



OPENING SPEECH BY

YB SENATOR TENGKU DATUK SERI UTAMA ZAFRUL AZIZ

AT THE



**MBSB GROUP ANCHOR COMPANIES OPEN DAY & VENDOR
BUSINESS MATCHING SESSIONS**

30 SEPTEMBER 2025

SIME DARBY CONVENTION CENTRE

Yang Berbahagia Dato' Wan Kamaruzaman Wan Ahmad

Chairman of MBSB Bank

Yang Berusaha En. Rafe Haneef

Group Chief Executive Officer, MBSB Berhad

Esteemed members of the MBSB Board

Management team of MBSB Bank

Distinguished Guests

Members of the Media

Ladies and Gentlemen

**Assalamualaikum warahmatullahi wabarakatuh, good morning, and
Salam Malaysia MADANI,**

1. Thank you to the MBSB Group for inviting me to their Anchor Companies Open Day and Vendor Business Matching Sessions.
2. Let me start by painting a not-so-pretty picture of our current world – we are facing **mounting global supply chain challenges** amid **geopolitical tensions, climate disruptions, and shifting trade dynamics**.

THE WORLD IS CHANGING, AND WE, TOO, MUST CHANGE

3. The **US–China tech decoupling** and **rising protectionism** have complicated sourcing and export routes, especially for semiconductors and electronics.
4. **Climate-related events**—floods, droughts, and heatwaves—are **disrupting agriculture and logistics**. Meanwhile, shipping bottlenecks and volatile freight costs strain SMEs and manufacturers. Our **reliance on imported inputs exposes vulnerabilities**, while talent shortages and digital gaps hinder resilience.
5. To stay competitive and resilient, we must **diversify supply sources, strengthen integration, and invest in smart logistics and sustainability** — especially as global players recalibrate toward **nearshoring, friendshoring and strategic autonomy**.
6. This is also what our industrial reform (under **NIMP2030**) is about – to **deepen local sourcing, strengthen industrial linkages, and build strategic clusters**—especially in E&E, aerospace, chemical and green technologies.

7. If we are successful in our industrial reform initiatives, **SMEs are more likely to succeed through regional integration via ASEAN and our various FTAs** - which help to diversify risk and expand market access.
8. But how can we build a **robust ecosystem** that **blends global competitiveness with local depth**, to help Malaysia weather shocks, attract investment, and lead in high-value, future-ready manufacturing? **We must begin right here, right now, on our home ground.**

MBSB GROUP'S SUPPLY CHAIN INITIATIVE SUPPORTS SMES

Ladies and Gentlemen,

9. Policy-wise, I am happy to share that MITI is working on an initiative called the **Supply Chain Intelligent Management System (SCIMS)**. Based on vulnerabilities and risk profile, we have developed **eight (8) supply chain mappings** – to identify and document each and every industry player along the whole sectoral supply chain. These eight sectors are **pharmaceutical, medical devices, personal protective equipment, E&E, automotive**, as well as **F&B for livestock, aquaculture and agriculture**.
10. I am equally happy to share that this **Supply Chain Integrated Digital Platform** is scheduled to go live in December 2025.

11. In many ways, initiatives like the MBSB platform could not be timelier. By bringing together **20 major anchor companies** and around **400 local firms** ready to pitch their products and services, the MBSB Group complements MITI's Supply Chain Mapping project by focusing on building relationships that can really contribute to a stronger industrial ecosystem and value chain.
12. **As our entrepreneurs get direct opportunities to plug into large corporations' supply chains, MBSB is effectively curating collaborations that also create value.**
13. This places **SMEs and domestic suppliers** at the heart of **Malaysia's industrial development strategy**, embodying the spirit of the **MADANI Economy framework and the NIMP2030**. SMEs, after all, make up roughly 98% of registered businesses in Malaysia.
14. So, **the more we elevate Malaysian SMEs into the supply chains of large companies, the more empowered they are to innovate, grow, and create high-quality jobs.**
15. As MITI Minister, I am encouraged to see GLCs and industry leaders here collaborating with agencies like MBSB Bank and MIDF. This **bridges the gap between policy and execution**, ensuring our strategies are inclusive of all stakeholders to truly catalyze industrial

development. **In short, public–private partnership is key to delivering results.**

16. The **Open Day's business matching sessions** give more local companies a direct pathway to join **GLC and anchor company supply chains**. Every new vendor brought into a major supply network means **higher local content, reduced reliance on imports**, with **more value created and retained** within Malaysia - this helps us grow a resilient economy from the ground up.

FINANCING IS A KEY ENABLER

Ladies and Gentlemen,

17. **What about support for vendors and anchors?** I am pleased to note that MBSB Group – through **MBSB Bank and MITI's own agency MIDF** – is offering fully **Shariah-compliant financing and banking support** to **catalyze growth for both SMEs and the anchor companies**.
18. By combining **access to capital with market opportunities**, our vendors have the end-to-end resources to **scale up and meet the standards** required by large clients.
19. Today, we have a new strategic initiative under MITI, via MIDF, to help Malaysian SMEs and mid-tier companies expand globally. Backed by an allocation of RM100 million, this programme – called **the Global Market**

Access Accelerator (GLOMAX) – will support at least 50 promising SMEs and MTCs in scaling up internationally.

20. Its focus is not only on financing, but also on advisory services to build our companies' capacity to compete abroad in a structured, sustainable manner. **GLOMAX** is also designed to **complement existing export programmes** by MATRADE and SME Corp.
21. **Through our ASEAN Chairmanship in 2025**, Malaysia is also championing greater regional supply chain resilience and integration. By **strengthening our local vendor ecosystem now**, our **companies and SMEs can actively leverage regional partnerships** to drive new regional supply chains and investment opportunities that spell robust growth.

CONCLUSION

Ladies and Gentlemen,

22. **To conclude, our message is clear: in today's operating landscape beset by uncertainties**, companies need **policy clarity to continue with confidence, and most importantly, with agility.**
23. Rest assured, whether it is on **tariff negotiations, industrial reforms, or attracting investments to grow our economic pie**, the MADANI Government and MITI will do our best to deliver. Together, let us **build**

a resilient domestic supply chain and empower our SMEs to rise as true champions of the Malaysian economy – and beyond.