

EU-Malaysia Biotech Business Partnership (EUM-BIO)

Co-Funded by:

Asia Invest II Programme
EU Commission

About Asia Invest Programme

- Asia Invest is a European Union initiative that aims to promote and support Euro-Asian business co-operation.
- 1st phase commenced in 1997
- 2nd phase (2003-2007)
- For 2006-2007, the EU Commission allocates 20 million Euro for economic co-operation under Asia Invest Programme

Priorities in Asia Invest Programme

- Increase trade and investment between Asia and Europe
- Facilitate opportunities for partnerships between SMEs
- Enhance Asian private sector development and its internationalisation
- Promoting integration of Asian countries into the Information Society

Priorities in Asia Invest Programme

- Reinforce institutional capacity and networking of business intermediaries
- Increase dialogue to improve the local business environment
- Strengthen mutual trade and investment flows between the regions

Three Main Areas of Activity

- i Business to business match-making activities between EU and Asian companies, in particular SMEs
- ii Development of the private sector, including strengthening the capacity of companies to engage in business co-operation
- iii Capacity-building for business organisations, including networking and exchange of best practice

Eligible Countries

- 25 Member States of the EU

- 19 Asian Countries:

Afghanistan, Bangladesh, Bhutan, Cambodia, China, East Timor, India, Indonesia, Laos, **Malaysia**, Maldives, Mongolia, Nepal, North Korea, Pakistan, Philippines, Sri Lanka, Thailand, Vietnam

Ways to Facilitating Direct Contacts & Long Term Partnership

- Preparatory activities: promotional activities, briefing on market and sector information via seminars, event website, etc.
- Face-to-face encounters: site visits, technical seminars, meetings with market experts, etc.
- Follow up

EUM-BIO

Timely and aligns with the
Government national agenda to
promote the biotechnology
industry

Project Abstract

- An economic co-operation project between EU-Asia which was one of the 30 EC approved projects out of 150 submitted proposals in 2005
- Serves to promote trade and investment in biotech industry covering 4 sub-sectors i.e. **bio-agriculture, bio-healthcare, bio-manufacturing, bio-informatics** between EU countries and Malaysia

Jointly Promoted by

- Malaysian Industry-Government Group for High Technology (MiGHT)
- European Association for Bioindustries (EUROPABIO), Belgium
- Association for the BioPharmaceutical Industry (BioFarmind), The Netherlands

In Collaboration with

- Malaysian Biotechnology Corporation
(BioTechCorp)

Target Groups

- Small-medium enterprises (SMEs) involved in the 4 sub-sectors from Malaysia and EU Countries
- Research institutes and universities
- Government bodies entrusted by Malaysian Government to promote biotech development
- Venture capital companies

Overall Objective

- to stimulate growth of EU and Malaysian SMEs for trade, investment, technology co-operation or technical assistance activities in the Biotech sector

Area of Activity

- Business-to Business Matchmaking Event
- Focus on economic co-operation in the area of technology co-operation, business partnership, and financial alliance
- Target to have 120 Asian/Malaysian companies and 80 EU companies in the 4 focused sectors..

Main Project Activities

Business Familiarisation Seminar (BFS)

- *14-15 August 2006 at Crown Princess Hotel, Kuala Lumpur*
- The BFS will be conducted by both EU Partner and Malaysian counterparts to strengthen the understanding of the project, identify the mutual interest and understand EU-Malaysia biotech business environment.

Information Seminar and Official Launching of EUM-BIO

- *November/December 2006*
- a half day event
- to explain the concepts and benefits of EUM-BIO to Malaysian Biotech SMEs from all the four sub-sectors

Business Preparatory Seminar I for SMEs on the Trade Delegation to Europe

- a one day programme
- to enhance the capacities of the 20 local biotech SMEs for Match-Making session with EU companies via training from EU expert and local speakers.

Trade Delegation To Europe

- 20 Malaysia biotech organisations to attend Biotech Partnering event in Europe; EU companies will be invited by to attend EUM-BIO in Malaysia.

EUM-BIO Business Match-Making and International Conference

- *held in conjunction with BIO-Malaysia 2007*
- A 2 Days EUM-BIO Match-Making Session and 1 Day International Conference.
- Profile of 200 EU-Asia companies in biotech co-operation will be circulated.
- To establish mutually beneficial strategic alliance, technology co-operation or financial alliance

THANK YOU