

ESG Green Financing and Pre-IPO Readiness

Beyond Compliance, Grow Sustainably.

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Presenter: Foo Jong Han, Manager, Business Consulting Division, Cheng & Co Group



Head Office

Lot 406, 4th Floor, Tower 2, Faber
Towers, Jalan Desa Bahagia,
Taman Desa
58100 Kuala Lumpur Malaysia
Website: www.chengco.com.my
Email: customerservice@chengco.com.my
Tel: 603 - 7984 8988
Fax: 603 - 7984 4402

Branch Office

Pulau Penang
Taiping
Ipoh
Kuala Terengganu
Kuantan
Pandan Indah
Cheras Selatan
Seremban
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Two independent topics

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ESG Green Financing

From compliance to opportunity

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Including the June 2026 listing reforms

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Part A

ESG Green Financing

From Compliance to Opportunity

Beyond Compliance, Grow Sustainably.



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What Is ESG

Three dimensions of a well-run business

ESG measures how a business manages its environmental impact, treats its people and community, and governs itself.

E**Environment**

Planet and resources

How does it manage its environmental impact?

- Electricity and fuel consumption
- Waste and wastewater management
- Raw materials and packaging
- Carbon emissions

S**Social**

People and community

How does it treat staff, customers and community?

- Workplace safety and health
- Fair hiring and training
- Employee welfare
- Community engagement

G**Governance**

Oversight and integrity

Is it run transparently and responsibly?

- Clear accounts, audited on time
- Anti-corruption policy
- Controlled related-party transactions
- Clear management accountability

ESG is not new: most SMEs already practise it. What is missing is systematic recording and reporting.

ESG: From Cost to Opportunity

Where the returns come from

ESG is more than a compliance cost. Done well, it strengthens orders, costs, financing and valuation.

Area	Common concern	Actual benefit
Orders and markets	"Yet another customer requirement"	Meet the supplier requirements of multinational and listed customers to retain and grow orders; stronger position for EU exports
Operating costs	"ESG costs money"	Energy savings, waste reduction and efficiency gains directly cut electricity, material and operating costs
Financing terms	"Banks only look at collateral"	Green financing can offer lower rates and higher margins of finance, some backed by government guarantees
Tax incentives	"No real benefit"	Government incentives such as the Green Investment Tax Allowance (GITA) and tax deductions for ESG-related expenses
Enterprise value	"Nothing to do with valuation"	Well-governed companies attract investors more readily and are better placed for a future listing or succession

Treat ESG as a business tool, not an added burden: the returns usually exceed the investment.

Start Small

Simple, low-cost actions

SMEs do not need large investments. Start with low-cost actions that can be documented.

E Environmental	S Social	G Governance
Record electricity, water and fuel use monthly	Implement workplace safety and health measures	Complete audits and management accounts on time
Switch to LED lighting and energy-efficient equipment	Provide regular staff training and upskilling	Adopt an anti-corruption and gifts policy
Reduce packaging and waste; introduce recycling	Fair hiring and a clear pay structure	Approve related-party transactions in writing
Calculate emissions with the free SEDG tool	Prioritise local suppliers	Define director and management responsibilities

The key is documentation: the same records serve customers, banks and government.

Note: SEDG = Simplified ESG Disclosure Guide for SMEs, published by Capital Markets Malaysia, which offers a free greenhouse gas emissions calculator on its website.

How Banks Support Green Financing

Four common uses of funds

Banks turn ESG into better financing terms: much of what a business already plans to spend can move to lower-cost green financing.

Working Capital

Purchase of sustainable raw materials or packaging

MIDF SGBF: 3% for SMEs, up to 7 years
Public Bank PB WISE EcoBiz: collateral-free

Machinery & Equipment

Energy-efficient machinery, automation and production line upgrades

MIDF SGBF: 3% for SMEs, up to 100% financing, up to 9 years

Factory & Premises

Purchase of commercial property for energy-efficient or green use

MIDF SGBF: 3% for SMEs, up to 25 years
RHB: green-certified property from BLR – 2.80%

Sustainability-Linked Financing

Set sustainability targets and earn a rebate when they are met

CIMB: Sustainability-Linked Financing with rebates on targets met

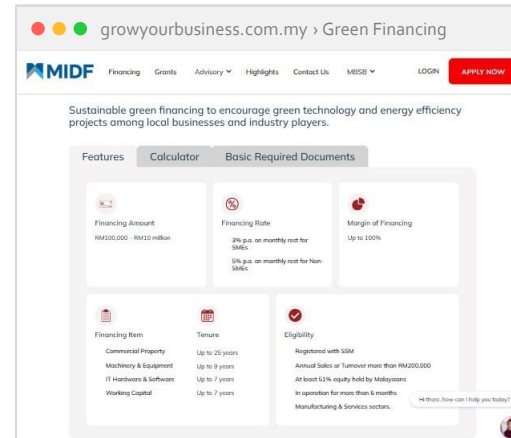
Sources: Terms published on the MIDF (growyourbusiness.com.my), RHB, Public Bank (PB Sustain) and CIMB websites, re-checked 15 October 2026. SGBF is limited to manufacturing and services SMEs. Actual terms subject to approval.

PART A · GREEN FINANCING

Available Today Working Capital & Equipment

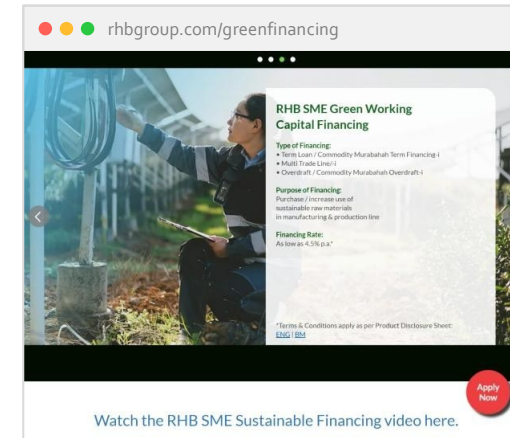
Live products from official websites

Working capital and equipment upgrades are the most common SME financing needs; MIDF green financing is priced at 3% for SMEs.



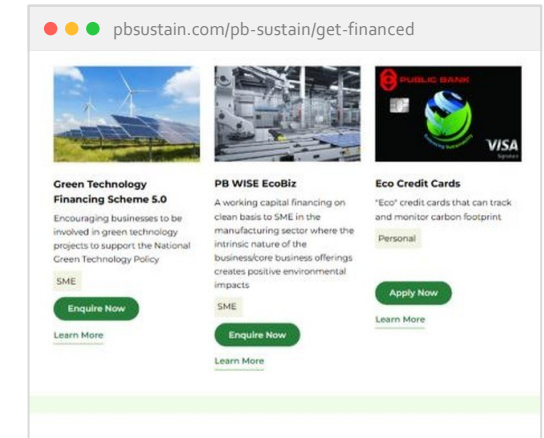
MIDF

Sustainable Green Biz Financing: 3% for SMEs, RM100,000 to RM10 million, up to 100% financing



RHB

SME Green Working Capital Financing: for sustainable raw materials, rates from 4.5%



Public Bank

PB WISE EcoBiz: clean-basis (unsecured) working capital for manufacturing SMEs with green core business; GTFS 5.0 also available

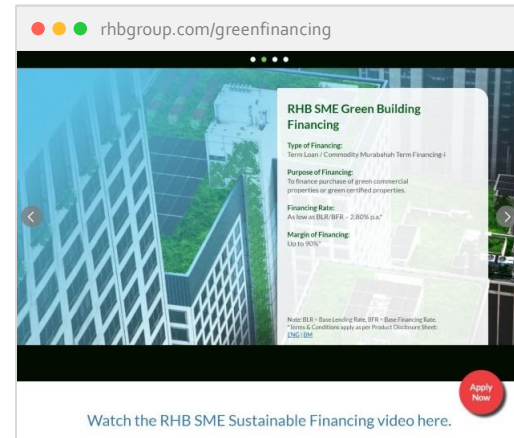
Screenshots from official websites, 15 October 2026.

PART A · GREEN FINANCING

Available Today Premises & General Financing

Live products from bank websites

Factory purchases and general business financing also have green versions, with preferential rates or rebates at some banks.



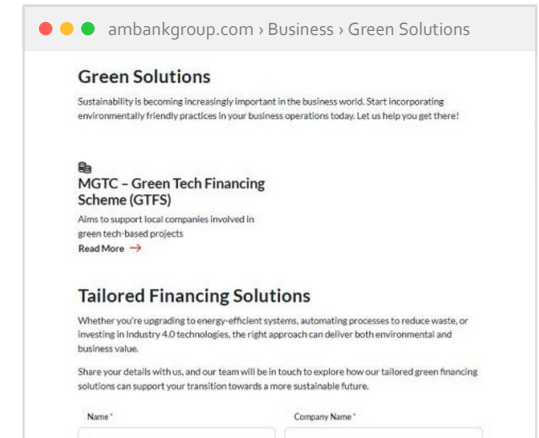
RHB

SME Green Building Financing: green-certified property from BLR – 2.80%, up to 90% financing



CIMB

Sustainability-Linked Financing: rebates for meeting pre-agreed sustainability targets, verified each calendar year



AmBank

GTFS and tailored green financing: energy-efficient systems, automation, Industry 4.0

Screenshots from official websites, 15 October 2026.

Start Small, Score Higher

How slide 6 helps your loan

Bank ESG checks turn your answers into a score, from Beginner (20–39%) up to Leader (80% or more). Each slide 6 action adds to it.

Start-small action	What it shows the bank	Effect on your application
Record bills monthly	You track energy, water and fuel use	Gives the baseline banks need to measure savings
Calculate emissions (SEDG)	You know your carbon footprint	The same data feeds bank tools such as CIMB's carbon platform
LED and efficient equipment	You already act to cut energy use	A track record of action, not just plans
Safety, pay and anti-corruption policies	Written social and governance policies	A higher ESG score; often required by large customers
Audits and accounts on time	Reliable, up-to-date financials	Also the core of the credit check

Score levels from Alliance Bank's SME climate assessment with UN Global Compact Malaysia: Laggard below 20%, Beginner 20–39%, Intermediate 40–59%, Advanced 60–79%, Leader 80% and above. Sources: Alliance Bank (2024); UOB Sustainability Compass.

Meeting Bank Requirements

Closing the common gaps

Most applications stall on financial records and project documents, not on whether the project is "green enough".

Bank requirement	Common SME gap	How to close the gap
Repayment capacity	Late accounts, incomplete management accounts	Keep monthly management accounts and cash flow forecasts
Green eligibility	Unable to articulate the environmental benefit	Collect supplier specifications and state the green benefit
Energy data	No electricity or emissions records	Set an energy baseline and calculate emissions under SEDG
Collateral / guarantee	Insufficient collateral	Use GTFS guarantees or collateral-free products
Right product	Unsure which scheme fits best	Compare terms across MIDF, banks and government schemes

The green assessment is easy to prepare; the credit assessment needs an earlier start.

Illustrative Financing Cost

Not a financing quote

At MIDF's 3% green rate, a machinery upgrade saves about RM357,000 over seven years and working capital saves about RM45,000 a year.

Example 1: Machinery RM2 mil, 7 years

	Conventional loan	MIDF green financing
Interest rate	7.5% (assumed)	3%
Monthly instalment	RM30,677	RM26,427
Total interest	RM576,830	RM219,834

Interest saved over 7 years
RM356,996

Example 2: Working capital RM1 million

	Conventional loan	MIDF green financing
Interest rate	7.5% (assumed)	3%
Annual interest	RM75,000	RM30,000
Annual saving	—	RM45,000

Interest saved per year
RM45,000

Note: For illustration only; not a financing quote. 3% is the SME rate published on the MIDF SGBF website (manufacturing and services SMEs, subject to eligibility). The conventional loan rate is assumed. Working capital is based on average annual utilisation. Actual terms subject to approval.

Part B

Pre-IPO Readiness

Including the June 2026 Listing Reforms

Beyond Compliance, Grow Sustainably.



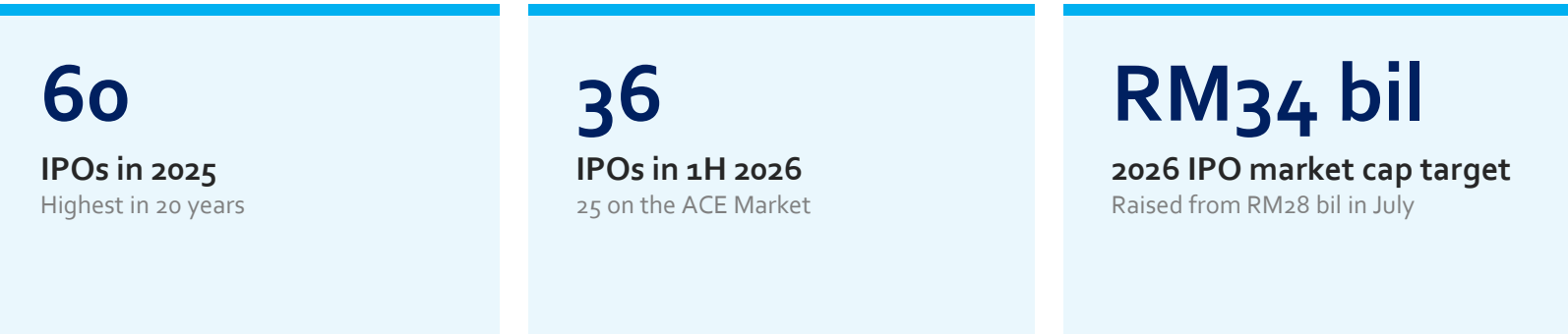
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Malaysia IPO Market

Activity remains strong

IPO activity remains strong: 60 listings in 2025, a 20-year high, and 36 in 1H 2026, with the ACE Market taking about 70%.



Market	2025	1H 2026
Main Market	11	5
ACE Market	44	25
LEAP Market	5	6

Sources: Bursa Malaysia; New Straits Times, January 2026 (2025: 60 IPOs, RM5.95 bil raised); The Star, 31 July 2026 (1H 2026: 36 IPOs, RM5.4 bil raised, RM26.1 bil IPO market cap).

Budget 2027: Funding to Scale

Measures relevant to pre-IPO companies

Budget 2027 measures that matter before an IPO: scaling through M&A and a Malaysia–Hong Kong dual-listing route.

Malaysia–Hong Kong dual listing

Single-submission dual IPO framework for the Bursa Main Market and HKEX Main Board, with a proposed matching grant for listing costs.

M&A financing guarantees

RM1 bil of SJPP guarantees reserved for local mergers and acquisitions; SJPP guarantees extended to mid-tier companies in all sectors, up to RM50 mil.

Bursa CEO: these measures "strengthen the pipeline of companies that can eventually seek public-market financing".

Sources: PwC Malaysia, Centre Stage: Budget 2027; SC media release on Budget 2027; Bursa Malaysia CEO commentary on Budget 2027 (9 October 2026); The Star, Highlights from Budget 2027 (9 October 2026).

ACE Market: What Changed

Before and after 3 June 2026

The ACE amendments shift the focus from profit history to reporting quality, and remove shortcuts once available to larger applicants.

Area	Before 3 June 2026	From 3 June 2026
Audit opinion	Part of the sponsor's overall suitability review	Not suitable if latest audited accounts are qualified, adverse or disclaimed, or carry going-concern uncertainty
Profit screen	"Negative list": loss-making or declining-profit applicants generally unsuitable	Negative list removed; sponsor must justify the prospects of loss-making or low-profit applicants
Public balloting	Balloting at the applicant's discretion	Mandatory: at least 5% of enlarged shares (share capital below RM200 mil) or 2% (RM200 mil and above)
Promoter lock-up	Shorter lock-up or early exemption if Main Market criteria were met	Exemptions removed: 100% for 6 months, 45% for months 6–12, then up to one-third a year
Sponsorship	Early exit after 1 full FY if Main Market criteria were met	Exemption removed; sponsor retained for the full period
Management continuity	Same management over a 3-year period	Tested over the most recent 3 full FYs before application

Sources: Bursa Malaysia ACE Market Listing Requirements, Rules 3.06, 3.14, 3.19, 3.21 and Guidance Note 18 (effective 3 June 2026); Skrine (June 2026); Malaysian Bar Circular No. 182/2026. The 6-month lock-up for registered VC/PE and angel investors is retained.

Main Market and Transfers

Before and after 3 June 2026

The Main Market bar is now materially higher, so most mid-sized family businesses will list on ACE first and transfer later.

Area	Before 3 June 2026	From 3 June 2026
Profit test	Aggregate PAT of RM20 mil over 3–5 full FYs; RM6 mil in the latest FY	Aggregate PAT of RM30 mil over the most recent 3 full FYs; RM15 mil in the latest FY
Profit track record	Uninterrupted profits required over the track record period	Uninterrupted profits no longer required; SC has discretion over the profit recognised
Operating cash flow	Positive operating cash flow mandatory	No longer mandatory; one factor in assessing financial position
Audit opinion	Considered within the overall financial assessment	No modified audit opinion or going-concern material uncertainty permitted
ACE to Main transfer	No minimum period on the ACE Market	At least 2 full FYs on ACE; 12 months' working capital; same management for 3 full FYs; healthy financial position
Trading look-back	1 year for unusual market activity and trading restrictions	Extended to 3 years

Sources: SC Equity Guidelines, paras 5.02, 5.08A, 5.08B, 8.01–8.03 (revised 28 May 2026, effective 3 June 2026); Cheang & Ariff (July 2026); The Edge. No change announced to the RM500 mil market capitalisation test.

What the Reforms Mean for You

Planning implications for family businesses

The reforms change how family businesses should sequence IPO preparation, starting with the audit.

01

Fix the audit first

A qualified or going-concern opinion in the latest audit now blocks a listing. Start 2–3 years ahead.

02

Profit no longer a hard screen

Loss-making growth companies can list on ACE if the sponsor justifies their prospects.

03

Plan the founder lock-up

No early release, even for larger companies. Build it into personal liquidity plans.

04

More retail shareholders

Mandatory balloting widens the shareholder base; investor relations matter from day one.

05

ACE first, Main later

With RM15 mil PAT now needed for Main, most firms list on ACE and transfer after 2 full FYs.

06

Lock in management

Continuity is tested over the latest 3 full FYs. Settle key roles and succession early.

The three financial years before your listing application are your track record. Plan them now.

Common Pre-IPO Issues

In family businesses

Most listing obstacles stem from long-standing business practices and take 12 to 24 months to rectify.

Common issue	Impact on listing	Remedy
Related-party transactions and fund flows	Director current accounts and related-company dealings undermine financial independence	Clean up current accounts; adopt a related-party transaction policy
Accounting and tax compliance	A qualified audit opinion is now disqualifying; tax exposure also affects eligibility	Improve accounting quality; conduct a tax health check
Fragmented group structure	Companies held personally make the listing entity hard to define	Set up a holding company and restructure the group
Customer or supplier concentration	Reliance on one customer weakens the sustainability assessment	Diversify the customer base; secure long-term contracts
Governance and internal control	No independent directors, internal audit or written policies	Establish board committees, internal controls and internal audit
Management continuity	Stable management must be shown over the latest 3 full financial years	Confirm the core management team and succession early

Note: Based on Cheng & Co Group pre-IPO advisory experience.

Indicative IPO Roadmap

From readiness to listing

From readiness work to listing typically takes 24 to 36 months.



Focus Phase 2 takes the longest. Under the June 2026 rules, it must deliver clean audited accounts before a sponsor can be appointed.

Note: Indicative only; timing depends on company size, industry and current position.

How We Can Assist

One-stop advisory on both topics

Cheng & Co Group offers one-stop advisory on both topics, through offices across Malaysia, Singapore and Perth.

ESG Green Financing

ESG advisory and carbon accounting

Emissions baseline, SEDG disclosure, green project scoping

Financing advisory

LCTF / GTFS / bank financing applications and bank liaison

CFO support services

Monthly management accounts, cash flow forecasts

Pre-IPO Readiness

Listing feasibility study

Market selection, gap analysis, action plan

Restructuring and valuation

Holding structure design, business valuation, due diligence

Governance and internal control

Internal control framework, internal audit, board structure

We welcome a preliminary meeting after the session to assess your current readiness.

Let's Connect

Joint Q&A after all sessions

Thank You

Please join the joint Q&A forum after all four sharings.

Foo Jong Han

Manager, Business Consulting Division
Cheng & Co Global Advisory Sdn Bhd

jhfoo@chengco.com.my

Head Office

Lot 406, 4th Floor, Tower 2, Faber Towers,
Jalan Desa Bahagia, Taman Desa,

58100 Kuala Lumpur

Tel: 603 - 7984 8988

www.chengco.com.my