



Session 8:

INTEREST SCHEMES BLUEPRINT : 2020 - 2024



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BLUE OCEAN



GROWTH FROM :

GOLF



**MEMORIAL
PARKS**



MARINA



**TIME-
SHARE**

TO

:

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**TIME-
SHARE**



**BIO-
TECHNOLOGY**



**MEMORIAL
PARKS**



**FRACTIONAL OWNERSHIP
TRAVEL AND LEISURE**



**EDUCATION
AND R&D**



RETIREMENT HOMES



**TELE-
COMMUNICATION**



MARINA



**EDUCATION
AND R&D**



GOLF

**ECO -
TOURISM**

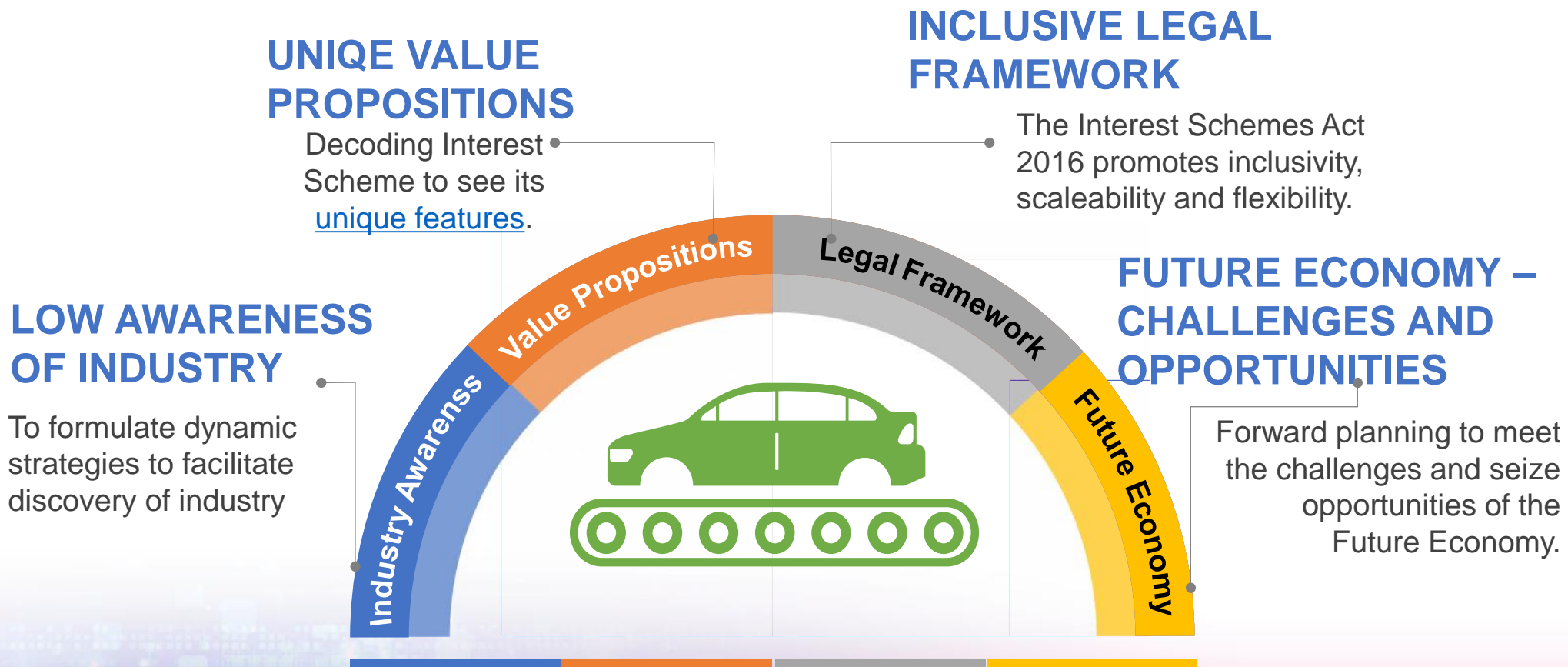
**AGRO -
TOURISM**

**CHIROPRACTICE
& MATERNITY**



CATALYSTS FOR BLUEPRINT

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DECODING INTEREST SCHEME

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1. REVENUE DIVERSIFICATION STRATEGY

2. MULTIPLIER OF ECONOMIC VALUE

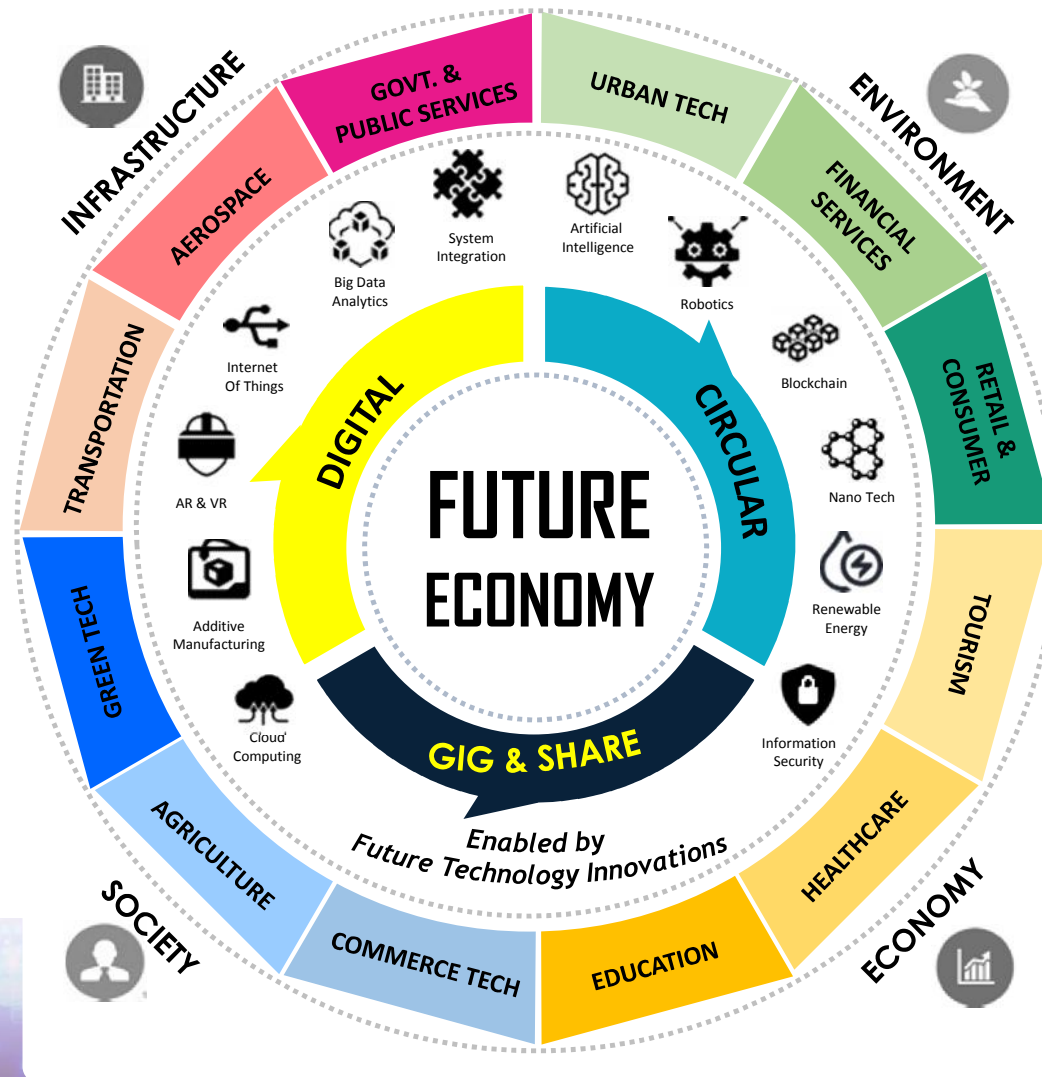


1 Spin off cashflow through upfront collection of fees

2 Monetisation of Low Revenue Generating Asset

3 Generating Recurring Income





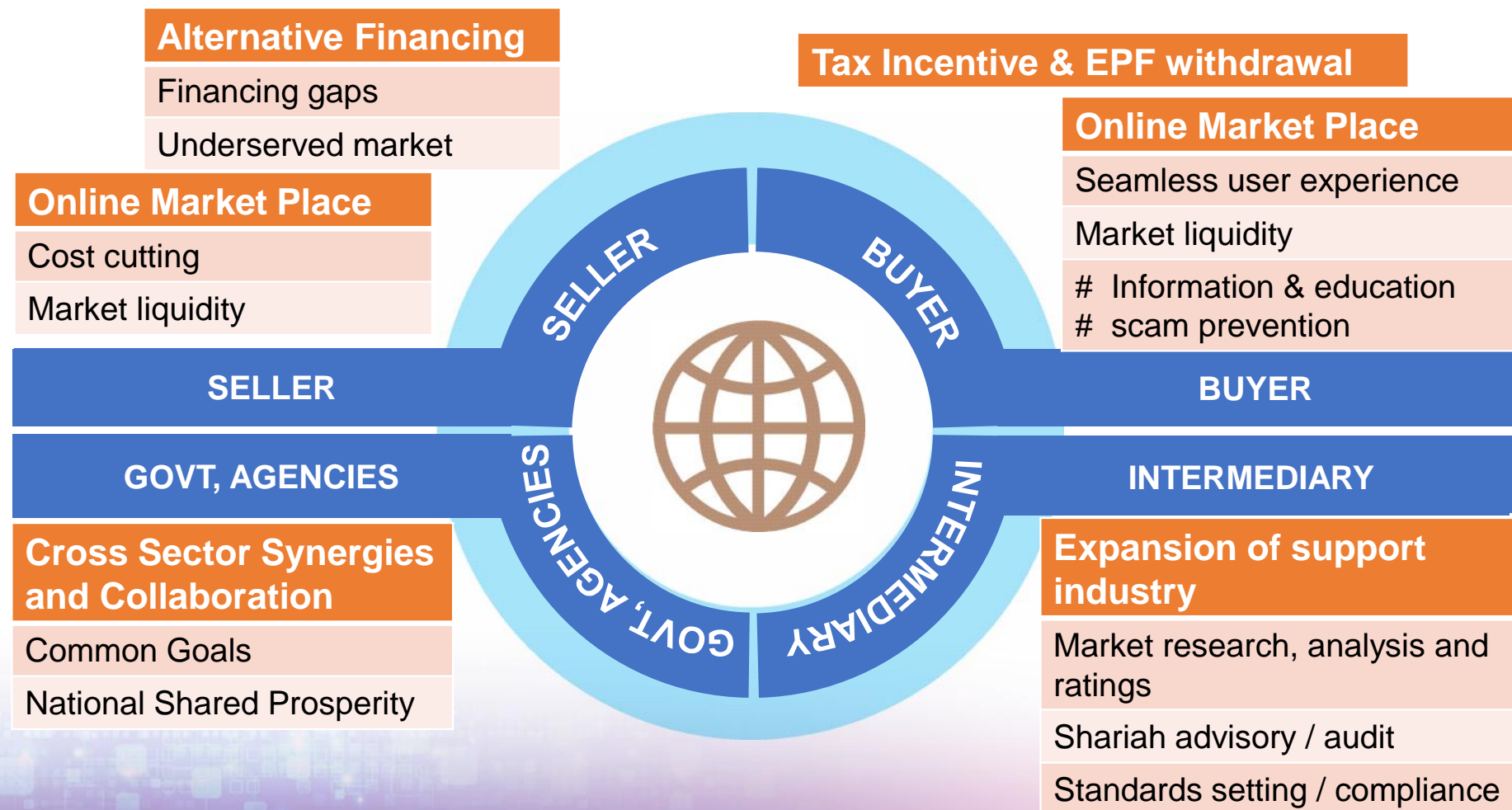
FUTURE ECONOMY

Source:



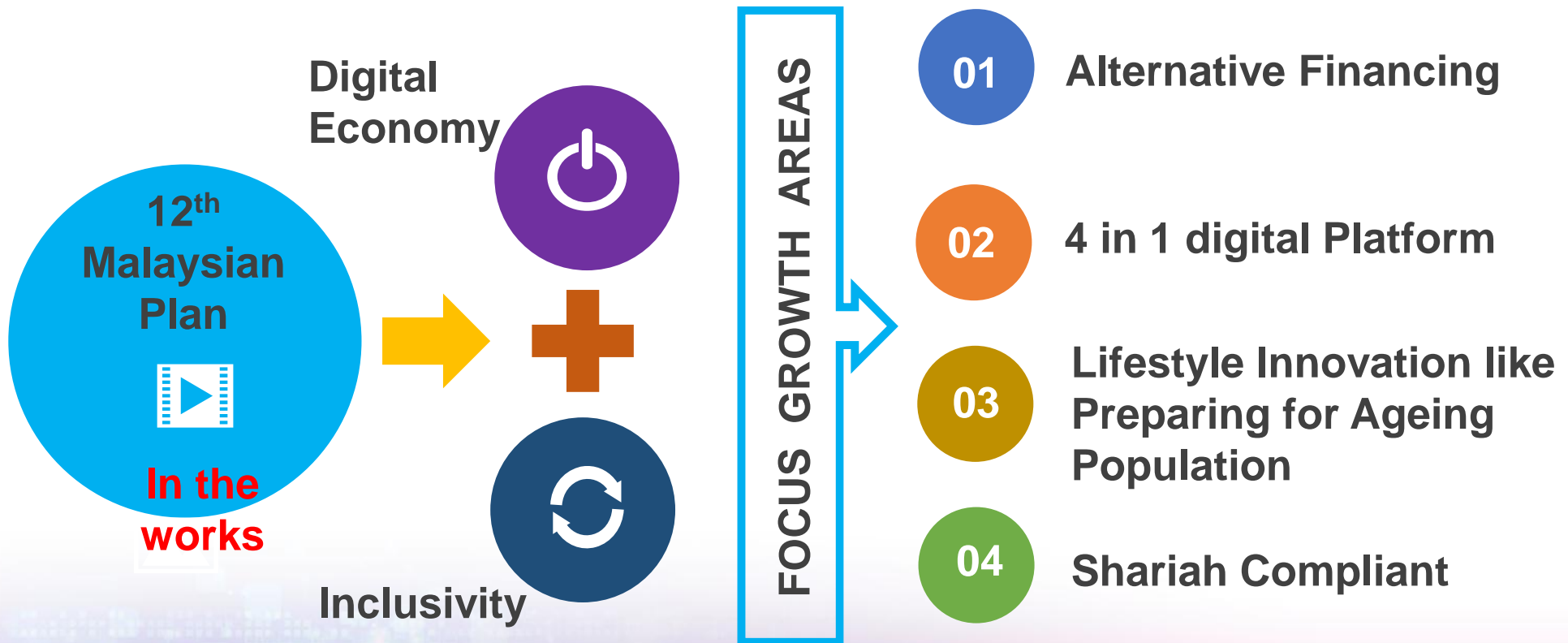
360 DEGREE BLUEPRINT

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ALINGNING WITH NEXT MALAYSIAN PLAN

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FOCUS GROWTH AREAS

ALTERNATIVE FINANCING PLATFORM

UNDERSERVED MARKET

- ❑ Huge financing gap for SME.
- ❑ Higher Risk sector with key role for National economic growth and self-sufficiency.

LIFESTYLE INNOVATION

- ❑ Generate new income stream from new business models.

PAY PER USE VS PAY BEFORE USE



HYBRID SCHEMES

- ❑ Innovate current model to be more attractive by twin benefits
- ❑ Feeder funding for entry into Interest Schemes centric industry.



PUBLIC - PRIVATE FINANCING & SOCIAL ENTREPRENEURSHIP

Synergy and smart partnership to reduce Govt burden to carry out public infrastructure projects or public interest services like health, ageing population and education.

FOCUS GROWTH AREAS

4 IN 1 INTEREST SCHEME DIGITAL PLATFORM

TRADING PLATFORM

- Fast connectivity to interest holders.
- Market Info
- Secondary market/ liquidity



INFORMATION



INFORMATION PLATFORM

- Basic info on the scheme.
- Value added information.
- News and updates.

EDUCATION PLATFORM

- Investor education
- Industry education
- News & update
- Scams alerts



ENQUIRY / COMPLAINT



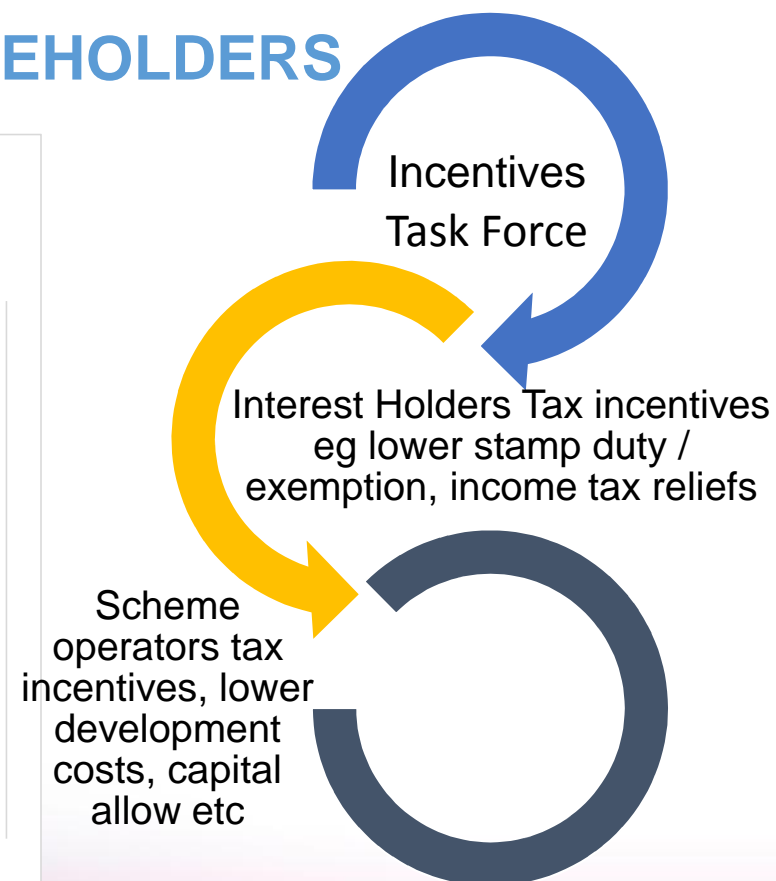
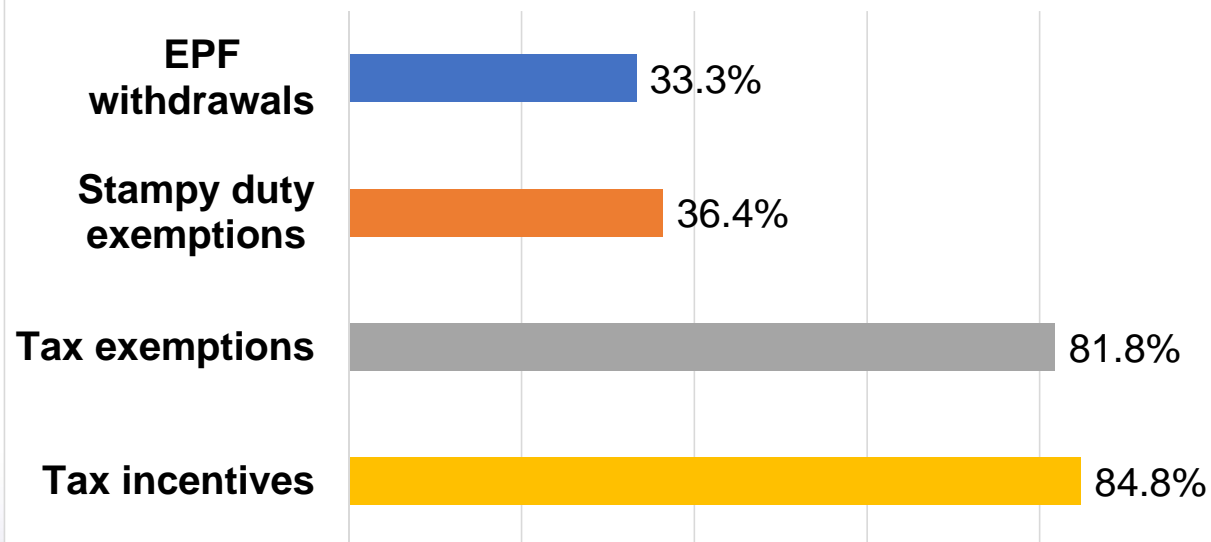
ENQUIRY PLATFORM

- Enquiries
- Complaints

FOCUS GROWTH AREAS

MONETARY INCENTIVES FOR THE STAKEHOLDERS

Industry survey has laid out 4 Incentives goals for interest holders and scheme operators that are beneficial for SSM to focus on



FOCUS GROWTH AREAS

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LIFESTYLE INNOVATION : PREPARING FOR AGEING POPULATION

20%

7.8 Million or
20% of National
population will
reach old age in
2050



150,000

Entering old age
EVERY YEAR

Women, Family &
Community
Development
Ministry)

Source:

80 YEARS

Life expectancy of
Malaysian
population by 2050.

UNICEF in Forum
“Malaysia’s
Population In 2050:
What Does This
Mean Socio-
Economically?”

1

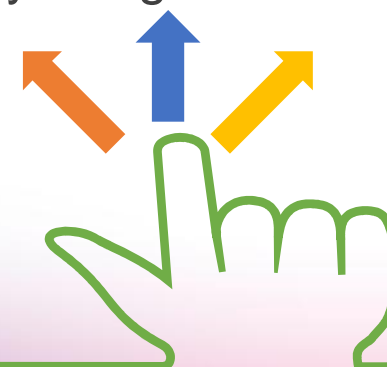
Pre-sell package exceeding 1
year (promote affordability)

2

Offer to working class (pre-
retirement with buying power)

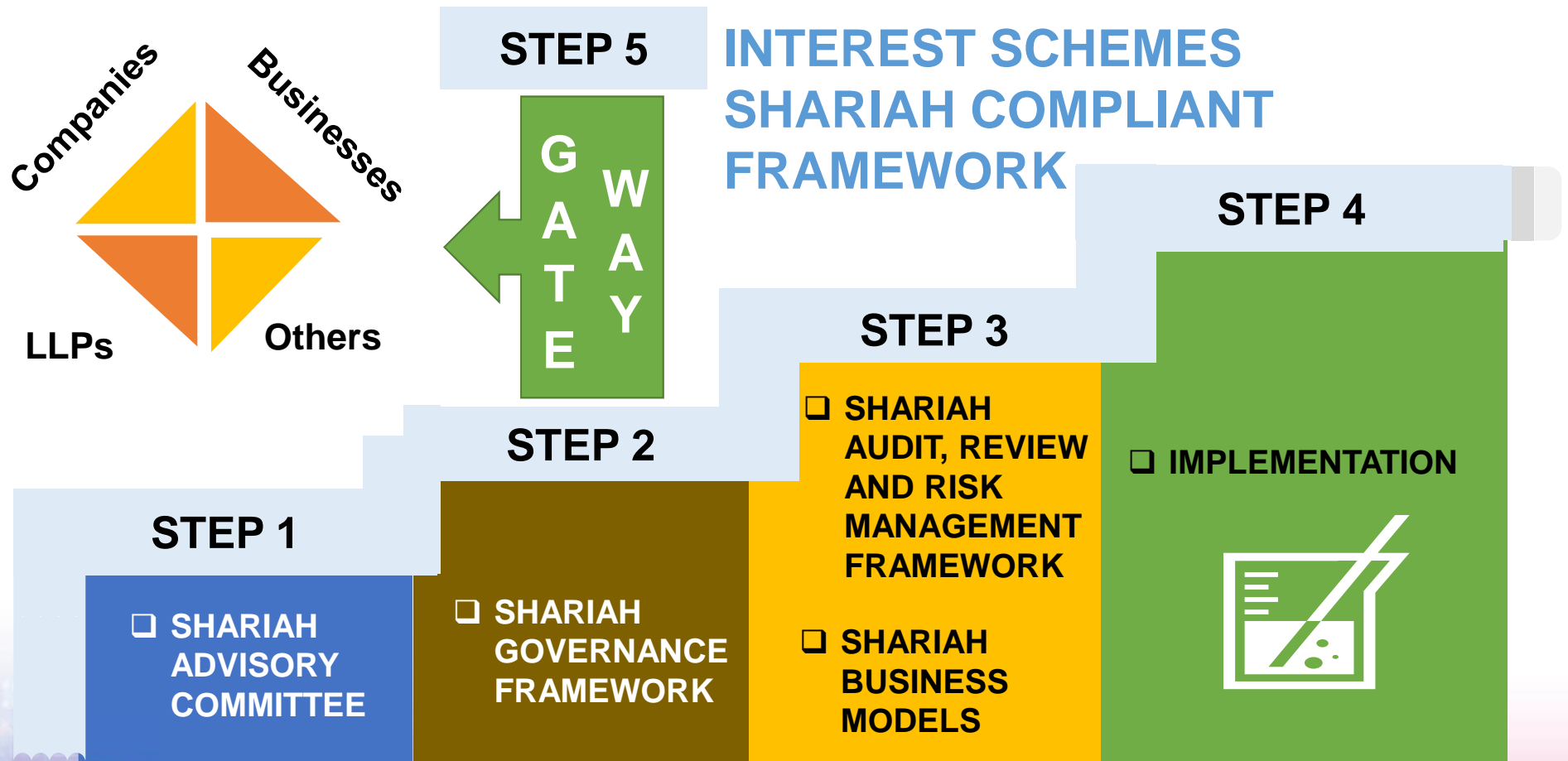
3

EPF withdrawal to promote
quality living after retirement



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NATIONAL SHARED PROSPERITY GOAL

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Alternative Financing

Innovative and flexible financing solution for SMEs

Alternative Asset Class / Ownership

Monetise business assets innovatively to optimize revenue generation.

Leveraging on Lifestyle Innovation

Keeping up with innovation in the travel, wellness, ageing and sports industry.

Developing Market Intermediary

Building up resources and repurpose disrupted services and professions.

Contribute towards Economic Growth

Potential economic financing to reduce Government spending and assist with economic growth

THANK YOU