

FREQUENTLY ASKED QUESTIONS

1. What is “Grow Together BizPitch” program?

Yoma Bank's "Grow Together BizPitch" program is a program where Micro, Small and Medium Enterprises (MSMEs) and start-up businesses in Myanmar can participate and compete for the award. Any applicant joining this program is not required to pay any application fees, and eligible MSMEs and Startups can apply for free. Each of the final 4 businesses will receive a grant/seed financing of 50,000,000 Kyats from Yoma Bank to support their business initiatives and help them achieve their business goals.

2. What are the purpose of “Grow Together BizPitch” program?

"Grow Together BizPitch" program is a collaborative program between Yoma Bank and prominent consultants in the entrepreneurship industry to help develop MSMEs and start-up businesses in celebration of the 30th anniversary of Yoma Bank. Yoma Bank will award each of the final selected 4 businesses with 50,000,000 Kyats as grant/ seed funding to support their business initiatives and help them achieve their business objectives. Participants in this program will obtain valuable advice from business professionals, business-to-business connections, business collaborations with other MSMEs, and networking opportunities with business professionals.

3. Who will be the members of the evaluation and selection committee and program director who will provide additional support?

Committee Members

- **Doctor Tun Thura Thet**

Founder and chairman of Myanmar Information Technology Pte Ltd (MIT), co-founder and director of Myanmar ICT Development Corporation, Vice Chairman of Myanmar Computer Federation (MCF) from 2018 to 2021.

- **Dr. Su Hla Han**

Co-founder and Managing Director of Medi Myanmar Group Ltd., President, Myanmar Cosmetics Association, Vice President, Myanmar Women Entrepreneurs Network (MYANWEN), Vice President, MSME Association of Myanmar, Board of Director (MoD).

- **Daw May Myat Mon Win**

General Manager (Chatrium Hotel), Co Founder of PMA (Professional Marketers Association).

- **Mr. Loh Ngik Ming**, (Chief Business Banking Officer, Yoma Bank)
- **Daw May Sandi Thein Zaw**, Head of SME Banking, YOMA Bank)

Program Director

U Soe Hein

The founder of SMEBi – SME Business Institute; Secretary of Myanmar MSME Association.

4. What are the benefits of participating in the program?

Participants in this program will obtain valuable advice from business professionals. business-to-business connections, business collaborations with other MSMEs, and networking opportunities with business professionals. In addition, participating businesses will have access to additional benefits, such as special opportunities for business loan support necessary for start-up or expansion.

Each of the final 4 businesses will receive a grant/seed financing of 50,000,000 Kyats from Yoma Bank to support their business initiatives and help them achieve their business goals.

5. What businesses are eligible to participate in the Grow Together BizPitch program? What businesses are not allowed to participate?

Every Micro, Small and Medium Enterprises (MSMEs) and start-up businesses that have registered in Myanmar can participate in this program for free. Businesses such as gambling businesses, illegal businesses, businesses involving drugs and psychotropic substances, cigarettes, Tobacco, alcoholic beverages, and multi-level marketing (MLM) are not eligible to apply.

6. Are Yoma Bank employees allowed to participate in the Grow Together BizPitch program?

Employees of Yoma Bank and their immediate family members are not eligible to participate in the program.

7. Is there a fee to join the program?

There are no fees needed to enroll in this program or to complete the application process. The program is free for every eligible MSMEs and start-up businesses.

8. How do I apply for the program?

Anyone interested in joining the program must submit an application, along with the requested documents and a summary of their business plan here (<https://ymbank.co/bizpitch-apply-form>), between October 5 and November 18, 2023. To simplify the application process for Yoma Bank and facilitate initial participation, applicants must submit Basic business information, a **one- to three-year** business plan summary, contact information, personal information, and a program application.

9. Can I make changes to the application after I've submitted it?

During the application period, you may modify your application information and if accidentally upload an incorrect file, he/she may resend it via the same mail before the submission deadline. Resubmission can be completed at the section "Additional suggestions or notes". (For example: Resubmission due to wrong attached file.)

Before submitting your personal information, however, we encourage you to review your business information and apply.

10) What supporting documents are required to be submitted by businesses that are allowed to participate in the second phase of selection?

Participants must provide their basic business information, a **one- to three-year** business plan summary, and their contact information. The selected applicants must submit the required documents and business proposals.

11) How are the 200 businesses of qualified applicants selected from all applications submitted?

In the initial phase of screening, members of the evaluation and selection committee will examine the business plans included with the application. Based on the quality of their business plans, a total of **200 companies** will be evaluated and chosen.

12) What happens after being selected out of 200 businesses?

The 200 businesses chosen in the initial phase will be invited to share business advice and guidance with the program director and members of the evaluation and selection committee over the orientation of two days and will be instructed on how to do so. More detailed information can be checked here. (ymbank.co/bizpitch).

13) How do you select 30 businesses from 200 candidates? What are the next steps for the selected 30 businesses?

As the second stage of screening, the members of the evaluation and selection committee will shortlist an additional 30 enterprises from the initial group of 200. The 30 businesses will be required to present their business proposals to the evaluation and selection committee in person, along with evidence of their businesses. More detailed information can be checked here. (ymbank.co/bizpitch).

14) What is the next stage after selecting 30 candidates?

In the final phase, the program director and members of the evaluation and selection committee will select the 4 award-winning businesses based on the submissions and business proposals of the 30 shortlisted businesses.

15) Can I withdraw from the program after being selected as a finalist?

The candidates may resign at any time. To ensure that nominees receive all available benefits, Yoma Bank respectfully requests that you remain a participant until the conclusion of the program.

16) When will the final winners be announced?

Following the selection of the program director and members of the evaluation and selection committee, the final 4 award-winning businesses will be announced on Yoma Bank's official social network page <https://www.facebook.com/yomabank>. The website (Website Link XXX) as well as press releases and offline information will be made public.

17) What benefits will the finalists receive?

Each of the final 4 businesses will receive a grant/seed financing of 50,000,000 Kyats from Yoma Bank to support their business initiatives and help them achieve their business goals.

18) How will the final winners receive their grant?

Yoma Bank will award the prize money in accordance with the specified rules and regulations based on the category of business such as service providing business, production business, etc. in order to enable establishment and support sustainability. Applicants will be notified of the proposed regulations at each phase of the process.

19) How will an applicant's personal and business information be used?

During the "Grow Together BizPitch" program application procedure, the applicant's information will be kept confidential, used only for program promotion, and closely monitored according to Yoma Bank's policy.

20) How do I contact you if I want to know more or have questions about the "Grow Together BizPitch" program?

"Grow Together BizPitch" program detailed information can be accessed from the link (Link) and if you want to know more information, you can contact [info@yomabank.com] during office hours, or you can contact Yoma Bank's 24/7 Customer Care Center - 9662 (or 09796629662) at any time.