Tech Ecosystem & Globalisation: GAIN Programme to Accelerate Globalisation

AUGUST 9, 2021
MDEC Tech Ecosystem and Globalisation

**VISION**
We aspire to build globally competitive Malaysian tech companies and position Malaysia as the Heart of Digital ASEAN.

**MISSION**
By fostering a prolific and vibrant tech ecosystem and advancing the business capabilities and potential of local tech companies.

**FUELING MALAYSIAN TECH COMPANIES TO BE THE NEXT UNICORN**

**GATEWAY**
Curated market access and business matching events at regional and international events

**AMPLIFY**
High impact visibility activities to elevate and establish credibility of your company to desired audience

**INVEST**
Facilitation of funding discussions with venture capital, private equity and other funding avenues

**NURTURE**
Involvement in professional development with influential mentors and aspiring mentees

**Building Local Startups**
- **Malaysia Digital Hub & Corporate Innovation**
  - MDH assessment and certification
  - Leveraging on ecosystem partners for programs curation and community engagement
- **Malaysia Tech Entrepreneur Programme**
  - Visa pass for global tech entrepreneurs to kick start or expand their digital business in Malaysia
- **Fintech and Islamic Digital Economy (FIDE)**
  - Building capacity and growth of FIDE companies to match existing local and global demands

**Growing High Potential Scaleups**
- **Global Business Development**
  - GAIN Connex
  - GAIN Expand
- **Ecosystem Connectivity**
  - Global Launchpad
  - Malaysia Launchpad
- **Global Partnerships**
  - China National Fintech Certification Center
  - Startup Genome
- **Global Mentor Networks**

**Propellants (Targeted Interventions Cutting Across Company Stages)**
- **Funding Facilitation**
  - VC Matching, Alternative Funding, Venture Debt
- **Capability Development & Capacity Building**
  - Founders Grindstone, Fintech Booster
  - Mentoring Programs
- **Ecosystem and Policy Engagement**
  - Regulators, VC Association, VC Council
  - Policy planning for fintech ecosystem
- **Portfolio Management**
  - Company profiling and due diligence
Our Launch Sequence
Fueling Aspirants to Become Achievers

Galvanising the ecosystem

Malaysia Digital Hubs
Malaysia Tech Entrepreneur Pass
Corporate Partnerships

Onboarding Potential Stars

Company Lifecycle & Analytics

Targeted Interventions

- Gateway
- Amplify
- Invest
- Nurture
Malaysia’s Tech Startup Ecosystem

Government Ministries & Agencies

Infrastructure
- Alibaba Cloud
- exabytes
- Malaysia Digital Hub™
- AWS
- DFTZ
- ORBIT

Accelerators & Venture Builders
- Founder Institute
- MaGIC
- 1337 Ventures
- LABS
- finTech lab
- scaleUP
- Selangor Accelerator Programme
- Library
- Techstars

Community
- Techstars
- WOBB
- Startup Malaysia
- BFM
- vulcan
- DNA
- E27

Media Partners
- TIGER
- BFM
- vulcan
- DNA
- e27
- TECHNIA

Funding & Incentives
- Cradle
- MSC Science Company
- MTDC
- BIONEX
- VIGIERS

Talent
- Nexa
- Crowdpulse.asia
- CaptivVenture
- Premier Digital Tech University™
- Jobtviti
- Next Academy
- RHL Ventures
- Golden Gate Ventures

Corporate Innovation
- SUNWAY
- Maybank
- astro
- UOB
- TIME
- MetLife
- IBM
- fusionex
- mobile
- Touch n Go
- axiata
- PETRONAS
- digi
- prasarana
- AirAsia
- UEM
- HongLeong Group
- GAMUDA
- maxis

Market Access
- GAIN
- Matrade
- betahaus
- Expanda
- StartUp AsiaBerlin
• Market Access

• Malaysia Digital Hubs, Corporate Innovation & Venture/Community Builder

• Funding Facilitation

• Company Portfolio Management, Tech Ecosystem Enrichment (Drone & Healthtech) & Mentorship programme

• Fintech & Islamic Digital Economy

• Digital Creative Content
Support companies in market expansion & internationalization

US$1 Billion Export Revenue since 2015

203 Partners

12 Ecosystems

› Connect companies to potential partners & resellers
› Connect companies to potential end-customers & corporates
› Connect companies with government and trade agencies
› Connect companies to the media & other partners
› Connect companies with regional venture capitals & private equities
› Connect companies with local and foreign business and trade associations
MDH, Venture/Community Building & Corporate Innovation

10 MDH operators

22 Certified MDH locations - 632 startups

Venture & Community Building

19 Accelerator Engagements

Completed:
- Digital Health Innovation Challenge
- Alpha Startups Digital Accelerator
- Huawei Spark Accelerator
- RHB Get Your Hack On

Ongoing:
- IPHatchathon
- FWD Startup Studio
- SIDEC SAP
- Sunway iLabs Super Accelerator
- K-Startup Grand Challenge
- Petronas FutureTech Ventures 2.0
- NEXEA Corporate Accelerator
- NEXEA Entrepreneurs Program
- Endeavor ScaleUp Program
- SSDU SCALE
- Seedstars Mentorship Program

Upcoming:
- HLB Launchpad
- Mizuho Crowdbrain Accelerator
- HLB Can You Hack It

6 Community Programs

MDEC Innovation Xchange
Corporate Innovation (2021)
(MIX)

Connecting Corporates & Start-ups for Greater Value Creation

100 Total Engagements

86 Problem Statements

1403 Start-ups Channeled

5 MoUs signed

7 NDAs signed
Elevating the credibility of **MDEC & Malaysian ecosystem** via the successes of our **portfolio** companies with the aim to position **Malaysia as the Heart of Digital ASEAN**

- **Speaking Opportunities**
  - Conferences
  - Webinars
  - Videos

- **Media Engagements**
  - PR support for MDEC Stories
  - Interviews
  - Special rates for GAINers

- **Storytelling & Media Training**
  - Expert training
  - Media consultation

- **Amplifying MDEC Initiatives**
  - Newsletters
  - Social Media
  - Websites

**Media & Industry Partners**

1. DNA Asia News
2. e27
3. Business Today
4. BFM 89.9
5. Bernama
6. Vulcan Post
7. rtrim
8. ASEAN Rice Bowl Startup Awards
9. NextUp Asia
10. Beyond4
11. SITEC
12. NEXEA
13. PIKOM
14. WDD
Partnership with 14 ECF/P2P Platforms to promote alternative financing to assist MSMEs for sustainability and growth

1. Partnership with KK Fund in 2020 to match Malaysia-based startups with 104 investors
2. Investor Matching initiative through curation on funding stage and verticals by MDEC in 2021 with 54 VC partners

Collaboration with MDV to facilitate RM100 mil funds as announced by MOSTI to address startups cashflow issues through the provision of revolving cash line.

Initiatives Outcomes (2020 – 2021)

USD 352m Funding Amount Requested
USD 112m Funding Raised As of June 2021
32% Of Total Funding Requested
Company Portfolio Management, Tech Ecosystem Enrichment & Mentor+

**Company Portfolio Management**

- **HEALTHTECH ECOSYSTEM**
  - Government Agencies & Regulators
  - Healthcare Providers
  - Associations
  - Payors
- **DRONETECH ECOSYSTEM**
  - AERIAL DELIVERY TECHNOLOGY
  - SOFTWARE DEVELOPERS
  - FUNDING FACILITATIONS

**Tech Ecosystems**

- **HEALTHTECH ECOSYSTEM**
  - Companies:
    - mygirl
    - BabyBar
    - SkinPlex NEXi
    - 110
  - Leaders:
    - Dr. James Koh
    - Dr. Sanjay Kothari
    - Dr. Arvind Verma
    - Dr. Arul Prasad
    - Dr. Ambarish Mitra

**Our Network of Mentors**

- Mentors:
  - Dr. Sanjay Kothari
  - Dr. Arvind Verma
  - Dr. Arul Prasad
  - Dr. Ambarish Mitra
  - Dr. James Koh
  - Dr. Sanjay Kothari
  - Dr. Arvind Verma
  - Dr. Arul Prasad
  - Dr. Ambarish Mitra
  - Dr. James Koh
Fintech & Islamic Digital Economy

- Ministries & Agencies
- Regulatory Support
- Policies & Guidelines
- Market Enablers
- Talent Builders & Promoters

Fintech and Islamic Digital Economy Ecosystem

- Funding
- Demand
- Supply

Institutions and Organizations:
- MOSTI
- MyDigital
- INSKEN
- TM
- YaPEIM
- HUB
- LHCAG
- Myfunds
- DinarStandard
- INUCEF
- CAFOD
- SMECORP
- AIBIM
- RMHDC
- Ethis
- HelloGold
- Wahed
- Mardu
- Tanoto
- Zepto
- Split
- Sedania
- UNCDF
- REDmoney
- Cradle
- SVF
- i-Connect
- Tawafuq
- Premium
- OAMC
- RWC
## Digital Creative Content

Malaysia is also home to a sizeable digital content industry

<table>
<thead>
<tr>
<th>Significant</th>
<th>Global</th>
<th>Diverse</th>
</tr>
</thead>
<tbody>
<tr>
<td>REVENUE (RM)</td>
<td>EXPORT SALES (RM)</td>
<td>JOBS</td>
</tr>
<tr>
<td>7.1B</td>
<td>1.2B</td>
<td>10,897</td>
</tr>
</tbody>
</table>

### Categories:

- **Animation**: 100 Companies
- **VFX for Film & TV**: 114 Companies
- **Games & Interactive Media**: 53 Companies
- **New Media & Platforms**: 84 Companies

Source: MDEC Analysis & MSC Malaysia AQIR Reporting 2019
MALAYSIA TECH MONTH
29 Jul - 30 Aug 2021

#MTM2021
#MalaysiaTechMonth
Thank You