



# Funding & IPO for SMEs Roadshow

- 17 May 2005 • JW Marriott Hotel Kuala Lumpur
- 19 May 2005 • Equatorial Hotel Penang
- 25 May 2005 • Mutiara Hotel Johor Bahru
- 26 May 2005 • Renaissance Hotel Melaka\*
- 2 June 2005 • Sunway Lagoon Resort Hotel Petaling Jaya\*

\* Programme to be conducted in both Mandarin and English

A timely roadshow put together specially to assist and impart practical know-how to SME companies who are looking for means of funding a growing business, with IPO as a strategic option.

- ~ Are you able to benefit fully from the financial solutions offered by the banks for a growing business?
- ~ Are you tapping into financial funds and alternative sources of financing that are specially tailored for SMEs?
- ~ Can an SME be listed? What are the IPO opportunities that are open to SMEs?
- ~ How can an SME take advantage of private equity and VC funds?
- ~ How can you create value for your business even before submission?
- ~ How can you work together with the relevant authorities to ensure a timely disclosure of material information?

Joint Organisers



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## Who Will Benefit

Business owners and directors of growing SME companies, and corporate executives such as

- Directors
- Vice Presidents
- Chief Executive Officers
- Managing Directors
- General Managers
- Financial Controllers
- Company Secretaries
- Accountants
- Company Auditors
- Financial Planners
- Corporate Planners
- Legal Advisors
- Tax Planners
- Investment Analysts
- Private & Institutional Investors

## Funding A Growing Business?

Compared to larger companies, SMEs often have disadvantages in terms of human resources, access to markets and raising capital. For fast growing SMEs, capital to expand your business and managing cashflow remain crucial.

As your company grows, your financial requirements also grow. In taking your company to the next level, you need to look at financing options that can match your growing needs.

## Planning To Seek Funds From The Capital Market For Expansion?

IPO or initial public offering has always been regarded as one of the most attractive means to raise needed funds and boost a company's competitiveness at the global front. Undeniably, IPO is one strategic approach that can meet a SME's financial need more precisely yet providing the flexibility to encourage business growth. It also represents the best hope for the success of the business over the long term.

However, the road to a successful IPO is fraught with many complex issues and potential pitfalls. Without a firm grasp of what is involved and proper advice with strategic planning, many IPO exercises run a high risk of failure. As a result, precious time and money is lost.

## Your Takeaway Benefits Of Attending

Invest just one day in this Funding & IPO for SMEs event and you will walk away with priceless ideas and tips, networking contacts, and also be able to:

- **Take** advantage of the various financial tools and solutions offered to growing SMEs
  - **Find out** how you can capitalise on IPO opportunities as an SME
  - **Gain** an understanding of how you can leverage on private equity funding and venture capital
  - **Pick up** insights on corporate valuation and how you can enhance your company's value
  - **Deal** with regulatory expectations and complex issues encountered in a listing process
  - **Know** how to capitalise on your strengths and opportunities, and steer clear of potential pitfalls and stumbling blocks
  - **Learn** successful strategies, important lessons and practical tips on how to prepare your company for a successful listing
- And more.

Looking for means to expand your growing business?  
Are you considering IPO as a strategic option?

If yes, then you need to attend this essential event! Don't miss it!  
Register now! Fax over your completed registration form today!

For further queries, please contact:

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For more information, log on to [www.smisme.com](http://www.smisme.com) or [www.horwath.com.my](http://www.horwath.com.my)

# Programme

- 08:45am **Registration**
- 09:15am **Arrival of Guest of Honour**
- 09:30am **Welcome Address**
- 09:40am **Keynote Address by Guest of Honour**
- 10:00am **Morning refreshments**
- 10:30am **Funding A Growing Business**
- Features of the various facilities offered to SMEs
  - Pros and cons of these facilities from the perspective of SMEs
  - Common criteria or guidelines applied by banks when offering these facilities
- Speaker: *Representative from Malayan Banking Berhad*
- 11:10am **Financing Options for SMEs**
- Speaker: *Representative from Bank Negara - SME Special Unit*
- 11:50am **IPO Opportunities for SMEs**
- How SMEs can tap on IPO opportunities
  - Pros and cons of listing for SMEs
  - Methods of listing
  - Requirements and guidelines
- Speaker: *Representative from Aseambankers Malaysia Berhad*
- 12:30pm **Luncheon**
- 01:50pm **Using Private Equity To Fund Your Business**
- Role of venture capitalists or strategic investors and their investment strategies
  - Why would a VC or SI choose to invest in a SME - IPO candidate?
  - Usual requirements of VC or SI vis-à-vis the investee
  - Legal requirements, financial reporting requirements and return on investment
- Speakers: *English sessions (KL, Pg. & JB): Peter Yee & Lee Yu Lian, Commerce Asset Ventures Private Equity Management Sdn Bhd*  
*Mandarin sessions (Melaka & PJ): Eddie Yap, OSK Ventures International Berhad*
- 02:30pm **Preparing For Listing – The Reporting Accountants’ Perspective**
- Accounting policies and issues
  - How accounting information can enhance financial performance
  - Specific points on corporate valuation practices
  - Value creation – pre & post listing stage
- Speakers: *Onn Kien Hoe & Lee King Loon, Horwath*
- Preparing For Listing – The Company Secretaries’ Perspective**
- The due-diligence process
  - Importance of good statutory compliance and timely disclosure of material information
- Speaker: *Mah Li Chen, Hicks-Woode Corporate Services Sdn Bhd*
- 03:30pm **Afternoon refreshments**
- 04:00pm **Forum/Panel: Funding & IPO for SMEs – Overcoming Issues & Challenges Faced**
- Panel of speakers*
- 04:30pm **End of programme**

(Note: This above is a proposed programme. Please ask for the final programme details at your location)

# Panel of Speakers

**Onn Kien Hoe** CA(M), FCCA(UK) is currently the partner in charge of Horwath’s audit and assurance and corporate advisory departments. His experience includes flotation exercises on the Malaysian, Singapore and Hong Kong stock exchanges, as well as advisory services to several public listed companies. Kien Hoe has also acted as a Special Administrator over several Danaharta cases. Kien Hoe completed his professional qualification with the Chartered Association of Certified Accountants in 1998, and has been in the accounting profession since then. He is also a member of the Malaysian Institute of Accountants and Malaysian Institute of Certified Public Accountants. He has served as an examiner for the Malaysian Institute of Certified Public Accountants and as a member of the Interpretation Committee of the Malaysian Accounting Standards Board.

**Lee King Loon** CA(M), ASCPA (Aust.) is currently the principal of the corporate advisory division of Horwath. King Loon has been involved in audits of several companies listed on the main and second boards of the Bursa Malaysia Securities Berhad and multinational corporations. He has led several engagements as the reporting accountants for corporate exercises undertaken by the listed companies. King Loon has also conducted surprise audits on two stockbroking firms pursuant to Bursa Malaysia requirements. He has also assisted clients with their proposals to list on Bursa Malaysia. In addition to flotation exercises, he has also been extensively involved in various corporate advisory and M & A engagements comprising valuations, financial due diligence reviews and independent advisory assignments.

**Mah Li Chen** is the Chief Executive Officer of Hicks-Woode Corporate Services Sdn Bhd (HWCS). HWCS is a KL-based firm providing corporate services with a client-base of over 900 companies ranging from public companies listed on the second and main boards of Bursa Malaysia Securities Berhad, the Mesdaq Market to small and medium size companies. Li Chen is an Associate Member of the Malaysian Institute of Chartered Secretaries and Administrators (MAICSA) and has a Bachelor Degree in Law. She is a Chartered Secretary by profession with more than fifteen years working experience in mainstream corporate secretarial work. Li Chen has also been engaged on several speaking assignments with MAICSA on topics relating to corporate secretarial matters.

**Lee Yu Lian** is the Chief Operating Officer of Commerce Asset Ventures Private Equity Management Sdn. Bhd. (“Commerce-Ventures”). She holds a Bachelor of Law degree with honours from University of London, England. She joined Bank of Commerce (M) Berhad in 1994 where she was attached with the Corporate Banking Department. She then joined Southern Bank Berhad in 1996 as an Account Manager in Corporate Lending in the Commercial Banking Division where she was one of the pioneers in setting up the division. Her functions in the bank include business development, credit evaluation, portfolio management, planning and implementing marketing programmes to achieve corporate lending targets. She joined Commerce Ventures in mid 1997.

**Peter Yee** is an investment officer with Commerce Ventures specialising in buy outs. Prior to joining the buy out team, he had closed 7 deals under the Commerce Technology Ventures Fund from 2002 to 2004. One of the companies has been successfully listed in the MESDAQ market in early 2005. Prior to joining Commerce-Ventures, he was a Business Analyst in a leading global technology firm specializing in strategic alliances and business development. Academically he graduated with a First Class Honours Bachelor of Management with a major in Finance from University Science Malaysia. And in 2003, Peter received the CFA charter, a globally recognised professional qualification for measuring the competence and integrity of financial analysts.

Since its inception in 1997, Commerce-Ventures has been playing a leading role in the Malaysian venture capital industry. They are backed by the second largest banking group in Malaysia with a total asset of over RM90 billion. Currently, Commerce-Ventures is managing a total of RM300 million worth of funds and maintaining a minimum of 20% return annually.

**Eddie Yap** is currently the Executive Director and Chief Operating Officer of OSK Ventures International Berhad (OSKVI). He is responsible for managing venture capital investment covering a spectrum of industrial and high technology companies. Being the founding member of the venture capital team, he has amongst others, developed the business of the OSKVI Group en route to its eminent initial public offering (IPO) on the MESDAQ market and has successfully nurtured investee companies for IPO on the Bursa Malaysia and the MESDAQ market. Prior to his involvement in the venture capital industry, he was exposed to the corporate finance arenas of both merchant banking and stockbroking, and has originated and executed various debt and equity capital market transactions on Bursa Malaysia and the MESDAQ Market.

# Registration Form | Funding & IPO for SMEs Roadshow

Yes! We would like to register the following participants for the event on:

(Please  tick where appropriate)

## English Sessions

- 17 May 2005 at JW Marriott Hotel Kuala Lumpur (Fax to 03-2166 3099)  
 19 May 2005 at Equatorial Hotel Penang (Fax to 04-227 8011)  
 25 May 2005 at Mutiara Hotel Johor Bahru (Fax to 07-278 1238)

## Mandarin/English Sessions

- 26 May 2005 at Renaissance Hotel Melaka (Fax to 06-283 6449)  
 2 June 2005 at Sunway Lagoon Resort Hotel Petaling Jaya (Fax to 03-8026 1309)

We are unable to attend but please keep me on your mailing list for future updates/events

## Attendees

1. Name: Mr/Mrs/Ms \_\_\_\_\_  
Designation \_\_\_\_\_  
Email \_\_\_\_\_
2. Name: Mr/Mrs/Ms \_\_\_\_\_  
Designation \_\_\_\_\_  
Email \_\_\_\_\_
3. Name: Mr/Mrs/Ms \_\_\_\_\_  
Designation \_\_\_\_\_  
Email \_\_\_\_\_

## Contact person

Name: Mr/Mrs/Ms \_\_\_\_\_  
Designation \_\_\_\_\_  
Email \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Tel \_\_\_\_\_ Fax \_\_\_\_\_  
Amount enclosed \_\_\_\_\_ Cheque No/Bank \_\_\_\_\_  
(Cheque to be made payable to: **Funding & IPO for SMEs**)  
Approving Manager \_\_\_\_\_  
Designation \_\_\_\_\_  
Email \_\_\_\_\_

Signature & Company Stamp \_\_\_\_\_ Date \_\_\_\_\_

## Other details

Clients of the Horwath group, members of the SMI Association of Malaysia and Sin Chew cardmembers are entitled to a special fee of RM200 per person (the normal fee is RM500 per person).

(Please  tick where appropriate)

- My company is a client of the Horwath group.  
 I am/My company is a member of the SMI Association of Malaysia.

Endorsed by: \_\_\_\_\_ (Signature & SMI Association of Malaysia's Branch Official Stamp)

Name of Endorser: \_\_\_\_\_ Date: \_\_\_\_\_

I am a Sin Chew cardmember. Name: \_\_\_\_\_

Endorsed by: \_\_\_\_\_ (Sin Chew Daily) Date: \_\_\_\_\_

(Please make copies for extra registrations)

## ENQUIRIES & REGISTRATION

Please contact below:

### Funding & IPO for SMEs (17 May 2005, Kuala Lumpur)

Carol Victor (Ms)  
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carol@horwathkl.com

### Funding & IPO for SMEs (19 May 2005, Penang)

Lee Jack Ki (Ms)  
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### Funding & IPO for SMEs (25 May 2005, Johor Bahru)

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### Funding & IPO for SMEs (26 May 2005, Melaka)

Michelle Ong / Teh Siew Yen (Ms)  
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michelle@horwathmelaka.com.my

### Funding & IPO for SMEs (2 June 2005, Petaling Jaya)

Sim Yit Yee (Ms)  
The SMI Association of Malaysia  
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Subang Business Centre  
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Selangor Darul Ehsan  
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(603) 8026 1307  
(603) 8023 0676  
Fax: (603) 8026 1309  
ipo@smisme.com



## PROGRAMME FEES

The normal fee is **RM500 per person** (The programme fee includes luncheon, refreshments and documentation.).

Clients of the Horwath group, members of the SMI Association of Malaysia and cardmembers of Sin Chew are entitled to a special fee of **RM200 per person**.

## REGISTRATION & PAYMENT

You may reserve your seats by faxing or emailing the completed registration forms. Cheque should be made payable to **Funding & IPO for SMEs**. To guarantee your seats, your cheque must reach us **7 days** before the event day. Admission to the event will only be permitted upon receipt of full payment.

Please inform us in writing if you wish to replace another registrant or cancel your registration. A cancellation fee of 30% of the programme fees will be charged to participants who have registered but did not show up or cancelled their registration 7 days prior to the event date.

The organisers reserve the right to make any amendments or cancel its published programme if warranted by circumstances beyond its control. The organisers also reserve the right to alternate arrangements without prior notice should it be necessary to do so. Upon signing the registration form, you are deemed to have read and accepted the terms and conditions stipulated.

## ABOUT HORWATH

Horwath is a progressive international accounting firm best associated with entrepreneurial development.

Locally, Horwath is represented in 9 offices covering East and West Malaysia, with professional services offered to suit the needs of entrepreneurial clients with ambitious expansion plans and exacting management requirements. Many of our clients have grown from their SMI roots to publicly listed companies with international reach.

Globally, Horwath is a leading international network of independent accounting firms with specialty niches. The firms co-author several reputable International Tax Manuals used by lawyers and accountants worldwide, and excel in key specialty areas.

With an international network and applied local knowledge (what Horwath call Glocal - Global Resources, Local Understanding), the firm continues to bring substantial savings to clients - in the form of corporate restructuring cases, tax efficiency audits, and M&A assignments.