



AINNA × MTDC × UPM

Building Malaysia's **AI Commercialisation Engine for SMEs**

From Research to Practical, Affordable & Scalable AI Deployment



RESEARCH

UPM

Research & Talent



TECHNOLOGY

AINNA

NeuralOps & AI



COMMERCIALISE

MTDC

Market Access



SMEs

Digital
Transformation



SCALE

Malaysia → ASEAN → GCC

WHO IS AiNNA?

AiNNA

A Malaysian AI Technology Builder

Turning AI into practical solutions for businesses, especially SMEs.



AiNNA
AI FOR A BETTER TOMORROW



9K+

Orders Served



30

Online Stores
(2 Countries)



200+

Own Brand
Products



AI
Systems

Deployed for
Real Operations



RM15M

Lifetime
Sales



NeuralOps

Smart AI Routing



AI Agents

Automation
for Business



Specialised
Parsers

Think Beyond LLM



Detached
Systems

Lower Cost,
Higher Efficiency



Practical
Solutions

Built for SMEs



THE PROBLEM

SME Digitalisation Gap

Malaysian SMEs have the potential, but face real barriers in adopting AI and digital solutions.



Manual Processes

Still relying on spreadsheets and paper



Fragmented Tools

Multiple systems not integrated



High Software Cost

Expensive for small businesses



Lack of AI Capability

Limited knowledge and resources



Time Constraints

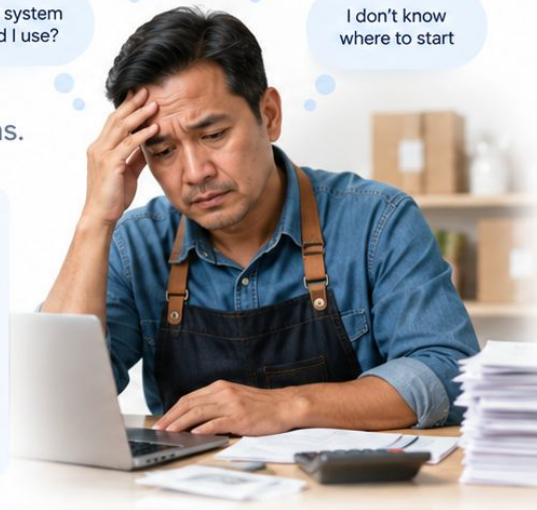
Business owners are too busy

Too many things to manage

It's too expensive

Which system should I use?

I don't know where to start



SMEs don't just need more tools.
They need a simple, integrated and affordable way to grow with AI.

THE SOLUTION STARTS HERE

What SMEs Actually Need

Not more standalone tools. They need a connected, simple and practical solution.



Sales & CRM

Get more customers
and manage relationships



Inventory

Know your stock
in real time



Finance

Track income, expenses
and easier reporting



HR

Manage staff, attendance
and payroll



Marketing

Promote your products
and grow your brand



Customer Service

Respond faster with
AI assistance

ALL IN ONE ECOSYSTEM

A Smarter Way for SMEs to Grow



“

A simple system
that helps me run
my business better,
not more complicated
tools.

– Malaysian SME Owner



One Connected System.
Real Impact for Malaysian SMEs.

OUR TECHNOLOGY CORE

NeuralOps

Smart AI Routing for Real Business

The right task, to the right intelligence, at the right cost.



MULTI-LAYER INTELLIGENCE



Rules
Simple & repeatable tasks



Specialised Parsers
Domain-specific processing



SLM
Lightweight & efficient



LLM
Complex reasoning when needed



Detached Systems
Use existing systems (no token cost)

NOT EVERY TASK NEEDS
A LARGE MODEL.



Lower
AI Cost



Faster
Response



Lower
Energy Usage



Scalable
for SMEs



Smarter Routing. Lower Cost. **Real Impact for SMEs.**

STRONGER TOGETHER

A Collaboration Model From Research to Real Impact

Combining strengths to accelerate AI commercialisation for Malaysian SMEs.



Research. Technology. Commercialisation. Real Opportunities for Malaysian SMEs.

PRACTICAL • INTEGRATED • AFFORDABLE

Our Solutions for SMEs

One platform. Real solutions for everyday business needs.



Sales & CRM

Get more customers
and manage relationships



Inventory

Real-time stock
and low stock alerts



Finance

Track income, expenses
and auto reporting



HR

Manage staff,
attendance and payroll



Marketing

Promote products
and grow your brand



AI Agent

Automate routine tasks
and customer support



Analytics

Real-time insights
for better decisions



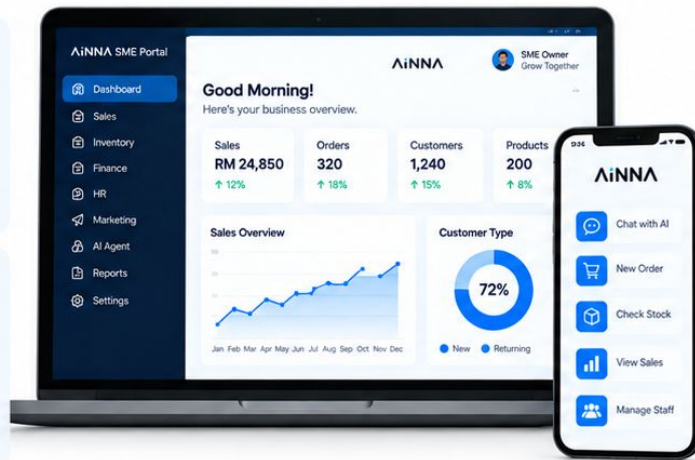
Integration

Connect with existing
tools and systems



**Real Tools.
Real Results.**

Built for Malaysian SMEs.



REAL IMPACT. BRIGHTER MALAYSIA.

Empowering SMEs

Creating Bigger Opportunities

When SMEs grow, communities grow, and Malaysia grows.



Higher Productivity

Automate repetitive tasks and save time



Lower Operating Cost

Do more with less resources



More Revenue Opportunities

Reach new customers and markets



Stronger Workforce

Upskill SMEs with AI tools



Lower Carbon Footprint

More efficient and sustainable operations



Faster Innovation

Turn ideas into solutions quicker



Greater Competitiveness

Enable Malaysian SMEs to compete regionally and globally



Stronger Ecosystem

Collaborate with industry, academia and government

A STRONGER, BRIGHTER MALAYSIA



More resilient SMEs



More quality jobs



Stronger economy



More sustainable businesses



Thriving communities



**SMEs
TODAY.
A BRIGHTER
MALAYSIA
TOMORROW.**

**Empower SMEs. Accelerate Innovation. Build a Brighter Malaysia.**

FROM PLAN TO PROGRESS

Implementation Roadmap Delivering Real Value for SMEs

A phased and practical approach for successful adoption.



1. DISCOVER

1 – 2 MONTHS

Understand Needs

- ✓ Engage with SMEs
- ✓ Identify use cases
- ✓ Define success metrics
- ✓ Plan deployment



2. PILOT

2 – 4 MONTHS

Test & Validate

- ✓ Pilot with selected SMEs
- ✓ Deploy core modules
- ✓ Gather feedback
- ✓ Measure impact



3. SCALE

6 – 12 MONTHS

Expand & Optimise

- ✓ Onboard more SMEs
- ✓ Enhance features
- ✓ Integrate with partners
- ✓ Continuous improvement



4. SUSTAIN

ONGOING

Long-term Growth

- ✓ Ongoing support
- ✓ Training & enablement
- ✓ Ecosystem collaboration
- ✓ Drive national impact

OUR COMMITMENT

From Pilot to Nationwide Impact



Measurable
results



Scalable
adoption



Sustainable
growth



Stronger
SME ecosystem



Together for SMEs. Today's Pilots. Tomorrow's Greater Malaysia.

STRATEGIC PARTNERSHIP

Together for a Stronger Tomorrow

Malaysia – Saudi Arabia Collaboration to Empower SMEs with AI.



Different Strengths. A Shared Vision.

AI for SMEs.
Opportunities for People.
A Brighter Future.



KNOWLEDGE EXCHANGE

- ✓ AI & technology expertise
- ✓ SME development experience
- ✓ Research & talent collaboration
- ✓ Cross-border learning programs



MARKET OPPORTUNITIES

- ✓ Access to Saudi market (Vision 2030)
- ✓ Support Malaysian SMEs to go global
- ✓ Joint go-to-market initiatives
- ✓ New investment opportunities



INNOVATION & PILOTS

- ✓ Joint AI pilots for SMEs
- ✓ Real-world use cases
- ✓ Co-development of solutions
- ✓ Scale successful imodels regionally



PEOPLE & COMMUNITY

- ✓ Capacity building
- ✓ Create future-ready workforce
- ✓ Empower SMEs and entrepreneurs
- ✓ Contribute to sustainable economic growth



When Malaysia and Saudi Arabia work together, SMEs go further.

STRONGER PEOPLE.
GREATER OPPORTUNITIES.
A BRIGHTER TOMORROW.



Partnership Today. Sustainable Growth Tomorrow.

THE ASK

Activate. Deploy. Commercialise.

AINNA is ready to activate technology that has already been R&D, developed and validated.



From innovation to real impact
for Malaysian SMEs.

Support the activation.
Scale the opportunity.

EXPECTED OUTCOMES



Faster
technology adoption



More competitive
Malaysian SMEs



Job creation and
talent development



Regional expansion
opportunities



Long-term economic
and social impact



ACTIVATION FUNDING

GRANT / LOAN / SUPPORT

- ✓ Fund deployment and commercial activation
- ✓ Support market entry and scaling
- ✓ Access to industry networks
- ✓ Enable high-impact SME adoption



RESEARCH SUPPORT

VALIDATION & TALENT

- ✓ Continuous R&D support
- ✓ Validation and testing
- ✓ Access to expertise and research facilities
- ✓ Talent development and knowledge transfer



READY TECHNOLOGY

NEURALOPS & AI SOLUTIONS

- ✓ AI Agents and automation
- ✓ SME systems (sales, finance, inventory, operation)
- ✓ Proven use cases and pilots
- ✓ Ready for deployment and commercialisation



SMEs

REAL DEPLOYMENT

PILOT → ADOPT → SCALE

- ✓ Deploy in real SME environments
- ✓ Measure impact and ROI
- ✓ Refine and optimise
- ✓ Commercialise and scale across Malaysia and beyond



HIGHER
TOGETHER



R&D
COMPLETED



ACTIVATION
FUNDING



SME
DEPLOYMENT



COMMERCIALISATION



SCALE
MALAYSIA → GCC
& BEYOND



The technology is built. The next step is activation.

TOGETHER FOR A BRIGHTER MALAYSIA

Thank You. Let's Make It Happen.

Empowering Malaysian SMEs with AI.
Creating Opportunities for People. A Brighter Tomorrow.

**PEOPLE**

Stronger
communities

**INNOVATION**

More competitive
SMEs

**GROWTH**

Greater
economic impact

**A SUSTAINABLE
TOMORROW**

For Malaysia
and beyond

*AI for People.
Opportunities for Malaysia.*

MALAYSIAN
INNOVATION
FOR A
BRIGHTER
TOMORROW



UPM × AiNNA × MTDC
RESEARCH × TECHNOLOGY × IMPACT