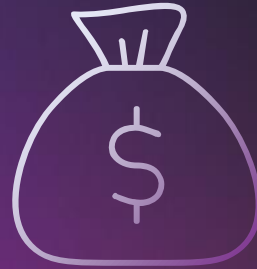

Unleashing the Full Potential of Malaysia's Startup Ecosystem

Are you ...



A founder
with a world-
changing idea?



An investor
in search of
sustainable returns?



A professional
looking for your
next opportunity?



START IN MALAYSIA

Start in Malaysia

Expand
To high
growth
markets

ASEAN
Population ~700M

Middle East
Population ~500M

East Asia
Population >1.5B

Test ideas
with a
diverse
audience

>30 ethnic groups
represented in
Malaysia

>130 languages
and dialects spoken
in Malaysia

Stretch
your
investments
further

1/6th
office rent*

1/3rd
cost of living*

Access
world
leading
industries

Top 2 largest palm
oil producer in the
world

7% of global
semiconductor
trade

Top 3 market for
Islamic finance

Top 3 global solar
PV module
producer

Settle
your
family in
with ease

Top 3 in English
proficiency in Asia

Top 10 best cities
to live in (KL, as
ranked by expats)

1/4th of median
international
school fees*

ENERGY & GREEN TECHNOLOGY



3rd largest LNG exporter

Top 3 photovoltaic modules producer

70% renewable energy & leader in APAC by 2050

MANUFACTURING & AUTOMATION



6th largest semiconductor exporter

7% of global semiconductor trade

IR4.0 through New Industrial Master Plan

BE PART OF LEADING GLOBAL INDUSTRIES

AGRICULTURAL TECHNOLOGY



Top 2 largest palm oil producer

Top 3 photovoltaic modules producer

70% renewable energy & leader in APAC by 2050

ISLAMIC FINANCE



Top 3 largest Islamic financial market

#1 sukuk market and Islamic funds AUM

#1 Islamic Finance Development Indicator score (10 consecutive years)

Malaysia's offer to the world



Vibrant startup community

Innovation Belt

Unicorn Golden Pass



Large addressable market

Startup City Connect



Available funding at all stages

VC Golden Pass

VC Launch Fund

VC Academy

Startup Seed Grants



Access to talent at all levels

Innovation Pass

Founder & Talent Relocation Service

Skills@Scale

Executive Digital Leadership



Seamless business environment

Startup Concierge

Single Window

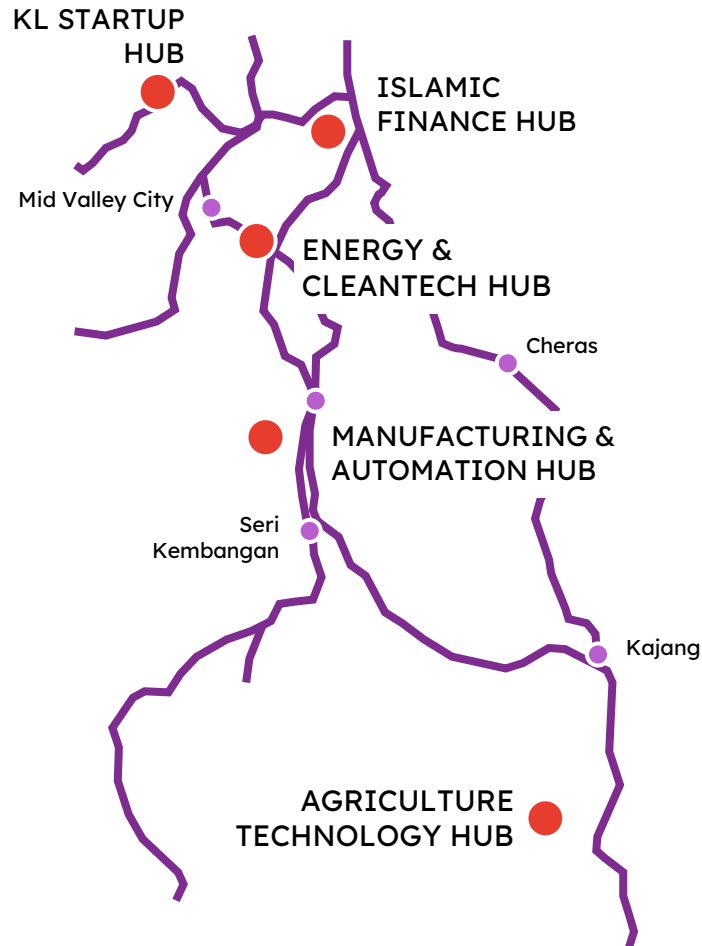
KL20 GPU Scheme



A VIBRANT
STARTUP
COMMUNITY

Innovation Belt

A 'belt' of vibrant innovation hubs, bringing together ecosystem players in one place to enable collaboration and exchange of ideas



SPECIALISED LABORATORIES

Areas with specialised infrastructure and equipment to support ongoing research projects

OFFICE SPACE

Repurposed buildings with office space and high-speed Internet for 20-100 companies

Example anchor tenants (Agritech):

- Agricultural drone technology startup with global customers
- APAC-based VC with a \$1B global agrifood fund

COMMUNITY CURATOR

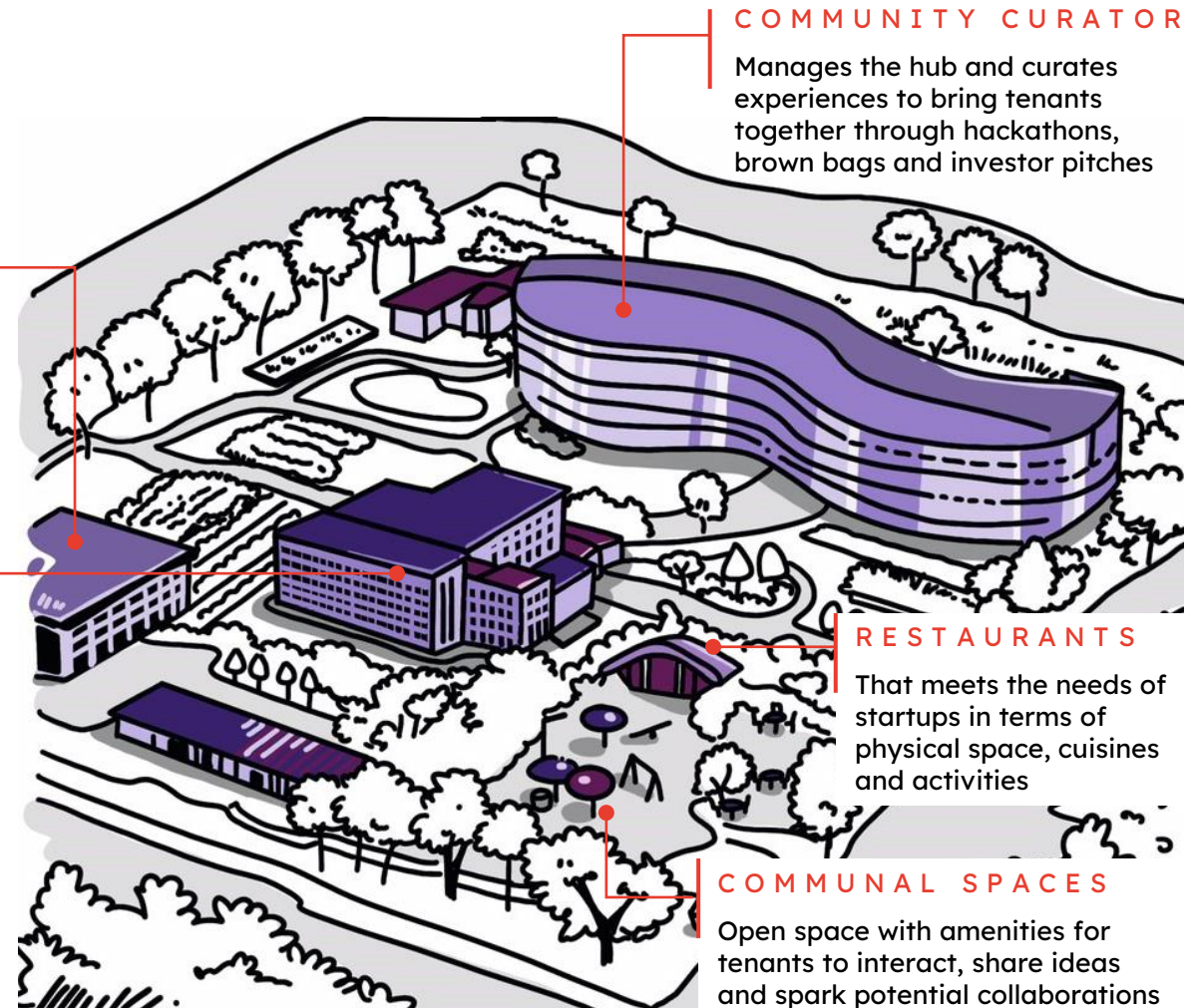
Manages the hub and curates experiences to bring tenants together through hackathons, brown bags and investor pitches

RESTAURANTS

That meets the needs of startups in terms of physical space, cuisines and activities

COMMUNAL SPACES

Open space with amenities for tenants to interact, share ideas and spark potential collaborations



Unicorn Golden Pass

Globally recognised startups setting up a significant presence in MY, acting as the centre of gravity for startup hubs, and infusing talent into the ecosystem

Is your startup ...



Bold and innovative

High valuation reflecting strong growth potential and investor interest



Validated by the market

High revenues showing consistent market traction for your products and services



Sustainable long-term

Clear path to positive cashflow demonstrating business model viability

What we can offer you ...



Funding opportunities from leading VC investors



Visas for your team (*with fee exemption*)



Concessio-
nary tax rate on corporate profits



Top-tier office space within a startup hub



Industry-specific benefits tailored to you

We want you to ...



Establish a physical office in Malaysia



Build a leadership team in Malaysia



Hire a team based in Malaysia to support regional operations

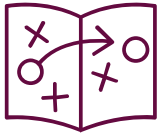


A LARGE
ADDRESSABLE
MARKET

Startup City Connect

Deep collaboration and integration between Malaysia and other major regions/economies, allowing startups to operate seamlessly across markets

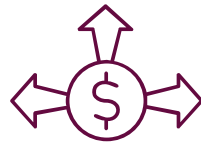
Example areas for collaboration



Accelerated business setup for companies already registered in one country



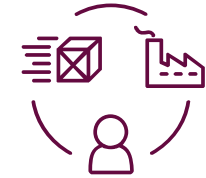
Mutually-recognised visas enabling holders to freely move and work in each country



Seamless access to investment opportunities across both countries for registered investors



Increased connectivity through higher flight frequency and express immigration lanes



Regulatory harmonisation over the longer term to enable frictionless trade across both countries



AVAILABLE
FUNDING
AT ALL STAGES

VC Golden Pass

Regional VCs with a strong track record setting up a presence in Malaysia to engage with and invest in the local startup ecosystem

Are you a fund that...



Is a leading global investor

Top 100 global or regional VC with at least AUM of more than US\$100M



Has a strong track record

Multi-year track record of investing in and scaling successful tech startups

What we can offer you ...



LP funding opportunities from institutional investors



Secured office space in established startup hubs



Visa fee exemption for senior leaders



Networking opportunities with startups, investors & corporate leaders



Expedited license approval for fund setup

We want you to ...



Establish a physical office in Malaysia



Invest in Malaysian and ASEAN-based startups

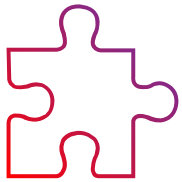


Hire a team based in Malaysia to support investment operations

VC Launch Fund

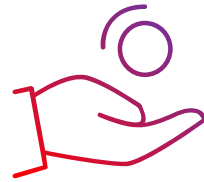
Creation of new local VCs to widen funding and investment options for Malaysia's seed- and early-stage startups

Fund of Funds (FoF) programme specifically focused on investing in first-time Malaysian fund managers



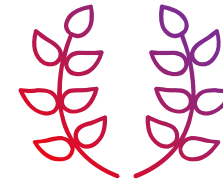
ELIGIBILITY

- Focused on seed and pre-seed stage
- Target allocation of >50% in Malaysia
- HQ in Malaysia



FEATURES

- Provision of ~RM5M per fund
- Upskilling and capability development program
- VC administrative support



CONDITIONS

- Matching investments from external investors
- At least 50% of total investments in SC qualifying venture companies
- Local presence in Malaysia

VC Academy

Programme to upskill professionals looking to enter the venture capital industry, with comprehensive and practical resources on Malaysia's startup ecosystem

4-week course aimed at:



FIRST-TIME
FUND
MANAGERS



NEW VENTURE
CAPITAL
ANALYSTS



OTHER YOUNG
PROFESSIO-
NALS

Opportunities to network with local investors and business leaders

Syllabus covers VC fundamentals:

Introduction to local VC landscape covering trends, deals, and key ecosystem players



Startup fundamentals covering corporate entity structures, cap tables, and business operations



VC fundamentals including fundraising, structuring, and deal sourcing



Due diligence process covering how to evaluate startups and develop an investment thesis



Venture deal structure focusing on the legal and contractual processes behind investing



Venture modelling showing the fundamentals of projecting returns, dilution, etc.



Startup Seed Grants

All promising seed- and early-stage startups have access to funding, scaling the pace of investments at the start of the deal flow cycle

————— Grants available to early-stage startups based in Malaysia —————





ACCESS TO HIGH-
CALIBRE TALENT

Innovation Pass

Holistic visa programme that makes it attractive and easy for founders and talent to work in Malaysia, building up capabilities required for the startup ecosystem to thrive

	Founders/ entrepreneurs	Senior management	Highly skilled talent	General talent
ARE YOU...	First-time or experienced founder building a business	C-suite or Head of Department candidate in tech/ VC	Experienced talent with scarce and in-demand skillsets	Tech or VC talent required for day-to-day operations
VISA FEATURES				
Duration	1 + 1 year	5 years*	5 years*	2 years*
Right to work	Self + Spouse	Self + Spouse	Self	Self
Grace period	Visa not linked to employment	Visa not linked to employment	180 days in case of job loss	90 days in case of job loss
Other	Up to 5 visas for founding team	N/A	N/A	N/A

Spouse Programme available for recipients of all visa programmes

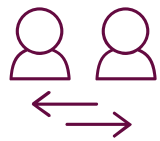
Note: * Option to renew

2-week Spouse Programme will help spouses settle in and build a meaningful career in Malaysia



Introduction to Malaysia

Classes covering lifestyle, culture, and workplace norms



Experience sharing

Sharing sessions with other expats and programme alumni



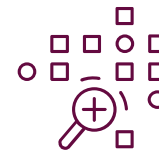
1-on-1 career consultations

Consultations with external experts to develop career plans



Networking sessions

Connecting with recruiters and HR professionals



Guidance beyond work

Lifestyle services such as childcare, language classes, etc.



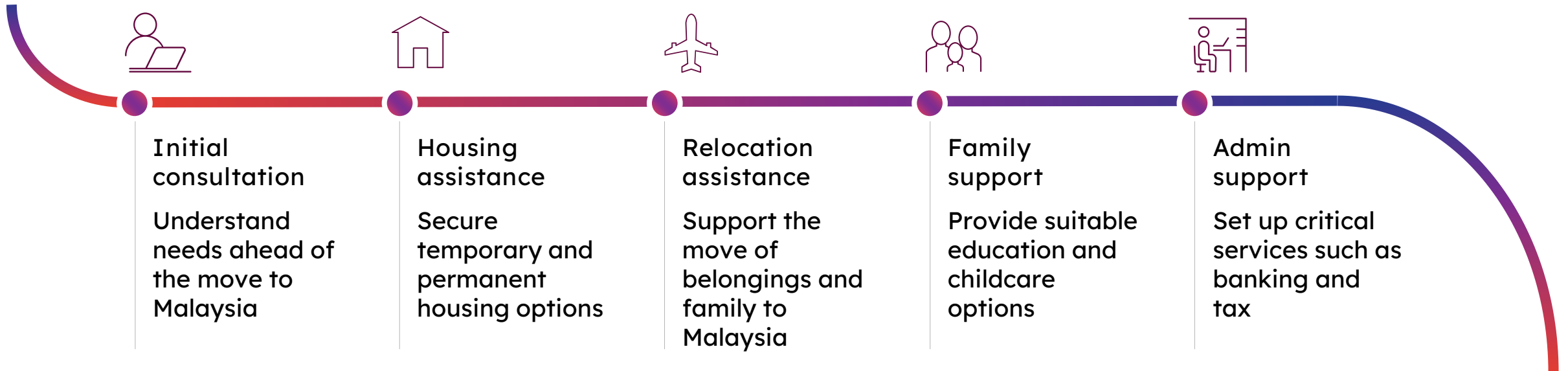
Ongoing support

Post-programme support, such as gatherings, online resources, etc.

Founder & Talent Relocation Service

One-stop service to facilitate a seamless experience for foreign talents moving to Malaysia, addressing their relocation and lifestyle needs

A seamless transition
from your old home ...



... To your new one

Skills@Scale

A centralised tech skills marketplace to upskill trainees by matching them with experienced trainers from a variety of different backgrounds

TRAINER

Design courses and classes on tech skills and digital capabilities

Deliver courses to registered participants through the platform

Receive payment from participants interested in the courses

Adapt materials and course structure based on participant feedback

SKILLS@SCALE MARKETPLACE



Streamlined, easy-to-navigate interface



Search functionality to filter by topic, trainer, rating, etc.



Course subsidies to encourage participation

TRAINEE

Search for relevant classes/courses on digital skills

Sign up for suitable courses based on requirements and user reviews

Participate in courses through relevant channels

Rate trainers and provide feedback based on your training experience

Executive Digital Leadership

A 3-month programme to equip leaders with critical digital capabilities and knowledge to uplift Malaysia's digital economy via transformation of their organisation

3-month programme...

To equip leaders

Senior Management in Government and large corporates who aspire to digitally transform their organization

Delivered by experts

In partnership with Asia School of Business and leading tech companies

Via a blended model

The programme will be delivered via in-person and online classes that are curated by MIT

Programme modules



Digital transformation

Digital transformation and driving it from the top



Ethics

Key ethical and social implications of digitalisation



Cybersecurity & data

Risk management of digital platforms and data-driven decision making



Cloud Computing

Select perspective of digital transformation through cloud computing



Emerging Tech

Overview of select key trends, e.g., AI, IOT, blockchain



Digital Marketing

Overview of digital marketing, e.g., CX, communication



SEAMLESS BUSINESS
ENVIRONMENT

Startup Concierge

A one-stop concierge service for high potential startups, providing direct support with their business setup, operation, and growth activities

BUSINESS SETUP

Registering new business entities and obtaining relevant licenses

Applying for Malaysia Digital status to receive relevant benefits

Setting up other administrative requirements (e.g. bank accounts)



VISA APPLICATIONS



Providing advice on visas for specific roles

Completing and submitting visa applications

Monitoring application and following up with relevant agencies

Providing information on Malaysia's business landscape

Setting up meetings with local corporates and GLCs

Registering for approved vendor lists with GLC and government organisations



Connecting to local authorities to setup new businesses

Connecting to partner organisations (accelerators, banks, etc.)

Managing applications for grants to offset expansion costs

DOMESTIC BUSINESS DEVELOPMENT



INTERNATIONAL BUSINESS DEVT.



OTHER FEATURES

'Buddy Program' where founders are paired with a leader in Malaysian industry for advice on navigating the business environment and key stakeholders



Single Window

A one-stop concierge service for high potential startups, providing direct support with their business setup, operation, and growth activities

STARTUP DATABASE

Comprehensive information on all startups in MY

Full list of all startups in Malaysia and key details (name, industry, contacts)

High level business metrics covering financial and operational performance

Fundraising status indicating whether the startup is open to investor discussions

Fundraising history including most recent rounds raised, valuations, and key investors

BUSINESS INFORMATION

How to start and run a startup or VC in Malaysia

Processes required to set up and operate a business in Malaysia

Visa types and application overview to hire foreign talent into Malaysia

Local industry information on market trends, key players, and potential customers

Regional market information including key industries, and cross-country expansion

SINGLE WINDOW

RESOURCE REPOSITORY

Example documents and templates to speed up doing business

Critical checklists for relevant processes, eg. setting up a business, running a diligence

Investment templates for VCs aligned to Malaysian regulation

Video resources covering educational topics on startups, VCs, and local industries

Business templates for startups covering key operations such as financial statements

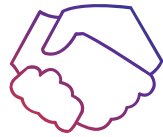
KL20 GPU Scheme

Provision of world-class Artificial Intelligence (AI) infrastructure to startups in Malaysia, laying the foundation for Malaysia to become a regional leader in AI

KEY FEATURES



State-of-the-art GPUs integrated with data centre hardware at key locations across Malaysia



Partnerships in place to provide startups with data centre capacity



GPU cost reimbursements for startups relying on AI-related technologies

Join Malaysia's Startup Journey

Top 20 global startup
ecosystem

Economy driven by
innovation

Destination of choice
for ecosystem players

To achieve...

2.5-3k

Additional active
startups

>100K

Additional high-
skilled jobs

RM750M

Additional annual VC
investment

RM400B

Additional startup
valuations

... By 2030

GET IN TOUCH WITH US THROUGH ...

SINGLE WINDOW

www.mystartup.gov.my

