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# **THE 3rd MEF KUALA LUMPUR DIALOGUE 2010**

## **SESSION 1 – THE PATH TO BETTER BUSINESS AND TRADE BETWEEN MALAYSIA & EUROPE**

**LOOKING BEYOND THE OBVIOUS OBSTACLES AND OPPORTUNITIES**



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## **THE 3rd MEF KUALA LUMPUR DIALOGUE 2010**

**DATUK ISKANDAR MIZAL MAHMOOD**  
**MALAYSIAN BIOTECH CORPORATION**



**BIOTECHCORP**  
MALAYSIAN BIOTECHNOLOGY  
CORPORATION



## 3<sup>RD</sup> MEF KL DIALOGUE

**Does Biotech Provide the Answer to  
Ensuring Sustainable Business  
Between Malaysia & Europe?**

**TUESDAY, 30<sup>TH</sup> NOVEMBER 2010**

**BIOTECHCORP**

# This Is A Difficult Question...



- Does Biotech Provide the Answer to Ensuring Sustainable Business Between Malaysia and Europe?

?????



- When Tan Sri Munir Majid requested me to do this presentation, it did not occur to me how difficult the question is...

This is for missing the last MEF trip to Brussels...

- ...this is probably Tan Sri Munir Majid's and MEF's punishment to me for missing 2 previous MEF speaking assignments...



# What Can Biotech Do?

- Heal the World...
- Feed the World...
- Fuel the World...



# Biotech Impact – Pervasive!

It is hard to imagine this...



...here...



# Biotech Impact – Pervasive!

But it is NOT hard to  
imagine this...



# Nature of the Global Ecosystem



- Marketed - Roche



- Technology – Gilead Sciences



- Raw Material – Star Anise

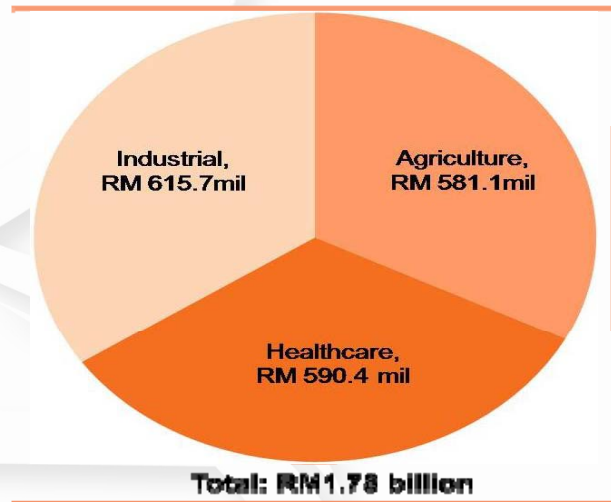
GLOBAL MARKET

**COLLABORATION IS KEY!!!**

# Where Is Malaysia Today?



**Total BioNexus Investment (RM mil)**

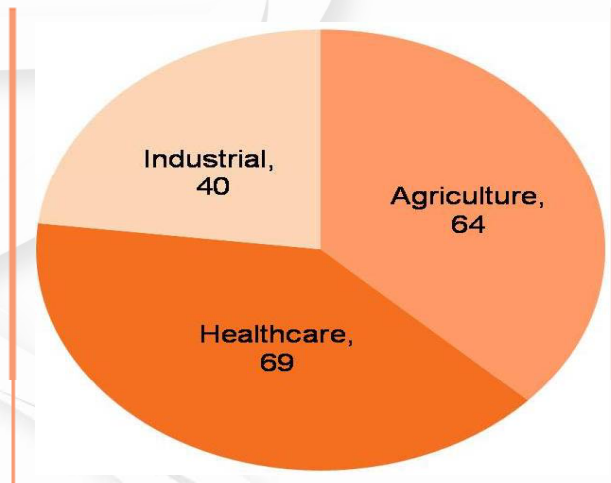


**Number of BioNexus Companies by State**

State	Agriculture	Healthcare	Industrial	Total
WP Kuala Lumpur	21	30	11	62
Selangor	18	26	17	61
Johor	7	4	4	15
Pulau Pinang	4	3	3	10
Negeri Sembilan	2	2	1	5
Perak	3	1	1	5
Melaka	2	1	-	3
Kedah	-	1	-	1
Sarawak	1	1	1	3
Sabah	4	-	-	4
Pahang	-	-	1	1
WP Putrajaya	1	-	1	2
Terengganu	1	-	-	1
<b>TOTAL</b>	<b>64</b>	<b>69</b>	<b>40</b>	<b>173</b>

Source: BiotechCorp

**Number of BioNexus Companies**

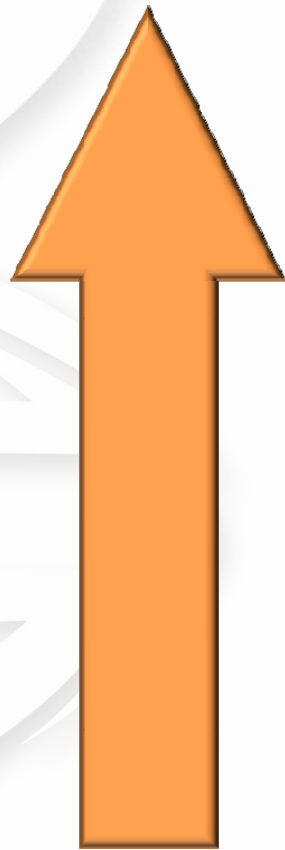


**Project Activities**

Project Type	Activities
<b>Agriculture</b>	Plant genomics, animal health, diagnostics and biologics, fertilizer & soil enhancer, plant propagation via tissue culture, animal breeding & reproduction technology, nutraceuticals, tissue culture, orchid tissue culturing
<b>Healthcare</b>	Nutraceuticals, medical diagnostics and devices, contract manufacturing organizations, molecular & cell engineering, tissue and stem cell engineering, contract research organization
<b>Industrial</b>	Bioremediation, enzymes/catalyst, biodiesel production, contract research organization, microbes technologies, biocatalyst, bioinformatics

Source: BiotechCorp

# BNX Companies by Stages of Dev.



Mature

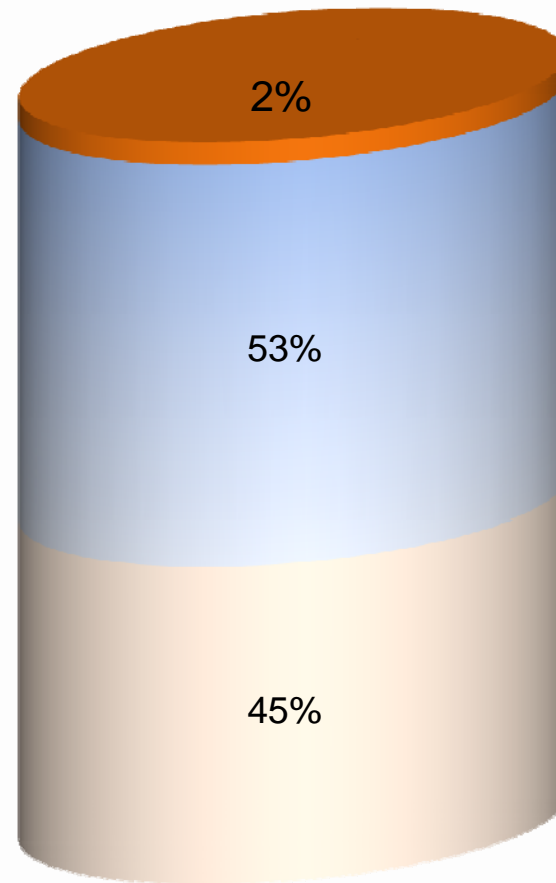
2%

SME

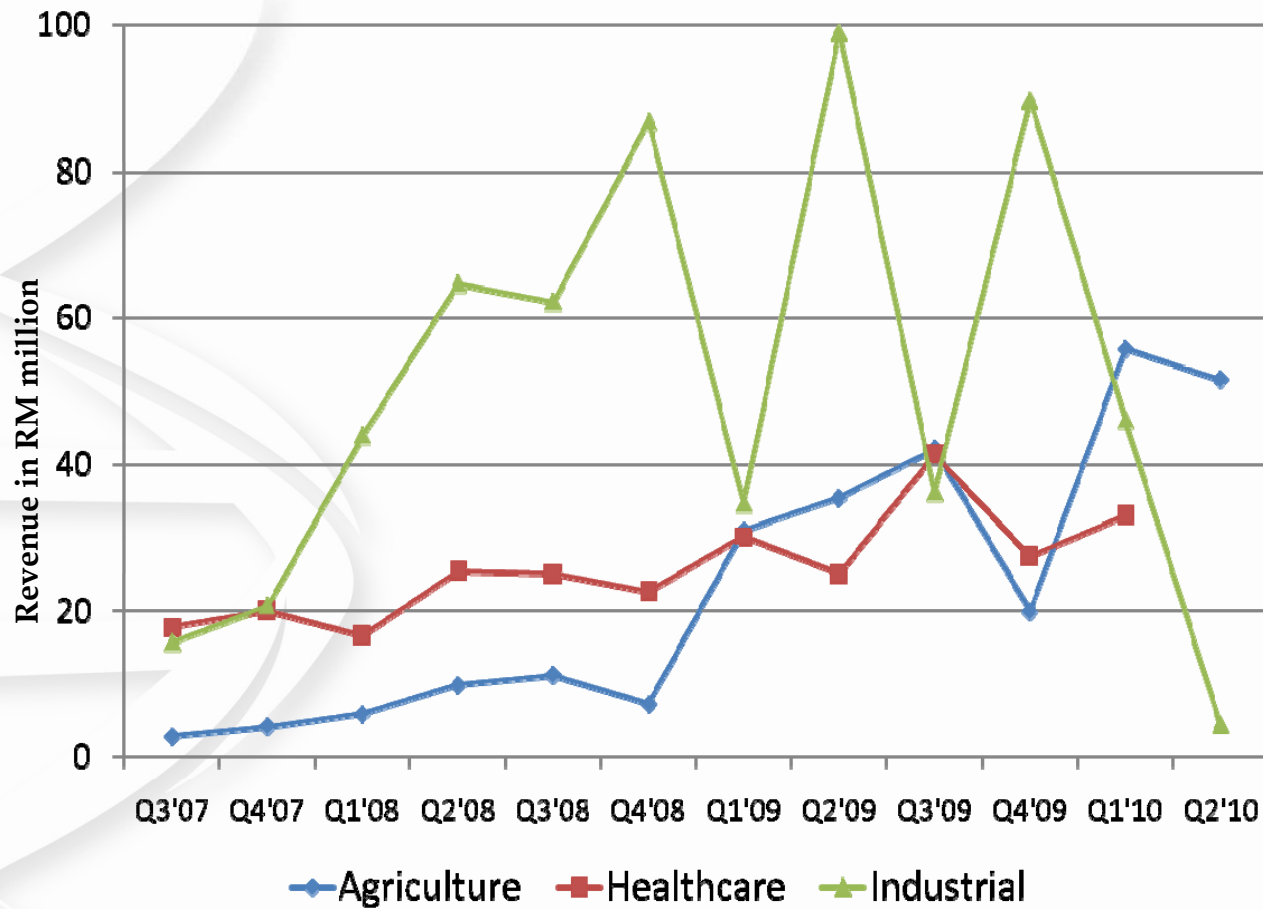
53%

Start-Up

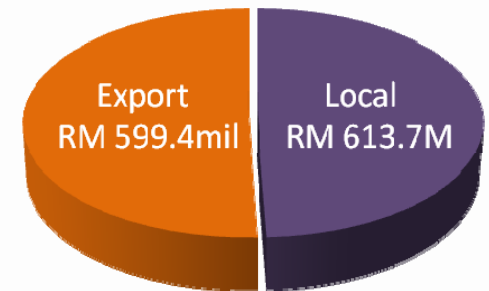
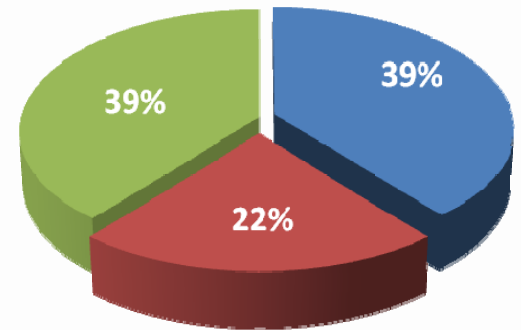
45%



# BNX Revenue Data



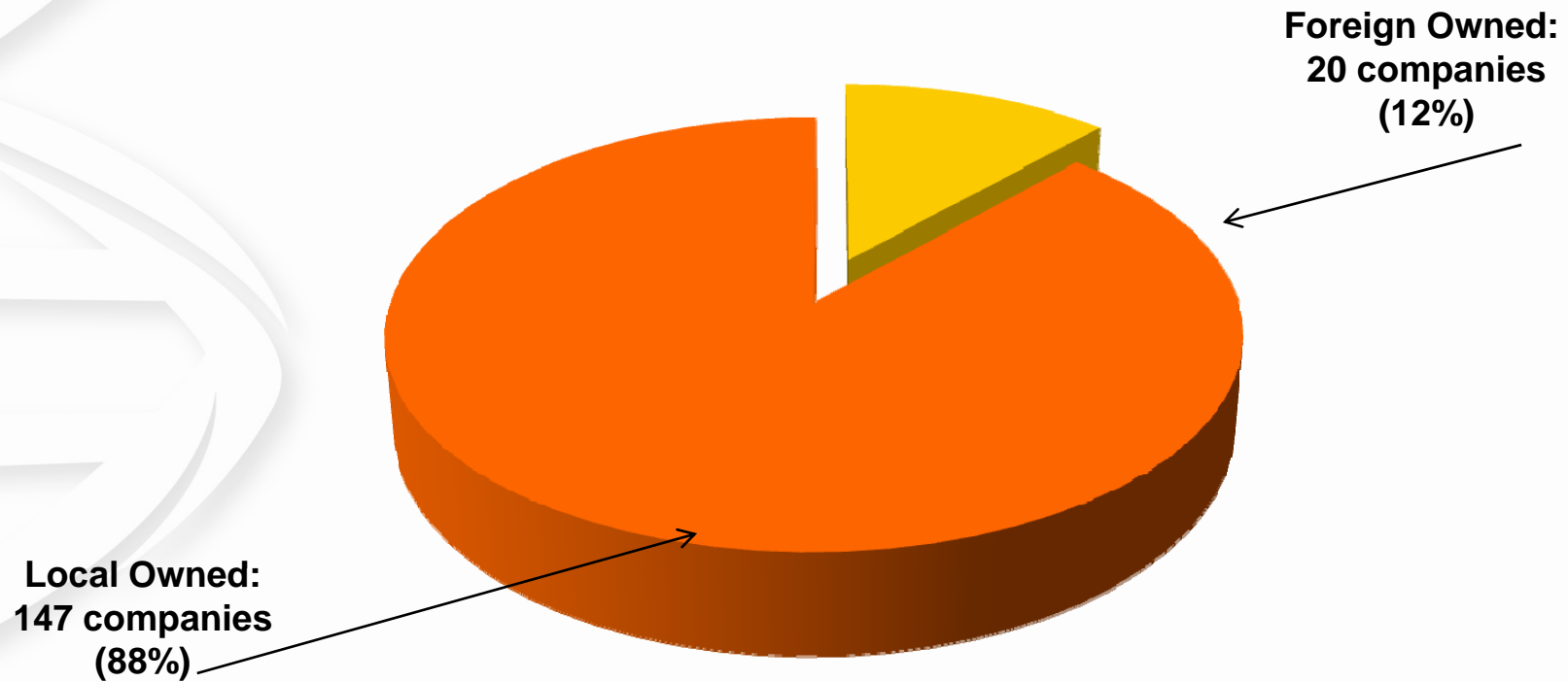
**Total Revenue  
RM1.213 million**



# BNX Shareholding Data



## BioNexus Companies – Shareholding Position (As at Q2'10)



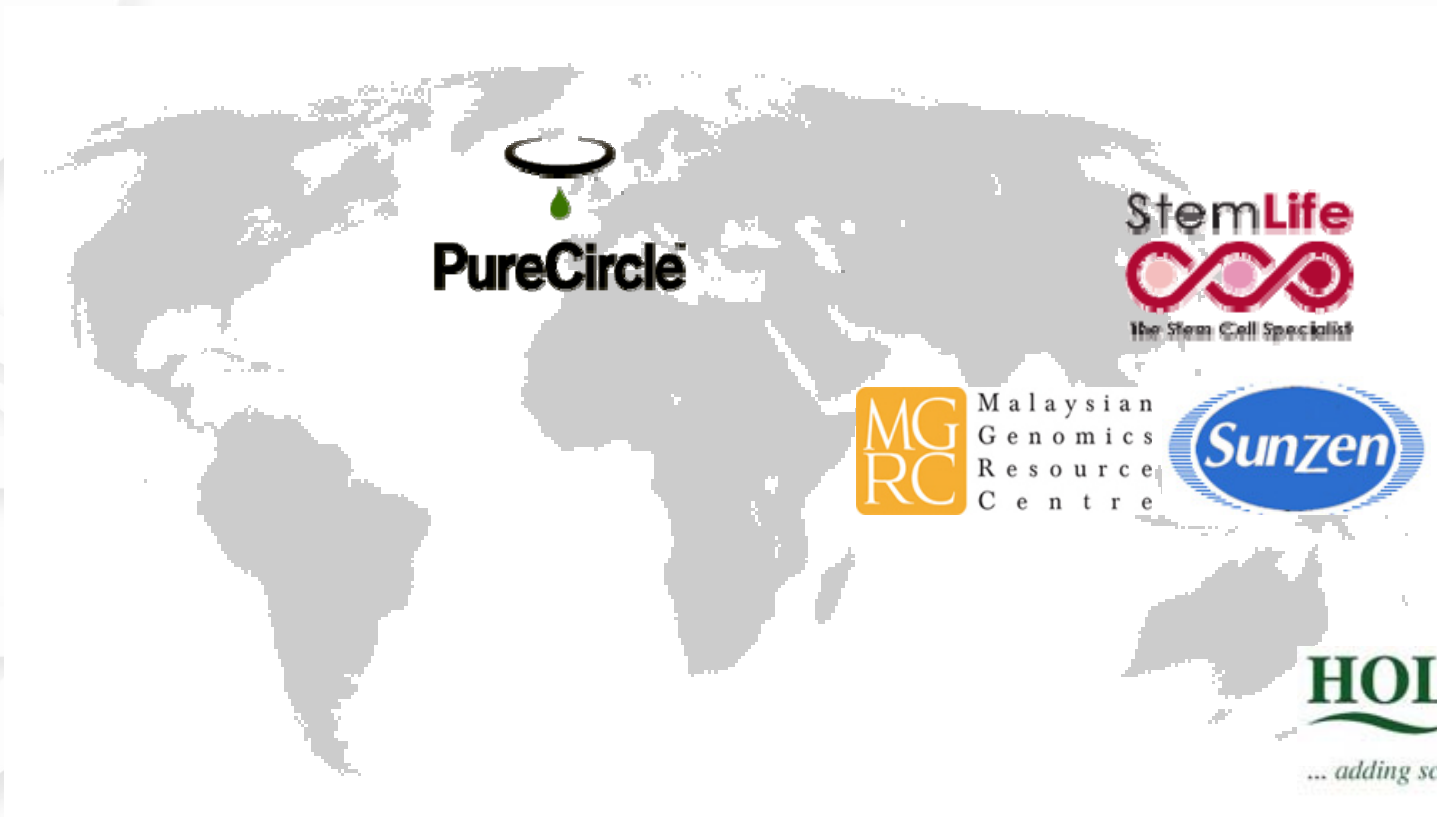
# BNX Shareholding Data (cont'd)



Country	No. of BNX Companies	Equity Investment
Taiwan	2	30.0%
British Virgin island	2	13.0%
Singapore	9	10.9%
India	8	8.3%
United Kingdom	4	7.1%
Italy	1	6.6%
Hong Kong	2	4.5%
USA	7	3.8%
Japan	2	2.1%

- There are multiple foreign investments in a BNX company

# BNX Listed Companies



**London**  
Stock Exchange



**ASX**  
AUSTRALIAN SECURITIES EXCHANGE



**BURSA MALAYSIA**

# Notable International Partners



...and demand continues to grow strongly

# Nature of Partnerships – Long-term



- Collaborations based on strengths in value chain
- Not solely on tax and financial incentives
- Balance Sheet and Profit & Loss
- Business Growth
- World Market

# So Back to the Question...



- Does Biotech Provide the Answer to Ensuring Sustainable Business Between Malaysia and Europe?





**BIOTECHCORP**  
MALAYSIAN BIOTECHNOLOGY  
CORPORATION

# THANK YOU

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