

Identifying and Prioritizing Reforms

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MALAYSIA**





for inviting me

AGENDA

- **How did you identify the reforms?**
- **What external pressures assisted with getting reforms underway?**
- **What influenced the prioritization of reforms?**
- **What lessons did you learn about getting and maintaining political support for reform?**
- **Did you spend enough time identifying the risks/challenges of reform?**



GOVERNMENT

TOGETHER
BUILD
THE
NATION

GOVERNMENT'S
FRAMEWORK

NATION'S
DEVELOPMENT

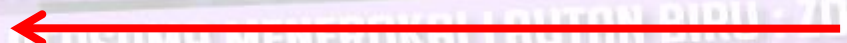
RM
(Collection)



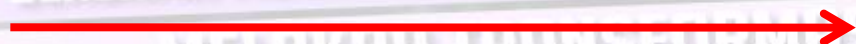
BE WITH US
... OTHERWISE ...
WE WILL ROCK
YOU



TAXPAYERS

COMPLIANCE PROGRAMMES



VOLUNTARY COMPLIANCE
RM (Tax Paid)



KEY COMPONENTS			
CONCEPT	1Malaysia : People First, Performance Now	Voluntary Tax Compliance Tax System As An Asset To The Community	
VISION	Vision 2020 : High Income, Developed Nation	Leading Tax Administrator	
DRIVER	ETP, GTP, RTP, PTP	KPI	
VEHICLE	DTN, NEM, RMK	Corporate Plan	
CYCLICAL PROCESS	Annual Budget	Tax Collection Target + KPI Ecosystem	
SUCCESS ASSURANCE (PIT STOP)	GDP	Yearly	Annual Theme Revenue Day Innovation Day Success Formula Director's Conference / Top Management Meeting
		Monthly	<i>Creative Showcase</i> CEO's Message HQ Meeting

MENUJU WAWASAN 2020

ROAD TO 2020

PENTADBIR CUKAI TERUNGGLU
NEGARA MAJU BERPENDAPATAN TINGGI



ROADMAP

BE WITH US
 ...OTHERWISE...
 WE WILL ROCK YOU

NOTHING IS IMPOSSIBLE...
 IMPOSSIBLE IS NOTHING

HASIL YOUR FEEL GOOD PARTNER



* 2011 Cyberjaya



Tahniah kerana anda membantu memajukan Malaysia
Andalah Wira Negara!



The Only Award-Winning High Value
 Service Provider In The
 Insurance Sector In Malaysia



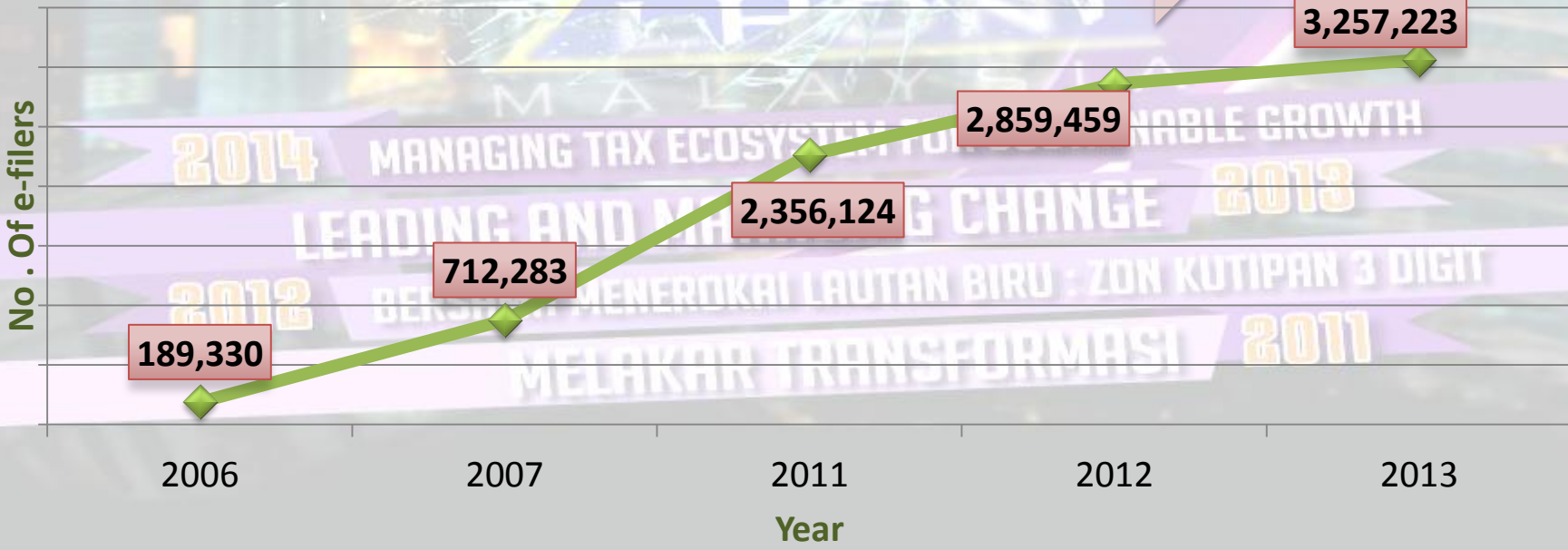
HASIL



TAX REFORM

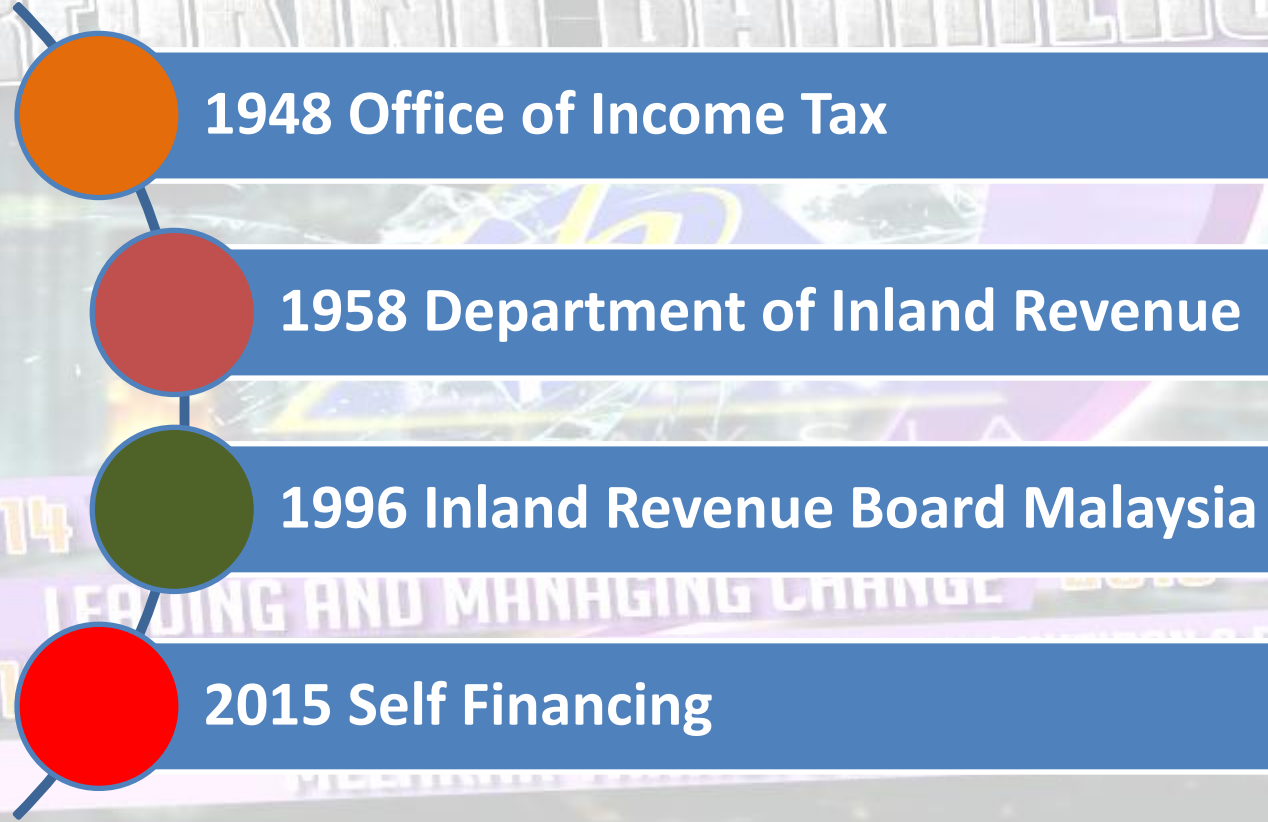
- 1973**
Territorial Scope
- 2000**
Current Year basis
- 2001**
SAS for Companies
- 2004**
SAS for other categories
- 2006**
e-Filing

2014
Mandatory e-filing for companies



EVOLUTION OF IRBM

BREAKING BARRIERS 2015



CURRENT STATE

Middle Income Nation

[Current GNI per capita RM 23,700 or USD 6,700]

FUTURE STATE

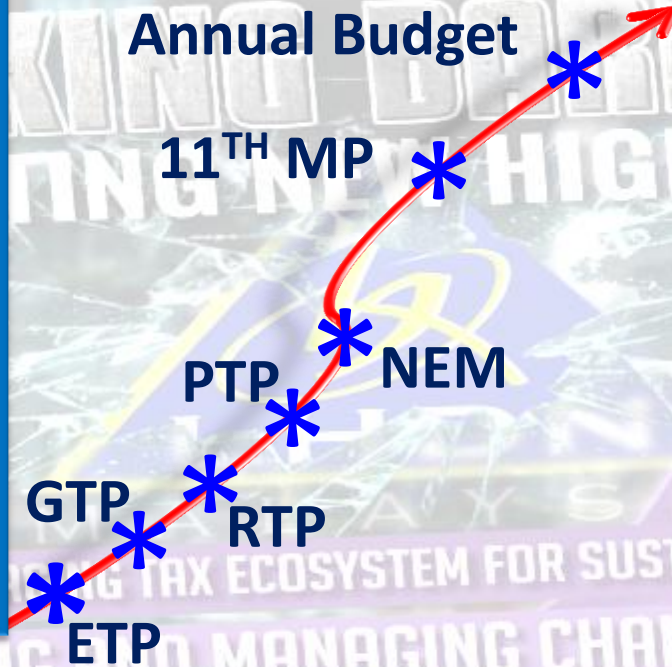
High Income Nation

[Projected GNI per capita RM 48,000 or USD 15,000]

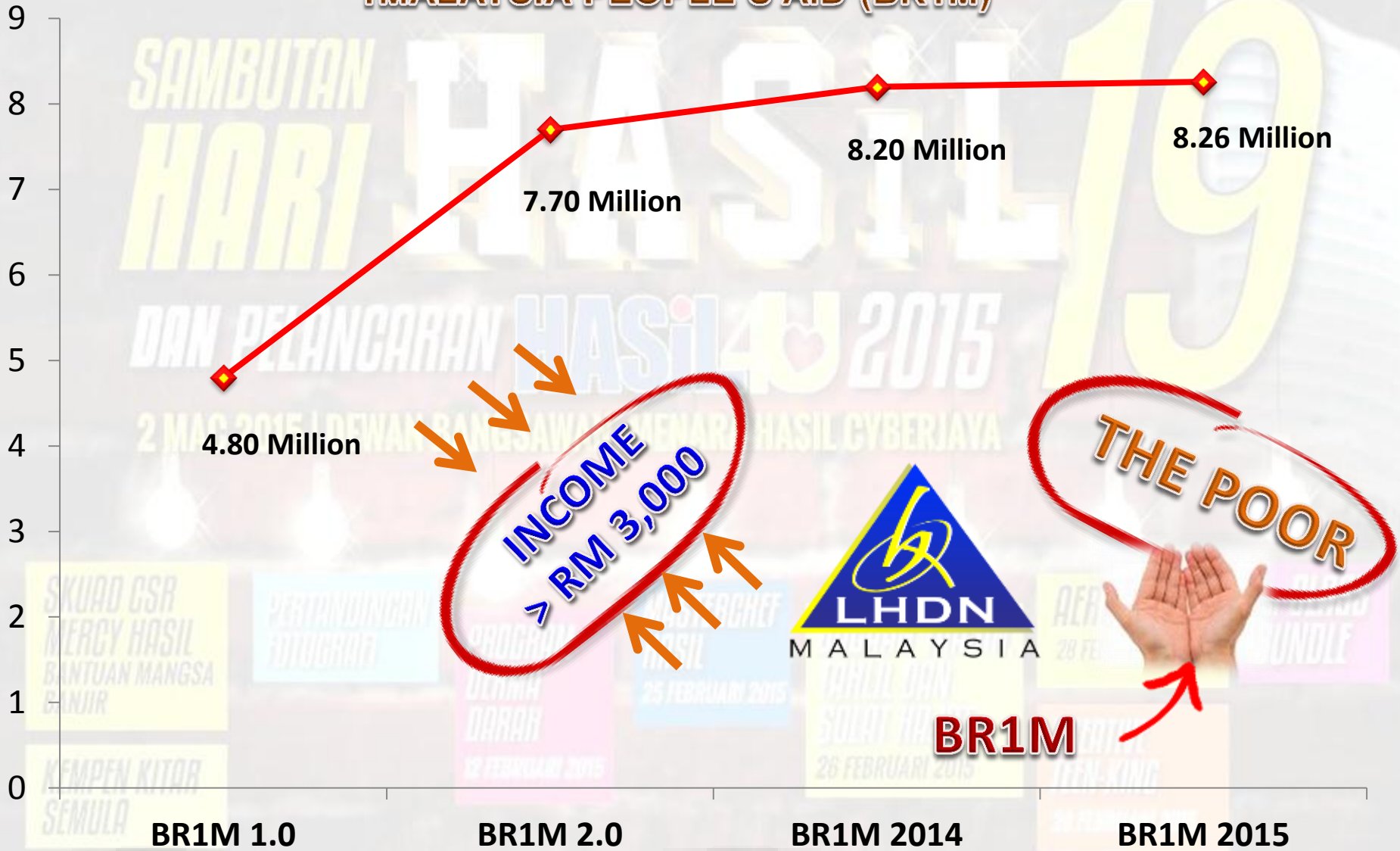
2015

VISION
2020

[Less Than 5 Years]



1MALAYSIA PEOPLE'S AID (BR1M)



SERVICE DELIVERY vs. DEMAND MANAGEMENT





Penafian <https://www.facebook.com/LHDNM> /LHDNM 1800-88-5436 (LHDN)

HASiL Raman Keceriaan Anda.

Risalah ini diterbitkan untuk maklumat am sahaja. Ia tidak mengandungi nasihat muktamad atau lengkap mengenai suatu tajuk tersebut dan tidak seharusnya digunakan sebagai rujukan perundangan.



PERFORMANCE 1995 - 2010

AMOUNT
(RM BILION)

100,000

90,000

80,000

70,000

60,000

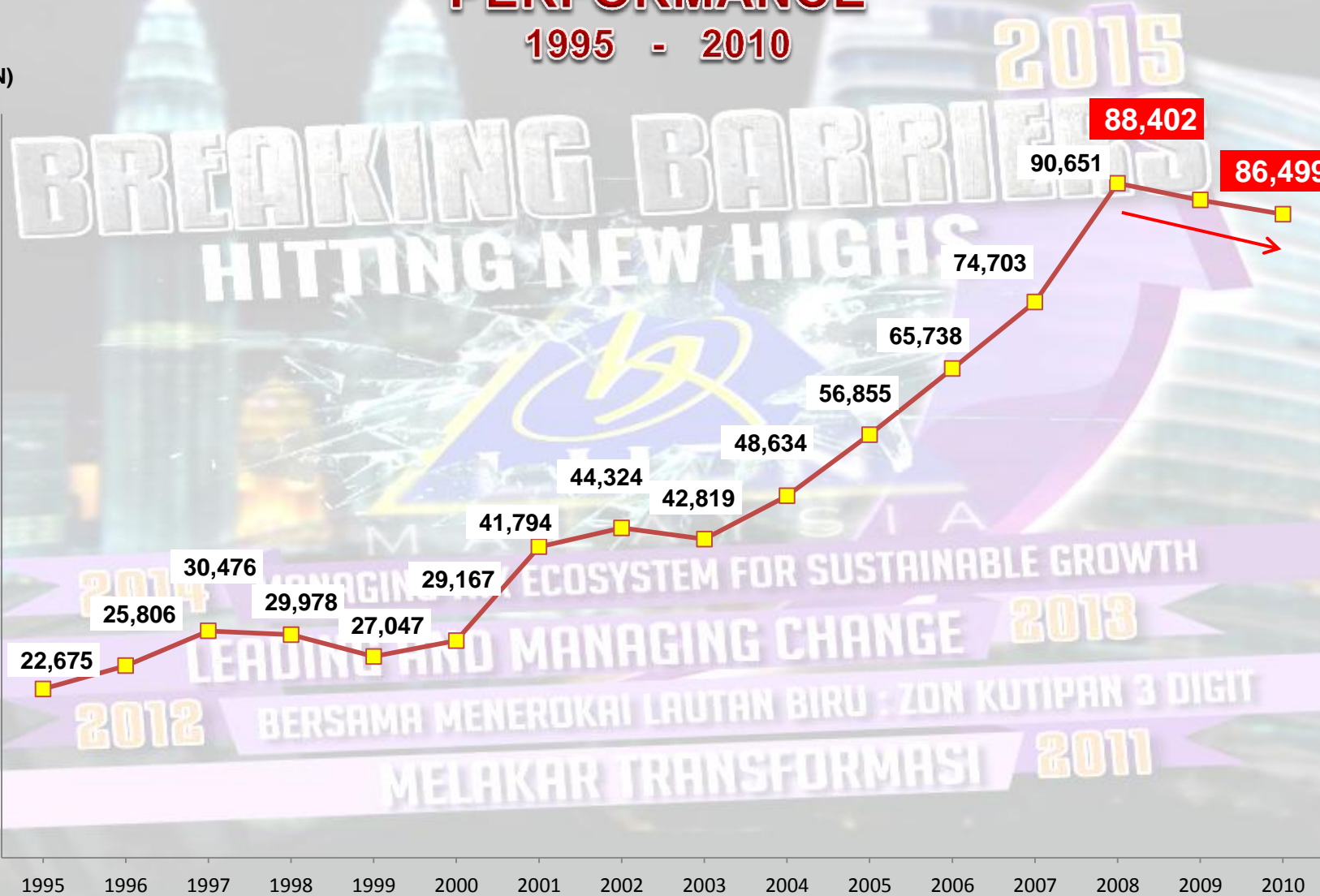
50,000

40,000

30,000

20,000

10,000





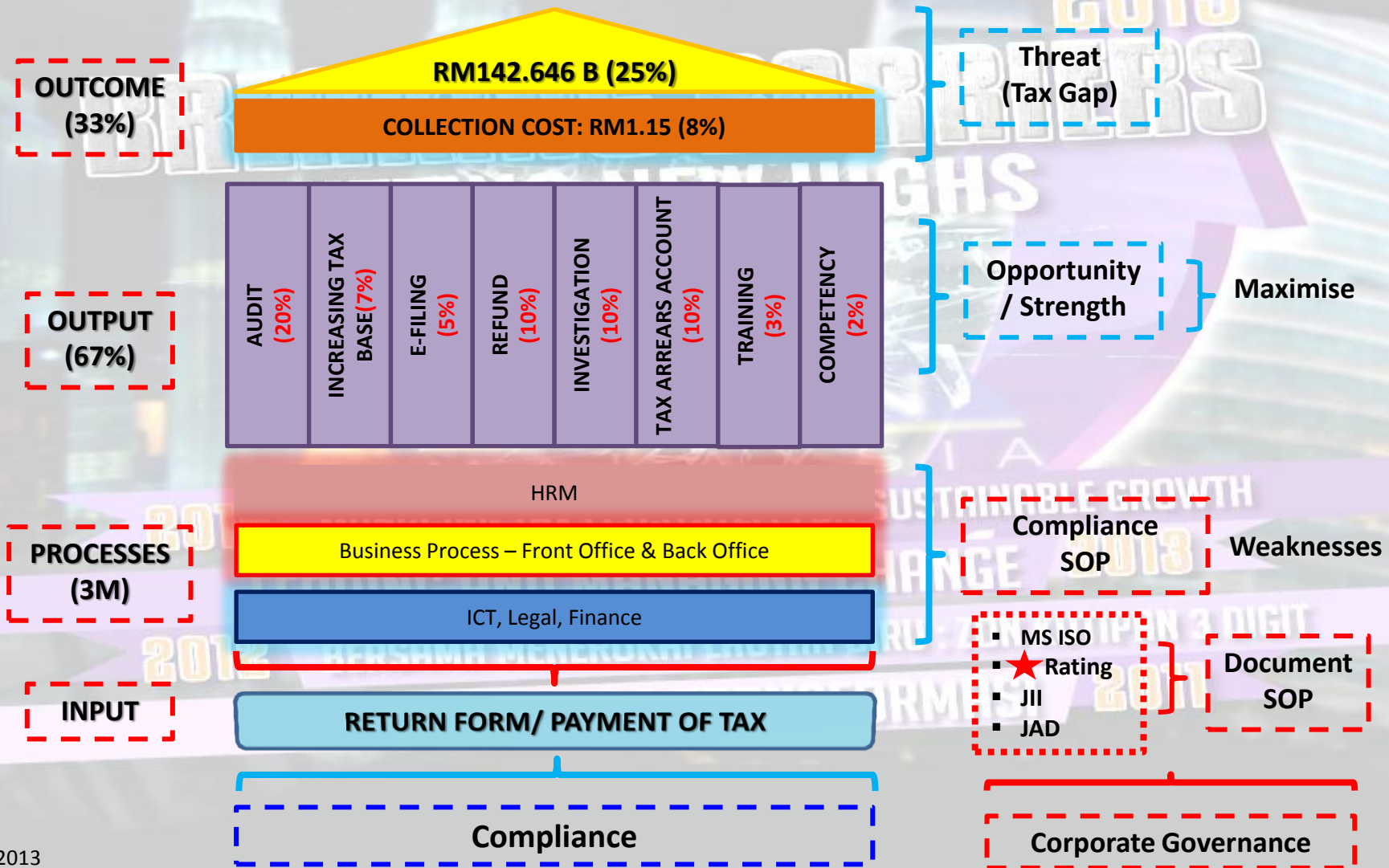
21 NOV.	: RM100.05 B
31 DEC	: RM109.67 B

5 NOV.	: RM100.05 B
14 NOV.	: RM110.04 B
7 DEC	: RM115.58 B
10 DEC	: RM120.08 B
31 DEC	: RM124.99 B

10 OCT	: RM101.69 B
8 NOV.	: RM110.00 B
14 NOV.	: RM115.17 B
9 DEC.	: RM120.00 B
11 DEC	: RM125.02 B
31 DEC	: RM128.91 B

9 OCT	: RM100.05 B
7 NOV.	: RM110.27 B
28 NOV.	: RM120.02 B
11 DEC	: RM129.09 B
31 DEC	: RM133.69 B

KPI ECOSYSTEM PILLARS



* Paris - 2013

Competing



PROBLEM



TIMING
IMPLEMENTATION



Political

“Support”



ARTICLES ON SELF-FINANCING





REFORM



Thank You!

Breaking Barriers
Hitting New Highs

HASiL Your Feel Good Partner

