



GLOBAL GROWTH ACCELERATION

- A career that spans **30-years** including as a finance professional, entrepreneur and now serving the nation

- Founded Lava Protocols, the company that brought in **Salesforce.com** into Malaysia, which later grew to be one of Google's largest Maps partners in ASEAN

- Has worked with **major MNCs** in career including, Matsushita, American Express, Alcatel Lucent, Telstra and Deutsche Telekom

- Currently heads the division in MDEC that **helps grow and propel** local Malaysian tech companies and startups to be global players



GOPI GANESALINGAM
VP of Global Growth Acceleration
MDEC

MDEC ADAPTING & EVOLVING THROUGH COVID-19

MDEC continues to serve its stakeholders virtually through MCO

1



Offered our Signature In-Person Trainings Virtually

- Via **eUsahawan**, conducted **318 online training** classes for **6,071 entrepreneurs**
- Organised Leadership Bootcamp for **Digital Ninjas**
- Trained **>500 teachers** to programme micro controllers

2



Led Industry Dialogues

- Formed **delivery gig platform consortium**
- Led dialogues with **10 SME associations**
- Obtained **industry feedback** on MCO SOPs via Surveys
- Reached out to startups in **MDH and Orbit**

3



Created Directory of Digital Resources

- Launched **#DigitalvsCovid**
- Compiled more than **>70 online learning** resources
- Initiated monthly calendar on digital upskilling **online courses** for workforce & **Let's Learn Digital** with Coursera

4



Assisted Onboarding to Digital

- Onboarded **324 SMEs** to eCommerce platforms
- Onboarded MoH, AgroBazaar, Jab Perangkaan onto **Cloud**

5



Maintained Baseline Operations

- Conducted **MSC & FKW application** and approval meetings online
- Completed **RMK12 submissions**

6



Provided Digital thought Leadership via Webinars

- Held **33 webinars** from 31/3 – 5/5 by **MDEC & partners**
- Launched first ever nationwide **e-Dagang Expo** with 500,000 SME & mSME reach
- Provided **eLearning for Teachers**

7



Enhanced Go-eCommerce, eRezeki & GLOW Portals

8



Leveraged Network to Facilitate Connections to Match Supply and Demand

- Connected **35 solution providers** to **104 SMEs** to adopt digital
- Funneled **181 companies** to **9 corporates**

9



Collaborated with Industry Partners to Launch Innovative Virtual Programs

- Launched **Digital Startup Accelerator** with 1337 Ventures & virtual startup-to-investor matching initiative with KK Fund
- Executed Financial Innovation **Gig Economy Challenge** with BNM & UNCDF and Islamic **Fintech Challenge** with Islamic Development Bank
- Held **"Hour of Code"** campaign for school students with MOE and MOSTI
- Organized Online virtual **data hackathon** for COVID19 solutions with Forkwell
- Launching **LevelUp Space Bar**, online **conference** and business matching program, in June

Global Growth Acceleration @ COVID-19

Offline – to – Online



9 Ongoing and upcoming virtual business matching programs



17 Self organized and supported online webinars



5 Virtual matching with investors for funding accessibility



6 Supported, sponsored and co-organized online workshops and forums

Countless support and amplification for Malaysian tech companies in times of crisis

MDH & Corp. Partnership		Portfolio Management	Visibility & Staging
<ul style="list-style-type: none"> First ever Digital Accelerator with 1337 Ventures B2B Prospecting Online Workshop with 500 Startups Online RISE Leadership Forum Roundtable discussion with MDH operators Business and Technical Essential Workshop with AWS TechStar Startups Weekend Malaysia Webinar: The future of startups post-Covid-19 (SITEC) Webinar: Angel Investment during the COVID-19 Pandemic (NEXEA) Webinar on Market Access and Funding (Beyond4 x Knowledgecom) 		<ul style="list-style-type: none"> Continuity and Sustainability during the COVID-19 Pandemic Supported the continued operations of 10 GAIN companies during MCO Compiled 340 solution providers with pro-bono or discounted offers listed for #DigitalvsCovid site Curated 35 solution providers for 104 SMEs to adopt digital Funneled 181 companies to 9 corporates (Maxis, BSN, Touch N go, Pos Malaysia, Penang Port, AXA, DKSH, HLB, iCarAsia) 	<ul style="list-style-type: none"> 17 webinars with a total of 6500 viewership 3 press releases published by 50 media 7 visuals developed for promotion 3 newsletters distributed to 1420 recipients 5 webpages developed on mdec.my & malaysiadigitalhub.my 20 social media posts 2 Thought Leadership articles
Business Development	Funding Accessibility		
<ul style="list-style-type: none"> GAIN Connex Philippines: Insights into Philippines Market @ COVID-19; to-date 7 1-to-1 meetings with RM11.2 million leads and 1 POC Upcoming GAIN Connex Indonesia, Thailand, Vietnam on virtual platform Online events & business matching planned with: <ul style="list-style-type: none"> Australia (Austrade) Taiwan (TCA, III) Japan (JETRO) HK / China (Cyberport) 	<ul style="list-style-type: none"> Surveyed and gathered feedback from GGA portfolio companies on impact to business and sentiments Collaborating with PIKOM to gather IT spend sentiments Hosted 10 1-to-1 online business matching with Transcosmos International (Japan) 		<ul style="list-style-type: none"> F1 Alternative Funding Options (ECF &P2P): 7 Platforms with 89 applicants, >RM 100mil requested F2 VC Virtual Matching: 104VCs, 176 applicants, USD 212mil requested F3 Collaboration with MDV - RM100m Tech Startup Relief Fund F4 M&A program with Corum Group F5 Hybrid Funding through competition with Gobi Partners/ Sunway /Mavcap

Funding Facilitation & Investors Relations



F1

Alternative Funding

Partnership with 7 ECF/P2P Platforms to promote alternative financing to assist MSMEs for sustainability and growth

F2

VC/Investor Matching

Partnership with KK Fund to match Malaysia-based startups with 104 investors

F3

Startup Tech Relief Fund

Collaboration with MDV to facilitate RM100 mil funds as announced by YB KJ to address startups cashflow issues through the provision of revolving cashline.

F4

M & A Programme

MDEC co-organized a knowledge sharing workshop with Corum Group for experienced M&A managers to share on the current market scenario, opportunities, processes, etc.

F5

Hybrid Funding

A Pitching competition organised by Gobi Partners & MDEC for Malaysian startups

An aerial photograph of the Kuala Lumpur skyline at dusk. The Petronas Twin Towers are the central focus, illuminated with golden lights. To their right, the Kuala Lumpur Tower is visible. The foreground shows a dense residential area with many small houses and buildings. A large red semi-circle is overlaid on the left side of the image, containing the text "Thank You".

Thank You