

Malaysia Social Procurement Country Report 2024

In partnership with





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About the Malaysia Impact Alliance (MYImpact) and Yunus Social Business (YSB)



We are an independent, non-profit organisation aiming to contribute to the growth and development of the impact investing ecosystem in Malaysia.

MYImpact is a national partner of the Global Steering Group for Impact Investment (GSG Impact).

Vision - towards an impact economy with investors and entrepreneurs aligned to contribute to positive socio-economic & environmental outcomes.

Mission - To catalyse Malaysia's impact economy, driving insightful awareness and practical action for system change.



We believe in the power of the business sector to address poverty and the climate crisis.

Co-founded and chaired by Nobel Peace Prize laureate Professor Muhammad Yunus, Yunus Social Business develops market-based solutions for social and environmental challenges.

Through Yunus Funds, we finance and scale social businesses, while Yunus Corporate Innovation transforms leading corporations to contribute towards collective prosperity.

Report Overview

This country report explores the evolving landscape of social procurement in Malaysia, focusing on how impact-driven businesses, including social enterprises, engage with corporate clients and the challenges they face in supplying their products and services. Social procurement, which leverages purchasing power to generate both social and environmental benefits alongside economic value, has gained increasing attention globally in recent years. Recognising the need for greater market understanding, the Malaysia Impact Alliance (MYImpact) and Yunus Social Business (YSB) initiated this project to provide visibility for impact-driven businesses seeking corporate buyers and to analyse their needs in supplying to corporations.

The report is structured to provide an overview of social procurement in Malaysia, beginning with the development of the impact-driven business ecosystem and the current landscape of social procurement in the country. It then presents key findings from our survey and interview with impact-driven business owners, offering insights into both opportunities and challenges within the sector. By employing a mixed-methods research approach—combining qualitative insights from business owners, alongside quantitative data from market surveys—this study ensures a well-rounded analysis of the current state of social procurement in Malaysia. - (See [Appendix 2](#) for the research methodology and limitations of this report.)

The key findings of this study highlight that most impact-driven businesses in Malaysia operate on a small scale, facing significant barriers in accessing financing and meeting the operational standards required by corporate buyers. Limited resources, capacity constraints, and lack of long-term visibility and commitment from corporate clients often hinder their ability to secure sustainable corporate partnerships. However, despite these challenges, there are compelling success stories where strategic collaborations with large companies have enabled impact-driven businesses to scale their operations, and maximise their social and environmental impact. These success cases demonstrate the potential of social procurement in fostering sustainable business growth while driving positive societal change.

Finally, the report suggests recommendations to enhance social procurement in Malaysia. These include conducting market research and matchmaking events to connect impact-driven businesses with corporate buyers, facilitating stronger B2B partnerships, a capacity-building programme to support impact-driven businesses in enhancing their B2B sales capabilities by providing expert insights and peer advice on positioning themselves as preferred suppliers and engaging effectively with corporate clients.





The **Evolving
Landscape** of
Social
Procurement
in Malaysia

Introduction to Social Procurement

Social procurement refers to the practice of using an organisation's purchasing power to generate positive social and environmental outcomes in addition to acquiring goods and services. This approach integrates social value considerations—such as job creation for disadvantaged groups, sustainability, and community development—into procurement policies and supply chain decisions.

Recent data from the World Economic Forum underscores the growing significance of social procurement in enhancing supply chain resilience and promoting sustainable development. Between January 2023 and October 2024, social issues—including strikes, protests, and labor disputes—accounted for 19% of global supply chain disruptions, surpassing environmental incidents, which stood at 13%. This trend highlights the critical need for businesses to address social factors within their supply chains to mitigate operational risks.¹

In response to these challenges, the World Economic Forum's "State of Social Procurement 2025" report emphasizes the strategic importance of sourcing from social enterprises. The report reveals that while FTSE 100 companies allocate an average of \$12 million to corporate social responsibility initiatives, their procurement

¹ [New data highlights global momentum for social innovation and its role in sustainable development](#)

² [State of Social Procurement 2025, World Economic Forum](#)

³ [New data highlights global momentum for social innovation and its role in sustainable development](#)

⁴ [The State of Social Enterprise, World Economic Forum Global Data](#)

spending averages \$5 billion. Redirecting even a fraction of this expenditure toward social enterprises can significantly enhance social impact and supply chain resilience.²

To further this agenda, the Rise Ahead Pledge, launched by the Global Alliance for Social Entrepreneurship, has garnered commitments from 25 organisations to collectively invest over \$277 million in social innovation. Of this, \$95 million is dedicated to social procurement, underscoring a concerted effort to integrate social enterprises into corporate supply chains.³

These developments reflect a broader global movement toward adopting social procurement as a means to foster inclusive economic growth, enhance supply chain robustness, and address pressing social challenges.



We define an **impact-driven business** and **social enterprises** as a company whose main objective is to address a social or environmental problem rather than maximising profit for shareholders, based on Prof. Muhammad Yunus' definition, who is one of the pioneers in building and promoting the model of social businesses around the world. Today, according to the World Economic Forum, there are around **10 million social enterprises** globally, united by the principle of putting purpose before profit.⁴



Source: Earth Heir

Current Landscape of Impact-Driven Business Ecosystem and Social Procurement In Malaysia

Environment and Context

The history of impact-driven business and social entrepreneurship in Malaysia reflects a gradual evolution, shaped by both government initiatives and global trends. Since 2015, Malaysia has progressively developed its social enterprise (SE) sector. The launch of the Malaysian Social Enterprise Blueprint 2015-2018 established a strategic roadmap to foster a self-sustaining, equitable, and people-centric social enterprise ecosystem. In 2019, the Malaysian Global Innovation and Creativity Centre (MaGIC) introduced the Social Enterprise Accreditation (SE.A) guidelines to recognise legitimate social enterprises and facilitate their access to greater support and opportunities.

Building on these efforts, [the Malaysia Social Entrepreneurship Blueprint 2030 \(SEMy2030\)](#) was launched in 2022, focusing on developing an effective regulatory and governance framework to ensure responsible and accountable operations of social enterprises, thereby building public and private sector confidence. To achieve the target of 5,000 social enterprises by 2030, a new entry-level accreditation, 'Aspiring SE,' was introduced in 2024, marking a new era in the accreditation process. Based on the data shared by the Ministry of Entrepreneur and Cooperatives Development (MECD), Malaysia has a total number of 463 registered social enterprises to date.

Social Procurement in Malaysia

Social Procurement in Malaysia is relatively nascent and it is gaining momentum as private companies and the government become more aware of the potential impact on sustainable development and social good. In 2020, MaGIC launched the #BuyForImpact campaign to promote socially conscious purchasing behaviors among consumers and businesses. This initiative aimed to raise awareness about the positive societal and environmental impacts of supporting impact-driven businesses and social enterprises, and to integrate these enterprises into mainstream markets.

The success and increased visibility of impact-driven businesses and social enterprises through the #BuyForImpact campaign underscored the potential of social procurement as a tool for societal betterment. Recognising this, the Malaysian government initiated the Program Perolehan Impak Sosial Kerajaan (PPISK), or the Government Social Impact Procurement Programme, in 2021. The pilot testing of the [Government Social Impact Procurement Programme \(PPISK\)](#) marked a turning point in the sector, dedicating budget allocations to encourage public sector procurement from impact-driven businesses and social enterprises. Additionally, it also recognised the importance of the integration of impact-driven businesses and social enterprises in both private and public supply chains in the Malaysia Social Entrepreneurship Blueprint 2030 (SEMy2030).

Several key initiatives are planned for 2025 and beyond to drive the social procurement movement in Malaysia. A key focus is increasing stakeholder awareness through this report, which provides market insights and highlights key challenges. Additionally, MYImpact and its' partners will host hybrid and in-person matchmaking sessions to connect impact-driven businesses with corporate buyers. To further support these businesses, a capacity-building program will equip them with expert insights and peer guidance to strengthen their B2B sales strategies, position themselves as preferred suppliers, and engage effectively with corporate clients.



Malaysia
Social
Procurement
**Market
Analysis**

Market Analysis Overview

The market analysis on social procurement in Malaysia, conducted in collaboration with Yunus Social Business, identified 75 impact-driven businesses across various sectors from a pool of 128 respondents. The selected businesses are an impact organisation that has clear social and/or environmental impact, a sustainable business model, and they are currently selling or want to sell to companies.

This study aimed to examine the characteristics, needs, and challenges faced by these businesses in navigating corporate procurement processes. The primary goal was to develop a deeper market understanding of social procurement in Malaysia by achieving two key objectives:

1. **Enhancing Visibility:** Identifying and profiling impact-driven businesses that seek to engage with corporate buyers.
2. **Assessing Business Needs:** Analysing the requirements and challenges impact-driven businesses face in supplying goods and services to corporations.

By addressing these objectives, the study provides valuable insights into the social procurement ecosystem, offering a foundation for strengthening collaboration between impact-driven businesses and corporate partners.

75

impact-driven businesses

14 partners contacted, 14 shared to networks
164 impact-driven businesses contacted
128 answers

Partners who supported us in this process:



Market Analysis Overview

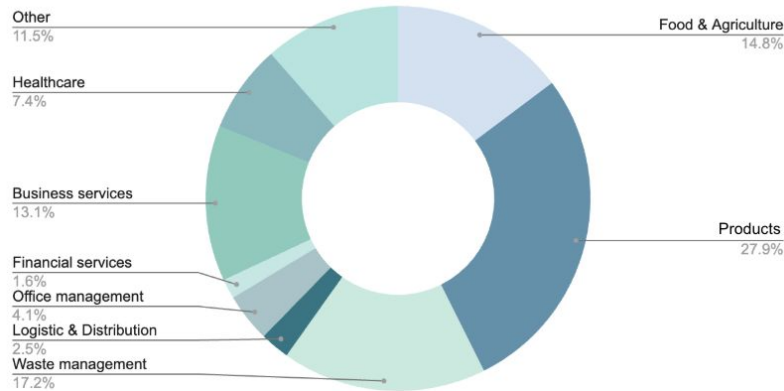


Figure 1: Impact-Driven Businesses in Malaysia (Source: YSB & MYImpact, 2024)

The survey analysis highlights the sectoral diversity among the 75 impact-driven businesses. The products sector is the most prominent, comprising 27.9% of businesses, and includes businesses producing textiles, accessories, and other manufactured goods. The waste management sector follows at 17.2%, while food & agriculture and business services account for 14.8% and 13.1%, respectively. Other less represented sectors include healthcare, office management, logistics & distribution, tourism, and education. The strong presence of businesses in the products sector suggests that many impact-driven enterprises are actively engaging with their beneficiaries to create sustainable goods and services. Meanwhile, the notable share of businesses in waste management, food & agriculture, and business services highlights not only the ecosystem's diversity but also opportunities for future growth and deeper integration into broader value chains.

Example of a business from the products sector

oupus

ORGANICS

<https://oupus.my/>

- Oopus Organic is a Sabah-based social enterprise dedicated to sustainability and community empowerment. We create eco-friendly skincare and home care products from locally sourced ingredients, like discarded Bambang seeds and repurposed cooking oil, specially formulated for sensitive skin. Our mission is to uplift marginalized communities by offering flexible income opportunities, skills training, and education on sustainable living.

Example of a business from the waste management sector



<https://erth.app/>

- ERTH (Electronic Recycling Through Heroes) specialises in electronic waste (e-waste) recycling, offering free pickup services for households and businesses through a network of freelancers named "Heroes" to responsibly dispose of unwanted electronics through licensed facilities. Recognised as Malaysia's largest authorized e-waste collector, ERTH has diverted over 2,000 tons of e-waste from landfills since its inception (the equivalent of 50 Boeing 737 airplanes).

Profile and Characteristics of Businesses

60 %

have less than 10 employees

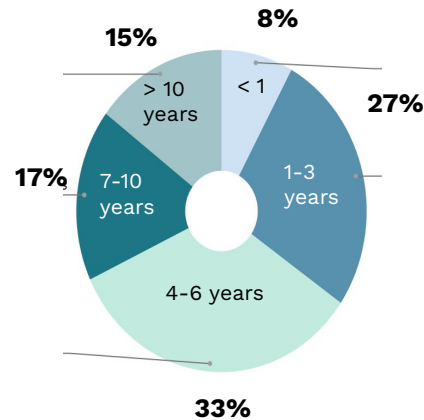
63 %

Count women as an owner or founding member

36 %

Count women in their top management team

The businesses varies in age and most of them have been operating for three years



Most of them structured primarily as private limited companies



Businesses operating in both local and international markets

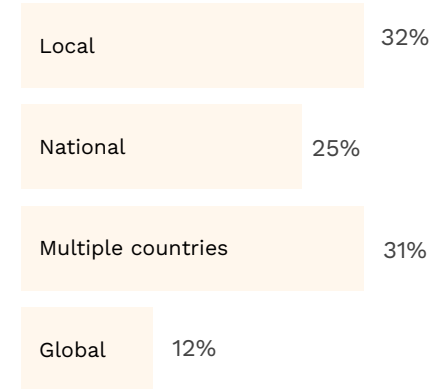


Figure 2: Characteristics of Impact-Driven Businesses in Malaysia (Source: YSB & MYImpact, 2024)

Most impact-driven businesses in Malaysia are structured as for-profit entities, with a significant number registered as private limited companies or sole proprietorships. These businesses are predominantly small, with 60% employing fewer than 10 employees. Despite their size, they demonstrate resilience, with many operating for over three years. Additionally, 63% of these businesses have at least one woman as a founder or owner, while 36% have women in their top management teams. Their geographical scope varies, with operations spanning local, national, and international markets.



Financial Performance and Funding Source

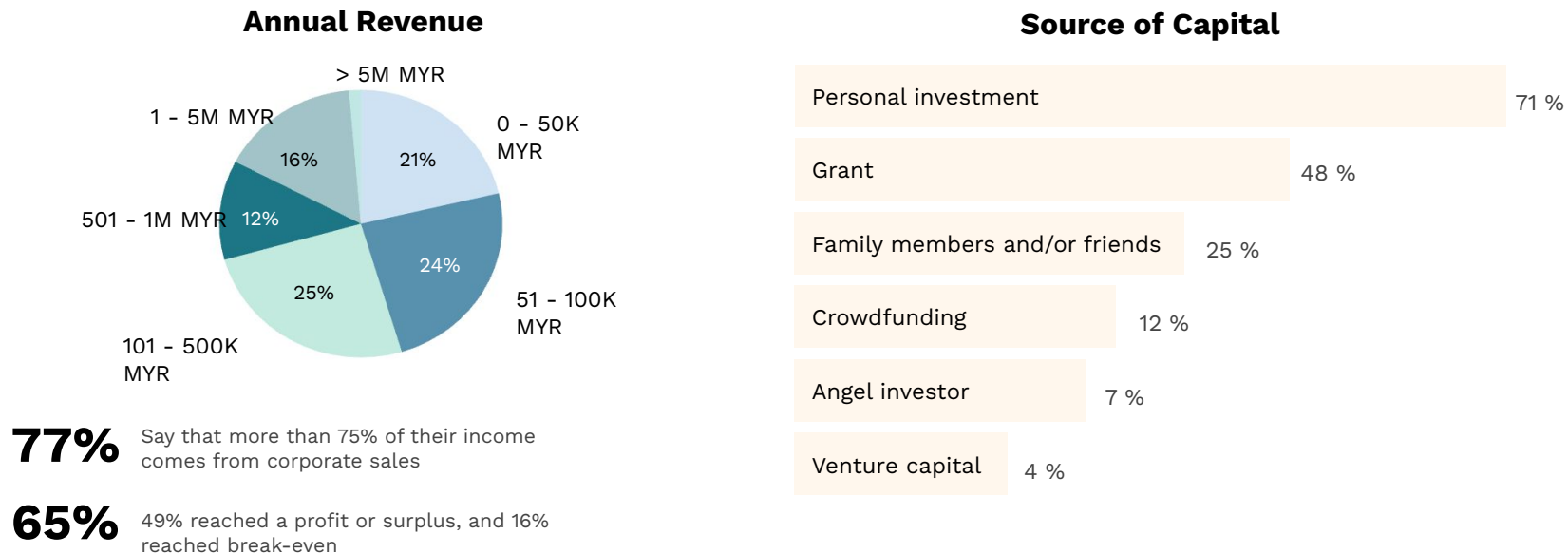


Figure 3: Financial performance and funding source of Impact-Driven Businesses in Malaysia (Source: YSB & MYImpact, 2024)

A significant portion of impact-driven businesses in Malaysia sustain themselves through product and service sales. 77% of businesses generate over 75% of their revenue from corporate sales. Additionally, these businesses demonstrate decent financial sustainability, 65% of them are generating profitability or have reached break-even status.

Initial funding sources indicate a strong reliance on personal investment, with 71% of businesses being self-funded. Grants, family contributions, and crowdfunding also play a role, albeit to a lesser extent. The majority of these businesses reinvest their surplus into organisational growth, enhancing working capital, and funding their social and/or environmental missions.



Financial Performance and Funding Source

Use of surplus in the future



Use of future funds raised



Alternative financing sources

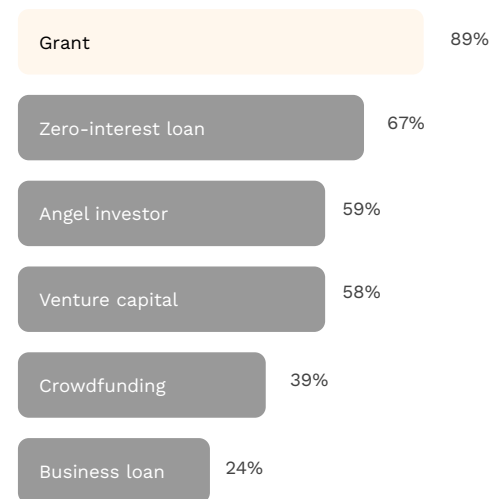


Figure 4: Utilisation of profits and investments of Impact-Driven Businesses in Malaysia (Source: YSB & MYImpact, 2024)

Analysis of Financial Trends

The financial behavior of the impact-driven businesses in this survey demonstrates a strong reinvestment culture. The majority (96%) of impact-driven businesses allocate their surplus toward business growth and development. This trend reflects the sector’s prioritisation of long-term sustainability over immediate profit-sharing, with only 20% engaging in profit-sharing with owners or shareholders.

Growth Aspirations and Investment Priorities

In terms of growth and investment priorities, the data shows that impact-driven businesses express a strong desire to scale operations, focusing on sales and infrastructure development. These figures underscore the sector’s collective intent to strengthen both operational and market presence, despite existing challenges.

Alternative Financing Preferences

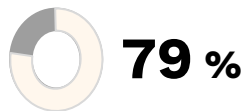
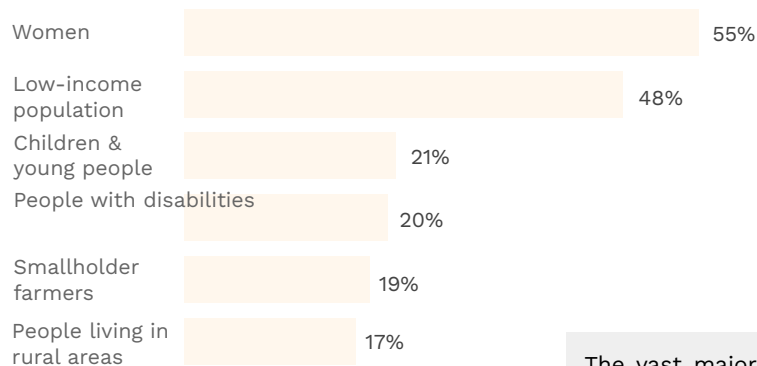
Financing remains a critical challenge, with impact-driven businesses seeking diverse financing options. The most preferred sources include: 89% favor grants as a key financial source, while 67% seek zero-interest loans, reflecting a need for low-cost financing. These trends indicate that while grants remain the dominant funding source, there is increasing diversification in financing strategies, with businesses exploring private investment and blended finance models.



Social and Environmental Impact

61% generate BOTH social & environmental impact
33% social only and 6% environment only

These businesses mainly impact the following communities:



say that the social/environmental and the profit missions are equally important

Figure 5: Social and environmental impact of Impact-Driven Businesses in Malaysia (Source: YSB & MYImpact, 2024)

Networks That They Are Part Of



Certifications They Hold



The vast majority of impact-driven businesses create both social and environmental impact, with 61% addressing both dimensions simultaneously. Their work primarily benefits marginalised groups, including women (55%), low-income communities (48%), children & young people (21%), people with disabilities (20%), smallholder farmers (19%) and, people living in rural areas (17%). 79% of respondents emphasised that their social and environmental missions are as important as their financial goals, reinforcing the dual-purpose nature of these businesses.

Additionally, impact-driven businesses exemplify the potential to align profitability with positive social and environmental impact. This is evident in the prominent networks they engage with and the key certifications they hold within the impact sector, include but not limited to The Hasanah Foundation (Yayasan Hasanah), AVPN, Petronas SEEd. Lab, Sabah Social Entrepreneurs Association (SOSEA), Chamber of Social Entrepreneur Development (CSED), #Buyforimpact movement, Social Enterprise Accelerator Malaysia (SEAM), Good Market, Catalyst 2030, ASEAN Foundation, Semy Malaysia accreditation, People+Planet First, Fair trade, B Corp, and ISO.



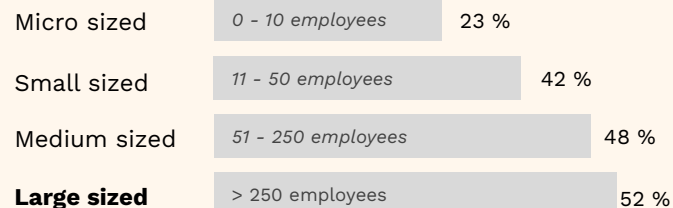
Readiness Level to Engage Corporate Clients

69 % have sold to corporate clients



- Allianz
- Calvin Klein
- Deloitte
- DHL
- EY
- Marriott International
- Maybank
- PwC
- SAP
- Shell
- The Bodyshop
- Uniqlo

They sell to various types of clients:



- Corporate revenues represent more than 50% of total revenues for a quarter of enterprises
- 40% have sold to more than 10 clients
- However, half of them are mainly one-time purchases and not long-term contracts

Figure 6: Corporate Readiness Level of Impact-Driven Businesses in Malaysia (Source: YSB & MYImpact, 2024)

Impact-driven businesses in Malaysia have made significant strides in engaging with corporate buyers, with 69% having previously sold their products or services to corporate clients. While 40% of businesses have secured contracts with more than 10 corporate clients, only a quarter derive more than 50% of their total revenue from corporate sales. Specifically, 44% of impact-driven businesses are classified as being at a beginner level, 45% at an intermediate level, and only 11% have achieved an advanced level of maturity in their capacity to engage in social procurement. These classifications are not based on self-assessment but are determined using the scorecard methodology (See [Appendix 1](#)) developed by YSB and MYImpact to assess business maturity in social procurement.

Impact-driven businesses have established partnerships with corporate entities such as Allianz, Calvin Klein, Deloitte, EY, Marriott International, Maybank, PwC, SAP, Shell, The Bodyshop, and Uniqlo. However, the main challenge is many of these transactions remain one-time purchases rather than long-term partnerships as most of the corporates do not have an internal procurement policy that supports social procurement. Additionally, corporates do not consider these purchases as social procurement as the activity has yet to be integrated into their supply chain.



Challenges, Needs and Areas of Interest

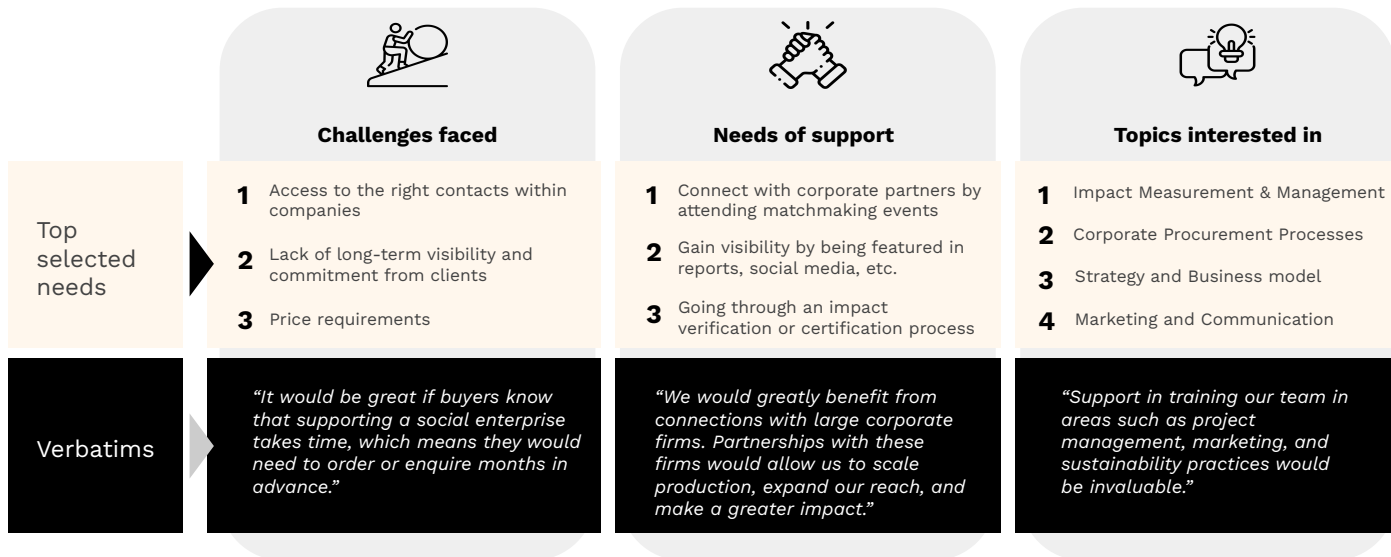


Figure 7: Challenges, Needs and Areas of Interest of Impact-Driven Businesses in Malaysia (Source: YSB & MYImpact, 2024)

The survey highlights both significant challenges and opportunities for impact-driven businesses aiming to integrate into corporate procurement systems. Regardless of their stage of business maturity, these businesses encounter common obstacles, including difficulty in accessing key corporate contacts, a lack of long-term commitment from clients, and stringent pricing requirements that often place them at a disadvantage. These barriers limit their ability to secure stable contracts and scale their operations effectively.

To address these challenges, structured support mechanisms are essential. Facilitated matchmaking events can help connect impact-driven businesses with corporate buyers, while increased visibility through strategic media exposure can enhance their market presence. Guidance on obtaining impact verification or certification is also crucial in establishing credibility and meeting procurement standards. Additionally, there is a strong interest for capacity-building initiatives, particularly in impact measurement and management, corporate procurement processes, and strategic business model development. Strengthening marketing and communication skills is equally important for these businesses to effectively position their offerings in a competitive market.

Entrepreneurs also emphasize the need for long-term partnerships with corporate firms to improve production capacity, expand market reach, and maximize social impact. Strengthening corporate relationships with impact-driven businesses through improved procurement policies, greater awareness, and targeted training programmes is vital for advancing Malaysia’s social procurement ecosystem

Strategic Recommendations and Next Steps



Source: Rustic Borneo Craft

To further develop the social procurement movement in Malaysia, several strategic initiatives are recommended. Among these is increasing the awareness of social procurement among key stakeholders in the ecosystem via the Malaysia Social Procurement Country Report, as the document provides valuable market insights and highlight examples of social procurement practices. Next, hybrid and physical matchmaking sessions will be held by MYImpact and key partners to connect impact-driven businesses with corporate partners. Additionally, a capacity-building programme aims to support impact-driven businesses in enhancing their B2B sales capabilities by providing expert insights and peer advice on positioning themselves as preferred suppliers and engaging effectively with corporate clients.

Future research and advocacy efforts will focus on strengthening collaboration between impact-driven businesses, corporates, and policy-makers. Aligning with global efforts, including the [World Economic Forum's "State of Social Procurement 2025" report](#) and [Malaysia country profile](#), will provide additional momentum to integrate social procurement into mainstream business practices in Malaysia.



→

Case Studies

Case 1 - Earth Heir



DESCRIPTION

Earth Heir, Malaysia's first B Corp social enterprise and the only WFTO-certified fair trade brand, was founded in 2013 as a women-owned business dedicated to social entrepreneurship and preserving cultural heritage. Earth Heir has made significant contributions to Malaysia's social impact ecosystem, offering micro-entrepreneurs education, custom gift creations, and sustainability workshops.

The enterprise partners with refugees, indigenous groups, rural women, differently-abled individuals, and underserved communities. True to its commitment to sustainability, Earth Heir ensures all its products are made from natural or recyclable materials, adhering to circular economy principles.

From 2013 to 2022, Earth Heir generated MYR 2.3 million in income, training, and aid for artisans. In 2023, it launched the Earth Heir Collective, a marketplace for socially impactful, sustainable, and locally-made products that support communities in need.

INDUSTRY

Manufacturing & Artisanal Products

OFFERING TO COMPANIES

A range of sustainable and socially impactful products and services to corporate clients such as handcrafted items, workshops on sustainability & heritage crafts, and custom gift packages for social procurement.

SOCIAL/ENVIRONMENTAL ISSUE IN FOCUS

- Disappearing cultural heritage and indigenous knowledge
- Lack of market access for social impact organisations and under-resourced local artisans, micro-entrepreneurs with few sustainable economic opportunities
- Micro-enterprises lacking knowledge in pricing, design and environmental sustainability issues

GEOGRAPHY

Malaysia, Japan, United Kingdom, United States



IMPACT BENEFITS

- ✓ Breathing new life into traditional crafts
- ✓ Creating sustainable economic opportunities for under resourced artisans and social impact organisations by growing market access
- ✓ Scaling the growth of micro-enterprises with sustainability training

BUSINESS BENEFITS

- ✓ One-stop shop to procure socially impactful products made from sustainable materials
- ✓ Tailored workshops by skilled artisans
- ✓ B Corp and World Fair Trade Organisation certified products

SUSTAINABILITY PARTNERSHIPS



"Business as usual is no longer the way forward. The partners who include social procurement in their core values and operations create ripples of impact with communities in Malaysia"

Sasibai Kimis
Founder and Director



Case 2 - Materials In Works



INDUSTRY

Waste Management

OFFERING TO COMPANIES

Produces Recovered Cellulose Pulp (RCP) from upcycled label liners and Processed Engineered Fuel (PEF) from non-recyclable laminates and label matrix, offering sustainable solutions for waste management and promoting a circular economy

SOCIAL/ENVIRONMENTAL ISSUE IN FOCUS

- Growing challenges in managing industrial waste, particularly hard-to-recycle materials such as label liners and laminates
- Carbon emission produced by industrial waste
- Challenges in raising awareness on circular economy practices in the packaging and labelling industry

DESCRIPTION

Materials In Works (MIW) was founded to address the growing challenge of industrial waste, particularly hard-to-recycle materials such as label liners and laminates. These materials often end up in landfills, contributing to environmental degradation and greenhouse gas emissions. MIW's mission is to transform this waste into valuable resources, fostering a circular economy while promoting environmental sustainability. By leveraging innovative technologies, they aim to reduce reliance on virgin resources, cut carbon footprints, and offer cost-effective waste management solutions to industries.



Source: Materials In Works



AVERY DENNISON



megaLabel since 1987

SUSTAINABILITY PARTNERSHIPS

MIW has developed impactful collaborations with leading corporate partners, showcasing their ability to integrate sustainability into business operations. Notable partnerships include:

- Unza Wipro / Uniqlo Malaysia: MIW collaborates with the brand owners to recycle label waste generated during their supply chain operations, contributing to their sustainability targets
- Avery Dennison / UPM Raflatac / Mega Label: MIW are advancing label waste recycling and promoting circularity within the label packaging industry

IMPACT BENEFITS

- ✓ Diverted over 18 tons of industrial waste annually from landfills
- ✓ Reduced 26 tons of CO2 emissions through innovative recycling processes
- ✓ Raised awareness about circular economy practices, empowering industries to adopt sustainable operations

BUSINESS BENEFITS

- ✓ Consultation and waste collection services
- ✓ Customised solutions for clients to align their operations with sustainability goals

"We believe that waste is not the end but the beginning of new opportunities. By combining innovation, collaboration, and a commitment to sustainability, we aim to redefine waste management practices and create lasting environmental impact for generations to come."

John Ooi Chong Sen
Founder and Director



Case 3 - Landik



INDUSTRY

Artisanal and
Indigenous Products

OFFERING TO COMPANIES

Corporate gifts crafted by senior home-based artisans from Sarawak such as lanyards, ID tag, book sleeves, laptop bags and card holder. Also provides craft workshops experience and demo - working sessions with senior artisans

SOCIAL/ENVIRONMENTAL ISSUE IN FOCUS

- Diminishing Sarawak cultural heritage and indigenous knowledge
- Growing aging population in Malaysia
- Post-retirement poverty among the elderly

DESCRIPTION

Founded in 2023, Landik was built on a profound respect for Sarawak's rich cultural heritage and a mission to preserve traditional crafts. Initially, we collaborated with local artisans to offer craft workshops, celebrating and sustaining the skills and knowledge that define our cultural identity.

Landik means "Skillful" in Iban language and our vision is for those who cross paths with us to be Landik in certain crafts.

As Landik immersed themselves in the community, they realised there is a deeper issue —the growing aging population in Malaysia and, - Sarawak will be the first state to have more senior citizens by 2028 while many still struggling to make ends meet.

This pressing concern revealed the broader challenge of poverty post-retirement and the untapped potential of these individuals.

Inspired by this challenge, Landik expanded their mission in 2024 to not only preserve traditional crafts but also empower older adults through training, enabling them to create high-quality products infused with Sarawak's culture and heritage to be sold to corporate and public.



Source: Landik

IMPACT BENEFITS

- ✓ Empower senior home-based artisans by providing sustainable income
- ✓ Preservation of local Sarawak craft and culture

BUSINESS BENEFITS

- ✓ Cultural craft workshops
- ✓ Artisans demonstrations
- ✓ A curated range of products that reflect Sarawak's heritage

SUSTAINABILITY PARTNERSHIPS

Landik has developed impactful collaborations with leading corporate partners to integrate social value into procurement processes. Notable examples include:

- Offering craft workshops for event participants and craft demonstrations as part of the event tentative.
- Supply custom gift sets for corporate, featuring handcrafted products made by our artisans.

With their passion for anything eco-conscious, Landik worked with Ecominim, an eco-friendly detergent company by supplying custom laundry bags with properly cleaned used hotel linen combined with Sarawak's motifs fabric.

"Social procurement is more than a transaction—it's a lifeline for Sarawak's seniors and the timeless crafts they create. Every purchase not only provides financial independence and dignity to our elderly artisans but also preserves the cultural heritage they've spent a lifetime mastering. It's a powerful act of hope, proving that together, we can honor their legacy while building a future where no senior is left behind."

Mandy Chen
Co-Founder



Case 4 - Rustic Borneo Craft



INDUSTRY

Artisanal and
Indigenous Products

OFFERING TO COMPANIES

Sustainable, handcrafted products, including natural skincare, artisanal soaps, and handmade crafts, made from ethically sourced local materials in Sabah

SOCIAL/ENVIRONMENTAL ISSUE IN FOCUS

- Economic inequality among indigenous communities in Sabah
- Lack of empowerment and gender inequality among women from B40 community
- Over-reliant on non-renewable resources in producing beauty products

DESCRIPTION

Rustic Borneo Craft (RBC) is an accredited social enterprise in Sabah, leveraging the Borneo rainforest's unique resources to create high-quality soaps and amenities while uplifting indigenous communities. Our products showcase the beauty of nature and support capacity building through skill development and sustainable income opportunities.

Since 2016, RBC positively impacted over 500 individuals, including B40 women, students, suppliers, and in-house talent. Their efforts align with SDGs 1 (No Poverty), 3 (Good Health), 5 (Gender Equality), 11 (Sustainable Communities), and 14 (Life Below Water), promoting economic independence while preserving Borneo's biodiversity and cultural heritage.

With a production capacity of 2 tonnes per year, RBC ensures prompt delivery and exceptional quality, earning the trust of customers across Sabah. Together, RBC celebrate sustainability, community empowerment, and Borneo's rich legacy.



Source: Rustic Borneo Craft



HOMESUITE'

SUSTAINABILITY PARTNERSHIPS

RBC's partners range from government-linked agencies to private sector companies, each with unique procurement objectives. For example:

- KTI Developer and Homesuites, source household wellness products such as natural linen sprays and amenities for newly launched properties.
- Suria Capital Holding recently partnered with RBC as a one-stop channel to procure local products for their staff annual dinner.
- Sabah Creative Economy and Innovation Centre (SCENIC) frequently engages RBC to curate premium souvenirs for their VVIP events.

IMPACT BENEFITS

- ✓ Empower indigenous artisans by providing sustainable income
- ✓ Preservation of local craftsmanship and culture

BUSINESS BENEFITS

- ✓ Cultural craft workshops
- ✓ Artisans demonstrations
- ✓ Eco-friendly corporate gifts and custom orders

"By supporting social procurement with Rustic Borneo Craft, it does not only lifted up the commitment and resilience of our communities, but also foster a sturdy sustainable economy by ensuring resources are ethically sourced with cultural respect among communities. This partnership has deepen our impact qualitatively while amplifying the values of Respect, Resilience on a grassroot basis."

Melissa Alut Lim
Founder



Case 5 - Infinite Minds Academy



INDUSTRY

Business Services

OFFERING TO COMPANIES

Digital creative services, curated merchandises and talent placement

SOCIAL/ENVIRONMENTAL ISSUE IN FOCUS

- Economic inequality among neurodiverse youth in Malaysia
- Limited access to quality education for neurodiverse youth in Malaysia
- Lack of opportunities for neurodiverse youth to develop critical skills needed for employment or personal growth

DESCRIPTION

Infinite Minds Academy, based in Petaling Jaya, Malaysia, is a social enterprise dedicated to empowering Special Needs / Neurodiverse individuals through training in digital technology skills.

Established in 2013, the Academy aim to bridge the gap for individuals with Autism, Dyslexia, Down Syndrome, ADHD, Cerebral Palsy, and other conditions, equipping them with tools for self sustenance and financial independence.

Infinite Minds Academy offer programmes in Animation Development, Multimedia Design, Mobile App Development, Programming, Basic computer repairs / troubleshooting, 3D design and printing, Robotics, and more.

Their work is rooted in the belief that everyone deserves a chance to thrive, and we strive to create a future where societal perceptions no longer limit these talented individuals.



Source: Infinite Minds Academy

SUSTAINABILITY PARTNERSHIPS

Infinite Minds Academy have provided services both in terms of supplying products (designed by the Academy's special needs youths) and also services (animated / digital contents created by the students).

Products: Designed by neurodiverse youths – supplied to Hong Leong Foundation, Spectrum Forex Sdn Bhd, Simply Gifts Enterprise, Khazanah Nasional Bhd, IJN Foundation, Iloken Systems Sdn Bhd.

Digital contents: Tailored made for clients such as Taylor's Education Sdn Bhd, Kumpulan Fima Bhd, Infinite Impact Solutions, Fima Corporation Bhd, and OSK Foundation.

IMPACT BENEFITS

- ✓ Empower neurodiverse individuals with digital skills to help them achieve self-sustainability through income generation, while supporting neurodiverse youths struggling with academic challenges.

BUSINESS BENEFITS

- ✓ Digital creative services and custom merchandises
- ✓ Talent placement for neurodiverse professionals

"Social procurement is a lifeline for social enterprises like ours. By integrating our services and products into their supply chains, organisations are contributing directly in breaking the barriers of inequality. Each purchase empowers our neurodiverse community to showcase their talents, achieve financial independence, and thrive in a world that often overlooks their potential."

Kiren Kaur
Founder













Potential supply chain partners

As highlighted in the market analysis above, MYImpact and YSB surveyed B2B Impact-driven businesses across Malaysia. Read on to discover who 75 of those businesses are, their offering, which industry they operate in, and the positive social and environmental impact they work to create. By partnering with these businesses, your company can amplify their positive impact while enhancing your own value chain.













Meet Our **Impact-Driven Businesses**













	Sector	Offering to companies	Impact	Links
	<p>FOOD & AGRICULTURE</p>	<p>GMP+ and HACCP-certified manufacturer of animal feed and fertiliser from Black Soldier Fly (BSF) larvae cultivated on organic waste and provides consultancy services for organic waste management</p>	<p>Leveraging black soldier fly technology to divert organic waste from landfills. As a result, the release of greenhouse gases from organic waste in open areas can be reduced</p>	
 <p>Chillie Boy Sauce and Paste House</p>	<p>FOOD & AGRICULTURE</p>	<p>Specialises in a variety of spicy and flavorful sauces designed to enhance culinary experiences</p>	<p>Contributes to the well-being of communities by promoting local sourcing, ensuring that profits from production stay within the region and benefit local stakeholders in Sabah</p>	
 <p>PRODUCE MORE - CONSERVE MORE</p>	<p>FOOD & AGRICULTURE</p>	<p>A range of soilless modern farming systems, including Aquaponic, Hydroponic, and Fertigation systems</p>	<p>Precision farming to boosts food production and strengthens the overall resilience and sustainability of rural community in Sabah</p>	
 <p>Non-Approved Snacks</p>	<p>FOOD & AGRICULTURE</p>	<p>Manufactures gluten-free, high protein, plant based protein chips</p>	<p>Provide job opportunity to Sabah youth by increasing their monthly income to above RM1500 and above. Increasing demand for heirloom rice farmed by 75 paddy farmers from rural area in Tambunan</p>	
 <p>PRO LADANG</p>	<p>FOOD & AGRICULTURE</p>	<p>Offers RM30 per hectare per season for farmers to access to the satellite monitoring solution</p>	<p>Help farmers to reduce their loses to pest attack and reduce the usage of chemical pesticide that is harmful to the environment</p>	













	Sector	Offering to companies	Impact	Links
 QARBOTECH	FOOD & AGRICULTURE	Offers innovative agricultural solutions focused on enhancing crop productivity and sustainability. Their flagship product, QarboGrow, is a photosynthesis enhancer that increases crop yields by up to 60%, improving food security while reducing reliance on harmful fertilizers	Solutions boosts crop yields and promotes carbon sequestration, helping reduce greenhouse gas emissions	
 GRAZE MARKET	FOOD & AGRICULTURE	Sources imperfect produce from farmers and redirect them through their Market, Cafe and Catering services	Diverted more than 200 tons of food from going to the landfill since 2019, and have fed more than 10,000 people through Graze Market's food aid programmes	
 Tender Hearts	FOOD & AGRICULTURE	Tender Hearts café offers dine-in, cooking and baking, arts and crafts, and dedicate office workstations offering a safe, conducive and interactive learning space for the Youths to develop vocational and social skills	Trained 25 youths with neurodivergent and special needs. Some of them moved on to pursue career in other F&B restaurants, some continued their vocational skills study such as Diploma in Baking, some work in office environment	
 QuinTerra	FOOD & AGRICULTURE	Provides food waste management services that convert organic waste into fish feed and nutrient-rich fertilizer using Black Soldier Fly Larvae (BSFL)	Transforms food waste into sustainable resources, creating a closed-loop farming system that benefits both the environment and local communities	
 PACE'AYOI	FOOD & AGRICULTURE	Produces high-quality honey through sustainable stingless bee (Trigona and meliponini bee)	Empowers rural communities in Sabah through sustainable stingless bee farming, promoting economic resilience and environmental stewardship	













	Sector	Offering to companies	Impact	Links
	FOOD & AGRICULTURE	Training/workshop such as fermentation workshop, eco enzyme workshop, and tempeh making for increase awareness on organic-related food. Also offers fresh organic produce from local organic farms	Improve water, air, and soil quality through regenerative, organic, and biodynamic agriculture	
	FOOD & AGRICULTURE	Calendula Balm and Stevia drop products for corporate gift. Also provides fresh, organic, and pesticide-free herbal products	Empowering women through income generation by doing natural farming and organic product development	
	PRODUCTS	Customised gifts and apparels made from authentic Malaysian batik	Provide skills training and fair wages to the beneficiaries (Bottom 40 artisans) that Batik Boutique is supporting	
	PRODUCTS	Sustainable furniture and memento by using sustainable wood and upcycled materials	Recovered at least 37 Tonnes of pallet woods which equivalent to more than 490 trees being saved by using upcycled as main materials in their furniture pieces	
	PRODUCTS	Products culturally inspired by Sabah's ethnic groups, including handbags, wallets, stationeries, accessories, and clothing	Delivering high-quality, sustainable products designed to avoid long-term landfill waste. Additionally, Changgih Designs dedicate 10% of profits to community-building initiatives, reinforcing their commitment to giving back and creating lasting social value	













	Sector	Offering to companies	Impact	Links
	PRODUCTS	Fabric based product inspired by Sabah ethnic groups such as tote bag, purse, name card holder and clothing	Assist financially disadvantaged women in Sabah's impoverished communities by encouraging them to generate a steady income and become self-sufficient, thereby helping them to break free from poverty	
	PRODUCTS	Plant-based eco-friendly detergent safe for people with sensitive skin	Empower women from underprivileged and/or marginalised community through income generation	
	PRODUCTS	Boutique manufacturing of green building products and materials, featuring high content of recycled glass waste	Divert glass waste from landfills by repurposing it into sustainable products. Innovated a mobile crusher to enable safe community recycling, and employing B40 youth in our production facility	
	PRODUCTS	Eco-friendly skincare and home care products made from natural ingredients like Bambang seeds, perfect for corporate gifting or employee wellness	Empower marginalised communities in Sabah through sustainable job opportunities and skills training	
	PRODUCTS	Sustainable, handcrafted products, including natural skincare, artisanal soaps, and handmade crafts, made from ethically sourced local materials in Sabah	Create job opportunities and promote local craftsmanship, enhancing the guest experience in hospitality	























	Sector	Offering to companies	Impact	Links
	PRODUCTS	Interactive sensory fabric book focusing for early childhood education primarily 3-5 years old and customised corporate merchandise with curated educational content	Empower women-led B40 households for their wellbeing, economic empowerment, talent development and skill training	
	PRODUCTS	Cookies and door gifts for corporates	Empower individuals with hearing disabilities by equipping them with essential skills and knowledge, preparing them for employment opportunities both within and beyond Silent Teddies Bakery.	
	PRODUCTS	Handmade corporate gift sets produced by artisan weavers such as bags, laptop & tablet case, textiles etc. Also provides workshop sessions for songket weaving, rattan weaving and beading	Heritage preservation, women empowerment and rural community building in the Sarawak region of Malaysia	
	PRODUCTS	Custom corporate gifts such as lavender eye pillows, pillow mists, handmade soaps, candles, totebags, honey, cookies, handmade pots	Empowers indigenous mothers to earn a sustainable living through making modern handicrafts & products from home	
	PRODUCTS	Resort wear and lifestyle accessories, featuring artisanal soaps pottery and handcrafted goods showcasing Malaysian Batik, combining traditional craftsmanship with natural ingredients to create unique, sustainable products for corporate brand or corporate gifts	Create job opportunities and promote local craftsmanship, enhancing the guest experience in hospitality	









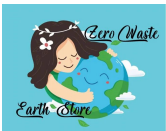



	Sector	Offering to companies	Impact	Links
	PRODUCTS	Eco-friendly and community-driven products and services such as natural dried fruits and herbs sourced directly from local Sabahan farmers, hands-on workshops on recycling and upcycling, composting solutions etc.	Empowers B40 farmers and artisans from rural communities in Sabah by providing sustainable income opportunities, reducing waste, and promoting eco-friendly practices	
	PRODUCTS	Tech enabled candles made from sustainably sourced gypsum material called Jesmonite	Empower b40 TVET graduates with STEAM (Science, Technology, Engineering, Arts and Mathematics)	
	PRODUCTS	Corporate gifts in the form of small bags made from old plastic bags, golf tees from old traffic cones, christmas decorations from old plastic bottles	Plastic waste reduction and empower B40 communities through income generation	
	PRODUCTS	Customised corporate gifts crafted from reclaimed wood or other eco-friendly materials, office and interior solutions, eco-friendly packaging solutions and sustainable crafting workshops	Reduce the rate of unemployment amongst the B40 youths by equipping the group with the knowledge of basic woodworking skills	
	PRODUCTS	Onsite waste-to-value solutions turning biomass, sludge, plastic, and more into biochar, energy, and carbon credits with scalable, traceable, non-incinerator and zero-CAPEX containerized systems	Empowering companies to monetise waste, generate renewable energy, enhance efficiency, and drive decarbonization while meeting ESG goals through carbon sequestration, soil health, sustainable energy production and circular economy.	













	Sector	Offering to companies	Impact	Links
	PRODUCTS	Fashion products created from upcycled denim and discarded bed sheet linen. Also provides skills training in creative sewing & products development to local community members	Empower single mothers and underprivileged mothers who struggle with financial challenges by providing financial opportunity and living skills of creative sewing. Turns unwanted recycled denim and discarded bed sheets linen into sustainable handicraft products	
	PRODUCTS	Customised T-shirts, warehousing and last mile fulfilment	Conducting EQ/mental health program to the children in needs	
	PRODUCTS	Corporate gifts crafted by senior home-based artisans from Sarawak such as lanyards, ID tag, book sleeves, laptop bags and card holder. Also provides craft workshops experience and demo - working sessions with senior artisans	Empower senior home-based artisans by providing sustainable income and preservation of local Sarawak craft and culture	
	PRODUCTS	Eco-friendly sanitary products, such as washable menstrual pads, which can be customised with corporate branding for employee wellness programs or community outreach initiatives	Improve menstrual hygiene for underprivileged girls and promoting sustainable practices	
 <small>Malaysian Handcrafted Batik</small>	PRODUCTS	Provides batik design service and consultation, produces handmade batik fabrics and tailor it into corporate uniform in modern and traditional designs	Preserving Malaysia's traditional handcrafted batik while empowering B40 artisans from Selangor, Terengganu, Kelantan, and Penang	

	Sector	Offering to companies	Impact	Links
	PRODUCTS	Handicrafts made from upcycled materials such as lanyards, conference bags, laptop bags, cosmetic bags, pad cases, journals, and paper jewellery. Also provides handicraft crafting workshop	Empower the Neurodiverse adults by providing skills training, mentorship, and a pathway to self-sufficiency through craft	
	WASTE MANAGEMENT	Produces Recovered Cellulose Pulp (RCP) from upcycled label liners and Processed Engineered Fuel (PEF) from non-recyclable laminates and label matrix, offering sustainable solutions for waste management and promoting a circular economy	Diverted over 18 tons of industrial waste annually from landfills and reduced 26 tons of CO2 emissions through innovative recycling processes	
	WASTE MANAGEMENT	Products made from upcycled materials such as small furniture, coastals, bags and jewelry. Also provides services such as interior decor and art installation, community and employee engagement workshop on upcycling	Empower underprivileged local communities by equipping them with the tools and knowledge to upcycle household waste into beautiful, marketable products, thereby preventing these materials from causing environmental pollution	
	WASTE MANAGEMENT	Agricultural waste management solution and alternative feeds & fertilizers	A total of 20,000 tons of waste has been treated, production costs have been reduced by 30% through a subsidy program, and 200 job opportunities have been created	
	WASTE MANAGEMENT	Natural dye textile and circular economy products such as recycle plastic coaster, phone holder and recycle banner bags	Reduce plastic waste in rural villages while supporting villagers by upskilling them and employing them in the production of Bohomys' products	













	Sector	Offering to companies	Impact	Links
 Kitaran	WASTE MANAGEMENT	Recycled plastic products such as coasters, jewelleryes, and other functional products	Empower individuals especially youth to reduce waste and protect the environment	
 LJD Corporation	WASTE MANAGEMENT	Custom-made corporate gifts and tourism products showcasing Sabahan motifs, beautifully crafted from recycled plastic in collaboration with the community. Also offers engaging hands-on recycling and upcycling workshops	Empowering refugees from the Kayu Madang landfill and low-income communities in Sabah by creating sustainable income opportunities through recycling and upcycling initiatives. The only social enterprise working directly at the landfill, collaborating with waste collectors to minimise plastic waste	
 UPCYCLED <small>BY FUZE ECOTEER</small>	WASTE MANAGEMENT	Products made from upcycled materials such as coasters, soap trays, pots and other accessories etc. Also offer services such as cleanups (river, urban, mangrove, beach), upcycling workshops and waste management consulting	Reduce environmental pollution and promote sustainable production. Also empower marginalised communities by providing job opportunities and skills training in upcycling, fostering economic resilience and environmental stewardship	
 Zero Waste Earth Store	WASTE MANAGEMENT	Provide bulk supply, refilling services, eco-friendly corporate gifting, corporate sustainability workshop and recycling programme	Promotion of circular economy by reusing, refilling and recycling. Reduce in single use plastic and plastic packaging. Help corporate to reduce carbon footprint through eco-conscious practice and create a culture of sustainability	
 Magic Seed <small>GIFT GROW EMPOWER</small>	WASTE MANAGEMENT	Plantable seed paper, eco-conscious corporate gifts and community based impact products	Advocacy against domestic violence, women empowerment by providing training and employment	













	Sector	Offering to companies	Impact	Links
	WASTE MANAGEMENT	Electronic waste (e-waste) recycling, offering free pickup services for households and businesses	Diverted over 2,000 tons of e-waste from landfills since its inception	
	FINANCIAL SERVICES	Point of Sales (POS) software and local produced goods made by their beneficiaries such as cookies and other baked goods	Provide micro-entrepreneurs with financial literacy training, tailored POS solutions, and sustainable business practices, empowering them to make informed decisions and increase profitability	
	FINANCIAL SERVICES	Virtual daily operational administrative business support such as calendar management, inbox handling, task delegation, and other administrative needs	Meaningful job opportunities and providing income for individuals in need, specifically single mothers, stay-at-home moms, and people with disabilities	
	OFFICE MANAGEMENT	Cleaning of uniforms guest and executive laundry to hoteliers and other corporate organisations that require cleaning of fabrics services	Job opportunities for the marginalised communities and exercise environmental sustainable methods in our cleaning process	
	BUSINESS SERVICES	Digital creative services, curated merchandises and talent placement	Empower neurodiverse individuals with digital skills to help them achieve self-sustainability through income generation, while supporting neurodiverse youths struggling with academic challenges	























	Sector	Offering to companies	Impact	Links
 OK Boleh	BUSINESS SERVICES	Corporate catering services featuring food prepared by B40 women entrepreneurs. Also offer services to implement social impact initiatives such as curated workshops and training programs for women entrepreneurs	Empower B40 women entrepreneurs build sustainable business models through tailored training in product development and marketing	
 Pinkcollar <small>EMPLOYMENT AGENCY</small>	BUSINESS SERVICES	Sourcing and placing migrant workers in a legal, ethical, and safe manner	Empower migrant workers by eliminating recruitment debt, securing fair wages, and ensuring ethical working conditions	
	BUSINESS SERVICES	Edible garden build, edible garden education (workshops and long term education syllabus), edible garden products (growing kits, soil and compost kits) and customised gifting hamper	Built over 113 gardens and trained over 10,000 people, working with corporate partners, schools and local communities	
 BUPRENEUR <small>Project for Mothers</small>	BUSINESS SERVICES	Halal baked goods such as individual cookies or corporate gifts, mini crafts, and academy programme for corporate clients to sponsor to empower underprivileged women entrepreneurs in their database	Impacted 560 alumni and has distributed RM250,000 of seed capital for women's microbusinesses. The goal is to increase underprivileged & urban poverty women's financial and economics to achieve at least RM1,700.00 (minimum wage)	
 IMM HEALTHCARE <small>Healthcare - Longevity Lifestyle - Genetic Science</small>	HEALTHCARE	Medical devices or gym equipment to hospitals, nursing homes, physio centres, hotel, gym and corporate offices. Corporate wellness programs such as health screening, strength training packages, physical/mental assessments	Provide affordable healthcare through preventive exercise programs by improving mobility, strength, and balance, which helps prevent falls and maintain independence	













	Sector	Offering to companies	Impact	Links
	HEALTHCARE	Affordable care for disadvantaged children, including general healthcare, early intervention, and infant mental health support. Also offer workshops and parenting talks for corporate clients to help working parents better support their children	Equipping parents to provide nurturing care, helping children reach their full potential. It also fosters better parental mental health, enhances productivity and work performance, and supports families in thriving together	
	HEALTHCARE	Affordable peer support sessions (starting at RM40), mental health assessments, talks, workshops, and training programmes that blend personal insights from our SAPOT Warriors with mental health expert guidance	Provide accessible mental health support that leaves users feeling relieved, understood, and hopeful, achieving an impressive 9 out of 10 satisfaction rating. SAPOT Warriors find purpose and earn income by helping others through their shared lived experiences.	
	HEALTHCARE	Compassionate care companionship for the elderly by matching them with caregivers	Provide job opportunities to those who have once leave the workforce to care for their loved one; children or parents, and are looking for ways to get back into workforce	
	HEALTHCARE	Customised mental health and well-being solutions for corporations and organisations (Employee Assistance Programme that includes consultancy and advisory, training and employee coaching & psychotherapy)	Co-developing and delivering accessible community-based mental health and psychosocial support programmes and services for underserved communities	
	HEALTHCARE	Specialised support for parents of neurodivergent children through the Rootin app includes weekly virtual consultations with therapists to ensure continuous learning for each child, along with tailored workshops designed to empower and support parents	Enhance inclusivity, provide support to families, and promote understanding within workplaces and communities	



	Sector	Offering to companies	Impact	Links
	OTHERS	A range of sustainable and socially impactful products and services to corporate clients such as handcrafted items, workshops on traditional crafts and custom gift packages for social procurement	Creates sustainable economic opportunities for under-resourced artisans, micro-entrepreneurs, and social enterprises across Malaysia	
	OTHERS	Hand Woven craft by the Penan weavers in Sarawak out of rattan and PVC strips. The products include woven bags, baskets, clutch bags and pouches, trays and home organisers	Provide employment to Penan weavers by enhancing their craft production to be practical, affordable, and fashionable, while expanding the market reach for their products	
	OTHERS	Manufacture and sell denim tote bags, made from upcycled jeans and eco-friendly materials	Empower single mothers with sewing skills and champion sustainability by upcycling jeans and patch fabrics into tote bags, creating a meaningful social and environmental impact.	
	OTHERS	Corporate Training Programmes on AI and the Future of work	Trained over 220,000 learners from Malaysia & Indonesia from our Academy. out of that, we have done deeper learning with 3,200 people from Low income household, Women of of work and people with disabilities	
	OTHERS	Travel marketplace that connects travellers with local operators, service providers, and guides	Promoting community-based tourism enhances the livelihoods of rural providers	

	Sector	Offering to companies	Impact	Links
	OTHERS	Produces and supplies handmade crafts from Batik Malaysia fabric	Empower local artisans through income generation and promote local craftsmanship	
	OTHERS	Customised jewelry and accessories, including beaded lanyards, necklaces, crafted with traditional Bidayuh beadwork, batik and rattan products, and personalised branding designs	Cultural preservation and economic empowerment within the Bidayuh and broader indigenous communities of Sarawak	
	OTHERS	Solar Powered water filtration systems, hygiene facilities and workshops, off-grid solar lighting for homes, streets and communal system	Empower rural, indigenous, and marginalised communities by providing clean water through solar-powered filtration, promoting health with hygiene facilities, and improving safety and life situation with off-grid solar lighting	
	OTHERS	Skincare and home care products made from Borneo natural ingredients	Empower marginalised communities in Simanggang, Sarawak through sustainable job opportunities and skills training	
	OTHERS	Traditionally crafted beaded products, comprehensive embroidery kits, beading and embroidery workshop hosting	Empower financially independent yet vulnerable women to rise with purpose by providing them with business opportunities and equipping them with embroidery skills.	



	Sector	Offering to companies	Impact	Links
	OTHERS	Homestay and community based tourism packages	Empower Bottom 40 communities in rural areas through income generation and job opportunities	
	OTHERS	Rural community tourism packages in Kota Marudu, Sabah such as Geo-cultural community experience, Geotourism and edu-cultural package	Cultural heritage preservation and economic empowerment for women and underserved communities in Kota Marudu Sabah	
	OTHERS	Handcrafted corporate gifts, customised batik handmade products and impact hamper gift sets	Provide certified sewing skills to Bottom 40 women, giving them an opportunity to secure a stable income while being fully committed to their responsibilities	
	OTHERS	Innovative waste management solutions through insect farming operations focusing on the black soldier fly (BSF). Primary products include organic waste processing, insect meal and larvae, educational workshops and training sessions	Reduce landfill waste and promote sustainable waste management practices in Kuching, Sarawak	
	OTHERS	Local artisan-made gifts handcrafted by marginalised communities and provide support and collaboration for corporate gifts, upcycling project management and training.	Empower underprivileged communities by providing them with skills, income generation, training	

Conclusion - Join the Social Procurement Movement



Source: Earth Heir

Social procurement is gaining prominence in building inclusive value chains, and Malaysian corporations are well-positioned to benefit from this movement. The country's growing impact-driven business ecosystem, supported by initiatives like the Malaysian Social Enterprise Accreditation (SE.A), the Buy for Impact and Government Social Impact Procurement Programme (PPISK) campaign, provides a strong foundation for adopting social procurement practices.

Impact-driven businesses aim to scale their revenues while amplifying their social and environmental impact. Shifting from traditional CSR to social procurement allows corporations to create scalable and sustainable impact, fostering long-term economic growth, job creation, and community development.

Challenges remain as impact-driven businesses work to meet corporate quality and quantity demands.

Malaysian corporations are highly encouraged to find out more about impact-driven businesses and include them in procurement policies, helping them become reliable suppliers rather than supporting them through CSR initiatives. This aligns with the Government's efforts to support SMEs and locally-owned businesses, as many impact-driven businesses and accredited social enterprises address critical local challenges and contribute to poverty reduction and sustainability.

Prioritising impact-driven businesses in procurement ensures dual value—economic growth and social progress—while supporting sustainability goals. Together, we can create an ecosystem where impact-driven businesses thrive, communities prosper, and corporations drive meaningful impact.



If you are interested in developing social procurement in your company, feel free to reach out to [Malaysia Impact Alliance](#) for more information or support.



Acknowledgements

First and foremost, thank you to all the impact-driven businesses who participated in our market research and the case studies. Particularly, we give thanks to Sasibai Kimis, John Ooi Chong Sen, Mandy Chen, Melissa Alut Lim, Kiren Kaur for your time and support in formulating the case studies.

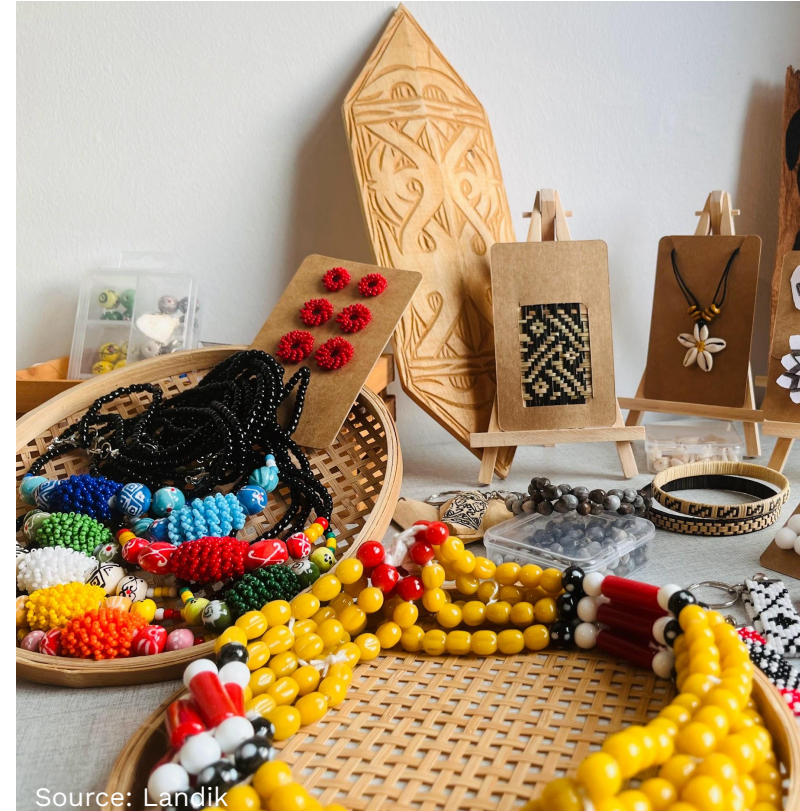
We are also grateful to all the intermediaries and support organisations who helped us identify B2B impact-driven businesses and the experts who shared their views on Social Procurement in Malaysia.

Finally, a special thanks to the main contributors of this report:

Kenny Lee, Head of Programme and Partnerships, MYImpact

Melissa Foo, CEO, MYImpact

Emma Cornubert, Social Procurement Project Manager, YSB



Source: Landik



Appendixes

Corporate Readiness Scorecard

Size: number of employees	Score
0 - 10	<i>0 point</i>
11 - 50	<i>1 point</i>
51 - 100	<i>2 points</i>
101 - 1000	<i>3 points</i>
> 1000	<i>4 points</i>
Years of Operation	Score
< 1 year	<i>0 point</i>
1- 3 years	<i>1 point</i>
4 - 6 years	<i>2 points</i>
7 - 10 years	<i>3 points</i>
> 10 years	<i>4 points</i>
Geographical Scope	Score
Local	<i>0 point</i>
National	<i>1 point</i>
Multiple countries	<i>2 points</i>
Global (all countries)	<i>3 points</i>



Corporate Readiness Scorecard

What was your total revenue last year? (including all sources of revenue: grants, subsidies, sales..)	Score
0 - 50K MYR	<i>0 point</i>
51K - 100K MYR	<i>1 point</i>
101K - 500K MYR	<i>2 points</i>
501K - 1M MYR	<i>3 points</i>
1 - 5M MYR	<i>4 points</i>
> 5M MYR	<i>5 points</i>
How much of your revenue comes from grants and public subsidies?	Score
0%	<i>4 points</i>
1% - 25% from grants and/or public subsidies	<i>3 points</i>
26% - 50% from grants and/or public subsidies	<i>2 points</i>
51% - 75% grants and/or public subsidies	<i>1 point</i>
76% - 100% grants and/or public subsidies	<i>0 point</i>
Did your organisation have a profit/surplus last year?	Score
Yes	<i>2 points</i>
No	<i>0 point</i>
Break even	<i>1 point</i>



Corporate Readiness Scorecard

How much % did your corporate revenues represent over your total revenue last year?	Score
< 25% of total revenues	<i>0 point</i>
26 - 50% of total revenues	<i>1 point</i>
51 - 75% of total revenues	<i>2 points</i>
76 - 100% of corporate revenues	<i>3 points</i>
What type of corporate clients - in terms of size (number of employees) - have you already supplied to?	Score
Micro-sized businesses: 0-10 employees	<i>0 point</i>
Small-sized businesses: 11-50 employees	<i>1 points</i>
Medium-sized businesses: 51-250 employees	<i>2 points</i>
Large-sized businesses: > 250 employees	<i>3 points</i>
(If relevant) Please share some names of past/current large corporate clients.	if very big brand: +1 point
How many corporate clients have you already supplied to?	Score
1 - 5 clients	<i>1 point</i>
6 - 10 clients	<i>2 points</i>
> 10 clients	<i>3 points</i>

Corporate Readiness Scorecard

What is the average duration of your corporate contracts?	Score
One time purchase	<i>0 point</i>
< 6 months	<i>0 point</i>
6 months - 1 year	<i>1 points</i>
1 - 3 years	<i>2 points</i>
> 3 years	<i>3 points</i>

SCORES	MATURITY
0 - 9 points	Beginner
10 - 20 points	Intermediate
21 - 35 points	Advanced

Research Methodology

The **Malaysia Social Procurement Country Report** adopted a mixed-method approach, combining both quantitative and qualitative methodologies to provide a comprehensive analysis of the current state of social procurement in Malaysia.

For the quantitative approach, MYImpact and YSB co-designed a survey with questions tailored to the Malaysian context. The primary aim of this survey was to collect structured data on the characteristics, financial performance, funding sources, needs, and perceptions of impact-driven businesses, particularly regarding the areas where they seek support.

The survey is organised into six key areas:

1. **General Information** – Demographic data and contact details of impact-driven businesses
2. **Value Proposition** – Information on products or services offered to companies
3. **Growth Aspirations & Financing Preferences** – Investment priorities and funding preferences
4. **Social Procurement Readiness** – Assessment of business preparedness to engage with corporate partners
5. **Impact & Needs** – Description of the business's social and/or environmental impact
6. **Challenges & Support Needed** – Gaps in social procurement and areas where businesses require assistance

Using a convenience sampling method, the survey was distributed to impact-driven businesses through MYImpact, YSB, and ecosystem partners. A total of **128 businesses** completed the survey, which remained open for two months. From these, **75 businesses** were selected based on the following criteria:

- Clear social and/or environmental impact
- A sustainable business model with products/services suited to corporate needs
- Currently selling or intending to sell to corporate clients

The collected data was cleaned and analysed for the market analysis section of this report.

Following the quantitative survey, a series of in-depth, semi-structured interviews were conducted with impact-driven business founders. These interviews provided deeper insights into their experiences, opportunities, and challenges in executing social procurement activities with corporate partners, as well as their growth aspirations and investment priorities for the near future.



Source: Earth Heir

Research Limitations

While the **Malaysia Social Procurement Country Report** adopted a mixed-method approach to provide a comprehensive analysis of the current state of social procurement in the country, there are several limitations should be acknowledged:

1. Survey limitations

The survey reached 128 impact-driven businesses in Malaysia using a convenience sampling method. As a result, the sample may not fully represent the broader impact-driven business ecosystem in the country. Additionally, this sampling approach could introduce bias, limiting the generalizability of the findings. Moreover, responses may have been influenced by respondents' perceptions and their willingness to share challenges and expectations, potentially leading to response bias.

2. Qualitative data collection limitation

The selection of interviewees for this report may have introduced bias, as it prioritised founders of impact-driven businesses who were more accessible or willing to participate, potentially excluding key perspectives.

3. Other limitations

The collected data captures the state of the social procurement landscape at a specific point in time. Due to the ecosystem's dynamic nature, findings may quickly become outdated as new local and global trends emerge.

Recognising these limitations is essential for accurately interpreting the report's findings and recommendations.



Source: Materials In Works



End of Report