**Maybank Group Industry Value Chain (MGIVC)**

*What exactly is MGIVC?*

The Maybank Group Industry Value Chain (MGIVC) is an industry classification system which organizes sectors and sub-industries into standardized groups and value chains. The development and refinement of the MGIVC was guided by internationally recognized classification systems and with Maybank’s business requirements across various geographies.

*The structure of MGIVC*

The MGIVC consists of 5 levels of granularity (from broad to granular) namely i) Level 1: Broad Economic Sector, ii) Level 2: Sector, iii) Level 3: Value Chain, iv) Level 4: Industry and v) Level 5: Sub-Industry. Level 2 is used as the main sector grouping for Maybank. The MGIVC is currently divided into approximately 30 main sectors and details the upstream, midstream and downstream activities of its sub-industries. The sub industries would be linked to the MGSIC and industry codes thereby enabling greater data analytics, sectorial insights and systematic exposure tabulation.

*The COMMON CONFUSION – MGSIC and MGIVC is different but related*

Due to similarity in the acronyms, we have often received queries about whether MGSIC and MGIVC refer to the same thing. If you had that in mind before, you are not alone. This is a common confusion and let us untangle that confusion for you.

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| MGSIC (Maybank Group **Standard Industrial Classification**) | MGSIC is a set of granular industry codes used across Maybank Group to tag a company’s nature of business |
| MGIVC (Maybank Group **Industry Value Chain**) | MGIVC is used for organizing sectors and value chains while the MGSIC serves as Maybank group’s standardized industry codes. |



MGIVC works like a shelf that houses the relevant sectorial codes

MGSIC are like the thousands of books in a library. They are being organized properly into the right shelf using the MGIVC

*How is the MGIVC used currently?*

The MGIVC is currently utilized for various applications including the Industry Prioritization Matrix (IPM) which is the Business Strategy plan involving business and risk units across Maybank’s geographies. The IPM enables the group to obtain granular industry insights, focus on target sectors with greater potential, avoid risky sectors and to discuss on specific sectors in detail. Effectively, this enables business strategies to be clearly and systematically set across all industries and countries. The IPM is updated on a bi-annual basis to enable business strategies to remain up to date and adaptive to changing business landscape. The MGIVC is illustrated in Table 1 below while the IPM is illustrated in Table 2.

The systematic and standardized classification of industries by the MGIVC offers broad uses for applications and projects involving industries in areas including ESG projects, digital applications and policy related initiatives. Furthermore, the standardization of classification across all countries allows the bank to speak the same language in terms of sectors and would enable the bank to thrive and not be paralyzed by the complexities of being global. With that, countries will no longer be silo based and would see greater synergies at a group level.

**TABLE 1: MGIVC SAMPLE SECTOR (TECHNOLOGY EQUIPMENT)**



**TABLE 2: INDUSTRY PRIORITIZATION MATRIX (BUSINESS STRATEGY)**