



# Malaysia Singapore

Mx Asia 2006 Business Mission  
17 Jul – 18 Jul 2006



business mission brochure

2006 DN Venture Partners

In Partnership with



IBC ASIA (S) Pte Ltd

## **MX ASIA BUSINESS MISSION**

**17 July – 18 July 2006**

*Searching for business and investment opportunities in Asia's medtech industry? You want accurate first hand information? You want to meet face-to-face with the key industry players? You want to experience Asia for yourself? Here's the opportunity...*

Asian countries, like Singapore and Malaysia have been seeking to build up new industry sectors to compete more effectively in the global arena. One common buzzword among these countries is "life sciences". Within the life sciences industry, medical technology is a key segment that is complemented by the strong electronic supporting industry in these countries.

Significant opportunities exist within the medical technology sector in Asia. Are you looking to discover these opportunities? Let us help you do so through:

- acquiring accurate and timely information about the market
- establishing high level industry contacts
- learning from the experience of successful medtech players already in Asia
- gaining access to the pool of business deals

Come discover the medtech market in Asia this October with us!

### **About the Organiser**

DN Venture Partners, a Germany/Singapore -based business consultancy, is organizing this private mission. Supported by IBC Asia, the organizer of Mx Asia 2006, we are offering a highly customized visit programme:

Dates/Venue:                   **(17 Jul 2006 to 18 Jul 2006)**  
17 Jul, Singapore  
18 Jul, Malaysia

Objectives:                    To gain first-hand information on the medtech industry and market/operating environments in these countries.

To meet with government officials, businesses, research collaborators and clients for follow-up and business development opportunities.

Participants:                   Senior executives, consultants, investors and entrepreneurs.

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\*\* For more information about Mx Asia 2006, please visit <http://www.ibc-asia.com/mxasia.htm>

Tentative Schedule:

DATE	CITY	PROGRAMME
17 Jul	Singapore	Local orientation Singapore programme
17 Jul	Singapore/Kuala Lumpur	Depart Singapore; arrive Kuala Lumpur
18 Jul	Kuala Lumpur	Local orientation Malaysia programme
19 Jul	Kuala Lumpur	Mx Asia 2006 workshops
20-21 Jul	Kuala Lumpur	Mx Asia 2006 conference

Tentative Programme:

*Singapore*

Meetings with government agencies, including:

- Economic Development Board
- Agency for Science, Technology and Research
- National University of Singapore

Meetings with local medtech companies and research institutes

Tour of the Biopolis

*Malaysia*

Meetings with government agencies, including:

- Malaysian Industry Development Authority
- Malaysian Biotech Corporation
- Ministry of Science, Technology and Environment

Meetings with local medtech companies and research institutes

Cost: 1,600 EUR per participant (excluding bank transaction charges)

Price includes:

- (a) 4 stars accommodation in Singapore (16 Jul)
- (b) 4 stars accommodation in Malaysia (17 and 18 Jul)
- (c) economy airfare from Singapore to Malaysia (17 Jul)
- (d) most meals (17 Jul – 18 Jul only)
- (e) ground transport, programme costs and briefing materials

Participants should anticipate limited additional expenses such as meals not listed on the itinerary and individual hotel incidentals. Those delegates requesting individual appointments as part of the mission may incur additional expenses for assistance by local organizations. Business class airfare, double-room occupancy, and spouse rates are available upon request.

The start point of the mission is Singapore and the end point of the mission is Kuala Lumpur, Malaysia. Please note that price does not include two-way airfare from your home country to Singapore and Malaysia. If you need our assistance in making special travel arrangements, please contact us directly via email or phone.

**Registration:** Registration for this mission is due by June 15. Decisions will be made on June 15 regarding the content of the program and if needed, the viability of the mission based on the number of confirmed participants at that time. DN Venture Partners Pte Ltd reserves the right to cancel the mission if there is insufficient number of participants. In such a situation, participants who have signed up and paid will be given a full refund of the amount paid.

To register for the mission, please complete the attached Mission Registration Form and send it along with full payment of 1,600 EUR by June 15. After receiving your deposit, DN Venture Partners will provide you with a draft itinerary, company profile and interest forms, and other necessary materials. An invoice for the remaining balance will be mailed or faxed shortly thereafter.

**KEY DATES FOR REGISTRATION:**

Thursday, June 15, 2006  
Full payment deposit of 1,600 EUR is due.

**Refund/Cancellation:** DN Venture Partners must receive in writing all cancellations.

**KEY DATES FOR REFUNDS & CANCELLATIONS:**

Thursday, June 15, 2006  
Cancellations made before this date will receive full refund (less any bank transaction charges).

Friday, June 16, 2006 - Friday, June 30, 2006  
Cancellations are subject to a 700 EUR penalty.

Saturday, July 1 - onward  
No refunds are available.

**Participation:** DN Venture Partners will be working with the various government agencies in Malaysia and Singapore to arrange business meetings, events and briefings for your company. It will be greatly appreciated if all participants of this business mission be present at official networking receptions and briefings, and attend all business appointments made for the company.

**About DN Venture Partners**

DN Venture Partners is a strategic market research and business consulting company specializing in the Asia-Pacific region. We offer customized, comprehensive business intelligence for companies looking to develop their business in Asia. With our experience and in-depth knowledge of Asia, we help our clients grow their businesses here.

For more information about us, please visit [www.dn-venture.com](http://www.dn-venture.com)

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**DELEGATE REGISTRATION FORM**

*(Please complete and return to DN Venture Partners with 1,600 EUR payment by 15 June 06)*

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Name & Title: \_\_\_\_\_

Company/Organization: \_\_\_\_\_

Nature of Business: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Form of Payment: \_\_\_ Cheque \_\_\_ Telegraphic Transfer

**Disclaimer**

I acknowledge that DN Venture Partners Pte Ltd accepts no liability for any loss or damage suffered by any individual or company arising from or in any way connected with acts, incidents and occurrences happening in the lead up to, on or after the mission whether such acts, omissions, incidents and occurrences occur in countries visited or at any points in between. I hereby hold harmless DN Venture Partners Pte Ltd and its officers in respect to any claim which I may have arising in any way from my registration or participation of the mission.

DN Venture Partners Pte Ltd reserves the right to make changes to the visit programme at any time. DN Venture Partners Pte Ltd makes no representation that any meetings or events arranged by or on behalf of DN Venture Partners Pte Ltd are guaranteed to take place. Participants understand that no compensation will be given if such changes are made.

Participants are reminded that they should take out travel and other insurances that they may deem necessary to cover them for any accident, ill health, loss or damage which may occur during the mission.

I acknowledge that I am aware of the participant obligations as stated above and in the mission brochure and that this registration form is accurate and complete.

Name:

Signature:

Date:

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Please return completed form by any of the following ways:

email: [marvin@dn-venture.com](mailto:marvin@dn-venture.com)

fax: +65-6777-9363

mail: DN Venture Partners Pte Ltd  
30 Raffles Place, #23-00 Caltex House  
Singapore 048622

Full payment of 1,600 EUR can be made in any of the following manner:

Cheque

Please send cheque to the above mailing address and make it to "DN Venture Partners Pte Ltd".

Telegraphic Transfer of EUR funds

Please provide the following information to your bank:

Pay to: Commerzbank, A.G., Frankfurt  
SWIFT address: COBADEFF

For account of: DBS Bank Ltd, Singapore  
SWIFT address: DBSSSGSG  
Account Number: 400884345000

Favouring: account number 063-900384-5

Beneficiary name: DN Venture Partners Pte Ltd

DN Venture Partners can help you to achieve your commercial objectives, including contacts and market information. Good preparation is essential to make the most out of your participation and the valuable time and money you plan to invest in it. Please consider carefully whether you need any help. For further information, please contact:

Asia: Mr Marvin Ng at +65 9684 2133 or by email at [marvin@dn-venture.com](mailto:marvin@dn-venture.com)

Europe: Dipl.-Kfm. Pierre M. Dubourg at +49 (0) 151 1271 2995 or by email at [dubourg@dn-venture.com](mailto:dubourg@dn-venture.com)



## DN Venture Partners

### **in Singapore:**

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### **in Germany:**

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