

Healthcare NKEA



The Economic Transformation Programme (ETP) consists of 11 economic sectors + Greater Kuala Lumpur NKEAs



Greater KL / KV



Education



Business Services



Oil & Gas



Healthcare



Wholesale & Retail



Financial Services



Palm Oil



Electronics & Electrical



Agriculture



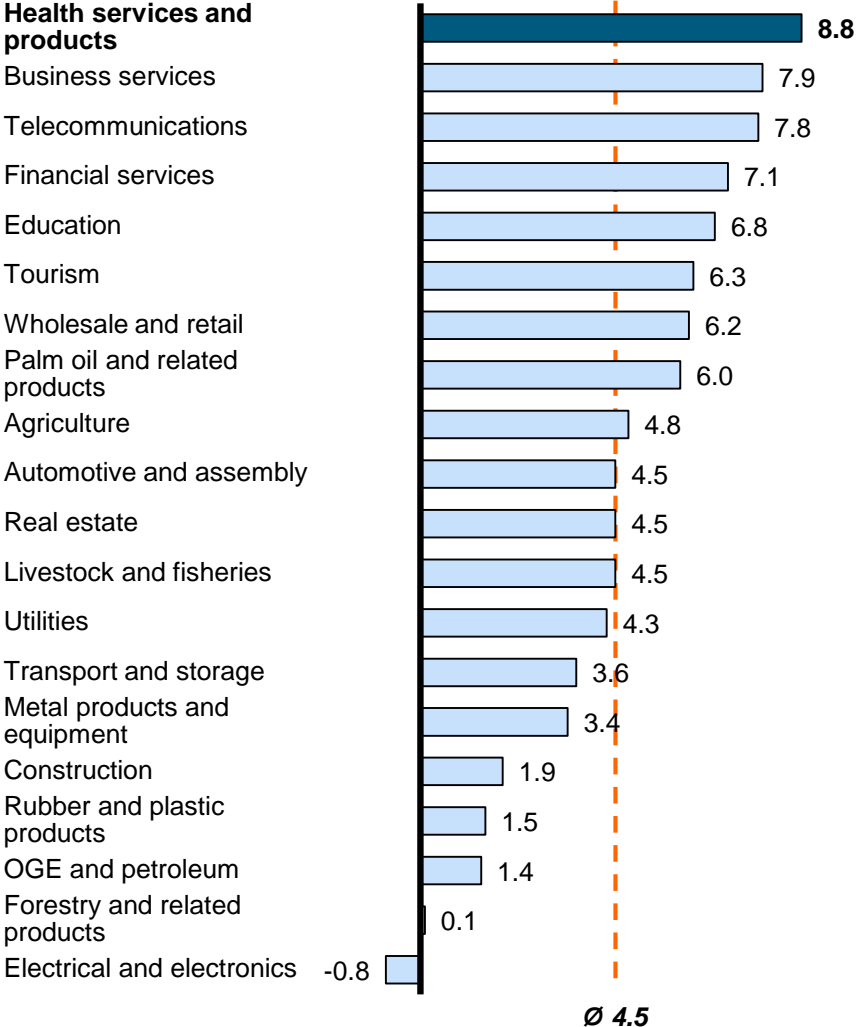
Tourism



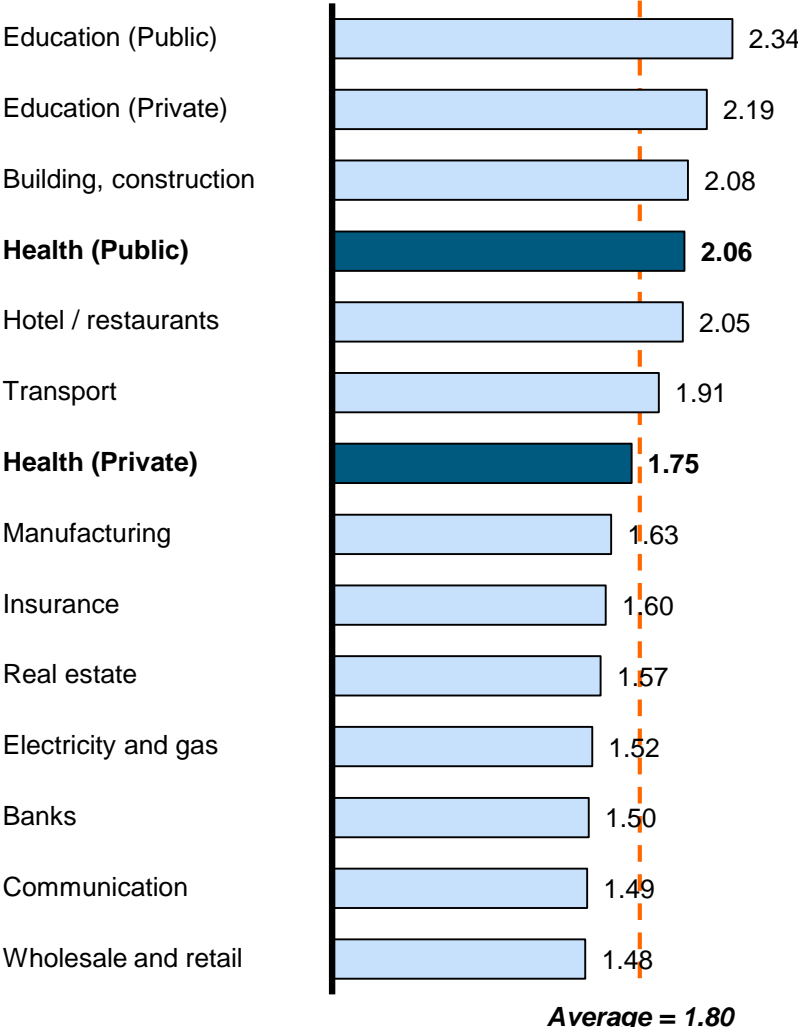
Communication Contents & Infrastructure

The Healthcare sector has seen robust growth over the past decade and has one of the highest multipliers in the economy

Historical growth rate, 2000-2009



Output multipliers of selected activities in Malaysia



Source: Department of Statistics

Healthcare NKEA Entry Point Projects (EPPs) include products and services

Products

- Pharmaceuticals (EPP3)
- Medical Devices (EPP7-14)
- Hospitals (EPP4)
- Institutional Care Facilities (EPP16)
- Retirement Village (EPP17)



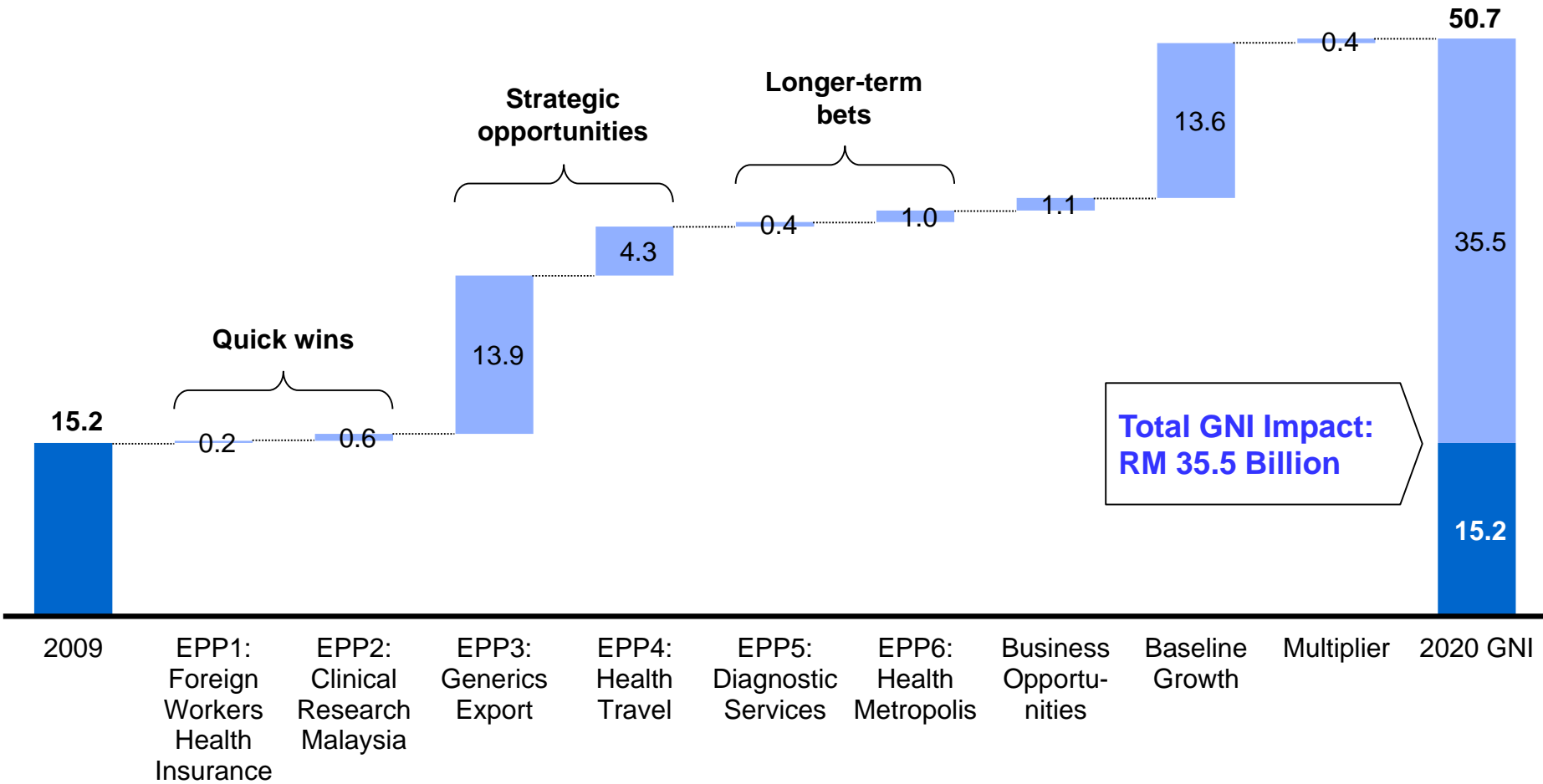
Services

- Medical Insurance (EPP1)
- Clinical Research (EPP2)
- Healthcare Travel (EPP4)
- Teleradiology (EPP5)
- Research, teaching and services, UMHM (EPP6)
- Mobile Healthcare (EPP15)



Targets for Healthcare NKEA have been set at 2020

GNI contribution
RM billion



Source: PEMANDU, Actual total GNI is 35.5 against 35.3 because of rounding up

The First EPP is a MOH led initiative, the rest by the private sector

EPP 1: Mandating Health Insurance for Foreign Workers



GNI by 2020: RM 171.3 mil



SKIM PERLINDUNGAN INSURANS KESIHATAN PEKERJA ASING (SPIKPA)

Mandating private health insurance for all foreign workers and improve workmen's compensation coverage.

In 2014, approximately 1.7 million foreign workers were insured under the Foreign Worker's Health Insurance Protection Scheme (SPIKPA), with the exception of domestic maids, and plantation workers, to reduce the strain on Malaysia's public healthcare system.

17 announced projects to-date under Healthcare NKEA, covering 14 EPPs

EPP 2 Clinical Research Malaysia



Clinical Research Malaysia

GNI: RM578.4 mil Jobs: 1,000

EPP 3 M'sian Pharmaceuticals



Biopharmaceutical Manufacturing and Development Facility

GNI: RM1.97 bil Jobs: 450



Hovid : Generic Pharmaceutical Drug Manufacturing

GNI: RM50 mil Jobs: 11



Greenfield Manufacturing Facility

GNI: RM71 mil Jobs: 207

EPP 3 M'sian Pharmaceuticals (con't)



Metered Dose Inhaler Manufacturing

GNI: RM26 mil Jobs: 53



Setting up of the first state of art vaccine formulation facility in Malaysia

GNI: RM115 mil Jobs: 105



Metered Dose Inhaler Manufacturing

GNI: RM42 mil Jobs: 102



Creating export platform for local private strategic pharmaceutical investment

GNI: RM35 mil Jobs: 99
Metered Dose Inhaler Manufacturing

GNI: RM18.8 mil Jobs: 28



Local manufacturing of drugs for export market/ supply to public sector in Malaysia

GNI: RM39 mil Jobs: 7



Creation of an orphan drug manufacturing and export hub in Malaysia for Asia Pacific

GNI: RM48 mil Jobs: 34



Metered Dose Inhaler Manufacturing

GNI: RM47 mil Jobs: 125

EPP 4 Healthcare Travel



**Amanjaya
Specialist H'pital**

GNI: RM22.5 mil Jobs: 354



**Sime Darby Medical
Centre Ara Damansara
(SDMC AD)**

GNI: RM107 mil Jobs: 785



**Sime Darby Medical
Centre Desa Park City
(SDMC DPC)**

GNI: RM71 mil Jobs: 754



6 KPJ Hospitals

(Klang, Sabah, Pahang, Pasir
Gudang, Iskandar, Perlis)

GNI: RM268 mil Jobs: 3686

EPP 5 Diagnostic Services Nexus



**Diagnostic Services
Nexus**

GNI: RM540 mil Jobs: 1,585

EPP 6 Health Metropolis



University of Malaya



HOLDINGS

UM Health Metropolis

GNI: RM986 mil Jobs: 10,400

EPP 7-14

Medical Devices EPPs



EPP 10: Create Malaysian Clinical Devices Champion



GNI: RM132 mil Jobs: 100

EPP 11: Medical Equipment Supply Chain Orchestration



GNI: RM191 mil Jobs: 2020

EPP 12: High value medical device manufacturing

TOSHIBA **GNI: RM32.6 mil Jobs: 200**

EPP 7: Upscale Medical Devices In-Vitro Diagnostic (IVD)



GNI: RM31 mil Jobs: 60



GNI: RM6.8 mil Jobs: 38

EPP 8: Build Malaysian Showcase on Next Generation of SUD Products



GNI: RM51 mil Jobs: 145



GNI: RM7.4 mil Jobs: 146

EPP 9: Become the hub for high value medical device contact manufacturing



GNI: RM302 mil Jobs: 90



GNI: RM2.9 mil Jobs: 58



GNI: RM45 mil Jobs: 416



GNI: RM161 mil Jobs: 1,102

EPP 7-14 Medical Devices EPPs (con't)



EPP 13: Build Medical Hardware and Furniture Cluster



GNI: RM37 mil Jobs: 149

EPP 14: Renal Products



GNI: RM61 mil Jobs: 439



GNI: RM85 mil Jobs: 176



GNI: RM198 mil Jobs: 113

Senior Living EPPs



EPP 15: Mobile Healthcare Services



Love On Wheels
Healthcare Services Sdn Bhd

GNI: RM212 mil **Jobs:** 1,800

EPP 16: Institutional Aged Care



GNI: RM6.2 mil **Jobs:** 120

EPP 17: Retirement Villages



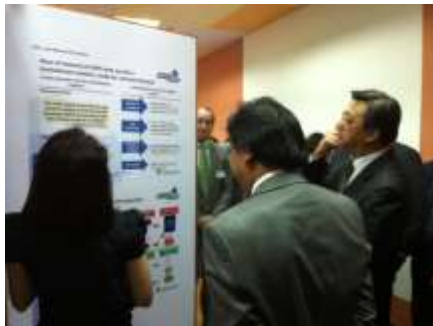
GNI: RM4.3 mil **Jobs:** 112

How can you participate in Healthcare NKEA?

NKEA Labs

**Sources
of EPPs**

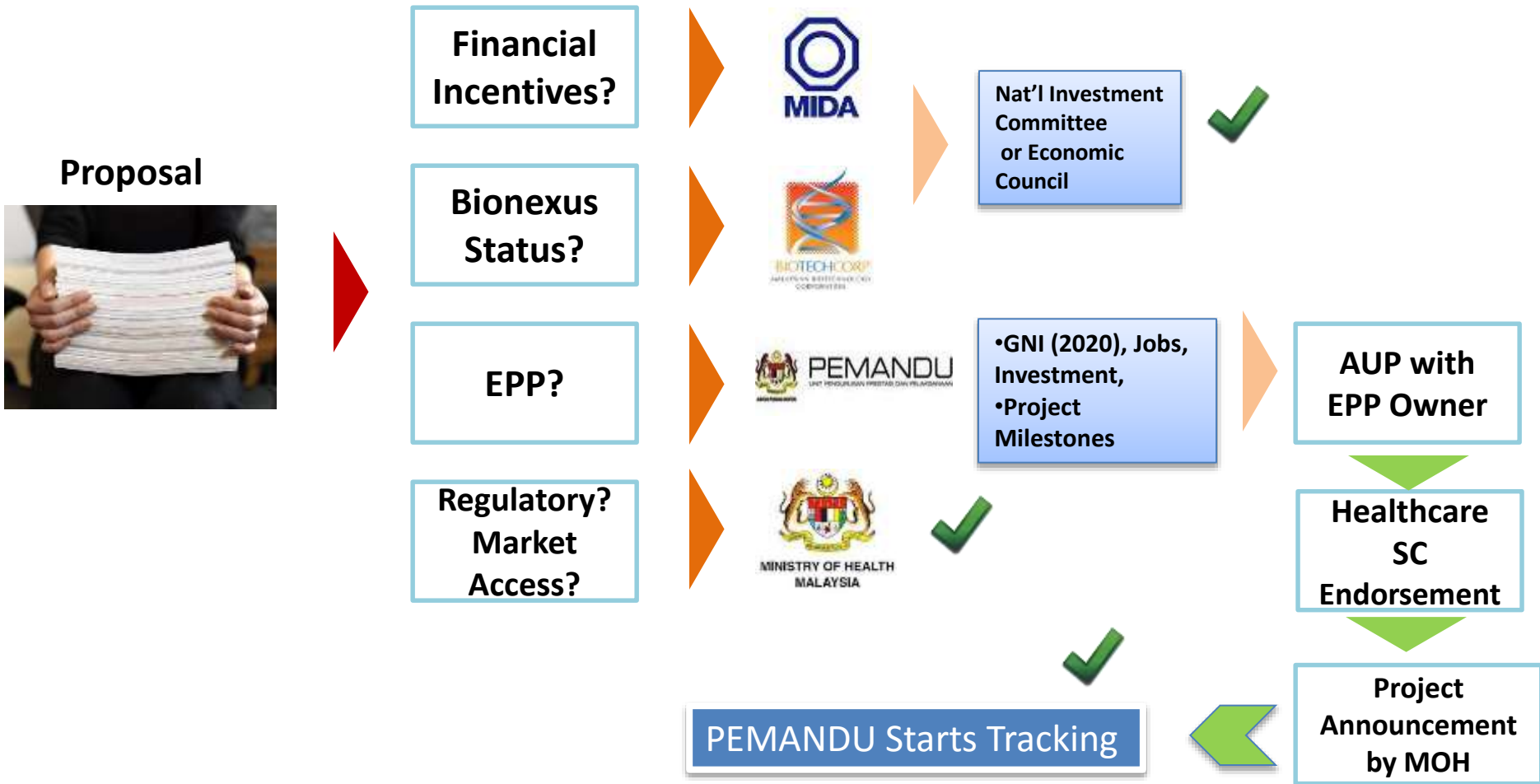
**Agencies e.g. AIM,
Biotech Corp, SME
Corp, Commercial
Banks, etc**



**Independent
Proposals**



Health Related EPPs - Proposals



7 Steps to ETP Success

Originate ETP Idea

- Map Idea to NKEA Sectors
- Screen to ETP guidelines GNI/Jobs
- Select idea with highest potential

Develop Conceptual Proposal

- Conduct high level market analysis
- Determine high level funding req
- Review Infra and legal req

Consult PEMANDU

- Determine feasibility
- Identify gaps
- Seek advice on possible mitigating strategies

Develop Detailed Proposal

- Develop marketing strategy
- Identify investment needed
- Develop resourcing and funding strategy
- Forecast GNI impact and job creation

Seek support from relevant agencies

- Liase with supporting agencies as required eg. MIDA, Talentcorp, line agencies

Present proposal

- Assessment by relevant PEMANDU NKEA team
- Presentations to Investment Committee and NKEA SC and EC if required
- ETP Progress Update/EPP Status

Implement Project

- Execute Business plan
- Liase continuously with PEMANDU for further facilitation and tracking

When PEMANDU Starts Tracking

Implementation Plan and Project Milestones

- Forward implementation plans and significant milestones to PEMANDU.

Periodic Reports

- Submit the following to PEMANDU on a monthly basis:
 - Progress of project against original plan
 - Actual investment to date
 - Actual jobs to date
 - Actual GNI (employee compensation after first hire/revenue after operational)

Validation

- Possible 'Audit' by independent auditors on annual basis to validate:
 - Assumptions/basis for GNI/Investment/Jobs (one time only)
 - Progress of project against original plan
 - GNI/Investment/Jobs results

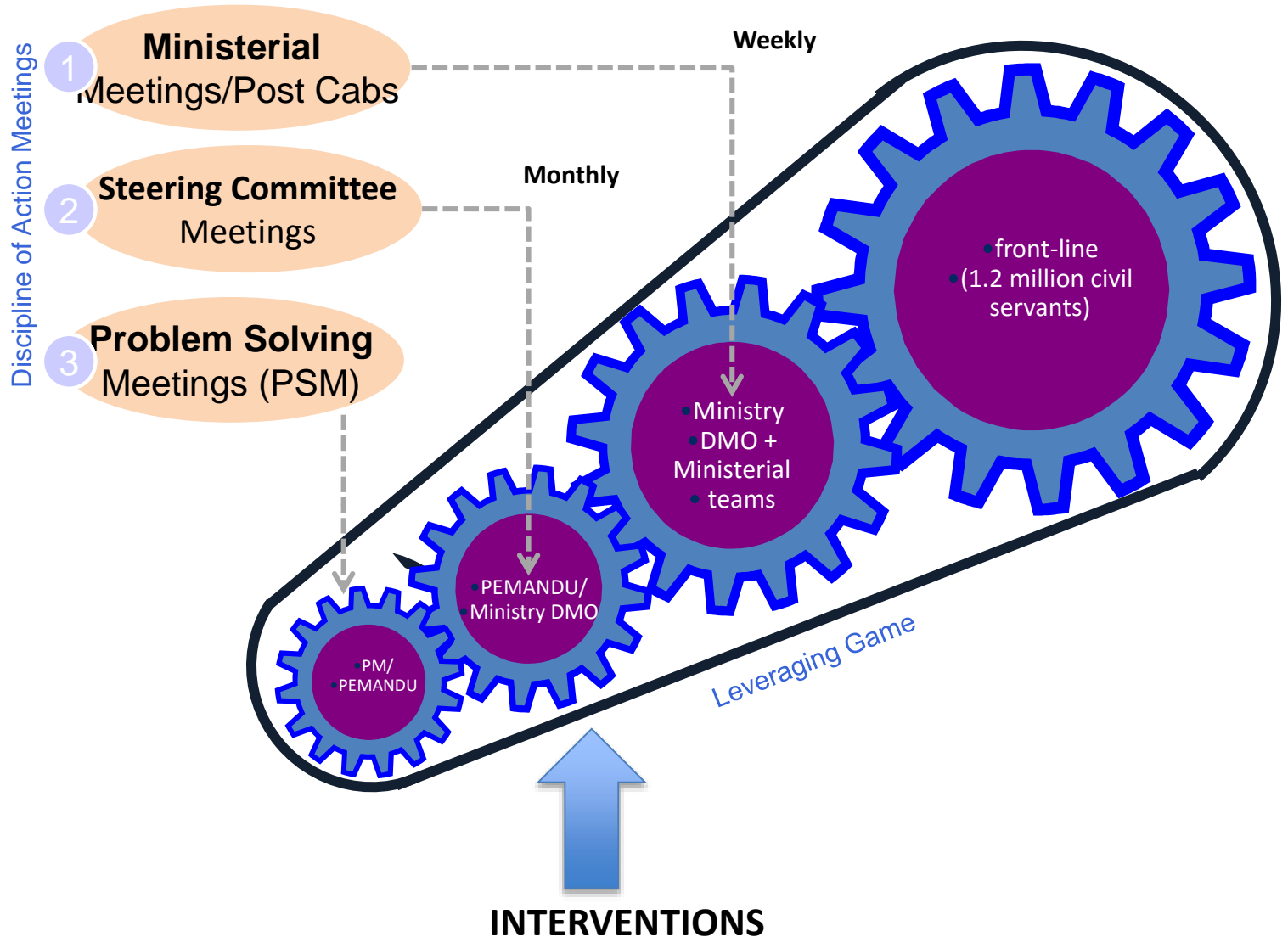
We track all NKEA on weekly basis
[Discipline of action]



Online Dashboard

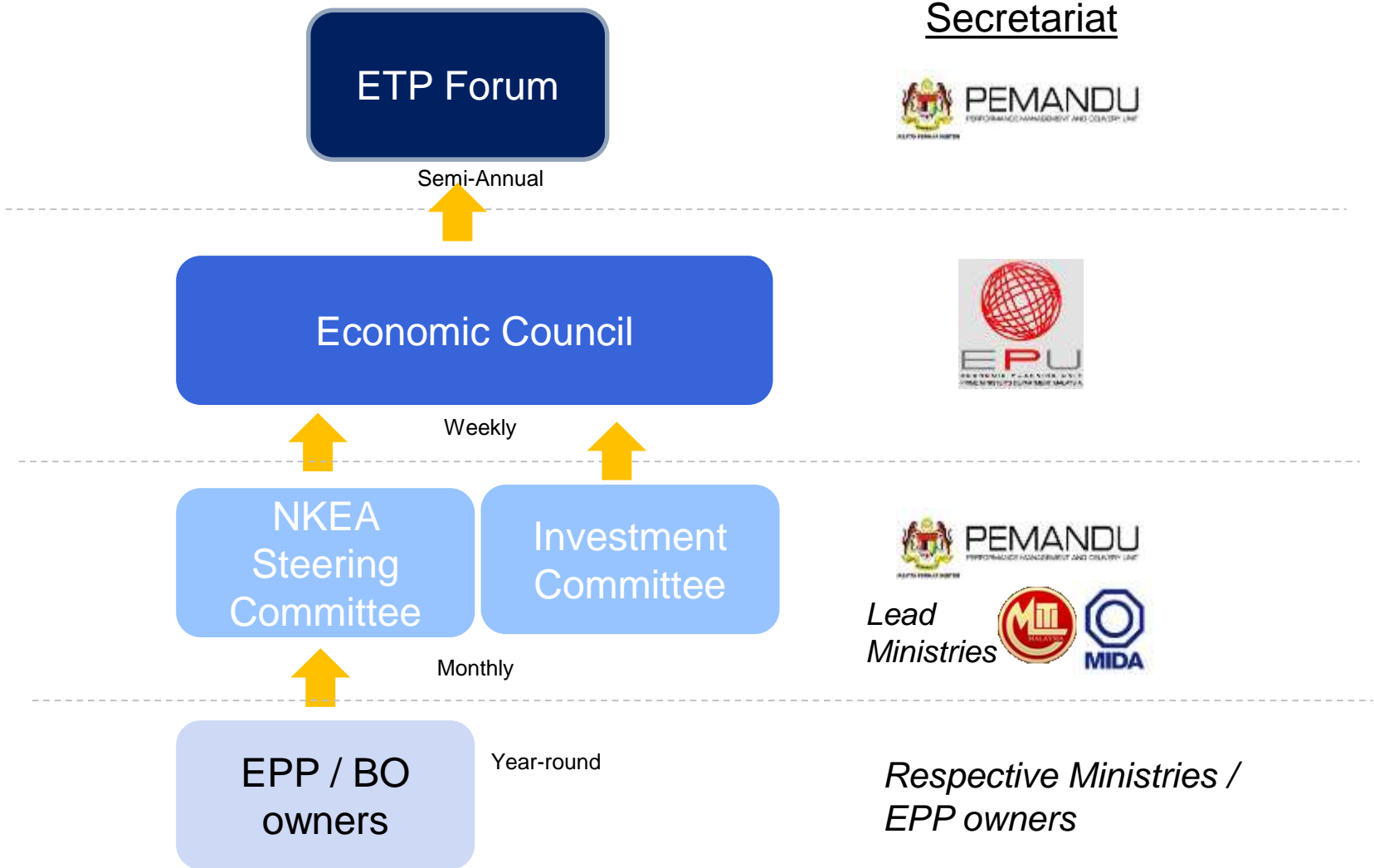
Implementation

Leverage + Discipline of Action



ETP Governance Structure

to ensure delivery



PEMANDU's Role in ETP

Mandated by PM to drive Transformation Programmes

Conduit between private Sector & Gov. ✓

- 1 Open doors to Other Depts./ Regulators
- 2 Access to Top Decision Makers via NKEA SC, PSM and Other Forums
- 3 Facilitation financing from both public & private sources
- 4 Facilitate market access and Off-take Agreement
- 5 Initiate Dialogue/Cooperation between both public and private sectors



PEMANDU
PERFORMANCE MANAGEMENT AND DELIVERY UNIT

Cuts across all sectors and jurisdictions

Programme Manage ✓

- 1 Track progress weekly
- 2 Intervene and Problem Solve
- 3 Facilitate smooth & Faster Execution

Business Matching ✓

Publicity ✓

- 1 Online Media
- 2 NKEA Progress Updates
- 3 Press Releases/Public Forums

Inter-NKEA Cooperation ✓

Thank You



ETP Homepage:

<http://etp.pemandu.gov.my/>

Facebook:

<https://www.facebook.com/etpmalaysia>

Twitter:

[@etp_roadmap](https://twitter.com/etp_roadmap)

To become a part of the ETP:

http://etp.pemandu.gov.my/getting_started.aspx