

## FEATURED ARTICLES

2021: A Year of Consolidation for Investments; Concerted Focus on Propelling Sustainable Industry Growth | Propelling Tech Startups with RM1 Million Seed Fund | The Rise of EdTech Startups: A rising trend driven by accelerated digitalisation| Local Insights : At a Glance | On the Ground

# About **INVEST** penang

InvestPenang is the Penang State Government's principal agency for promotion of investment. Its objectives are to develop and sustain Penang's economy by enhancing and continuously supporting business activities in the State through foreign and local investments, including spawning viable new growth centres. To realize its objectives, InvestPenang also runs initiatives like the SMART Penang Centre (providing assistance to SMEs), Penang CAT Centre (for talent attraction and retention) and i4.0 seed fund (a catalyst for the start-up ecosystem).



#### ATTRACTION, DEVELOPMENT & RETENTION OF TALENTS

- > Resource centre and point-of-contact for employers and talents
- > Policy advocacy on addressing talent gap
- > Secretariat for Penang Future Foundation (PFF)

#### TALENT ATTRACTION & RETENTION

- > Awarding scholarships to outstanding and deserving students from the field of Science, Technology, Engineering, Mathematics, Accounting & Finance
- > Upon graduation, recipients will become part of the diverse talent pipelines in Penang's workforce



#### ASSISTING SME TO MOVE UP THE VALUE CHAIN

- > Advisory for market intelligence and financial resources from state & national agencies
- > Assist in creating new business opportunities and capacity building initiatives to develop SMEs' value proposition



#### FUNDING EARLY STAGE TECH START-UPS

- > Assist high potential tech start-ups with innovative technology products & services to attain commercialization.
- > Enhance local tech start-up ecosystem, encapsulating 'Powered in Penang' capabilities.

## About **INspire**

**INspire** is a periodic newsletter produced by InvestPenang. This publication aims to give our stakeholders an update on the industry landscape and emerging opportunities in Penang, along with the State's initiatives to support industries. For more information, visit <https://investpenang.gov.my/> or contact us via email at [enquiry@investpenang.gov.my](mailto:enquiry@investpenang.gov.my) or call us +604-646 8833.

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# 2021: A Year of Consolidation for Investments; Concerted Focus on Propelling Sustainable Industry Growth

*“Ramping up efforts for Penang’s COVID-19 mass vaccination programmes while formulating a COVID-19 exit strategy to position the State for recovery and long-term sustainable growth.”*

Penang’s transition into Phase 2 of the National Recovery Plan (NRP) on 7 July is a milestone that progressively revives the State’s industries. With the ramping up of vaccination centres (PPV) and inoculation rate, the cumulative number of Covid-19 vaccine doses administered in Penang was 1,129,979 as of 3 Aug. Notably, 805,728 individuals in Penang, or 59% of the State’s adult population, had received at least the first dose, including 323,251 of whom had completed their vaccination, representing 24% of the State’s adult population.

Underpinned by the increase in vaccine administration to about 30,000 doses per day, the State is confident in fulfilling one of the three main threshold indicators set under the Phase 3 of the NRP by end of August, i.e. 40% of the adult population to be fully inoculated. Upon entering Phase 3, all economic activities (including those under the non-essential sectors) will be allowed to operate, except for the high-risk activities.

For the manufacturing industry, the State government is working closely with the COVID-19 Immunisation Task Force (CITF) and the Ministry of International Trade and Industry (MITI) to establish more PPVs under the PIKAS Programme, a Public-Private Partnership COVID-19 Industry Immunisation Programme. The PPV under the PIKAS Program include Bukit Jawi Golf Course Hall, Equatorial Hotel Bukit Jambul as well as on-site PPVs, involving Intel, Jabil, Plexus, B Braun, Keysight in Penang Island and Inari, Flextronics and Molex in Seberang Perai.

## Multiple efforts in propelling industry long-term growth

While ensuring smooth implementation of the National COVID-19 Immunisation Programme remains the utmost priority for the State government, formulating clear, forward-looking strategies that will help drive industries’ post-pandemic growth, is equally critical to put the State’s economy on a sustainable recovery path.

Penang had secured several strategic projects in the past two years, and despite the pandemic, the State proactively ensured that the approved projects were fully implemented and able to commence operations within the planned time frame. **These strategic investments are expected to create supply chain localisation opportunities for homegrown companies, and this is an integral part of the State government’s efforts to propel SME development.** In addition, these strategic investments could also draw their existing supply chains to explore establishing a presence in Penang, potentially setting off a chain of further investments into the state.

Over and above these efforts, the State government is also working to further entrench Penang’s position in the upstream global value chain, promoting the development of sectors such as IC design and advanced semiconductor and front-end equipment manufacturing, while strengthening the ecosystem of relevant industries, namely E&E products, Machinery & Equipment and Medical Devices. Concurrently, the State is also emphasising the development of global business services (GBS) activities in Penang.

To ensure Penang’s competitiveness in the global arena, the State government is implementing a multi-pronged approach to deepen and widen the talent pool in Penang. This includes strategic plans to attract and retain workplace talent, addressing the supply and demand gap in Technical and Vocational Education and Training (TVET) talent and collaborating with institutions of higher learning on talent attraction. The State government also collaborates with industry players on internship

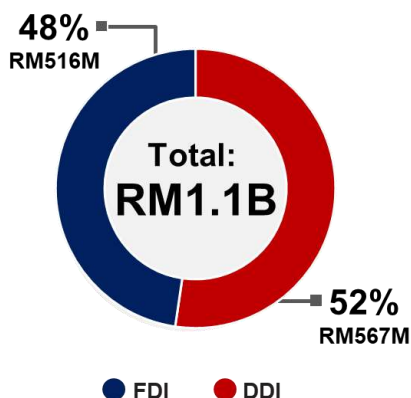
programmes, positioning Penang as the preferred workplace among fresh graduates nationwide.

With the emerging trend of industrial automation and digitalization, Penang is expediting the review of land utilisation to maximise productivity. As the second smallest state in Malaysia, it is taking steps to ensure an adequate supply of industrial land for high-tech industrial parks.

**Manufacturing Investment and Trade Performance**

In the first quarter of 2021 (1Q21), Penang recorded RM1.1 billion in approved manufacturing investments (1Q20: RM7.1 billion) from 40 projects, according to data from the Malaysian Investment Development Authority (MIDA). 52% of the investments came from domestic direct investments (DDI) while the remaining 48% were contributed by foreign direct investments (FDI).

**1Q21 Approved Manufacturing Investments in Penang**



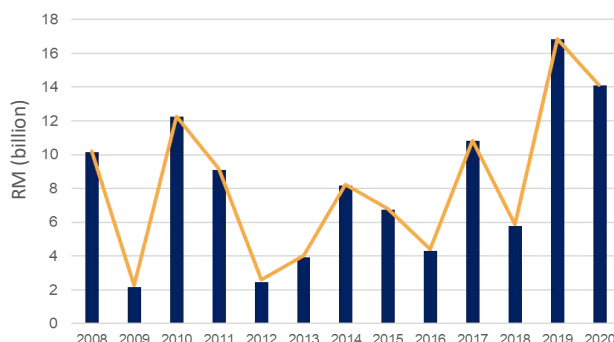
Source: MIDA

After two consecutive years of outstanding investment performance, including 2019’s all-time-high investment inflows, 2021 is expected to be a year of consolidation for the manufacturing industry. 1Q21’s investment performance is consistent with historical investment trends, where a brief consolidation takes place after one to two consecutive years of investment upticks, before the growth trend resumes.

Looking back to 2020, Penang recorded RM14.1 billion in approved manufacturing investments, comprising 166 projects that are expected to generate 13,268 new job opportunities in the State. FDI accounted for 75% or RM10.6 billion (yoy: -30%) of approved manufacturing investments, making

Penang the third highest manufacturing FDI recipient in Malaysia, whereas DDI jumped 92% yoy to RM3.5 billion, a testament to the State’s robust industrial ecosystem as a platform in which local players can participate and thrive.

**Penang: Approved Manufacturing Investment Trends**



Source: MIDA

On the trade front, Penang continues to drive the country’s exports: after recording a commendable RM310 billion or 32% of the country’s total exports in 2020, Penang clocked up RM169 billion in exports during 1H21 (+22% year-on-year), making it the top contributor to Malaysia’s exports with a 29% share in the first half of 2021. Penang generated a RM52 billion trade surplus during the same period, representing 45% of Malaysia’s trade surplus.

**Penang: Trade Performance**

	2020	1H21 (Jan – Jun 2021)
<b>Total Exports</b>	RM310 billion (32% of the country’s total)	RM169 billion (29% of the country’s total)
<b>Trade Surplus</b>	RM110 billion (60% of the country’s total)	RM52 billion (45% of the country’s total)

Source: DOSM

Amid all this, the State government is far from resting on its laurels. We proactively strive to ensure Penang’s policies and business environment remain conducive and sustainable, to extend the State’s position as a preferred location for high quality investments. Underpinned by a healthy pipeline of investment interest that may materialise beyond this year, InvestPenang is targeting to secure RM5 billion in manufacturing investments for 2021.

# Propelling Tech Startups with RM1 Million Seed Fund



*“Penang backs ten startups with promising innovative technologies through the Penang i4.0 Seed Fund Stream #3.”*

In embracing the role of startups in innovation, entrepreneurship and the new economy, the Penang State government established the Penang i4.0 Seed Fund (i4SF) in 2018. The Fund is part of the State’s plan to nurture a vibrant tech startup ecosystem that will enable and grow viable startups towards realising and commercialising their ideas and solutions.

With a State government allocation of RM4 million to-date, the i4SF has since disbursed funding to 37 qualified companies, with the latest round, Stream #3, disbursing RM1 million to 10 companies this year.

After a rigorous evaluation of applicants, the 10 recipients of the grant in Stream #3 were selected based on the potential of the solutions they are developing in various specialities, including Education Technology, Medical Technology, Digital Solutions, Internet of Things (IoT) and Financial Technology.

Recognising this year’s recipients at a virtual ceremony held on 18 June 2021, the Chief Minister of Penang and Chairperson of the i4SF Steering Committee, Rt. Hon. Mr. Chow Kon Yeow, acknowledged the companies’ potential and congratulated them for their success in being

## Penang i4.0 Seed Fund Stream #3 Recipients



**Aimsity** – An EdTech startup specialized in conducting coding classes & workshops for students aged between 7 until 17 years old. Aimsity aims to inspire & empower students to start their tech journey at an early age in order to cultivate more digital leaders in the future.

Website: <https://aimsity.com/>

**Caso Resource Optimization Sdn Bhd (CASORO)** – A MedTech startup involved in developing safe, non-chemical & cost-effective disinfecting solutions to reduce risks of disease transmission caused by Virus/Bacteria in human dwelling & indoor animal farms through innovative use of UV technologies.

**CASORO®**

Website: <http://www.casoro.com/>



**Engage Blink** – A digital solution provider that creates unique experiences & personalized interactions for customers. The company has a self-managed customer engagement & loyalty program pioneering a low cost yet powerful tool that empowers retail businesses to design, create & launch personalized campaigns in just 10 minutes.

Website: <https://www.engageblink.com/>

selected for the i4SF Stream #3 cohort.

Looking ahead, Mr. Chow stressed the importance of maintaining the startups' momentum. "Thriving in this fast-paced technological transformation, navigating the journey from prototypes to commercialisation and subsequently creating impact at scale, requires concerted efforts. In addition to the i4SF, the State government, via InvestPenang has an on-going initiative named G27, exclusively for i4SF recipients.

On top of mentorship from experienced professionals, G27 acts as a platform that links the startups with industry players for networking opportunities, and organises workshops by subject matter experts, covering critical aspects in a startup's journey, from fundraising, finance and investment, to human resource, legal, software development and market expansion, among others."

Mr. Chow also called upon startups to look forward to the upcoming Penang i4SF Stream #4, which is expected to be launched in the near future. "The Penang State Government strongly believes that the adoption of the right technology will generate a positive impact on industry, society and the economy. Startups are a vanguard of innovative technology and we are pleased to play our part in nurturing and supporting innovation through this grant, towards achieving the Penang 2030 vision of upgrading the economy, empowering people and enhancing the quality of life."

Also present at the ceremony were Dato' Seri Lee Kah Choon, Special Investment Advisor to the Chief Minister of Penang, and Dato' Loo Lee Lian, Chief Executive Officer of InvestPenang. Dato' Loo, who is also the Chairperson of the Penang i4.0 Seed Fund Evaluation Committee, expressed her satisfaction over the quality of the submissions received for i4SF Stream #3. "We received a strong response in Stream #3, with over 100 submissions during the one-month application period. 44 applicants who met the requirements were invited to pitch their ideas, with each undergoing a stringent and regimented due diligence process before the Committee reached a consensus in selecting the 10 grant recipients. Each company demonstrated scalability of technology and promising early traction. We look forward to seeing more success stories from our startup community in the near future."

**FinHero** – A FinTech startup offering services such as Financial Application processing, Management Consultancy, Smart & Predictive Digital Financing Platform, Customisation, Trade Finance Solutions & Automated Collections.

Website: <https://finhero.asia/>



**Homey Food Marketing** – A MedTech startup that provides a healthtech nutrition optimisation platform, backed by a strong network of dietitians & nutritionists to meet customers' healthy dietary needs.

Website: <https://www.homey.com.my/>

**IdThrivo Technology** – An advanced e-Signature solution provider that helps companies digitize their paper-based document signing process. The company's solution named ThrivoSign eSignature enables any organization to quickly optimize the way they create, share, review, sign & verify their business documents.

Website: <https://idthrivo.com/>



**Legaxus Technology** – An Engineering & IoT solutions startup. The company's core activities mainly involve designing & developing new products & applications for IoT industry in various sectors such as manufacturing (industry 4.0), agriculture, medical, consumer IoT devices, smart home & city.

Website: <https://www.legaxus.com/>

**uBitto Eight** – An EdTech startup that provides an interactive social platform for language learning. The company enables personalized learning via courses or live classes, with activities to help learners to connect with what they have learnt.

Website: <https://ubitto.com/>



**Wah Easy Technologies** – An EdTech startup with online learning marketplace for students to reliably discover better online classes, & empower tutors to easily run & grow their own tutoring businesses with the company's incredibly simple software where each core action can be done in within two steps.

Website: <https://www.waeasy.com/>

**Youthopia** – An EdTech startup that focuses on equipping children aged 10-16 with core life skills by using custom-made games & interactive instructor-led activities to help children think critically, solve problems creatively & communicate effectively.

Website: <https://www.youthopia.co/>



# The Rise of EdTech Startups

## A rising trend driven by accelerated digitalisation

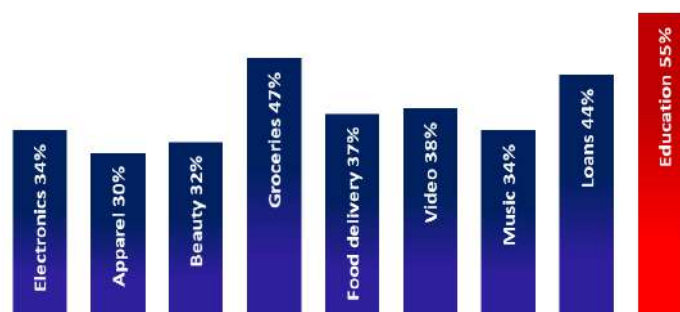
*“EdTech’s solutions traverse the range of education functions, from school administration and classroom management software, to interactive apps that customise, enhance and improve learning outcomes, and enable the delivery of borderless learning.”*

The evolution of technology continues to revolutionise our daily lives, turning the what was once the stuff of imagination into today’s reality. It has simultaneously enabled, enhanced and disrupted how we do things, and in some cases rendering jobs and entire industries obsolete, while concurrently spawning vast new possibilities. The increasing adoption of tech in our lives has resulted in the Internet Economy’s upward trajectory. According to Google, Temasek and Bain’s, e-Economy SEA 2020 report, there were some 400 million internet users in Southeast Asia (SEA) in 2020 (up 11% yoy), valued at \$105 billion. This internet economy of SEA is expected to grow at a CAGR of 24% to surpass the \$300 billion mark in 2025.

One key area that has benefitted tremendously from tech adoption is education. The increasing availability and utilisation of smart phones and tablets, coupled with accelerating internet connectivity, is reshaping the education landscape, resulting in a burgeoning and diverse EdTech (Education Technology) sector. EdTech’s solutions traverse the range of education functions, from school administration and classroom management software, to interactive apps that customise, enhance and improve learning outcomes, and enable the delivery of borderless learning. These apps also facilitate data-rich reporting and communications with all stakeholders.

The pandemic has also been a catalyst for EdTech adoption: As classroom doors remain closed, e-learning has gained momentum like never before. The inevitable need for online learning has been a boon for EdTech, with the sector drawing the highest influx of new digital consumers in the SEA region (55%).

Percentage of new digital consumers out of total service consumers (SEA aggregate)



Source: Google, Temasek and Bain, e-Economy SEA 2020

Against this backdrop, Penang is proud to have put its support behind three promising local EdTech companies, namely Anak2U, Edudios and Telebort through the Penang i4.0 Seed Fund (i4SF). The three companies were selected as recipients of the fund based on the innovation, potential and scalability of their solutions. Their solutions also come at a critical time, with the COVID-19 pandemic acutely highlighting the need for alternative learning delivery methods, effective communication and robust cloud-based school management solutions.

In addition to supporting their growth ambitions through funding, these companies were also inducted into G27 – an extension of i4SF initiated by the State government, via InvestPenang, to provide structured mentorship and networking opportunities exclusively for the i4SF recipients, to further accelerate their growth. We are pleased to note the success these companies have achieved (details in the following sections), and believe their success will nurture the ecosystem and catalyse the growth of more of such startups.

## ANAK2U SDN BHD – Revolutionising Childhood Education –



**Anak2U Sdn Bhd** is a EdTech startup that offers an easy-to-use, comprehensive school management solution that is designed to cater to Early Childcare Education Centres. Founded in 2019, Anak2U aims to bring positive changes to the education sector. Through its current solution, Anak2U lightens early childhood education providers' administrative tasks, freeing up teachers to focus on teaching. At the same time, the app also brings the classroom experience to parents, with the aid of technology.

Based on the potential of its beta application, Anak2U was selected as a recipient of Penang's i4SF Stream #2. The company utilised the funding to enhance its product's features, fine-tune its market fit and successfully launch the business. Within a year of its commercial launch, Anak2U went from just five beta customers, to serving 70 schools in the early education segment.



### Seamless solution that builds connections

Anak2U provides a platform for its users to adopt a digital-centric approach in managing and operating their schools and centres. It is a customisable, in-house developed school management system that covers a full range of school management and operating functions through admin, teacher and parent portals.

The admin portal facilitates the efficient management of administrative tasks, from daily student attendance taking, to account and invoice management, thereby reducing such manual work for the school. For teachers, the Anak2U solution allows teachers to draw on the app's resources for lesson and materials planning, so that teachers can focus their efforts on teaching and engaging their

students, while making learning fun and interactive. Meanwhile, the parent portal enables easy communication between the school management, teachers and parents. The app also enables the creation of student updates and reports, which are available in real time so parents can keep abreast on their children's progress.

Amid the pandemic, Anak2U, which had been designed to support kindergartens and nurseries in face-to-face settings, recognised the need for new features that would allow teachers to seamlessly deliver online lessons and guide parents in supporting their children's online learning. In light of the considerable drop in students' attendance and enrolment at kindergartens and nurseries, the company also temporarily suspended subscription fees for existing customers during the full lockdown period. This allowed users to extensively explore Anak2U's functions and at the same time, build the company's brand loyalty and engagement.

Anak2U is currently developing a new learning management system (LMS) that will be linked to its school management system. The LMS will personalise students' learning experience by allowing teachers to better manage the delivery of online learning, finding the right resources, and designing customised activities for students in different classes, thereby enabling a more efficient way of learning. The company is also enhancing the features to support other verticals including primary schools, secondary schools and enrichment centres.





Anak2U targets to expand its reach and capture a significant market share within Malaysia in the next two years. Beyond this, the company has also set its sights on expanding to Brunei and Indonesia, before making inroads to the Middle East, Europe and North Africa.



*“What inspired us to establish this company is the idea of being able to change something, especially in education. We know that education is a big topic and sometimes out of our control but a little contribution from our side might have an impact!”*

**Wan Muzaffar Wan Hashim, Co-Founder, Anak2u**

## **EDUDIOS SDN BHD - SCHOOL INTERACTIVE SYSTEM (SIS) - The Future of Education System -**



Recognising that teachers are increasingly bogged down with complex administration tasks that leave them with little time to teach, Edudios' School Interactive System (SIS) was designed to be an easy-to-navigate, interactive school management system. Founded in 2014, Edudios' SIS provides structured access to course documentation and learning materials, as well as enhanced communication facilities and other tools such as online assessments, to bring a positive impact to the education world.

A recipient of i4SF Stream #1, Edudios applied the fund to fast-track the development of its subsequent modules by 18 months, building additional modules such as a Cloud Library System, Content Management System and Advanced e-Discipline System. These modules complement its existing platform, and paved the way for its launch to the market and early monetisation. Today, Edudios' SIS has been deployed at more than 300 institutions, with a collective base of over 150,000 students.

### **Paving the way for borderless communication**

As an integrated school management system, SIS efficiently digitalises record keeping and tracking,

consolidating the data in one system to facilitate seamless communication between headmasters, teachers, parents and students. Addressing each stakeholders' distinctive needs, Edudios provides 15 SIS module-based packages for schools to choose from.

SIS facilitates all aspects of school management, from managing timetables, online announcements and tracking student and staff attendance, to lesson planning, homework, as well as disciplinary and co-curricular records. It also tracks student assessments, report cards, analytic and other reports such as Pentaksiran Bilik Darjah (PBD), providing parents seamless and up-to-date access to critical information to better track their children's performance.



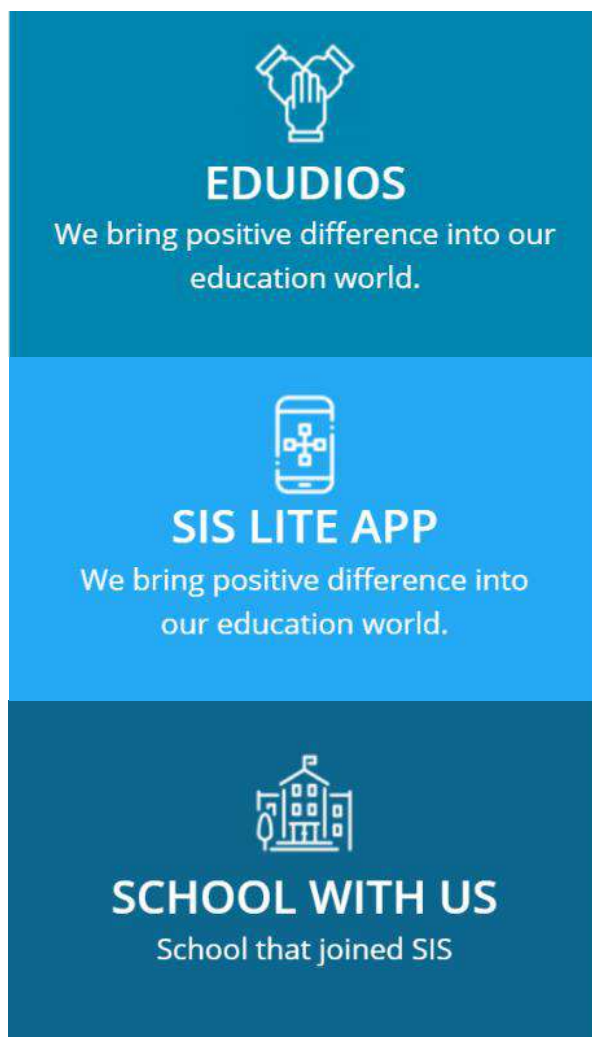
To cultivate a culture of reading among students, SIS established its cloud library module, enabling access to school libraries at any time, from anywhere. This cloud library also enables the school to track all library stock and transactions in a paperless manner, while allowing parents to understand their children's reading habits.

At its inception, Edudios had focussed on Public Chinese Primary Schools as its main customers, considering their sizeable collective student base. More recently, the company began looking to broaden its customer base, and in late-2019, Edudios began making inroads into private schools, targeting small- and medium-sized education institutions. In light of the disruptions from the COVID-19 pandemic, this move turned out to be a timely decision that has enabled the company to remain financially sustainable amid repercussions of the pandemic.

While its immediate priority is to sustain its operations through the challenges of the current environment, the company maintains its ambition to become the market leader in School ERP (Enterprise Resource Planning) Systems within five years. It aims to achieve this by providing a comprehensive school, learning and assessment management system that enables educational institutions to efficiently deliver their courses online, and realising the company's mission of using technology to pave the way for parents, children and schools to have seamless, borderless distance communication.

*"I started SIS with a vision to power school performance. From the first day of building SIS, my entire team was aware that we are into making SIS the most comprehensive school management system that not only automates the school's daily operations to be hassle-free, but also acts as a bridge to connect parents with teachers. Being a parent, I know clearly that when parents play a positive role in their children's education, children do better in school."*

***Kedios Ooh, CEO, Edudios***



The image shows three stacked promotional banners for Edudios products. The top banner is dark blue with a white icon of two hands holding a book, the text 'EDUDIOS', and the tagline 'We bring positive difference into our education world.' The middle banner is light blue with a white icon of a smartphone displaying a grid, the text 'SIS LITE APP', and the tagline 'We bring positive difference into our education world.' The bottom banner is dark blue with a white icon of a school building, the text 'SCHOOL WITH US', and the tagline 'School that joined SIS'.



## TELEBORT TECHNOLOGIES SDN BHD - Educate for the Future -

Telebort Technologies Sdn Bhd was founded in 2016 with the mission of enabling kids and teens to solve real world problems through coding. Headquartered in Penang, Telebort has grown from 2 co-founders into a team of over 20 people who share a similar goal: to empower the young generation in digital-making.

The founders saw a lack of awareness and learning exposure in Computer Science education, and set out to address the gap through the development of a structured academic programme that would enable kids and teens to solve problems through the use of technology. They developed a series real-world projects and collaborated in several initiatives to cultivate an interest in and awareness of Computer Science among school children.

Aided by funding from i4SF Stream #1, the company successfully launched its core programme, which features robust coverage of Computer Science subjects, and developed the Telebort E-Learning Application, Telebort Parent App and Telebort AI CS buddy (Chatbot) to deliver a structured and comprehensive learning experience to its students.

### Solving real world issue through coding

Telebort conducts after school, weekend and holiday coding classes for kids and teens, offering a well-curated curriculum that addresses the needs of students at different competency levels.

Telebort's Academic Programmes comprise Weekly Core Programmes and On-Demand Programmes. Students can start their journey with short-term On-Demand Programmes such as Boot Camp, An Hour of Code Programme before committing to a Weekly Fast Track Core Program. Currently, Telebort has over 260 students learning on a weekly basis and these young coders have collectively built over 4,000 digital projects.

Telebort has forged close partnerships with local organisations such as Malaysia Digital Economy Corporation (MDEC), MaGIC, Penang Digital Library, Universiti Sains Malaysia (USM), Sunway University's 42 Kuala Lumpur and global organisations such as Code.org and UNESCO's Girls in ICT to help make computer science education accessible for every kid and teen.



With the COVID-19 pandemic disrupting physical classes, Telebort was able to adapt quickly, launching several new initiatives that focus on virtual interaction and lesson delivery to meet the rising acceptance of e-learning. These include hybrid learning models where materials and lessons were delivered via online classes, supplemented with an Artificial Intelligence (AI) chatbot (BETA) function that helped address students' questions and provide clarification to student queries.

### Telebort Weekly Core Programs

Telebort's Computer Science Education Roadmap is designed for school children to express their own ideas in designing their own stories, mobile apps, websites and many more.

#### Block-based Programming



#### Full Stack Web Development



#### Data Science



*“If you teach a child how to code, you are giving the child an opportunity to change the world!”*

*Kee Chong Wei & Yeo Yet Phing, Co-Founders, Telebort*



Telebort has set an ambitious target of introducing basic computer science education to 100,000 students by 2025. Toward this end, the company will continue to enhance its Telebort E-learning Platform to deliver a world class computer science curriculum. The company plans to leverage on its platform and the curriculum it has developed to distribute high quality content at scale. Despite being a relatively young company, Telebort has also set social impact targets to ensure underprivileged students in rural areas have the opportunity to gain exposure to Computer Science, and it is also working towards encouraging increased participation from female students in the world of coding.

## **Continued commitment to nurturing startups with innovative and promising solutions**

Amid rising vaccination rates and an urgency to re-open the economy, schools and universities are also looking to reopen physical campuses. Regardless of the mode of instruction, EdTech is here to stay. From innovative software solutions that bridge the resource gap and improve productivity and the efficiency of conventional work, to practical courses that complement and provide diversity to existing curriculums, EdTech is changing the education sector and unlocking even greater learning potential.

The Penang State Government remains committed to play its part in nurturing and promoting local startups through the Penang i4.0 Seed Fund initiatives and G27 programme. InvestPenang is also pleased to contribute toward catalysing the tech startup ecosystem. We are proud to have Anak2U, Edudios and Telebort as Penang i4SF and G27 cohorts.

# LOCAL

## INsights

### At a Glance

#### Inari Amertron Berhad



**Principal activities:** Outsourced semiconductor assembly & test services (OSAT)

**Locations:** 9 manufacturing facilities across Penang, Malaysia; Clarkfield, Philippines & Kunshan, China

**Manufacturing floorspace:** 1,800,000 sq ft

**Number of employees:** 5,500 employees

**Revenue (2020):** RM 1,058 million

**Certifications:**

- IATF 16949:2016
- ISO 9001:2015
- ISO 13485:2016
- ISO 14001:2015
- REACH Compliance
- RoHS Compliant
- Sony Green Partner Certification
- FTSE4Good Bursa Malaysia

**Core competencies:**

- Wafer processing
- Chip fabrication & wafer certification in fibre optic chips
- Advanced System in Package (SiP) assembly & test
- Other services

**Website:** [www.inari-amertron.com](http://www.inari-amertron.com)

**Contact person:** Tan Kah Chuan  
Email: kah-chuan.tan@inari-amertron.com.my

Connie Chan  
Email: connie-siew-lin.chan@inari-amertron.com.my / info1@inariberhad.com

**Local INsights** is a periodic e-publication by InvestPenang with the aim of creating awareness among the industry players on the capabilities of homegrown companies. This is part of InvestPenang's initiative to enable companies in Penang to explore supply chain localization opportunities.

Read more at <https://investpenang.gov.my/local->

#### Infinecs Systems Sdn. Bhd.

LOCAL  
INsights



**Principal activities:** Engineering Design Services

**Locations:** HQ in Penang; branches in India and the US

**Floorspace:** 11,600 square feet

**Number of employees:** 100+

**Core competencies:** Semiconductors & Embedded Hardware

**Website:** [www.infinecs.com](http://www.infinecs.com)

**Contact person:** Kalai Selvan Subramaniam  
Email: kalai@infinecs.com

## Pentamaster Corporation Berhad



- Principal activities:**
- Automated Test Equipment
  - Medical Automation Solutions
  - Factory Automation Solutions
  - Warehouse Automation Solutions

**Locations:** Manufacturing facilities: Bayan Lepas & Batu Kawan, Penang, Malaysia  
Offices for Sales & Technical Support: US, China, Singapore, Taiwan & Japan

**Number of employees:** 650

**Revenue (2020):** RM418 million

- Certifications:**
- ISO13485
  - ISO9001

- Core competencies:**
- Mechanical Engineering Design
  - Software Programming Technology
  - Control Engineering and Technology
  - Vision Imaging & Optics design Technology
  - Electronic and Instrumentation Design
  - Project Management

**Website:** [www.pentamaster.com.my](http://www.pentamaster.com.my)

**Contact person:** Ann Gan  
Email: ann.gan@pentamaster.com.my

## QDOS Group



- Principal activities:**
- Circuit design and prototype
  - Flexible Printed Circuits (FPC & FPCA)
  - Semiconductor Substrates (FCCSP, FCBGA, SiP, TAB, WBBGA & QFN)

**Locations:** Manufacturing facility: Bayan Lepas Industrial Estate & Batu Kawan Industrial Park, Penang, Malaysia; Xiamen, China

**Number of employees:** 1300

**Revenue (2020):** ~RM290million

- Certifications:**
- ISO 9001
  - ISO 14001
  - TS 16949
  - Canon Green Procurement

- Core competencies:**
- Cadence-based circuit design
  - Laser Direct Imaging
  - Electrolytic Copper Pillar Plating
  - Electroless Plating (ENIG, ENEPIG, Desmear & Eless Copper)
  - Electrolytic NiAu and NiPdAu Plating
  - Blind-via & through-via drilling (UV laser, CO2 laser, CNC)
  - Anisotropic SAP etching
  - ABF Vacuum Lamination
  - Circuit board Failure Analysis (XRF, SEM-EDX, AAS, XPS, FTIR)
  - FPC-based assembly

**Website:** [www.qdos.com.my](http://www.qdos.com.my)

**Contact person:** Ann Kam  
Email: ann.kam@qdos.com.my

# On the Ground

## InvestPenang's Regular Engagement with Stakeholders

### Stay Connected

Engaging and sharing of current business and industry landscape with our stakeholders.



Exclusive webinar organized by InvestPenang to ambassadors, trade commissioners & consultants



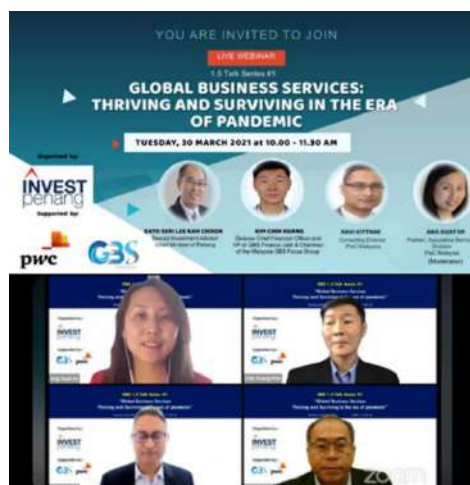
Dato' Seri Lee Kah Choon as presenter and panelist at BMCC's webinar



Investment Promotion Webinar (US) organized by InvestPenang



Investment Promotion Webinar (Europe) organized by InvestPenang



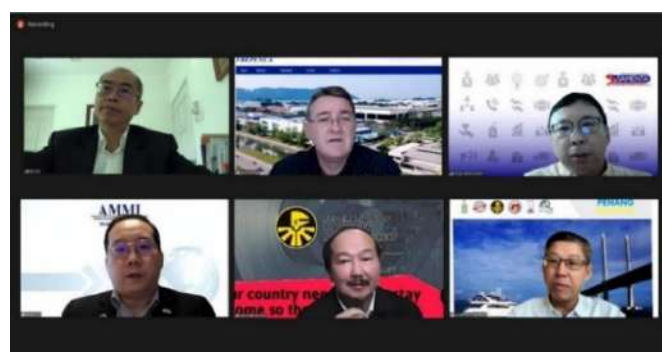
GBS 1.5 Talk Series #1 organized by InvestPenang



Onwards & Upwards: Explore New Careers #1 organized by InvestPenang



Virtual Press Conference by Dato' Seri Lee Kah Choon



Virtual Press Conference by Penang Manufacturing Industry Advisory Council (PMIAC)

Note: InvestPenang's industry engagements are not limited to the pictures showcased above.

Stay Connected – Cont.



MoU Signing between TalentCorp and InvestPenang



Dato' Loo Lee Lian as presenter at Nomura Expert Series



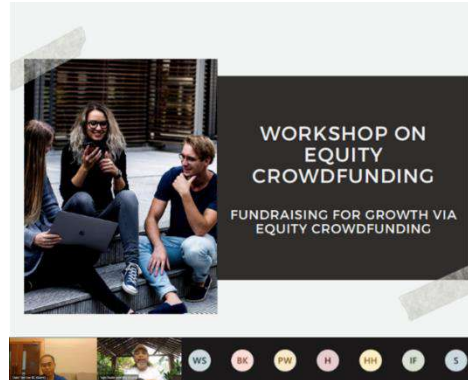
Dato' Loo Lee Lian as panelist for World Bank's webinar

Hear from the experts

Creating the avenue for industry leaders and experts to impart knowledge and sharing of insights.



Webinar on supply chain jointly organised by InvestPenang and DHL



Equity Crowdfunding Workshop by pitchIN for Penang i4.0 Seed Fund recipients



Webinar on economic outlook jointly organised by InvestPenang and UOB

Walk the Floor

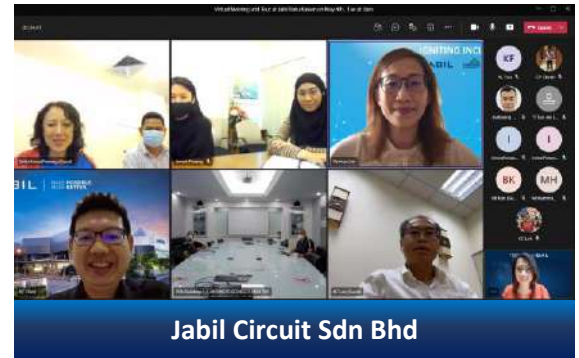
Regular visits to engage and keep abreast with our stakeholders' operations.



Clarivate (Malaysia) Sdn Bhd



PKT Logistics Group Sdn Bhd



Jabil Circuit Sdn Bhd





# INVEST penang



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