

MESSAGE FROM CEO

**DATO' DZULKIFLI
MAHMUD**
Chief Executive Officer
MATRADE

Welcome to the latest edition of What's New from Malaysia.

Malaysian companies always offer a diverse range of exciting and innovative new products and services, designed to help improve everyday lifestyle or businesses.

From tech-savvy products that help move industries, to user-friendly mobile loyalty systems, to nutritious products that help develop the next generation - there's something in this publication for everyone.

At MATRADE, we're committed to bringing Malaysian innovation to the world. We hope you enjoy this issue and the products and services featured here.



Malaysia External Trade Development Corporation (MATRADE), is a national trade promotion agency under the Ministry of International Trade and Industry (MITI) to develop and promote Malaysia's export to the world.

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**what's new from
Malaysia**

**WHAT'S
NEW FROM
MALAYSIA**

is a complimentary publication published by MATRADE that provides regular updates on Made-In-Malaysia products and services to the international business community.

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BIOTECH CORP
MALAYSIA BIOTECHNOLOGY
CORPORATION



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SERVICES

INTEGRATED VISITOR AND VEHICLE ACCESS CONTROL

Managing visitor information and monitoring vehicle access is especially crucial in the logistics and freight business. For large logistics networks, tracking movement of visitors and vehicles can prevent security breaches and loss of goods.

Tracking Both Visitors and Vehicles

The CALMS Visitor Management System (ViMS), developed to help track visitors in a straightforward, cost-effective manner, provides a user-friendly and cost-effective solution for the logistics industry. Logistics companies no longer need to deploy multiple systems to track visitors and vehicles as they move in and out of premises. ViMS provides the user with access to the latest real time visitor logbook to find and preview visitor details, and the system seamlessly integrates with all badge printers.

Key Product Features:

- Captures information from identity card, driving licence or passport for registration, "printing and issuing a visitor pass within 30 seconds."
- Records and registers truck, prime mover, trailer and container drivers upon entry. The driver is issued a gate pass with all relevant check-in information.
- The pairing of driver to the vehicle that they are driving allows for effective monitoring. This is to avoid non-designated drivers of particular vehicles from illegally transporting goods away from premises. This also prevents drivers from moving goods using unauthorised vehicles.



DHL Supply Chain has implemented this system to their logistics by pairing the driver and the truck for effective tracking purpose

This is done by comparing the 'pairing' in the system at the entry and exit points.

- Provides better management to supervise entry and exit of driver and vehicles, including restrictions of certain types of access if required.
- As an additional feature, the system also tracks containers located in the port, monitoring the number of days a container is stored before being shipped out.

CERTIFICATIONS

- ISO 9001 : 2008
- HID Connect Partner



About CALMS Technologies

CALMS Technologies Sdn Bhd is a Malaysian incorporated company that provides leading cost-effective smart card solutions to regional business. Supporting its solutions to over 500 companies in Malaysia, Singapore, Indonesia, Thailand, Vietnam and Philippines, CALMS prides itself on empowering organisations to take charge of their security in a SMART manner.

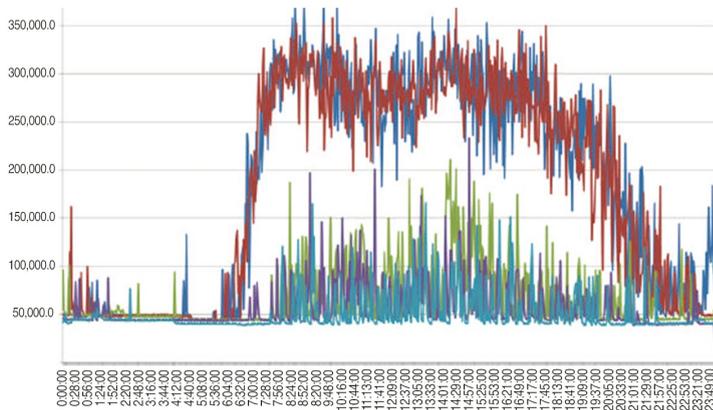
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COMMISSIONING GREEN BUILDINGS FOR EFFICIENCY



As people become more concerned about climate change and energy costs, the traditional role of commissioning Mechanical and Electrical (M&E) services for buildings is not enough. Building owners and operators are starting to understand the importance of optimising M&E systems such as air conditioning, mechanical ventilation and lighting.

Enhanced Commissioning

NK Engineers provides Enhanced Commissioning of M&E services to help building stakeholders optimise energy consumption, thus achieving long-term sustainability. Some of the M&E systems that are typically commissioned include:

- Air Conditioning
- Mechanical Ventilation
- Lighting
- Receptacle Power
- Solar Photovoltaic

About NK Engineers

NK Engineers Sdn Bhd was founded more than 27 years ago as an Engineering Firm specialising in testing, commissioning and maintenance services for both Low and High Voltage Electrical Systems. As an extension to specialised services, the firm has since evolved to include Energy Management, M&E Systems' Performance Auditing, and Green Building Commissioning as part of its core businesses.

With senior partners that possess combined working experience of more than 40 years in Building M&E Commissioning and a team of dedicated site verifiers and technicians, NK Engineers aims to remain at the forefront of the industry while delivering the best commissioning solutions for all its clientele.

CERTIFICATIONS

- Registration with Energy Commission of Malaysia as Electrical Services Engineer
- ST-Registered Electrical Energy Manager
 - GBI Commissioning Specialists
 - LEED Commissioning Authority
- Certified Professional Measurement & Verification (CPMV) Professionals
- ACSB-Accredited M&E Inspection Engineers



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SERVICES

MOBILE AND CARDLESS REWARDS SYSTEM

With the PointzMatter mobile loyalty management system, it's easy for businesses to identify, register and engage their customers, anywhere and anytime. Using just a single mobile device with internet connectivity, the user can apply to join the loyalty system, check card status, and collect and redeem points for any number of virtual cards without needing a physical card.

More Convenient. More Sustainable.

This solution contributes to a card-less, paper-less and terminal-less future for shoppers that is both environmentally sustainable and convenient. The business can demonstrate its corporate social responsibility and save the cost of printing plastic loyalty cards and paper receipts, thus reducing its carbon footprint and having a positive impact on global warming. At the same time, the user avoids the fuss and bother of having to carry and manage an assortment of different cards in a wallet or purse.

Taking Rewards One Step Further

PointzMatter is a flexible, easy-to-deploy and affordable solution for any business. The merchant will be able to use the system with just a mobile phone by scanning a QR code or bar code, straight from the user's app. PointzMatter allows retailers to customise their loyalty



This is the interface of what your customers will see when using your mobile and cardless system.



This is the interface of what you will see when managing your mobile and cardless system.

system settings in terms of members, bonuses, gifts, prepaid balances, cash coupons and discounts.

About CardSys

CardSys Sdn Bhd was established in 1996 to provide card-based solutions focusing mainly on loyalty management systems and gift card programmes. To meet the younger generation's need for mobility and ease of use, CardSys developed a Card-less Mobile Loyalty System - PointzMatter.

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GLOVES WITH CHEMICAL, CUT AND THERMAL PROTECTION

Industrial safety is a key concern for all employers the world over. Instilling a sense of safety in workers is half the battle, but safety products can go the full distance by providing long-lasting protection, productivity and comfort in the workplace.

2RABOND by Duramitt represents the pinnacle of industry-level glove technology for companies looking to prioritise safety and comfort. With a range of special high-performance gloves with thermal, chemical and cut resistance to suit every need, 2RABOND has its finger on the pulse of modern industry needs.

A Glove for Every Situation

2RABOND gloves come with the following features to help keep your workers safe:

- Diamond Grip or Nitrile Dot-coated Palms for an excellent grip
- Multiple glove layers and resistant lining, to provide extra protection
- Abrasion and puncture resistance, to minimise workplace accidents
- Chemical and temperature resistance
- Liquid-proof micro-fabrics
- Cotton and nylon lining, to absorb perspiration and keep the wearer comfortable



One of the many products of 2rabond: Polar Grip: Multipurpose cut & Chemical resistant glove.

About Duramitt

Duramitt manufactures and supplies a wide range of coated and uncoated knitted gloves. Duramitt's gloves are certified and tested with the European Standards (EN) Laboratory Test, and are tested and marked according to EN388 (Protection from Mechanical Hazards). Due to its stringent quality control, the company has exported its gloves to customers in Europe, America, Australia and New Zealand.



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CERTIFICATION

• ISO 9001: 2008



INDUSTRIAL PRODUCTS

Crime is on the rise all over the world, with criminals inventing ever-more innovative ways to infiltrate secure compounds every year. To combat this issue, security providers have turned to KCSS Wiremesh Sdn Bhd for an answer.

Our solution: prison-grade anti-cut, anti-climb mesh wire fencing. The 358 Prison Mesh, manufactured and distributed by KCSS Wiremesh, is one of the toughest fencing options on the market, with toughened wire and weld joints that resist cutting by conventional bolt and wire cutters. Intruders will be further deterred by its small mesh apertures that thwart finger- or toe-holds.

Applications for 358 Prison Mesh include security fencing for military bases, airports, machinery, sub-stations and other highly sensitive facilities.

Protective Features

- Protects against cut-through
- High-quality galvanised steel to prevent rusting
- Excellent visibility
- Vandal-resistant
- Complements CCTV
- Versatile
- Cost-effective
- Can be powder coated to suit preferred colour requirements

About KCSS Wire Mesh

An all-rounder in the field of wire mesh manufacturing, KCSS Wiremesh's distribution channels spread throughout Southeast Asia, Australia and New Zealand. KCSS Wiremesh provides mesh solutions suitable for all industries and needs, from simple animal mesh fencing to heavy-duty, prison-grade steel wire fences.

ANTI-CUT, ANTI-CLIMB FENCING



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CERTIFICATIONS

- SIRIM QAS INTERNATIONAL
- Certified MS 145:2006

AIR SOURCE DOMESTIC HEAT PUMP

The world is full of different climates, many of which require artificial heating to allow for comfortable living. However, the sheer energy requirement to heat homes and offices throughout the year can severely hike up the carbon footprint of these premises.

To answer this problem, Solartech developed the Summer Hot Water Technology to provide a dual water heating solution.

How does it work?

The Summer unit heats sources using existing ambient heat in the air. By drawing heat from the air, the system heats water more efficiently. Guilt-free comfort is only a Summer unit away.

- Durable anti-rust stainless steel inner tank and housing made of zincalume, to increase product longevity
- Built-in submerged heat exchanger for increased energy efficiency
- Low standby electric booster
- Built-in sacrificial anode to prolong system lifespan
- Environmentally-friendly refrigerant, R410A
- Fully-automated control system

About Solartech

For over three decades, Solartech has been providing carbon and energy savings in hot water technologies to Malaysia and the world. Solartech's years of experience have helped to make it a key player in regional energy-saving markets.

Using the latest in Research & Development, Solartech is committed to developing, producing and distributing eco-friendly heating systems to the world at large.



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CERTIFICATIONS

- ISO9001:2008
- SIRIM
- Water Mark
- Solar Keymark

INDUSTRIAL PRODUCTS

LOW TEMPERATURE DEHYDRATOR

Dried materials such as food, fruits and herbs require a system-controlled dehydrating process to extend the materials' storage period, for easy transportation and for downstream processing, in order to produce added value products. However, the conventional hot air drying method will damage and denature the bioactive ingredients, which causes products hardening and discoloration.

Low Temperature Dehydrator

Intrix Renewable has developed a new Low Temperature Dehydrator which operates under drying conditions between 35°C to 65°C with a relative humidity of between 10% to 95%. Using the Dehydrator, you can extend the shelf life of your products while preserving their colour, taste, texture and nutrients.

About Intrix Renewable

Intrix Renewable develops and manufactures products and system integration by providing renewable energy heating solutions to residential, commercial and industrial sectors. The group of companies has extensive expertise in Product Design and Engineering, R&D Contract Manufacturing and is well known for Product Safety Approval, Intellectual Property Licensing and Supply Chain Management.



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As international airport laws tighten, instances of people unknowingly transporting restricted substances or devices are on the rise. Smugglers have taken to inserting illicit items into other peoples' luggage to shift blame if the item is found, and it can be hard for unwitting travellers to prove their innocence.

What's to stop people from tampering with your bag? Titan Designs has the answer.

Traveloc Padlock: Your anti-tamper solution

The Traveloc Padlock is a unique lock that acts as a security seal for your luggage. With the Traveloc Padlock, one glance is all you need to see if your luggage has been tampered with in any way.

Key Features:

- Unique: The Traveloc Padlock is the world's first personalised security seal
- Secure: One glance is all you need to see if your bag has been tampered with
- Personal: The Traveloc Padlock can be customised to have your name or company logo laser-marked onto the lock and seals
- Deterrent: The lock will keep criminals from tampering with your bag
- Strong: The Traveloc Padlock is able to withstand 100 kg of tensile pull strength

How it works:

1. Apply the lock to your bag and secure it in place using the unique security seal.
2. Each seal comes with a serial number. Break the tab off the end and keep the seal tab on your person to check the serial number later.
3. After your flight, check the Traveloc Padlock seal. If it is at all bent out of shape or otherwise not as you left it, leave the bag

TAMPER-FREE PERSONALISED SECURITY SEAL



- on the carousel and immediately alert airport authorities.
4. If the seal is intact, you can retrieve your luggage and unlock the Traveloc Padlock by bending the seal outwards and snapping it away.

The Traveloc Padlock is reusable and comes with multiple seals for several trips. Each seal is unique and can only be used once, to ensure the security of your luggage.

About Titan Design

Titan Designs Sdn Bhd is an established company in the plastic moulding industry, with a manufacturing plant in the Klang Valley and international offices in Hong Kong, Indonesia and Singapore. Titan Design's tool and die division offers mould-making services and precision moulding of parts and components. After years of research and development in luggage security, the concept of the Traveloc Padlock was born.

CERTIFICATION
• ISO 9001: 2008



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HEALTHCARE AND NUTRACEUTICAL

CHEWABLE FRUITY OMEGA-3, MINUS THE FISHINESS

Omega-3 is a well-known fatty acid that is proven to provide numerous health benefits. Studies show that high concentrations of Omega-3 in humans lead to a reduced likelihood of heart problems and can normalise cholesterol levels in the body. Omega-3 is also a key factor in child development, as it contains the DHA and EPA that help to improve infants' learning, vocabulary and intelligence testing from the ages of three to five.

Omega-3 is found in its highest concentration in fish, but getting children to consume enough fish to benefit them can often be a chore. While fish oil supplements do exist, children often reject them for their unwelcoming flavour and smell.

Making Healthy Supplements Tastier

Recognising the challenge faced by parents, BioFact Life Sdn Bhd has come out with 1Q Gummy, an edible fish oil supplement with the inviting taste of fruit gummies and no fishy taste.

With all the goodness of Omega-3 and fish oil, 1Q Gummy supplements give children the boost they need with none of the fuss.

CERTIFICATIONS

- Good Manufacturing Practice (GMP)
- Halal
- ISO 22000:2005
- BioNexus Status Company

About BioFact Life

BioFact Life takes a seed-to-shelf approach by producing its own raw materials and manufacturing as well as marketing its products locally and internationally. The company has two factories with a total of 50,000 sqf built-up area for producing functional food and herbal supplements, as well as 100k cleanroom cultivation of Cordyceps.

AWARDS

- Winner in Enterprise 50 Award (E-50)
- The BrandLaureate Award
- Golden Bull Award
- Innovation Excellent Award
- SMI - Best Brand Award
- Gold Winner in the BioInno Award (MOSTI)



1Q Gummy
with Omega 3

BIOFACT LIFE SDN BHD

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YOUR RELIABLE AND SUPERIOR CAST



When a patient requires a cast, two things stand out in importance: First, the cast should be rigid and durable enough to withstand daily life and lightweight and comfortable to use. Second, medical practitioners should be able to apply the cast quickly and, when it is time to remove the product, it should be easy to cast-off.

RN Cast provides all this and more. With good quality fabrics – fibreglass and polyester together with other key raw material substances – RN Cast ensures a comfortable and safe cast for all end users.

- Marvellous adhesiveness between layers, for easy application
- Extraordinary flexibility and mouldability before setting
- Excellent rigidity, for a reliably stable cast
- Less resin migration, to allow for long-term storage

- Easy to cut with cast cutter, to allow for speedy cast removal

About Medidata

Incorporated in 1977, Medidata Sdn Bhd began as a tendering agent marketing various pharmaceutical and medical disposable products to hospitals and health centres nationwide.

As the company expanded, its product offerings did too. Since its beginnings, Medidata has become a respected medical disposables distributor and ISO-certified manufacturer, as well as a provider of controlled and licensed drugs.

CERTIFICATIONS

- ISO 9001: 2008
- ISO13485:2012
- Good Manufacturing Practice (GMP)



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FOOD

SPACE FREEZE-DRIED CORN

Sweet corn is a special maize variety, genetically different from field maize. Its kernels are tender, delicious and eaten as a vegetable in many cuisines worldwide.

Sweet corn is a gluten-free cereal and may be used safely by individuals with celiac disease, much like rice, quinoa, etc. It is one of the finest sources of dietary fibres; 100g of kernels carry 2g or 5% of the daily-requirement of dietary-fibre. Together with slow-digesting complex carbohydrates, dietary fibre in the food helps to regulate a gradual increase in blood sugar levels.

A Healthier Snack

In March 2016, Nelson's decided to make their much-loved corn products more accessible than ever: by making them into a portable, packaged snack.

Using Space Food Processing Technology, the same innovation used to prepare food for space travel and consumption, Nelson's perfected a process that would freeze-dry corn kernels without losing any of the flavour, shape or colour.

The result was a tasty, satisfying corn treat that could be stored without risk of bacterial or yeast degradation, and that can be eaten on-the-go - perfect for the modern family!

About Nelson's

Nelson's is well-known in Malaysia for pioneering the widely-successful



Corn in Cup in 1992. The first Nelson's Corn in Cup franchise was launched in Penang in 1995. Today, the Nelson's franchise operates more than 1,000 outlets in 17 countries. Nelson's has grown since its founding days, now offering several other products in addition to the now-famous Corn in Cup. SPACE corn is the latest of Nelson's innovations, a true feat of Research & Development.

CERTIFICATIONS

- HACCP
- MeSTI
- Halal



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