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SIARAN MEDIA

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FOR IMMEDIATE RELEASE

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**JOINT STATEMENT FROM
YAYASAN SABAH GROUP AND UNIT PENERAJU AGENDA BUMIPUTERA (TERAJU)
ON
SIGNING OF A MEMORANDUM OF UNDERSTANDING (MoA)
BETWEEN
YAYASAN SABAH GROUP AND TERAJU
ON
GLOBAL PROCESSING ONE STOP CENTRE (GLOPEC)
UNDER THE BUMIPUTERA ENTREPRENEUR DEVELOPMENT FUND PROGRAMME**

KOTA KINABALU (Thursday) – Yayasan Sabah Group and the Unit Peneraju Agenda Bumiputera (TERAJU) signed a Memorandum of Agreement (MoA) on 9 September 2021, sealing a key milestone for B40 and M40 made in Sabah Small Medium Enterprises (SMEs) product's footprint into the global markets.

The virtual signing ceremony at the Menara Kinabalu saw the Director of Yayasan Sabah cum Executive Chairman of Innoprise Corporation Sdn. Bhd., Datuk Haji Gulamhaidar @ Yusof bin Khan Bahadar and Corporate Secretary of Yayasan Sabah, Encik Hanafiah Diman signing on behalf of Yayasan Sabah Group in the presence of the Chief Minister of Sabah cum Chairman of the Yayasan Sabah Board of Trustees, Datuk Seri Panglima Haji Hajiji bin Noor. TERAJU was represented by its Chief Executive Officer, Encik Md. Silmi. Abd Rahman and by its Director of Funding and Economic Corridor, Encik Mohd Najib Jaafar, signed at TERAJU Headquarters, Menara Surian in Kuala Lumpur in the presence of the Minister in the Prime Minister's Department (Special Functions), Datuk Dr. Haji Abdul Latiff bin Ahmad.

The MoA, among others, signifies the birth of the Global Processing One Stop Centre (GLOPEC), a robust platform established to manage and implement global expansion structure and trade marketing plans and promotions for Sabah SMEs to explore new business alliances in the worldwide market.

Established in January 2021, GLOPEC is the strategic partnership between Yayasan Sabah Group and TERAJU, mandated under the 2020 Bumiputera Entrepreneur Development in Sabah Grant as part of the 11th Malaysia Plan.

According to Datuk Haji Gulamhaidar, Yayasan Sabah Group has long mooted the idea of local SMEs stepping up their ante to participate in the real business world, especially now when the current economic environment is rapidly changing.

"Yayasan Sabah Group has been actively promoting and coaching existing and would-be SMEs through various seminars and workshops throughout the years, which sought to create awareness within themselves on the viability of business potentials and its many challenges," said Datuk Haji Gulamhaidar.

"I would also like to emphasise the specifics of this MoA augurs significantly well with the Sabah State's Sabah Maju Jaya (SMJ) Development Plan 2021-2025. The SMJ, initiated by the Chief Minister of Sabah, Datuk Seri Panglima Haji Hajiji bin Haji Noor among others, underline the urgent need in developing and improving the people's economy and human capital in building a progressive and successful State," he added.

He further reiterated SMEs are an essential pillar of Sabah's economy. In light of the COVID-19 pandemic and an ongoing commitment to support this vital economic driver, Yayasan Sabah Group is constantly innovating and broadening its portfolio options to provide an enabling environment in helping SMEs better manage their businesses.

"GLOPEC, is one example of its continued efforts to boost growth further and sustain their businesses as it connects SMEs to an extensive network of global suppliers and importers," he explained.

Meanwhile, Datuk Dr. Haji Abdul Latiff emphasised, "TERAJU sees excellent potentials in the food-based product industry. In 2019, the market value of food exports from Malaysia reached RM34.1, which is a rather substantial huge amount. TERAJU as the main instigator

of the 10-year Bumiputera Development Action 2030 (TPB 2030) roadmap, targets growth value to the halal and food industry, projected to generate a Gross Operating Surplus (GOS) of 11.8 billion by 2030. In terms of opportunities, Bumiputera also needs to be involved in the high value-added sector in this supply chain, especially in logistics. The existing logistics industry contributes 22 percent of the Gross Domestic Product (GDP) with the participation of 40,000 companies. Despite all of this, Bumiputera only owns 5,000 companies, or 12.5 percent. Thus, the establishment of GLOPEC is an excellent step in exploring the market that augurs well with the Government's intentions and aspirations in producing an inclusive and equal socio-economic ecosystem for all levels, specifically the B40 and M40 groups."

GLOPEC will function as the contact point that engages with various business-related agencies and governing bodies in the targeted markets and suppliers and buyers to disseminate verified information and business opportunities related to the participating Sabah SMEs.

In the first phase, GLOPEC will work with strategic business partners to identify the critical barriers to the global growth in the targeted markets and provide recommendations on shaping the roadmap on international business expansion across the SMEs signed with GLOPEC.

The second phase will see GLOPEC working closely with related parties to launch several strategic initiatives in close cooperation with the business authorities in targeted markets. This will include training and courses for SMEs to provide insights into the global new business climate, marketing, promotion and publicity campaigns, trade relations programme, and participation in trade fairs, exhibitions, and business forums.

On the global outreach of GLOPEC, Datuk Haji Gulamhaidar commented, "The launching of GLOPEC marks a vital establishment of a platform for the SMEs made in Sabah products to enhance its network to the global market. Yayasan Sabah Group has listed 50 potential products to be marketed to the United Kingdom, Germany, France, the Netherland, China, Thailand, Indonesia, Taiwan and Cambodia. This proved that Sabah has the ability to produce products including food and beverages, handicrafts, textiles and beauty products to be marketed abroad. We are already working closely with our strategic partners to develop trade marketing programmes to help enhance and improve business opportunities."

He further elaborated, "The smart partnership between Yayasan Sabah Group and TERAJU will inevitably help Yayasan Sabah Group's homegrown handicraft entrepreneurs making it significant internationally. Moreover, through GLOPEC, new markets will be tapped, exploited and marketed to a vast network, all in the best interest of our very own rural entrepreneurs.

In developing human capital, Yayasan Sabah Group has always been committed to developing entrepreneurs through its social programmes, namely education, skill training, entrepreneurial motivation, entrepreneurial assistance and a host of others. Yayasan Sabah Group is hugely grateful for the support from the Federal Government, particularly TERAJU, for choosing to work with the Yayasan Sabah Group, all these while living up to the SMEs dream of success and sustainability that will be marketed to a vast network.

He said with the full backing of the State Government under the leadership of the Datuk Seri Haji Hajiji, Yayasan Sabah Group will continue to prioritise human capital development and the well-being of the people.

"The future progress and development of the state depend on its people who have education, knowledge and expertise, and skills in various fields, primarily in competing in this borderless world," he stressed.

"In line with Yayasan Sabah Group's mission in improving the quality of life of Malaysians in Sabah, Yayasan Sabah Group will continue to produce competitive human capital and with the proper assistance like the ones given by TERAJU, Yayasan Sabah Group is adamant the SMEs can propel the local industry in Sabah and at the same time be competitive in the international market," concluded Datuk Haji Gulamhaidar.



Pix1 : **VIRTUAL MoA IN SESSION....** Signing ceremony of Memorandum of Agreement between Yayasan Sabah Group and TERAJU, witnessed by Datuk Seri Haji Hajiji (front, middle) and through virtual Datuk Dr. Latif (back, middle).

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MENGENAI TERAJU

Unit Peneraju Agenda Bumiputera (TERAJU) telah ditubuhkan pada tahun 2011 di bawah Jabatan Perdana Menteri sebagai organisasi strategik yang berperanan untuk meneraju, memacu dan menyelaraskan penyertaan Bumiputera dalam ekonomi negara.

Kini, fungsi TERAJU telah diperluaskan sebagai penyelarasan utama Agenda sosioekonomi Bumiputera bertrajektori tinggi, melalui tindakan intervensi strategik, inisiatif dan program berlandaskan bidang keutamaan dalam Tindakan Pembangunan Bumiputera 2030 (TPB2030) selaras dengan Wawasan Kemakmuran Bersama 2030 (WKB 2030) dan Rancangan Malaysia Ke-12 (RMK12). TERAJU berperanan menggalakan penyertaan Bumiputera dalam industri strategik yang berimpak tinggi ke arah menghasilkan ekosistem pembangunan Bumiputera yang mampan, dengan pengagihan ekonomi yang adil, saksama dan inklusif.

TERAJU turut dipertanggungjawabkan memacu aspek kesejahteraan hidup seperti pendidikan, kesihatan, keselamatan sosial dan kelestarian bagi menghasilkan persekitaran yang selesa dan dinamik, serta mengangkat martabat Bumiputera ke tahap yang lebih tinggi.