

Document:	Opening Remarks by Datuk Muhamad Umar Swift Chief Executive Officer, Bursa Malaysia
Event:	Listing on Bursa: Unlock Your Business Potential Through Listing
Date:	13 November 2019 (Wednesday)
Time:	9.00am - 5.00pm
Venue:	Perdana Hall, MIDA Sentral

Yang Berhormat Dr Ong Kian Ming
Deputy Minister of International Trade and Industry

Yang Bahagia Dato' Azman Mahmud
Chief Executive Officer of the Malaysian Investment
Development Authority or MIDA

Distinguished Guests

Ladies and gentlemen

Good Morning,

1. Thank you for joining us at today's forum "Unlocking Your Business Potential Through Listing".
2. Held in collaboration with MIDA, we hope today's forum will be an enriching experience that can give you a better understanding of how the capital

market can elevate your companies to greater heights.

3. We also would like to commend MIDA's longstanding efforts in encouraging investments into our economy, as well as the assistance they provide for entrepreneurs to grow their companies.
4. In fact, many have gone on to list, adding further value to their companies by elevating their profile and opening new growth opportunities internationally¹.
5. Collaboration is key to mutual success, and we look forward to doing more together with MIDA to advance the vibrancy of our marketplace.

¹ Companies that have benefitted from MIDA assistance and gone on to list include Visdynamics Holdings Bhd (ACE Market), Tashin Holdings Bhd (ACE Market), Amlex Holdings Bhd (LEAP Market)

<p>Key Message 1: <i>The benefits of Going Public</i></p>

Ladies and Gentlemen,

6. Going public is more than just giving you access and opportunity to raise capital.
7. Becoming a public listed company is a long-term, transformational process that opens new windows of opportunity.
 - An opportunity for greater profile, better brand recognition and prestige.
 - Enhanced ability to raise more capital in the future as well as expansion through mergers & acquisitions; and
 - Enhanced ability to attract, retain and reward valued talent.
8. Being listed will also instil the necessary discipline to adopt a framework that will have a positive effect on your company.

9. Business strategies are more focused, accounting policies sharpened, strengthened management team and improved corporate governance.

Key Message 2:

Bursa Malaysia as a preferred listing destination

Ladies and Gentlemen

10. At Bursa Malaysia, we are proud to be an Exchange that serves companies of all sizes.
11. Home to more than 900 companies across 60 economic activities, Bursa Malaysia is the largest bourse in ASEAN in terms of the number of companies.
12. Comprising the Main Market for large-cap established companies, the ACE Market for growth companies of all sizes and the LEAP Market for SMEs, including start-ups.

13. Bursa Malaysia offers a robust platform for capital raising and investment, providing greater exposure and diversification.
14. As at 8 November 2019, we have welcomed **28 new listings**, surpassing the 21 new listings recorded in 2018.
15. Bursa also **ranked 2nd** in ASEAN for equity funds raised, market capitalisation and number of IPOs as at September 2019.
16. These combined factors are a testimony to our strong fund-raising capability and establish Bursa as one of the preferred exchanges in the region among domestic and international investors.

Key Message 3:

Bursa Malaysia as a trusted growth partner

Ladies and Gentlemen

17. There are many situations when a company chooses to list. Funding or exit motivations, growth and internationalisation are some of the triggers for strategic considerations for an IPO.
18. For many fast-growing private companies, an IPO can raise the capital needed to accelerate growth and achieve market leadership.
19. Let me assure you that you do not have to be big if you want to list on the Exchange.
20. We also welcome the government's effort to make listings more affordable, especially for SMEs to raise capital through the capital market.

21. Effective from the year of assessment 2020, listings of technology-based companies and SMEs on the ACE and LEAP Market are eligible for a tax deduction of up to RM1.5 million on the following listing costs:

- Fees to authorities
- Professional fees; and
- Underwriting, placement and brokerage fees.

22. We strive to be your trusted growth partner, continuously playing an active role to ensure the right balance between investor protection and creating an attractive alternative funding platform that can unlock your company's competitive potential.

23. Having the right balance is essential as it serves to not only benefit our PLCs but also good for our market and investors.

24. More importantly, our platform also gives you **greater visibility, enhanced credibility and connect you to a wider network.**
25. Please do not hesitate to approach our IPO Marketing team. We offer **free consultation** and guidance on the listing process.
26. We are here to assist you, and my team is on hand to answer any of the questions you may have with regards to listing and recommend solutions on issues that you may encounter.
27. Regardless of what mode of funding that best suit your needs, bear in mind that our ultimate goal is to see you succeed and join us at Bursa Malaysia at some point in the future.
28. **Your success is our success!** We are here to serve you where and when you need us.
29. With that in mind, do make use of the discussions and hope today's session will help you be better prepared

on embarking on your listing journey with Bursa
Malaysia.

Thank you