

Pact to boost SME Credit Bureau

CREDIT Guarantee Corp Malaysia Bhd (CGC) yesterday sealed a joint-venture agreement with Dun & Bradstreet Malaysia Sdn Bhd (D&B) and Association of Banks in Malaysia (ABM) as shareholders of SME Credit Bureau Sdn Bhd.

Under the deal, CGC as the major shareholder with 55 per cent stake will provide its expertise and experience in the financing of small and medium-sized enterprises (SME) in Malaysia.

It will also guide the development and management of the bureau's business.

D&B, with a 25 per cent stake will assist the development and operations with technical know-how given its knowledge and expertise in commercial credit bureau operations worldwide.

While ABM, which signed the deal through its unit ABM Investments Sdn Bhd and holds a 20 per cent stake, will provide support by helping the bureau to promote a strong and beneficial relationship with member banks.

"With the shareholding in place and our respective roles clearly spelt out, we are looking forward to fulfilling our commitment to realise the full potential of SME Credit Bureau that is aimed at bringing



(From left) D&B chairman Kevin Koo, Wan Azhar, CGC director Datuk Mohd Hanif Sher Mohamed and ABM executive director Chuah Mei Lin at the signing ceremony yesterday.

about a sound credit culture amongst the business community, especially the SMEs," said CGC managing director Datuk Wan

Azhar Wan Ahmad in a statement.

The bureau which was established in 2008, has 38 financial institutions and over 27,000 SMEs re-

gistered as members.

It provides a wide range of business information reports and services to assist banks and businesses make critical credit search and decisions in a timely and consistent manner.

Wan Azhar said SME Credit Bureau is expanding its target to include corporate customers such as telcos and credit and leasing companies.

This initiative will increase SME credit information availability and also provide additional revenue stream for the bureau.

In relation to this, a memorandum of understanding was signed with Maxis Communications Bhd last year.

"We are also currently in talks with a few major telcos for similar alliances," he said.

Wan Azhar said, SME Credit Bureau has also rolled out a new credit monitoring service that is open for subscription not only by credit grantors but also SMEs themselves.

This will assist industry players to track changes in their credit standing over time as well as alerting them to any significant undesirable developments and to take speedy corrective actions.