

CORE SESSION 2:

FIRMS and TRANSFORMATION
DISRUPTED MARKET

MALAYSIA HAS BENEFITED FROM GEOGRAPHY (RUBBER, TIN, OIL)...

SINCE 2014 OUR MARKET DECLINED BUT OTHER REGIONAL MARKETS HAVE BEEN GROWING
 DUE TO POLITICAL INSECURITY, & FIRMS PERFORMANCE
 (INDONESIA, THAILAND)

MALAYSIA GDP HAS GROWN YET CORPORATES ARE NOT MAKING PROFIT

WE NEED TO ALIGN WITH THE NEW BUSINESS REALITY
 GROWING COMPANIES ARE AFFECTING THE GLOBAL ECONOMY
 VALUE CHANGE
 IN THE DISRUPTED MARKET

LONG TERM VISION
 SUSTAINABILITY
 PROFIT
 BALANCE BETWEEN

SHARE HOLDER

WE NEED TO CONVINCe THE SHAREHOLDER
 IT'S IMPORTANT THAT THE SHAREHOLDER SHARES THE SAME OBJECTIVES
 COMPANIES ARE SHRINKING

WE'RE NO LONGER IN A PROTECTED ENVIRONMENT
 WE NEED TO EVOLVE AND TO ADAPT TO GLOBAL MARKETS
 ONLY 2% HAVE SUCCESSFULLY TRANSFORMED THEMSELVES
 WE'LL BE THAT 2%



WE'RE NOT HAPPY WITH OUR RETURN ON SAVING
 RETURN IS DECLINING

CHALLENGE

MALAYSIA CORPORATES ARE NOT DOING WELL



WE NEED TO ADDRESS PROBLEM FROM HIGH LEVEL

SMEs ARE THE ONES TAKING RISKS & CREATING JOBS
 WE NEED TO CREATE & GROW SMEs

IT'S HARD TO INVEST IN SMALL COMPANIES
 WE'RE FORCED TO INVEST IN BIG COMPANIES THAT END UP DYING

SME

TOO MUCH RESOURCES FOR A COMPANY, A COUNTRY, A FAMILY CAN SOMETIMES LEAD TO BAD DECISIONS

LET'S STARVE THEM OF CASH & THEY WILL FIND A SOLUTION TO THRIVE

SOLUTIONS

STEWARDSHIP IS ALL ABOUT SHARED RESPONSIBILITY & IT HAS TO COME FROM THE BOARD LEVEL

WE NEED ANOTHER ROUND of GLC RE-TRANSFORMATION

ADDRESS THE PROBLEM FROM A HIGHER LEVEL

