



**Asia-Pacific
Economic Cooperation**

2025/SMEWG59/018

Agenda Item: 8.2.2.d

Scaling Up SMEs: Malaysia's Perspective

Purpose: Information
Submitted by: Malaysia



**59th Small and Medium Enterprises
Working Group Meeting
Tokyo, Japan
22-23 May 2025**

Scaling Up SMEs : Malaysia's Perspective

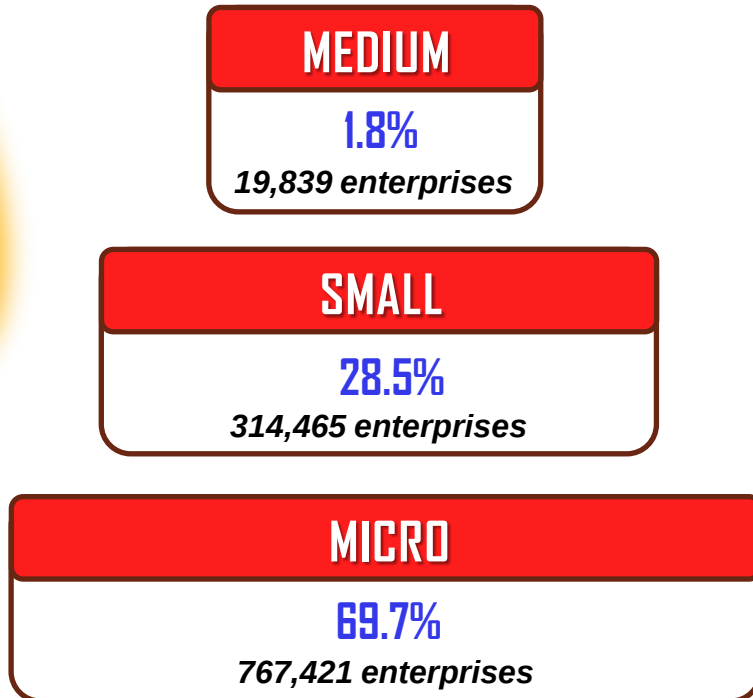
DATO' SRI KHAI RUL DZAI MEE BIN DAUD

Ministry of Entrepreneur and Co-operatives Development
Malaysia

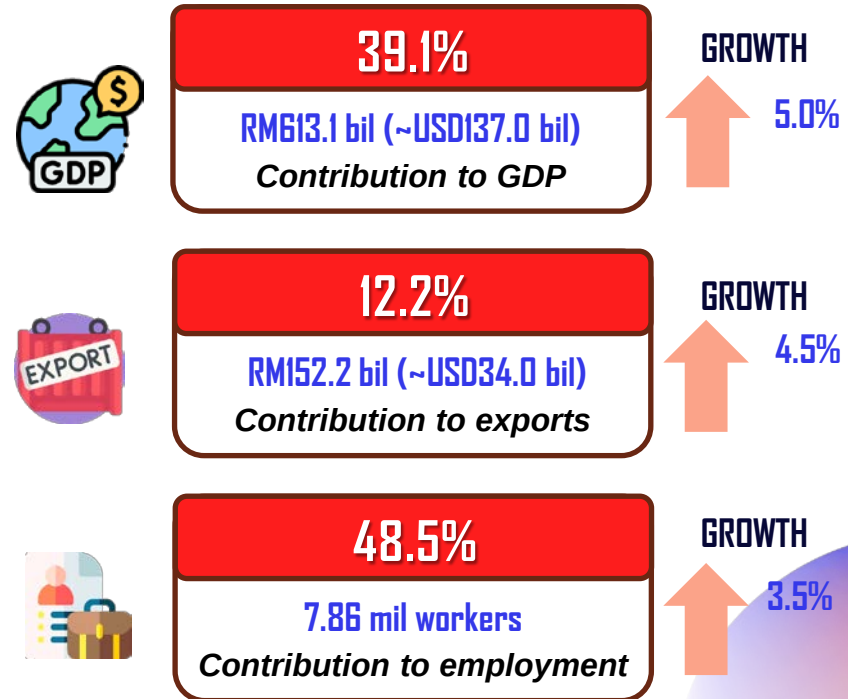
Profile of SMEs in Malaysia

SMEs represents **96.9% (1,101,725)** of business establishments in Malaysia.

SME Composition, 2023



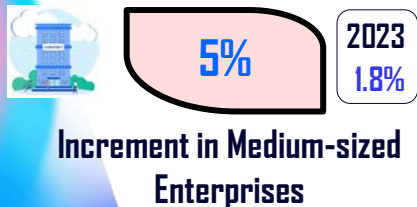
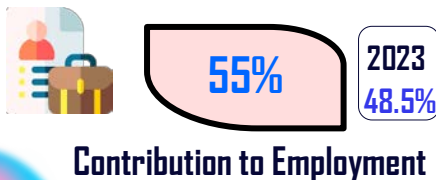
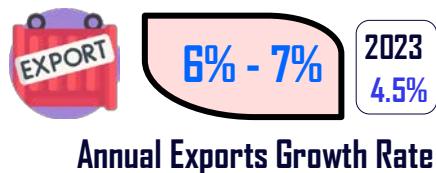
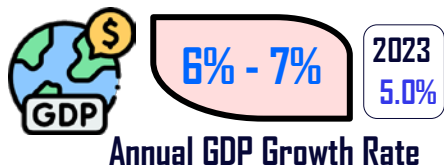
SME Performance, 2023



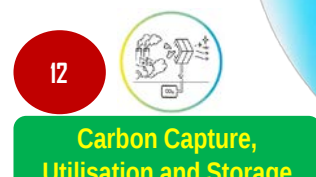
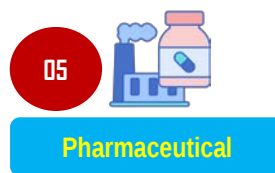
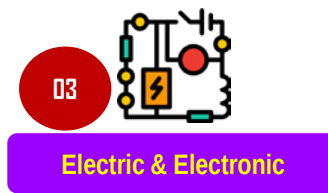
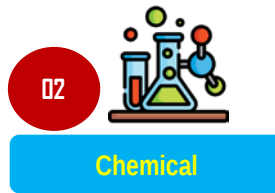
SMEs Strategic Targets

Scaling up & venturing in high impact, high growth, high value industries for effective growth

Malaysia Target, 2030



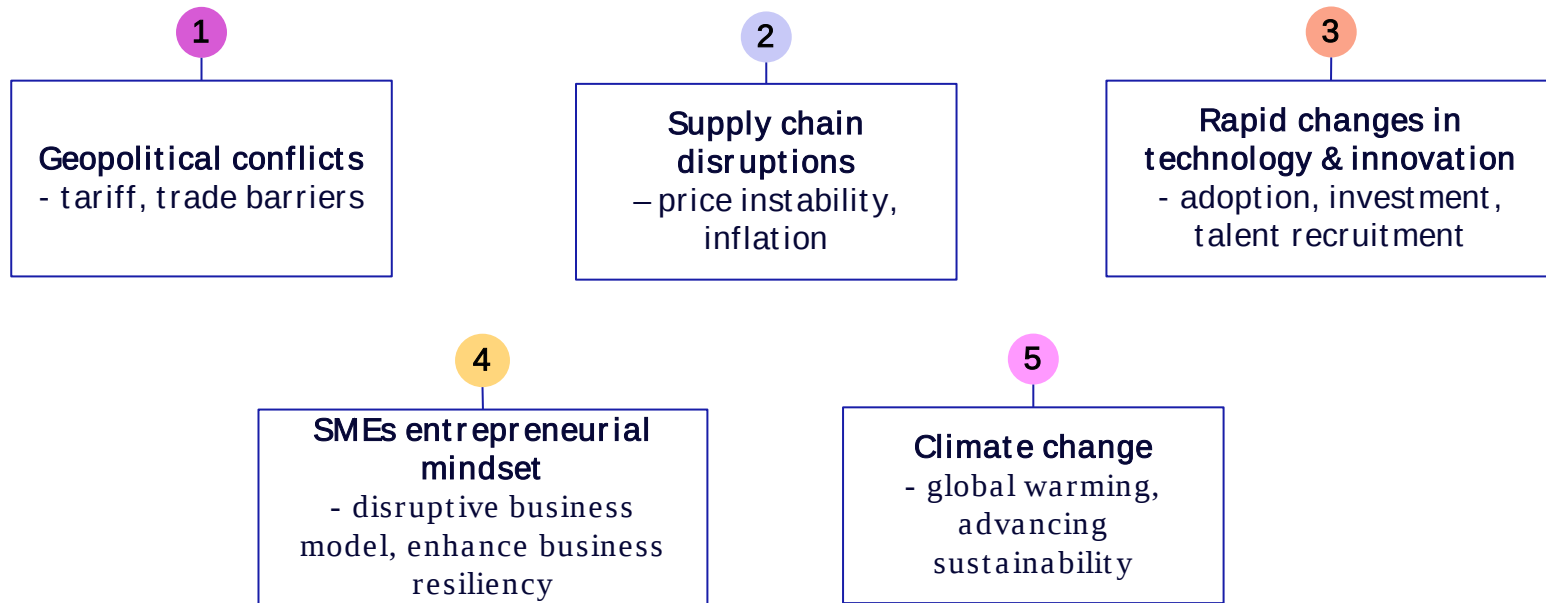
Focus Industries



Source: Mid-Term Review Twelfth Malaysia Plan, 2021-2025; New Industrial Master Plan 2030; MSMEs Strategic Plan 2030

Issues & Challenges

SMEs often face a myriad of challenges to scale-up their businesses

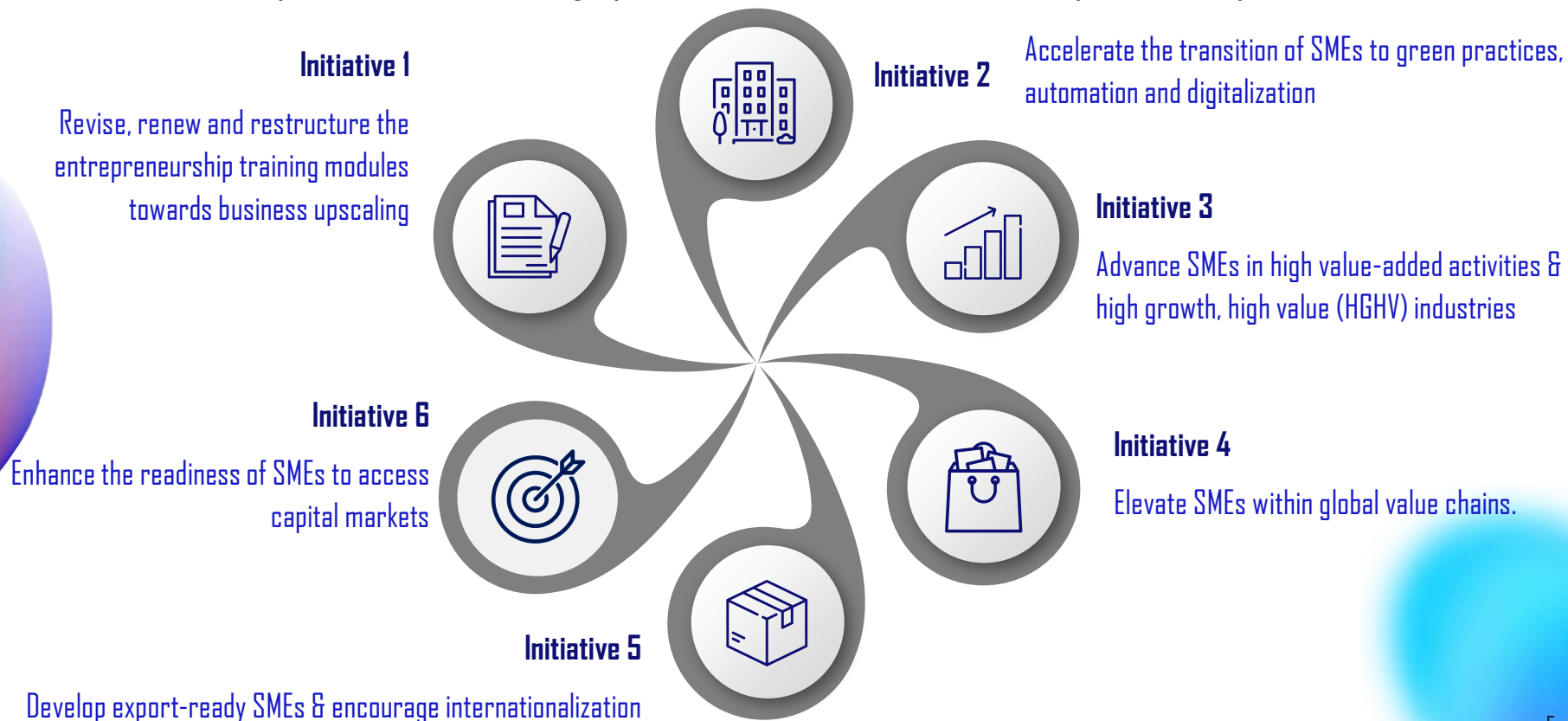


Source:

Central Bank of Malaysia: Economic and Monetary Review, 2024; Ministry of Economy Malaysia, 2024;
Ministry of Entrepreneur and Co-operatives Development Malaysia, 2025

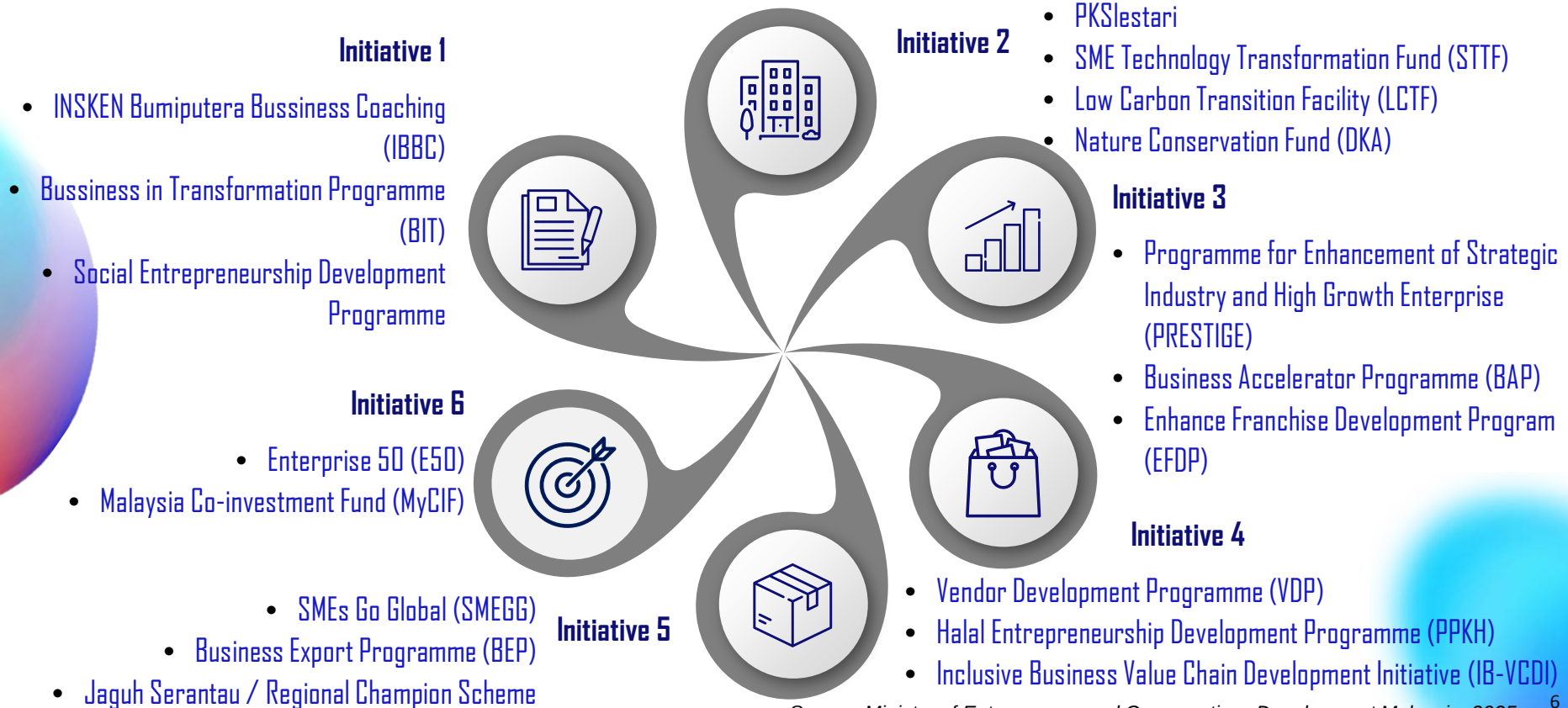
Strategic Initiatives

A roadmap to facilitate scaling up of SMEs & unleash their entrepreneurial potentials.



Scaling Up Programmes for SMEs, 2025

Focused and structured implementation – capacity building, financing & market opportunities.



Success Stories – Small & Medium Enterprises

Programme for Enhancement of Strategic Industry and High Growth Enterprise (PRESTIGE), 2021 - 2023

- EEI – Electrical & Electronics Initiative
11 companies
- DDI – Drone Digitalisation Initiative
9 companies
- BTI – BioTech Initiative
8 companies

70% of participated companies
achieved annual sales growth of over
15%

32% of participated companies
up-scaled to small & medium
enterprises

1 company up-scaled to a large
company

Participated companies from the DDI -
776% sales growth surge after 2 years
of program completion



Meraque Services Sdn Bhd

- **Product:** Provision of UAV/Drone Services and Technology Solutions
- **Grant recipient** amounting to **RM400,000.00** (~USD95,000.00) in 2021
- **Increase in sales** from RM1.7 million (~USD0.4 million) in 2021 to **RM10 million** (~USD2.4 million) in 2023
- **Main Clients:** Sime Darby Plantation Berhad, Pharmaniaga Berhad, Kuala Lumpur City Hall (DBKL)

Poladrone Solutions Sdn Bhd

- **Product:** Design, development and production of Dryctes Agriculture drone. Development of Airmap Web Based GIS software for Drones; Oil Palm Spraying Service, Remote Sensing Service, Mapping And Inspection Services; Distribution of enterprise Unmanned Aerial Systems (UAS) Solutions
- **Grant recipient** amounting to **RM377,756.73** (~USD90,000.00) in 2021
- **Increase in sales** from RM9.8 million (~USD2.3 million) in 2021 to **RM155.2 million** (~USD36.9 million) in 2023
- **Main Clients:** Turnkey Services, Sime Darby Plantations, Genting Plantations, various government agencies, MNCs, GLCs.



Success Stories – Micro Enterprises

INSKEN Bumiputera Business Coaching (IBBC), 2024

MRF Solutions Sdn Bhd



179

Entrepreneurs completed the programme



106

Entrepreneurs successfully increase sale minimum 25%



76

New jobs created



12

Entrepreneurs up-scaled from micro enterprise to small business

6 COHORT



CAFÉ &
RESTORANT



FASHION &
TAILORING



RETAIL



POSTNATAL
CARE



SPA &
WELLNESS



CAR
WORKSHOP

- **Product:** Air-conditioner installation and maintenance services
- **Challenges:** Employee management and business cost calculation
- **Training received:** IBBC air-cond & related services
- **Total sales increased:**
 - Before programme: RM60,000 per month (~USD14,000)
 - After programme: RM177,000 per month (~USD42,000)
- **Testimony:**

"After joining IBBC, many things have been improved. Among others are the business process, website development, new business signage, preparing the warranty form and correcting the cost calculation."

THANK YOU

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