



# **OPPORTUNITIES AND BUSINESS DIFFICULTIES OF “MY DIGITAL” IN MALAYSIA**

**Presented by Sky Lim**  
General Manager of One2Cloud MY

# PROFILE OF MR. SKY LIM



**MR. SKY LIM**  
GM OF ONE2CLOUD MALAYSIA

Scan QR code to  
contact **Sky**

 [sky.lim@one2.cloud](mailto:sky.lim@one2.cloud)



With over 20 years in the ICT industry, Sky Lim has navigated diverse roles, including End User, Distributor, System Integrator, and Consultant. Currently serving as the General Manager for One2Cloud Malaysia, Sky leads strategic initiatives in the dynamic ICT landscape. With leadership experience at Fortune500 Jardine OneSolution and SGX-listed Nera Malaysia, Sky is a proven leader, consistently contributing to the evolving cloud and information technology sector.



# ABOUT ONE2CLOUD (O2C)



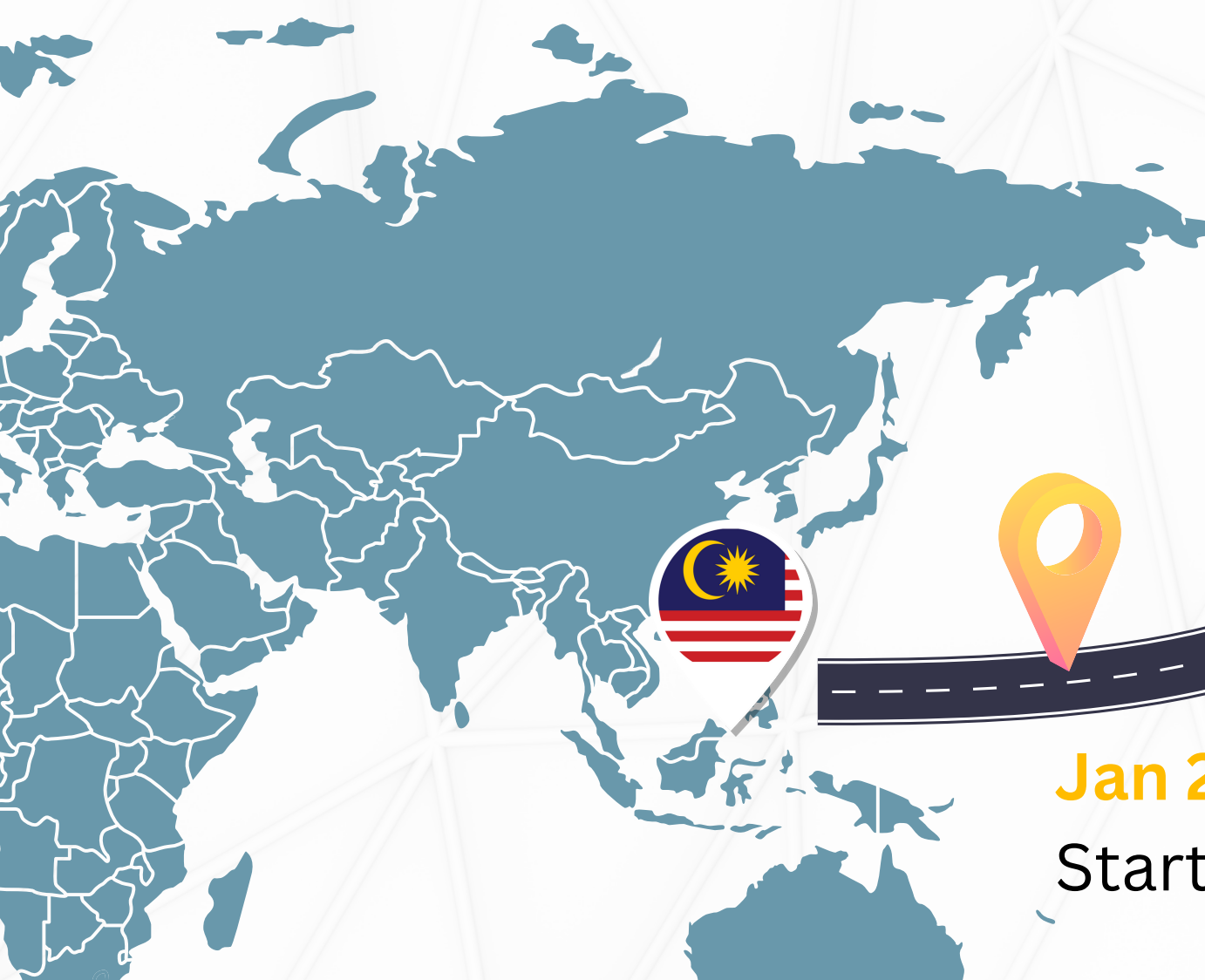
A leading Multi-Cloud solutions provider at the forefront of the digital transformation landscape in SEA region. We specialize in Multi-Cloud and Decentralized Cloud Services, empowering businesses to leverage the full potential of the cloud while ensuring data security and control. With our strong presence in the Asia-Pacific region, we now bring our expertise and innovative services to empower businesses in the UAE region.



Strategic partnerships with major cloud providers:



# O2C MY JOURNEY IN 2023



**May 2023**

Incorporated company



**Jan 2023**

Started planning

**Jun 2023**

Set up company:

Bank account, office, corporate matters, legal, and authorities' licenses.



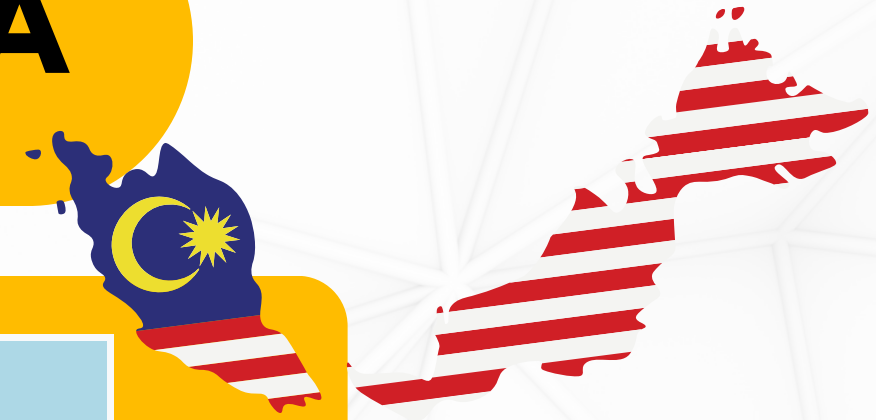
**Nov 2023**

Started hiring

Now with 4 staff members.



# MARKET POTENTIAL IN MALAYSIA

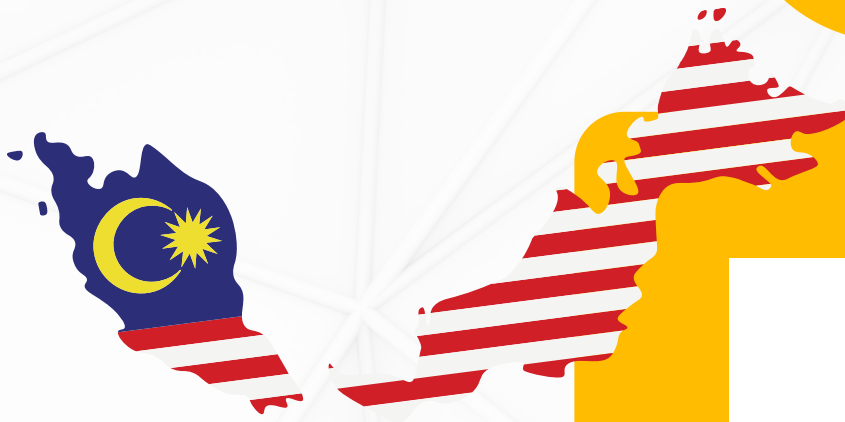


## GDP

### Statistics

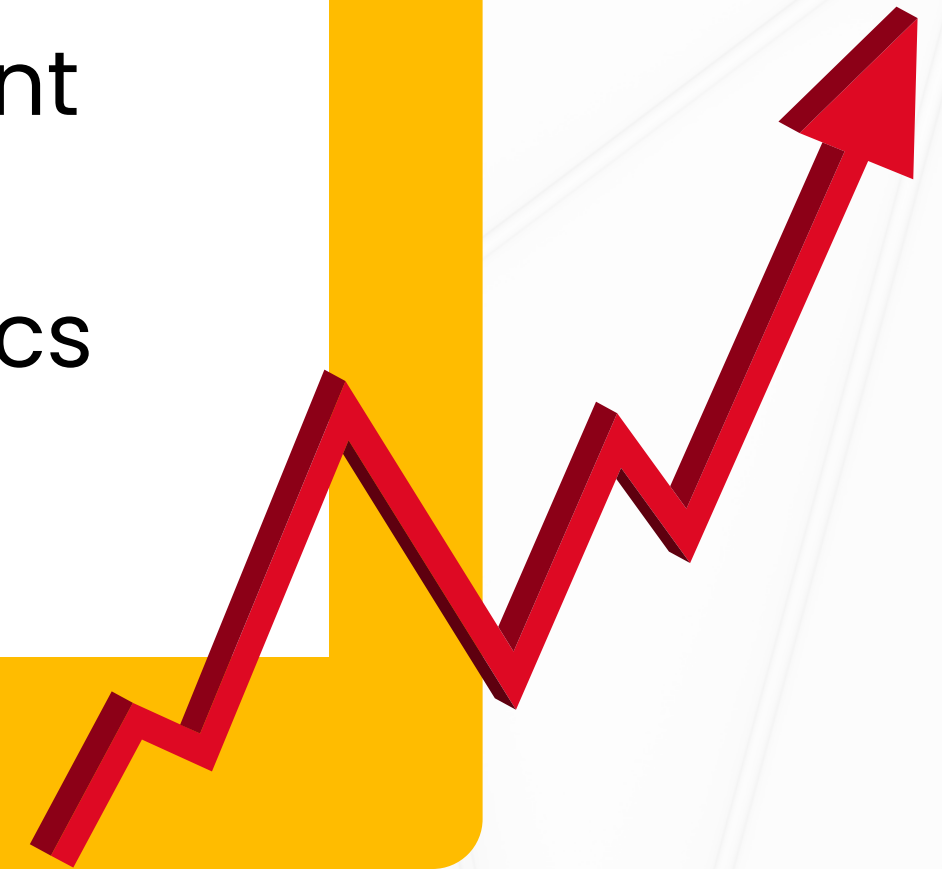
<b>Population</b>	▲ 33,938,221 (2022) <sup>[3]</sup>
<b>GDP</b>	▲ \$430.895 billion (nominal; 2023 est.) <sup>[4]</sup> ▲ \$1.226 trillion (PPP; 2023 est.) <sup>[4]</sup>
<b>GDP rank</b>	36th (nominal; 2023) 31st (PPP; 2023)
<b>GDP growth</b>	▲ 3.1% (2021) <sup>[5]</sup> ▲ 8.7% (2022) <sup>[5]</sup> ▲ 5.6% (2023f) <sup>[5]</sup>

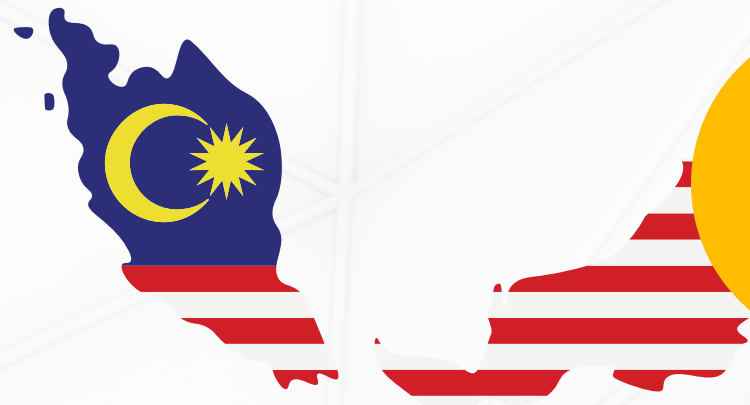
# MARKET POTENTIAL IN MALAYSIA



## ICT SPENDING

This growth from 2018 US\$16.5 billion to US\$25.2 billion in 2023, will mainly be supported by the rising adoption of 'client computing' and 'cloud computing', according to a leading data and analytics company.





# MARKET POTENTIAL IN MALAYSIA

## INCENTIVE – PIONEER STATUS

A company granted Pioneer Status (PS) enjoys a five year partial exemption from the payment of income tax. It pays tax on 30% of its statutory income\*, with the exemption period commencing from its Production Day (defined as the day its production level reaches 30% of its capacity).

Unabsorbed capital allowances incurred during the pioneer period can be carried forward and deducted from the post pioneer income of the company. Accumulated losses incurred during the pioneer period can be carried forward and deducted from the post pioneer income of the company for a period of seven consecutive years.

To be reviewed with new program in 2024 by Malaysian Government.

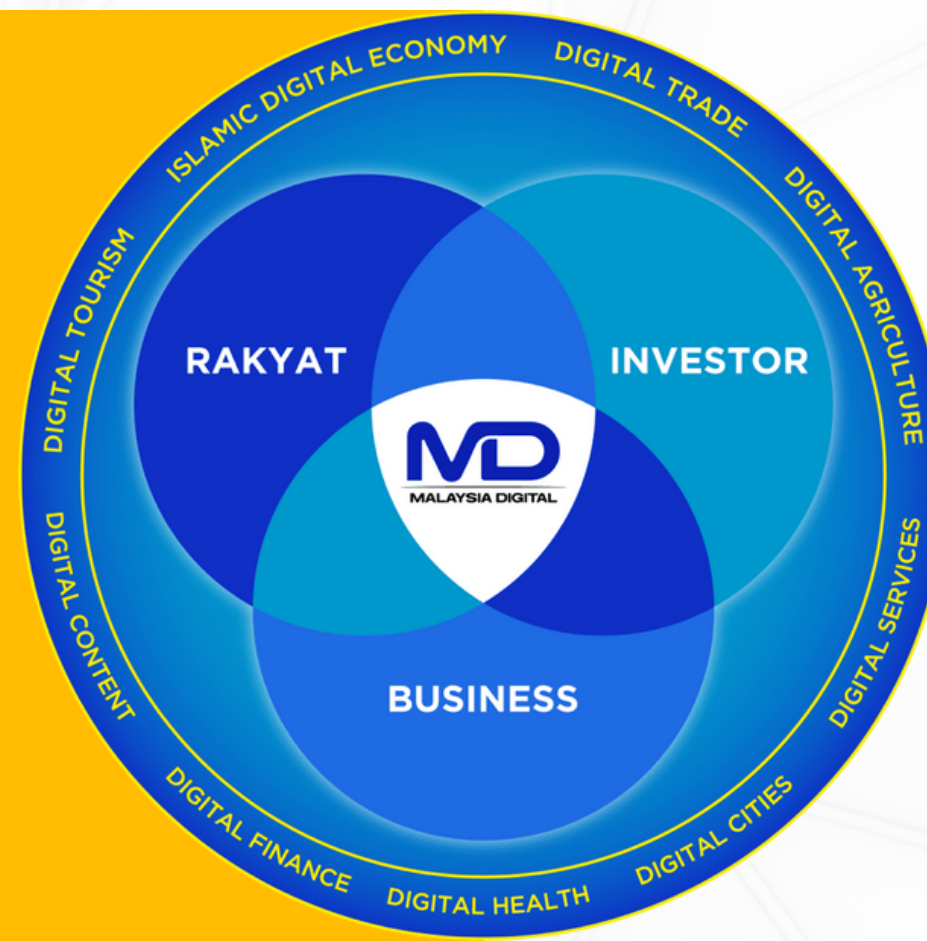
# MALAYSIA DIGITAL



Malaysia Digital is a national strategic initiative by the government to encourage and attract companies, talents and investment while enabling Malaysian businesses and Rakyat to play a leading part in the global digital revolution/digital economy.

## Tech Enables Opportunities:

- Cloud
- Cybersecurity
- Drone tech
- Blockchain
- IOT
- Robotics & automation
- AI
- AR/VR/Extended Reality





# MD STATUS AND BENEFITS

- Foreign knowledge worker quota and passes
- Tax incentives (income tax exemption or investment tax allowance)
- Multimedia/ICT equipment import duty and sales tax exemption
- Competitive and ready infrastructure for business available at MD Cybercities/Cybercentres
- Freedom of ownership by exempting from local ownership requirements
- Flexibility to source capital and funds globally; and/or 7. MDEC as the one-stop agency
- Access to local and international market and ecosystem
- Business matching and partnership
- Grant and funding facilitation
- Participation in MD catalytic programmes
- Access to local and international market and ecosystem
- Business matching and partnership
- Grant and funding facilitation
- Participation in MD catalytic programmes



# OBSTACLES IN ESTABLISHING BRANCH OFFICE IN MALAYSIA

1

Lacked of external support and Governmental guidance for corporate setup

2

Encountered bureaucratic hurdles and paperwork that prolonged the setup period

3

Lacked of local assistance in navigating the Malaysian business landscape and customs

4

Faced difficulties in ensuring compliance with local laws, regulations, and business practices

**Lesson learnt: need for a Reliable Local Partner/Company Secretary/Banker**



# HOW CAN O2C MY HELP?



**LOCAL PRESENCE**

**CONNECTION TO  
THE RIGHT PARTIES**



**IT SPECIALIZATION**



**BUSINESS  
MATCHING**



**TALENT POOL**





# THANK YOU!

It's a world of mutual collaboration to achieve a win-win situation. O2C is always open to seeing more business partners and startups expand regionally and globally.



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 sky.lim@one2.cloud

 <https://www.one2.cloud/>

 <https://twitter.com/One2Cloud>