



PENANG EDITION

NIMPCoSIF Roadshow

Date: 2 September 2025

Time: 9.00am - 1.00pm

Venue: Olive Tree Hotel, Penang

KEY INSIGHTS:

- NIMP CoSIF: Understand how government co-investment can support fundraising for SMEs and MTCs in the manufacturing sector
- Leverage new funding avenues through equity crowdfunding (ECF) and peer-to-peer financing (P2P)
- Prepare your business for investors and market growth
- Sustainability and ESG essentials, SEDG disclosures, and GHG emissions calculator

Strategic Partners





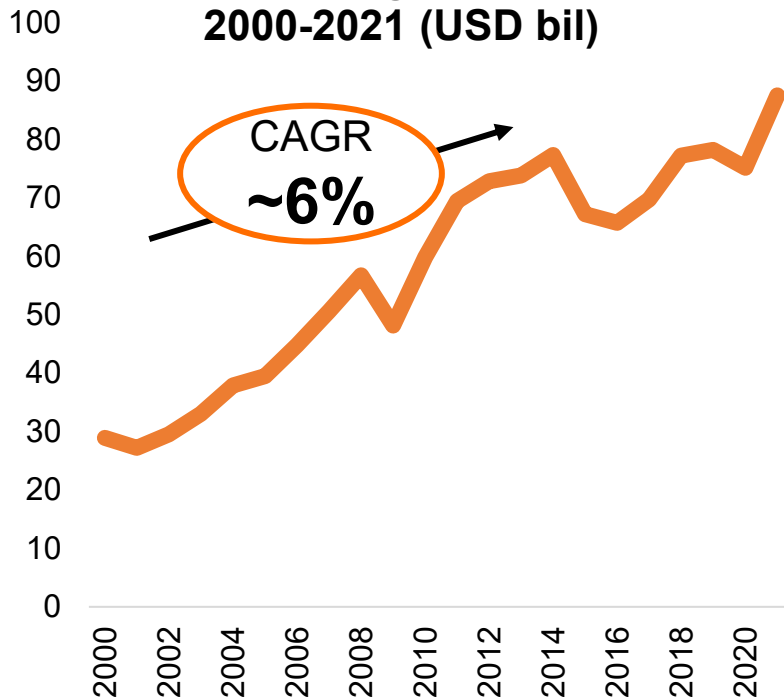
MINISTRY OF INVESTMENT,
TRADE AND INDUSTRY

New Industrial Master Plan 2030

Manufacturing is a key engine of growth for Malaysia

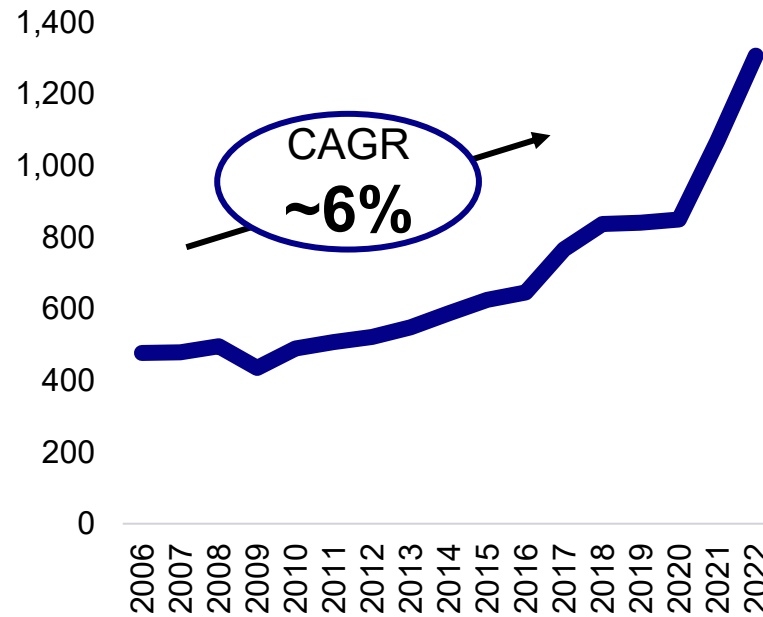
**~24% contribution to GDP,
with growth of 6%**

**Manufacturing Value Added,
2000-2021 (USD bil)**



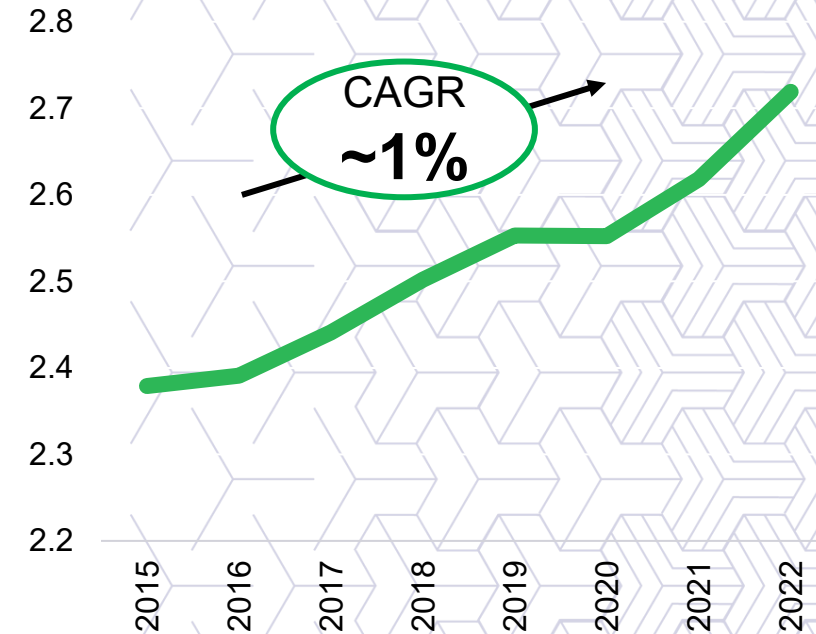
**Major contributor to exports;
~80% of total exports**

**Manufacturing Exports,
2006-2022 (RM bil)**



**~17% contribution to
employment, with growth of 1%**

**Employment in Manufacturing,
2015-2022 (mil)**



Manufacturing has significantly contributed to Malaysia's growth

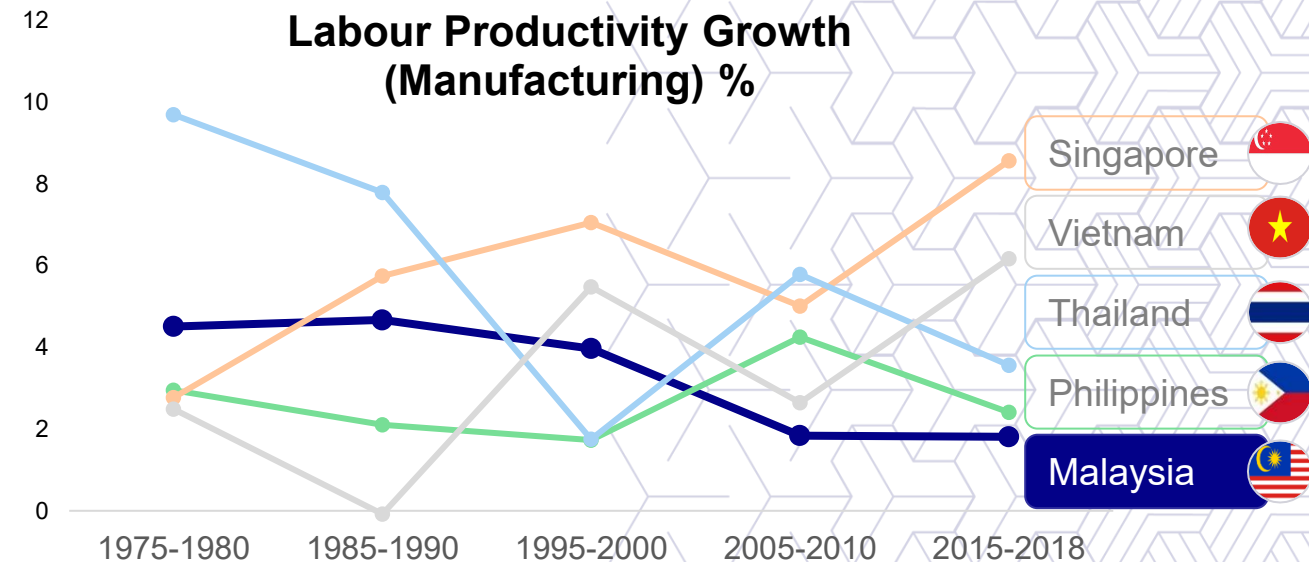
However, we have not been able to achieve breakthrough

Economic complexity; behind advanced, others catching up

Economic Complexity Index Ranking (2011, 2021)

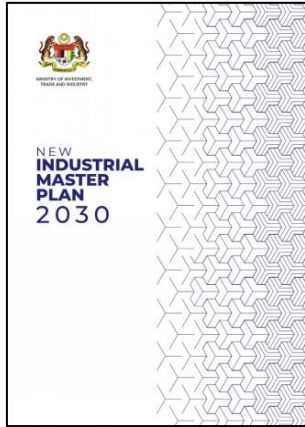
Rank	2011	2021
1	Japan	Japan
...
4	Chinese Taipei	South Korea
6	Czechia	Singapore
...
9	Singapore	Austria
10	South Korea	United States
...
24	Poland	Malaysia
26	Malaysia	Romania
...
29	Spain	Thailand
...
37	Thailand	Philippines

Labour productivity lagging behind peers









- Labour productivity growth has declined and stagnated
- Dependency on low-skilled foreign workers
- Insufficient high-skilled jobs → graduate underemployment

NIMP 2030 essential to drive industrial transformation



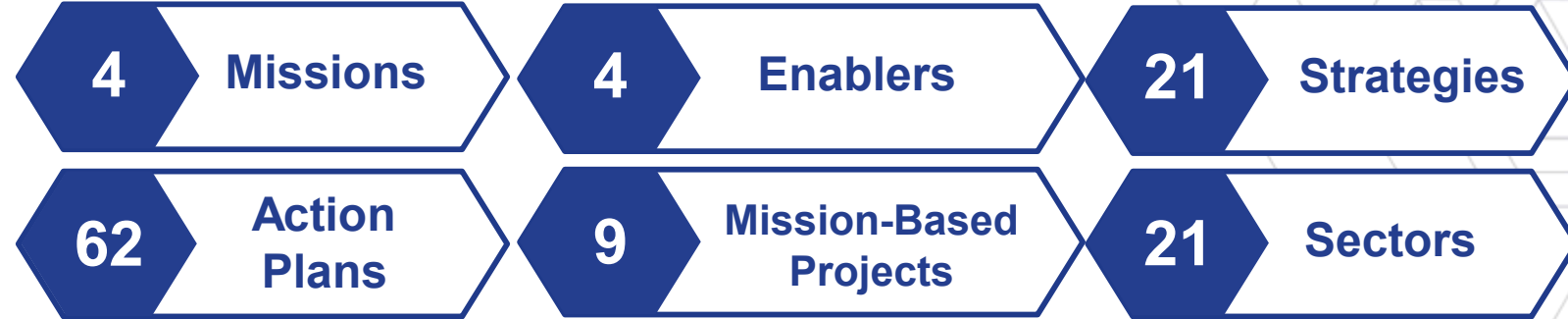
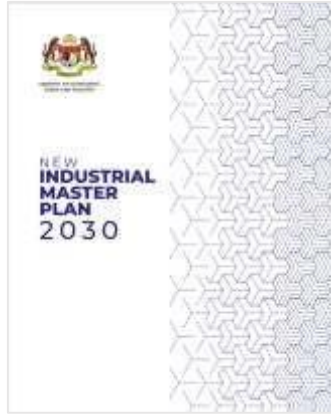
NIMP 2030 Vision

Aimed at delivering **ACCELERATED AND HOLISTIC BROAD-BASED GROWTH** to achieve Malaysia's Vision on:

- **1** Competitive industry with high economic complexity
- **2** High income and skilled workforce
- **3** Strong domestic linkages
- **4** Well-developed new and existing industry clusters
- **5** Balanced and inclusive participation
- **6** Sustainable development

NIMP 2030 aims to create a resilient industry ecosystem

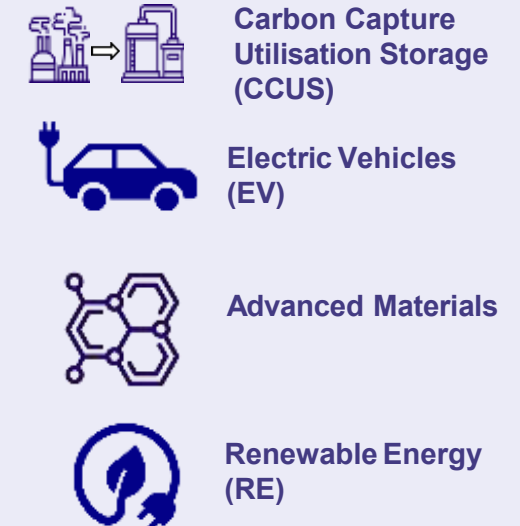
NIMP 2030



An industrial policy for the manufacturing and manufacturing-related services sector, spanning seven years until 2030



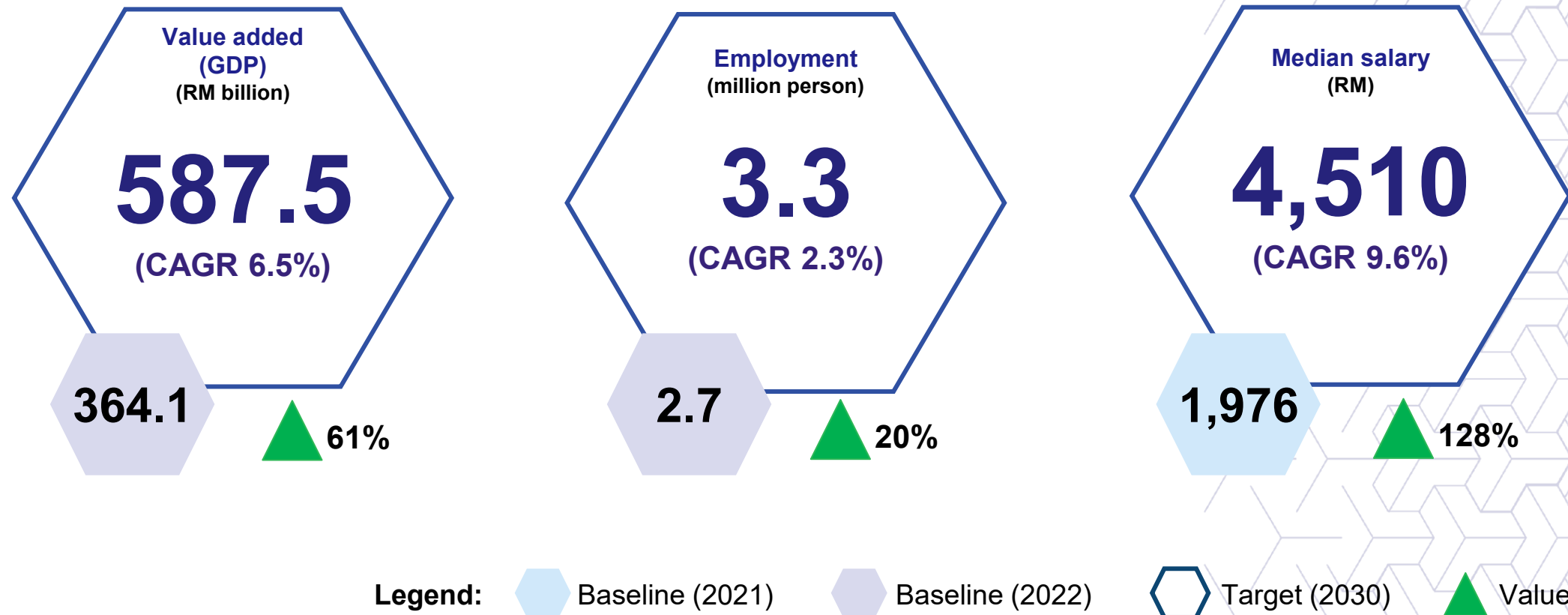
NEW GROWTH SECTORS









★ Priority Sector

NIMP 2030 expected to achieve high impact growth for Malaysia

Macroeconomic Targets for Manufacturing Sector (Impact based)



VISION	Our vision for Malaysia is to have: <ul style="list-style-type: none">Competitive industry with high economic complexityHigh income and skilled workforceStrong domestic linkagesNew and existing industry clustersBalanced and inclusive participationSustainable development					
GOALS/TARGETS <small>new dashboard</small>	 Increase economic complexity	 Create high-value job opportunities	 Extend domestic linkages	 Develop new & existing clusters	 Improve inclusivity	 Enhance ESG practices
MISSIONS	MISSION 1 – Advance economic complexity	MISSION 2 – Tech up for a digitally vibrant nation	MISSION 3 – Push for Net Zero	MISSION 4 – Safeguard economic security and inclusivity	Enablers	
STRATEGIES AND ACTION PLANS <small>21 Strategies, 62 Action Plans</small>	1.1 Expand to high value-added activities of the value chain	2.1 Accelerate technology adoption	3.1 Accelerate transition towards sustainable practices	4.1 Develop resilient supply chain	E1 Mobilise financing ecosystem	
	1.2 Develop entire ecosystem to support the high value-added activities	2.2 Shift away from low-skilled labour model	3.2 Transition to renewable and clean energy	4.2 Foster climate resilient development	E2 Foster talent development and attraction	
	1.3 Establish cooperative ‘vertical integration’ for global value chain	2.3 Spur technology innovation	3.3 Catalyse new green growth areas	4.3 Strengthen industrial clusters for regional development	E3 Establish best-in-class investor journey for ease of doing business	
	1.4 Foster Research, Development, Commercialisation and Innovation (RDCI) ecosystem	2.4 Accelerate government digitalisation and integration	3.4 Shift towards green infrastructure	4.4 Empower Bumiputera participation and create inclusive workforce	E4 Introduce whole-of-nation governance framework	
	1.5 Increase manufacturing exports					
	5 Strategies, 15 Action Plans	4 Strategies, 8 Action Plans	4 Strategies, 10 Action Plans	4 Strategies, 10 Action Plans	4 Strategies, 19 Action Plans	
	Mission-based Projects MBP 1.1 Create global IC design champions in EV, RE and AI MBP 1.2 Attract new advanced wafer fabrication in Malaysia MBP 1.3 Deepen to specialty chemical vertical MBP 1.4 Groom champions in 4 game changing advanced materials	Mission-based Projects MBP 2.1 Transform 3,000 smart factories MBP 2.2 Establish Malaysia as Generative AI Hub	Mission-based Projects MBP 3.1 Create decarbonisation pathway role models MBP 3.2 Launch locally-manufactured EV MBP 3.3 Deploy large-scale CCUS solutions			

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NIMP2030 Enablers

Enabler 1: Mobilise financing ecosystem

- 1 NIMP Industrial Development Fund & NIMP Strategic Co-Investment Fund
- 2 Supply chain financing for SMEs
- 3 Capital market participation
- 4 Financing for digitalisation and decarbonisation transition

Enabler 2: Foster talent development and attraction

- 1 Introduce progressive wage system policy
- 2 Strategic workforce planning
- 3 Expand TVET
- 4 Raise profile of high-tech manufacturing for STEM

Enabler 3: Best-in-class investor journey for ease of doing business

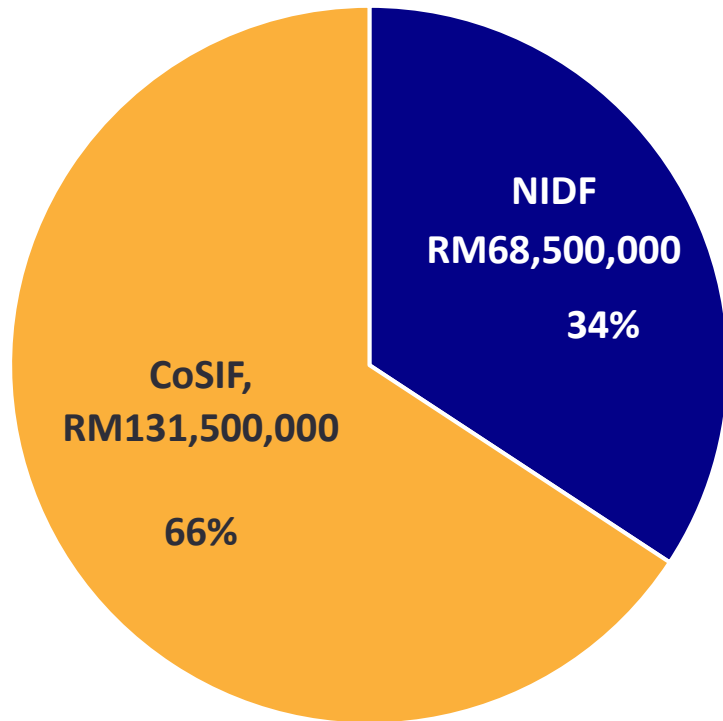
- 1 Establish a unified investment strategy
- 2 Streamline functions of IPAs
- 3 Improve One-Stop Portal for seamless investor experience

Enabler 4: A public-private governance with highest level support

- 1 Public-private Governance oversight
- 2 Set up NIMP 2030 Delivery Management Unit

NIMP 2030: Co-Strategic Investment Fund (CoSIF) and NIMP Industrial Development Fund (NIDF)

Combined fund size (2025):
RM200,000,000



NIMP Strategic Co-Investment Fund (CoSIF)

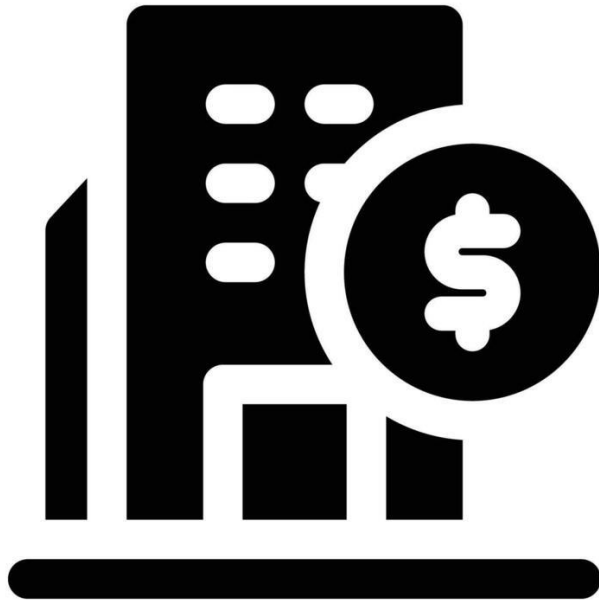
- Part-fund between Government and private sector funding
- Funds catalytic and high-impact projects that are NIMP-aligned
- Funding directly benefits participating SMEs and MTCs

NIMP Industrial Development Fund (NIDF)

Government funding for industrial development, covering:

-  RDCI
-  Technology adoption
-  Licensing or purchase of new or high technology
-  Talent and capacity building;
-  International standards or certification
-  Infrastructure development (eco-industrial parks)
-  Industrial cluster development for regional development

What is CoSIF?



An initiative under NIMP 2030 where the Government co-invest with the private sectors in NIMP-aligned projects

Securities Commission Malaysia (SC) is leading the implementation of NIMP CoSIF

NIMP Strategic Co-Investment Fund (CoSIF)

OBJECTIVE

Aims to **increase capital resources** and create **alternative financing** to finance **strategic and high impact projects** in line with the missions under NIMP 2030 and Mission-Based Projects

SCOPE

- Specific to **SMEs** and **MTCs**
- Offered through Equity Crowd Funding (**ECF**) and Peer-to-Peer Financing (**P2P**) platforms.
- Project evaluation for CoSIF fund will be based on the **criteria** set by **CoSIF Fund Committee**.

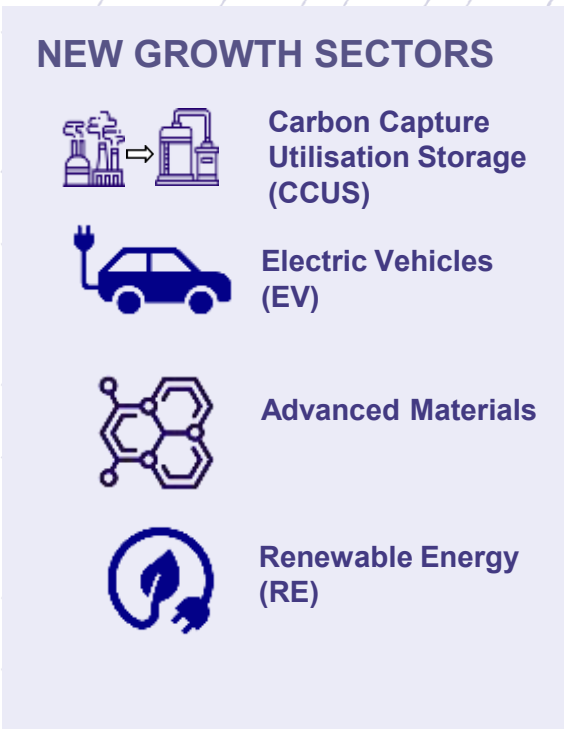
HOW

Government co-invests alongside private investors in eligible P2P or ECF campaigns at a pre-determined ratio according to sector.

CoSIF Eligibility Criteria



★ Priority Sectors



CoSIF Eligibility Criteria

**SECTOR
CRITERIA**

**COMPANY
CRITERIA**

**PROJECT
CRITERIA**

CATEGORY	REQUIREMENTS
Companies with shareholders' fund of RM2.5 million and above, or engaging 75 or more full-time paid employees	Copy of Manufacturing Licence
Companies with shareholders' fund not exceeding RM2.5 million and employing less than 75 full-time paid employees	Copy of ML Exemption Letter under ICA 10
Companies must fulfill the conditions and criteria set by Equity Crowd Funding (ECF) or Peer-to-Peer Financing (P2P) platforms	

CoSIF Eligibility Criteria

**SECTOR
CRITERIA**

**COMPANY
CRITERIA**

**PROJECT
CRITERIA**

CATEGORY	COMPONENTS
(1) Strategic and high-impact projects aligned with the missions under NIMP 2030	<p>Mission 1: Advance Economic Complexity</p> <p>Mission 2: Tech Up for a Digitally Vibrant Nation</p> <p>Mission 3: Push for Net Zero</p> <p>Mission 4: Safeguard Economic Security and Inclusivity</p>
(2) Mission-Based Projects (MBP) that have been identified under NIMP 2030	

Financing Ratio (1/2)

Electrical & Electronics (E&E)	Government-Private Co-Financing Ratio: 1:1 (Maximum RM20 million per project)
Chemical	
Medical Devices	
Pharmaceutical	
Aerospace	

Advanced Materials	Government-Private Co-Financing Ratio: 1:1 (Maximum RM20 million per project)
Electric Vehicles (EV);	
Renewable Energy	
Carbon Capture, Utilisation and Storage (CCUS)	

Financing Ratio (2/2)

Digital and Information and Communication Technology (ICT)	Government-Private Co-Financing Ratio: 1:2 (Maximum RM10 million per project)
Automotive	
Food Processing	
Global Services and Professional Services	
Halal	
Machinery and Equipment (M&E)	
Manufacturing Related Services (MRS)	
Metal	
Mineral	
Palm Oil-based Products	
Petroleum Products and Petrochemicals	
Rail	
Rubber-based Products	
Shipbuilding and Ship Repair (SBSR)	
Textile, Apparel and Footwear	
Wood, Paper and Furniture	

SCENARIO 1 (PRIORITY AND NEW GROWTH SECTORS)**Financing Ratio: 1:1****Campaign Size: RM10 mil (50% investors, 50% NIMP CoSIF)****Market Interest Rate: 10%****Capital Market Only****Effective Rate: 10%****Total Payback: RM11 million**
(RM10 million+ RM1 million)**With NIMP CoSIF****New CoSIF Rate 0.5%****Effective Rate: 5.3%****Total Payback: RM10.53 million**
(RM10 million + RM530,000)**Less RM470,000**

SCENARIO 2 (OTHER SECTORS)

Financing Ratio: 1:2
Campaign Size: RM10 mil (67% investors, 33% NIMP CoSIF)
Market Interest Rate: 10%

Capital Market Only

Effective Rate: 10%

Total Payback: RM11 million
(RM10 million+ RM1 million)

With NIMP CoSIF

New CoSIF Rate 0.5%

Effective Rate: 6.9%

Total Payback: RM10.69 million
(RM10 million + RM690,000)

Less RM310,000



Scan the QR code to access the
NIMP 2030 related documents



03-8000 8000



nimp2030.miti.gov.my



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An initiative by:



In collaboration with:



Administer by:



NIMPCoSIF

New Industrial Master Plan (NIMP)
Strategic Co-Investment Fund (CoSIF)

Catalysing MSME and MTC Access to the Capital Market: 5-Year Roadmap (2024-2028)

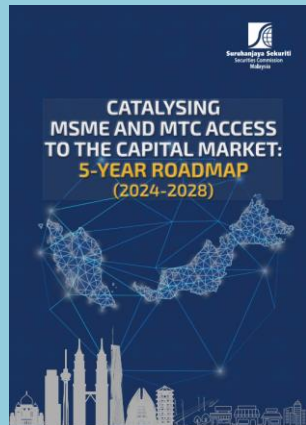


The **Roadmap** seeks to better position the capital market as an attractive and robust source of financing for MSME and MTC



A **'whole-of-nation approach'** underpins the Roadmap, promoting greater collaborative efforts and co-ordination among ministries, public agencies, as well as the private sector

Roadmap



Launched
23 May 2024

Key Outcome

Greater MSME and MTC capital market fundraising, with...

RM40 billion funds raised in **2028**

from RM6.3 billion raised in 2023

Addressable Market

~**28,000** MSME and MTC with high capital market potential and greater economic impact

- Mainly targeting high-growth startups, medium-sized firms, and MTC

Aligned to key national agenda



MSMEs and MTCs form the backbone of the Malaysian economy



Contribution to national GDP



Share of national workforce



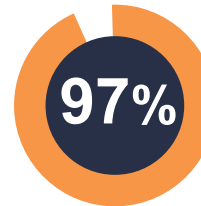
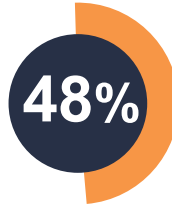
Share of firms in Malaysia
(Number of firms)



Findings

From ICMR (2024)

Micro, Small, and Medium Enterprises (MSME)



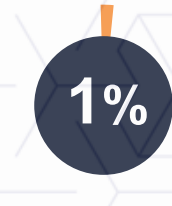
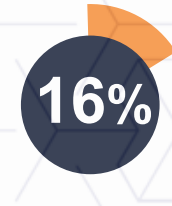
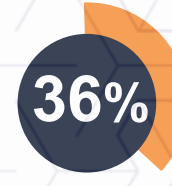
(1.17 million)

MSME data as estimated by DOSM (2022)

MSME may not be able to obtain bank financing due to:

- limited operating history;
- perceived higher risk;
- inadequate collateral; or
- stringent eligibility criteria imposed by banks

Mid-Tier Companies (MTC)



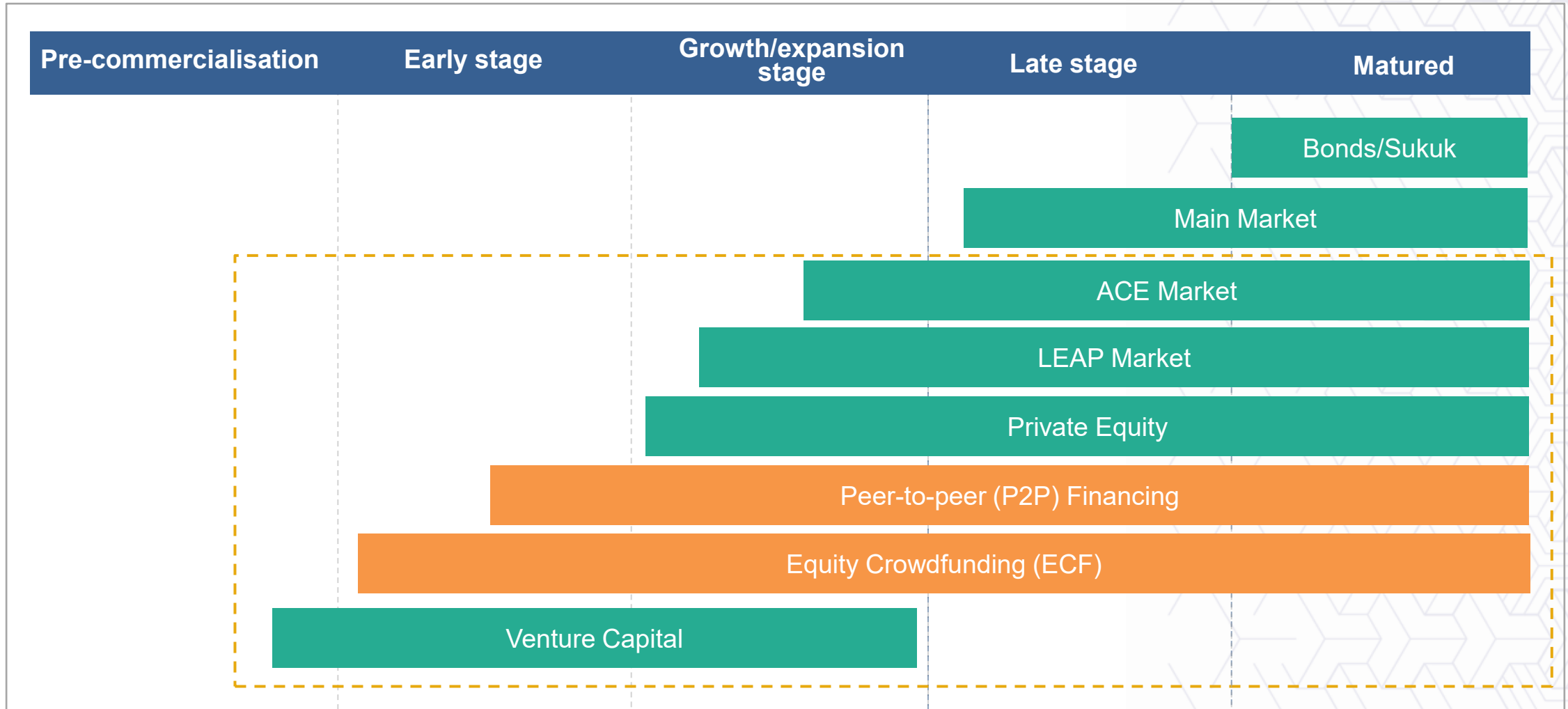
(8,500)

MTC data as estimated by MATRADE

MTC is the “Missing Middle”.

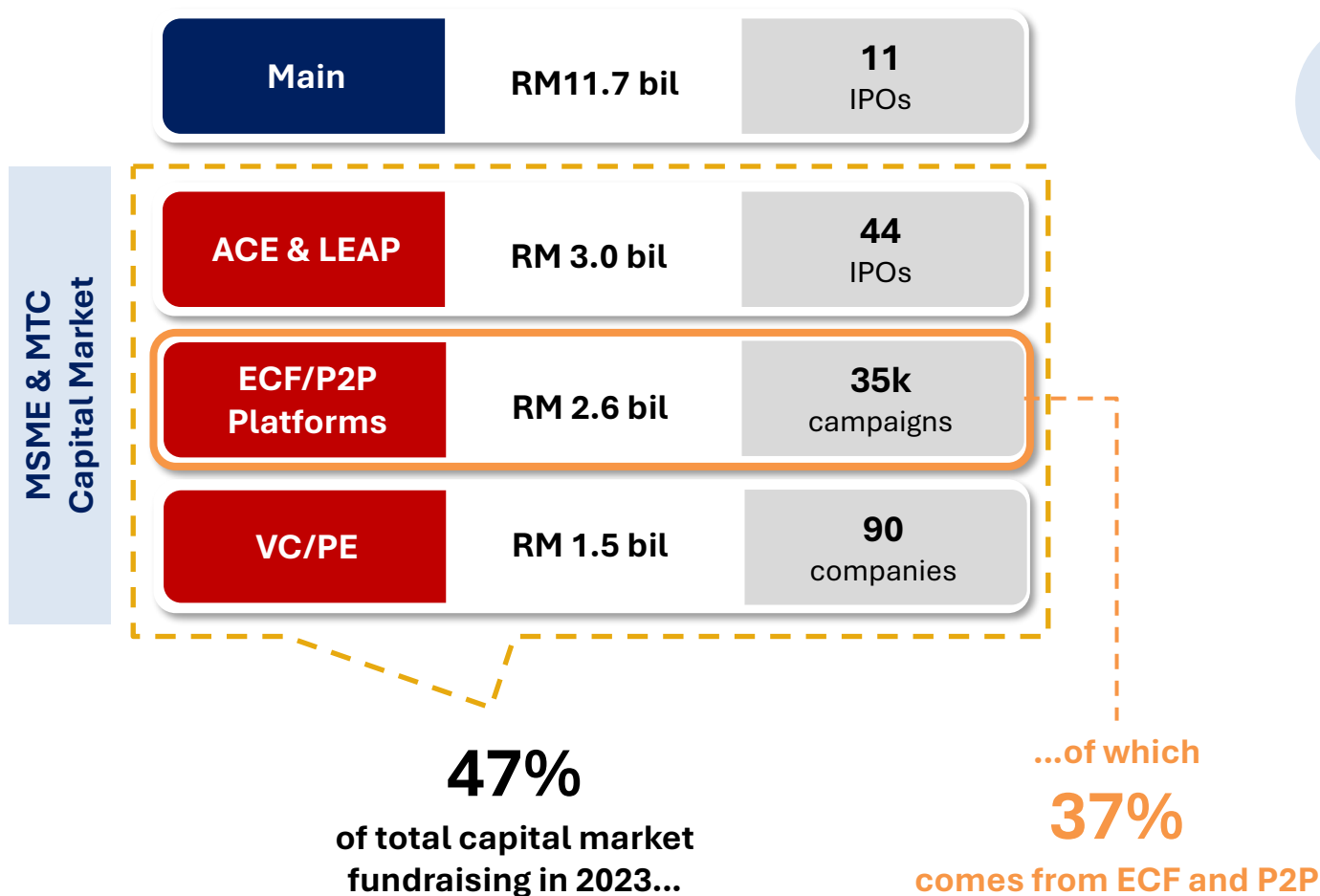
- Too large to qualify for SME-targeted government assistance
- Lack the scale and capabilities of larger listed corporations
- Well-suited to raise financing from market-based sources

The capital market offers a suite of solutions for companies at every stage of the business lifecycle



The MSME & MTC Capital Market plays an increasingly important role

MSME & MTC Fundraising in the Capital Market in 2024



As a critical source of funding for MSME and MTC, we seek to....

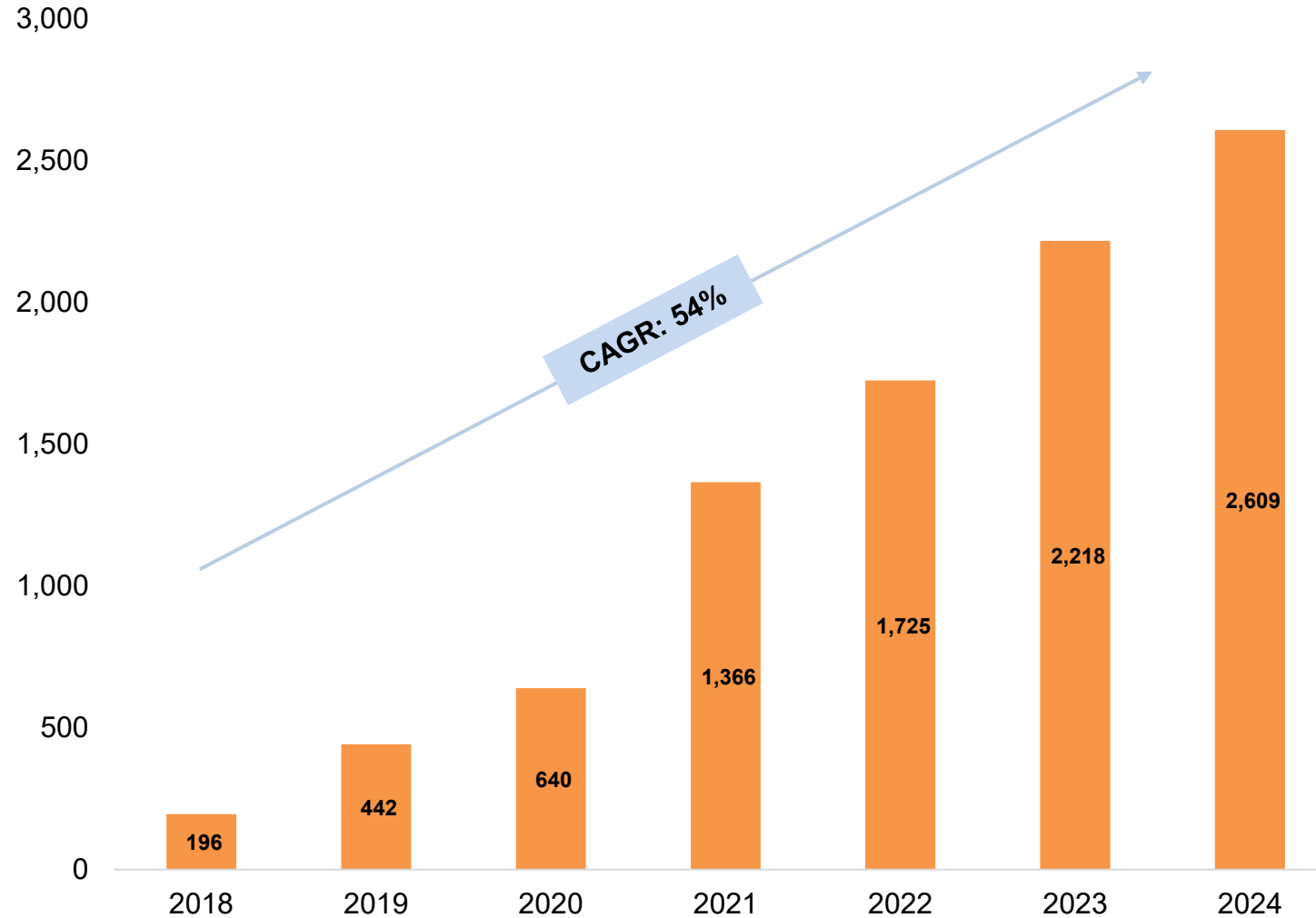
Continue the growth
of the alternative
finance space

Facilitate
fundraising for
MSMEs and MTCs

Scale Malaysian
businesses to
compete regionally

The ECF and P2P space has experienced a strong growth trajectory

RM million



Serving the Needs of Malaysian Businesses

Since inception, ECF and P2P platforms have helped **over 15,000 companies** secure funding, particularly those outside the risk appetite of banks



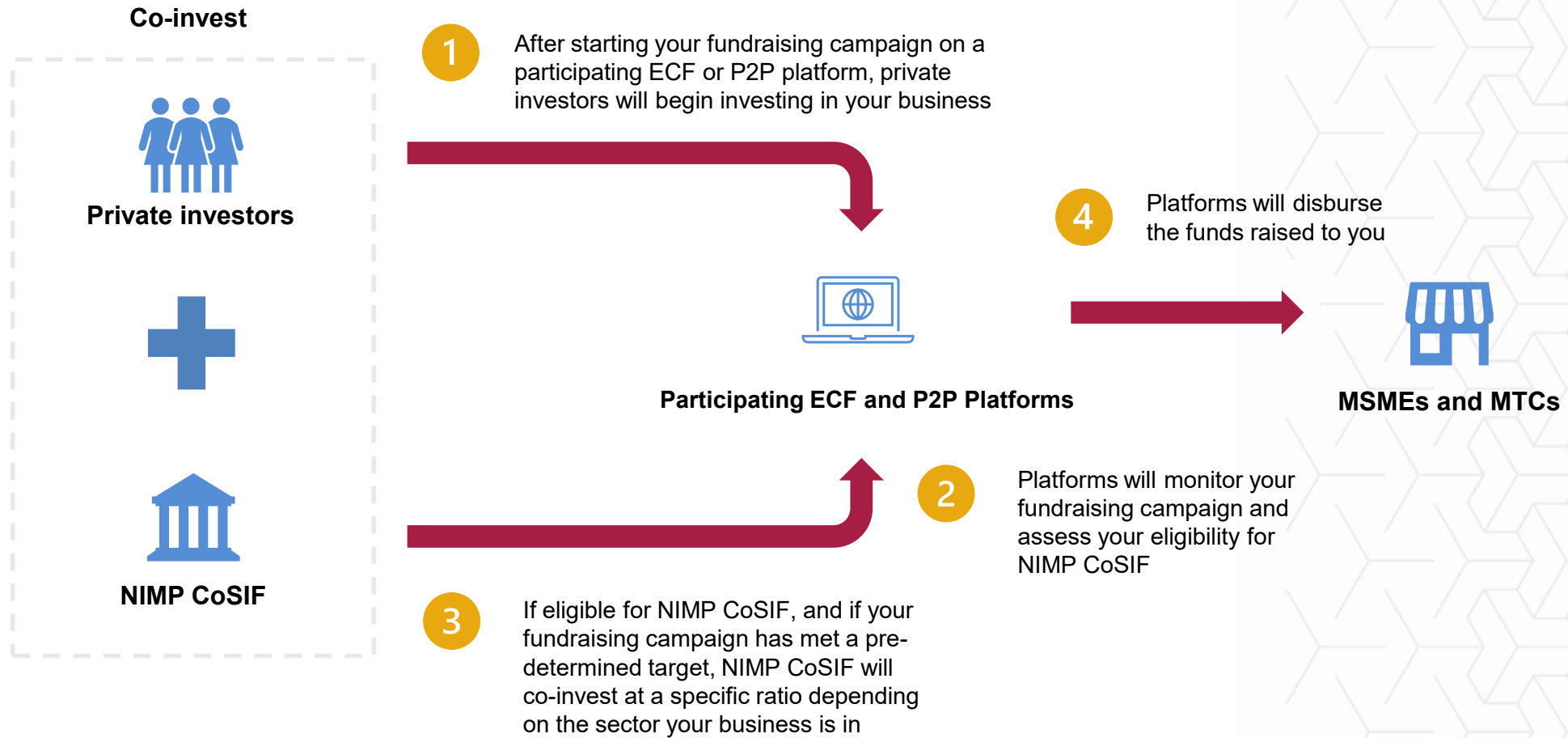
Mobilising Public Funds

With a seed funding of RM260 million, the **Malaysia Co-Investment Fund (MyCIF)** has co-invested over RM1 billion in over 9,000 MSMEs through ECF and P2P

How will the NIMP CoSIF work?



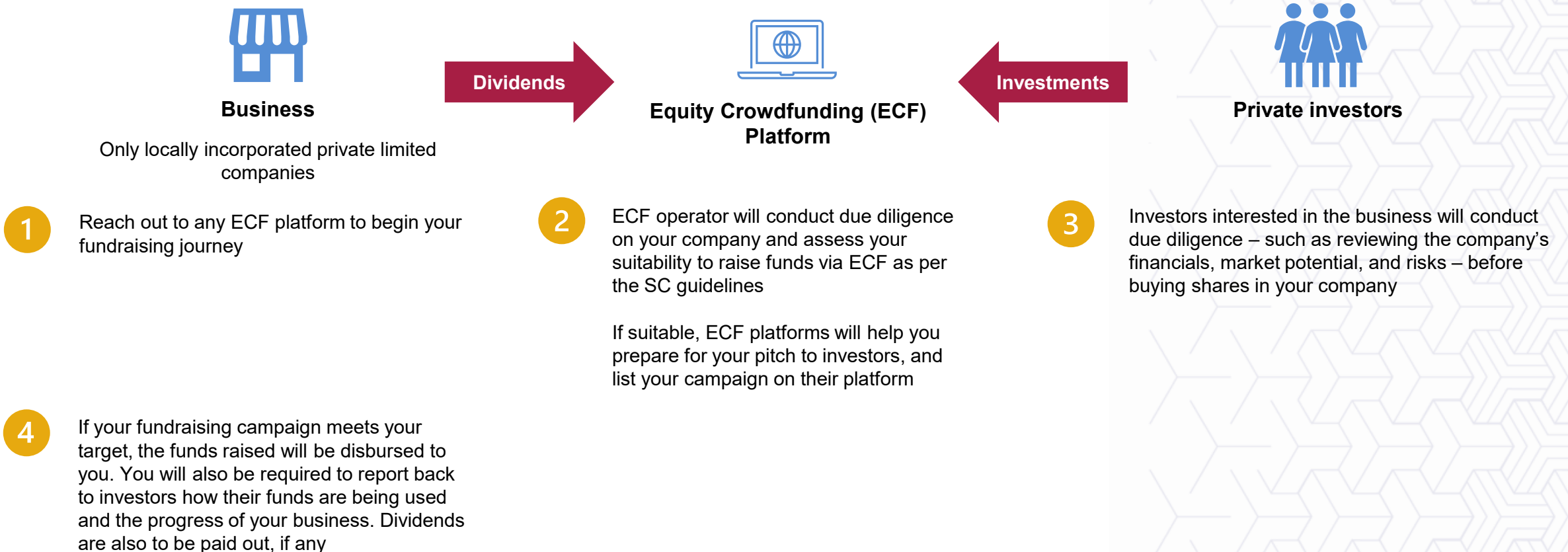
How will the NIMP CoSIF work?



Equity Crowdfunding (ECF)

Equity Crowdfunding, or ECF, is a way for businesses to raise funds from private investors by offering shares in their businesses.

How does ECF work?



The Private Market Financing Landscape (pg.1)

	Angel investors	Equity Crowd Funding	Venture Capital
What is?	<ul style="list-style-type: none"> ▪ Wealthy individuals with ability to provide seed funds 	<ul style="list-style-type: none"> ▪ Online platform(s) for SMEs to raise capital from public 	<ul style="list-style-type: none"> ▪ Type of investment firms that provide capital to early stage firms
What's common?	<ul style="list-style-type: none"> ▪ High growth startups and early stage SMEs raise funds by offering equity to investors in exchange for cash 		
Funding size? (typically)	<ul style="list-style-type: none"> ▪ Up to RM1 million 	<ul style="list-style-type: none"> ▪ Up to RM20 million 	<ul style="list-style-type: none"> ▪ Up to RM100 mil
What's different?	<ul style="list-style-type: none"> ▪ Subject to negotiations between angel investor and issuers 	<ul style="list-style-type: none"> ▪ Legally can raise up to RM20 million ▪ Can be listed on one platform at a time 	<ul style="list-style-type: none"> ▪ Subject to negotiations between Venture Capital Companies and issuers
Why go for?	<ul style="list-style-type: none"> ▪ More likely for pre-seed or seed capital 	<ul style="list-style-type: none"> ▪ Wider company exposure – greater access to bigger investor pool 	<ul style="list-style-type: none"> ▪ VC's network that can value-add to start-ups or SMEs

Peer-to-Peer Financing (P2P)

Peer-to-Peer Financing, or P2P, is a way for businesses to borrow money directly from private investors. P2P platforms act as intermediaries, matching businesses with investors willing to lend money at a rate determined by the P2P platform.

How does P2P work?



Business

Repayment



Peer-to-peer (P2P) Platform

Investments



Private investors

1

Choose your preferred P2P platform and submit the P2P loan application along with the required documentation

2

P2P operators will conduct necessary due diligence, such as risk assessments and credit scoring on the company

3

Investors interested in the business will conduct due diligence – such as reviewing the business's financials, market potential, and risks – before investing

4

If your fundraising campaign meets your target, the funds raised will be disbursed to you

5

Adhere to the repayment schedule as outlined in the loan agreement

6

Investors will receive the payment (with interest)

The Private Market Financing Landscape (pg.2)

	Peer-to-Peer Financing (Term Financing)	Peer-to-Peer Financing (Invoice Financing)	Private equity
What is?	<ul style="list-style-type: none"> Online platforms for SMEs to raise capital through short term loans from the public Fixed financing – for working capital, growth or small capex purchases Personal guarantee of Issuer required Various tenors available – 3 up to 12 months, depending on P2P operators 	<ul style="list-style-type: none"> Fundraising backed by expected cashflow from invoices Unlocks SMEs' cashflow that are tied-up with receivable invoices Typically, shorter term – 3-4 months tenor 	<ul style="list-style-type: none"> Investment firms that provide capital and partner with mature SMEs to increase their value SMEs raise funds by offering equity in exchange for cash
Funding size?	<ul style="list-style-type: none"> Varies across P2P operators 		<ul style="list-style-type: none"> Subject to negotiations. with PE firms
Why go for?	<ul style="list-style-type: none"> Application can be simpler, faster approval and disbursement Rates can be competitive 		<ul style="list-style-type: none"> PE can value-add to growth

Participating ECF and P2P platforms

ECF

1. **PitchIN**



Sam Shafie

Co-Founder/CEO

2. **MyStartr**



Goh Boon Peng

CEO

3. **Leet Capital**



Bikesh Lakhmichand

CEO

4. **Crowdo**



Leo Shimada

Co-Founder/CEO

P2P

1. **Funding Societies**



Chai Kien Poon

Country Head

2. **CapBay**



Ang Xing Xian

Co-Founder/CEO

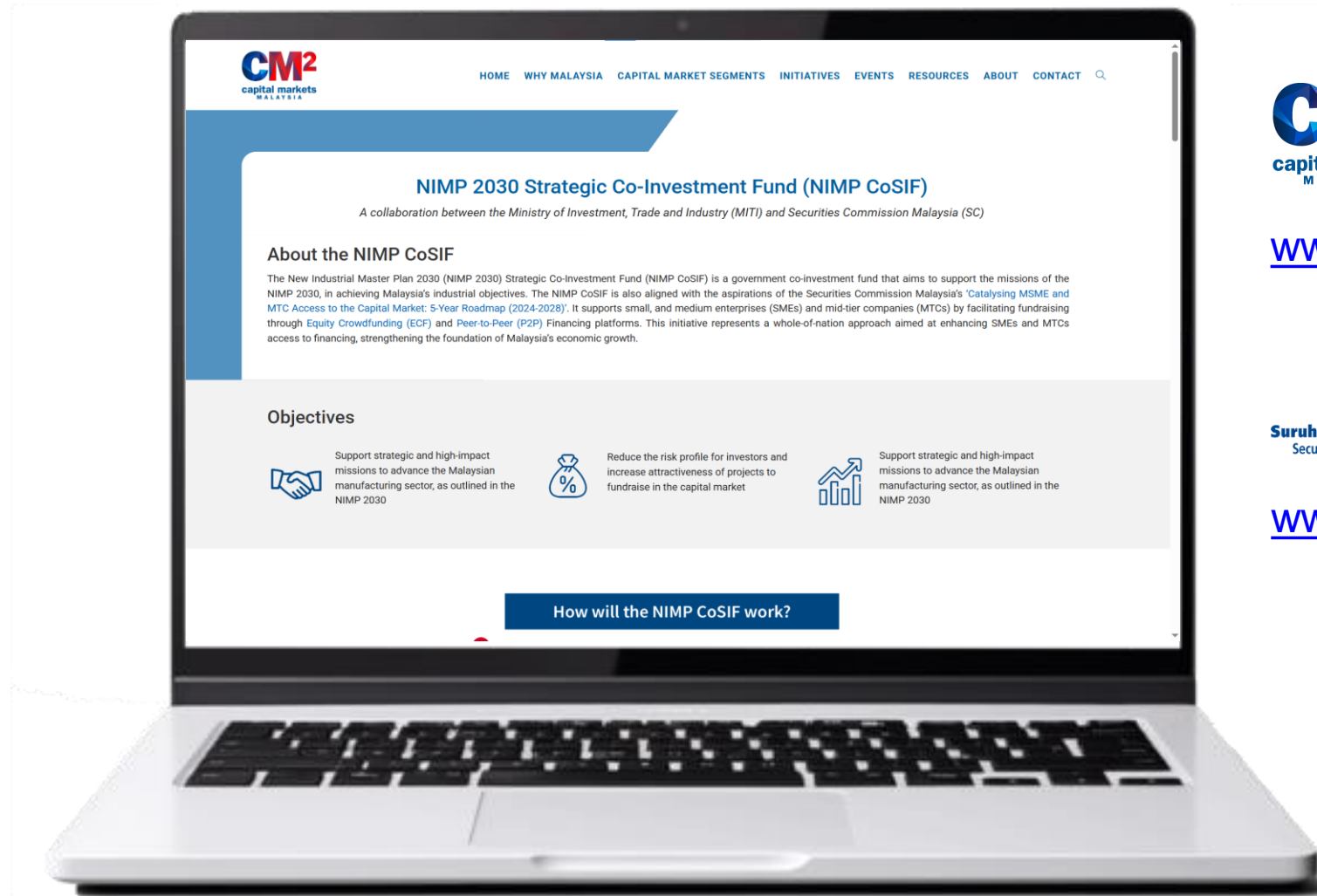
3. **B2B Finpal**



Dr Lee Thean Seong

CEO

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www.capitalmarketsmalaysia.com/nimp-cosif/



www.sc.com.my/msme-mtc-roadmap/cosif



NIMP CoSIF website



MSME & MTC Roadmap website

Want to know more?

Reach out to us at:



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THANK YOU