided by financial institutions to assist SMEs in obtaining financing.

ACCCIM's suggestions

- Broadening the financing options available and accessible to SMEs:**
 - Better understanding of business and financing needs of SMEs
- BNM to create a centralised system for SMEs to synchronise loan applications whilst they are applying to financial institutions.** This helps BNM to monitor and capture SMEs' real financing conditions and make SMEs' financing requirements more transparent.

Appendix 1: Summary of Guidelines for SMEs Definition

Size of enterprise		Criteria	Manufacturing sector	Services and other sectors
 Large enterprise		Sales turnover	Above RM50 million <u>OR</u>	Above RM20 million <u>OR</u>
		Number of full-time employees	Above 200	Above 75
SME 	 Medium enterprise	Sales turnover	RM15 million to RM50 million <u>OR</u>	RM3 million to RM20 million <u>OR</u>
		Number of full-time employees	75 to 200	30 to 75
	 Small enterprise	Sales turnover	RM300,000 to less than RM15 million <u>OR</u>	RM300,000 to less than RM3 million <u>OR</u>
		Number of full-time employees	5 to less than 75	5 to less than 30
 Micro enterprise	Sales turnover	Below RM300,000 <u>OR</u>	Below RM300,000 <u>OR</u>	
	Number of full-time employees	Less than 5	Less than 5	

Respondents' profile: Annual turnover and number of employees by major sectors:

	 Primary	 Manufacturing	 Construction	 Services	Total
Annual turnover: 					
Less than RM300k	27.3%	7.1%	3.8%	21.1%	16.6%
RM300k to < RM3mil	29.1%	19.6%	36.8%	38.5%	34.0%
RM3mil to < RM15mil	21.8%	29.8%	26.4%	23.0%	24.7%
RM15mil to < RM20mil	7.3%	9.5%	7.5%	4.3%	5.9%
RM20mil to ≤ RM50mil	5.5%	17.3%	15.1%	5.7%	9.1%
More than RM50mil	9.1%	16.7%	10.4%	7.4%	9.7%
Number of full-time employees: 					
Less than 5	36.4%	9.5%	9.4%	33.9%	26.3%
5 to < 30	34.5%	28.6%	63.2%	45.8%	43.8%
30 to < 75	16.4%	25.0%	17.9%	10.9%	14.9%
75 to ≤ 200	5.5%	19.6%	6.6%	4.9%	8.0%
More than 200	7.3%	17.3%	2.8%	4.5%	7.0%



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Malaysia's Business and Economic Conditions Survey (M-BECS)

This is a survey jointly conducted by The Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM) and Socio-Economic Research Centre (SERC) on **Malaysia's business and economic conditions in the first half-year of 2022** (1H 2022: Jan-Jun 2022) and **prospects for the second half-year of 2022** (2H 2022: Jul-Dec 2022) and beyond.

The survey results will be used as an input to prepare memoranda concerning economic and industry issues, including public policies impacting the business community for submission to the Government and relevant Ministries for their consideration. **ALL INFORMATION WILL BE TREATED IN THE STRICTEST CONFIDENTIAL.**

We seek your kind cooperation to return the duly completed questionnaire to ACCCIM Secretariat by **30 June 2022** (Email: socio-economic@accim.org.my / Fax: 03-4260 3080). Thank you for your support and cooperation.

SECTION A: BUSINESS BACKGROUND

***If you have multiple businesses, please refer to the principal business/sector when answering the questions.*

A1. Constituent Members:

- ₁ Terengganu CCCI
- ₂ KLSCCCI
- ₃ Negeri Sembilan CCCI
- ₄ Sabah UCCC
- ₅ Penang CCC
- ₆ Malacca CCCI
- ₇ ACCCI Sarawak
- ₈ Perak CCCI
- ₉ Klang CCCI
- ₁₀ Kelantan CCC
- ₁₁ ACCCI Pahang
- ₁₂ Johor ACCCI
- ₁₃ CCC Batu Pahat
- ₁₄ Kedah CCCI
- ₁₅ Kluang CCCI
- ₁₆ North Perak CCCI
- ₁₇ Perlis CCCI

₃₇ Others, please specify:

Associate Members:

- ₁₈ Federation of Chinese Physicians and Medicine Dealers Associations of Malaysia
- ₁₉ Malaysian Wood Industries Association
- ₂₀ Malaysian Textile Manufacturers Association
- ₂₁ Malaysia Mobile Content Provider Association
- ₂₂ Malaysian Furniture Council
- ₂₃ Federation of Goldsmith and Jewellers Association of Malaysia
- ₂₄ The Federation of Malaysia Hardware, Machinery & Building Materials Dealers' Association
- ₂₅ Malaysia Fujian Chamber of Commerce and Industry
- ₂₆ Pawnbroker's Association of Malaysia
- ₂₇ Malaysia Retailers Association
- ₂₈ Malaysian Association of Convention & Exhibition Organisers & Suppliers
- ₂₉ Malaysia Teochew Chamber of Commerce
- ₃₀ Malaysian Photovoltaic Industry Association
- ₃₁ Malaysian Nail Technicians & Make Up Association
- ₃₂ Malaysian Hairdressing Association
- ₃₃ Automotive Accessories Traders Association of Malaysia
- ₃₄ Malaysia Guangxi Chamber of Commerce
- ₃₅ Persatuan Anggun Menawan Malaysia
- ₃₆ Malaysian Wood Moulding & Joinery Council

A2. Type of principal industry or sub-sector: [Please select only ONE (1)]

- ₁ Agriculture, forestry and fishery
- ₂ Mining and quarrying
- ₃ Manufacturing
- ₄ Construction
- ₅ Wholesale and retail trade
- ₆ Trading (*imports and exports*)
- ₇ Tourism, shopping, hotels, restaurants, recreation and entertainment
- ₈ Transportation, forwarding and warehousing
- ₉ Professional and business services
- ₁₀ Finance and insurance
- ₁₁ Real estate
- ₁₂ Information and Communications Technology (ICT)

A3. Annual turnover:

- ₁ Less than RM300k
- ₂ RM300k to < RM3mil
- ₃ RM3mil to < RM15mil
- ₄ RM15mil to < RM20mil
- ₅ RM20mil to ≤ RM50mil
- ₆ More than RM50mil

A4. Number of full-time employees:

- ₁ Less than 5
- ₂ 5 to < 30
- ₃ 30 to < 75
- ₄ 75 to ≤ 200
- ₅ More than 200

A5. Please indicate the share of total sales generated from overseas market:

- ₁ 0%
- ₂ 1% to 25%
- ₃ 26% to 50%
- ₄ 51% to 75%
- ₅ 76% to 99%
- ₆ 100%

A6. Please indicate the share of foreign employees to total employees:

- ₁ 0%
- ₂ 1% to 25%
- ₃ 26% to 50%
- ₄ 51% to 75%
- ₅ 76% to 99%
- ₆ 100%

SECTION B: OVERALL ASSESSMENT

B1. Overall economic conditions and outlook:				B2. Overall business conditions and outlook:			
<i>(Tick✓ per row)</i>	<u>Better</u>	<u>Neutral</u>	<u>Worse</u>	<i>(Tick✓ per row)</i>	<u>Better</u>	<u>Neutral</u>	<u>Worse</u>
1H 2022	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	1H 2022	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
2H 2022	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	2H 2022	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
1H 2023	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	1H 2023	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
Estimation for 2022	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	Estimation for 2022	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
Forecast for 2023	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	Forecast for 2023	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3

B3. How much your business sales have recovered when comparing to pre-pandemic level?

- 1 More than 30% higher
 2 10-30% higher
 3 About the same as per pre-pandemic level
 4 10-30% below
 5 31-50% below
 6 More than 50% below

B4. Which of the following factors may adversely affect your business performance in 1H 2022? [Please select at least THREE (3)]

- | | |
|----------------------------------------------------------------------|-----------------------------------------------------------------------|
| <input type="checkbox"/> 1 Changing consumer behaviour | <input type="checkbox"/> 11 Declining business and consumer sentiment |
| <input type="checkbox"/> 2 High operating cost and cash flow problem | <input type="checkbox"/> 12 Political climate |
| <input type="checkbox"/> 3 Supply chain disruption | <input type="checkbox"/> 13 Lower external demand |
| <input type="checkbox"/> 4 Shortage of raw materials | <input type="checkbox"/> 14 Lower domestic demand |
| <input type="checkbox"/> 5 Increase in prices of raw materials | <input type="checkbox"/> 15 Increase in bad debt and delay payments |
| <input type="checkbox"/> 6 Shortage of workers | <input type="checkbox"/> 16 ESG compliance |
| <input type="checkbox"/> 7 Digital disruption | |
| <input type="checkbox"/> 8 Difficult to secure financing | |
| <input type="checkbox"/> 9 Availability of skilled labour | |
| <input type="checkbox"/> 10 The Ringgit's fluctuation | |

B5. Performance and Forecast

*Note: N/A=Not Applicable
N/R= Not Relevant*

B5.1 Overall

	<u>Current Performance</u> Actual for 1H 2022 (Jan-Jun) compared to 2H 2021 (Jul-Dec)			<u>Forecast</u> Expectation for 2H 2022 (Jul-Dec) compared to 1H 2022 (Jan-Jun)		
	<u>Better</u>	<u>Neutral</u>	<u>Worse</u>	<u>Better</u>	<u>Neutral</u>	<u>Worse</u>
i. Business conditions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ii. Cash flows conditions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
iii. Debtors' conditions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
iv. Capacity utilization level ◇ N/A or N/R	<input type="checkbox"/> Less than 50%			<input type="checkbox"/> Less than 50%		
	<input type="checkbox"/> 50% to < 75%			<input type="checkbox"/> 50% to < 75%		
	<input type="checkbox"/> 75% to ≤ 90%			<input type="checkbox"/> 75% to ≤ 90%		
	<input type="checkbox"/> More than 90%			<input type="checkbox"/> More than 90%		
v. Overall sales revenue	Increase	Unchanged	Decrease	Increase	Unchanged	Decrease
	<input type="checkbox"/> 1-15%	<input type="radio"/>	<input type="checkbox"/> 1-15%	<input type="checkbox"/> 1-15%	<input type="radio"/>	<input type="checkbox"/> 1-15%
	<input type="checkbox"/> 16-30%		<input type="checkbox"/> 16-30%	<input type="checkbox"/> 16-30%		<input type="checkbox"/> 16-30%
	<input type="checkbox"/> > 30%		<input type="checkbox"/> > 30%	<input type="checkbox"/> > 30%		<input type="checkbox"/> > 30%

(B5 Cont.) Note: N/A=Not Applicable N/R= Not Relevant	<u>Current Performance</u> Actual for 1H 2022 (Jan-Jun) compared to 2H 2021 (Jul-Dec)			<u>Forecast</u> Expectation for 2H 2022 (Jul-Dec) compared to 1H 2022 (Jan-Jun)		
	Increase	Unchanged	Decrease	Increase	Unchanged	Decrease
<u>B5.2 Domestic</u>						
i. Sales revenue ◇ N/A or N/R	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%
ii. Price level ◇ N/A or N/R	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%
<u>B5.3 Foreign</u>						
i. Sales revenue ◇ N/A or N/R	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%
ii. Price level ◇ N/A or N/R	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%
<u>B5.4 Business operations</u>						
i. Production volume ◇ N/A or N/R	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%
ii. Inventory or stock level ◇ N/A or N/R	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%
<u>B5.5 Cost of raw materials</u>						
i. Local ◇ N/A or N/R	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%	○	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%	○	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%
ii. Imported ◇ N/A or N/R	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%	○	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%	○	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%
<u>B5.6 Manpower</u>						
i. Number of employees	<input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10	○	<input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10	<input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10	○	<input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10
ii. Wage growth	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%	○	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%	○	<input type="checkbox"/> 1-5% <input type="checkbox"/> 6-10% <input type="checkbox"/> > 10%
<u>B5.7 Others</u>						
i. Capital expenditure ◇ N/A or N/R	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%	○	<input type="checkbox"/> 1-15% <input type="checkbox"/> 16-30% <input type="checkbox"/> > 30%

SECTION C: CURRENT ISSUE**“RCEP: Tapping SMEs’ Potential to Go Global”**

C1. Please rate the following best describes about your current stage of business development in Malaysia.

- ₁ Start-up stage
₂ Growth stage
₃ Expansion stage
₄ Maturity stage
₅ Decline stage

C2. Please rate the following best describes about the current stage of industrial revolution for Malaysia’s manufacturing sector.

- ₁ IR1.0 (*Mechanization, steam and water power*)
₂ IR2.0 (*Mass production and electricity*)
₃ IR3.0 (*Electronic and IT systems, automation*)
₄ IR4.0 (*Cyber physical systems*)

C3. What are the strengths of Malaysian SMEs? (multiple-choice)

- ₁ Cost and price competitive
₂ High value-added products
₃ Leverage on rich domestic natural resources
₄ Ample fiscal and financial support
₅ Adjust to market trend and demand
₆ Risk taker
₇ High level of automation and digital adoption
₈ Sustainable business model
₉ High productivity
₁₀ Innovative and creative
₁₁ Competitive labour force
₁₂ Others, please specify: _____
₁₃ None of the above

C4. What are the weaknesses of the Malaysian SMEs? (multiple-choice)

- ₁ Over dependency on imported inputs
₂ Low-skilled technology
₃ Low value-added products
₄ Lack of innovation and creativity
₅ Not focus on long-term planning
₆ Inadequate R&D activities
₇ Lack of sustainability business model
₈ Lack of automation/digitalisation
₉ Concentrate on domestic market
₁₀ Lack of export capacity
₁₁ Lack of capital
₁₂ Lack of skilled manpower
₁₃ Others, please specify: _____
₁₄ None of the above

C5. What are the opportunities for the Malaysian SMEs? *(multiple-choice)*

- ₁ Greater market access via free trade agreements
- ₂ Collaboration with foreign parties for market expansion
- ₃ Adopt e-commerce platform to expand sales
- ₄ Integrate into global value chains via strong linkage with FDI
- ₅ Others, please specify: _____
- ₆ None of the above

C6. What are the threats/challenges faced by the Malaysian SMEs? *(multiple-choice)*

- ₁ Competing market share from both domestic and external
- ₂ Slowness in embracing ESG
- ₃ Integrating or adapting to new technologies
- ₄ Inadequate skills
- ₅ Regulatory burden and compliance costs
- ₆ Lack of infrastructure support
- ₇ Difficult to obtain finance
- ₈ Lack of market information and familiarisation of trade rules
- ₉ Others, please specify: _____
- ₁₀ None of the above

C7. What are the constraints faced by local SMEs to go into the global market? *(multiple-choice)*

- ₁ Lack of technical know-how
- ₂ Inadequate export marketing skill
- ₃ Non-tariff barriers (NTB)
- ₄ Barriers to access market and product information
- ₅ Obtaining finance
- ₆ Inadequate knowledge about the trade rules and regulations
- ₇ Small economic of scale
- ₈ Uncompetitive in sourcing of raw materials
- ₉ Others, please specify: _____
- ₁₀ None of the above

C8. What should SMEs do to compete in the global market? *(multiple-choice)*

- ₁ Improve the product quality and after-sale service
- ₂ Product differentiation and uniqueness
- ₃ Enhance the product design and packaging
- ₄ Better practices of ESG
- ₅ Integrating or adapting to new technologies
- ₆ Participate in trade fair, trade mission and business networking
- ₇ Strategic alliance with local business partners
- ₈ Others, please specify: _____
- ₉ None of the above

C9. What should the government do better to enhance SMEs capability? (multiple-choice)

- ₁ Promote SMEs-FDI linkages
- ₂ Design more, appropriate and attractive financing solutions
- ₃ Encourage merger and acquisition (M&A) between SMEs
- ₄ Reduce the regulatory burden and compliance costs
- ₅ Provide management and skills training
- ₆ Provide product and branding development
- ₇ Improve information and dissemination
- ₈ Increase access to markets
- ₉ Increase the technology base of SMEs (*R&D tax credits, loans or grants for innovative activities, and technology diffusion schemes*)
- ₁₀ Others, please specify: _____

C10. Please tick (✓) the following products that SMEs have potential to go into global market (multiple-choice)

- | | |
|---------------------------------------------------------------------------|----------------------------------------------------------------------|
| <input type="checkbox"/> ₁ Snack products | <input type="checkbox"/> ₁₁ Canned products |
| <input type="checkbox"/> ₂ Beverages | <input type="checkbox"/> ₁₂ Halal products |
| <input type="checkbox"/> ₃ Wood-based products | <input type="checkbox"/> ₁₃ Nutritional supplements |
| <input type="checkbox"/> ₄ Frozen food | <input type="checkbox"/> ₁₄ Palm-based bio products |
| <input type="checkbox"/> ₅ Toys / Action figures | <input type="checkbox"/> ₁₅ Ceramic products |
| <input type="checkbox"/> ₆ Personal protective equipment (PPE) | <input type="checkbox"/> ₁₆ Cosmetic products |
| <input type="checkbox"/> ₇ Construction materials & hardware | <input type="checkbox"/> ₁₇ Biomedical products |
| <input type="checkbox"/> ₈ Fruits | <input type="checkbox"/> ₁₈ Ornamental fish |
| <input type="checkbox"/> ₉ Aquaculture | <input type="checkbox"/> ₁₉ Sport equipment |
| <input type="checkbox"/> ₁₀ Herb products | <input type="checkbox"/> ₂₀ Others, please specify: _____ |

C11. Please tick (✓) the following services that SMEs have potential to go into global market (multiple-choice)

- | | |
|--------------------------------------------------------------------|---------------------------------------------------------------------------------|
| <input type="checkbox"/> ₁ Software design | <input type="checkbox"/> ₁₀ Maintenance, repair and overhaul (MRO) |
| <input type="checkbox"/> ₂ Programming | <input type="checkbox"/> ₁₁ Entertainment post-production activities |
| <input type="checkbox"/> ₃ Engineering services | <input type="checkbox"/> ₁₂ Food and restaurant franchising |
| <input type="checkbox"/> ₄ Medical tourism | <input type="checkbox"/> ₁₃ Graphic design |
| <input type="checkbox"/> ₅ Smartphone gaming apps | <input type="checkbox"/> ₁₄ Fashion design services |
| <input type="checkbox"/> ₆ Industrial design activities | <input type="checkbox"/> ₁₅ Data processing activities |
| <input type="checkbox"/> ₇ Education | <input type="checkbox"/> ₁₆ Halal consultancy services |
| <input type="checkbox"/> ₈ Acupuncture services | <input type="checkbox"/> ₁₇ Others, please specify: _____ |
| <input type="checkbox"/> ₉ Accounting services | _____ |

C12. We would like to conduct face-to-face interview via zoom meeting to gauge local player's viewpoint on how to accelerate SMEs' participation in the global market. Are you willing to become one of the interviewees?

- ₁ Yes 
- ₂ No

Company name : _____

Respondent's name : _____

Contact number : _____

Email address : _____

Disclaimer: The information provided in this survey will be treated in strictest confidential.

Closing Date: 30 June 2022

~ Thank you very much for your cooperation ~

MALAYSIA'S BUSINESS AND ECONOMIC CONDITIONS SURVEY (M-BECS) RESULTS														
FOR THE 1ST HALF-YEAR OF 2022 (JAN-JUN 2022) AND OUTLOOK FOR THE 2ND HALF-YEAR OF 2022 (JUL-DEC 2022)														
		Agriculture, forestry and fishery	Mining and quarrying	Manufacturing	Construction	Wholesale and retail trade	Trading (imports and exports)	Tourism, shopping, hotels, restaurants, recreation and entertainment	Transportation, forwarding and warehousing	Professional and business services	Finance and insurance	Real estate	ICT	OVERALL
Section A: Business Background														
A	Size of business operations													
	SME	89.6%	85.7%	84.5%	92.5%	90.5%	97.5%	98.3%	90.9%	97.8%	91.1%	91.2%	94.7%	91.7%
	Large enterprise	10.4%	14.3%	15.5%	7.5%	9.5%	2.5%	1.7%	9.1%	2.2%	8.9%	8.8%	5.3%	8.3%
	Sample size (n)	48	7	168	106	147	40	59	33	135	45	34	38	860
A5	Market orientation													
	100% sales from domestic market	60.9%	71.4%	22.6%	78.3%	68.7%	12.5%	54.2%	30.3%	57.0%	60.0%	73.5%	60.5%	52.9%
	75%-99% sales from domestic market	26.1%	14.3%	39.9%	16.0%	22.4%	42.5%	35.6%	27.3%	31.1%	22.2%	17.6%	31.6%	28.8%
	50%-74% sales from domestic market	10.9%	0.0%	11.3%	2.8%	4.8%	25.0%	3.4%	24.2%	7.4%	11.1%	5.9%	2.6%	8.4%
	25%-49% sales from domestic market	2.2%	14.3%	12.5%	1.9%	1.4%	7.5%	5.1%	15.2%	1.5%	2.2%	2.9%	2.6%	5.0%
	1%-24% sales from domestic market	0.0%	0.0%	8.9%	0.0%	1.4%	12.5%	1.7%	3.0%	0.0%	2.2%	0.0%	2.6%	3.0%
	100% sales from overseas market	0.0%	0.0%	4.8%	0.9%	1.4%	0.0%	0.0%	0.0%	3.0%	2.2%	0.0%	0.0%	1.9%
	Sample size (n)	46	7	168	106	147	40	59	33	135	45	34	38	858
A6	Share of total employees													
	100% local employees	26.1%	57.1%	20.8%	45.3%	80.1%	62.5%	52.5%	63.6%	86.7%	73.3%	79.4%	78.9%	58.3%
	75%-99% local employees	32.6%	14.3%	31.0%	17.0%	16.4%	32.5%	20.3%	24.2%	6.7%	13.3%	0.0%	15.8%	19.1%
	50%-74% local employees	15.2%	14.3%	24.4%	20.8%	2.1%	0.0%	18.6%	12.1%	2.2%	2.2%	14.7%	2.6%	11.6%
	25%-49% local employees	10.9%	14.3%	16.7%	13.2%	1.4%	5.0%	5.1%	0.0%	3.7%	4.4%	2.9%	0.0%	7.4%
	1%-24% local employees	13.0%	0.0%	7.1%	3.8%	0.0%	0.0%	1.7%	0.0%	0.7%	2.2%	0.0%	2.6%	3.0%
	100% foreign employees	2.2%	0.0%	0.0%	0.0%	0.0%	0.0%	1.7%	0.0%	0.0%	4.4%	2.9%	0.0%	0.6%
	Sample size (n)	46	7	168	106	146	40	59	33	135	45	34	38	857
Section B: Overall Assessment														
B1	Economic conditions and prospects													
	1H 2022													
	Better	4.2%	0.0%	16.9%	12.4%	22.4%	5.3%	13.6%	15.2%	14.1%	8.9%	23.5%	10.5%	14.7%
	Neutral	79.2%	57.1%	70.5%	75.2%	65.3%	63.2%	69.5%	66.7%	74.1%	73.3%	61.8%	71.1%	70.4%
	Worse	16.7%	42.9%	12.7%	12.4%	12.2%	31.6%	16.9%	18.2%	11.9%	17.8%	14.7%	18.4%	14.9%
	Sample size (n)	48	7	166	105	147	38	59	33	135	45	34	38	855
	2H 2022													
	Better	20.8%	28.6%	21.1%	19.8%	29.0%	16.2%	27.1%	27.3%	26.7%	24.4%	44.1%	26.3%	25.0%
	Neutral	64.6%	42.9%	54.2%	60.4%	55.9%	62.2%	59.3%	42.4%	57.0%	57.8%	41.2%	63.2%	56.5%
	Worse	14.6%	28.6%	24.7%	19.8%	15.2%	21.6%	13.6%	30.3%	16.3%	17.8%	14.7%	10.5%	18.5%
	Sample size (n)	48	7	166	106	145	37	59	33	135	45	34	38	853
	1H 2023													
	Better	27.1%	42.9%	27.7%	31.4%	37.9%	19.4%	37.3%	27.3%	37.8%	46.7%	52.9%	28.9%	34.0%
	Neutral	62.5%	57.1%	56.6%	58.1%	49.0%	63.9%	50.8%	57.6%	53.3%	44.4%	36.3%	65.8%	54.2%
	Worse	10.4%	0.0%	15.7%	10.5%	13.1%	16.7%	11.9%	15.2%	8.9%	8.9%	11.8%	5.3%	11.9%
	Sample size (n)	48	7	166	105	145	36	59	33	135	45	34	38	851
	Estimation for 2022													
	Better	8.3%	14.3%	17.3%	15.2%	25.5%	10.5%	18.6%	18.2%	24.4%	24.4%	44.1%	21.1%	20.5%
	Neutral	79.2%	42.9%	63.7%	72.4%	62.8%	73.7%	67.8%	57.6%	64.4%	64.4%	38.2%	65.8%	65.0%
	Worse	12.5%	42.9%	19.0%	12.4%	11.7%	15.8%	13.6%	24.2%	11.1%	11.1%	17.6%	13.2%	14.5%
	Sample size (n)	48	7	166	105	145	38	59	33	135	45	34	38	855
	Forecast for 2023													
	Better	31.3%	28.6%	36.9%	38.1%	40.0%	27.0%	44.1%	36.4%	43.7%	51.1%	58.8%	34.2%	39.8%
	Neutral	60.4%	57.1%	50.0%	47.6%	46.9%	54.1%	44.1%	45.5%	45.2%	40.0%	29.4%	57.9%	47.7%
	Worse	8.3%	14.3%	13.1%	14.3%	13.1%	18.9%	11.9%	18.2%	11.1%	8.9%	11.8%	7.9%	12.5%
	Sample size (n)	48	7	166	105	145	37	59	33	135	45	34	38	854
B2	Business conditions and prospects													
	1H 2022													
	Better	4.2%	0.0%	18.7%	17.3%	22.8%	11.1%	18.6%	12.1%	18.5%	13.3%	20.6%	13.2%	17.2%
	Neutral	72.9%	57.1%	63.9%	69.2%	66.9%	55.6%	67.8%	75.8%	71.1%	62.2%	67.6%	68.4%	67.3%
	Worse	22.9%	42.9%	17.5%	13.5%	10.3%	33.3%	13.6%	12.1%	10.4%	24.4%	11.8%	18.4%	15.5%
	Sample size (n)	48	7	166	104	145	36	59	33	135	45	34	38	850
	2H 2022													
	Better	16.7%	28.6%	19.9%	25.0%	34.0%	17.1%	28.8%	30.3%	28.9%	22.2%	35.3%	23.7%	26.1%
	Neutral	70.8%	57.1%	60.8%	58.7%	52.8%	68.6%	61.0%	42.4%	55.6%	66.7%	52.9%	68.4%	58.8%
	Worse	12.5%	14.3%	19.3%	16.3%	13.2%	14.3%	10.2%	27.3%	15.6%	11.1%	11.8%	7.9%	15.1%
	Sample size (n)	48	7	166	104	144	35	59	33	135	45	34	38	848
	1H 2023													
	Better	27.1%	28.6%	29.5%	32.0%	36.8%	14.7%	40.7%	27.3%	40.0%	40.0%	50.0%	28.9%	34.0%
	Neutral	64.6%	71.4%	56.6%	57.3%	50.0%	64.7%	49.2%	57.6%	51.9%	53.3%	38.2%	65.8%	54.7%
	Worse	8.3%	0.0%	13.9%	10.7%	13.2%	20.6%	10.2%	15.2%	8.1%	6.7%	11.8%	5.3%	11.2%
	Sample size (n)	48	7	166	103	144	34	59	33	135	45	34	38	846
	Estimation for 2022													
	Better	6.3%	14.3%	17.5%	18.4%	25.0%	10.8%	20.3%	24.2%	26.7%	26.7%	32.4%	23.7%	21.2%
	Neutral	81.3%	42.9%	65.7%	67.0%	63.2%	67.6%	67.8%	57.6%	62.2%	62.2%	58.8%	65.8%	65.0%
	Worse	12.5%	42.9%	16.9%	14.6%	11.8%	21.6%	11.9%	18.2%	11.1%	11.1%	8.8%	10.5%	13.8%
	Sample size (n)	48	7	166	103	144	37	59	33	135	45	34	38	849
	Forecast for 2023													
	Better	27.1%	14.3%	37.3%	40.8%	38.9%	22.9%	47.5%	33.3%	42.2%	51.1%	55.9%	39.5%	39.6%
	Neutral	62.5%	85.7%	48.2%	46.6%	46.5%	60.0%	37.3%	51.5%	48.9%	37.8%	32.4%	52.6%	47.8%
	Worse	10.4%	0.0%	14.5%	12.6%	14.6%	17.1%	15.3%	15.2%	8.9%	11.1%	11.8%	7.9%	12.6%
	Sample size (n)	48	7	166	103	144	35	59	33	135	45	34	38	847

MALAYSIA'S BUSINESS AND ECONOMIC CONDITIONS SURVEY (M-BECS) RESULTS														
FOR THE 1ST HALF-YEAR OF 2022 (JAN-JUN 2022) AND OUTLOOK FOR THE 2ND HALF-YEAR OF 2022 (JUL-DEC 2022)														
		Agriculture, forestry and fishery	Mining and quarrying	Manufacturing	Construction	Wholesale and retail trade	Trading (imports and exports)	Tourism: shopping, hotels, restaurants, recreation and entertainment	Transportation, forwarding and warehousing	Professional and business services	Finance and insurance	Real estate	ICT	OVERALL
B3	How much your business sales have recovered when comparing to pre-pandemic level?													
	More than 30% higher	14.6%	0.0%	7.1%	9.4%	11.6%	5.0%	13.6%	9.1%	6.7%	15.6%	17.6%	7.9%	9.8%
	10-30% higher	27.1%	42.9%	33.9%	33.0%	36.1%	17.5%	35.6%	21.2%	28.1%	31.1%	29.4%	31.6%	31.4%
	About the same as pre-pandemic level	39.6%	14.3%	29.2%	23.6%	24.5%	17.5%	23.7%	30.3%	34.1%	22.2%	38.2%	36.8%	28.4%
	10-30% below	10.4%	28.6%	21.4%	25.5%	19.7%	35.0%	13.6%	24.2%	17.8%	22.2%	8.8%	15.8%	20.0%
	31-50% below	6.3%	14.3%	5.4%	4.7%	7.5%	17.5%	8.5%	12.1%	8.1%	6.7%	2.9%	2.6%	7.1%
	More than 50% below	2.1%	0.0%	3.0%	3.8%	0.7%	7.5%	5.1%	3.0%	5.2%	2.2%	2.9%	5.3%	3.4%
	Sample size (n)	48	7	168	106	147	40	59	33	135	45	34	38	860
B4	Which of the following factor(s) may adversely affect your business performance in 1H 2022? (Multiple-answer)													
	Changing consumer behaviour	16.7%	14.3%	13.7%	8.5%	42.9%	22.5%	40.7%	18.2%	31.9%	37.8%	17.6%	39.5%	26.0%
	High operating cost and cash flow problem	50.0%	71.4%	42.9%	48.1%	43.5%	47.5%	44.1%	60.6%	40.7%	22.2%	23.5%	52.6%	43.5%
	Supply chain disruption	22.9%	28.6%	38.7%	28.3%	47.6%	27.5%	18.6%	60.6%	8.9%	2.2%	23.5%	31.6%	29.4%
	Shortage of raw materials	31.3%	42.9%	50.0%	48.1%	30.6%	30.0%	23.7%	24.2%	19.3%	4.4%	47.1%	10.5%	32.6%
	Increase in prices of raw materials	66.7%	57.1%	87.5%	85.8%	66.7%	60.0%	57.6%	51.5%	33.3%	17.8%	70.6%	15.8%	61.6%
	Shortage of workers	66.7%	57.1%	76.2%	68.9%	36.1%	37.5%	64.4%	57.6%	45.2%	22.2%	52.9%	31.6%	53.8%
	Digital disruption	6.3%	14.3%	3.0%	1.9%	11.6%	2.5%	6.8%	6.1%	11.1%	13.3%	2.9%	5.3%	6.9%
	Difficult to secure financing	20.8%	42.9%	10.1%	14.2%	13.6%	12.5%	16.9%	12.1%	16.3%	31.1%	20.6%	5.3%	15.0%
	Availability of skilled labour	43.8%	57.1%	43.5%	43.4%	15.6%	12.5%	30.5%	21.2%	30.4%	11.1%	26.5%	31.6%	30.7%
	The Ringgit's fluctuation	31.3%	14.3%	38.1%	41.5%	47.6%	55.0%	30.5%	54.5%	32.6%	37.8%	38.2%	47.4%	40.0%
	Declining business and consumer sentiment	10.4%	0.0%	14.9%	11.3%	21.1%	22.5%	22.0%	36.4%	35.6%	40.0%	20.6%	36.8%	22.6%
	Political climate	29.2%	57.1%	16.1%	25.5%	25.9%	20.0%	22.0%	39.4%	31.1%	37.8%	29.4%	44.7%	26.7%
	Lower external demand	12.5%	0.0%	16.1%	4.7%	4.1%	17.5%	15.3%	15.2%	6.7%	8.9%	5.9%	0.0%	9.3%
	Lower domestic demand	14.6%	57.1%	16.7%	17.0%	22.4%	22.5%	13.6%	15.2%	28.9%	15.6%	11.8%	31.6%	20.2%
	Increase in bad debt and delay payments	18.8%	57.1%	20.2%	26.4%	23.1%	15.0%	10.2%	30.3%	22.2%	24.4%	8.8%	15.8%	21.0%
	ESG compliance	8.3%	14.3%	7.1%	5.7%	6.8%	10.0%	5.1%	3.0%	11.1%	17.8%	8.8%	10.5%	8.3%
	Sample size (n)	48	7	168	106	147	40	59	33	135	45	34	38	860
B5	Performance and forecast													
	Performance: 1H 2022 (Jan-Jun 2022) compared to 2H 2021 (Jul-Dec 2021)													
i	Overall													
i	Business conditions													
	Better	15.2%	28.6%	28.6%	24.5%	32.9%	15.0%	22.0%	15.2%	26.7%	15.6%	41.2%	26.3%	25.9%
	Neutral	73.9%	28.6%	53.6%	60.4%	50.0%	55.0%	67.8%	60.6%	62.2%	71.1%	41.2%	55.3%	57.9%
	Worse	10.9%	42.9%	17.9%	15.1%	17.1%	30.0%	10.2%	24.2%	11.1%	13.3%	17.6%	18.4%	16.2%
	Sample size (n)	46	7	168	106	146	40	59	33	135	45	34	38	857
ii	Cash flows conditions													
	Better	13.0%	28.6%	18.7%	9.5%	25.0%	17.1%	18.6%	12.1%	18.5%	15.9%	35.3%	18.4%	18.6%
	Neutral	71.7%	28.6%	60.2%	69.5%	57.6%	45.7%	62.7%	63.6%	71.9%	58.9%	47.1%	60.5%	62.8%
	Worse	15.2%	42.9%	21.1%	21.0%	17.4%	37.1%	18.6%	24.2%	9.6%	15.9%	17.6%	21.1%	18.7%
	Sample size (n)	46	7	166	105	144	35	59	33	135	44	34	38	846
iii	Debtors' conditions													
	Better	8.7%	28.6%	11.4%	5.7%	14.6%	8.6%	15.3%	6.1%	11.9%	11.4%	23.5%	13.2%	11.8%
	Neutral	69.6%	28.6%	72.3%	71.4%	66.7%	62.9%	66.1%	57.6%	68.1%	68.2%	55.9%	71.1%	67.7%
	Worse	21.7%	42.9%	16.3%	22.9%	18.8%	28.6%	18.6%	36.4%	20.0%	20.5%	20.6%	15.8%	20.4%
	Sample size (n)	46	7	166	105	144	35	59	33	135	44	34	38	846
iv	Capacity utilization level													
	Less than 50%	45.5%	57.1%	21.5%	35.3%	41.6%	36.7%	43.8%	33.3%	43.7%	36.7%	42.1%	31.6%	35.2%
	50% to < 75%	33.3%	28.6%	45.1%	42.6%	24.7%	50.0%	43.8%	38.1%	42.3%	40.0%	42.1%	31.6%	39.7%
	75% to ≤ 90%	18.2%	14.3%	23.6%	13.2%	22.1%	10.0%	6.3%	19.0%	9.9%	16.7%	10.5%	21.1%	17.1%
	More than 90%	3.0%	0.0%	9.7%	8.8%	11.7%	3.3%	6.3%	9.5%	4.2%	6.7%	5.3%	15.8%	8.0%
	Sample size (n)	33	7	144	68	77	30	32	21	71	30	19	19	551
v	Overall sales revenue													
	Increased 1%-15%	15.2%	28.6%	28.0%	24.5%	27.1%	14.3%	20.3%	18.2%	23.0%	22.2%	17.6%	18.4%	23.3%
	Increased 16%-30%	26.1%	14.3%	15.2%	15.1%	13.9%	28.6%	18.6%	15.2%	13.3%	22.2%	26.5%	13.2%	16.8%
	Increased >30%	10.9%	0.0%	9.1%	6.6%	13.9%	2.9%	22.0%	3.0%	5.9%	11.1%	11.8%	7.9%	9.7%
	Unchanged	32.6%	14.3%	20.1%	23.6%	15.3%	8.6%	22.0%	33.3%	30.4%	15.6%	23.5%	31.6%	22.6%
	Decreased 1%-15%	4.3%	14.3%	15.2%	12.3%	19.4%	22.9%	6.8%	15.2%	12.6%	13.3%	8.8%	15.8%	13.9%
	Decreased 16%-30%	8.7%	28.6%	5.5%	9.4%	8.3%	11.4%	5.1%	9.1%	8.9%	13.3%	2.9%	2.6%	7.9%
	Decreased >30%	2.2%	0.0%	6.7%	8.5%	2.1%	11.4%	5.1%	6.1%	5.9%	2.2%	8.8%	10.5%	5.8%
	Sample size (n)	46	7	164	106	144	35	59	33	135	45	34	38	846
ii	Domestic													
i	Sales revenue													
	Increased 1%-15%	13.6%	28.6%	29.3%	30.5%	28.5%	10.3%	26.3%	21.9%	24.5%	23.7%	25.8%	18.9%	25.4%
	Increased 16%-30%	15.9%	14.3%	16.6%	11.6%	16.8%	25.6%	21.1%	9.4%	13.6%	15.8%	19.4%	13.5%	15.9%
	Increased >30%	13.6%	0.0%	6.4%	4.2%	12.4%	7.7%	12.3%	6.3%	9.1%	15.8%	12.9%	10.8%	9.3%
	Unchanged	34.1%	0.0%	17.8%	24.2%	11.7%	12.8%	19.3%	15.6%	24.5%	18.4%	19.4%	32.4%	19.8%
	Decreased 1%-15%	13.6%	28.6%	18.5%	13.7%	21.2%	15.4%	12.3%	25.0%	11.8%	13.2%	16.1%	10.8%	16.2%
	Decreased 16%-30%	6.8%	28.6%	7.6%	6.3%	6.6%	12.8%	3.5%	9.4%	6.4%	13.2%	0.0%	5.4%	7.1%
	Decreased >30%	2.3%	0.0%	3.8%	9.5%	2.9%	15.4%	5.3%	12.5%	10.0%	0.0%	6.5%	8.1%	6.3%
	Sample size (n)	44	7	157	95	137	39	57	32	110	38	31	37	784
ii	Price level													
	Increased 1%-15%	33.3%	33.3%	34.6%	36.5%	37.0%	24.2%	26.3%	38.7%	28.2%	28.9%	28.1%	27.0%	32.5%
	Increased 16%-30%	20.0%	16.7%	29.4%	20.8%	24.6%	24.2%	24.6%	22.6%	9.1%	21.1%	21.9%	16.2%	21.8%
	Increased >30%	20.0%	16.7%	7.8%	12.5%	13.0%	24.2%	10.5%	22.6%	6.4%	13.2%	12.5%	5.4%	11.7%
	Unchanged	22.2%	33.3%	19.0%	19.8%	18.1%	3.0%	31.6%	9.7%	40.0%	23.7%	28.1%	45.9%	24.0%
	Decreased 1%-15%	2.2%	0.0%	5.9%	6.3%	3.6%	9.1%	7.0%	0.0%	8.2%	7.9%	9.4%	5.4%	5.8%
	Decreased 16%-30%	2.2%	0.0%	2.0%	2.1%	2.9%	6.1%	0.0%	3.2%	5.5%	5.3%	0.0%	0.0%	2.7%
	Decreased >30%	0.0%	0.0%	1.3%	2.1%	0.7%	9.1%	0.0%	3.2%	2.7%	0.0%	0.0%	0.0%	1.5%
	Sample size (n)	45	6	153	96	138	33	57	31	110	38	32	37	776

MALAYSIA'S BUSINESS AND ECONOMIC CONDITIONS SURVEY (M-BECS) RESULTS														
FOR THE 1ST HALF-YEAR OF 2022 (JAN-JUN 2022) AND OUTLOOK FOR THE 2ND HALF-YEAR OF 2022 (JUL-DEC 2022)														
		Agriculture, forestry and fishery	Mining and quarrying	Manufacturing	Construction	Wholesale and retail trade	Trading (imports and exports)	Tourism: shopping, hotels, restaurants, recreation and entertainment	Transportation, forwarding and warehousing	Professional and business services	Finance and insurance	Real estate	ICT	OVERALL
III	Foreign													
i	Sales revenue													
	Increased 1%-15%	31.3%	0.0%	31.4%	26.3%	33.3%	19.4%	11.1%	35.0%	8.8%	7.7%	20.0%	7.7%	24.7%
	Increased 16%-30%	12.5%	0.0%	14.0%	15.8%	3.0%	6.5%	27.8%	10.0%	14.7%	23.1%	0.0%	23.1%	13.3%
	Increased >30%	6.3%	100.0%	2.5%	0.0%	3.0%	3.2%	0.0%	5.0%	5.9%	15.4%	20.0%	7.7%	4.3%
	Unchanged	31.3%	0.0%	24.0%	36.8%	42.4%	25.8%	38.9%	15.0%	35.3%	23.1%	40.0%	53.8%	29.9%
	Decreased 1%-15%	0.0%	0.0%	15.7%	5.3%	15.2%	19.4%	5.6%	5.0%	17.6%	30.8%	20.0%	0.0%	13.6%
	Decreased 16%-30%	12.5%	0.0%	4.1%	10.5%	0.0%	9.7%	5.6%	20.0%	5.9%	0.0%	0.0%	7.7%	6.2%
	Decreased >30%	6.3%	0.0%	8.3%	5.3%	3.0%	16.1%	11.1%	10.0%	11.8%	0.0%	0.0%	0.0%	8.0%
	Sample size (n)	16	1	121	19	33	31	18	20	34	13	5	13	324
ii	Price level													
	Increased 1%-15%	25.0%	0.0%	31.9%	33.3%	28.1%	25.9%	28.6%	30.0%	23.3%	30.8%	20.0%	7.7%	28.2%
	Increased 16%-30%	31.3%	100.0%	19.8%	5.6%	21.9%	14.8%	14.3%	25.0%	6.7%	15.4%	0.0%	0.0%	17.0%
	Increased >30%	6.3%	0.0%	10.3%	11.1%	3.1%	29.6%	14.3%	25.0%	10.0%	15.4%	20.0%	15.4%	12.8%
	Unchanged	31.3%	0.0%	30.2%	22.2%	37.5%	14.8%	33.3%	15.0%	46.7%	30.8%	60.0%	76.9%	32.4%
	Decreased 1%-15%	0.0%	0.0%	4.3%	5.6%	6.3%	0.0%	4.8%	0.0%	13.3%	0.0%	0.0%	0.0%	4.2%
	Decreased 16%-30%	6.3%	0.0%	0.9%	16.7%	3.1%	7.4%	0.0%	5.0%	0.0%	7.7%	0.0%	0.0%	3.2%
	Decreased >30%	0.0%	0.0%	2.6%	5.6%	0.0%	7.4%	4.8%	0.0%	0.0%	0.0%	0.0%	0.0%	2.2%
	Sample size (n)	16	1	116	18	32	27	21	20	30	13	5	13	312
IV	Business operations													
i	Production volume													
	Increased 1%-15%	7.3%	28.6%	21.7%	25.6%	23.0%	11.4%	21.1%	28.6%	18.6%	17.9%	23.8%	21.7%	20.7%
	Increased 16%-30%	17.1%	0.0%	13.7%	7.7%	12.6%	20.0%	21.1%	4.8%	8.6%	21.4%	23.8%	13.0%	13.4%
	Increased >30%	0.0%	28.6%	6.8%	5.1%	9.2%	5.7%	10.5%	4.8%	10.0%	7.1%	4.8%	0.0%	6.9%
	Unchanged	51.2%	0.0%	27.3%	34.6%	32.2%	11.4%	31.6%	19.0%	37.1%	32.1%	33.3%	47.8%	31.6%
	Decreased 1%-15%	14.6%	28.6%	17.4%	9.0%	11.5%	25.7%	7.9%	28.6%	7.1%	17.9%	4.8%	13.0%	13.9%
	Decreased 16%-30%	4.9%	14.3%	7.5%	11.5%	9.2%	17.1%	5.3%	4.8%	8.6%	3.6%	9.5%	0.0%	8.2%
	Decreased >30%	4.9%	0.0%	5.6%	6.4%	2.3%	8.6%	2.6%	9.5%	10.0%	0.0%	0.0%	4.3%	5.2%
	Sample size (n)	41	7	161	78	87	35	38	21	70	28	21	23	610
ii	Inventory or stock level													
	Increased 1%-15%	9.5%	28.6%	22.7%	18.2%	23.1%	9.1%	26.3%	28.6%	12.9%	26.1%	18.2%	20.0%	20.0%
	Increased 16%-30%	11.9%	14.3%	9.1%	14.3%	7.7%	18.2%	10.5%	9.5%	6.5%	13.0%	13.6%	8.0%	10.3%
	Increased >30%	2.4%	14.3%	9.1%	11.7%	7.7%	9.1%	2.6%	9.5%	12.9%	13.0%	0.0%	8.0%	8.5%
	Unchanged	47.6%	0.0%	32.5%	37.7%	35.9%	21.2%	44.7%	38.1%	48.4%	30.4%	45.5%	44.0%	37.2%
	Decreased 1%-15%	21.4%	28.6%	19.5%	7.8%	12.0%	27.3%	7.9%	4.8%	8.1%	8.7%	18.2%	12.0%	14.2%
	Decreased 16%-30%	7.1%	14.3%	2.6%	3.9%	8.5%	9.1%	5.3%	9.5%	4.8%	8.7%	0.0%	8.0%	5.6%
	Decreased >30%	0.0%	0.0%	4.5%	6.5%	5.1%	6.1%	2.6%	0.0%	6.5%	0.0%	4.5%	0.0%	4.2%
	Sample size (n)	42	7	154	77	117	33	38	21	62	23	22	25	621
V	Cost of raw materials													
i	Local													
	Increased 1%-5%	10.3%	0.0%	5.0%	4.0%	10.2%	6.7%	17.5%	15.0%	10.0%	14.3%	22.7%	19.0%	9.1%
	Increased 6%-10%	10.3%	57.1%	18.0%	13.1%	26.9%	40.0%	15.0%	5.0%	17.1%	19.0%	9.1%	19.0%	18.8%
	Increased >10%	56.4%	42.9%	68.9%	66.7%	53.7%	46.7%	55.0%	55.0%	42.9%	19.0%	59.1%	19.0%	56.1%
	Unchanged	15.4%	0.0%	5.0%	10.1%	6.5%	0.0%	10.0%	25.0%	24.3%	33.3%	4.5%	42.9%	11.6%
	Decreased 1%-5%	5.1%	0.0%	1.2%	4.0%	1.9%	0.0%	0.0%	0.0%	2.9%	9.5%	4.5%	0.0%	2.4%
	Decreased 6%-10%	0.0%	0.0%	0.6%	1.0%	0.9%	3.3%	2.5%	0.0%	2.9%	4.8%	0.0%	0.0%	1.3%
	Decreased >10%	2.6%	0.0%	1.2%	1.0%	0.0%	3.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.6%
	Sample size (n)	39	7	161	99	108	30	40	20	70	21	22	21	638
ii	Imported													
	Increased 1%-5%	10.8%	33.3%	4.1%	8.8%	11.6%	8.7%	11.1%	16.7%	16.1%	15.8%	17.6%	15.8%	10.2%
	Increased 6%-10%	5.4%	0.0%	15.8%	15.0%	16.3%	21.7%	11.1%	0.0%	16.1%	10.5%	11.8%	21.1%	14.3%
	Increased >10%	54.1%	33.3%	69.2%	58.8%	53.5%	60.9%	55.6%	55.6%	33.9%	36.8%	47.1%	31.6%	55.4%
	Unchanged	27.0%	33.3%	5.5%	13.8%	10.5%	0.0%	18.5%	22.2%	26.8%	31.6%	11.8%	31.6%	14.5%
	Decreased 1%-5%	0.0%	0.0%	2.1%	1.3%	4.7%	0.0%	0.0%	0.0%	7.1%	5.3%	0.0%	0.0%	2.4%
	Decreased 6%-10%	0.0%	0.0%	0.7%	2.5%	0.0%	4.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.8%
	Decreased >10%	2.7%	0.0%	2.7%	0.0%	3.5%	4.3%	3.7%	5.6%	0.0%	0.0%	11.8%	0.0%	2.4%
	Sample size (n)	37	3	146	80	86	23	27	18	56	19	17	19	531
VI	Manpower													
i	Number of employees													
	Increased 1-5	10.9%	28.6%	13.3%	13.2%	19.2%	20.0%	8.6%	21.9%	11.1%	22.2%	14.7%	15.8%	14.9%
	Increased 6-10	8.7%	0.0%	4.2%	10.4%	8.9%	17.5%	1.7%	12.5%	8.1%	6.7%	5.9%	7.9%	7.7%
	Increased >10	4.3%	28.6%	9.6%	8.5%	4.1%	2.5%	12.1%	3.1%	11.1%	11.1%	11.8%	5.3%	8.2%
	Unchanged	50.0%	14.3%	29.5%	41.5%	53.4%	40.0%	50.0%	43.8%	48.1%	33.3%	50.0%	60.5%	43.8%
	Decreased 1-5	10.9%	14.3%	20.5%	16.0%	11.0%	17.5%	17.2%	9.4%	17.8%	15.6%	2.9%	7.9%	15.0%
	Decreased 6-10	6.5%	14.3%	9.0%	5.7%	2.7%	0.0%	5.2%	0.0%	2.2%	2.2%	0.0%	0.0%	4.2%
	Decreased >10	8.7%	0.0%	13.9%	4.7%	0.7%	2.5%	5.2%	9.4%	1.5%	8.9%	14.7%	2.6%	6.1%
	Sample size (n)	46	7	166	106	146	40	58	32	135	45	34	38	853
ii	Wage growth													
	Increased 1%-5%	22.2%	14.3%	24.1%	25.7%	22.4%	32.4%	24.6%	18.2%	16.7%	20.0%	23.5%	13.5%	22.1%
	Increased 6%-10%	22.2%	14.3%	28.9%	19.0%	22.4%	20.6%	10.5%	21.2%	22.2%	13.3%	14.7%	18.9%	21.3%
	Increased >10%	22.2%	42.9%	27.1%	20.0%	20.3%	14.7%	29.8%	24.2%	25.4%	11.1%	11.8%	21.6%	22.5%
	Unchanged	28.9%	28.6%	13.3%	30.5%	32.2%	26.5%	28.1%	30.3%	29.4%	40.0%	47.1%	35.1%	28.1%
	Decreased 1%-5%	2.2%	0.0%	3.6%	3.8%	2.8%	2.9%	7.0%	6.1%	4.0%	4.4%	0.0%	8.1%	3.8%
	Decreased 6%-10%	0.0%	0.0%	1.8%	1.0%	0.0%	0.0%	0.0%	0.0%	0.0%	2.2%	0.0%	0.0%	0.6%
	Decreased >10%	2.2%	0.0%	1.2%	0.0%	0.0%	2.9%	0.0%	0.0%	2.4%	8.9%	2.9%	2.7%	1.6%
	Sample size (n)	45	7	166	105	143	34	57	33	126	45	34	37	832

MALAYSIA'S BUSINESS AND ECONOMIC CONDITIONS SURVEY (M-BECS) RESULTS															
FOR THE 1ST HALF-YEAR OF 2022 (JAN-JUN 2022) AND OUTLOOK FOR THE 2ND HALF-YEAR OF 2022 (JUL-DEC 2022)															
		Agriculture, forestry and fishery	Mining and quarrying	Manufacturing	Construction	Wholesale and retail trade	Trading (imports and exports)	Tourism: shopping, hotels, restaurants, recreation and entertainment	Transportation, forwarding and warehousing	Professional and business services	Finance and insurance	Real estate	ICT	OVERALL	
VII	Others														
i	Capital expenditure														
		Increased 1%-15%	23.3%	14.3%	37.5%	31.5%	40.3%	35.3%	26.9%	31.0%	21.7%	15.6%	35.7%	21.4%	31.0%
		Increased 16%-30%	25.6%	42.9%	24.3%	25.0%	19.3%	29.4%	23.1%	20.7%	16.0%	28.1%	14.3%	14.3%	22.0%
		Increased >30%	11.6%	14.3%	9.2%	13.0%	10.1%	17.6%	9.6%	13.8%	19.8%	12.5%	10.7%	0.0%	12.0%
		Unchanged	32.6%	28.6%	25.0%	26.1%	27.7%	11.8%	38.5%	27.6%	35.8%	34.4%	57.1%	30.2%	
		Decreased 1%-15%	0.0%	0.0%	2.0%	4.3%	1.7%	0.0%	0.0%	3.4%	4.7%	6.3%	3.6%	2.6%	
		Decreased 16%-30%	7.0%	0.0%	0.7%	0.0%	0.0%	0.0%	0.0%	3.4%	1.9%	0.0%	0.0%	1.1%	
		Decreased >30%	0.0%	0.0%	1.3%	0.0%	0.8%	5.9%	1.9%	0.0%	0.0%	0.0%	0.0%	1.0%	
		Sample size (n)	43	7	152	92	119	34	52	29	106	32	28	722	
		Forecast: 2H 2022 (Jul-Dec 2022) compared to 1H 2022 (Jan-Jun 2022)													
I	Overall														
i	Business conditions														
		Better	10.9%	14.3%	17.9%	22.6%	27.8%	15.4%	30.5%	30.3%	25.9%	26.7%	35.3%	23.7%	23.7%
		Neutral	73.9%	42.9%	60.1%	66.0%	56.9%	61.5%	62.7%	42.4%	63.0%	66.7%	44.1%	60.5%	60.7%
		Worse	15.2%	42.9%	22.0%	11.3%	15.3%	23.1%	6.8%	27.3%	11.1%	6.7%	20.6%	15.8%	15.7%
		Sample size (n)	46	7	168	106	144	39	59	33	135	45	34	38	854
ii	Cash flows conditions														
		Better	8.7%	14.3%	9.7%	15.2%	19.4%	11.8%	22.0%	18.2%	20.9%	20.5%	29.4%	7.9%	16.4%
		Neutral	69.6%	42.9%	65.5%	68.8%	63.9%	47.1%	66.1%	57.6%	66.4%	68.2%	50.0%	71.1%	64.5%
		Worse	21.7%	42.9%	24.8%	16.2%	16.7%	41.2%	11.9%	24.2%	12.7%	11.4%	20.6%	21.1%	19.1%
		Sample size (n)	46	7	165	105	144	34	59	33	134	44	34	38	843
iii	Debtors' conditions														
		Better	6.5%	14.3%	6.1%	9.5%	13.3%	11.8%	16.9%	12.1%	14.9%	13.6%	23.5%	5.3%	11.5%
		Neutral	69.6%	42.9%	68.5%	72.4%	70.6%	55.9%	71.2%	57.6%	67.2%	72.7%	55.9%	73.7%	68.2%
		Worse	23.9%	42.9%	25.5%	18.1%	16.1%	32.4%	11.9%	30.3%	17.9%	13.6%	20.6%	21.1%	20.3%
		Sample size (n)	46	7	165	105	143	34	59	33	134	44	34	38	842
iv	Capacity utilization level														
		Less than 50%	43.3%	28.6%	27.6%	46.6%	43.1%	33.3%	44.0%	45.0%	38.3%	45.8%	38.9%	18.8%	37.0%
		50% to < 75%	30.0%	71.4%	38.6%	36.2%	27.7%	58.3%	24.0%	30.0%	36.7%	41.7%	33.3%	31.3%	36.2%
		75% to ≤ 90%	13.3%	0.0%	22.8%	8.6%	15.4%	4.2%	24.0%	10.0%	20.0%	12.5%	16.7%	31.3%	17.1%
		More than 90%	13.3%	0.0%	11.0%	8.6%	13.8%	4.2%	8.0%	15.0%	5.0%	0.0%	11.1%	18.8%	9.8%
		Sample size (n)	30	7	145	58	65	24	25	20	60	24	18	16	492
v	Overall sales revenue														
		Increase 1%-15%	17.4%	42.9%	27.4%	32.1%	27.6%	13.5%	20.3%	33.3%	23.0%	15.6%	38.2%	18.4%	25.4%
		Increase 16%-30%	21.7%	14.3%	15.2%	9.4%	11.0%	27.0%	16.9%	6.1%	11.9%	15.6%	8.8%	15.8%	13.7%
		Increase >30%	4.3%	14.3%	2.4%	5.7%	10.3%	2.7%	15.3%	15.2%	7.4%	22.2%	2.9%	7.9%	
		Unchanged	43.5%	0.0%	27.4%	31.1%	26.2%	13.5%	30.5%	24.2%	32.6%	24.4%	29.4%	42.1%	29.2%
		Decrease 1%-15%	6.5%	28.6%	15.2%	9.4%	18.6%	29.7%	10.2%	12.1%	12.6%	8.9%	5.9%	10.5%	13.5%
		Decrease 16%-30%	6.5%	0.0%	7.3%	5.7%	4.8%	10.8%	5.1%	3.0%	8.9%	11.1%	8.8%	2.6%	6.7%
		Decrease >30%	0.0%	0.0%	4.9%	6.6%	1.4%	2.7%	1.7%	6.1%	3.7%	2.2%	5.9%	2.6%	3.5%
		Sample size (n)	46	7	164	106	145	37	59	33	135	45	34	38	849
II	Domestic														
i	Sales revenue														
		Increase 1%-15%	20.5%	28.6%	30.3%	27.7%	28.1%	20.5%	28.6%	32.3%	30.1%	27.3%	37.5%	27.8%	28.5%
		Increase 16%-30%	15.9%	28.6%	12.9%	12.8%	11.1%	20.5%	16.1%	6.5%	9.7%	12.1%	12.5%	13.9%	12.8%
		Increase >30%	2.3%	0.0%	1.9%	5.3%	6.7%	2.6%	7.1%	3.2%	8.8%	18.2%	3.1%	11.1%	5.6%
		Unchanged	43.2%	14.3%	25.2%	28.7%	23.7%	23.1%	33.9%	22.6%	27.4%	27.3%	25.0%	27.8%	27.2%
		Decrease 1%-15%	9.1%	28.6%	19.4%	11.7%	24.4%	7.7%	10.7%	19.4%	9.7%	9.1%	6.3%	16.7%	15.1%
		Decrease 16%-30%	9.1%	0.0%	6.5%	5.3%	3.7%	17.9%	1.8%	9.7%	6.2%	3.0%	6.3%	0.0%	5.8%
		Decrease >30%	0.0%	0.0%	3.9%	8.5%	2.2%	7.7%	1.8%	6.5%	8.0%	3.0%	9.4%	2.8%	4.6%
		Sample size (n)	44	7	155	94	135	39	56	31	113	33	32	36	775
ii	Price level														
		Increase 1%-15%	29.5%	14.3%	43.0%	38.3%	36.8%	30.3%	41.1%	43.8%	26.4%	25.8%	46.7%	25.0%	35.8%
		Increase 16%-30%	22.7%	14.3%	21.5%	17.0%	23.3%	21.2%	16.1%	15.6%	10.0%	22.6%	13.3%	16.7%	18.4%
		Increase >30%	4.5%	14.3%	5.4%	11.7%	9.8%	18.2%	7.1%	15.6%	10.0%	6.5%	6.7%	8.3%	9.0%
		Unchanged	38.6%	42.9%	22.1%	24.5%	24.1%	9.1%	30.4%	18.8%	35.5%	35.5%	26.7%	44.4%	27.5%
		Decrease 1%-15%	4.5%	14.3%	5.4%	4.3%	3.8%	6.1%	3.6%	3.1%	9.1%	6.5%	6.7%	5.6%	5.4%
		Decrease 16%-30%	0.0%	0.0%	0.7%	1.1%	0.8%	9.1%	0.0%	3.1%	8.2%	3.2%	0.0%	0.0%	2.3%
		Decrease >30%	0.0%	0.0%	2.0%	3.2%	1.5%	6.1%	1.8%	0.0%	0.9%	0.0%	0.0%	0.0%	1.6%
		Sample size (n)	44	7	149	94	133	33	56	32	110	31	30	36	755
III	Foreign														
i	Sales revenue														
		Increase 1%-15%	35.3%	0.0%	25.8%	10.5%	28.1%	23.3%	26.3%	33.3%	20.0%	18.2%	0.0%	25.0%	24.8%
		Increase 16%-30%	5.9%	0.0%	12.5%	10.5%	9.4%	13.3%	5.3%	4.8%	10.0%	18.2%	0.0%	8.3%	10.5%
		Increase >30%	0.0%	100.0%	1.7%	5.3%	0.0%	3.3%	0.0%	9.5%	13.3%	18.2%	0.0%	16.7%	4.8%
		Unchanged	47.1%	0.0%	34.2%	47.4%	40.6%	30.0%	52.6%	28.6%	30.0%	36.4%	66.7%	33.3%	36.5%
		Decrease 1%-15%	0.0%	0.0%	10.8%	10.5%	15.6%	10.0%	5.3%	9.5%	10.0%	9.1%	0.0%	8.3%	9.8%
		Decrease 16%-30%	11.8%	0.0%	9.2%	5.3%	6.3%	13.3%	0.0%	4.8%	10.0%	0.0%	0.0%	8.3%	7.9%
		Decrease >30%	0.0%	0.0%	5.8%	10.5%	0.0%	6.7%	10.5%	9.5%	6.7%	0.0%	33.3%	0.0%	5.7%
		Sample size (n)	17	1	120	19	32	30	19	21	30	11	3	12	315
ii	Price level														
		Increase 1%-15%	29.4%	100.0%	38.6%	22.2%	48.4%	28.0%	25.0%	28.6%	25.9%	40.0%	0.0%	8.3%	33.1%
		Increase 16%-30%	11.8%	0.0%	17.5%	11.1%	9.7%	28.0%	25.0%	14.3%	14.8%	10.0%	0.0%	16.7%	16.4%
		Increase >30%	0.0%	0.0%	5.3%	5.6%	3.2%	16.0%	5.0%	33.3%	18.5%	10.0%	0.0%	16.7%	9.4%
		Unchanged	47.1%	0.0%	34.2%	33.3%	35.5%	12.0%	35.0%	23.8%	29.6%	40.0%	33.3%	58.3%	33.1%
		Decrease 1%-15%	11.8%	0.0%	2.6%	11.1%	3.2%	4.0%	5.0%	0.0%	11.1%	0.0%	33.3%	0.0%	4.7%
		Decrease 16%-30%	0.0%	0.0%	0.0%	11.1%	0.0%	8.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.3%
		Decrease >30%	0.0%	0.0%	1.8%	5.6%	0.0%	4.0%	5.0%	0.0%	0.0%	0.0%	33.3%	0.0%	2.0%
		Sample size (n)	17	1	114	18	31	25	20	21	27	10	3	12	299

MALAYSIA'S BUSINESS AND ECONOMIC CONDITIONS SURVEY (M-BECS) RESULTS														
FOR THE 1ST HALF-YEAR OF 2022 (JAN-JUN 2022) AND OUTLOOK FOR THE 2ND HALF-YEAR OF 2022 (JUL-DEC 2022)														
		Agriculture, forestry and fishery	Mining and quarrying	Manufacturing	Construction	Wholesale and retail trade	Trading (imports and exports)	Tourism: shopping, hotels, restaurants, recreation and entertainment	Transportation, forwarding and warehousing	Professional and business services	Finance and insurance	Real estate	ICT	OVERALL
IV	Business operations													
i	Production volume													
	Increase 1%-15%	12.5%	28.6%	29.7%	30.3%	22.7%	21.2%	21.1%	26.1%	16.9%	21.4%	20.8%	4.5%	23.4%
	Increase 16%-30%	15.0%	14.3%	7.0%	6.6%	15.9%	15.2%	7.9%	8.7%	8.5%	21.4%	4.2%	18.2%	10.5%
	Increase >30%	0.0%	14.3%	3.2%	3.9%	3.4%	3.0%	7.9%	4.3%	8.5%	14.3%	4.2%	4.5%	4.8%
	Unchanged	47.5%	14.3%	30.4%	35.5%	40.9%	15.2%	44.7%	21.7%	39.4%	28.6%	50.0%	63.6%	36.2%
	Decrease 1%-15%	12.5%	28.6%	19.0%	11.8%	12.5%	18.2%	13.2%	26.1%	11.3%	10.7%	8.3%	0.0%	14.3%
	Decrease 16%-30%	10.0%	0.0%	7.6%	5.3%	2.3%	24.2%	2.6%	4.3%	5.6%	0.0%	8.3%	9.1%	6.8%
	Decrease >30%	2.5%	0.0%	3.2%	6.6%	2.3%	3.0%	2.6%	8.7%	9.9%	3.6%	4.2%	0.0%	4.3%
	Sample size (n)	40	7	158	76	88	33	38	23	71	28	24	22	608
ii	Inventory or stock level													
	Increase 1%-15%	15.0%	42.9%	27.2%	25.0%	28.2%	17.6%	16.7%	19.0%	17.7%	17.4%	21.7%	13.6%	23.0%
	Increase 16%-30%	10.0%	0.0%	9.9%	13.2%	10.0%	11.8%	5.6%	19.0%	9.7%	21.7%	0.0%	9.1%	10.4%
	Increase >30%	0.0%	0.0%	3.3%	5.3%	5.5%	8.8%	11.1%	14.3%	3.2%	17.4%	8.7%	4.5%	5.6%
	Unchanged	52.5%	14.3%	39.7%	39.5%	36.4%	23.5%	50.0%	42.9%	50.0%	34.8%	47.8%	68.2%	41.7%
	Decrease 1%-15%	10.0%	42.9%	13.2%	9.2%	11.8%	17.6%	11.1%	4.8%	8.1%	8.7%	13.0%	0.0%	11.2%
	Decrease 16%-30%	10.0%	0.0%	3.3%	1.3%	7.3%	14.7%	2.8%	0.0%	4.8%	0.0%	4.3%	4.5%	4.8%
	Decrease >30%	2.5%	0.0%	3.3%	6.6%	0.9%	5.9%	2.8%	0.0%	6.5%	0.0%	4.3%	0.0%	3.3%
	Sample size (n)	40	7	151	76	110	34	36	21	62	23	23	22	605
V	Cost of raw materials													
i	Local													
	Increase 1%-5%	15.0%	14.3%	11.3%	10.9%	19.8%	16.7%	12.2%	25.0%	8.7%	17.4%	29.2%	11.1%	14.2%
	Increase 6%-10%	15.0%	14.3%	23.8%	16.8%	22.6%	10.0%	22.0%	15.0%	23.2%	17.4%	16.7%	27.8%	20.3%
	Increase >10%	47.5%	71.4%	55.6%	59.4%	39.6%	53.3%	36.6%	50.0%	31.9%	26.1%	41.7%	22.2%	46.6%
	Unchanged	22.5%	0.0%	7.5%	8.9%	15.1%	6.7%	26.8%	10.0%	30.4%	26.1%	12.5%	33.3%	15.2%
	Decrease 1%-5%	0.0%	0.0%	1.3%	2.0%	1.9%	10.0%	2.4%	0.0%	2.9%	4.3%	0.0%	5.6%	2.2%
	Decrease 6%-10%	0.0%	0.0%	0.0%	1.0%	0.9%	3.3%	0.0%	0.0%	2.9%	4.3%	0.0%	0.0%	0.9%
	Decrease >10%	0.0%	0.0%	0.6%	1.0%	0.0%	0.0%	0.0%	0.0%	0.0%	4.3%	0.0%	0.0%	0.5%
	Sample size (n)	40	7	160	101	106	30	41	20	69	23	24	18	639
ii	Imported													
	Increase 1%-5%	13.2%	0.0%	11.6%	11.1%	13.8%	20.8%	12.1%	27.8%	20.4%	19.0%	21.1%	11.8%	14.4%
	Increase 6%-10%	15.8%	50.0%	16.3%	18.5%	18.4%	8.3%	15.2%	11.1%	14.8%	14.3%	26.3%	17.6%	16.8%
	Increase >10%	44.7%	25.0%	57.1%	54.3%	41.4%	50.0%	39.4%	44.4%	29.6%	23.8%	36.8%	35.3%	45.9%
	Unchanged	26.3%	25.0%	11.6%	11.1%	20.7%	12.5%	33.3%	16.7%	29.6%	28.6%	15.8%	35.3%	19.0%
	Decrease 1%-5%	0.0%	0.0%	1.4%	2.5%	4.6%	0.0%	0.0%	0.0%	3.7%	9.5%	0.0%	0.0%	2.2%
	Decrease 6%-10%	0.0%	0.0%	0.7%	1.2%	1.1%	4.2%	0.0%	0.0%	1.9%	4.8%	0.0%	0.0%	1.1%
	Decrease >10%	0.0%	0.0%	1.4%	1.2%	0.0%	4.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.7%
	Sample size (n)	38	4	147	81	87	24	33	18	54	21	19	17	543
VI	Manpower													
i	Number of employees													
	Increase 1-5	10.9%	28.6%	17.0%	14.2%	17.9%	25.6%	22.4%	15.6%	11.4%	20.0%	20.6%	26.3%	17.1%
	Increase 6-10	8.7%	14.3%	7.9%	11.3%	7.6%	17.9%	6.9%	12.5%	6.1%	15.6%	11.8%	10.5%	9.3%
	Increase >10	8.7%	14.3%	10.9%	9.4%	5.6%	2.6%	6.9%	9.4%	12.1%	6.7%	8.8%	5.3%	8.6%
	Unchanged	54.3%	14.3%	33.3%	46.2%	58.6%	35.9%	48.3%	50.0%	48.5%	40.0%	44.1%	52.6%	46.0%
	Decrease 1-5	4.3%	28.6%	14.5%	10.4%	8.3%	17.9%	10.3%	6.3%	16.7%	8.9%	8.8%	2.6%	11.3%
	Decrease 6-10	2.2%	0.0%	5.5%	4.7%	1.4%	0.0%	3.4%	0.0%	3.0%	4.4%	0.0%	0.0%	3.0%
	Decrease >10	10.9%	0.0%	10.9%	3.8%	0.7%	0.0%	1.7%	6.3%	2.3%	4.4%	5.9%	2.6%	4.6%
	Sample size (n)	46	7	165	106	145	39	58	32	132	45	34	38	847
ii	Wage growth													
	Increase 1%-5%	20.0%	14.3%	21.1%	24.8%	21.0%	29.4%	26.8%	18.2%	15.9%	24.4%	23.5%	10.8%	21.1%
	Increase 6%-10%	13.3%	28.6%	19.3%	15.2%	19.6%	20.6%	19.6%	18.2%	15.9%	13.3%	8.8%	5.4%	16.7%
	Increase >10%	22.2%	28.6%	28.3%	17.1%	17.5%	17.6%	21.4%	24.2%	28.6%	13.3%	11.8%	21.6%	21.9%
	Unchanged	42.2%	28.6%	25.3%	37.1%	41.3%	32.4%	32.1%	36.4%	31.0%	37.8%	47.1%	59.5%	35.6%
	Decrease 1%-5%	0.0%	0.0%	1.8%	3.8%	0.7%	0.0%	0.0%	3.0%	4.0%	4.4%	5.9%	0.0%	2.2%
	Decrease 6%-10%	0.0%	0.0%	1.2%	1.0%	0.0%	0.0%	0.0%	0.0%	1.6%	0.0%	0.0%	0.0%	0.6%
	Decrease >10%	2.2%	0.0%	3.0%	1.0%	0.0%	0.0%	0.0%	0.0%	3.2%	6.7%	2.9%	2.7%	1.9%
	Sample size (n)	45	7	166	105	143	34	56	33	126	45	34	37	831
VII	Others													
i	Capital expenditure													
	Increase 1%-15%	21.4%	28.6%	31.1%	32.6%	33.0%	25.0%	30.4%	33.3%	17.9%	35.5%	34.6%	23.8%	29.0%
	Increase 16%-30%	21.4%	28.6%	17.2%	16.3%	18.9%	37.5%	26.1%	18.5%	13.7%	6.5%	11.5%	4.8%	17.8%
	Increase >30%	11.9%	14.3%	8.6%	10.5%	10.4%	6.3%	6.5%	7.4%	16.8%	9.7%	19.2%	0.0%	10.4%
	Unchanged	38.1%	28.6%	38.4%	34.9%	34.9%	18.8%	34.8%	40.7%	45.3%	35.5%	26.9%	61.9%	37.3%
	Decrease 1%-15%	7.1%	0.0%	2.6%	4.7%	1.9%	9.4%	2.2%	0.0%	4.2%	0.0%	7.7%	4.8%	3.6%
	Decrease 16%-30%	0.0%	0.0%	0.7%	0.0%	0.9%	3.1%	0.0%	0.0%	1.1%	12.9%	0.0%	4.8%	1.3%
	Decrease >30%	0.0%	0.0%	1.3%	1.2%	0.0%	0.0%	0.0%	0.0%	1.1%	0.0%	0.0%	0.0%	0.6%
	Sample size (n)	42	7	151	86	106	32	46	27	95	31	26	21	670

MALAYSIA'S BUSINESS AND ECONOMIC CONDITIONS SURVEY (M-BECS) RESULTS														
FOR THE 1ST HALF-YEAR OF 2022 (JAN-JUN 2022) AND OUTLOOK FOR THE 2ND HALF-YEAR OF 2022 (JUL-DEC 2022)														
	Agriculture, forestry and fishery	Mining and quarrying	Manufacturing	Construction	Wholesale and retail trade	Trading (imports and exports)	Tourism, shopping, hotels, restaurants, recreation and entertainment	Transportation, forwarding and warehousing	Professional and business services	Finance and insurance	Real estate	ICT	OVERALL	
Section C: Current Issue														
RCEP: Tapping SMEs' Potential to Go Global														
C1	Please rate the following best describes about your current stage of business development in Malaysia.													
	Start-up stage	16.7%	14.3%	10.7%	16.0%	17.7%	10.0%	22.0%	15.2%	25.9%	20.0%	14.7%	13.2%	17.0%
	Growth stage	33.3%	28.6%	28.0%	41.5%	35.4%	32.5%	32.2%	42.4%	43.7%	22.2%	44.1%	47.4%	35.9%
	Expansion stage	22.9%	42.9%	30.4%	16.0%	15.6%	35.0%	16.9%	24.2%	10.4%	31.1%	11.8%	23.7%	20.7%
	Maturity stage	12.5%	14.3%	15.5%	10.4%	12.9%	20.0%	5.1%	6.1%	10.4%	11.1%	17.6%	5.3%	12.0%
	Decline stage	14.6%	0.0%	15.5%	16.0%	18.4%	2.5%	23.7%	12.1%	9.6%	15.6%	11.8%	10.5%	14.4%
	Sample size (n)	48	7	166	106	147	40	59	33	135	45	34	38	860
C2	Please rate the following best describes about the current stage of industrial revolution for Malaysia's manufacturing sector.													
	IR1.0 (Mechanization, steam and water power)	23.4%	28.6%	7.2%	11.7%	9.6%	5.1%	11.9%	6.1%	10.5%	8.9%	5.9%	2.6%	9.8%
	IR2.0 (Mass production and electricity)	23.4%	28.6%	38.0%	24.3%	23.3%	23.1%	23.7%	30.3%	22.6%	22.2%	29.4%	13.2%	26.2%
	IR3.0 (Electronic and IT systems, automation)	44.7%	42.9%	51.2%	50.5%	59.6%	61.5%	49.2%	51.5%	45.1%	53.3%	29.4%	63.2%	51.3%
	IR4.0 (Cyber physical systems)	8.5%	0.0%	3.6%	13.6%	7.5%	10.3%	15.3%	12.1%	21.8%	15.6%	35.3%	21.1%	12.7%
	Sample size (n)	47	7	166	103	146	39	59	33	133	45	34	38	850
C3	What are the strengths of Malaysian SMEs? (Multiple-answer)													
	Cost and price competitive	18.8%	71.4%	40.0%	36.2%	27.9%	40.0%	30.5%	30.3%	27.4%	31.1%	47.1%	47.4%	33.6%
	High value-added products	12.5%	28.6%	12.1%	7.6%	15.0%	7.5%	10.2%	12.1%	9.6%	17.8%	17.6%	23.7%	12.5%
	Leverage on rich domestic natural resources	47.9%	57.1%	41.2%	40.0%	41.5%	30.0%	37.3%	39.4%	37.8%	33.3%	44.1%	26.3%	39.3%
	Ample fiscal and financial support	18.8%	28.6%	6.7%	14.3%	8.8%	5.0%	3.4%	6.1%	13.3%	17.8%	11.8%	10.5%	10.5%
	Adjust to market trend and demand	37.5%	57.1%	47.9%	47.6%	44.9%	40.0%	42.4%	39.4%	37.8%	40.0%	41.2%	36.8%	43.0%
	Risk taker	31.3%	42.9%	26.7%	31.4%	21.1%	20.0%	28.8%	24.2%	23.7%	20.0%	20.6%	18.4%	25.0%
	High level of automation and digital adoption	4.2%	42.9%	8.5%	13.3%	12.9%	5.0%	15.3%	18.2%	11.9%	22.2%	11.8%	21.1%	12.5%
	Sustainable business model	22.9%	71.4%	21.2%	25.7%	27.2%	27.5%	27.1%	36.4%	30.4%	40.0%	29.4%	15.8%	27.1%
	High productivity	16.7%	14.3%	13.3%	21.9%	7.5%	2.5%	8.5%	12.1%	13.3%	22.2%	5.9%	18.4%	13.1%
	Innovative and creative	20.8%	28.6%	20.0%	28.6%	28.6%	25.0%	35.6%	42.4%	34.1%	37.8%	17.6%	34.2%	28.5%
	Competitive labour force	6.3%	42.9%	20.6%	18.1%	15.0%	5.0%	8.5%	21.2%	17.0%	11.1%	2.9%	34.2%	16.0%
	Others	0.0%	0.0%	0.6%	0.0%	0.7%	0.0%	0.0%	0.0%	0.7%	0.0%	0.0%	0.0%	0.4%
	None of the above	6.3%	0.0%	6.1%	8.6%	4.8%	7.5%	5.1%	15.2%	11.9%	6.7%	2.9%	7.9%	7.4%
	Sample size (n)	48	7	165	105	147	40	59	33	135	45	34	38	856
C4	What are the weaknesses of the Malaysian SMEs? (Multiple-answer)													
	Over dependency on imported inputs	43.8%	14.3%	34.7%	34.9%	40.8%	52.5%	28.8%	36.4%	31.9%	33.3%	29.4%	31.6%	35.7%
	Low-skilled technology	39.6%	57.1%	49.1%	45.3%	42.9%	45.0%	39.0%	51.5%	40.0%	22.2%	14.7%	44.7%	41.9%
	Low value-added products	27.1%	14.3%	35.9%	19.8%	24.5%	12.5%	18.6%	33.3%	30.4%	15.6%	14.7%	10.5%	25.0%
	Lack of innovation and creativity	31.3%	42.9%	37.7%	33.0%	35.4%	27.5%	11.9%	39.4%	42.2%	22.2%	29.4%	21.1%	33.1%
	Not focus on long-term planning	29.2%	71.4%	33.5%	38.7%	44.9%	30.0%	42.4%	48.5%	41.5%	40.0%	32.4%	52.6%	39.6%
	Inadequate R&D activities	37.5%	42.9%	47.3%	48.1%	44.2%	32.5%	32.2%	51.5%	47.4%	40.0%	47.1%	34.2%	43.8%
	Lack of sustainability business model	27.1%	42.9%	29.9%	31.1%	28.6%	25.0%	18.6%	24.2%	28.9%	26.7%	26.5%	10.5%	27.2%
	Lack of automation/digitalisation	27.1%	42.9%	41.9%	41.5%	38.8%	37.5%	20.3%	54.5%	43.7%	37.8%	23.5%	50.0%	39.0%
	Concentrate on domestic market	16.7%	14.3%	23.4%	25.5%	26.5%	12.5%	22.0%	33.3%	23.0%	22.2%	17.6%	34.2%	23.6%
	Lack of export capacity	41.7%	42.9%	31.7%	34.9%	32.7%	35.0%	25.4%	30.3%	31.9%	20.0%	29.4%	23.7%	31.5%
	Lack of capital	54.2%	71.4%	39.5%	57.5%	47.6%	45.0%	49.2%	48.5%	43.7%	46.7%	41.2%	36.8%	46.4%
	Lack of skilled manpower	45.8%	42.9%	57.5%	56.6%	51.0%	55.0%	39.0%	69.7%	53.3%	46.7%	47.1%	47.4%	52.5%
	Others	0.0%	0.0%	3.0%	0.0%	1.4%	5.0%	0.0%	9.1%	0.7%	0.0%	0.0%	5.3%	1.7%
	None of the above	2.1%	0.0%	0.6%	0.0%	0.7%	0.0%	1.7%	3.0%	1.5%	4.4%	2.9%	7.9%	1.5%
	Sample size (n)	48	7	167	106	147	40	59	33	135	45	34	38	859
C5	What are the opportunities for the Malaysian SMEs? (Multiple-answer)													
	Greater market access via free trade agreements	53.2%	71.4%	64.1%	49.5%	62.6%	53.8%	44.1%	63.6%	50.4%	51.1%	50.0%	42.1%	55.3%
	Collaboration with foreign parties for market expansion	46.8%	28.6%	46.7%	47.6%	47.6%	46.2%	47.5%	51.5%	54.8%	55.6%	41.2%	39.5%	48.2%
	Adopt e-commerce platform to expand sales	40.4%	57.1%	44.9%	65.7%	72.8%	51.3%	69.5%	54.5%	61.5%	66.7%	67.6%	55.3%	59.6%
	Integrate into global value chains via strong linkage with FDI	42.6%	57.1%	37.1%	24.8%	34.0%	23.1%	37.3%	54.5%	34.8%	40.0%	26.5%	39.5%	35.0%
	Others	0.0%	0.0%	0.6%	0.0%	1.4%	0.0%	0.0%	6.1%	0.7%	0.0%	0.0%	0.0%	0.7%
	None of the above	10.6%	0.0%	4.8%	5.7%	2.0%	2.6%	3.0%	10.4%	4.4%	0.0%	15.8%	5.8%	
	Sample size (n)	47	7	167	105	147	39	59	33	135	45	34	38	856
C6	What are the threats/challenges faced by the Malaysian SMEs? (Multiple-answer)													
	Competing market share from both domestic and external	33.3%	42.9%	47.9%	44.3%	45.9%	51.3%	40.7%	48.5%	48.1%	42.2%	26.5%	23.7%	43.8%
	Slowness in embracing ESG	33.3%	42.9%	34.1%	30.2%	33.6%	23.1%	37.3%	27.3%	42.2%	40.0%	20.6%	21.1%	33.5%
	Integrating or adapting to new technologies	41.7%	28.6%	39.5%	34.9%	39.7%	28.2%	35.6%	24.2%	43.7%	48.9%	8.8%	39.5%	37.6%
	Inadequate skills	50.0%	71.4%	46.1%	45.3%	47.3%	61.5%	40.7%	60.6%	55.6%	53.3%	47.1%	52.6%	49.7%
	Regulatory burden and compliance costs	43.8%	14.3%	49.1%	45.3%	43.8%	23.1%	37.3%	51.5%	44.4%	46.7%	44.1%	34.2%	43.5%
	Lack of infrastructure support	37.5%	85.7%	43.1%	39.6%	49.3%	28.2%	50.8%	45.5%	43.7%	40.0%	14.7%	47.4%	42.7%
	Difficult to obtain finance	52.1%	57.1%	37.1%	49.1%	43.2%	59.0%	55.9%	54.5%	52.6%	42.2%	41.2%	39.5%	46.6%
	Lack of market information and familiarisation of trade rules	25.0%	28.6%	32.9%	31.1%	38.4%	35.9%	35.6%	42.4%	43.7%	22.2%	35.3%	34.2%	35.1%
	Others	2.1%	0.0%	3.6%	1.9%	2.7%	2.6%	0.0%	9.1%	0.7%	0.0%	0.0%	2.6%	2.2%
	None of the above	4.2%	0.0%	0.6%	1.9%	1.4%	0.0%	3.4%	3.0%	0.0%	2.2%	8.8%	5.3%	1.9%
	Sample size (n)	48	7	167	106	146	39	59	33	135	45	34	38	857
C7	What are the constraints faced by local SMEs to go into the global market? (Multiple-answer)													
	Lack of technical know-how	55.3%	71.4%	50.9%	46.2%	51.0%	53.8%	39.7%	51.5%	55.6%	53.3%	26.5%	44.7%	49.8%
	Inadequate export marketing skill	36.2%	28.6%	34.7%	44.3%	50.3%	33.3%	37.9%	45.5%	43.0%	42.2%	26.5%	31.6%	40.4%
	Non-tariff barriers (NTB)	27.7%	42.9%	21.6%	19.8%	23.1%	15.4%	31.0%	21.2%	24.4%	33.3%	23.5%	15.8%	23.4%
	Barriers to access market and product information	27.7%	85.7%	29.9%	36.8%	34.7%	28.2%	39.7%	36.4%	37.0%	35.6%	23.5%	42.1%	34.5%
	Obtaining finance	42.6%	28.6%	27.5%	34.0%	29.9%	33.3%	27.6%	42.4%	34.8%	40.0%	23.5%	28.9%	32.1%
	Inadequate knowledge about the trade rules and regulations	46.8%	42.9%	40.7%	40.6%	46.9%	35.9%	37.9%	63.6%	46.7%	37.8%	26.5%	44.7%	43.0%
	Small economic of scale	55.3%	28.6%	59.3%	59.4%	59.9%	61.5%	50.0%	60.6%	53.3%	51.1%	56.9%	44.7%	56.3%
	Uncompetitive in sourcing of raw materials	44.7%	28.6%	56.9%	37.7%	40.8%	30.8%	37.9%	42.4%	40.0%	40.0%	52.9%	26.3%	42.8%
	Others	0.0%	0.0%	0.0%	0.0%	0.7%	0.0%	0.0%	3.0%	0.7%	0.0%	0.0%	2.6%	0.5%
	None of the above	4.3%	14.3%	1.2%	0.9%	4.1%	0.0%	5.2%	3.0%	1.5%	8.9%	8.8%	15.8%	3.6%
	Sample size (n)	47	7	167	106	147	39	58	33	135	45	34	38	856

MALAYSIA'S BUSINESS AND ECONOMIC CONDITIONS SURVEY (M-BECS) RESULTS														
FOR THE 1ST HALF-YEAR OF 2022 (JAN-JUN 2022) AND OUTLOOK FOR THE 2ND HALF-YEAR OF 2022 (JUL-DEC 2022)														
		Agriculture, forestry and fishery	Mining and quarrying	Manufacturing	Construction	Wholesale and retail trade	Trading (imports and exports)	Tourism, shopping, hotels, restaurants, recreation and entertainment	Transportation, forwarding and warehousing	Professional and business services	Finance and insurance	Real estate	ICT	OVERALL
C8	What should SMEs do to compete in the global market? (Multiple-answer)													
	Improve the product quality and after-sale service	56.3%	57.1%	49.7%	58.5%	57.1%	51.3%	59.3%	57.6%	55.6%	42.2%	32.4%	55.3%	53.6%
	Product differentiation and uniqueness	45.8%	71.4%	54.5%	46.2%	65.3%	48.7%	44.1%	60.6%	51.1%	40.0%	35.3%	44.7%	51.7%
	Enhance the product design and packaging	35.4%	42.9%	40.1%	38.7%	49.0%	38.5%	45.8%	45.5%	36.3%	40.0%	26.5%	28.9%	40.1%
	Better practices of ESG	39.6%	42.9%	32.9%	36.8%	32.0%	28.2%	44.1%	30.3%	47.4%	44.4%	26.5%	26.3%	36.5%
	Integrating or adapting to new technologies	52.1%	71.4%	57.5%	59.4%	49.7%	41.0%	44.1%	63.6%	63.0%	55.6%	58.8%	65.8%	55.9%
	Participate in trade fair, trade mission and business networking	52.1%	42.9%	57.5%	55.7%	71.4%	53.8%	54.2%	54.5%	59.3%	42.2%	47.1%	39.5%	57.0%
	Strategic alliance with local business partners	35.4%	28.6%	44.3%	45.3%	44.9%	28.2%	59.3%	54.5%	60.0%	44.4%	52.9%	42.1%	47.3%
	Others	2.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.0%	0.7%	0.0%	0.0%	0.0%	0.3%
	None of the above	8.3%	14.3%	2.4%	1.9%	2.7%	0.0%	1.7%	3.0%	2.2%	6.7%	8.8%	10.5%	3.5%
	Sample size (n)	48	7	167	106	147	39	59	33	135	45	34	38	858
C9	What should the government do better to enhance SMEs capability? (Multiple-answer)													
	Promote SMEs-FDI linkages	43.8%	57.1%	51.5%	53.3%	52.7%	55.0%	45.8%	45.5%	56.3%	46.7%	35.3%	50.0%	50.9%
	Design more, appropriate and attractive financing solutions	47.9%	42.9%	54.5%	51.4%	56.2%	40.0%	45.8%	45.5%	51.1%	37.8%	56.9%	52.6%	50.9%
	Encourage merger and acquisition (M&A) between SMEs	31.3%	42.9%	29.9%	39.0%	30.1%	30.0%	42.4%	27.3%	43.7%	40.0%	26.5%	26.3%	34.4%
	Reduce the regulatory burden and compliance costs	50.0%	57.1%	63.5%	61.9%	58.2%	57.5%	57.6%	72.7%	57.0%	42.2%	67.6%	52.6%	58.8%
	Provide management and skills training	43.8%	71.4%	47.3%	46.7%	56.2%	30.0%	44.1%	36.4%	52.6%	35.6%	29.4%	39.5%	46.4%
	Provide product and branding development	31.3%	42.9%	38.3%	35.2%	49.3%	47.5%	33.9%	51.5%	47.4%	37.8%	32.4%	31.6%	41.0%
	Improve information and dissemination	35.4%	42.9%	27.5%	37.1%	45.2%	35.0%	47.5%	36.4%	44.4%	42.2%	35.3%	39.5%	38.6%
	Increase access to markets	54.2%	28.6%	41.3%	43.8%	45.9%	47.5%	50.8%	48.5%	49.6%	42.2%	32.4%	47.4%	45.5%
	Increase the technology base of SMEs	52.1%	71.4%	58.1%	58.1%	54.8%	45.0%	59.3%	45.5%	61.5%	53.3%	38.2%	68.4%	56.2%
	Others	0.0%	0.0%	1.8%	0.0%	0.0%	0.0%	0.0%	12.1%	0.0%	0.0%	0.0%	0.0%	0.8%
	Sample size (n)	48	7	167	105	146	40	59	33	135	45	34	38	857
C10	Products that SMEs have potential to go into global market. (Multiple-answer)													
	Snack products	25.0%	0.0%	30.5%	28.3%	38.4%	35.0%	28.8%	33.3%	33.3%	26.7%	20.6%	19.4%	30.6%
	Beverages	27.1%	28.6%	25.7%	20.8%	24.7%	20.0%	23.7%	27.3%	36.3%	20.0%	20.6%	22.2%	25.7%
	Wood-based products	31.3%	42.9%	41.9%	32.1%	35.6%	27.5%	33.9%	42.4%	33.3%	37.8%	17.6%	44.4%	35.4%
	Frozen food	41.7%	28.6%	35.3%	33.0%	36.3%	45.0%	42.4%	42.4%	33.3%	31.1%	38.2%	30.6%	36.1%
	Toys / Action figures	6.3%	0.0%	6.0%	8.5%	6.8%	7.5%	13.6%	6.1%	6.7%	4.4%	8.8%	5.6%	7.1%
	Personal protective equipment (PPE)	14.6%	28.6%	12.6%	23.6%	16.4%	17.5%	11.9%	51.5%	24.4%	31.1%	29.4%	22.2%	20.4%
	Construction materials & hardware	14.6%	28.6%	16.8%	20.8%	15.1%	5.0%	11.9%	21.2%	14.8%	24.4%	26.5%	2.8%	16.1%
	Fruits	45.8%	57.1%	41.3%	42.5%	56.8%	35.0%	39.0%	54.5%	50.4%	40.0%	47.1%	58.3%	46.8%
	Aquaculture	45.8%	57.1%	31.7%	35.8%	27.4%	30.0%	27.1%	45.5%	25.2%	15.6%	17.6%	33.3%	30.3%
	Herb products	31.3%	28.6%	26.3%	20.8%	28.1%	12.5%	33.9%	27.3%	34.8%	17.8%	38.2%	25.0%	27.5%
	Canned products	18.8%	28.6%	21.0%	16.0%	19.9%	10.0%	25.4%	27.3%	11.9%	8.9%	14.7%	11.1%	17.4%
	Halal products	37.5%	57.1%	59.3%	54.7%	63.7%	55.0%	49.2%	63.6%	52.6%	40.0%	61.8%	47.2%	55.0%
	Nutritional supplements	14.6%	42.9%	20.4%	17.0%	17.1%	22.5%	23.7%	24.2%	25.9%	22.2%	11.8%	11.1%	20.0%
	Palm-based bio products	58.3%	57.1%	58.1%	52.8%	58.9%	42.5%	49.2%	45.5%	48.1%	37.8%	44.1%	52.8%	52.3%
	Ceramic products	10.4%	0.0%	14.4%	11.3%	15.1%	15.0%	15.3%	24.2%	11.9%	15.6%	14.7%	16.7%	14.0%
	Cosmetic products	14.6%	14.3%	13.8%	17.0%	14.4%	12.5%	13.6%	15.2%	22.2%	17.8%	29.4%	16.7%	16.6%
	Biomedical products	18.8%	42.9%	19.8%	27.4%	18.5%	17.5%	15.3%	36.4%	25.9%	31.1%	35.3%	13.9%	22.8%
	Ornamental fish	20.8%	0.0%	16.2%	13.2%	15.8%	10.0%	15.3%	27.3%	14.8%	6.7%	11.8%	11.1%	14.8%
	Sport equipment	8.3%	0.0%	4.2%	7.5%	6.8%	2.5%	11.9%	3.0%	8.9%	8.9%	11.8%	2.8%	6.9%
	Others	2.1%	0.0%	3.6%	0.9%	2.7%	2.5%	0.0%	6.1%	0.7%	0.0%	0.0%	2.8%	2.0%
	Sample size (n)	48	7	167	106	146	40	59	33	135	45	34	36	856
C11	Services that SMEs have potential to go into global market. (Multiple-answer)													
	Software design	31.3%	28.6%	27.9%	28.6%	25.9%	32.5%	28.8%	36.4%	40.3%	40.0%	26.5%	52.6%	32.1%
	Programming	18.8%	0.0%	19.4%	19.0%	14.0%	25.0%	23.7%	36.4%	23.9%	28.9%	20.6%	34.2%	21.4%
	Engineering services	22.9%	42.9%	23.6%	33.3%	22.4%	15.0%	16.9%	30.3%	20.9%	26.7%	20.6%	26.3%	23.9%
	Medical tourism	35.4%	71.4%	53.3%	54.3%	44.8%	40.0%	50.8%	51.5%	51.5%	46.7%	52.9%	39.5%	49.0%
	Smartphone gaming apps	18.8%	42.9%	18.2%	21.9%	23.8%	20.0%	32.2%	33.3%	20.1%	15.6%	23.5%	44.7%	23.0%
	Industrial design activities	18.8%	14.3%	24.2%	21.0%	17.5%	20.0%	16.9%	21.2%	19.4%	17.8%	26.5%	21.1%	20.3%
	Education	29.2%	42.9%	32.7%	27.6%	35.7%	25.0%	27.1%	45.5%	40.3%	26.7%	35.3%	34.2%	33.3%
	Acupuncture services	8.3%	14.3%	12.1%	10.5%	14.0%	5.0%	10.2%	18.2%	10.4%	13.3%	17.6%	2.6%	11.4%
	Accounting services	18.8%	14.3%	18.8%	17.1%	18.2%	2.5%	10.2%	24.2%	26.9%	22.2%	17.6%	7.9%	18.2%
	Maintenance, repair and overhaul (MRO)	20.8%	42.9%	17.6%	17.1%	25.9%	7.5%	16.9%	18.2%	20.1%	20.0%	26.5%	21.1%	19.9%
	Entertainment post-production activities	12.5%	28.6%	10.9%	15.2%	18.9%	0.0%	22.0%	21.2%	17.9%	13.3%	29.4%	31.6%	16.6%
	Food and restaurant franchising	41.7%	42.9%	37.0%	40.0%	46.2%	35.0%	39.0%	45.5%	37.3%	28.9%	32.4%	15.8%	38.1%
	Graphic design	12.5%	0.0%	12.1%	17.1%	18.9%	7.5%	8.5%	21.2%	17.9%	17.8%	8.8%	13.2%	14.8%
	Fashion design services	12.5%	28.6%	14.5%	12.4%	18.9%	15.0%	10.2%	24.2%	18.7%	20.0%	8.8%	7.9%	15.5%
	Data processing activities	22.9%	14.3%	26.7%	24.8%	21.0%	27.5%	33.9%	36.4%	30.6%	26.7%	26.5%	47.4%	27.6%
	Halal consultancy services	29.2%	42.9%	44.8%	45.7%	52.4%	32.5%	27.1%	57.6%	39.6%	37.8%	47.1%	36.8%	42.5%
	Others	0.0%	0.0%	0.6%	0.0%	0.0%	0.0%	1.7%	0.0%	0.7%	0.0%	0.0%	2.6%	0.5%
	Sample size (n)	48	7	165	105	143	40	59	33	134	45	34	38	851

Note: Numbers may not add up to 100.0% due to rounding.



马来西亚中华总商会

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