

10 things

SMEs must do
now to reduce
costs and improve
cash flow

In Strategic Partnership With

 **AmBank**

1 Prepare your cash flow forecast

for the next 12 months.



Check your bank balance, debtors and creditors. Factor in your monthly fixed expenses such as rental, utilities, staff costs and loan repayments if any.

2 Renegotiate with your suppliers.



Ask for lower prices or longer repayment terms of 6 to 12 months. In return, offer them longer fixed term prices or supply contracts.

3

Talk to your bank

about restructuring or rescheduling your financing installment payments.

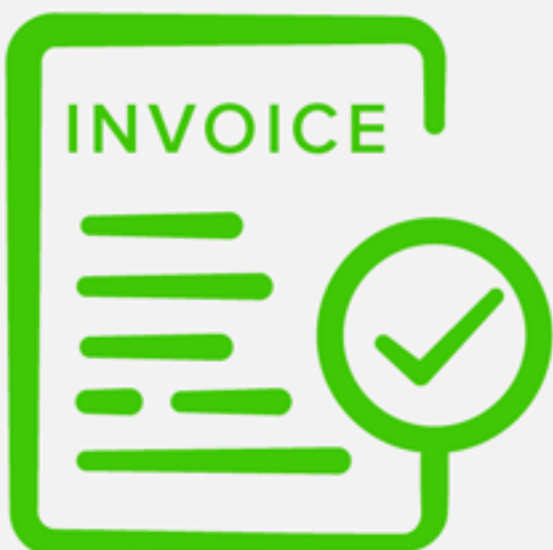


The automatic 6-month moratorium for your loan repayments will help improve your cash flow. However, take note that interest will be still be charged on your outstanding loan amount.

4

Consider invoice factoring

through banks, P2P (peer-to-peer) lending or fintech (financial technology) companies.



They will pay you immediately (at a discount) for receivables you may not be able to collect on for weeks or months. Your accounting firm will be able to assist you.

5

Offer discount vouchers

to your supporters and customers.

When they buy your vouchers to be redeemed for products or services in the future, you get cash you can use immediately.



6

Convert fixed costs to variable costs.

You can raise cash by selling and leasing back assets such as machinery, equipment, computers, phone systems and even office furniture.



7

Reduce your variable costs.

Look for opportunities to reduce contract labour and re-distribute work to your permanent staff. Encourage employees to take available leave balances to reduce liabilities on the balance sheet.



8

Negotiate with your employees

on pay cuts, shorter working hours or deferred bonus payments.



9

Reduce employee cost

by applying for the 2 initiatives by SOCSO*:

- Wage Subsidy Programme (WSP)**
- Employment Retention Programme (ERP)



Where to apply:

prihatin.perkeso.gov.my

*SOCSO is also known as PERKESO

**WSP is also known as Program Subsidi Upah (PSU)

10

Apply for these COVID-19 financial aid programmes.

Geran Khas Prihatin (GKP) for micro SMEs

Apply online through

NO LONGER AVAILABLE

gkp.mamastil.gov.my

BSN Micro/i Kredit Prihatin

Call or visit any Bank Simpanan Nasional (BSN) Business Financing Centre for more information at

NO LONGER AVAILABLE

mybsn.com.my

Special Relief Facility (SRF)*

Apply at any participating financial institution
Or online at

NO LONGER AVAILABLE

imsme.com.my

Employer COVID-19 Assistance Programme (e-CAP)

Submit application via e-CAP function in i-Akaun (Majikan) on a monthly basis.

kwsp.gov.my

Tax deferral

Submit application form: Borang Permohonan Penangguhan Bayaran Anggaran Cukai.
More info at

hasil.gov.my

*SRF is also known as Kemudahan Bantuan Khas (KBK)

maxisbusiness 

We're ready to help

Call **1700-818-881** to get your business back on track fast. Our team is standing by to answer your questions.

Want to learn more?

Visit **business.maxis.com.my** for more info.

#KitaSapotKita

maxisbusiness 

 AmBank

Get the funding and
digital solutions to keep
your business going:
ambankmaxisbiz.com



AmBank (M) Berhad 1969010000166 (8515-D)

All content in this document is for informational purposes only and should not be construed as financial, legal, tax, or other advice. The information contained in this document has been obtained and/or compiled from various sources and Maxis makes no representation or warranty as to its adequacy, completeness, accuracy or timeliness for any particular purpose. The information presented does not constitute a comprehensive or complete statement of the subject matter or the law relating thereto and is not intended to address the specific objectives, circumstances or needs of any particular individual or entity. Maxis will not be responsible or liable for any decisions, actions taken or opinions formed from the viewing or reading of any content contained in this document.