

# Supporting Our Businesses

Overcoming Challenges, Emerging Stronger



**BUDGET**  
**2020**

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## Foreword

The global economy is undergoing a difficult time. Factors like the US-China trade war, Brexit and rising protectionist sentiments globally have contributed to this. The global outbreak of the COVID-19 (Coronavirus Disease 2019) is a current concern.

Singapore businesses are feeling the impact and are understandably concerned. The immediate priority is to help businesses overcome the immediate challenges, while helping them to emerge stronger in the long-term.

In the immediate term, the Government will help businesses cope with the impact of COVID-19 and the supply chain disruptions from other countries' containment measures. The **Stabilisation and Support Package** contains measures to help businesses with their cash flows and tide over the sudden decline in demand. The Package also includes assistance to businesses to retain their workers.

Even as the Government and businesses deal with the immediate challenges, businesses must also prepare to emerge stronger during the recovery. The global economy is undergoing structural changes, with supply chains shifting and technological developments accelerating. New opportunities will come with these shifts. Budget 2020 includes measures to transform our businesses so that they are well positioned to capture future opportunities. These measures will enable stronger partnerships, deepen enterprise capabilities and develop our people. For example, smaller firms poised for growth can tap on the **Enterprise Grow Package** that will provide support for advisory services, technology adoption and market access. More mature firms looking to scale up can tap on the **Enterprise Transform Package**. This package will provide support for advisory services, leadership development, market access, and capability deepening. These build on the Government's efforts over the years to enhance support for businesses. Details of these efforts can be found under the **Deepening Capabilities** segment of this booklet.

With the collective efforts of businesses, industry partners working together with the Government, Singapore can emerge stronger and strengthen our position as a Global-Asia Node of Technology, Innovation, and Enterprise.



## Stabilisation and Support Package

The Government's immediate priority is to help businesses stay viable and help businesses retain their workers. The Government has introduced immediate relief measures to help businesses cope with the COVID-19 situation. Together, businesses, industry partners and Government can overcome these challenges.



### Cashflow

#### Enterprise Financing Scheme - SME Working Capital Loan **Enhanced**

Enhanced support for SMEs to access unsecured working capital loans of up to \$600,000 to meet their financing needs.

#### Tax Measures **New**

Tax measures will also be available to ease businesses' cash flows.

### Employment

#### Adapt and Grow **Enhanced**

Benefit from extended training and salary support duration for redeployment programmes in affected sectors.

#### Jobs Support Scheme **New**

Get one-off support to offset 8% of wages (up to a monthly wage cap of \$3,600 per employee) for three months for local employees.

#### Wage Credit Scheme **Enhanced**

Receive 20% and 15% co-funding for qualifying wage increases in 2019 and 2020 respectively for Singaporean employees earning a gross monthly wage of up to \$5,000.



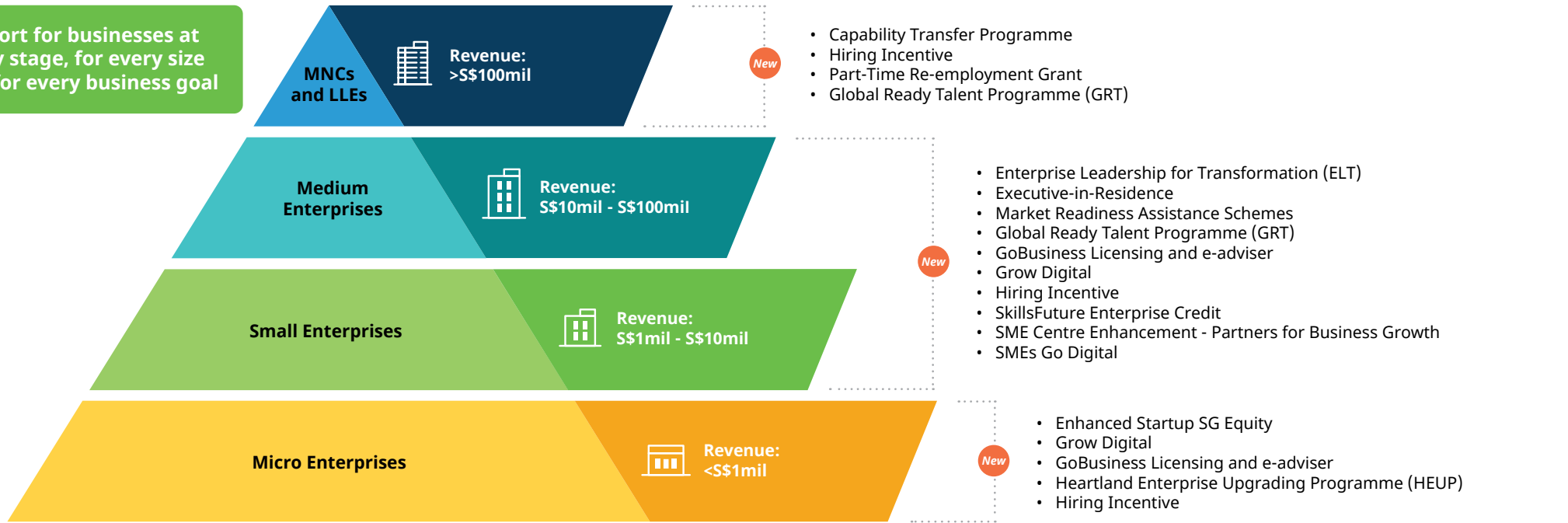
For more information, log on to [www.singaporebudget.gov.sg](http://www.singaporebudget.gov.sg).

# Deepening Capabilities to Capture Opportunities

Even as businesses deal with today's challenges, they also need to position themselves for future opportunities. Businesses can do this by continuing to build capabilities and transform so that they are well-equipped to leverage new opportunities.

The Government will continue to provide support for businesses to do this at every stage, for every size of company and every business goal. Businesses must do their part by thinking through their business plans and goals. Together, we can grow the Singapore enterprise landscape and become stronger.

Support for businesses at every stage, for every size and for every business goal



\*Programmes are designed to address businesses' needs. The mapping above is based on the enterprise segment(s) that the programmes are expected to target, and does not represent eligibility criteria.



# Business Development and Leadership

Build and enhance management and enterprise capabilities to grow the business.



## Enterprise Development Grant (EDG) Enterprise Transform Package

- Scheme supports projects in three key categories - core capabilities, innovation and productivity, and internationalisation.
- Enhanced support of up to 70% to continue until 31 March 2023.

## Enterprise Financing Scheme (EFS)

- Financing support to meet business needs at various stages of growth.
- EFS covers six different areas – working capital, fixed assets, venture debt, trade, projects, and mergers & acquisitions.
- Stronger support for young businesses.

*For enhancements to the SME Working Capital Loan, please see pg 3.*

## Enterprise Leadership for Transformation (ELT) New Enterprise Transform Package

- Supports business leaders of promising SMEs in achieving the next bound of growth, through structured modular training in business growth capabilities and business coaching in developing a business growth plan.
- Offers access to an alumni network for peer learning and collaboration.
- The ELT will be delivered by a network of partners including Institutes of Higher Learning (IHLs), financial institutions, and industry experts.

## Executive-in-Residence New

Support for trade associations and business chambers to engage experienced professionals with relevant expertise, and to match them to businesses to assist in transformation, capability building, and internationalisation efforts.

## GoBusiness e-adviser for Government Assistance New Enterprise Grow Package

Businesses can get customised guidance on government assistance. The e-adviser will recommend the most relevant government assistance to businesses via a guided set of questions on business needs.

The e-adviser will be launched later in 2020.

## GoBusiness Licensing Enhanced Enterprise Grow Package

Businesses can look forward to simpler, faster and better processes when transacting with the Government through the GoBusiness Licensing portal. The portal currently provides new businesses in the food services sector with a guided, streamlined journey for licensing applications. The portal will be expanded later in 2020 to cover other key transactions by businesses with the Government.

## Heartland Enterprise Upgrading Programme (HEUP) New

An integrated support package for selected Merchants' Associations to implement holistic precinct rejuvenation plans, through infrastructural improvements, place-making activities, capability upgrading projects, and training for businesses and workers.

## SkillsFuture Enterprise Credit

Please refer to full description on pg 11.

## SkillsFuture Leadership Development Initiative (SkillsFuture LDI)

Businesses can leverage on SkillsFuture LDI to develop and/or enhance their in-house leadership development programmes (for example overseas assignments and cross-functional rotations) to expand their pipeline of Singaporean talent.

## SME Centre Enhancement - Partners for Business Growth Enhanced Enterprise Grow Package

- Pilot initiative for businesses that demonstrate ability to accelerate growth and are keen to transform their business in areas such as digitalisation, talent development and internationalisation.
- SME Centres will partner these businesses to jointly develop business plans and support implementation efforts.

## Support for Job Redesign under Productivity Solutions Grant (PSG) Next Bound of SkillsFuture

Please refer to full description on pg 16.

## PACT Programme

Please refer to full description on pg 14.

**Legend** ● MNCs and LLEs ● Small and Medium Enterprises ● Micro Enterprises

\*Key initiatives are designed to address businesses' needs and businesses of any size can tap on any initiative where eligible.

# Internationalisation

Venture overseas and seize opportunities from regional and global markets.



## Double Tax Deduction for Internationalisation (DTDi)

**Enhanced**

Businesses can apply for tax deductions on eligible expenses incurred to support businesses' overseas expansion activities. The DTDi will be extended to 31 December 2025. Beginning 1 April 2020, the scope of the scheme will also be expanded to include:

- Support for third-party consultancy costs relating to new overseas business development to identify suitable talent and build up business networks.
- Expansion of scope to cover expenses for overseas business missions.

## Enterprise Development Grant (EDG)

**Enterprise Transform Package**

Please refer to full description on pg 7.

## Enterprise Singapore Overseas Centres

Businesses can tap on the support of Enterprise Singapore's in-market presence at over 35 international locations to generate new business leads, find business partners and acquire new technologies and capabilities.

## Global Innovation Alliance (GIA)

Businesses can gain access to overseas partners for co-innovation and market expansion.

## GlobalConnect@SBF

**New**

Provides market advisory services and in-market business connections to Singapore businesses looking to expand or deepen their presence in key Southeast Asian and emerging markets.

## Global Ready Talent Programme (GRT)

**Enhanced**

Supports Singapore businesses to train and deepen in-market knowledge of their Singaporean employees, and supports students of local IHLs to go on internships.

GRT has been enhanced to encourage more students to go abroad for overseas internships and attachments, deepening the talent pool for businesses.

## Grow Digital

**New**

**Enterprise Grow Package**

Businesses can get a headstart in going global. Get support to leverage digital platforms and channels for access to a larger pool of consumers overseas, and to test new markets. Businesses will also receive training and support to enhance their e-commerce capabilities.

## Market Readiness Assistance (MRA)

**Enhanced Enterprise Grow Package**

Businesses can look forward to in-depth FTA consultancy and support for overseas business development. To support more local businesses to go overseas, the grant will be enhanced:

- Grant cap will be increased from S\$20,000 per year, to S\$100,000 per new market over three years.
- 70% support level will be extended by three years to 31 March 2023.

## PACT Programme

Please refer to full description on pg 14.

## SkillsFuture Enterprise Credit

**New**

Please refer to full description on pg 11.



**Legend** ● MNCs and LLEs

● Small and Medium Enterprises

● Micro Enterprises

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# Jobs and Skills

Support workers in their skills training so that they remain relevant with the changing needs of the industry.



## Capability Transfer Programme

Provides funding support for businesses to bring in foreign specialists to transfer new capabilities to local workers, or to send local workers for training overseas to acquire new capabilities.

## Career Support Programme

Salary support programme to encourage employers to hire Singaporean PMETs who are unemployed and actively looking for jobs for 6 months or more, or workers aged 40 and above who have been made redundant.

## Career Trial

Allows employers to assess jobseekers' job fit through a short-term trial before offering employment.

## Enterprise Portal for Jobs & Skills

Businesses can explore information and resources on relevant jobs and skills initiatives under SkillsFuture Singapore and Workforce Singapore via this one-stop portal to support their training and human capital development needs.

## Hiring Incentive

**New** SkillsFuture Mid-Career Support Package

Support for employers who hire local mid-career workers aged 40 and above through reskilling programmes\*.

*\*Reskilling programmes eligible for the hiring incentive are the PCPs, PnT programmes for rank-and-file workers, and career transition programmes by CET centres.*

## Lean Enterprise Development Scheme

Provides grants and transitional foreign manpower support to businesses undertaking transformation projects to become more manpower-lean.

## National Centre of Excellence for Workplace Learning (NACE)

**Enhanced** Next Bound of SkillsFuture

Businesses can tap on this to build their in-house training system and workplace learning capabilities, as well as certify workplace trainers using best-in-class training practices through customised solutions.

## Open Door Programme

Supports employers to hire and retain persons with disabilities through job redesign, training and placement services.

## P-Max

Helps SMEs to better recruit, manage and retain newly-hired PMETs through funding support and workshops on progressive human resource practices.

## Part-Time Re-employment Grant

**New** Senior Worker Support Package

Support businesses that voluntarily commit to providing part time re-employment to all eligible senior workers that request for it.

## Professional Conversion Programmes (PCPs), Place-and-Train Programmes for Rank-and-File Workers, Career Transition Programmes by Continuing Education and Training (CET) Centres

**Enhanced** SkillsFuture Mid-Career Support Package

Receive course fee funding and/or salary support for employers to hire and reskill local jobseekers.

Enhanced wage support levels for mature jobseekers at up to 90% under Place-and-Train programmes.

## Senior Worker Early Adopter Grant

**New** Senior Worker Support Package

Support businesses in raising their company-level retirement and re-employment age above the minimum statutory requirements.

## SkillsFuture Enterprise Credit

**New** Next Bound of SkillsFuture

Additional support for employers investing in workforce and enterprise transformation.

Up to \$10,000 credit per firm to cover up to 90% out-of-pocket expenses for workforce and/or enterprise transformation.

## Support for Job Redesign under Productivity Solutions Grant (PSG)

**Next Bound of SkillsFuture**

Please refer to full description on pg 16.

**Legend** ● MNCs and LLEs ● Small and Medium Enterprises ● Micro Enterprises

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## Skills Framework

Businesses can use the Skills Framework to design their human resource strategy and talent development plans. Each framework provides key information on the sector, career pathways, job roles, existing and emerging skills required, and suggested training programmes.

## SkillsFuture JumpStart! Workshop

Businesses can learn about the available jobs and skills resources and grants through this specially curated workshop.

## SkillsFuture Series

Businesses can use these short, industry-relevant programmes to train employees in emerging and priority areas, namely data analytics, finance, tech-enabled services, digital media, cybersecurity, entrepreneurship, advanced manufacturing and urban solutions.

## SkillsFuture Work-Study Programmes

**Enhanced** **Next Bound of SkillsFuture**

Businesses can groom and hire fresh talent through Work-Study Programmes from the Certificate to Post-Graduate levels, businesses will jointly design and deliver with Institutes of Higher Learning (IHLs) and appointed private providers.

## TechSkills Accelerator (TeSA)

**Enhanced**

Supports both current information and communications technology (ICT) professionals and non-ICT professionals to upgrade and acquire new skills and domain knowledge that are in demand, and to stay competitive and meet the challenges of a fast-moving digital landscape.

TeSA's Company-Led Training Programme will be enhanced, to provide more support for businesses looking to hire and train mature PMETs aged 40 and above.

## Innovation

Create new products and services or enhance work processes through technology and collaboration.

## A\*STAR Collaborative Commerce Marketplace (ACCM)

An online platform that enables businesses to network, form relationships, and foster collaborations among local companies and large multinational companies.

## Centres of Innovation (COIs)

Support businesses in the development and testing of new technology products, through provision of facilities, consultancy, training, and technical services in specific sectors.

## Digital Services Lab

Businesses partner with IMDA, tech providers and research institutions to co-develop digital solutions to address sector-wide challenges.

## Enterprise Development Grant (EDG)

**Enterprise Transform Package**

Please refer to full description on pg 7.

## Headstart Program

Improves SMEs' access to intellectual property (IP) by providing royalty-free and exclusive licences for up to 36 months, for IP co-developed with A\*STAR.



**Legend** ● MNCs and LLEs ● Small and Medium Enterprises ● Micro Enterprises

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## Innovation Advisors Programme

Businesses can be guided by innovation mentors who will advise them in the development of innovation strategies, new products and solutions to address market needs, and connect businesses to technology and business partners.

*\*Formerly known as Innovation Agents Programme*

## Intellectual Property (IP) Schemes

Businesses can access subsidised programmes including IP audit, IP strategy advisory, IP analytics and business/ legal clinics to accelerate translation of technologies, brands and IP to the market.



## Intellectual Property Intermediary (IPI)

Online marketplace and consultancy for businesses to connect with providers of suitable technology IP for business needs.

## Open Innovation Platform (OIP)

Businesses can get matched to problem-owners or solution providers to collaborate and address business needs through digital solutions.

## Operation and Technology Roadmap (OTR)

Development of technology roadmaps to map out priorities that are aligned to businesses' strategies and developmental plans. Consortium OTR (COTR) is also available to cater to the needs of a group of companies.

## PACT Programme

Collaborate with other businesses to build capabilities, innovate and pursue new business opportunities in local and overseas markets. Funds up to 70% of qualifying activities.

## Singapore Institute of Food and Biotechnology Innovation (SIFBI)

The new institute will strengthen Singapore's R&D capabilities and support our food and biotechnology innovation ecosystem.

*The institute will officially open in April 2020.*

## Startup SG

Access a wide range of support for startups and entrepreneurs, including:

### Startup SG Founder

Provides mentorship and startup capital grant to first-time entrepreneurs with innovative business ideas.

### Startup SG Tech

Provides funding for startups to carry out Proof-of-Concept and Proof-of-Value trials for innovative technologies.

### Startup SG Equity Enhanced

To catalyse private sector investments into local-based deep-tech startups with strong IP and global potential

### Startup SG Infrastructure

Provides physical spaces (e.g. LaunchPad @one-north) for startups to grow, experiment and flourish.

### Startup SG Talent

Supports startups' talent needs.

## Tech Access

Businesses can access a comprehensive suite of A\*STAR's advanced manufacturing equipment and biotech/ biomedical scientific services, under the guidance of technical experts.

## Technology for Enterprise Capability Upgrading (T-Up) Programme

Businesses can get access to talent from A\*STAR's Research Institutes and build in-house R&D capabilities.



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# Digitalisation

Build stronger digital capabilities to seize growth opportunities in the digital economy.



## Automation Support Package (ASP)



Businesses can tap on grant, tax and loan support to defray the cost of deployment of large-scale automation solutions, supported until 31 March 2021.

## Productivity Solutions Grant (PSG) Enhanced Enterprise Grow Package



Businesses can access a wider range of pre-scoped solutions, including IT solutions and equipment, as well as consultancy services. Within consultancy, job redesign will be supported for a start. Businesses will be able to achieve productivity gains, and offer more enriching jobs with better wages for workers.

## SkillsFuture for Digital Workplace



Helps businesses build digital confidence in staff and equip them with the basic digital skills required for the workplace over a two-day course.

## SMEs Go Digital Programme



Businesses can tap on support available under SMEs Go Digital, a whole-of-government programme that helps businesses develop digital capabilities.

## Start Digital Enterprise Grow Package

Businesses can take up a Start Digital Pack that provides simple Accounting, HR Management System & Payroll, Digital Marketing, Digital Transactions and Cybersecurity solutions. Businesses can get a waiver of six months subscription fee for any two solutions with a minimum 18-months contract agreement.

## SMEs Go Digital expands to more sectors Enterprise Grow Package

Businesses can use Industry Digital Plans (IDPs) as a step-by-step guide on sector-specific digital solutions to adopt at each stage of business growth. IDPs for more sectors are progressively being developed.

Businesses can adopt a wide range of pre-approved SME-friendly generic or sector-specific digital solutions, which include AI, cybersecurity and cloud solutions, with funding support from the Productivity Solutions Grant (PSG).

## Grow Digital New

Businesses can get a headstart in going global. Get support to leverage digital platforms and channels for access to a larger pool of consumers overseas, and to test new markets. Businesses will also receive training and support to enhance their e-commerce capabilities.



**Legend** ● MNCs and LLEs ● Small and Medium Enterprises ● Micro Enterprises

*\*Key initiatives are designed to address businesses' needs and businesses of any size can tap on any initiative where eligible.*

## SME Centres

Businesses that wish to enhance their capabilities or embark on transformation plans may approach the SME Centres below for assistance.

### SME Centre@SCCCI

Trade Association Hub  
9, Jurong Town Hall Road  
#03-18, Singapore 609431  
Tel: +65 6337 8381  
Email: enquiry@smecentre-sccci.sg

### SME Centre@SMCCI

15, Jalan Pinang  
Singapore 199147  
Tel: +65 6293 3822  
Fax: +65 6293 3905  
Email: gadvisory@smecentre-smcci.sg

### SME Centre@SICCI

SICCI Building  
31, Stanley Street  
Singapore 068740  
Tel: +65 6508 0147  
Fax: +65 6223 1707  
Email: sme@smecentre-sicci.sg

### SME Centre@ASME

167, Jalan Bukit Merah  
#03-13, Tower 4, Singapore 150167  
Tel: +65 6513 0388  
Fax: +65 6513 0399  
Email: enquiries@smecentre-asme.sg

### SME Centre@SMF

SMF House  
2985, Jalan Bukit Merah  
Singapore 159457  
Tel: +65 6826 3020  
Fax: +65 6826 3021  
Email: query@smecentre-smf.sg

### SME Centre@Central

HDB Hub BizThree  
490, Lorong 6 Toa Payoh  
#07-11, Singapore 310490  
Tel: +65 6715 7580  
Email: central@smecentre-sccci.sg

### SME Centre@Little India

Little India Arcade  
48 Serangoon Road  
#01-22, Singapore 217959  
Tel: +65 6508 0149  
Email: littleindia@smecentre-sicci.sg

### SME Centre@NorthEast

Our Tampines Hub  
51 Tampines Ave 4  
#04-31, Singapore 529684  
Tel: +65 6513 0388  
Fax: +65 6513 0399  
Email: enquiries@smecentre-asme.sg

### SME Centre@NorthWest

Woodlands Civic Centre  
900, South Woodlands Drive  
#06-01, Singapore 730900  
Tel: +65 6826 3020  
Fax: +65 6826 3021  
Email: northwestern@smecentre-smf.sg

### SME Centre@SouthEast

1, Engku Aman Turn  
#03-02, Wisma Geylang Serai  
Singapore 408528  
Tel: +65 6513 0388  
Fax: +65 6513 0399  
Email: enquiries@smecentre-asme.sg

### SME Centre@SouthWest

The JTC Summit  
8, Jurong Town Hall Road  
#26-06, Singapore 609434  
Tel: +65 6316 1616  
Fax: +65 6316 7250  
Email: southwest@smecentre-smf.sg

## Centres of Innovation

Centres of Innovation (COIs) were set up in Institutes of Higher Learning (IHLs) and public research institutes (RIs) to enhance SMEs' technology innovation. They provide facilities, consultancy, training, and technical services for SMEs to develop and test technology projects in specific sectors.

### Aquaculture Innovation Centre

Temasek Polytechnic  
Dr Lee Chee Wee  
Tel: 6780 6400  
Email: leecw@tp.edu.sg

Dr Diana Chan Pek Sian

Tel: 6780 5383  
Email: peksian@tp.edu.sg

Ms Susila Krishnasamy

Tel: 6780 4002  
Email: krishnas@tp.edu.sg

### Centre of Innovation for Complementary Health Products

Temasek Polytechnic  
Ms Sukhpreet Kaur  
Tel: 6780 4280  
Email: coi-chp@tp.edu.sg

### Centre of Innovation for Electronics and IoT

Nanyang Polytechnic  
Mr John Fung  
Tel: 6550 0978  
Email: john\_fung@nyp.edu.sg

### Centre of Innovation for Supply Chain Management

Republic Polytechnic  
Mr Edmund Chan  
Tel: 9232 0228  
Email: coi-scm@rp.edu.sg

### EcoLabs Centre of Innovation for Energy

Nanyang Technological University, Singapore and Sustainable Energy Association of Singapore  
Mr Mahesh Kumar  
Tel: 6904 1120  
Email: mahesh.kumar@ntu.edu.sg

### Environmental and Water Technology Centre of Innovation

Ngee Ann Polytechnic  
Ms Ida Kwan  
Tel: 6460 8168  
Email: ida\_kwan@np.edu.sg

### Food Innovation Resource Centre

Singapore Polytechnic  
Mr Zen Tan  
Tel: 6870 4619  
Email: zen\_tan@sp.edu.sg

### Marine and Offshore Technology Centre of Innovation

Ngee Ann Polytechnic  
Mr Ang Yee Kiang  
Tel: 6460 8594  
Email: angeeykiang@np.edu.sg

### Materials Centre of Innovation

Institute of Materials Research and Engineering, A\*STAR  
Dr Leong Yew Wei  
Tel: 6874 3326  
Email: leongyw@imre.a-star.edu.sg

### Precision Engineering Centre of Innovation

Singapore Institute of Manufacturing Technology, A\*STAR  
Mr Peter Shi  
Tel: 6590 3152  
Email: zfshi@simtech.a-star.edu.sg



For more information, please contact **MTI at [mti\\_email@mti.gov.sg](mailto:mti_email@mti.gov.sg) /**  
Enterprise Infoline at **[enquiry@enterprisesg.gov.sg](mailto:enquiry@enterprisesg.gov.sg)**  
or refer to **[www.smeportal.sg](http://www.smeportal.sg)**.