

CNS2140

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Mahathir-Banks '''

BANGI, Jan 7 (Bernama) -- Prime Minister (Datuk Seri Dr Mahathir Mohamad) today told banks to be more adventurous and step up their efforts to help new enterprises get off the ground.

He said emerging small and medium size enterprises should be given the opportunity to start up and to grow.

+They represent vital links in the economic backbone of the country,+ he said when launching a training programme on +Project Appraisal and Risk Analysis Management+ for bankers at the Petronas Management Training Institute here.

Sixty-two managers from 49 organisations, including from several Asean countries, are attending the three-week programme organised by the Harvard Club of Malaysia, Harvard Institute of International Development (HIID) and Institut Bank-Bank Malaysia.

Datuk Seri Dr Mahathir said bankers should always be prepared to +go the extra mile+ to achieve an amiably and mutually beneficial solution to projects placed before them.

Foreclosure or bankruptcy proceedings, like a war, he said, could never be the best solution for both parties, and could at times be even destructive to the economy as a whole. -- more

▼07/01/13-05MST

CNS2148

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Mahathir-Banks 2 Bangi '''

The Prime Minister said if bankers were to have their own way, nothing new would enter the business scene and the economy would stagnate or even regress because bankers were conservative people although they usually described their attitude as prudent.

As he put it: +They tend to be wary and unsupportive of new things+.

Datuk Seri Dr Mahathir said there was a need for the bankers to be more adventurous and to provide a venture capital for selected projects.

He urged the banking community to constantly upgrade its appraisal skills and management techniques in loan rehabilitation and in the management of corporate turnaround in particular.

The successful turnaround of stalled projects would help conserve the nation's scarce pool of entrepreneurs, restore productive capacity and in the final analysis help economic growth.

He said efforts should also be directed at promoting new industries, particularly those with innovative and new ideas. -- more

▼07/01/13-24MST

CNS2151

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Mahathir-Banks 3 Bangi '''

The Prime Minister said, in business, success could not always be attained simply by repeating what had been done successfully.

Economies of nations would stagnate if there were no new ideas or approaches to business and products, he said.

He said the skills in the selection of projects must be developed by every bank and they must keep close watch on the performance of the ones they finance.

The government he said, had set aside \$250 million under the New Entrepreneurs Fund to provide low-cost financing opportunities to the new breed of indigenous entrepreneurs.

However, as at the end of November, 1990, only \$21 million had been approved under the scheme to finance 127 new projects, he added. -- More

♥07/01/13-44MST

CNS2155

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Mahathir-Banks 4 Bangi '''

Datuk Seri Dr Mahathir said with the present economic upswing, there should be no shortage of fertile ground for new ventures.

+What is needed are bankers who have the foresight and vision as well as the skills to take the risk and nurture budding entrepreneurs from the cradle,+ he added.

The Prime Minister said the slow utilisation of the fund reflects a shortage of this new breed of bankers rather than the lack of budding entrepreneurs.

+Lest it be thought that a sure recipe for success depends solely on professional skills and technical competence, I should emphasise that these are but necessary ingredients and on their own, there were not sufficient,+ he said.

He stressed the need for honesty and integrity in Malaysian bankers.

+The fruit of our labours to sustaining economic growth in the past three decades would come to naught if there is a widespread absence of these fine human qualities in our bankers, businessmen and the people as a whole,+ he said. -- More

♥07/01/13-57MST

CNS2163

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Mahathir-Banks 5 Bangi '''

The Prime Minister said managers of financial institutions in particular, as mobilisers and custodians of public savings and the channel to provide the oil for the wheels of the nation's economy, were expected to display the highest integrity and sense of honesty in their endeavours.

Datuk Seri Dr Mahathir said that morals were an integral part of business.

+It should not be accepted that honesty is essentially a moral choice, and morals and business do not mix,+ he said.

He said that those who engage in fair dealing would prosper.

Ultimately, he said, the caring society which the government was trying to foster was one where businessmen and entrepreneurs choose virtue and honesty, because + we want to believe in ourselves and want others to respect and believe in us+.-- Bernama

♥07/01/14-07MST