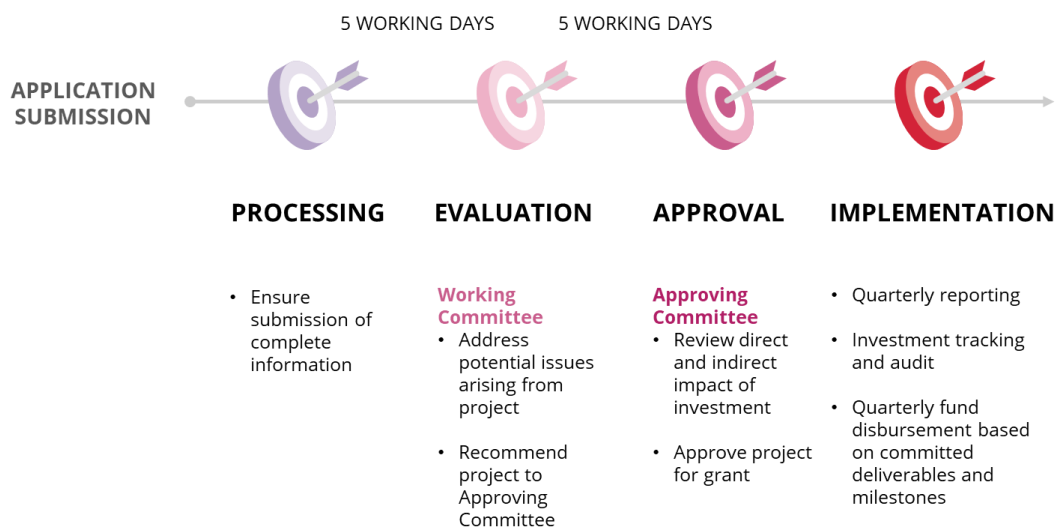


1. Can my company apply for multiple GKL Live Lab grant?
A company can only apply for 1 GKL Live Lab grant per year. Once their Live Lab project is completed, the company may apply for the GKL Live Lab grant for a different project.
2. What is the limit of projects per company?
The Live Lab grant is given to a company's Live Lab. A company may choose to have several smaller projects parked under their live lab or have only 1 project under their live lab.
3. What is the application process for applicants?



4. What is your definition of fresh graduate?
Malaysians who have graduated from universities or completed their course of study/ training and have not started professional work within 1 year from graduation.
5. Can a graduate (graduated in July 2020) who was recently unemployed (retrenched in Mar 2021 with only 3 months' work experience) be considered as a fresh graduate (if I hire him in Aug 2021)?
Yes, as long as the Malaysian graduate has less than 1 year professional work experience.
6. If an employee resigns, and my company hires another, will I still be eligible for the salary support?
Yes, provided the company hires the new employee to replace the vacancy caused by the resignation of the employee. The new hire must be hired for the Live Lab project.
7. Can I find another collaborating partner to replace a collaboration that has failed?
Yes, you will need to inform us of the new collaborating partner. However, no new provision will be given for the replacement. The new collaborating partner can only utilise the remaining RM20,000.

8. If my company outsources the development to a 3rd party developer, is that considered a SME collaboration?

It depends on what is being outsourced. The intention of the collaboration is for the foreign company to co-develop, trial and potentially commercialise the innovation with a local SME so that the local SME will be able to gain knowledge or technology in developing new ideation/innovative solutions.

9. What does the collaboration grant cover?

The collaboration grant covers the collaborating partner's expenses related to researchers cost, publications, allocated manhours, vendor services, and acquisition of equipment, amongst others.

10. If I am approved of 2 collaborations at time of application, but found another 2 more collaborations 5 months later, can I apply for additional grant?

Unfortunately, the company cannot apply for additional grant once the grant is approved and allocated for your project.

11. Can expatriate enjoy the salary support?

The grant does not have salary support for expatriate as the intention of the salary support is to ensure job opportunities for Malaysians.

12. How long will the grant last for?

The approved grant per company's Live Lab is for 12 months.

13. Can I claim for expenses that has been incurred by my collaboration partner?

The company may make a claim incurred for the collaboration under the RM70,000 project grant or RM20,000 collaboration grant for expenses incurred by the company or by their collaboration partner(s) based on the collaboration agreement. The company is then obligated to transfer the grant amount to the collaboration partner. As part of our due diligence, InvestKL may do audit on the companies.

14. What happens if my project is delayed after getting approved of the grant?

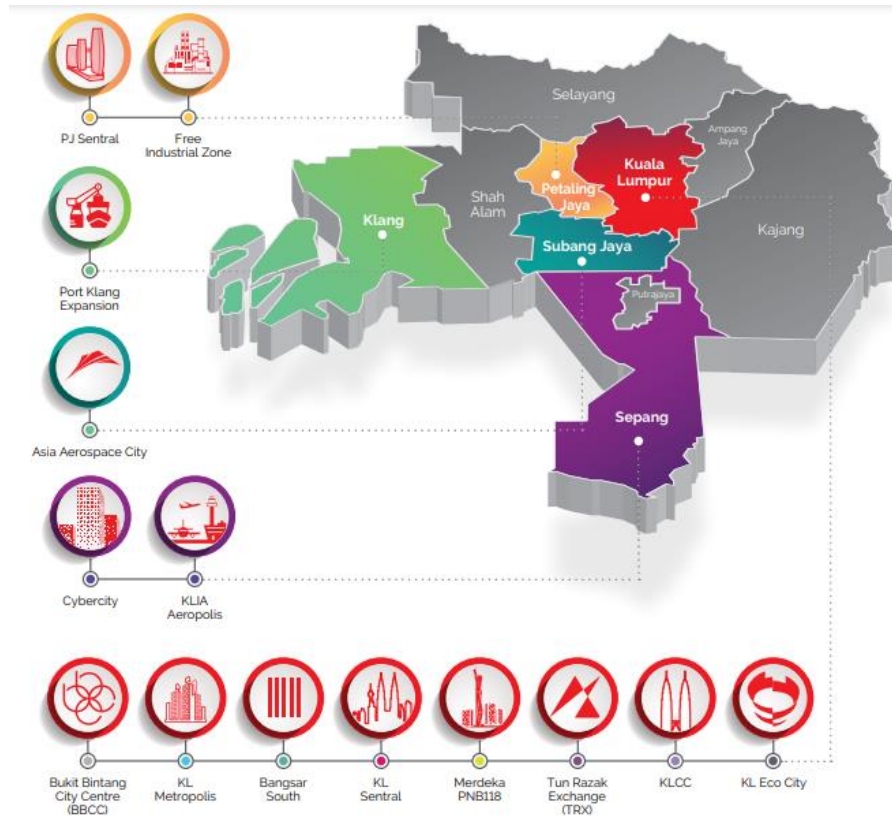
If the delay changes the milestone delivery and completion of the Live lab project, the company should inform InvestKL as soon as possible and apply to change the timeline. The company should provide strong justification to support the request to change the timeline. The Approving Committee will deliberate to approve/reject the extension of time.

15. How does InvestKL conduct the audit? Is the audit restricted to my company or will it also include my collaboration partners, clients and suppliers?

InvestKL has the right to conduct the audit either by hiring a third party or to request the company to provide additional supporting documents. If the audit is to be conducted by a third party, then the cost of the audit will be borne by the company. InvestKL will not use a third party audit unless there is some major unusual pattern/activity.

16. What exactly is Greater KL? Klang Valley, PJ, Selangor? Do you have map?

Greater Kuala Lumpur, also known as the Klang Valley, is defined as the area covered by 10 municipalities, each governed by local authorities. It borders Selangor, Kajang, Sepang, and Klang.



17. Can the POC be performed outside of GKL, but the development team is based in GKL?

Yes.

18. How does the initiative fit with encouraging foreign companies to make KL a sandbox/lab, when more recently foreign talent from these companies cannot work here so easily/get employment pass extensions? Will you facilitate this? Thank you!

Malaysia, as an open trading nation is not spared from the impact of the COVID-19 outbreak on productivity, supply chains and growth plans of many businesses. As the country battles to contain the pandemic, continuous efforts are being rolled out to attract, protect and retain investments. This includes the establishment of a One Stop Centre (OSC) to ease the movement of business travellers by expediting the approval of their entry to do business in Malaysia.

For the purposes of expatriate employment and employment pass renewal for approved positions, employers are required to refer to the Immigration Department of Malaysia's expatriate guidelines that are frequently updated in response to the evolving pandemic situation. InvestKL is able to facilitate foreign talent employment passes in relation to the Live Lab, subject to terms and conditions.

19. My previous experience of Malaysia is of high import tariffs for fully assembled products to incentivise local supply and assembly. Will this programme still apply the same rules, or will there be relaxation of previous import rules?

Malaysia has concluded several regional and bilateral free trade agreements and several more are still under negotiation. One of the key features of free trade agreements is the preferential tariff treatment accorded to member countries.

Regardless, existing Royal Malaysian Customs Department (RMCD) rules apply to the Live Lab programme. However, relaxation may be reviewed on a case-by-case basis if the Live Lab project provides strong and reasonable justifications such that the existing rules cause significant industry-wide impact.

20. Hi there, does the participating foreign company need to have a registered legal entity to qualify for this?

Yes, the foreign company needs to have a locally registered and incorporated legal entity in Malaysia to qualify for the live lab grant program.

21. Is there a minimum Malaysian % ownership of the local company, in order to apply for the GKL grant?

For the purposes of the grant program application, it is eligible only for foreign company with at least 51% foreign ownership. The collaboration grant is eligible for the local SME company through a collaboration with the foreign company. The minimum Malaysia % ownership of a local SME company is 51%.

22. To determine eligibility, would the projects undergo assessments? If so, what are the assessment criteria?

Projects must involve new technology and innovation to create, test and commercialise. Digital technologies or technology enablers such as AI, Robotics, and data analytics should drive your game-changing innovations. Projects are also be evaluated based on elements of economic empowerment, environmental sustainability and social re-engineering. Apart from that, the programme looks favourably at projects that result in Intellectual Property (IP) creation, with the potential of scaling up to regional markets.

23. Who will be sitting as the review/approval committee?

The approval committee is represented by InvestKL's senior management team.

24. How many companies are you accepting under this programme?

There is no limit to the number of companies we accept for the programme, subject to availability of grant.

25. Can you share some examples of qualifying projects? Does my company's investment to ecommerce platform qualify?

The Live Lab program looks favourably at foreign companies experimenting with new ways to solve the most challenging problems in the world today. Investing by way of outrightly allocating money in an ecommerce platform does not qualify.

However, your investment company as the applicant company can qualify if you carry out activities such as the development of the ecommerce platform, create new high-skilled jobs, and collaborate with at least 2 local partners for research and development, or ideation and innovation.

26. You mentioned a 'talent program'. What do you specifically offer in terms of capability building? Under the GKL Live Lab programme, there is a grant of RM1,000 per local fresh graduate for expenses related to the training and development of up to 10 local fresh graduates until end of Year 1.

Apart from that, InvestKL has 2 talent programmes, namely, InvestKL Talent Programme (ITP), and Fit4Work (F4W). ITP is a talent development programme with an ultimate goal to produce future Malaysian global corporate leaders. ITP consists of three uniquely designed leadership identification and development tracks; the Apprentice Programme (for college and university students with clear leadership qualities), the Young Executive Programme (for potential leaders within the first 10 years of graduating), and the Senior Executive Programme (for qualified C-1 and C-2 leaders).

F4W is a talent training programme under the PENJANA initiative to enhance the essential skillsets of young Malaysian graduates required for the Global Services Industry. The programme is organised in selected universities and divided into four (4) cohorts of 100 participants each.

Details of both talent programmes can be found on InvestKL's website at <https://www.investkl.gov.my/initiatives/talent-programmes>.

27. My company is considering two projects, regional IT hub and a healthcare project. Not a test bed per se, as we have some ideas on how it will look like. May we apply? For both, or limited to one? In order for us to advise further, it would be good if you can get in touch with us so that we may be able to get a better understanding of your ideas. Generally, a company may choose to have multiple projects parked under their live lab or have only 1 project under their live lab.
28. As participants are we expected to pay salaries for 10 local talents from day one? Once your application is approved, you are expected to pay a monthly basic salary of at least RM5,000 for 10 local talents, based on your committed deliverables and milestones for local talent hire. You have 12 months from application approval to fulfil the 10 local headcounts. However, in order to fully optimise the salary support, it is advisable to begin hiring as early as possible.
29. With existing market pressure in IT resources, as everyone looks to go digital, is it possible to include a small ratio of foreigners as staff? It is possible to include foreign employee for the project, but they will not be counted as part of the 10 local headcount, and they would not be entitled for the salary support.

30. Does my company need to have a local entity to be eligible for this program? Would we qualify if my Company applies through a JV which we have with local SME? What would be the qualifying criteria in such situation?

It is required for the foreign company to have a locally incorporated legal entity to participate in the GKL Live Lab programme. The JV company should have at least a 51% foreign ownership.

31. I was told by MDEC that once my company apply for MSC, we are NOT allowed to apply for any other grants. Please elaborate.

GKL Live Lab program is a mutually exclusive project-based grant and not company-based incentive. In order to prevent tax cannibalisation and the same activities from being incentivised twice, a company may apply for the GKL Live Lab grant only if the Live Lab activities are not or have not been incentivised by other government incentives. In other words, if the MSC incentive includes the Live Lab activities, then your company will not be eligible for the GKL Live Lab program. We strongly advise you to consult with MDEC on the MSC activities.

32. Can we have our own evaluation method to hire graduates?

Companies are free to evaluate and hire fresh graduate, as long as these graduates have less than 1 year professional work experience.

33. Can you help me understand all the non-financial support that you provide?

Non-fiscal support extended to the Live Lab includes but not limited to business and ecosystem collaboration, talent facilitation, regulatory sandbox, branding and media engagements, and government agency liaison. More information can be found on our website at <https://www.investkl.gov.my/about-investkl/investkl-facilitation>.

34. Can you define collaboration, are these partners within the GKL sphere, external Malaysian partners, or even foreign partners?

The collaboration grant is only applicable for collaborating partners that are Malaysian SMEs or academia institutes. As much as possible, the live lab activities should be carried out within GKL so that InvestKL may facilitate.

35. Are there any tax advantages for the MNCs who participate in this project? E.g. the salaries invested by MNCs who employ the required min. 10 headcount for the project. Thank you

Other than the grants allocated to the projects, no tax breaks are given to the companies who participate in this programme.

36. Noted one of the application requirements is location at KL. Is this location referred to applicant's firm address or project location?

The location requirement refers to the project location. For example, Proof-of-Concept (POC) can be outside of GKL, however, the development team has to be within GKL. As much as possible, the live lab activities should be carried out within GKL so that InvestKL may facilitate.

37. This Grant is not including Clean & Renewable Energy?

The program is open to all sectors including Clean & Renewable Energy, provided that the project is driven by digital technologies or technology enablers for research and development, as well as ideation and innovation.

38. Are the target areas of funding including the agricultural-related sectors?

The program is open to all sectors including agricultural-related sectors, provided that the project is driven by digital technologies or technology enablers for research and development, as well as ideation and innovation.

39. Can you get employee grant for new recruits by your collaboration SME partner?

The salary support given may cover recruits under SME/ other collaboration partner if they are positioned specifically for the Live Lab project.

40. Thanks for the informative slides, may I know where I can download them?

The presentation slides have been emailed to your respective chambers on 5th August 2021. Kindly reach out to your chambers for the slides. You may also reach out to us via the contact details provided in the slides. For more information, please refer to our website at <https://www.investkl.gov.my/initiatives/greater-kuala-lumpur-gkl-live-lab>.