

## 23<sup>rd</sup> ANNUAL GENERAL MEETING

Mobilising Business, Magnifying Opportunities

24 June 2025



#### **Refreshed Purpose**



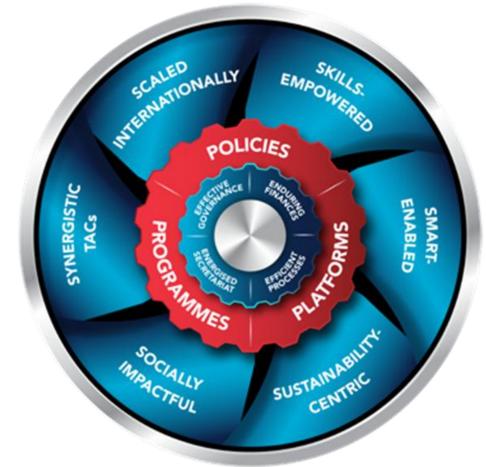
Guided by six Action Agendas, three Value Drivers and four Core Enablers, SBF is not only a nexus between the business community and the government, but also an invaluable magnifier, playing its part to create a future-ready economy.

#### **VISION**

Globally Competitive and Sustainable Economy, Future-Ready Businesses, Impactful Trade Associations and Chambers.

#### **MISSION**

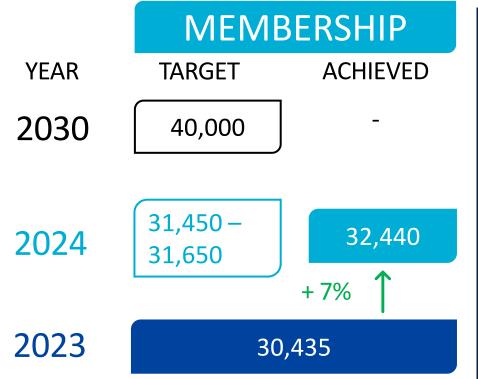
Shape Solutions, Build Partnerships and Foster Capabilities with businesses to advance Singapore.

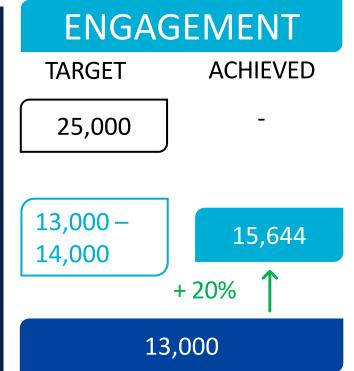


#### **Ambitious 2030 Targets**



We have set 3 ambitious targets to achieve in 2030 to stay relevant, strengthen value and scale our impact.







#### **Progressing towards 2030**



32,440 SBF members

Increase of 7% from 2023

15,644 Companies engaged

Increase of 20% from 2023

7,798 Companies benefitted

Across **6** Action Agendas

>1,500

Market and FTA advisories

142

Overseas projects facilitated

>4,200

Companies supported through JDPP, MCP & CCP

503

Companies benefitted from CTOaaS

>200

Localised emission factors aggregated

786

**SG-WEN** members

211

YBLN members

**15** 

Community Marketplace partners

129

TACS engaged

16

Opinion articles

#### **Refreshed Brand**



#### **Mobilising Business, Magnifying Opportunities**

Cyan (a blend of blue and green) signifies the convergence of the <u>professionalism</u> of Singapore businesses (blue) and our • commitment towards a <u>sustainable</u> economy (green).

The ripples show how our nation punches above our weight on the international stage. It also signals how SBF mobilise, magnify and ultimately multiply through our work.

"SB", which stands for Singapore
Business, is the <u>heart of our identity</u> and at the <u>forefront</u> of everything we do.

The "red dot" of Singapore, the heart of the Federation, is the point of <u>impact</u> and our point of <u>origin</u>. Together with the Federation, Singapore businesses can reach <u>greater</u> growth potential beyond Singapore's shores.



# SHAPING TOMORROW. TODAY.

#### **Action Agendas**

We enable businesses to stay prepared for uncertain times across these Action Agendas:

- 1) Scaled Internationally
- 2) Skills-Empowered
- 3) Smart-Enabled

- 4) Sustainability-Centric
- 5) Socially Impactful
- 6) Synergistic TACs

#### **Scaled Internationally**

#### SBA

#### **Mobilising International Networks, Magnifying Global Presence**

- **GlobalConnect@SBF** provided advisory services to companies that unlocked opportunities valued at ~\$\$64 million in investment and sales.
- The Centre for the Future of Trade and **Investment** (CFOTI) provided assistance to >230 businesses.
- Launched the JS-SEZ "Greater Together: Two Economies, One EcoSystem" report outlining strategies to boost cross-border trade and investments.

>1,500 **142** Market & FTA Overseas **Overseas** advisories **Business** projects facilitated provided Mission trips



7 Jan 2024



**Vibrant Gujarat Global Trade Show** 9 Jan 2024



**Overseas Market Workshop Mongolia** 12-26 Aug 2024



Roundtable with India PM 5 Sep 2024



**Overseas Market Workshop Türkiye** 22-28 Sep 2024



21st CAEXPO 24-28 Sep 2024

#### **Scaled Internationally**



66

We gained exposure, connected with many established brands, and even found our distributor at CIIE. We plan to continue going for as long as we can.

Jason Soon (Left)
Founder of KGG Coffee





We're creating joyful moments, brand affinity, and repeatable success across markets. And Indonesia is just the beginning.





I realised the strong need to work with SBF because it's about unity. And I believe that as a Singapore company, we should fly Singapore's flag together with fellow Singaporeans who are doing business in the ASEAN region.



There are endless opportunities. Keep an open mindset, so you can venture into more collaborations and partnerships.





#### **Skills-Empowered**

#### Mobilising Human Capital, Magnifying Workforce Potential

- Through six Career Conversion Programmes, the SBF Business Institute supported the career transitions of >320 professionals.
- >4,200 companies supported through Jobs
   Development Partner (JDP), Mid-Career
   Pathways (MCP) and Career Conversion
   Programmes (CCP).
- >1,700 companies expected to benefit from Jobs-Skills Integrator Programme (JSIT).

>3,000
Participants
upskilled via
260 courses

>700

Companies assisted via MCPP

>3,000

Companies accredited PW Mark





JSIT-WST Launch 5 Aug 2024



SkillsFuture Human Capital Conference 21 Aug 2024



Overseas Markets Immersion Programme
Launch
15 Nov 2024



A lot of changes are happening.

How are we going to stay

competitive? In order to sustain the

business and grow the company,

upskilling is key.

#### **Kilon Koh (Left)**

General Manager of Prince's Landscape

#### Nandhini Suresh (Right)

Learning and Development Manager of Prince's Landscape



#### **Smart-Enabled**

#### SBA

#### **Mobilising Technology Partnerships, Magnifying Business Competitiveness**

- Supported over 50 companies in adopting and implementing the nationwide e-invoicing network – **InvoiceNow**.
- Co-organised a series of cybersecurity workshops with MasterCard and helped 150 companies identify the latest cyberattack trends.
- Partnered Accenture and RSM Stoneforest to organise **CTOaaS** workshops for >160 companies.



Cybersecurity Workshop with MasterCard / RiskRecon 12 Jul 2024



**Sharing of National Business Survey: Smart-Enabled Edition** 26 Sep 2024



**CTOaaS Workshops with Accenture and RSM Stone Forest** 18 & 24 Sep 2024



Digitalisation will help us with productivity, and we can then invest more in growing the business.

**Emre Olcer** Chief Executive Officer of Phoon Huat



#### **503**

**Companies** embarked on **CTOaaS** 

#### >50

Companies adopted **InvoiceNow**  2,000

Companies engaged via 1-1 consultations and workshops

#### **Sustainability-Centric**

## **Mobilising Environmental Actions, Magnifying Sustainability Readiness**

- Launched Singapore Emission Factors Registry (SEFR) comprising >200 localised emission factors
- Launched NetZeroHub.SG, a one-stop Resource
   Portal consisting of information and tools in collaboration with the Sustainability Alliance.
- Launched Queen Bee Enabled Sustainability
   Transition (QUEST) Programme with EY and
   Sectoral Net Zero Transition Programme with
   Bain & Co.



Food manufacturers Companies completed Net Zero on QUEST Transition Programme programme



SME Sectoral Net Zero Transition Programme Pilot with Bain Jul-Aug 2024



Bain & SBF's large-scale survey on SMEs' decarbonisation efforts 3 Oct 2024



Launch of NetZeroHub.SG 4 Oct 2024





It's about looking at the whole process and the bigger picture, then you'll be more efficient. But if you don't change, you will get stuck.

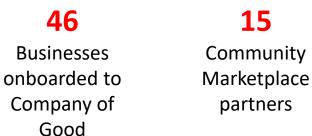
### **Lim Kay Kheng**Sales and Marketing Director of Chee Seng Oil



#### **Socially Impactful**

## **Mobilising Corporate Purpose, Magnifying Social Impact**

- President Tharman, Patron of the SBF Foundation, launched the Community Marketplace at SABS 2024 facilitating connections with 14 community agencies.
- 12,500 migrant workers received care services through **MigrantWell**.
- About 1,300 companies supported by SBF and SBF Foundation's socially impactful programmes.



Corporate Purpose Initiative (CPI) Strategic Donors



Corporate Purpose Roundtable 8 Apr 2024



SBF Foundation's Community
Marketplace Launch by President
Tharman Shanmugaratnam
23 Jul 2024



Youth Connections Run 4 13 Sep 2024



The opportunity to share real-world perspectives with young people at a formative stage in their lives resonated with my personal commitment to nurturing the next generation of leaders.

Hanim Hamzah
Former Leader for
KPMG Law Asia Pacific



#### **Synergistic TACs**

#### SBF

## Mobilising Diverse Capabilities, Magnifying Transformational Growth

- Accelerated digital transformation of TACs with the launch of the TAC Digital Playbook, co-developed with SGTech and PwC Singapore.
- **TAC Knowledge Series** benefitted >130 secretariat staff from 51 TACs.
- 129 TACs engaged through human capital and digitalisation capability development programmes.



TAC Strategy Day Workshops Jan - Jul 2024



TFP 3<sup>rd</sup> Cohort – Capstone Project
Presentation
17 May 2024



**TAC Networking Session**4 Oct 2024



For TACs like SGBC that are mission-driven, we have to evolve and set an example for members to follow suit. We look to keep pushing the envelope while helping our workforce upskill.

**Yvonne Soh**CEO of Singapore Green Building Council



**71** TAC members

**129** 

TACs engaged

TACs onboarded to capability programmes



# YOUR PARTNERS IN PROGRESS.

#### **Value Drivers**

We drive change and support the business community in Singapore through three Value Drivers:

- 1) Policies
- 2) Platforms
- 3) Programmes

#### **Policy Advocacy**

#### SBF

#### **Shaping Solutions through Policies**

- Organised Pre- and Post-Budget engagements with key Ministers and the Singapore Budget Symposium.
- Initiated and completed Alliance for Action (AfA)
   on Business Competitiveness, a private-public
   partnership between MTI and SBF with 27
   recommendations on Manpower, Land and
   Regulations.
- Launched **Future-Ready Businesses** (FRB) **Dialogue Series** on 30 Apr 2024 with SM Teo Chee Hean.



SBF-KPMG Budget 2024 Proposal 8 Jan 2024



Singapore Budget Symposium 8 Mar 2024



Budget Dialogue 20 Mar 2024



ABAC Engagement with WTO 11 Apr 2024



AfA on Business Competitiveness, Manpower Pillar Meeting 24 May 2024



Launch of "Greater Together:
Two Economies, One Ecosystem"
Report
11 Jul 2024

44

Recommendations in SBF-KPMG Budget 2024 Proposal

**16** 

Opinion articles

Recommendations in AfA on Business Competitiveness

#### **Policy Advocacy**

#### SBF

## Alliance for Action (AfA) on Business Competitiveness

55% (15 out of 27) recommendations accepted.

#### Manpower

- Expansion of NTS to include Laos, Cambodia, Bhutan
- Expansion of NTS-OL to include manufacturing operator roles and heavy vehicle drivers
- Remove maximum period of employment

#### Land

- Additional 3 years of lease for greenfield industrial land
- New Flexible Lease Extension Initiative
- Ability to apply for lease renewals ten years before expiry

#### **Regulations**

- Simplified regulatory process for solar PV installations
- Set-up of Pro Enterprise Office

**30** 

TACs & public sector agencies involved

>100

Business leaders engaged **25** 

Engagement sessions

#### AfA on Business Competitiveness Report Launch 1 Nov 2024







#### **Policy Advocacy**



#### **Opinion Editorials, Surveys & Media Engagements**

Raising business concerns through balanced op-eds, insightful surveys, and media engagements.

#### **Budget 2024**

The Straits Times, 28 Feb 2024

Budget 2024: Short on expertise, small local firms face challenges in utilising schemes

Supporting SMEs to stay competitive and build capabilities must remain a national priority to avoid a two-track economy of big innovative firms and a backwater of local firms.

**Kok Ping Soon** 

#### **Foreign Manpower Issues**

The Straits Times, 18 Mar 2024

A fresh approach to foreign manpower needed to tackle longterm challenges

There are some jobs that locals shun and tasks that can't be automated. But companies can't do without them.

Musa Fazal

#### Multilateralism

The Business Times, 19 Jul 2024

#### From fairway to greenway

US-Singapore initiatives drive pivotal clean-economy growth

BT

**Kok Ping Soon** 

Published Wed. Jun 19, 2024 · 05:00 AM

#### **Manpower Issues**

The Straits Times, 22 Aug 2024

More S'pore businesses plan to raise hiring, but a sizeable group remains cautious: SBF poll

#### **Workplace Integration**

The Straits Times, 12 Sep 2024

Integrating foreigners into Singapore should start at the workplace

Workplace integration programmes can strengthen social cohesion and help Singapore stay ahead in the fight for global talent.

Musa Fazal

#### **Digitalisation Risks**

The Straits Times, 04 Oct 2024

SMEs at risk of tech fatigue without critical skills and expertise

The benefits of digitalisation are clear. But security risks and a relentless cycle of upgrades and updates make it challenging for smaller businesses.

Lee Yee Fung

#### **Platforms for Partnerships**

#### SBE

#### **Signature Events for Engagement & Partnership**

- The 2<sup>nd</sup> Singapore Apex Business Summit (SABS®) featured the Future Economy Conference, Singapore Regional Business Forum and Future of Trade Forum.
- The 8<sup>th</sup> **ASEAN Conference** convened >500 government leaders and business executives to explore sustainable growth opportunities in the region.
- Inaugural **Partners' Appreciation Night** thanked our partners for their ongoing support to SBF's mission and vision.



**Singapore Budget Symposium** 

INGAPORE BUDGET SYMPOSIUM

8<sup>th</sup> ASEAN Conference 29 Aug 2024





**Appreciation Dinner for Senior Minister Lee Hsien Loong** 30 Sep 2024



2<sup>nd</sup> Singapore Apex Business Summit 23-25 Jul 2024



**Singapore Business Community Welcome Lunch for PM Wong** 11 Sep 2024



Partners' Appreciation Night 7 Nov 2024

#### >2,000

Participants & 13 partners at **SABS® 2024** 

#### >500

Participants & 14 partners at **ASEAN** Conference

#### \$500,000

Raised at SM Lee's Appreciation Dinner

#### **Platforms for Partnerships**



## Centre for the Future of Trade and Investment (CFOTI)

#### **Regional Vibrant Ecosystem:**

Connects industry practitioners, thought leaders, and government officials.

#### **Advancing Global Trade:**

Supports Singapore businesses in navigating and excelling in international markets.

**Inclusive, Sustainable, Future-Ready**: Promotes trade practices that are inclusive, environmentally sustainable, and prepared for future challenges.



Launch of the CFOTI during Future of Trade Forum at Singapore Apex Business Summit

25 Jul 2024



Trade and Investment Advisory Support



Competency Hub



Trade and Investment
Publications and Forums



Al-enabled Platform

#### **Platforms for Partnerships**



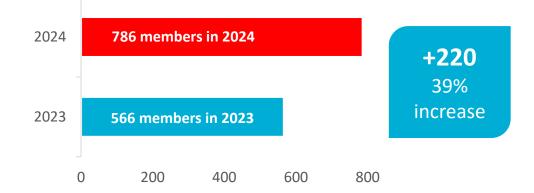
## Singapore Women Entrepreneurs Network (SG-WEN)



SG-WEN celebrated its third anniversary with the launch of **SC X SG-WEN RISE** and the inaugural **SG-WEN Awards** ceremony.



SG-WEN 3rd Anniversary | 24 Sep 2024



#### Young Business Leaders Network (YBLN)



The YBLN Signature **Mentorship Programme** celebrates its fifth anniversary with 47 mentor-mentee pairings and an expanded mentor pool from the Philippines and Brunei.



**YBLN Mentorship Programme** 



#### **New Programmes in 2024**



SCALED INTERNATIONALLY	<ul> <li>Inaugural LATAM Conference</li> <li>Helps Singapore companies deepen trade relations and promote collaborations with Latin America.</li> <li>Joint Partnership with HSBC</li> <li>Supports Singapore companies in their sustainability journey and to grow beyond borders.</li> </ul>
SKILLS-EMPOWERED	<ul> <li>Jobs-Skills Integrator for Wholesale Trade (JSIT-WST)</li> <li>Drives growth and innovation in the Wholesale Trade sector. Build a skilled and adaptable workforce.</li> <li>Overseas Markets Immersion Programme (OMIP)</li> <li>Equips local workforce with experience to drive overseas business expansion.</li> </ul>
SMART-ENABLED	<ul> <li>Digital Project Implementation Support Services</li> <li>Helps businesses to identify and implement customised digital solutions.</li> <li>InvoiceNow</li> <li>Helps businesses utilise InvoiceNow by providing support, resources, and expertise.</li> </ul>
SUSTAINABILITY-CENTRIC	<ul> <li>Sectoral &amp; Queen Bee Decarbonisation programmes</li> <li>Helps large firms get accurate carbon emissions data from SME suppliers for climate reporting.</li> <li>NetZeroHub.SG</li> <li>Equips businesses with tools and resources like SEFR and a resource portal for decarbonisation.</li> </ul>
SOCIALLY IMPACTFUL	<ul> <li>Community Marketplace</li> <li>Connects businesses and community partners for lasting social impact.</li> <li>Employee Volunteering @ SBF</li> <li>Promotes social impact programmes like corporate volunteering to help beneficiaries progress.</li> </ul>
SYNERGISTIC TACS	<ul> <li>TACs Digital Playbook</li> <li>A practical guide for TAC leaders to assess readiness and drive digital impact.</li> <li>SC X SG-WEN RISE Programme</li> </ul>

Empowers women entrepreneurs to scale with support from Standard Chartered.

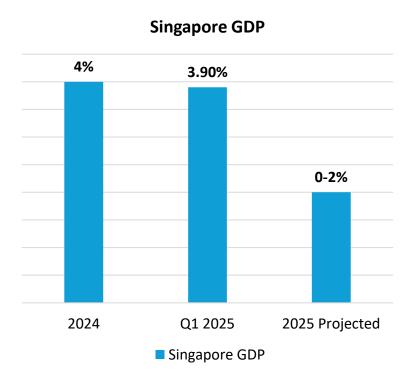


#### **Bracing for Uncertainty**



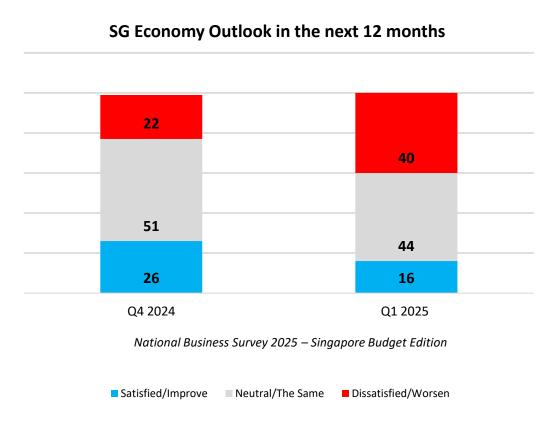
MTI had downgraded Singapore's GDP growth forecast for 2025 from 1%-3% to 0%-2%.

Significant deterioration in Singapore's external demand outlook following the "Liberation Day". Erratic trade policy announcements create uncertainty for businesses.



SBF NBS Survey reflected that business confidence has declined exponentially in Q1 2025.

Share of businesses expecting a weaker economy in the next 12 months doubled—from 22% in Q4 2024 to 40% in Q1 2025.



#### From Turmoil to Transformation





#### **Decode Tariffs**

- Singapore Economic Resilience Taskforce (SERT)
  - Representing businesses' interest on SERT
  - Co-leading Sensemaking
  - Advocating for business support measures on adaptation and financing
- Centre for the Future of Trade and Investment (CFOTI)
  - Industry Seminar
  - Navigating U.S. Tariffs Playbook
  - 1-1 Trade Advisories



#### **Deepen Transformation**

- Future Ready Index
  - Diagnostic, Benchmarking, Interventions
- Enterprise Financing
  - Advisory, Facilitation, Capability Building
- Workforce Transformation
  - Business transformation-led human capital interventions
- Cyber Security
  - Incident Advisory, Cyber Trust Mark Capability



#### **Diversify Markets**

- 19 Business Missions in 2H25
  - Bangalore, Cambodia, Canada, Egypt, Indonesia, Italy, KSA, Malaysia, Mexico, Mongolia, Philippines, South Korea, Taiwan, Thailand, Turkiye, UAE, Vietnam
- New Singapore Enterprise Centres
  - Bangalore, Dubai
- 28 FTAs, >65 Trading Nations
  - Pacific Alliance-Singapore FTA;
     Mercosur-Singapore FTA, ASEAN China Free Trade Area 3.0,
     ASEAN Trade in Goods
     Agreement Upgrade



#### **Defend Multilateralism**

- APEC Biz Advisory Council
  - Paperless Trade, Free Trade Area of the Asia-Pacific, WTO Reform
- ASEAN Biz Advisory Council
  - Digital Trade Connectivity, ASEAN Common Carbon Framework, ASEAN Sustainability Reporting Advocacy Collaborative
- Int'l Chamber of Commerce
  - Representing 45 million businesses in >170 countries
  - De-escalate, Stabilise, Revitalise

#### **Upcoming Events**



#### **ASEAN Conference 2025**

2 - 3 Jul 2025



#### **Career Health Summit**

10 - 11 Jul 2025



#### **IPS-SBF SG60 Conference**

22 - 25 Jul 2025



#### Singapore Regional Business Forum® Bangkok, Thailand 18-19 Aug 2025

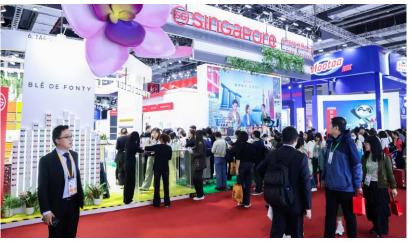


#### **China-ASEAN Expo (CAEXPO)**

17 - 21 Sep 2025



#### **China International Import Expo (CIIE)** 5 - 10 Nov 2025



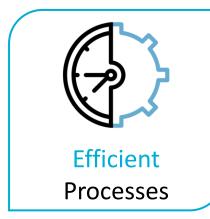


#### **Investing in Capabilities**











#### Governance

Data Protection Trust Mark + Cyber Essential Mark Certification

#### Processes

Commissioned NEXUS – integrated digital platform for membership, events and customer relationship management

#### Finances

Increased membership fees and partnership opportunities

#### Secretariat

Deepen leadership bench; Culture Building Initiatives; Refreshed Office

#### **Refreshed SBF Secretariat**







Thank You

#### **Members**

for your support and participation

#### Council

for your vision and leadership

#### **Secretariat**

for your dedication and service