



BASELINE REPORT on READINESS ASSESSMENT of SMEs for INDUSTRY4WRD

PROPOSAL SUBMISSION

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1.0 Executive Summary

This proposal is prepared by RAM Holdings Berhad ('RAM or Consultant') in response to Malaysian Productivity Corporation's (MPC) request to establish a Baseline Report on the Readiness Assessment of SMEs for Industry4WRD ('RA Baseline Report or Study').

In conjunction with the Industry4WRD: National Policy on Industry 4.0 launched in 2018, MPC had initiated the Industry4WRD Readiness Assessment ('RA 2019'). The programme involves 2 key stages namely, (1) to assess the industry readiness of SMEs and, (2) thereafter using the 3 shift factors, 8 thrusts, and 21 dimensions to identify appropriate intervention and other measures required to nurture firms to advance to Industry 4.0.

RA 2019 enlisted the participation of 508 qualified SMEs nationwide, most of whom were in the food and products industry. We understand that SMEs' readiness assessment will be conducted yearly, beginning with the 2019 pool of qualified SMEs. The findings and results of individual assessments of the said pool are with MPC.

One of the outputs of RA 2019 is the Baseline Report which will:

- i) Determine SMEs' readiness for Industry 4.0 technologies adoption.
- ii) Identify the gaps, pain points, and areas for improvement in this transformation – from the aspects of all stakeholders and the roadmap itself – using the RA 2019 data.
- iii) Develop strategies and recommendations to bridge the gaps and challenges, as well as improve the readiness assessment process.

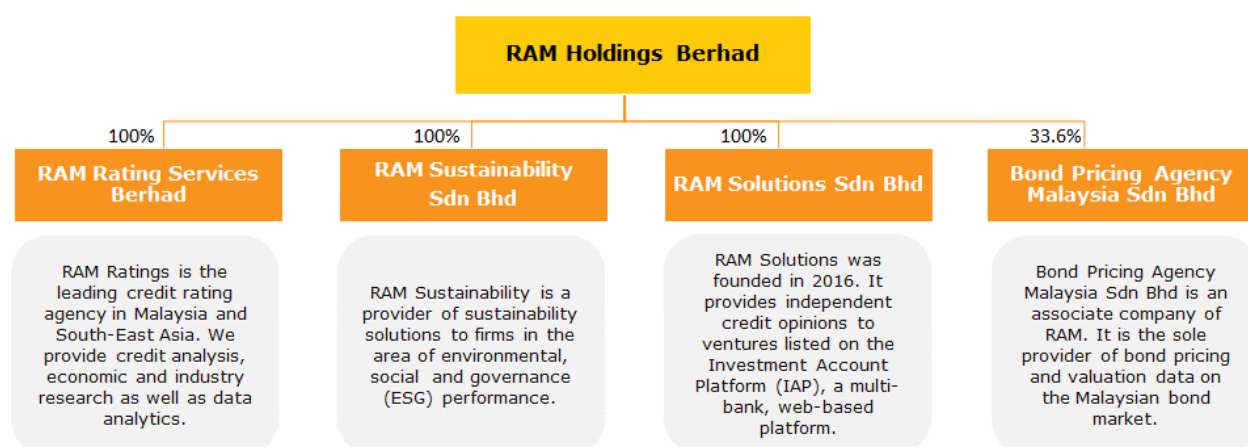
This document outlines RAM's proposed scope of work, detailing the approach and methods deployed to analyse the data of the RA 2019 pool, deliverables, task timeline and resources, including fee quote that will be involved in developing the RA 2019 Baseline Report.

2.0 Statement of Capability

The RAM Holdings Group is a leading provider of independent credit ratings, macro and industry research and consultancy, data analytics and risk analysis. RAM's capability is underpinned by a 30-year track record of service delivery to clients across various segments, including multilateral and government agencies, government-linked companies and private sector. We have a team of over 60 analysts and economists in the Group.

2.1 Company Profile

Figure 1: Overview of the RAM Holdings Group



Formerly known as Rating Agency Malaysia Berhad, RAM was established in November 1990 as the nation's first credit rating agency. As at FY Dec 2019, the group revenue was RM42.9 million and net profit RM97.0 million (after extraordinary items).

2.2 Qualifications and Credentials

RAM has undertaken various projects that qualify us for this Study, highlights are as follows.

Project	Brief Profile
RAM Business Confidence Index (BCI)	<ul style="list-style-type: none"> BCI was launched by RAM in 2017. A quarterly survey on business sentiments, covering some 2,000 SMEs and corporates nationwide. Currently, BCI is conducted as an online survey on SMEs only.
ASEAN-Australian Development Cooperation Program Regional Economic Policy Support Facility (REPSF)	<ul style="list-style-type: none"> The project “SME Access to Financing: Addressing the Supply side of SME Financing” addressed the key supply side constraints and impediments to SME financing in ASEAN and made recommendations for improving access to financing by SME, at national and regional levels.
UNDP-EPU	<ul style="list-style-type: none"> Lead consultant for Human Resource Development Master Plan, Malaysia.
National Economic Action Council (various studies)	<ul style="list-style-type: none"> Lead consultant for Foreign Workers Study, Malaysia. Principal economist for the National Transport Policy and Strategy Study, Malaysia Economics advisor for the Services Sector Study, Malaysia
Periodical Economic Reports and Briefings	<ul style="list-style-type: none"> Tailored economic reports and impact analyses for clients. Conduct economic briefings to management.
Topical Impact Analysis Reports	<ul style="list-style-type: none"> Includes key global events such as Trans-Pacific Partnership Agreement (TPPA), BREXIT, and COVID-19.

Studies undertaken by RAM from 2018-2020

LAPORAN-LAPORAN YANG DIHASILKAN BAGI TEMPOH 2018 – 2020 (SILA SENARAIKAN)	
1.	RAM Business Confidence Index –Analysis on RAM's quarterly survey findings on SME's sentiments regarding business performace in the next 3 months
2.	Malaysia State Report – Identifies each state government's ability to support its related entities financially based on the state's financial position, economic structure & performance and other related considerations
3.	Macro Monitor – Client-tailored quarterly report on national and sectoral economic performance and updates
4.	Economic and Financial Briefing Note – Client-tailored monthly report with impact analyses on recent economic developments
5.	Economic Outlook – Biannual publication on Malaysia's current economic performance and the near-term outlook
6.	Economic Insight on Trade – Monthly topical impact analysis on trending issues and near-term trade forecasts
7.	Economic Insight on Inflation – Monthly report on current price-impacting issues and near-term inflation forecasts
8.	Bond Market Monthly – Monthly publication providing insights to recent bond market performance

3.0 Scope of Work and Approach

3.1 Scope of Work

The RA 2019 Study involves the following scope of work by the Consultant:

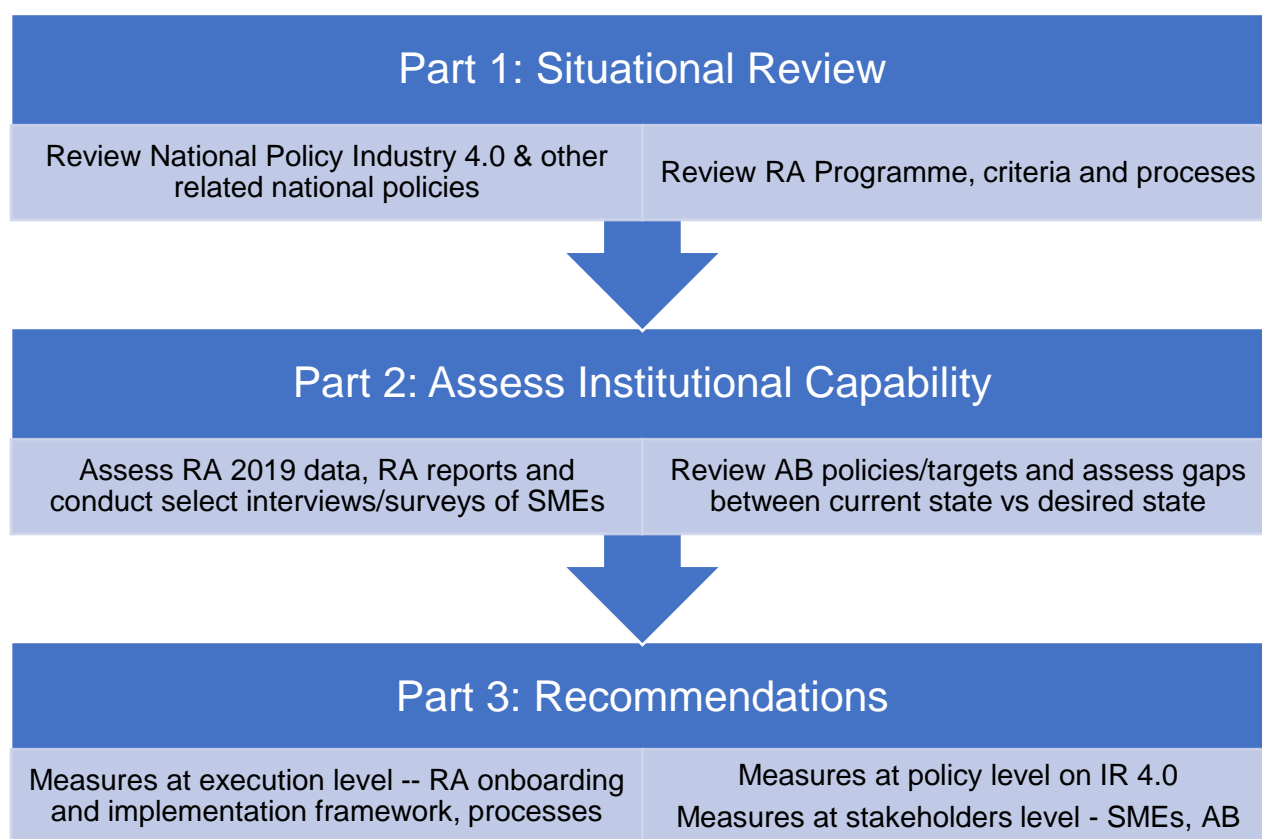
1. **Summary overview** of the National Policy on Industry 4.0, Industry4WRD Readiness Assessment (RA) Programme, the criteria and process in RA selection, and the report objectives.
2. Discuss the **profile of qualified SMEs in the RA 2019 pool** by various characteristics including by:
 - State, sector, firm size, business type, funding status, age, track record, financial metrics (revenue, profit, employees etc), as the data dimensions permit.
3. Analyse **companies' status and readiness** from RA 2019 pool data.
 - Compare and contrast the state of readiness from various angles including by state vs self-funded, sector or type of business activity, state, and firm size, age, life-cycle (startup, growth, mature, sunset) as the data dimensions permit.
 - Review the results of firms that withdrew/quit the RA 2019 programme.
4. **Review the RA reports on SMEs** prepared by Assessment Bodies (AB) of SIRIM, MIMOS and MARii.
5. **Conduct select interviews or surveys** with SMEs in the RA 2019 pool to gain additional insights of gaps and pain points based on the 3 'shift factors'.
 - Sample selected will represent state, business sector, and status (active, withdrawn).
 - Number of samples dependent on timeline for Study.
6. **Identify key common challenges** and pain points faced by SMEs in the RA, based on RA reports and interviews.
7. **Provide recommendations** to enhance the RA framework, criteria and onboarding processes, including policies.
 - We will incorporate any changes/improvements made by MPC to the RA processes to present year, if any, to ensure up-to-date recommendations.

- A regional comparison of Industry 4.0 readiness will also be made to serve as a benchmark for Malaysia.
- The recommendations in the Final Draft Report will be discussed from a few aspects:
 - Policy level – strategy, targets, criteria, framework and processes
 - Execution level – implementation and monitoring
 - Stakeholder level – SME and AB (people and systems).

8. **Presentations** of the findings and recommendations to key stakeholders.

3.2 Methodology and approach

We will structure our approach to the Study in 3 main parts:



Part 1: Situational review. This will be conducted via review of existing documents and policies for Industry 4.0 and the existing RA programme. This will allow us to understand the vision and desired targets that stakeholders wish to achieve versus the ground reality faced by SMEs.

Part 2: More detailed study of capabilities using the RA 2019 pool data. This includes interviewing a sample of SMEs in RA 2019 and some NOT in the RA programme (withdrawn, quit). This will allow us to understand main challenges/pain points/issues faced by SMEs in transformation.

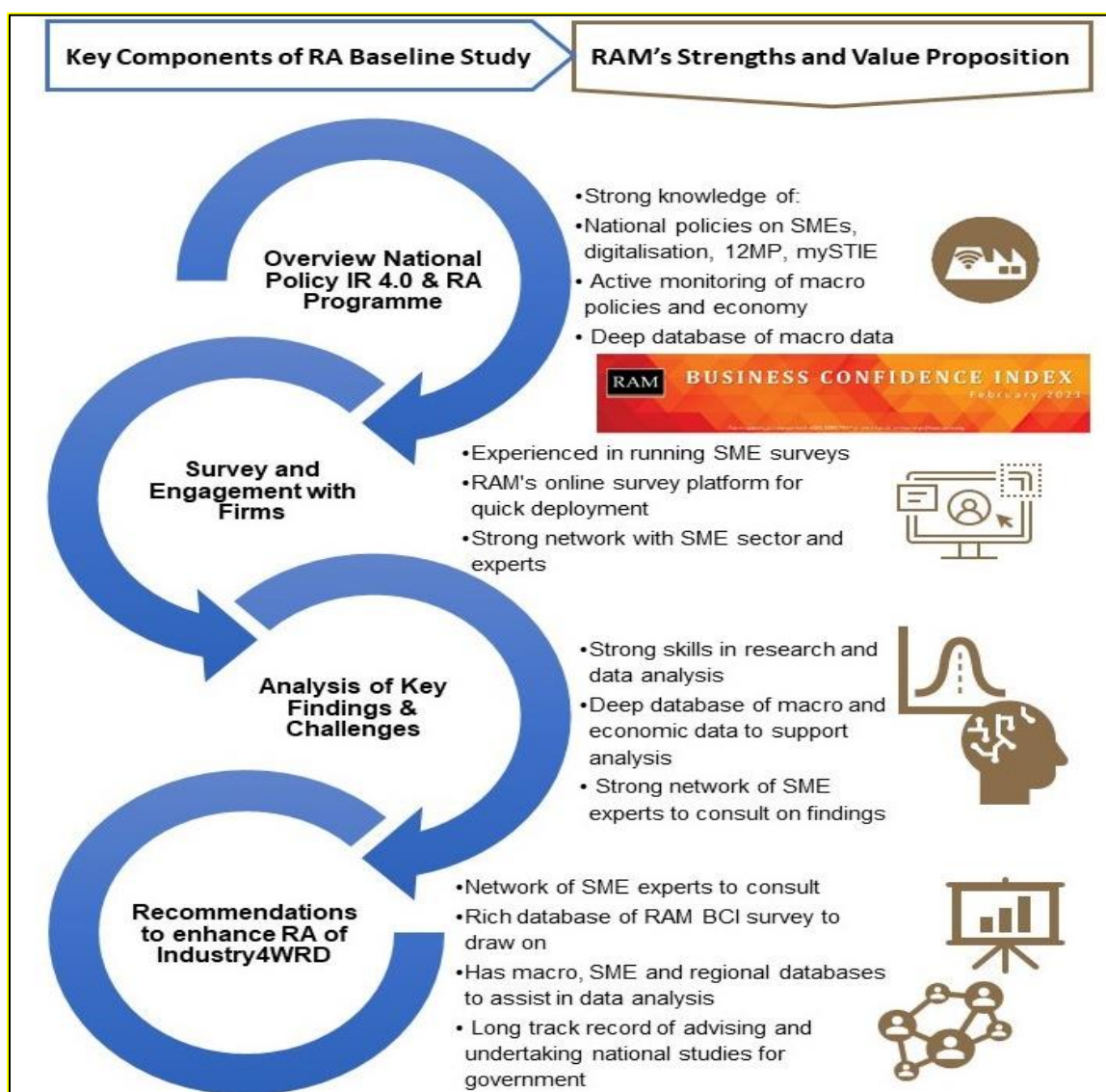
Given MPC's stated timeline of 1.5 months for this Study, only **limited sampling** of SMEs is feasible.

- To meet the tight deadline, we project to interview about 40-60 (~10%) of the total 508 SMEs. Since we allocate 2 weeks for this work, 20-25 companies per week will need to be interviewed by our team, assuming no delays (of SMEs' unavailability). If we extend the deadline by 2-4 weeks, we may cover a higher sample.
- We also propose to use RAM's online SME survey platform and network, to expedite this interview process.
- The final sample size and timeline need to be further discussed with MPC.
- If time permits, we will also interview AB to understand policy objectives and their action plans.

Part 3: Make appropriate recommendations. From the RA reports and interviews, we will identify common problems, challenges, gaps of the RA programme and expectations between the 'demand' (SMEs) and 'supply' (MPC, AB, government) side. Recommendations will be formulated for the different aspects and stakeholders of the Industry4WRD transition.

3.3 RAM's Value Proposition for this Study

RAM has strong research and analytical capability in undertaking studies at macro and industry levels for public and private sectors. Our strengths are supported by our extensive database and understanding of macroeconomy, industry and SMEs, a strong network with SME associations and experts, and our experience in interviewing and conducting regular SME surveys via our dedicated online platform will allow expediting of surveys. Our economists and business analysts are experienced in studies based on careful and accurate analysis and interpretation of data, while our network of SME experts will assist to review recommendations to ensure optimal outcomes.



To achieve the **tight timeframe** by MPC and yet deliver **reliable and meaningful** recommendations for the Study, we propose the following plan.

- Interview with SMEs
 - Conduct **online survey** with 508 RA pool 2019 – RAM has a ready online platform to quickly commence survey and analyse results from respondents.
 - From those that responded (usually 20%-30% success rate), we will select a sample to conduct **phone/virtual interview** – target 40-60 firms for a 2-week period. This sample will also include SMEs who quit the RA programme.
- Feedback from other SMEs not in the pool
 - RAM has close relationships with various SME associations for this purpose.
- Feedback from SME experts to review and ensure holistic, relevant recommendations are made
- Comparison of IR 4.0 with regional countries
 - The disruptions brought by technologies has also fuelled the adoption of digital transformation for SMEs in regional markets. To better gauge Malaysia's progress, we will review the approach and initiatives to promote digital transformation in neighbouring countries, to provide comparison benchmarks.

4.0 Deliverables and Obligations of Parties

Work Scope	Deliverables	Project Dependencies
Topic 1: 1. Overview of National Policy Industry 4.0 2. Summary brief of the Industry4WRD Readiness Assessment	Interim Report 1	<ul style="list-style-type: none"> Any relevant RA documents from MPC/AB that is not public
Topic 2: 3. Profiling of SMEs in RA 2019	Interim Report 2	<ul style="list-style-type: none"> Data of RA 2019 pool from MPC
Topic 3: 4. Analysis of SMEs' status and readiness assessment for Industry 4.0	Interim Report 3	<ul style="list-style-type: none"> Data of RA 2019 pool from MPC
Topic 4: 5. Key challenges/gaps of RA process (based on review of AB reports and select interview/survey of RA 2019 pool and AB)	Interim Report 4	<ul style="list-style-type: none"> Number and availability of SMEs for interviewer AB assessment reports
Topic 5: 6. Recommendations for improvements to current RA process	Interim Report 5	
Topic 6: 7. Summary of all findings and conclusions from Interim Reports 1-5 8. Recommendations for improvements at various level – from RA policy/framework to processes and firm-level	<p>Final Draft Report (combines Interim Report 6)</p> <p>Final Report (after consultations/feedback with stakeholders)</p>	
9. Presentations to Management/Key Stakeholders	Presentations	

4.1 Obligations of the Parties

RAM's responsibilities

- Conduct the Study.
- Produce the deliverables in the scope of work, to time and quality expectations.
- Conduct interviews/surveys.
- Maintain data, transcripts and working papers from interviews/surveys.
- Assign capable resources to the Study.

MPC's responsibilities

- Coordinate, prepare, extract and provide requested information, data, meetings, interviews for the Study, in timely manner.
- Facilitate survey and interviews with SMEs and AB in expedient manner
- Provide a project liaison to facilitate and coordinate the Study.
- Provide the necessary assistance and logistics for any on-site meetings.
- To be available for any meetings or discussions during assignment, if needed.
- Timely review of deliverables and sign-off by MPC or key stakeholders.

Information required from MPC

- Data on RA 2019 (508 companies) – we assume this will be given in xls or an analysable format.
- 508 RA reports – we assume the information is in a standardised format for ease of analysis.
 - Full report and summary extract, if available.
- Assessment guidelines and criteria for the RA process
 - Any standard survey or KPI to be provided, if possible.
- Authorisation letters to SMEs and AB on survey/interviews

5.0 Project Plan and Indicative Timeline

MPC has indicated a total timeline of **8 business weeks** (April to May 2021) to produce the Final Draft Report. The timeline does not consider public or festive holidays, of which there are a total of 4 days, which may affect the timeline/availability of stakeholders for meetings and interviews during this period.

While we have planned our work to meet the stated timeframe, we iterate that the Study's completion is contingent on timely conclusion of tasks required from stakeholders.

- Any delay of the above will result in commensurate delay to complete the Study within deadline.

No.	Task	Resource	W1	W2	W3	W4	W5	W6	W7	W8
1	Review documents: National Policies, RA programme	1								
2	Draft Interim Report 1	1								
3	Profiling of SMEs RA 2019	1								
4	Draft Interim Report 2	1								
5	Analyse/read RA 2019 assessment reports status and readiness	3								
6	Draft Interim Report 3	1								
7	Evaluate AB reports and other relevant policies	1								
8	Identify and interview select SMEs	2								
9	Interview other non-pool SMEs	1								
10	Interview AB and/or other relevant agencies	1								
11	Identify challenges/gaps of RA	3								
12	Draft Interim Report 4	1								
13	Formulate RA improvement recommendations	3								
14	Draft Interim Report 5*	1								
15	Formulate conclusions and findings from Interim Reports 1-5*	3								
16	Draft Final Report*	3								
17	Final Report submission (depending on feedback)	1								
18	Presentations to key stakeholders identified by MPC	3								

Note: TBC - To be confirmed.

Notes:

- The current timeline targets 40-60 SME phone/virtual interviews.
- Given the short timeline, if MPC can reconsider reducing the number of interim reports, it would allow the project team to better focus on the quality of the Final Study report. In our opinion, we suggest no more than 2 interim reports before the Final report. The alternative is to have summary update/powerpoint for interim reports.

6.0 Project Team

The following team will be assigned to the Study. The brief resumes of the team members are attached in Appendix 1.

Project Role	Resource	Role and Responsibility
Project Director (30% time)	Julie Ng	<ul style="list-style-type: none"> Oversees the overall project, contractual obligations and provides direction to support project objectives. Ensure key deliverables are satisfactory. Analyse findings and recommendations Key presentations to project stakeholders. Oversight of major problem escalation and resolution.
Team Leader (100% time)	Nur Nadia Mazlan	<ul style="list-style-type: none"> Act as key contact person and liaison for all meetings, documents, reports and presentations Lead the team in data analysis, interpretation Prepare survey Conduct interviews Prepare reports, presentations Identify and research challenges, processes, and improvements
Consultant (60% time)	Woon Khai Jhek	<ul style="list-style-type: none"> Data analysis and prepare reports Prepare survey Conduct interviews Identify and research challenges, processes, and improvements
Consultant (100% time)	Lee Siew Xuen	<ul style="list-style-type: none"> Data analysis and prepare reports Prepare survey Conduct interviews Regional research

Other SME experts may be contacted to assist in formulating recommendations.

RAM reserves the right to replace with appropriately qualified personnel, in the event of unforeseen circumstances with the assigned resources.

7.0 Fee Quotation and Payment Terms

We are pleased to quote a total fee of **RM49,820.00 inclusive of SST** to prepare the 2019 RA Baseline Report.

Item	Fee (RM)
Professional fee for undertaking the Study, breakdown as Table 7A.	47,000.00
Add 6% SST	2,820.00
Total Fee after SST	49,820.00

Table 7A: Breakdown of Professional Fee (before SST)

Skop Perkhidmatan : Membangun Laporan Baseline Penilaian Kesediaan (RA) Industry4wrđ Data : 508 syarikat Saiz Syarikat : Perusahaan Kecil dan Sederhana (PKS) & Pembiayaan Sendiri (Self-funded) Sektor : Pembuatan/Perkilangan Tempoh Projek : April 2021 – Mei 2021 Bahasa Laporan : English Kod Bidang MOF : 222004 - Penulisan			
Perkara	Jumlah Harga (RM)	Jumlah Muka Surat Laporan	Tempoh Siap Laporan
1. Latar Belakang 1.1 Penerangan ringkas mengenai <i>National Policy on Industry4.0</i> . 1.2 Penerangan ringkas mengenai <i>Industry4wrđ Readiness Assessment</i> . 1.3 Proses Penilaian Kesediaan (RA) 1.4 Kriteria Penilaian Kesediaan (RA) 1.5 Objektif laporan.	3,200	TBC	End Week 1/Beginning Week 2
2. Latar Belakang Syarikat RA 2019 2.1 Penyertaan Kategori PKS dan Pembiayaan Sendiri 2.2 Penyertaan Syarikat Perkilangan mengikut Subsektor. 2.3 Penyertaan Syarikat mengikut Negeri.	2,000	TBC	End Week 1/Beginning Week 2
3. Status dan Tahap Kesediaan Syarikat RA 2019. 3.1 Keseluruhan penyertaan RA oleh PKS (menerima dana kerajaan) dan Syarikat (pembiayaan sendiri) 3.2 Penyertaan Syarikat Perkilangan mengikut Sub Sektor. 3.3 Penyertaan Syarikat mengikut Negeri.	2,400	TBC	Week 3

4. Pain Points dan Cabaran RA berdasarkan <i>Shift Factors</i> 4.1 Pain Points dan Cabaran 4.2 Kesimpulan	12,200	TBC	Week 5
5. Penambahbaikan proses RA 5.1 Proses RA semasa 5.2 Cadangan penambahbaikan proses RA	11,200	TBC	Week 6
6. Rumusan dan Cadangan 6.1 Ringkasan penyertaan RA oleh PKS (menerima dana kerajaan) dan Syarikat (pembiayaan sendiri). 6.2 Peluang penambahbaikan untuk mengatasi cabaran dan pain points syarikat, 6.3 Polis baharu, panduan dan syor kepada RA.	16,000	TBC	Week 7-8

TBC – To be confirmed later.

The total fee does not include:

- (a) Out-of-Pocket Expenses (OPE) for any onsite and physical meetings will be borne by MPC
- (b) Online meetings to be hosted by MPC.
- (c) A total of 2 presentation rounds to management/key stakeholders is included in the total fee. Additional presentations will incur a charge of RM500 per meeting.
- (d) Any change in deliverables that are out of scope will incur additional fee, which shall be charged at RAM's standard man-hour charges as follows: Senior consultant RM1000 per day, Consultant RM400 per day.

7.1 Payment Milestones

Item	Payment (%)	Amount (RM)
Submission of Interim Report 1	10%	4,982.00
Submission of Interim Report 2	10%	4,982.00
Submission of Interim Report 3	10%	4,982.00
Submission of Interim Report 4	10%	4,982.00
Submission of Interim Report 5	20%	9,964.00
Submission of Final Draft Report	20%	9,964.00
Submission of Final Report	20%	9,964.00
Total	100%	49,820.00

7.2 Validity of the Proposal

This proposal is valid for 90 days from the date of this document.

We are pleased to submit this proposal for MPC's consideration.

Thank you.

Yours sincerely

On Behalf of RAM Holdings Bhd



Julie Ng

Senior General Manager

Mobile: 6012 399 1280

Email: julie@ram.com.my

Contact Information

If you have further questions on this proposal, please call or e-mail:

Nadia Mazlan

Lead Consultant

Tel: (603) 3385 2513

Mobile: 6013 874 7372

E-mail: nadia@ram.com.my

Appendix 1: Curriculum Vitae of Project Team

Name	Julie Ng
Role	Project Director
Nationality	Malaysian
Education history	<ul style="list-style-type: none"> • BEcons (Hons), 1992 • Chartered Financial Analyst (CFA), 1997
Years of experience	27 years
Areas of expertise	Credit risk assessment & validation, Basel II advisory, industry and topical research – credit, risk, SME, macro, Asian.
Relevant work experience	<ul style="list-style-type: none"> • Strategise, lead and managed various research studies, projects and large-scale surveys for SME, credit and risk management for various clients in Malaysia, Singapore, Indonesia and Vietnam • Led various industry/feasibility studies for ASEAN, ADB and various government agencies. • Oversee development and analysis for RAM Confidence Index and other macro related research in RAM
References	<ul style="list-style-type: none"> • Nazela Ahmad Group Administration and HR, RAM Holdings Berhad Tel: (603) 3385 2623 E-mail: nazela@ram.com.my • Dr Yeah Kim Leng Professor, Sunway University Contact: Upon request

Name	Nur Nadia Mazlan
Role	Team Leader
Nationality	Malaysian
Education history	<ul style="list-style-type: none"> Bachelor of Arts with Distinction (Economics & Psychology), University of Michigan (2018)
Employment history	<ul style="list-style-type: none"> RAM Rating Services Berhad – Economic Analyst (2018 to present)
Years of experience	<ul style="list-style-type: none"> 2.5 years
Areas of expertise	Macroeconomics, topical research.
Relevant work experience	<ul style="list-style-type: none"> Primarily involved in external client projects, providing macroeconomic research and analysis for key project publications and commentary. Works on special research projects on pertinent economic trends and developments to evaluate their economic impact. Keep abreast with economic developments and subsequently identify the emerging risks and impacts.
References	<ul style="list-style-type: none"> Kristina Fong Consultant, World Bank Contact: Upon request

Name	Woon Khai Jhek
Role	Consultant
Nationality	Malaysian
Education history	<ul style="list-style-type: none"> BSc in Economics, Minor in Applied Statistics, University of Michigan (2013) Chartered Financial Analyst (CFA) (2018)
Employment history	<ul style="list-style-type: none"> CEIC Data – Economic Research Analyst (2014 to 2016) RAM Rating Services Berhad – Senior Economist (2016 to present)
Years of experience	<ul style="list-style-type: none"> 8 years
Areas of expertise	<ul style="list-style-type: none"> Economic, sector and financial market research and analysis Economic projections and modelling, and sensitivity analysis Survey design and techniques; survey data mining, manipulation and indexing
Relevant work experience	<ul style="list-style-type: none"> Research, monitoring and analysis on various macroeconomic and financial market development. Authored the flagship Economic Outlook report, as well as other periodic publications such as the Bond Market Monthly. Modelled macroeconomic projections on key variables such as GDP, CPI, exports and OPR. Generates consistently accurately forecast. RAM currently ranked first for CPI, second for exports, third for GDP and OPR on Reuters' economic forecast poll. Responsible for devising index methodology and survey design for the RAM Business Confidence Index as well as the data mining and analysis on the survey data collected.
References	<ul style="list-style-type: none"> Ian Lim Senior Economist, CEIC Data Tel: (6016) 602 8836 E-mail: ianlim.fz@gmail.com Kristina Fong Consultant, World Bank Contact: Upon request

Name	Lee Siew Xuen
Role	Consultant
Nationality	Malaysian
Education history	<ul style="list-style-type: none"> Bachelor of Commerce (Actuarial Studies), University of Melbourne
Employment history	<ul style="list-style-type: none"> RAM Rating Services Berhad – Senior Data Analyst (2017 to present)
Years of experience	4 years
Areas of expertise	<ul style="list-style-type: none"> Manipulate, analyse and visualise large datasets to draw valid inferences and present them using business analytics reporting tools Well-versed in statistical software and various machine learning techniques in developing predictive models
Relevant work experience	<ul style="list-style-type: none"> Lead modeler for consulting projects, which includes developing customised credit model for SMEs, in addition to validating internal risk models Involve in research projects on macroeconomic forecasting and statistical framework for various finance models
References	<ul style="list-style-type: none"> Nazela Ahmad Group Administration and HR, RAM Holdings Berhad Tel: (603) 3385 2623 E-mail: nazela@ram.com.my

Appendix 2: RAM's Services and Solutions (Brochure)



RAM CARE®

OUR PURPOSE

The world is full of clutter and information
To gain the right bearing, you need sharp focus and lucidity
RAM provides that discernment, so you can make the right decisions with clarity

CREDIT RATINGS

DIVERSE EXPERTISE

- Corporates
- Financial Institutions
- Insurance & Non-Bank FI
- Project Finance
- Structured Finance
- Sovereigns & Public Finance

EXPERIENCED & CREDIBLE

Rated > 2,800 bonds & sukuk issues valued @ USD400 bil

- > 500 Issuers
- > 20 sovereigns
- Issuers from ~10 countries
- > 95% of Malaysian banks
- > 80% of Malaysian power producers

TAILORED ASSESSMENTS

We also offer counterparty assessments, credit estimates, independent ratings and other tailored credit assessment services

RAM

CUSTOMISED C

ANALYTICAL A

RESEARCH R

EXPERTISE E

TRUSTED INSIGHTS & CLEAR PERSPECTIVES


- Credit Ratings
- Islamic Finance
- Economic Research
- Data Analytics
- Sustainability Services
- ESG Analytics
- Bond & Credit Information Services

... and more

DELIVERING CREDIT & RESEARCH INSIGHTS FOR ALMOST 30 YEARS

FOREMOST THOUGHT LEADERSHIP IN FIXED INCOME

MARKET LEADER IN MALAYSIA & ASEAN WITH GLOBAL RATING CAPABILITIES




Thought Leadership


ISLAMIC FINANCE

- Rated >580 Issues valued @ USD200 bil
- Country correspondent for Islamic Finance News (IFN)
- Research / Projects
- Collaboration with leading Islamic institutions
- Conferences & Workshops


ECONOMIC & RESEARCH




Economic insights




Macro forecasting & monitoring



Thematic research & analysis



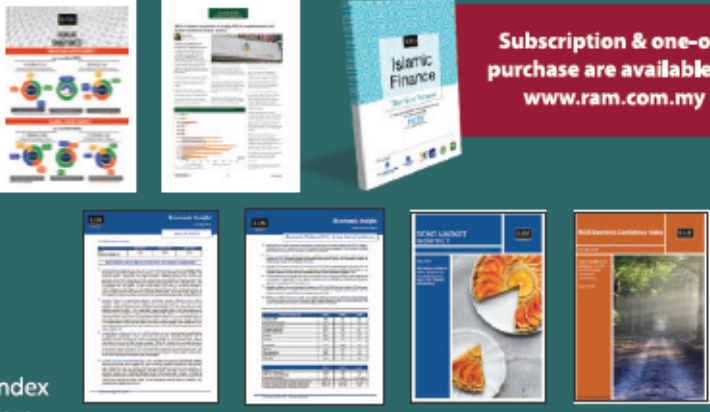
Tailored in-house briefings



Research projects: Scenario & impact analysis

PUBLICATIONS

- Rating Rationale
- RAM CreditSCAN
- Malaysian State Report
- Banking Insights
- Commentaries
- RAM Views
- Sukuk Snapshot
- Sukuk Reflections
- Islamic Finance Handbook
- Bond Market Monthly
- Economic Insights
- Economic Outlook
- RAM Business Confidence Index and more...



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DATA ANALYTICS



RISK ANALYTICS

- Customised credit risk models
- Financial tools
- Independent validation of risk models
- Independent validation of MFRS9 ECL Models



CONSULTING

- Gap analysis
- Credit risk strategies & policies
- Model development
- Regulatory compliance (BNM, Basel, etc.)



SOLUTIONS

- RAM MFRS 9 online solution (Expected credit loss)
- RAM CreditSCAN (Automated credit assessments for companies/counterparty)
- Watch this space for new products



DATA FEED

- Rating Information
- Economic / Macro data series
- Company financials
- Delivered via direct SFTP or 3rd party distributor



Providing the intelligence & clear insights you need to achieve results with acute precision.



OUR HERITAGE & PEOPLE

DEEP SUBJECT MATTER EXPERTISE

- Over 50 analytical staff strength
- Senior teams > 15-20 years experience
- Multi-disciplinary skillsets across sectors & market segments

RICH DATABASE

- Extensive repository of company, financial, credit & bond information
- Credit ratings, default & bond database from 1992

ESTABLISHED TRACK RECORD

- 30 years of delivering excellence
- Multiple awards as leading rating agency in Asia & thought leadership in Islamic finance
- Educating the financial markets with technical innovation & ideas

SUSTAINABILITY & ESG ANALYTICS



• SUSTAINABILITY / ESG RATINGS

A holistic, methodological tool to measure and benchmark the sustainability performance of companies.



• GAP ANALYSIS

A position assessment on companies' sustainability strategy, practices & performance.



• GREEN BOND / SECOND PARTY OPINION

A second party opinion on issuer's framework against market practices and applicable standards and guidelines.



• SUSTAINABILITY REPORTING

Assist companies to prepare sustainability reports in line with recognised disclosures standards.



• TRAINING

Provision of sustainability themed training programmes.



• TAILORED SERVICES

Other tailored sustainability services for companies.

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