

MVCA recognition



Front row (from left): Jasmine Lee, CEO of MNC Wireless; Eugene Goh, CEO of GMO Ltd & CEO of mTouche Technology; Eddie Yap, ED and COO of OSK Ventures International; Azam, chairman of MVCA; Datuk Zarinah Anwar, chairman of Malaysian Venture Capital Development Council and Securities Commission; Darawati Hussain, head of private equity, CIMB Private Equity; Wee Su San, ED of iSpring Venture Management; Yeoh Liew Se, principal of Intelligent Capital; Suresh Thiru, COO of JobStreet Bhd.

Back row (from left): (hidden) Andrew Goh, CFO of Carotech & Hovid; K Sooria, CEO of MEMSTech; Norazharuddin Abu Talib, CEO of Mavcap; Mohammad Hazani Hassan, senior vice-president of Kumpulan Modal Perdana; Raja Shamsul Kamal, CEO of CAV Private Equity Management; Abu Saliha Noh, ED of GPRO Technologies Bhd; Khairil Anuar, chairman of BCT Technology; Datuk Larry Low, chairman of ElectroTech Investments Ltd; Shaik Taufik Shaik Yusoff, GM of Amanah Ventures; Datuk Hassan Said, ED of e-Pay; Shaun Chan, president of Opus Capital; Lee Kah Kheng, MD of ETICB; Harald Weinbrecht, CEO of ISS Consulting Bhd; Shaharuddin Rahmat, finance director of AMRB.

BY KARAMJIT SINGH I

It took the Malaysian Venture Capital and Private Equity Association (MVCA) 10 years to hold its inaugural annual dinner on Jan 12. It used the event to award the listed companies backed by MVCA members and venture capitalists (VCs) and private equity (PE) companies.

MVCA chairman Azam Azman remarked that it was rarely acknowledged that behind every successful company was a venture capital or private equity company. "The latter often provide a vital lifeline to the former, allowing them to grow further."

With the awards, MVCA hopes to raise the profile and awareness of the role played by VCs and PE firms in the country's economic growth. Sharing his hopes, Azam said, "It is time industry players, through the MVCA, worked towards increasing their visibility, and more importantly, shared their success stories with the pension funds, insurance companies and other fund providers. As in the more mature markets, all fund providers in Malaysia should acknowledge VCs and PE firms as an asset class."

In 2005, around RM2.59 billion was committed to venture capital in Malaysia, an increase of 14% from the RM2.27 billion the year before. According to Asian Private Equity Review, over US\$9.5 billion (about RM32.25 billion) came into the region in the first half of 2006. This is a 42.2% increase over the same period in 2005. By working with the relevant parties, including regulators, Azam hopes MVCA can increase the profile of the industry and be part of the country's exciting growth.

Coming below are the companies that were recognised followed by the VCs and PE firms on Page 12, starting with Amanah Ventures Sdn Bhd.

Alam Maritim Resources Bhd

AMRB was incorporated as a public company on June 23, 2005. On July 20, 2006, it was successfully listed on the Main Board of Bursa Malaysia at RM1.65 per share. Today, the share is worth about RM3 each, roughly 80% higher than its initial public offering price.

AMRB started business in 1998 when Alam Maritim (M) Sdn Bhd (AMSB), a wholly owned subsidiary, started operations as a ship operator and manager for offshore support vessels in Asia. AMSB acquired its first vessel in the following year.

Since then, it has established itself as the owner of offshore support vessels servicing predominantly companies operating in the Malaysian oil and gas industry. At the same

time, it has developed its chartering and brokerage skills by acting as manager or operator for third-party vessels. To date, the group has 16 vessels and is expecting delivery of another seven this year and next.

The group has also ventured into the global oil and gas industry, providing offshore support vessels in Russia, the Middle East and Indonesia, among others.

BCT Technology Bhd

BCT Tech was listed on the Mesdaq Market July 21, 2006. It is a fab-less company that focuses on analogue chip designs while outsourcing the fabrication process and later selling the chips through distributors. It produces standard (ASSP) and application specific (ASIC) chips, which are used primarily in power management, solid state lighting and display management.

The company, which started in Singapore, operates two design centres — one in Singapore and the other in Technology Park Malaysia, Bukit Jalil. These centres are supported by a sales and marketing office in Hong Kong. Currently, the company has more than 20 chips and close to 50 intellectual property cores in its portfolio.

Carotech Bhd

Incorporated in 1992, Carotech is the first and only integrated plant in the world to commercially extract tocotrienol complex (Tocomin, a potent form of natural Vitamin E and more commonly known as Super Vitamin E) and mixed carotene complex (Caromin) and phytosterol complex (Steromax) from palm fruits (*Elaeis guineensis*). The extraction technology is protected by a worldwide patent (US Patent No 5,157,132) and does not involve the use of harmful organic solvents. The company also recently launched a natural lycopene extract from tomato (Lycomax).

Carotech embarked on full production activities in 1995 and has since successfully carved a niche for itself, becoming the leading supplier of these phytonutrients to the world. The US, Europe, Japan and Australia are its main markets. These products are made to needs and specifications of clients and are mainly used in dietary supplements, pharmaceuticals, functional food/drinks and cosmetics/personal care applications.

ElectroTech Investments Ltd

This is an international group of vertically integrated engineering and manufacturing companies, providing contract design and manufacturing services to an international client base.

The company was listed on the main board of the Singapore stock exchange on May 9, 2005. It is made up of two divisions, Mechatronics and EMS. These provide a comprehensive range of outsourcing services that include product design and engineering, project management, diverse manufacturing capabilities and supply chain management.

ETI Tech Corp Bhd

ETICB is an investment holding company with one subsidiary involved in the R&D, design and marketing of a battery management solution for rechargeable energy storage solutions. ETICB was listed on Mesdaq on March 28, 2006.

The group was granted MSC status in 2003 and pioneer status by the Ministry of International Trade and Industry in 2004. To date, the group has won two awards: the Rising Star-SMI Recognition Award Series in 2004 from the SMI Association of Malaysia, and Best Brand Awards also in 2004.

Its vision is to be an energy solution provider, a company that is innovative in applying the smart battery in product applications. The group's products include PDA batteries, radio control batteries, Bluetooth headset batteries, notebook batteries and nano mobile chargers. These are exported to Taiwan, the UAE, Australia, Singapore and India.

A smart partnership with a Munich-based international developer and manufacturer of efficient fuel cell, P21 GmbH, has been forged to collaborate on the development and commercialisation of P21's fuel cell-powered UPS.

e-Pay Asia Ltd

e-Pay is the leading provider of electronic top-up services for prepaid mobile users in Southeast Asia. The e-Pay electronic top-up service was launched in Malaysia in 1999 to address inefficiencies in top-up or reload payment options for the fast-growing prepaid mobile market as an alternative to physical scratch-off cards.

Since then, e-Pay has successfully expanded into other regional markets, such as Indonesia, Thailand and Pakistan. Today, the e-Pay electronic top-up service is supported by 13 mobile operators in four countries. e-Pay is No 1 in the market for electronic top-up of prepaid mobile airtime in Malaysia and Pakistan.

e-Pay Asia Ltd has been dual listed on the Australia Stock Exchange and London Stock Exchange's AIM since January 2006. It has seen its market capitalisation increase from an initial A\$40 million (about RM110 million) to about A\$110 million today.

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GMO Ltd

GMO is a leading wireless value-added services company listed on AIM in September 2006. With business predominantly in China, GMO's operations were established via Beijing Hongxun in 2004. It was founded by three leading companies listed on Mesdaq — Green Packet Bhd, mTouche Technology Bhd and OSK Ventures International Bhd.

GMO's competitive strengths lie in its common mobile access short code (9160) throughout China and its strong strategic partnership with the four major mobile network operators as well as more than 250 content providers in China. With the acquisition of Wisdom Choice Investments, GMO can reach out to more than 400 million mobile subscribers and one billion TV viewers in China.

GPRO Technologies Bhd

This is a technology-based company providing IT solutions and technologies to the textile and apparel industry worldwide. It is also an MSC-status company. GPRO is a beneficiary of Mavcap's venture fund in 2003, allowing it to expand its R&D and widen its reach internationally by setting up subsidiaries in Vietnam and China. With regional offices in Ho Chi Minh City (Vietnam), Hangzhou (China), ChangPing (China), Bangkok (Thailand) and Singapore, more than 90% of GPRO's businesses come from overseas. Its products have been shipped to 10 countries outside Malaysia. GPRO was awarded the Export Excellence Award by Matrade in 2004.

GPRO has established a foothold in the global textile and apparel industry. It is an international brand in the industry and was awarded the Malaysian Emerging Brand Award 2004/2005 by MICCI. Three of the five top apparel manufacturers in Hong Kong, which is Asia's fashion hub, have adopted GPRO's technologies in their manufacturing processes.

Hovid Bhd

When its business was established in 1945, Hovid's only commodity was Ho Yan Herbal Tea, concocted by its founder Dr Ho Kai Cheong. The popularity of the tea soon made it a household name in Malaysia. In the 1980s, along with his father's success, David Ho led Hovid into a new chapter in the manufacturing industry. Armed with expertise in pharmaceuticals and a natural gift for entrepreneurship, Ho ventured into mainstream medical approaches. From that point on, Hovid grew to become one of Malaysia's leading pharmaceutical manufacturers of high quality and innovative medicinal preparations and health supplements of various dosages.

Today, the name Hovid spells familiarity and quality among healthcare providers. It is also listed on Mesdaq. With the various divisions in the organisation that have been established through years of experience, the company is able to deliver speed, innovation and above all, "Continuous Innovation & Quality".

ISS Consulting Solutions Bhd

Listed on Mesdaq, ISS Consulting is one of the leading IT solutions providers in the SAP environment in Southeast Asia. Founded in 1997 in Malaysia, ISS Consulting is currently represented by over 150 highly qualified employees in four countries (Malaysia, Singapore, Indonesia and Thailand). As an SAP channel partner as well as an SAP services partner, ISS Consulting implements complex projects in the SAP environment for more than 100 customers in Asia.

Besides offering a comprehensive range of services for large companies deploying SAP software, ISS Consulting has developed SAP-based solutions to cater for mid-sized organisations in the manufacturing and trad-

ing industry. It has successfully sold these solutions to a number of companies, and as a result, been recognised as the Top A1 Partner for SAP Malaysia for the last two years.

JobStreet Corp Bhd

Since 1995, JobStreet has grown to become one of the leading Internet recruitment websites in Asia-Pacific, revolutionising the way recruitment is done today. It offers a comprehensive suite of interactive recruitment services which allows its customers to recruit quickly and effectively from the largest pool of talent in the region. JobStreet currently operates in Malaysia, Singapore, India, the Philippines, Bangladesh and Indonesia. It services over 30,000 corporate customers and over four million jobseekers.

The JobStreet group received its first round of venture-capital funding in 1999 from Walden Singapore. This was followed by a second round of venture funding in 2001, which involved a follow-on investment by Walden Singapore, Sumitomo Corp, BI Walden and also Intelligent Capital. Finally, MavCap Technology (managed by iSpring Capital) invested in 2003, prior to the successful listing of JobStreet on Mesdaq in November 2004.

MEMSTech Group

Listed on Mesdaq, this company is principally involved in the design and development and

manufacture of MEMS-based products. The group is believed to be the first independent MEMS foundry in Asia that has complete assembly, packaging and testing facilities of its own.

The group has developed five core products, including pressure sensors, accelerometers, thermopiles, binary lenses and microphones within a short span of four years and has built an impressive portfolio for a wide spectrum of end-users. One of the highlighted end uses is the silicon microphone in mobile handsets.

The group was also awarded a research grant under Strategic Thrust Area of Research by the government to spearhead MEMS research in Malaysia.

MNC Wireless Bhd

MNC Wireless is one of the pioneers in mobile value-added services. It has built a strong market presence in Southeast Asia since its establishment in 2002. It offers a complete range of end-to-end offerings to both consumer and enterprise markets. The key products among its wide array of offerings are Go! SMS, Go! Mail and Go! CPA.

With its innovative end-to-end offerings, MNC Wireless offers its products and services to a wide spectrum of industries, such as travel and hospitality, education, financial services, retail and lifestyle, and advertising and media companies across Southeast Asia.

mTouche Technology Bhd


mTouche is the leading provider of mobile messaging technologies, mobile content and interactive media applications in Asia-Pacific. The group was established in 2002 but in less than five years, it had expanded its business geographically and successfully built a market presence here and in Singapore, Indonesia, Thailand, Australia, Hong Kong and China. mTouche has a strong business relationship with more than 31 mobile operators spanning seven countries and reaching out to more than 500 million subscribers in Asia-Pacific.


OpenSys (M) Bhd

This MSC-status and Bursa Malaysia-listed company has been providing innovative application software and other solutions to the financial services industry since its inception. Its proven software expedites the processing of insurance policies and claims as well as cheque and credit-card bill payments, enabling financial institutions to offer a wide array of products and services and a convenient and delightful experience to customers.

OpenSys also pioneered the design and development of a class of non-cash dispensing self-service kiosks — Efficient Service Machines (ESMs) — that accept deposits and payments using cash.

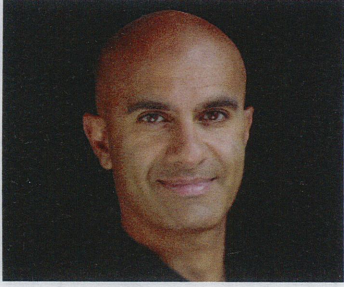
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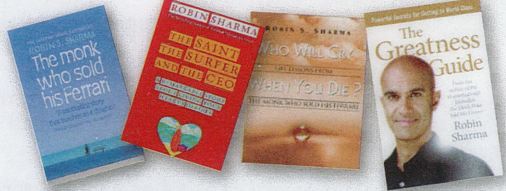
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— Robin Sharma

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Key Learning Benefits

- Understanding little-known best practices of the most successful performers in business
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- Tools for innovation as well as engaged employees

Who Should Attend

People from throughout the organization at all levels - CEOs, Managing Directors and all who will benefit from insights into great leadership.

Date & Venue


30 January 2007, Hotel Nikko Kuala Lumpur

Fees

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