





## **Malaysia's Business and Economic Conditions Survey** (M-BECS)

This is a survey jointly conducted by The Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM) and Socio-Economic Research Centre (SERC) on Malaysia's business and economic conditions in the second half-year of 2020 (2H2020: Jul-Dec 2020) and prospects for the first half-year of 2021 (1H2021: Jan-Jun 2021) and beyond.

We seek your kind cooperation to return the duly completed questionnaire to ACCCIM Secretariat by 31 December 2020 (Email: socio-economic@acccim.org.my / Fax: 03-4260 3080). Thank you for your support and cooperation.

## Section A: BUSINESS BACKGROUND

<b>A</b> 1.	Constituent Members:	Associate Members:
	KLSCCCI	Federation of Chinese Physicians and Medicine Dealers
	✓₂ Klang CCCI	Associations of Malaysia (FCPMDAM)
	3 Negeri Sembilan CCCI	Malaysian Wood Industries Association
	Kluang CCCI	Malaysian Textile Manufacturers Association
	sabah UCCC	Malaysia Mobile Content Provider Association
	Penang CCC	Malaysian Furniture Council
	, Malacca CCCI	Federation of Goldsmith And Jewellers Association of
	ACCCI Sarawak	Malaysia (FGJAM)
	Kelantan CCCI	The Federation of Malaysia Hardware, Machinery & Building
	ACCCI Pahang	Materials Dealers' Association (FMHMBA)
	Perak CCCI	Malaysia Fujian Chamber of Commerce and Industry
	Johor ACCCI	Pawnbroker's Association of Malaysia
	Batu Pahat CCC	Malaysia Retailers Association
	Kedah CCCI	Malaysian Association of Convention & Exhibition Organisers
	North Perak CCCI	& Suppliers (MACEOS)
	Terengganu CCCI	Malaysia Teochew Chamber of Commerce
	Perlis CCCI	Malaysian Photovoltaic Industry Association (MPIA)
		Malaysian Nail Technicians & Make Up Association
		Malaysian Hairdressing Association
		again Automotive Accessories Traders Association of Malaysia
		Malaysia Guangxi Chamber of Commerce
		Persatuan Anggun Menawan Malaysia
		Others

<b>A2</b> .	Type of principal industry or sub-sector: [Please select ONE (1)]				
	, Agriculture, forestry and fishery				
	Mining and quarrying				
	Manufacturing				
	Construction				
	Wholesale and retail trade				
	_s Trading (imports and exports)				
	, Tourism, shopping, hotels, restaurants, recreation and entertainment				
	Transportation, forwarding and warehousing				
	Professional and business services				
	Finance and insurance				
	Real estate				
	Information and Communications Technology (ICT)				
A3.	Annual turnover:				
	Less than RM300k				
	RM300k to < RM3mil				
	RM3mil to < RM15mil				
	RM15mil to < RM20mil				
	RM20mil to ≤ RM50mil				
	More than RM50mil				
A4.	Number of full-time employees:				
	Less than 5				
	5 to < 30				
	30 to < 75				
	75 to ≤ 200				
	More than 200				
A5.	Share of total sales derived from:				
	Domestic market :%				
	Overseas market :%				
A6.	Share of total employees:				
Αυ.	Local employees :%				
	• •				
	Foreign employees :%				

<u>Secti</u>	on B: OVERALL ASSESS	<u>SMENT</u>		
B1.	When comparing to 1H 20	020, how are bus	iness condition	s in 2H 2020?
	Better	<sub>2</sub> No change		Worse
B2.	Overall economic conditions and outlook:			
		<u>Better</u>	<u>Neutral</u>	<u>Worse</u>
	2H 2020	1		_ 3
	1H 2021	1	2	3
	2H 2021	1	2	3
	Estimation for 2021	1	2	3
	Forecast for 2022		2	3
B3.	Overall business condition	ons and outlook:		_
		Better	<u>Neutral</u>	Worse
	2H 2020			
	1H 2021			
	2H 2021			
	Estimation for 2021			3
	Forecast for 2022	1	2	
D.4				
B4.	[Please select at least The		ely affect your b	ousiness performance in 2H 2020?
	Unclear communication	` '-	Lower ext	ernal demand
	interpretation of SOP			business and consumer sentiment
	Changing consumer be	haviour		git's fluctuation
	High operating cost and			bad debt and delay payments
		•		
	Supply chain disruption		Political c	
	Shortage of raw materi		Lack of fir	-
	Availability of skilled lal			mestic demand
	Different SOP from sta	te, local authoritie	s, agencies and	departments
			ent interpretation	on of SOP" is one of your answers,
	please share your experien	ices.		
B5.				paring to pre-pandemic level?
	More than 30% higher t		clevel	
	10-30% higher than pre	•		
	Same as per pre-ander	nic level		
	10-30% below pre-pand			
	31-50% below pre-pand			
	More than 50% below p	•		
B6.	Are you confident of an e	conomic recover	y in 2021?	
	Yes			
	No No			
	<sub>3</sub> Unsure			

B7.	Can your business absorb the impact of the Conditional MCO (CMCO) and Enhanced MCO (EMCO) for more than 1-2 months?			
	Yes			
	<sub>3</sub> No			
	Unsure			
B8.	How long can your business survive IF there is a "Total Lockdown"?			
	Still can manage			
	Less than 3 months			
	3-6 months			
	More than 6 months			
	Most likely to cease operation			
	Unsure			
B9.	Are you still concerned about 3Cs (Cash flow, Cost and Credit)?			
	Yes			
	No			
	Manageable			
B10.	Does your company apply for loan repayment assistance?			
	Yes, applied but did not approve (Proceed to B11)			
	Yes, applied but facing a lot of issues (Proceed to B11)			
	Yes, applied and approved with no issue (Proceed to B12)			
	No (Proceed to B12)			
B11.	What issues/problems encountered when applying for loan repayment assistance? (Multiple-choice)			
	Not applicable / Not relevant			
	Request many supporting documents			
	Long processing time			
	No follow up after the submission of application			
	Incur additional costs, terms and conditions (e.g. processing fee, higher interest rate)			
	Not qualified to apply the loan repayment assistance			
	Banks are doubtful on the ability of borrower's repayment ability due to the risky nature of business			
	Others, please specify :			
B12.	What more the Government should assist businesses in 2021? (Multiple-choice)			
	Extension of Wage Subsidy Program			
	Extension of electricity tariff discount			
	Extend e-CAP, which allows for a deferment and restructuring of the employer's share of EPF contributions by six months in 2021			
	Extend the exemption payment for Human Resources Development Fund (HRDF) levy for all sectors by another six months from November 2020 until April 2021.			
	_s Extend the special tax deduction on reduction of rental			
	Payment of balance of tax for YA 2020 and 2021 in 3 monthly instalments			
	Others, please specify :			

## **B13. Performance and Forecast**

		<u>Current Performance</u> Actual for 2H 2020 (Jul-Dec) compared to 1H 2020 (Jan-Jun)			Forecast Outlook for 1H 2021 (Jan-Jun) compared to 2H 2020 (Jul-Dec)			
B13	.1 Overall	<u>Good</u>	Satisfactory	<u>Poor</u>	<u>Good</u>	Satisfactor	<u>y</u> <u>Poor</u>	
i.	Business conditions							
ii.	Debtors' conditions							
iii.	Cash flows conditions							
	a. How many months of operations/productions operations/productions  Less than 3 month  3-6 months  7-12 months  More than 12 month  b. Has wage subsidy productions  Yes, cash flow cond  Yes, cash flow cond  Yes, cash flow cond  No, cash flow cond	t, raw material s ths gram helped to dition has imp dition has imp dition has imp	o ease cash proved more proved 10-25 proved less the poor	manpower? flow? than 25% % nan 10%	Intentionall	y left blank, l <b>Question iv</b>	kindly go to	
iv.	s Did not/ Unable to Capacity utilization level	apply the wag  ☐ Less that ☐ 50% to < ☐ 75% to ≤ ☐ More tha	n 50% : 75% : 90%	ogram	☐ Less tha ☐ 50% to : ☐ 75% to : ☐ More th	< 75% ≤ 90%		
V.	Overall Sales	Increase	Unchanged	Decrease	Increase	Unchanged	Decrease	
	- Volume	□ 1-15% □16-30% □ > 30%	0	□ 1-15% □ 16-30% □ > 30%	□ 1-15% □16-30% □ > 30%	0	☐ 1-15% ☐ 16-30% ☐ > 30%	
B13	3.2 Domestic sales	Increase	Unchanged	Decrease	Increase	Unchanged	Decrease	
i.	Volume	□ 1-15%	0	□ 1-15%	□ 1-15%	0	□ 1-15%	
	♦ N/A or N/R	□16-30% □ > 30%		□ 16-30% □ > 30%	□16-30% □ > 30%		□ 16-30% □ > 30%	
ii.	Price level	□ 1-15% □16-30% □ > 30%	0	□ 1-15% □ 16-30% □ > 30%	□ 1-15% □16-30% □ > 30%	0	□ 1-15% □ 16-30% □ > 30%	
B13	3.3 Foreign sales	Increase	Unchanged	Decrease	Increase	Unchanged	Decrease	
i.		□ 1-15%	0	□ 1-15%	□ 1-15%	0	□ 1-15%	
	♦ N/A or N/R	□16-30% □ > 30%		□ 16-30% □ > 30%	□16-30% □ > 30%		□ 16-30% □ > 30%	
ii	Price level	□ 1-15%	0	□ 1-15%	□ 1-15%		□ 1-15%	
•••	♦ N/A or N/R	□16-30% □ > 30%	Ç	☐ 16-30% ☐ > 30%	□16-30% □ > 30%	S	☐ 16-30% ☐ > 30%	

Note: N/A = Not applicable; N/R=Not Relevant

(B5 Cont.) Note: N/A=Not Applicable N/R= Not Relevant		Current Performance Actual for 2H 2020 (Jul-Dec) compared to 1H 2020 (Jan-Jun)			<u>Forecast</u> Outlook for 1H 2021 (Jan-Jun) compared to 2H 2020 (Jul-Dec)		
i.	4 Business operations Production  ♦ N/A or N/R	Increase ☐ 1-15% ☐ 16-30% ☐ > 30%	<i>Unchanged</i> ○	Decrease ☐ 1-15% ☐ 16-30% ☐ > 30%	Increase ☐ 1-15% ☐ 16-30% ☐ > 30%	Unchanged O	Decrease ☐ 1-15% ☐ 16-30% ☐ > 30%
	Inventory or stock level  N/A or N/R	□ 1-15% □ 16-30% □ > 30%	0	□ 1-15% □ 16-30% □ > 30%	□ 1-15% □ 16-30% □ > 30%	0	□ 1-15% □ 16-30% □ > 30%
	5 Cost of raw materials Local ♦ N/A or N/R	Increase ☐ 1-5% ☐ 6-10% ☐ > 10%	Unchanged O	Decrease ☐ 1-5% ☐ 6-10% ☐ > 10%	Increase ☐ 1-5% ☐ 6-10% ☐ > 10%	Unchanged O	Decrease ☐ 1-5% ☐ 6-10% ☐ > 10%
ii.	Imported  ◇ N/A or N/R	□ 1-5% □ 6-10% □ > 10%	0	□ 1-5% □ 6-10% □ > 10%	□ 1-5% □ 6-10% □ > 10%	0	□ 1-5% □ 6-10% □ > 10%
	6 Manpower Number of employees	Increase ☐ 1-5 ☐ 6-10 ☐ > 10	Unchanged	<b>Decrease</b> ☐ 1-5 ☐ 6-10 ☐ > 10	Increase ☐ 1-5 ☐ 6-10 ☐ > 10	Unchanged	<b>Decrease</b> ☐ 1-5 ☐ 6-10 ☐ > 10
ii.	Wage growth	□ 1-5% □ 6-10% □ > 10%	0	□ 1-5% □ 6-10% □ > 10%	□ 1-5% □ 6-10% □ > 10%	0	□ 1-5% □ 6-10% □ > 10%
i.	7 Others Capital expenditure	Increase ☐ 1-15% ☐ 16-30% ☐ > 30%	Unchanged O	Decrease ☐ 1-15% ☐ 16-30% ☐ > 30%	Increase ☐ 1-15% ☐ 16-30% ☐ > 30%	Unchanged	Decrease ☐ 1-15% ☐ 16-30% ☐ > 30%
Section	1 C: CURRENT ISSUE						
F	Mhen making hiring decisorease tick (**) the only one appropriate.  1. Entry level 2. Mid-level (non-managerial) 3. Senior-level (managerial) 4. Executive level  Why did you see the need  As part of HR training of the prepare workforce for the prepare workforce for the productivity.  To improve employee results to the productivity.	al)  d to upskill of development or future on netention and	skills are the sw Soft so Soft	e most impost imposition in the skills Hard Hard Hard Hard Hard Hard Hard Hard	oortant for a  rd skills	te: ft skills – Comm aderships, Teamv rd skills – Techn gree or Certificate	unication, vork, etc. ical skills, a
] ] ]	To address new regular As a means of reward/b Due to the lack of skill s  Bo not see the need for	penefit/emplo set	yer branding	•			

Lack of time and resources to develop it HR infrastructure cannot execute a new strategy for addressing skill gaps Finding the right training resources/programs Unable to have a good understanding of how automation and digitalization will affect skill needs Addressing skill gaps is not a high priority Sceptical of the return on retraining investments Unaware of any internal and external solutions for skills gap No issue at all Others, please specify :	ct future
Finding the right training resources/programs  Unable to have a good understanding of how automation and digitalization will affect skill needs  Addressing skill gaps is not a high priority  Sceptical of the return on retraining investments  Unaware of any internal and external solutions for skills gap  No issue at all  Others, please specify:	ct future
Unable to have a good understanding of how automation and digitalization will affect skill needs  Addressing skill gaps is not a high priority  Sceptical of the return on retraining investments  Junaware of any internal and external solutions for skills gap  No issue at all  Others, please specify:	ct future
skill needs  Addressing skill gaps is not a high priority  Sceptical of the return on retraining investments  Junaware of any internal and external solutions for skills gap  No issue at all  Others, please specify:	ct future
Sceptical of the return on retraining investments  Unaware of any internal and external solutions for skills gap  No issue at all  Others, please specify:	
Unaware of any internal and external solutions for skills gap  No issue at all  Others, please specify:	
No issue at all Others, please specify:	
Others, please specify :	
C4	
C4. Does your company provide reskilling or upskilling program/course to your empl	oyees?
Yes, quarterly	
Yes, bi-annually	
Yes, yearly	
Yes, on an ad-hoc basis, upon employees' request	
No, employees are not keen to attend training program/course	
No, not feasible due to a small number of employees  No, limited or no budget for training cost	
Do not see the necessary training needs	
	ottondod
C5. Does your company list the number of reskilling or upskilling programs/courses as an employee's Key Performance Indicator (KPI)?	allenueu
Yes	
No	
Not applicable / Not relevant	
C6. How does your company reskill/upskill employees? (Multiple-choice)	
Continuous training	
Industry courses and qualifications/certifications program/course	
In-house training	
Seminars/events/conferences	
External training providers	
Online learning tools	
, Not applicable / not relevant	
Others, please specify :	
C7. Which aspects of reskilling and upskilling are needed for employees? (Multiple-choic	ce)
Soft skills (communication, emotional, engagement, team work etc.)	
New technology adoption	
Cross-functional skill set	
Initiatives, innovative and creativity	
Multi-tasking	
Critical thinking	
Others, please specify :	

C8.	Does your company sponsor (via paid leave, pursue further studies?	study loan, and scholarship) employees to
	Yes, an employee must work for a minimum performance rating	n of three years with the company with good
	Yes, an employee must work for a minimum of fi	ive years and above with the company with good
	Yes, without a minimum number of working ye relevant	ears with the company but the course must be
	No, we do not have this policy	
C9.	. Has upskilling/reskilling training been beneficia	Il to your company? (Multiple-choice)
	Increase company productivity and process effi	iciency
	Employee motivation and retention	
	Alignment of employees towards the company's	s goals
	Enhance company reputation	
	s Not applicable / Not relevant	
C10.	How will automation and digitalization impact o (Multiple-choice)	n your company's skill requirements?
	, Lower demand for physical and manual skills in	repeatable and predictable tasks
	Reduce demand for basic literacy and numerac	cy skills
	Increase demand for technological skills (both c	coding and especially interacting with technology)
	Need for complex cognitive skills	
	Demand for high-level social and emotional skil entrepreneurship	lls, such as initiative taking, leadership, and
	Others, please specify :	
	Human Resources Develop	oment Fund (HRDF)
C11.	1. Does your company register with the Human Re	esources Development Fund (HRDF)?
	Yes and have utilised the fund	
	Yes, but never utilise the fund	
	<sub>3</sub> No	
	Note: According to PSMB Act 2001, employers with 10 or more HRDF while employers with 5 to 9 Malaysian employees	
C12.	<ol><li>Please rate the following training schemes off Fund (HRDF).</li></ol>	fered by the Human Resource Development
	Totall ineffect	tive effective/ Effective/ effective Not aware applicable
	Please tick ( $\checkmark$ ) the <b>only one appropriate score per row</b>	ant relevant relevant applicable
	1. Future Workers Training (FWT)	
	2. Skim Bantuan Latihan (SBL)	
	3. Skim Bantuan Latihan Khas (SBL-Khas)	
	4. Skim Latihan Bersama (SLB)	
	5. Training Facilities and Renovation (ALAT)	
	6. Information Technology (IT)	
	7. Industrial Training Scheme (ITS)	1 2 3 4 88 99
	8. On Job Training (OJT)	
	9. Recognition of Prior Learning (RPEL)	
	10. Computer Based Training (CBT)	

C13.	What factors restrain (Multiple-choice)	ing your company to apply/participate in the HRDF's training programs?				
		required information				
		OSt (e.g. long procedures, time consuming, etc.)				
	Poor quality of train					
		ntre is too far from the company				
		. ,				
		s outdated or irrelevant				
		aining programs offered by HRDF				
	Unfriendly eTRiS s					
		ot well-prepared responding to business's enquiry				
	No issue at all					
	Not applicable / No	ot relevant				
C14.	Will you take up the measures below under hiring incentive programme (PenjanaKerjaya)?  Note: PenjanaKerjaya includes salary incentives for hiring apprentice and workers through MYFutureJobs Portal with special incentive for selected types of recruitment (e.g. replacement of foreign workers, OKU, etc.)					
	Yes					
	<sub>2</sub> No					
C15.		Illowing tax incentives for human capital development? (Multiple-choice)				
	= ' ' ' '	oved training programme				
	Structured Internship	- , ,				
	=	/sia (SL1M) training scheme for unemployed graduates				
	National Dual Training Scheme (NDTS/SLDN) for Industry4WRD programmes					
	Talent ProCertification	חמ				
C16	None of the above					
C 16.	What can the Government facilitate companies to upskill/reskill their employees for future-ready workforce? (Multiple-choice)					
		e people attending online certification courses				
		neration of STEM teaching profession				
	Public-private partnership program in developing industry and market-driven training procession					
		d enrolment fee in the TVET courses				
		urse a compulsory subject in the secondary education				
	Government-academia-industry partnering in structuring a successful internship/experient learning program  Set up a council or think tank run by industry professionals who will look into the latest training trends and skills that are needed by the market					
	Allocate the require	ed funds or loans to cater for those underprivileged students for TVET program				
	Others, please spe	ecify:				
		ompany is facing the challenges and issues in handling "Generation Z those who born between 1997 and 2012)".				
process proces	C	Closing Date: 31 December 2020				
	Company name :	Respondent's name :				
	Email address :	Contact number :				

Disclaimer: The information provided in this survey will be treated in strictest confidential.

~ Thank you very much for your cooperation ~