



MATRADE

Southeast Asia & Malaysia Healthcare Industry Outlook

Lifestyle & Life Sciences Section
MATRADE

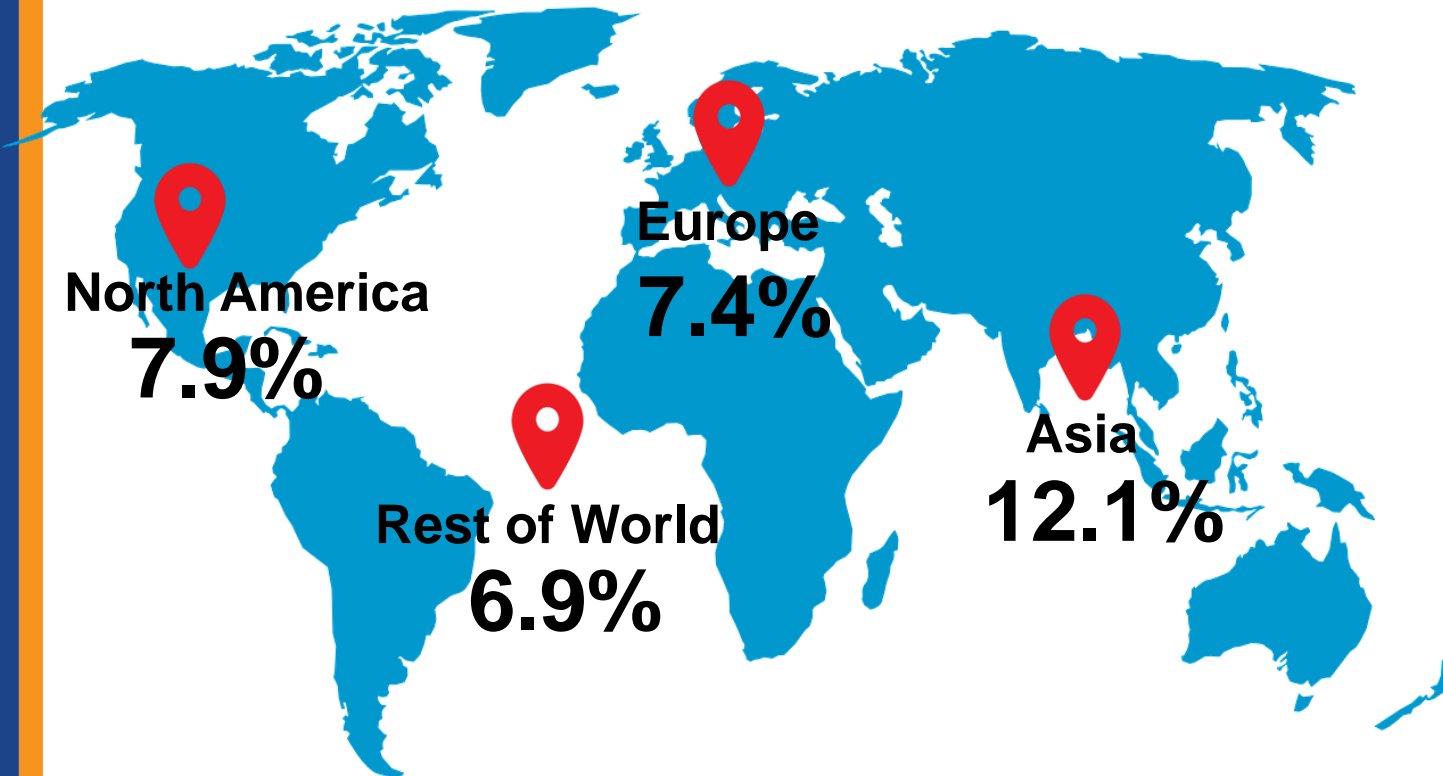
January 2025

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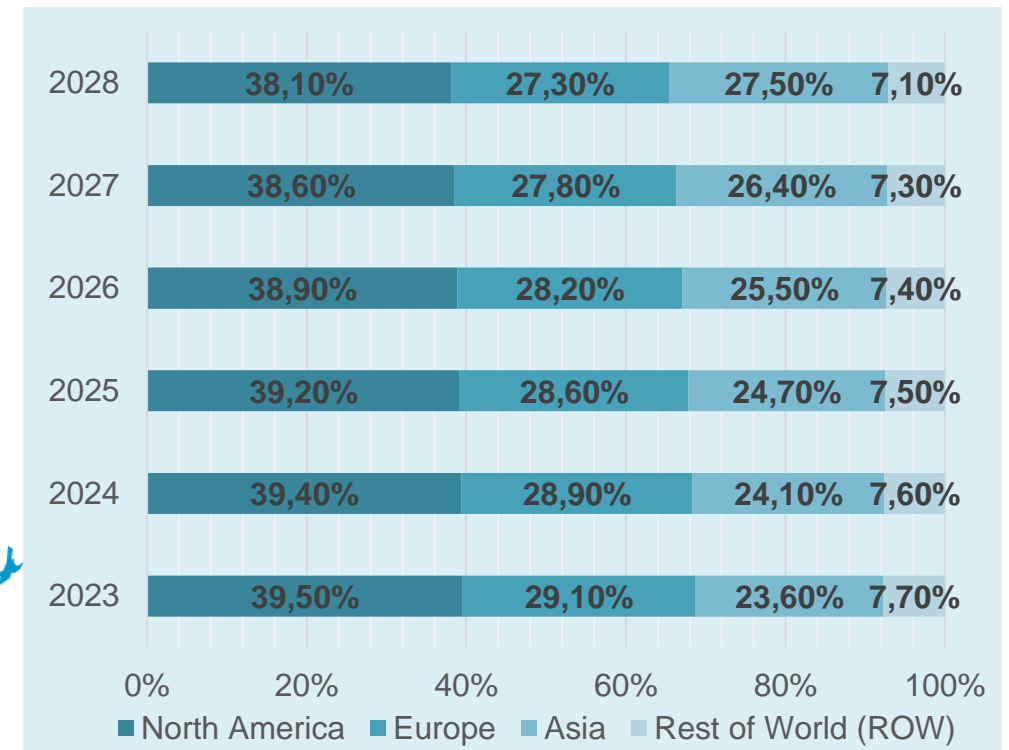
- Southeast Asia (SEA) Demographic Profile
- SEA Healthcare Overview
- SEA Medical Devices Industry & Outlook
- SEA Pharmaceutical Industry & Outlook
- Malaysia Healthcare Overview
- Malaysia Medical Devices Industry & Outlook
- Malaysia Pharmaceutical Industry & Outlook

Global Healthcare Services

Segment Growth 2023 – 2028 (% CAGR)

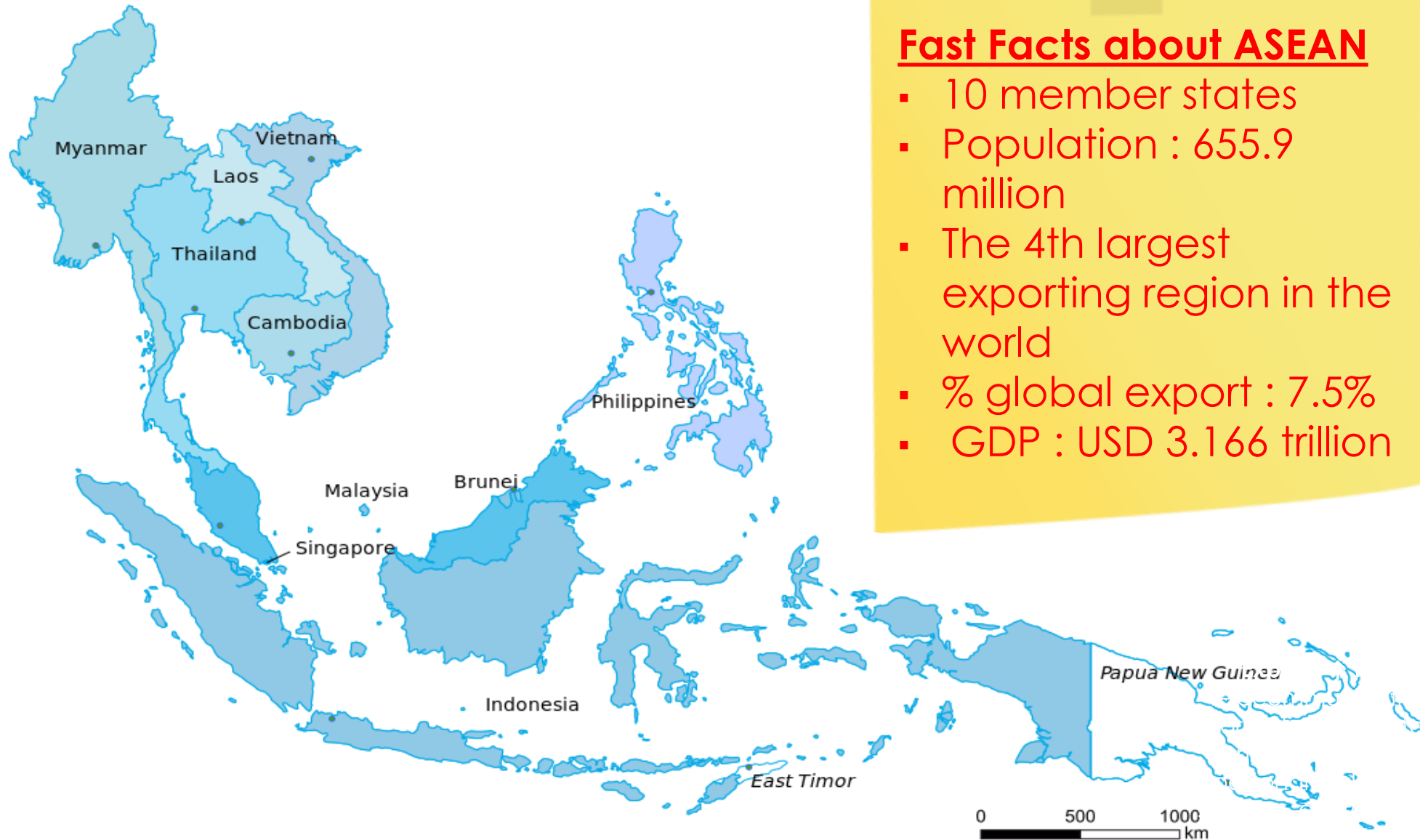


Global Healthcare Services Market Share (by geography)



SEA Demographic Overview

ASEAN



Fast Facts about ASEAN

- 10 member states
- Population : 655.9 million
- The 4th largest exporting region in the world
- % global export : 7.5%
- GDP : USD 3.166 trillion

SEA Demographic Trends (2024)

3



Thailand

Population Size: **71.0 mil**

Healthcare Expenditure: **USD26.7 bil**

Healthcare Expenditure (% of GDP): **5.1%**

GDP per capita: **USD7,527.38**

6



Malaysia

Population Size: **35.6 mil**

Healthcare Expenditure: **USD17.3 bil**

Healthcare Expenditure (% of GDP): **4.2%**

GDP per capita : **USD13,142.35**

2



Singapore

Population Size: **5.94 mil**

Healthcare Expenditure: **USD26.9 bil**

Healthcare Expenditure (% of GDP): **5.1%**

GDP per capita: **USD89,265.94**

5



Vietnam

Population Size: **101.0 mil**

Healthcare Expenditure: **USD20.1 bil**

Healthcare Expenditure (% of GDP): **4.3%**

GDP per capita: **USD4,649.05**

4



Philippines

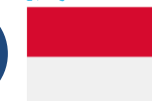
Population Size: **115.8 mil**

Healthcare Expenditure: **USD21.1 bil**

Healthcare Expenditure (% of GDP): **4.5%**

GDP per capita: **USD4,153.59**

1



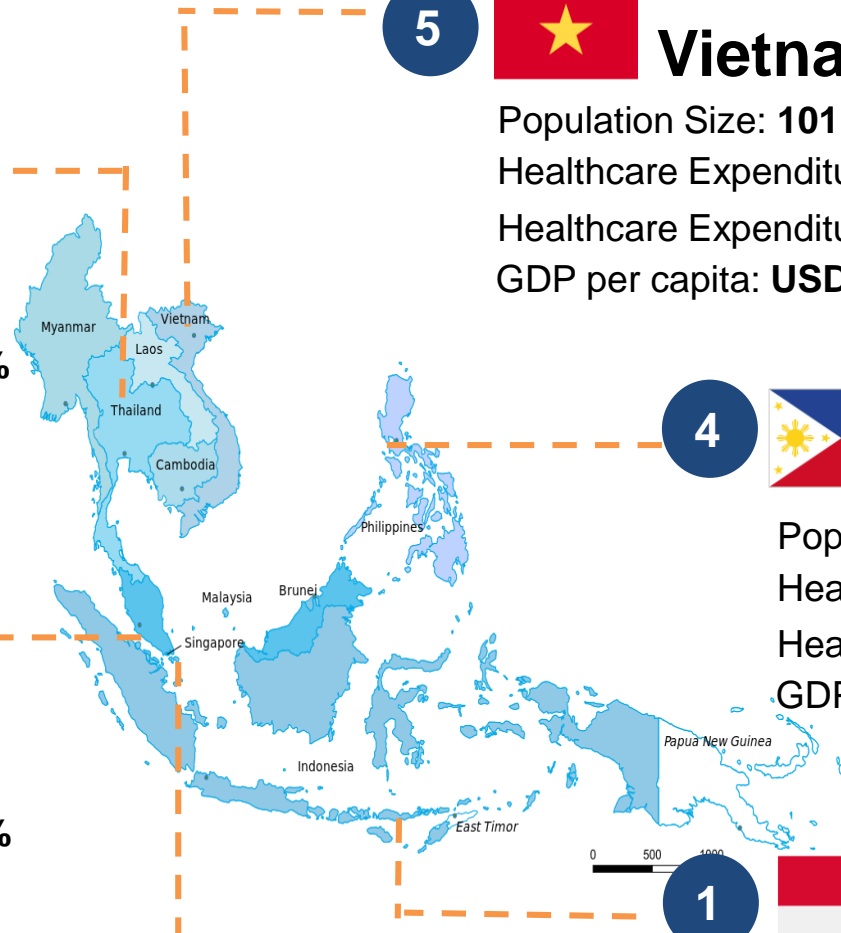
Indonesia

Population Size: **283.5 mil**

Healthcare Expenditure: **USD46.7 bil**

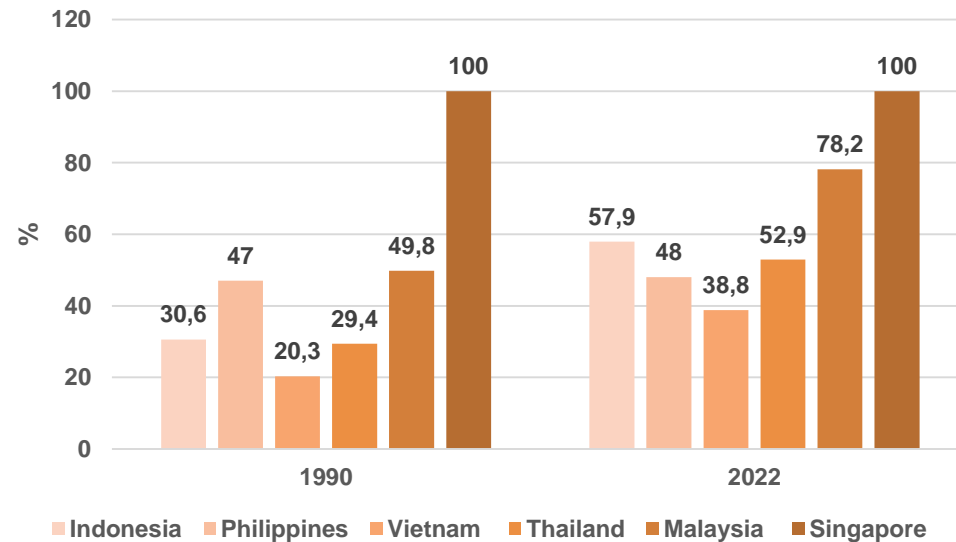
Healthcare Expenditure (% of GDP): **3.3%**

GDP per capita: **USD5,035.84**

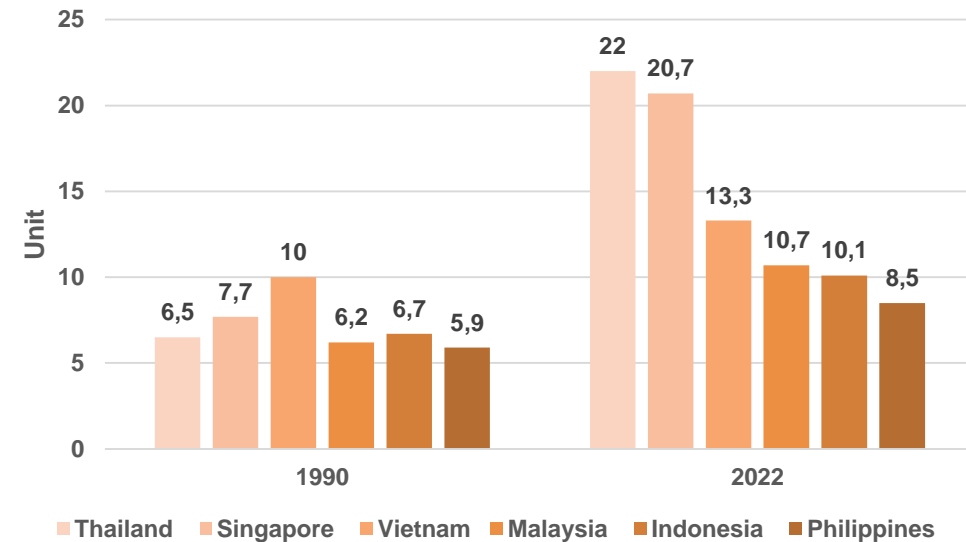


SEA Demographic Profile

Urban Population, % of Total



Old Age Dependency Ratio



Between 1990 and 2022, Southeast Asia has experienced:

Urbanisation due to economic transformations and accompanied by substantial economic expansion

Considerable growth in economic output

Increased affluence and improved healthcare facility, leading to longer life expectancies

Southeast Asia Healthcare Overview

Healthcare **expenditures** in the Southeast Asia region have closely **paralleled economic growth**.

Continuation of the upward trend in healthcare expenditure guaranteed by **structural factors**, namely:



Rapid ageing of the population



Increasing prevalence of non-communicable diseases



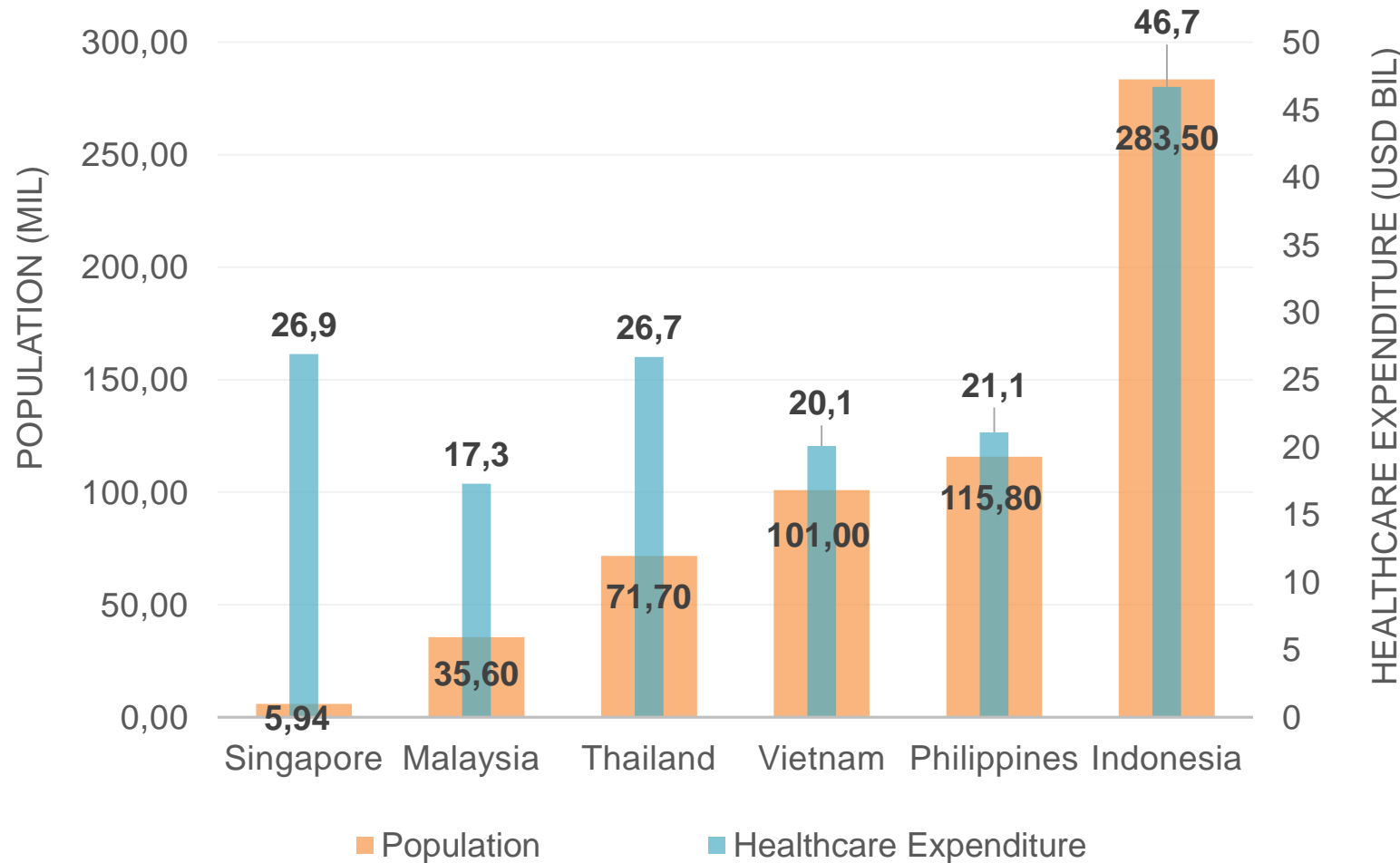
High rates of smoking, contributes to the escalation of diabetes & obesity



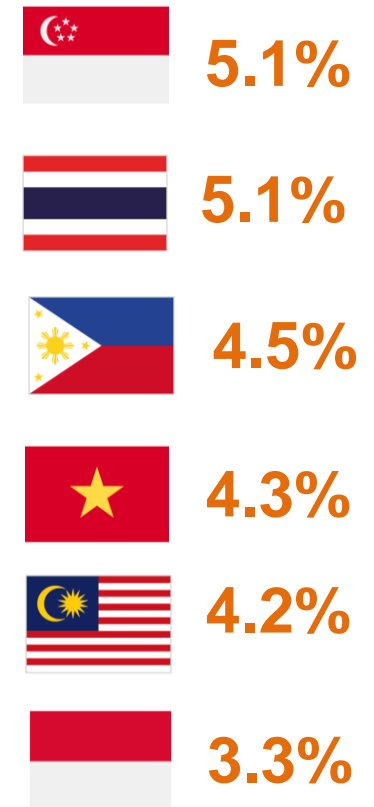
Sedentary lifestyle & unhealthy dietary patterns

SEA Healthcare Expenditure (2024)

Population Size vs Healthcare Expenditure, 2024



Healthcare Expenditure (% of GDP), 2024



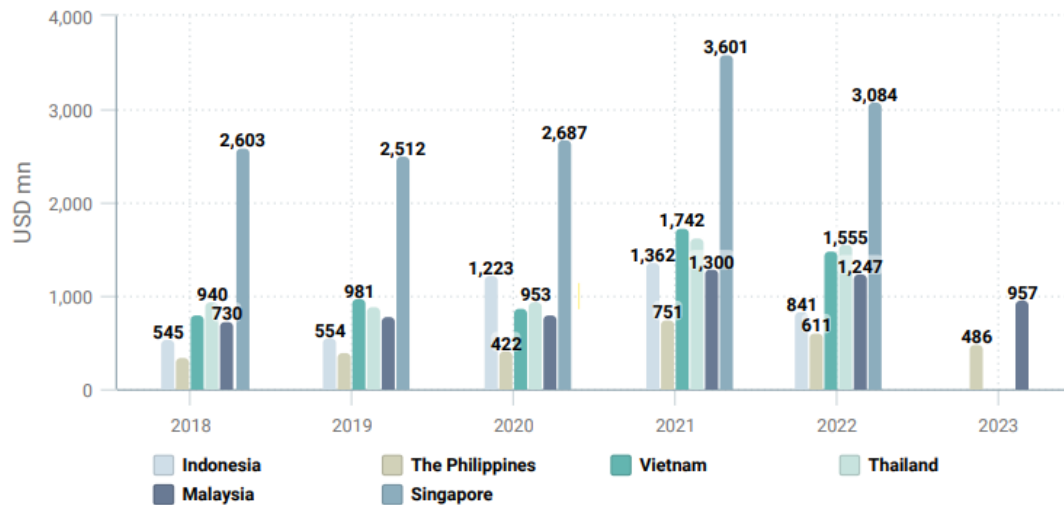
SEA Medical Device Industry Overview & Outlook

Southeast Asia Medical Device Industry

The Southeast Asia region is a **medical device net exporter**.

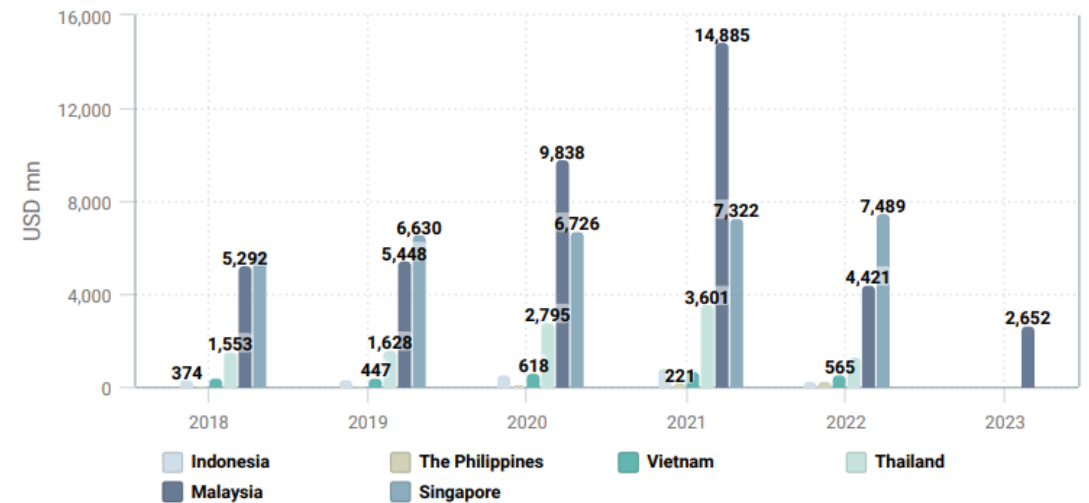
The regional export figures are considerably skewed due to **Malaysia's substantial trade surplus (export of rubber surgical gloves)**.

Medical Device Imports, USD mn



Sources: CEIC, UN Comtrade

Medical Device Exports, USD mn



Sources: CEIC, UN Comtrade

After excluding rubber gloves, the ASEAN region becomes a **net importer of medical devices**.

SEA's top medical device exports:



Catheters



Syringes



Rubber gloves

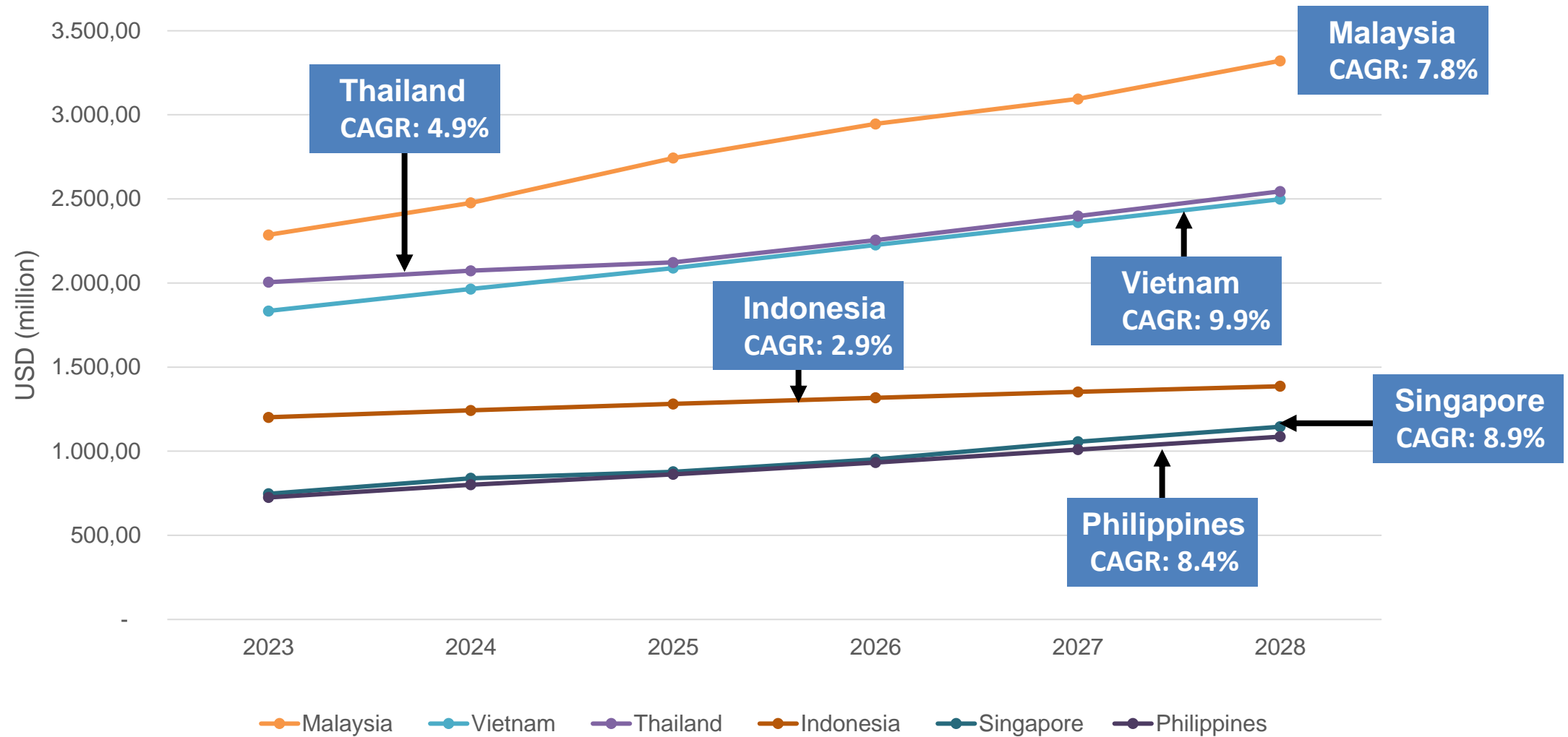
SEA Medical Devices Industry Outlook

Demand for medical devices will be driven by:







- 1** The transition of the ASEAN region's population from infectious to non-communicable diseases
- 2** Improved financing options for healthcare
- 3** The expansion of the middle class
- 4** Increasing number of patients will likely necessitate sophisticated medical devices for diagnosis and treatment, including prosthetics, stents, and cardiac pacemakers

SEA Medical Devices Industry Outlook

Projected Medical Device Market (2023 - 2028)



SEA Medical Devices Industry Outlook

	Market size (2023) (USD billion)	Forecast (2028)* (USD billion)	CAGR (2023-2028)
 Malaysia	2.29	3.32	7.8%
 Thailand	2.00	2.54	4.9%
 Vietnam	1.83	2.50	9.9%
 Indonesia	1.20	1.39	2.9%
 Singapore	0.75	1.15	8.9%
 Philippines	0.73	1.09	8.4%

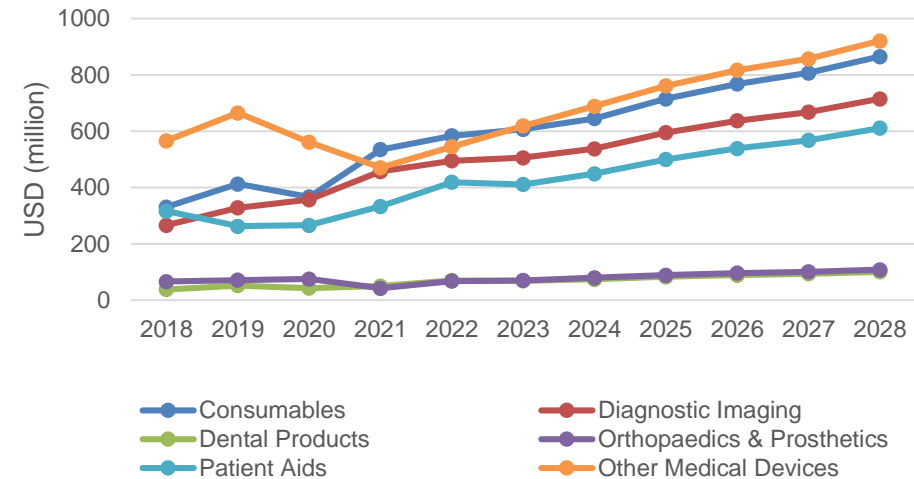
SEA Medical Devices Industry Outlook

Malaysia



	Market size (2023) (USD million)	Forecast (2028)* (USD million)	CAGR (2023-2028)
Other Medical Devices	618.9	920.8	8.2%
Consumables	607	864.8	7.3%
Diagnostic Imaging	505.7	714.6	7.2%
Patient Aids	411.3	611.1	8.2%
Orthopaedic & Prosthetics	73.9	108.4	8.0%
Dental Products	69	101.5	8.0%

Malaysia Medical Device Market

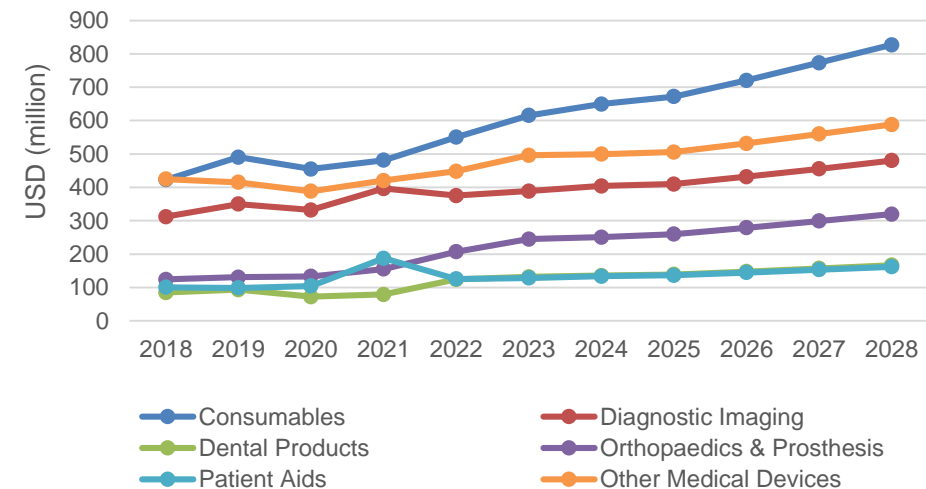


Thailand



	Market size (2023) (USD million)	Forecast (2028)* (USD million)	CAGR (2023-2028)
Consumables	615.5	827	6.1%
Other Medical Devices	496.1	588.3	3.5%
Diagnostic Imaging	388.6	480.2	4.3%
Orthopaedic & Prosthetics	244.8	319.9	5.5%
Dental Products	132	167	4.8%
Patient Aids	128.2	162	4.8%

Thailand Medical Device Market



SEA Medical Devices Industry Outlook

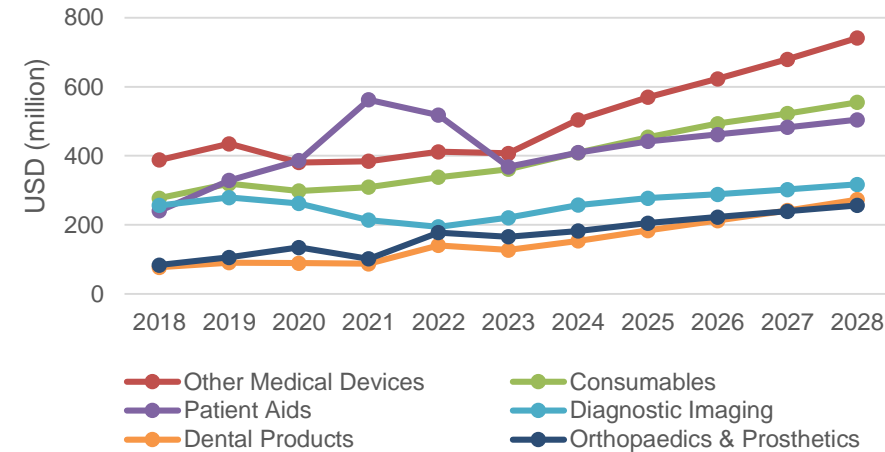
Vietnam



Market size (2023) (USD million) **Forecast (2028)*** (USD million) **CAGR (2023-2028)**

	Market size (2023) (USD million)	Forecast (2028)* (USD million)	CAGR (2023-2028)
Other Medical Devices	407	741.1	13.1%
Consumables	361.1	554.9	9.0%
Patient Aids	368.1	504.1	6.5%
Diagnostic Imaging	220.4	317	7.5%
Dental Products	126.8	273.1	16.6%
Orthopaedics & Prosthetics	165.6	256.1	9.1%

Vietnam Medical Device Market



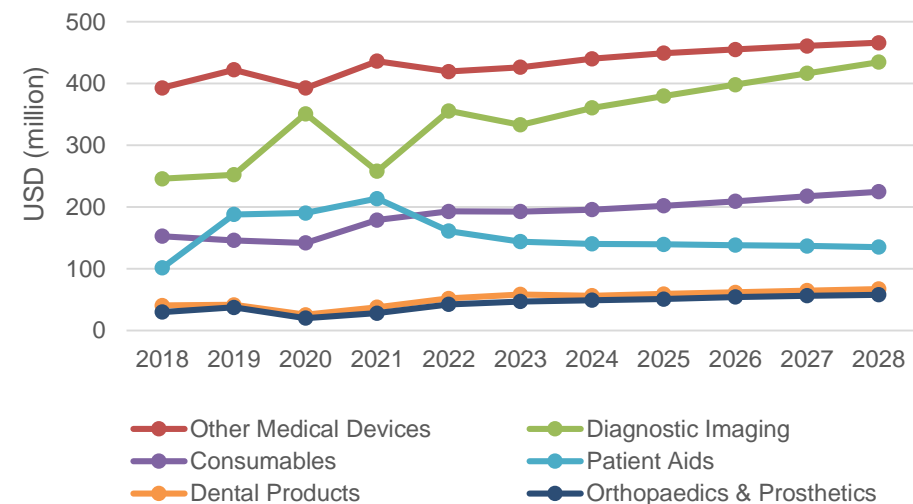
Indonesia



Market size (2023) (USD million) **Forecast (2028)*** (USD million) **CAGR (2023-2028)**

	Market size (2023) (USD million)	Forecast (2028)* (USD million)	CAGR (2023-2028)
Other Medical Devices	426.3	466.1	1.8%
Diagnostic Imaging	333.2	434.7	5.5%
Consumables	192.7	224.8	3.3%
Patient Aids	144	135.3	-1.2%
Dental Products	58.5	67.3	2.8%
Orthopaedics & Prosthetics	47.1	58	4.3%

Indonesia Medical Device Market

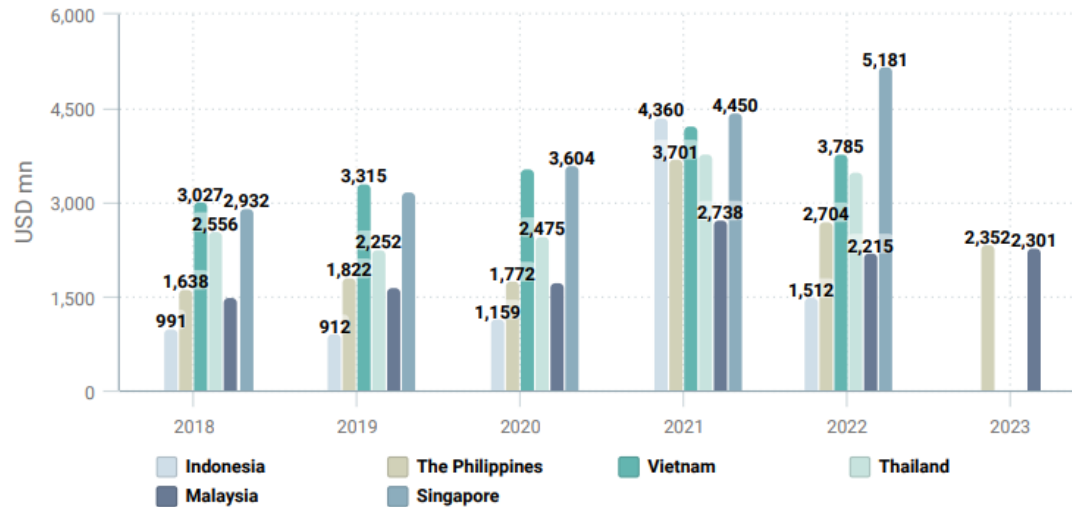


SEA Pharmaceutical Industry Overview & Outlook

Southeast Asia Pharmaceutical Industry

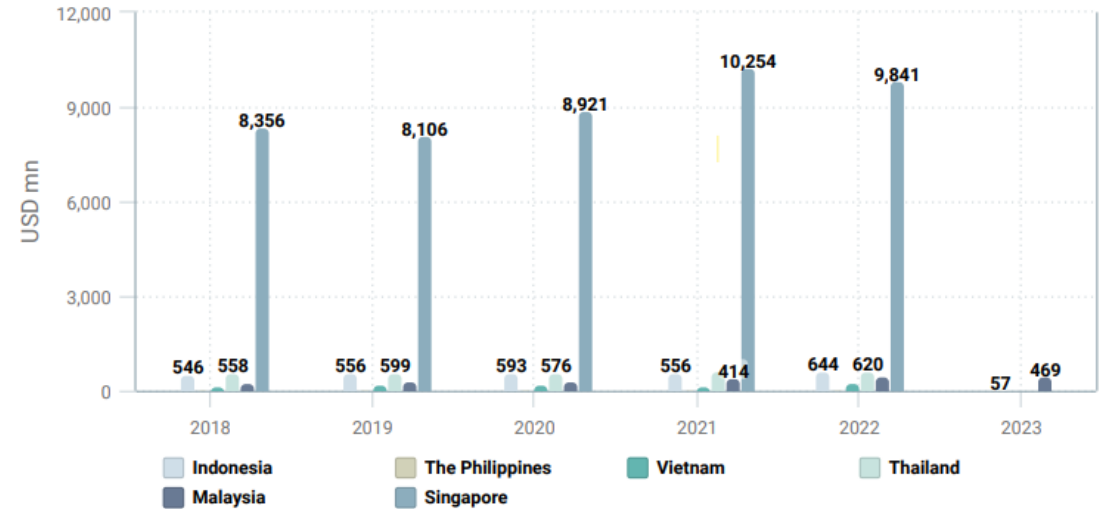
Except for Singapore, every nation in SEA is a net importer of pharmaceuticals.

Pharmaceutical Imports, USD mn



Sources: CEIC, UN Comtr

Pharmaceutical Exports, USD mn



Sources: CEIC, UN Comtrade

GENERIC MEDICATIONS

Primary focus of most public healthcare systems in the SEA region



PATENTED DRUGS

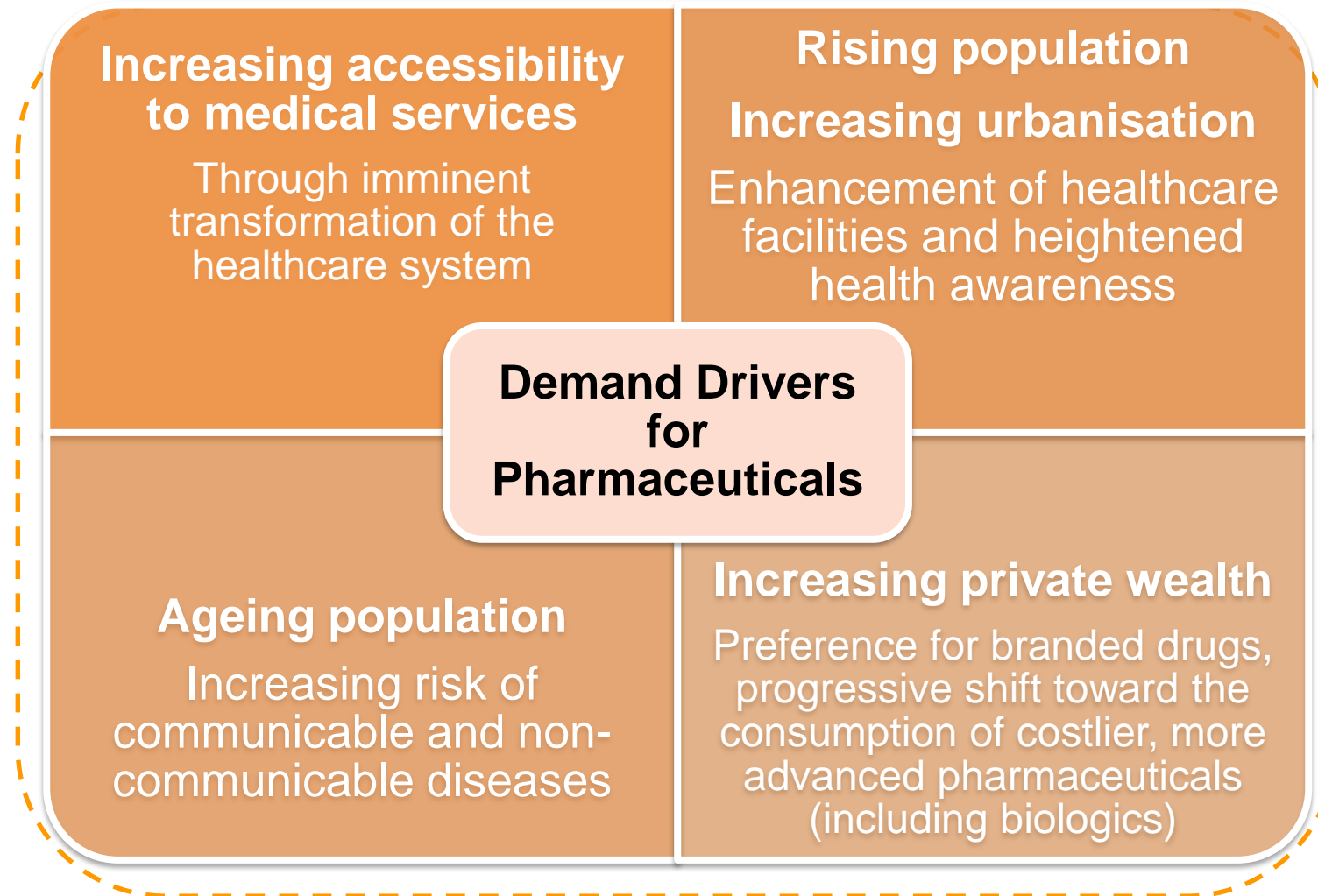
Only issued in cases where generic alternatives are not available

Producing low-value-added generic medications is the norm in most other SEA nations.

Generic APIs are imported from:

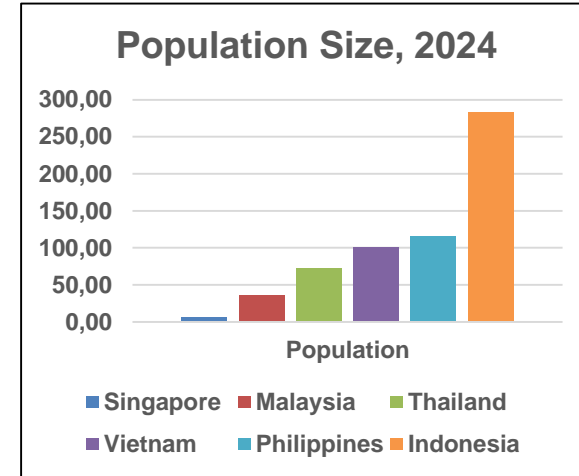
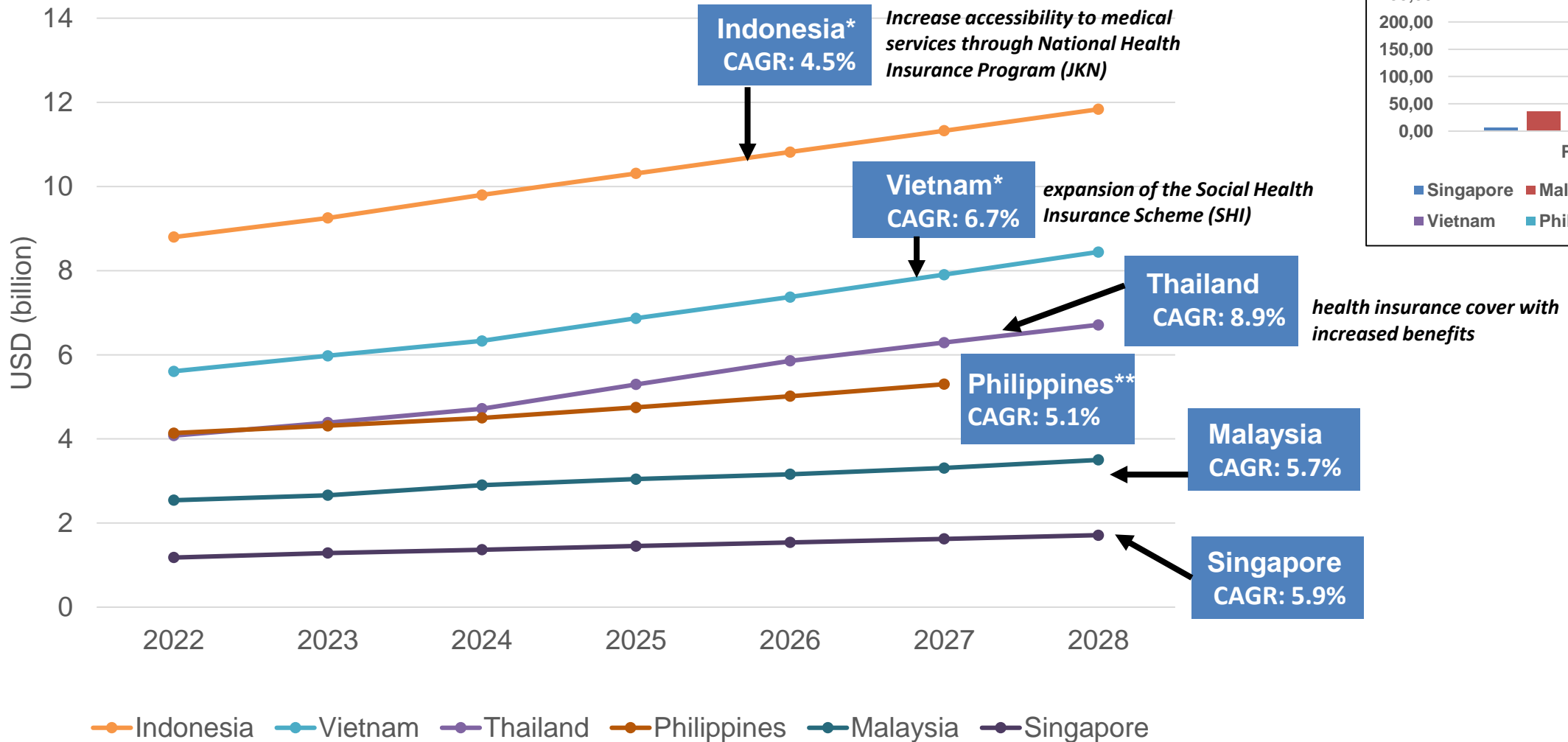
- China
- India

SEA Pharmaceutical Industry Outlook









SEA Pharmaceutical Industry Outlook

Pharmaceutical Sales Forecast (2022 – 2028)




Source: EIU (based on the estimates for 2024), IMF

SEA Pharmaceutical Industry Outlook

	Sales (2023) (USD billion)	Forecast (2028)* (USD billion)	CAGR (2023-2028)	
 Indonesia	9.25	11.84	4.5%	} CAGR (2023-2033)
 Vietnam	5.98	8.44	6.7%	
 Thailand	4.39	6.71	8.9%	
 Philippines	4.31	5.30**	5.1%	
 Malaysia	2.66	3.50	5.7%	
 Singapore	1.29	1.71	5.9%	

Malaysia Healthcare Sector Overview and Outlook


Malaysia's Strength in the Healthcare Sector



Global producer of rubber-based medical consumables.

60% of the worldwide market for **rubber gloves**

80% of the global supply of **catheters**



Best Healthcare in the World 2019
INTERNATIONAL LIVING


Increasingly recognised as a **world-leading destination** for medical and healthcare tourism.

Recorded **more than one million health tourist arrivals in 2023.**



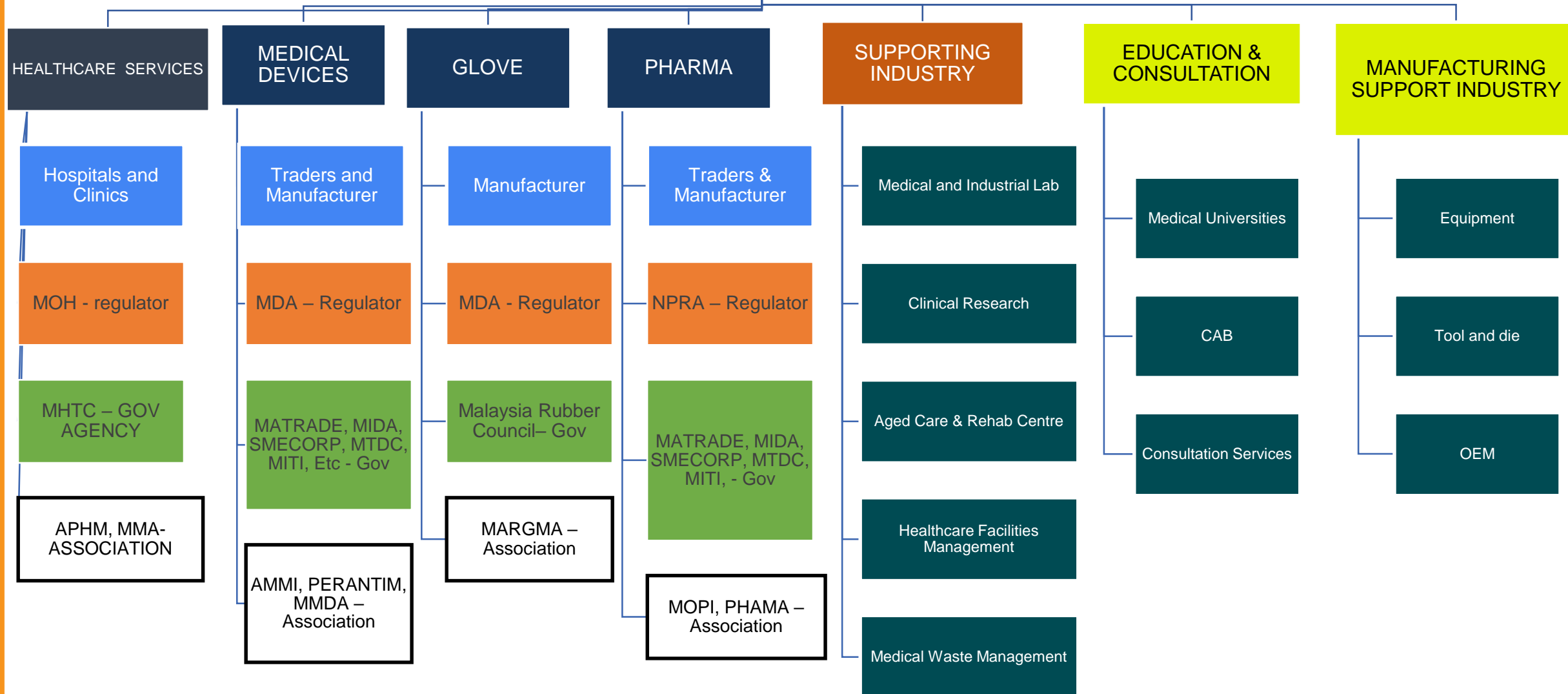
MHTC MALAYSIA HEALTHCARE TRAVEL COUNCIL
An initiative by the Ministry of Health, Malaysia

Ranks **1st** in the **Health Care** category of the **International Living Annual Global Retirement Index 2019** by International Living

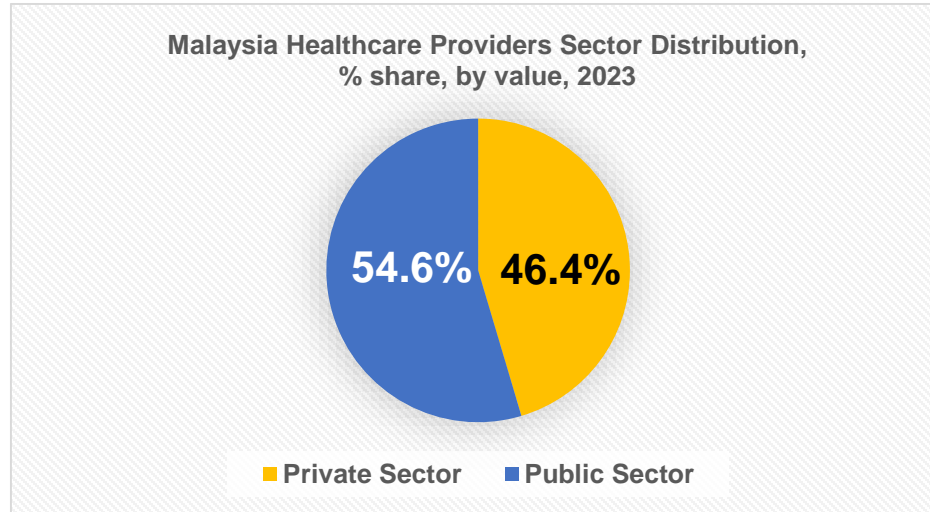


Producers of **Halal Pharmaceuticals** and internationally accepted generics drugs.

HEALTHCARE INDUSTRY ECOSYSTEM in MALAYSIA



Malaysia Healthcare System Overview



Public Sector

- Widespread coverage of universal healthcare
- Near-free primary healthcare services
- Heavily subsidized secondary & tertiary care services
- Funded by federal government revenues
- Managed by Ministry of Health
- Referral Model

Private Sector

- Fee-for-service basis
- Funded by out-of-pocket payments and private health insurance
- Patients can see specialists directly, speeds up treatment

Source: Marketline

one of Southeast Asia's
MOST ADVANCED

Pharmaceutical + Healthcare sectors



Doctors

79,443

Ratio to population:

1:412



Nurses

117,116

Ratio to population:

1:279

Source: Malaysia Health Ministry's Health Facts 2023 report

Malaysia's Healthcare System

Healthcare Facilities, 2023

Public Sector

	No.	Official Bed
Hospital and Special Medical Institution	149	45,964
Hospital	138	40,348
Special Medical Institution ¹	11	5,616
Health Clinic	3,114	
Health Clinic	1,095	
Rural Clinic (Klinik Desa)	1,716	
Maternity & Child Health Clinic	80	
Community Clinic	223	

1. Refers to Rehabilitation Hospital, National Leprosy Control Centre, Institute of Respiratory Medicine, National Cancer Institute, Sarawak Heart Centre, Psychiatric Institutions (4) and Women & Children Hospital (2)

Public Sector (2022)



28%

Primary healthcare facilities



64%

Outpatient visits

Private Sector

	No.	Official Bed
LICENSED		
Hospital	212	18,779
Maternity Home	19	59
Private Nursing Home	18	651
Hospice	23	97
Ambulatory Care Centre	180	486
Blood Bank	5	28 ¹
Haemodialysis Centre	715	8,085 ²
Community Mental Health Centre	2	0
Ambulatory Care Centre Incorporating Private Haemodialysis Centre	2	16/3/30 ³
REGISTERED		
Medical Clinic	9,830	
Dental Clinic	3,522	

1. Refers to number of blood storage tanks

2. Refers to dialysis chairs

3. Refers to bed/dialysis bed/dialysis chairs

Private Sector (2022)



72%

Primary healthcare facilities



36%

Outpatient visits

Budget 2025:

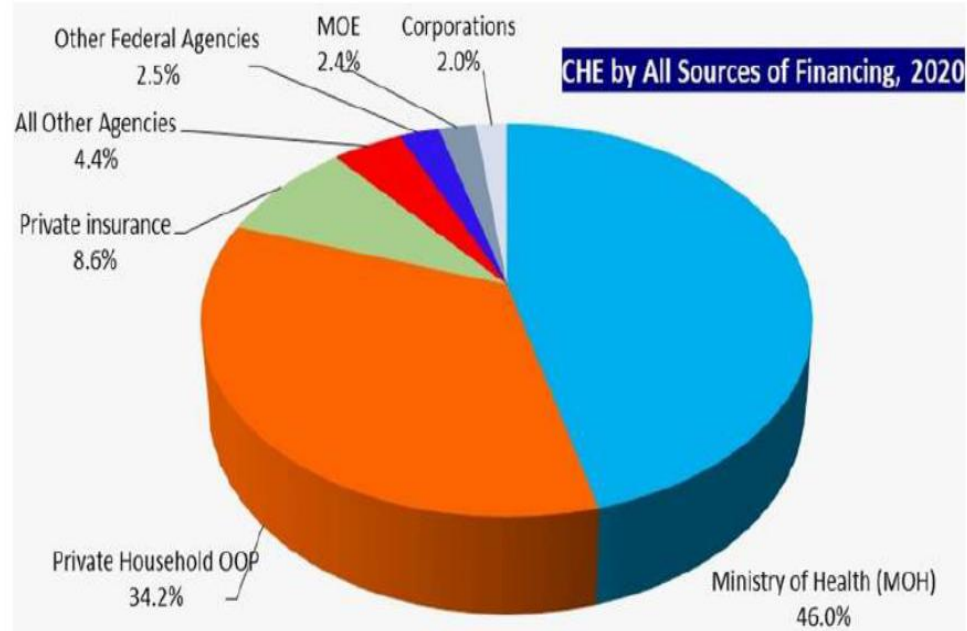
Ministry of Health

RM45.3 bil

Malaysia Healthcare System Overview

Budget 2025:
Ministry of Health **RM45.3 bil**

Source of Financing for the Healthcare Sector (2020)



Source: Malaysia National Health Accounts (2021)

Growing investments by the government in healthcare market



2023

Segments with largest proportion

- Inpatient care**
- Outpatient care**

Table 2: Malaysia healthcare providers sector category segmentation: % share, by value, 2018–2023

Category	2018	2019	2020	2021	2022	2023
Inpatient Care	29.3%	29.2%	29.0%	28.8%	29.1%	29.2%
Outpatient Care	27.7%	27.9%	28.2%	28.4%	28.5%	28.5%
Collective Services And Capital Formation	26.4%	26.3%	26.0%	26.1%	25.7%	25.1%
Medical Goods	16.1%	16.1%	16.3%	16.2%	16.2%	16.6%
Long-Term Care	0.6%	0.5%	0.5%	0.5%	0.5%	0.5%
Total	100%	100%	100%	100%	100%	100%

Source: MARKETLINE

MARKETLINE

Hospital Kuala Lumpur (HKL)

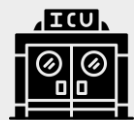
The **largest** hospital in **Malaysia**

One of the largest hospitals
in **Southeast Asia**

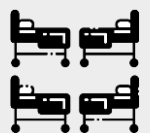
More than **150 years** old



2,300
beds



79
ICUs



100
wards



51
O.T.



12,000
Hospital staffs

dari 50 transplan hidup telah dilakukan pada tahun 2019 dan 2020 berbanding dengan 30 transplan sebelum ini. 52% pembedahan transplan yang diadakan di negara ini merupakan sumbangan dari HKL. Walaupun berdepan dengan Pandemik COVID-19 pada tahun 2020, sumbangan Pusat Transplan Negara pada tahun ini merupakan yang tertinggi dalam sejarah pembedahan seluruh negara sejak tahun 1975.

Jabatan Ortopedik dan Traumatologi telah melakar sejarah sebagai hospital pertama di rantau Asia Tenggara dalam melakukan pembedahan implantasi meniskus (*meniscus implantation*) pada 26 hb September 2016 dengan menggunakan meniskus sintetik. Kejayaan ini telah menjadi pelopor kepada pembedahan seumpamanya di seluruh negara dan rantau ASEAN secara keseluruhan.



CHKL
HOSPITAL KUALA LUMPUR

→ **KECEMASAN**

→ **P** Parkir Awam

→ Keluar
Jalan Pahang

Jalan Pakar

Private Healthcare and Health Tourism

WHY MALAYSIA is one of THE BEST in Southeast Asia?

Cost efficient

High standards

Extensive medical expertise

Muslim-friendly

medical facilities & treatment

2023

RM2.25 billion revenues

209 hospitals

7,571 medical clinics

17,781 beds

1m++ medical tourists



2025

RM2.9 billion
revenues expected

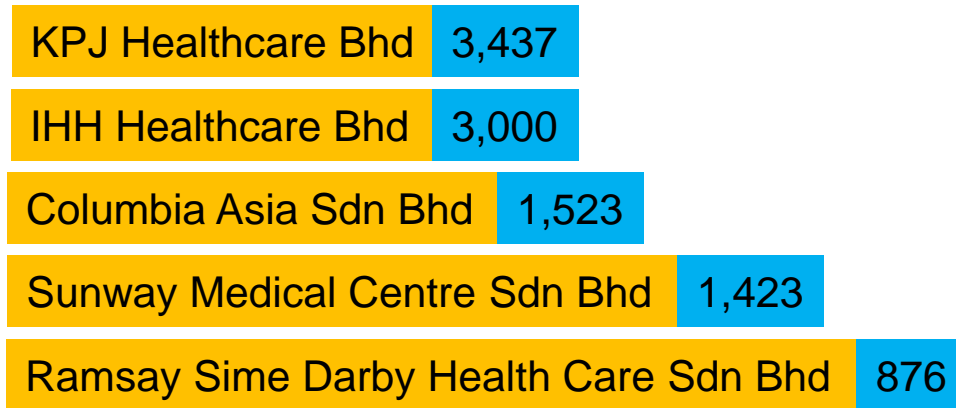
MYR7 billion (\$1.5 billion)
in hospital receipts

~MYR30 billion (\$6.8 billion)
spillover economic impact
(2022 to 2025)



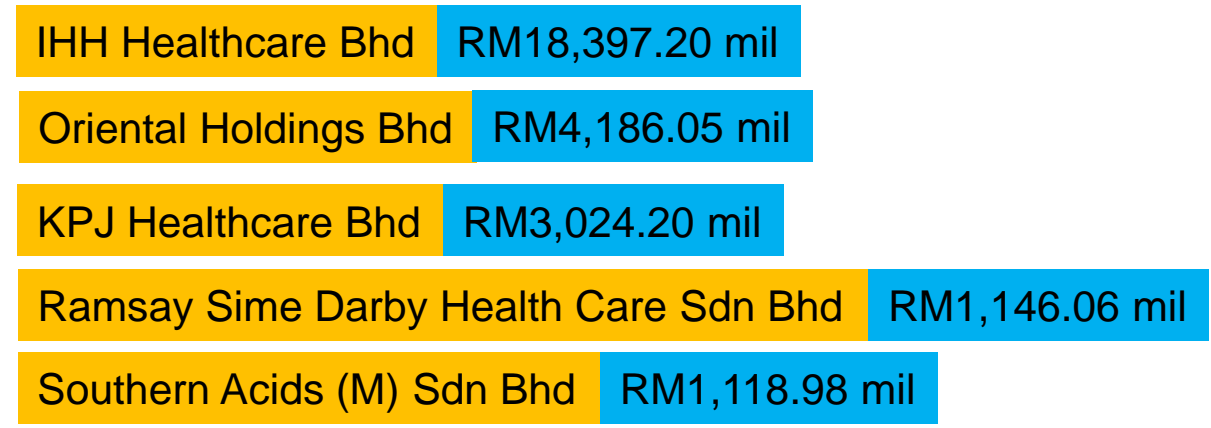
Private Healthcare and Health Tourism

Top 5 Private Hospital Operators by **Bed Capacity**, 2022



Source: EMIS Company Database

Top 5 Private Hospital Operators by **Operating Revenues**, 2022



Sources: Company Annual Reports, Company Presentations, Company Websites



KPJ Healthcare Berhad (2023)



Revenue
(RM'000)

3,418,701

One of the largest private hospitals in Malaysia

3,643
Operating ward beds

2,958,134
Outpatients

67% bed occupancy rate

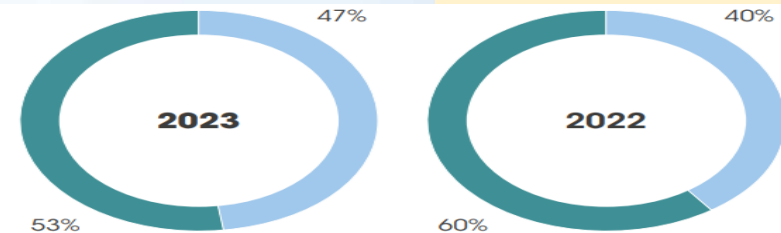
361,987
Inpatients

1,491
Medical Consultants

41% increase in medical tourism revenue to **RM190 million,**

Medical Tourism

- Indonesia*
- Singapore
- Indochina
- South Asia
- MENA



■ Health Traveller
Travellers with non-resident addresses

■ Foreign Expatriates
(Comprises expatriates, foreign workers, foreign students, MM2H participants, refugees etc.)

cutting-edge technology
medical equipment e.g.
Elekta Versa HD Linear Accelerator (LINAC)
machine

DIGITALISATION

next-generation Hospital Information System (nHIS)

Global Presence

29	3	1	3	17	6	2	1
MALAYSIA						INDONESIA *	AUSTRALIA *
1	1					1	
BANGLADESH						THAILAND	

KPJ Healthcare University



40 Academic Programmes

3,000 students



The **only approved private university** in Malaysia offering **Medical Specialist Programme**

The **largest number of post-basic nursing programmes in Malaysia** – address demand for specialized nurses

Current number of students:

KPJU Nilai

2,187 In 2023
(1,883 in 2022)

KPJI JB

616 In 2023
(582 in 2022)

KPJI Penang

113 In 2023
(242 in 2022)

TOTAL

2,916
In 2023

TOTAL

2,707
In 2022

Malaysia's Medical Devices Sector

Malaysia Medical Device Industry

Malaysian Companies

- Consumables
- Contract Manufacturer
 - Gloves
 - Start ups

Multinational Corporations

- Consumables
- Medical Equipment
- Electro Medical Devices
- Implants & Instruments

AMMI

ASSOCIATION OF MALAYSIAN MEDICAL INDUSTRIES
PERSATUAN INDUSTRI PERUBATAN MALAYSIA



STRETCHING LIMITS • SINCE 1979



Malaysia's Medical Devices Industry



HIGHEST number of manufacturing plants in SEA by medtech MNCs



50-year proven track record



LARGEST medtech talent pool in SEA



LARGEST medical device market in SEA

300 Companies including MNCs

8 Global Medical Devices Companies

30 Have manufacturing sites in Malaysia

World-Class Standard

- ✓ ISO13485
- ✓ US FDA 21 CFR Part 820
- ✓ CE Mark

80% of medical devices manufactured in Malaysia catered for export market.

Key Advantage

- ✓ Multilingual talent
- ✓ Expatriats-friendly
- ✓ Emphasis on TVET
- ✓ Deep understanding of global medical devices regulatory requirements

In Southeast Asia

Market Size Comparison

- Malaysia : USD1.8 billion (1st)
- Thailand : USD1.6 billion
- Vietnam : USD1.5 billion
- Indonesia : USD1.2 billion
- Singapore : 750 million
- Philippines : 647 million



Northern Region



Investment Over the Past 5 Years

- ▶ **USD6 billion** Approved Investments
- ▶ **45,166** Job Opportunities

Central Region

Southern Region

Malaysia

USD6 Billion Exports 2023

Global Market



Hearing implants



Orthopedics



Medical Systems



Pacemakers



Scopes/Visualization



Vascular Access



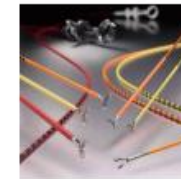
Surgical instrument



Neuromodulation



Heart Disease



Cancer Diagnosis



Medical consumables



Urology



Needles



Contact Lenses



IVD Test Kits

Overview of Malaysia's Trade of Healthcare Products

2024 Healthcare Products



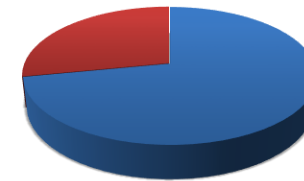
exports
USD8.79 billion



total trade
USD13.43 billion



imports
USD4.64 billion



24% Pharmaceutical Products
USD3.23 billion

76% Medical Devices
USD10.2 billion

Malaysia's Healthcare Product Trade Performance, 2024

Evolution of Malaysia's Medical Devices Industry

2024
onwards

Integration of Industry
4.0 Technologies

Move into high-value added consumable products: syringes, catheters, infusion tubing, autoinjectors and wound management products.

1990s

2010s

embark into advanced medical device products: surgical implants, pacemakers and angioplasty balloons

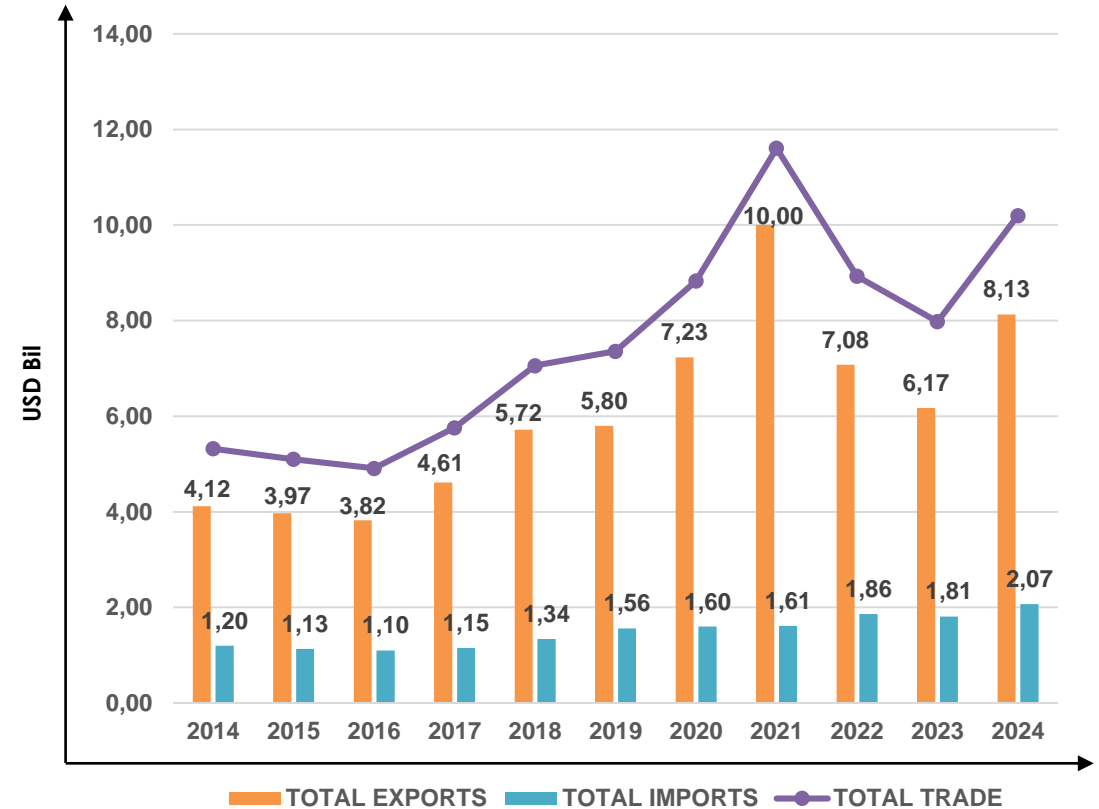
early 1980s

focused on rubber-based products, driven by the global demand surge

Medical Devices Trade Performance 2014 – 2024

In 2024, Malaysia **total trade** of medical devices were valued at **USD10.20 billion**, increased **27.8%** from 2023 (USD7.98 billion)

Malaysia's exports of medical devices were valued at **USD8.13 billion** in 2024 increased by **31.7%** from USD6.17 billion in 2023. Total **imports** of medical devices valued at **USD2.07 billion**, an increased of **14.5%** from USD1.81 billion in 2023.






Top 5 Export Destination in 2024

-  (1) USA
USD3.01 bil (37.0%)
-  (2) BELGIUM
USD832.1 mil (10.2%)
-  (3) GERMANY
USD688.8 mil (8.5%)

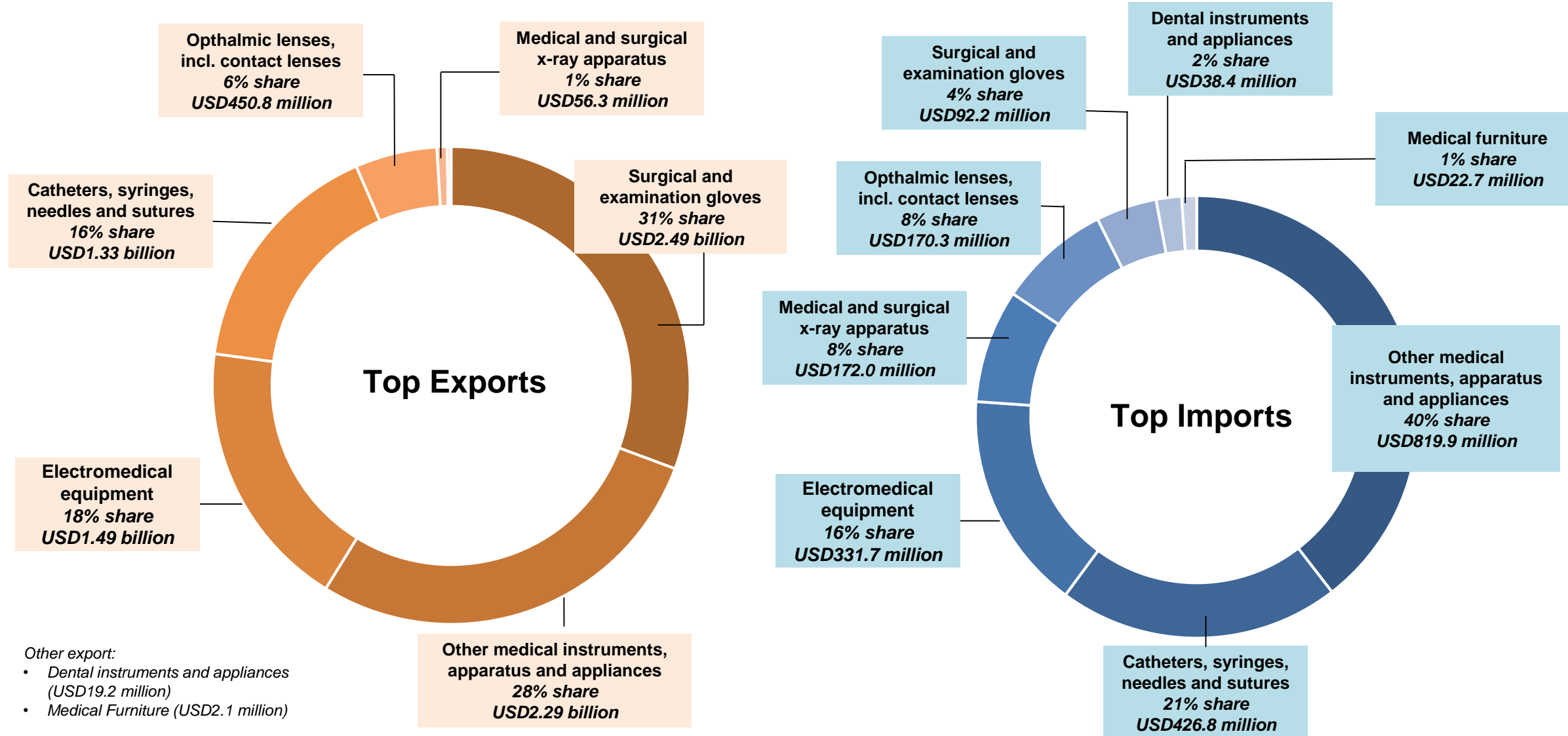
-  (4) SINGAPORE -
USD597.8 mil (7.4%)
-  (5) JAPAN
USD386.7 mil (4.8%)

Top 5 Import Source in 2024

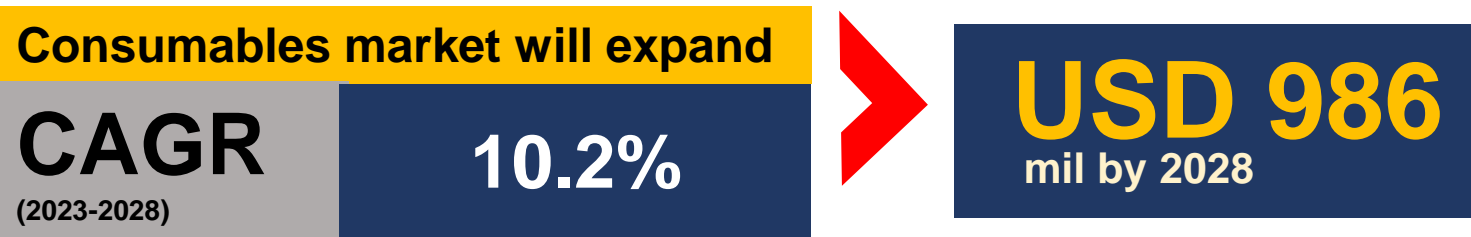
-  (1) SINGAPORE - AFTA
USD412.4 mil (19.9%)
-  (2) CHINA - ACFTA
USD314.9 mil (15.2%)

-  (3) USA
USD311.0 (15.0%)
-  (4) GERMANY
USD173.1 mil (8.3%)
-  (5) JAPAN - MIJECA
USD156.6 mil (7.6%)

Medical Devices Trade Performance (2024)



Malaysia Medical Devices Market Forecast



Key growth drivers



Government support



Growing medical tourism industry



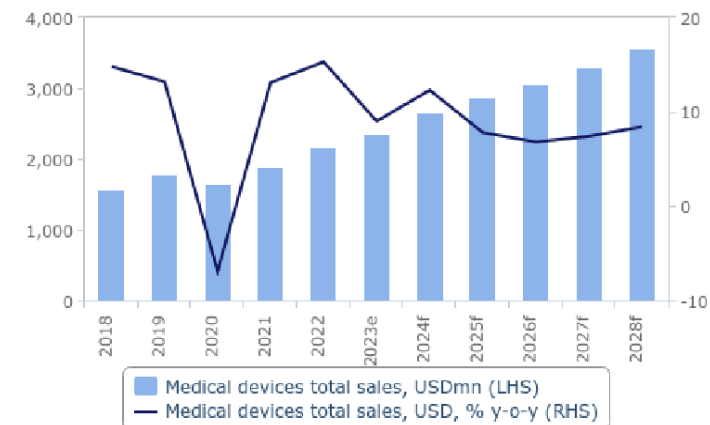
Rising elderly population

Malaysia Medical Device Market By Product Area, USDmn (2018-2028)

	2018	2019	2020	2021	2022	2023e	2024f	2025f	2026f	2027f	2028f
CONSUMABLES	331	413	367	535	578	613	699	760	818	885	964
DIAGNOSTIC IMAGING	266	328	357	457	495	517	570	608	642	682	733
DENTAL PRODUCTS	38	52	43	50	70	75	83	88	93	99	106
ORTHOPAEDICS & PROSTHETICS	66	71	75	42	68	70	95	101	107	113	122
PATIENT AIDS	316	263	266	333	419	456	518	559	599	645	700
OTHER MEDICAL DEVICES	566	665	561	471	545	624	698	752	806	867	943
TOTAL	1,583	1,791	1,668	1,887	2,176	2,371	2,662	2,869	3,065	3,292	3,569

e/f = BMI estimate/forecast. Source: National Statistics, BMI

Medical Device Market, US Dollar (2018-2028)



e/f = BMI estimate/forecast. Source: National Statistics, BMI

Source: Malaysia Medical Devices Report Includes 5-year forecasts to 2028 By BMI

Malaysia's Pharmaceuticals Sector

Malaysia Pharmaceutical Industry

270 manufacturers
licensed by the Drug
Control Authority (DCA)



Malaysia pharmaceutical companies primarily manufacture **generic medicines, particularly antibiotics, pain relievers, health supplements, and injectables.**

Local Pharmaceutical Manufacturing Industry

1

Companies are capable of producing a wide range of products in accordance with **PIC/s, EU, TGA, and USFDA** requirements.

2

Consist of local pharmaceutical manufacturers, API manufacturers, trading companies, packaging and printing companies.

3

Supply half of the prescription drugs in Malaysia.

4

Ventured into high-tech industry throughout the years, such as vaccines, biosimilars and oncology drugs.



MALAYSIAN ORGANISATION OF
PHARMACEUTICAL INDUSTRIES

Contribution of Local Pharmaceutical Manufacturing

Recognised by the Government as an essential and strategic industry for the country.

2023



1 out of 2
Malaysians
consumes
medicines
produced by
local
manufacturers

64%

of the generic
medicines
consumed in the
country are
locally produced

47%

of the items
listed under
National
Essential
Medicines List
(NEML) are
produced locally

RM
623
mil

In 2023, RM623
million was
invested by local
manufacturers

15,572

The local
industry employs
15,572 people in
which 50% are
graduates

Affiliation and Representation

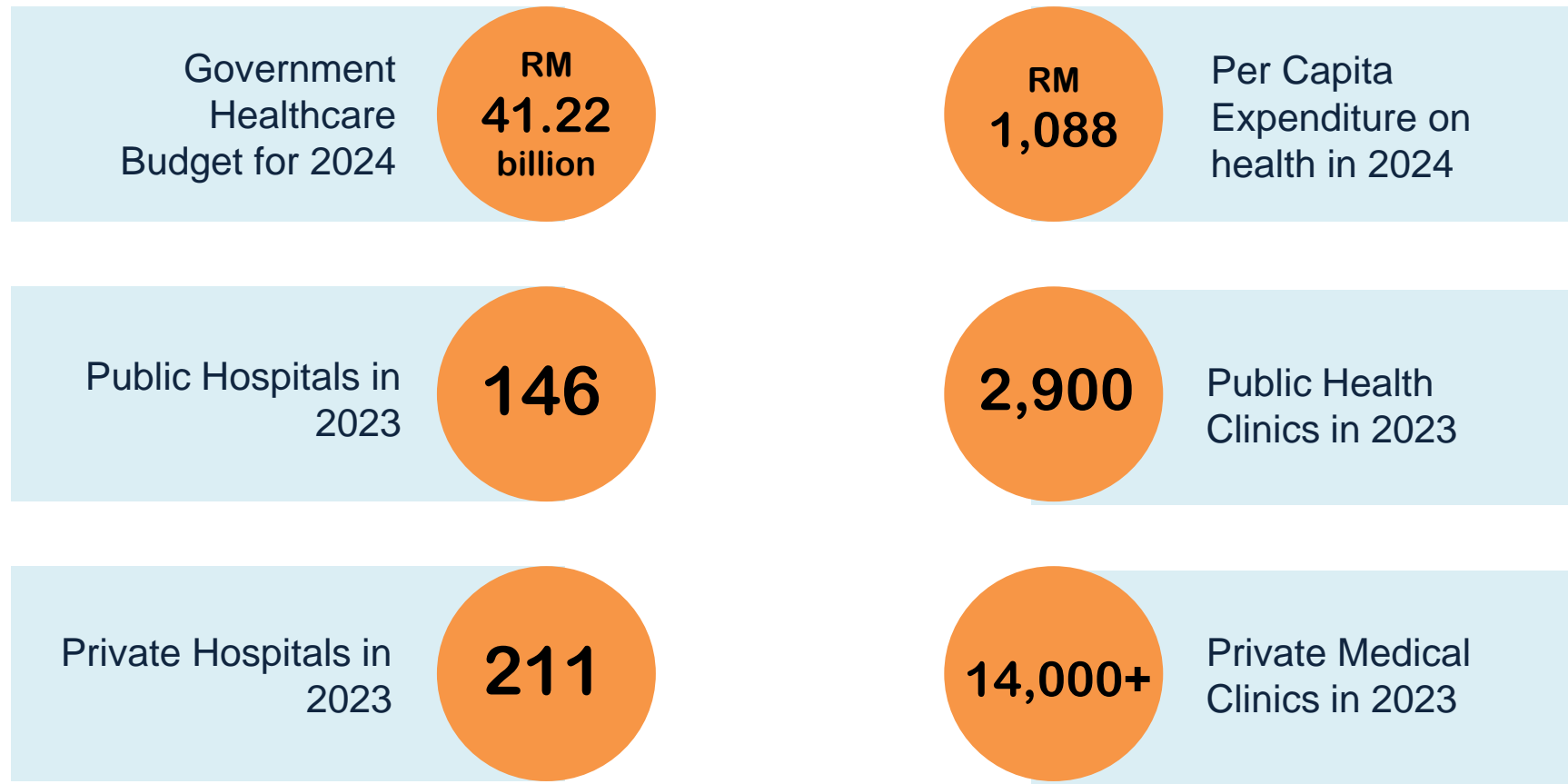


**ASEAN Pharmaceutical
Industry Club (APC)**



**International Generic and
Biosimilar Medicine
Association (IGBA)**

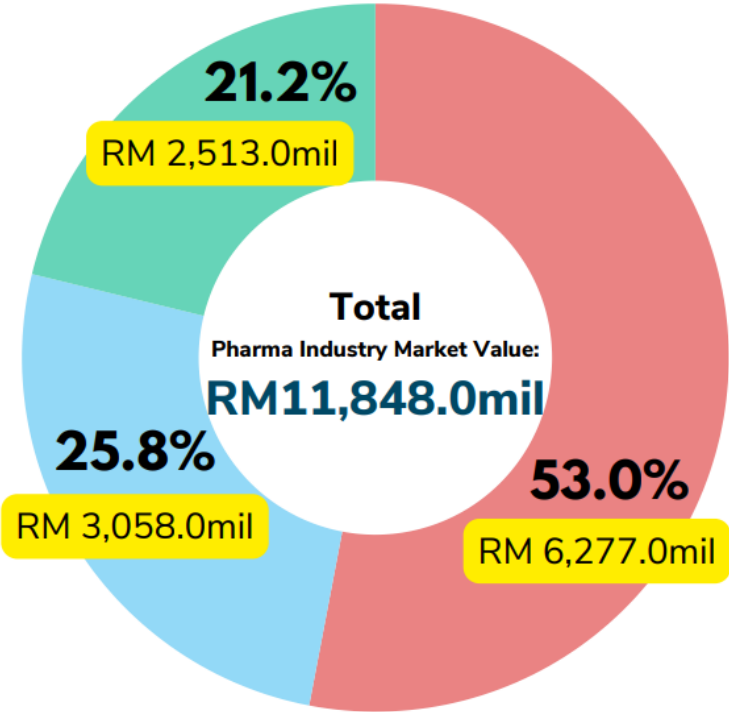
The Pharmaceutical Market in Malaysia is a Dispensing Market



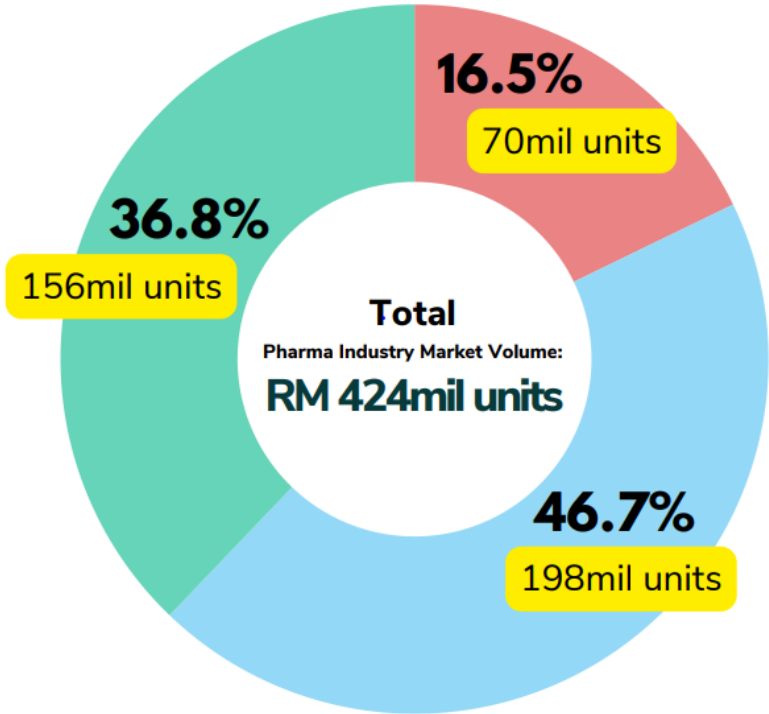
Overview of Malaysian Pharma Market in 2023



By Value



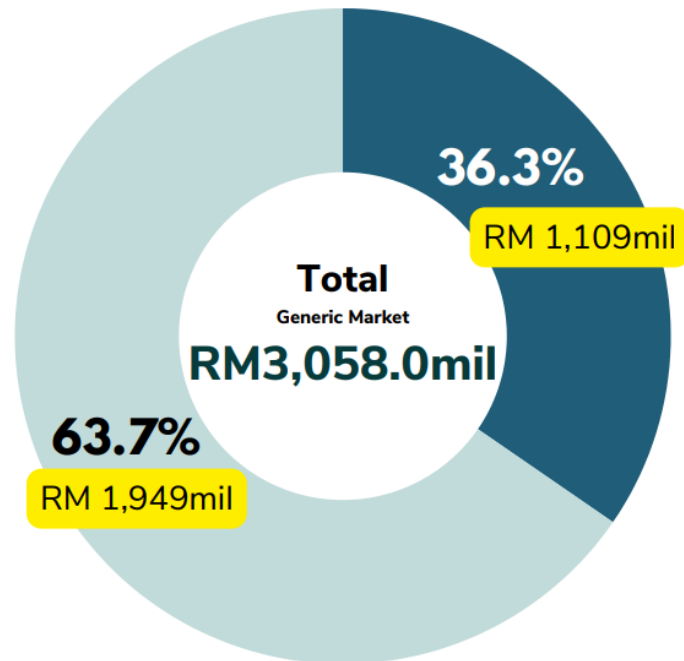
By Volume



● Prescription (Originators) ● Prescription (Generics) ● Over-The-Counter (OTC)

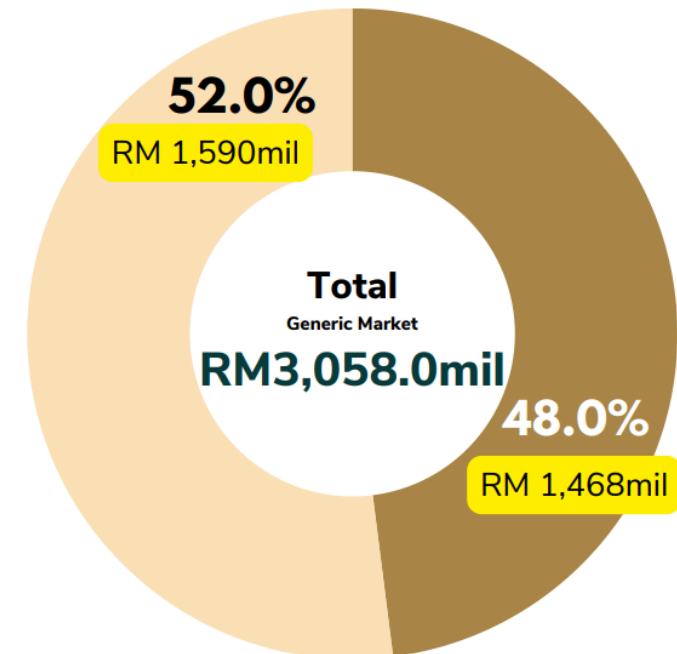
Overview of Malaysian Pharma Market in 2023

By Value



● Locally Manufactured Generics ● Imported Generics

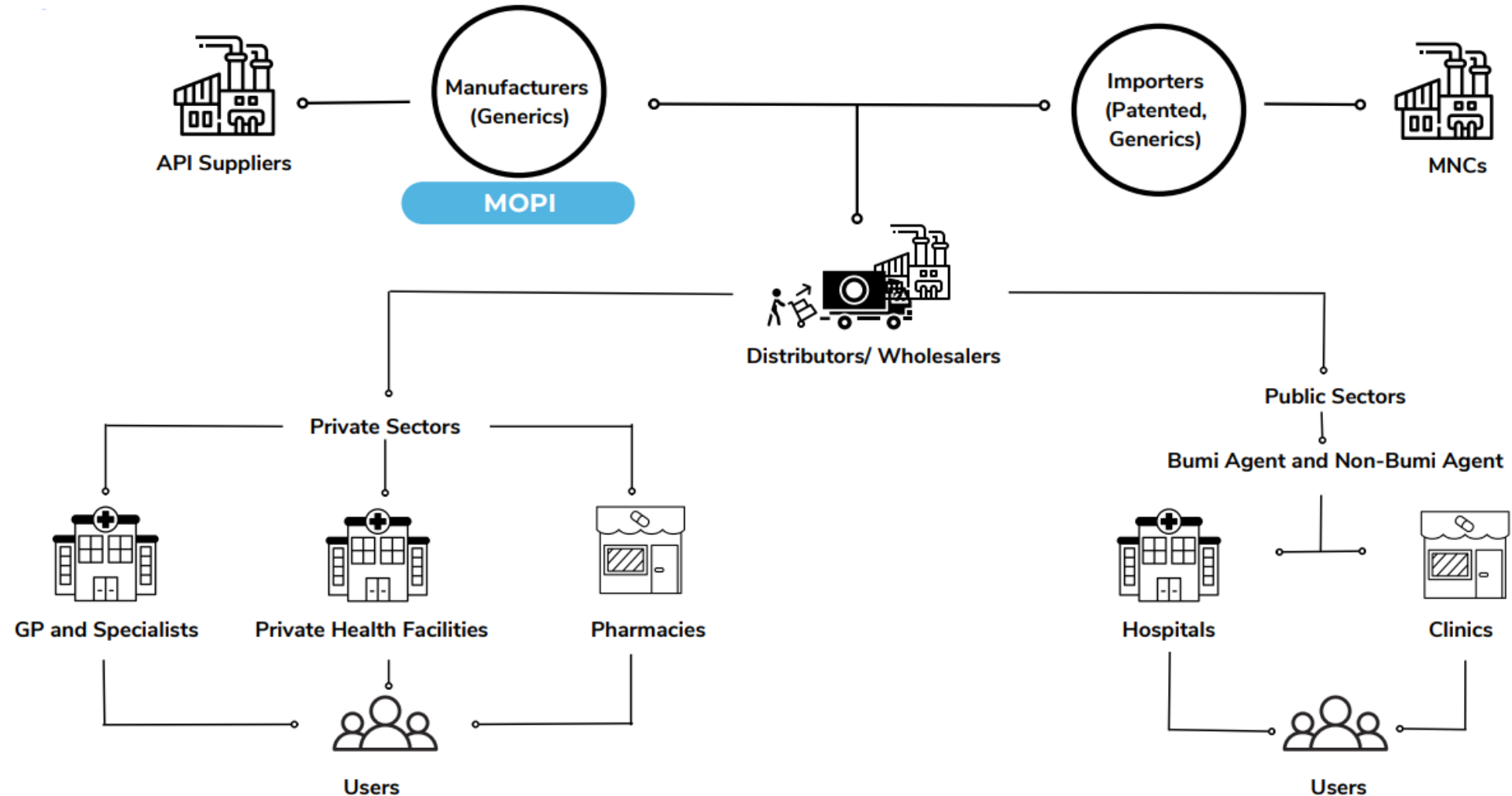
By Gov vs Private Sector



● Government ● Private

The Malaysian Pharmaceutical Market

Supply Chain Map



Level 1

Level 2

Level 3

Addressing the gaps in **Medicine Security**

Dependence on Imports

Malaysia is currently reliant on imported pharmaceutical products.

Several strategies and measures have been implemented to ensure a reliable and secure supply of medicines.

Increasing Local Production

- 47% of National Essential Medicines List (NEML) products were locally produced in 2023.
- Target to increase to 60% for off-patent medicines by 2025.

Developing a Medicine Security Policy

- Encouraging Ministry of Health (MOH) to create policies ensuring a reliable supply.
- Forming strategic partnerships with local and foreign manufacturers.

Incentives for Investment

- Evaluating incentives for local and foreign pharma companies to invest in Malaysia.

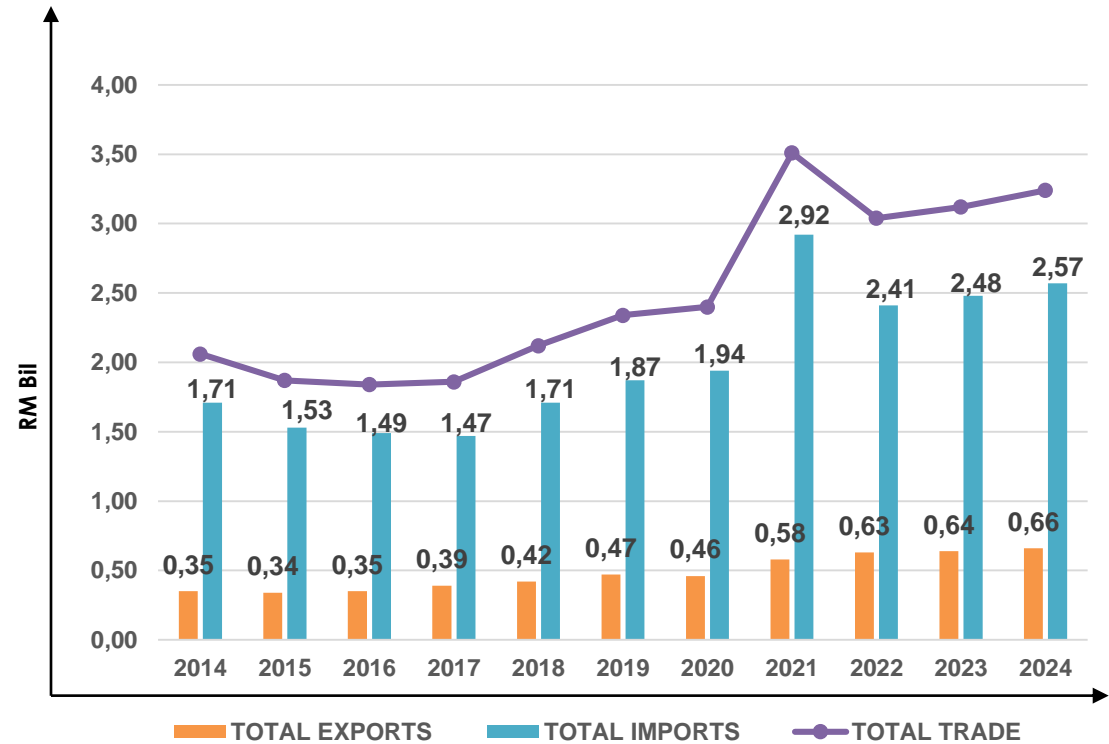
Public-Private Partnerships

- Forming joint ventures with international companies for technology transfer and local production.






Pharmaceuticals Trade Performance 2014 – 2024

In 2024, Malaysia **total trade** of pharmaceuticals were valued at **USD3.24 billion**, increased **3.8%** from 2023 (USD3.12 billion).






Malaysia's **exports** of pharmaceuticals were valued at **USD0.66 billion** in 2024 increased by **4.0%** from USD0.64 billion in 2023. Total **imports** of pharmaceuticals valued at **USD2.57 billion**, increased by **3.8%** from 2023 (USD2.48 billion)



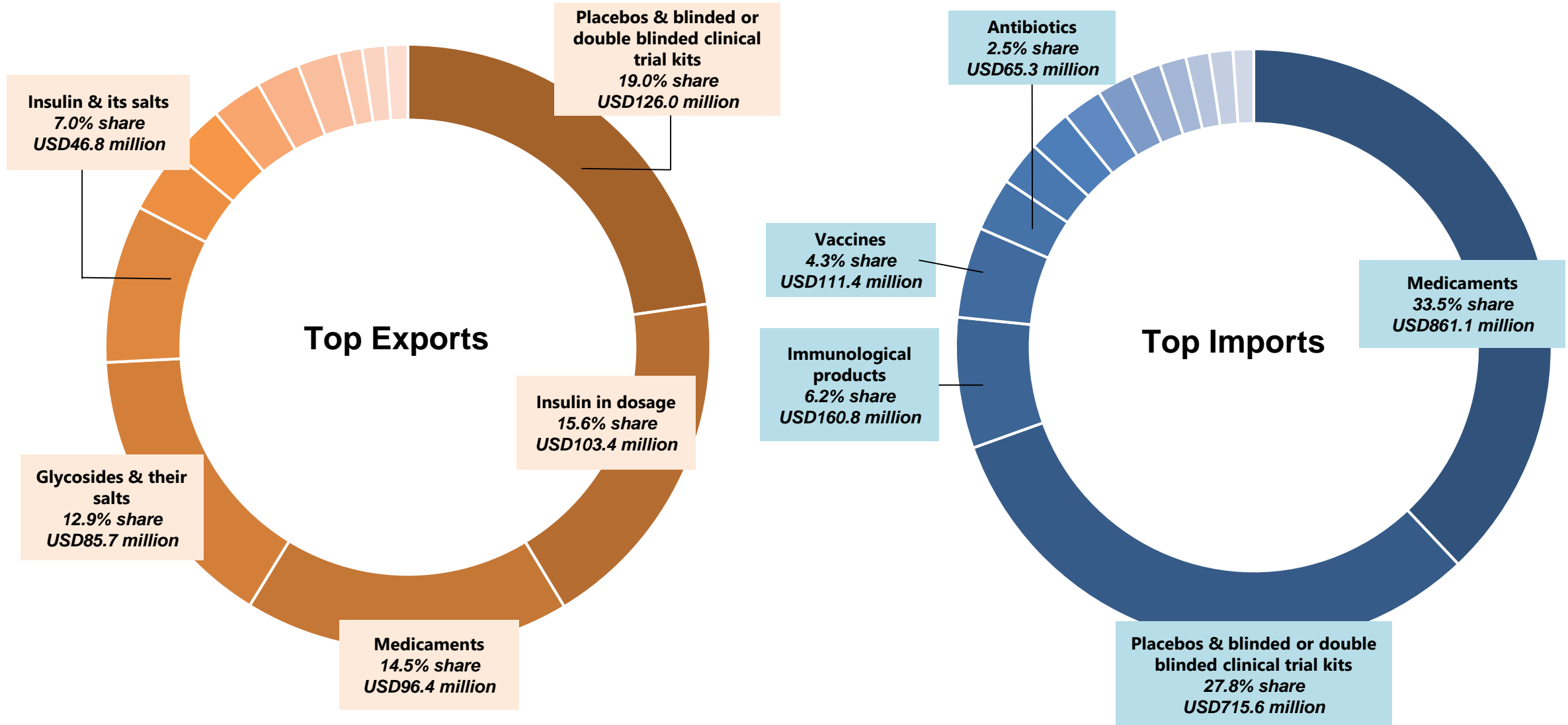
Top 5 Export Destination in 2024

-  (1) **USA**
USD123.0 mil (18.5%)
-  (4) **AUSTRALIA - MAFTA**
USD46.0 mil (6.9%)
-  (2) **SINGAPORE - AFTA**
USD68.2 mil (10.3%)
-  (5) **MEXICO - CPTPP**
USD40.8 mil (6.1%)
-  (3) **BRUNEI - AFTA**
USD48.1 mil (7.2%)

Top 5 Import Source in 2024

-  (1) **GERMANY**
USD350.7 mil (13.6%)
-  (3) **SINGAPORE - AFTA**
USD217.1 mil (8.4%)
-  (2) **USA**
USD237.3 bil (9.2%)
-  (4) **CHINA - ACFTA**
USD216.5 mil (8.4%)
-  (5) **FRANCE -**
USD180.1 mil (7.0%)

Pharmaceuticals Trade Performance (2024)



Halal Pharmaceuticals in Malaysia



Can be used by not just pharmaceuticals companies in Malaysia and worldwide, but also by **recognised Halal-certifying bodies around the world.**

The growth of halal medicines helps:

- **boost domestic sales**
- **open up export potential**

Countries interested in sharing Malaysia's expertise in this field:

- **India**
- **China**
- **Russia**



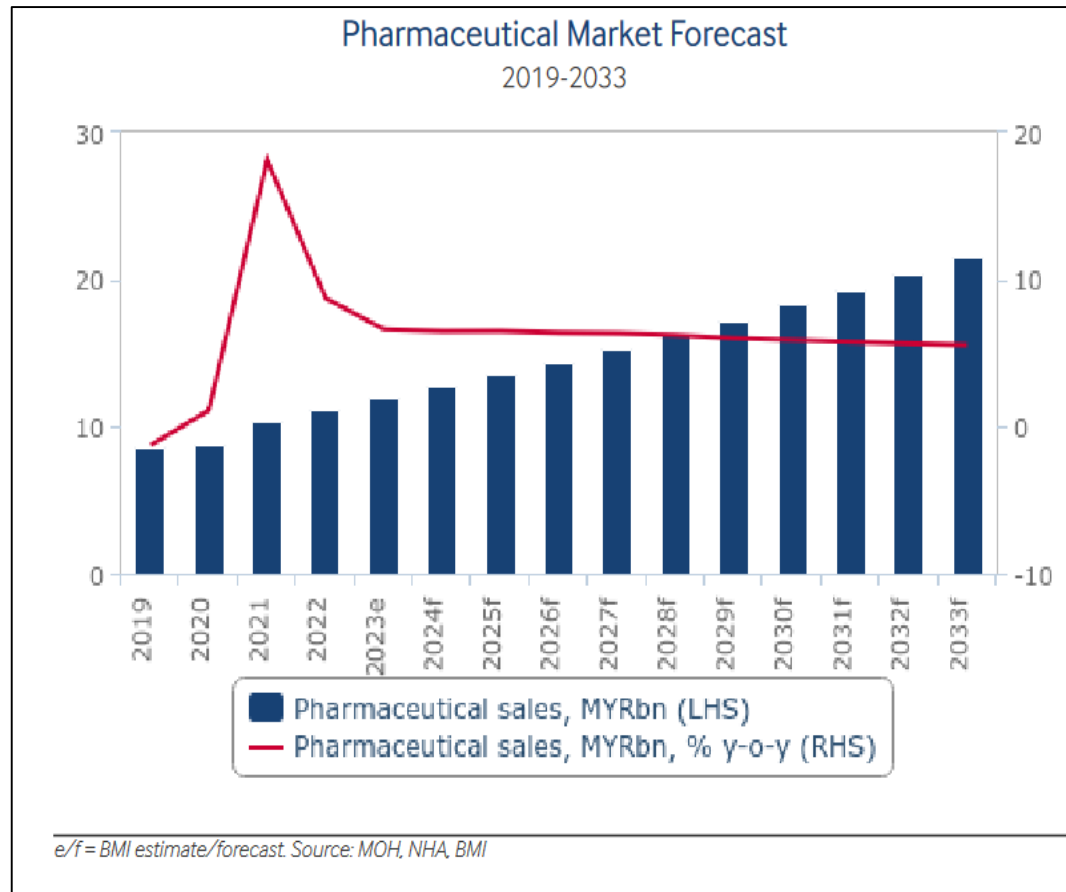
The Standards and Metrology Institute for Islamic Countries

Malaysia is currently leading the **OIC/SMIIC Technical Committee on Halal Pharmaceuticals (TC16)** and plays a vital role in setting global halal pharmaceutical standards.

Major players: **pharma niaga**[®]



Malaysia Pharmaceutical Market Forecast



2023 pharmaceutical sales
USD2.7 bil
(0.6% of GDP)
(14.7% of health expenditure)

2024 estimated sales
USD2.9 bil
(growth of 9.2%)

Prescription drug + OTC Drug **CAGR 5.7%**

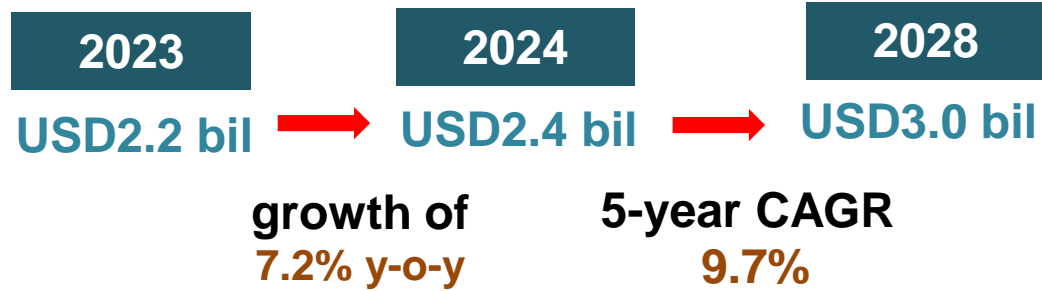
Forecast to increase to **USD3.5 bil in 2028**

Pharmaceutical Spending per Capita

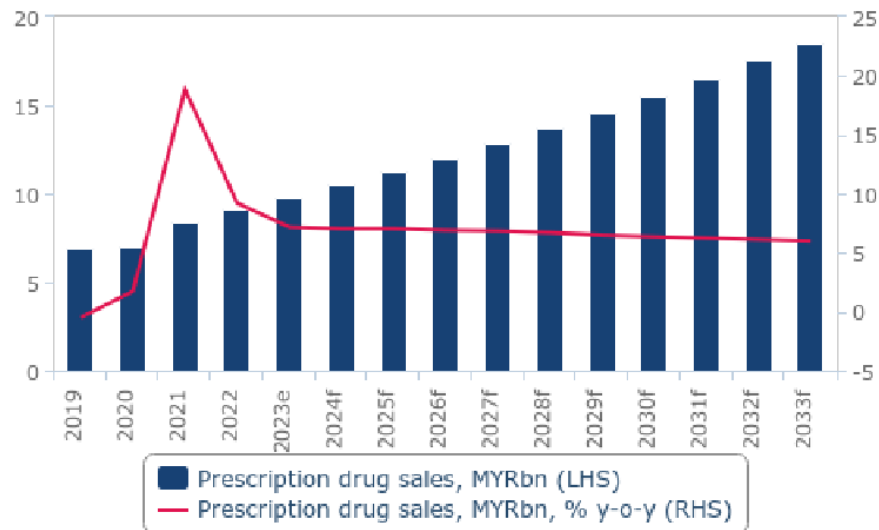
2023	2028	2030
USD77.5 bil	USD97.1 bil	USD121 bil

Malaysia Pharmaceutical Market Forecast

Prescription drug

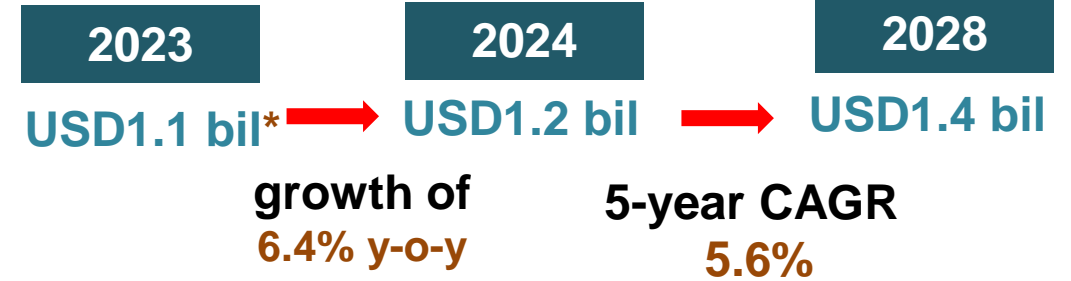


Prescription Drug Market Forecast
2019-2033

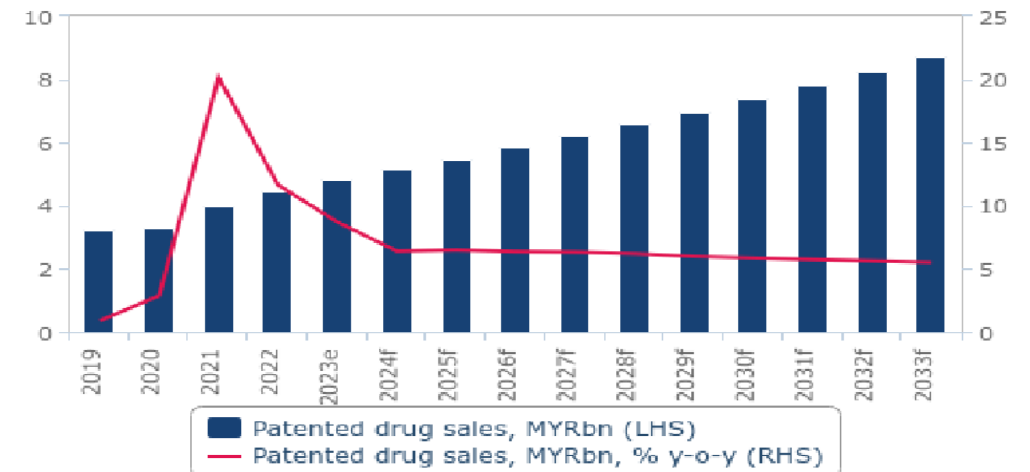


e/f = BMI estimate/forecast. Source: MOH, NHA, BMI

Patented drug



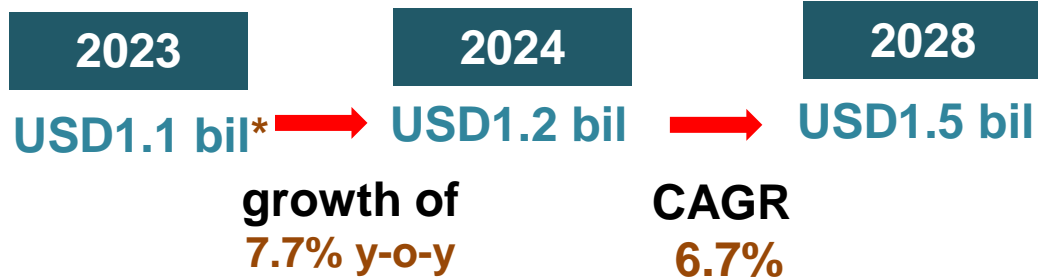
Patented Drug Market Forecast
2019-2033



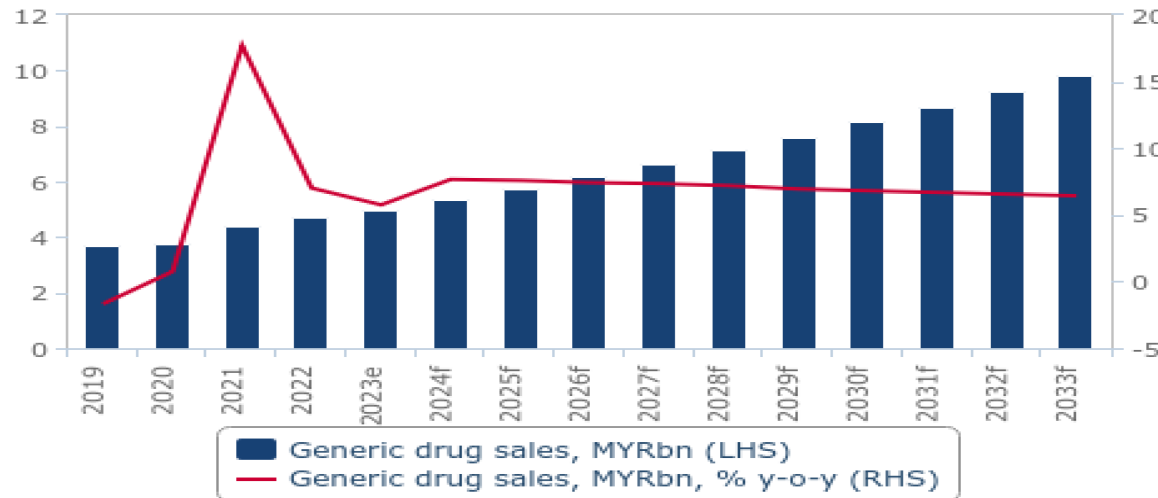
e/f = BMI estimate/forecast. Source: MOH, NHA, BMI

Malaysia Pharmaceutical Market Forecast

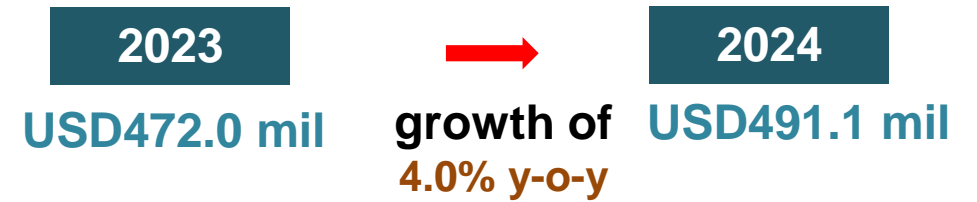
Generic drug



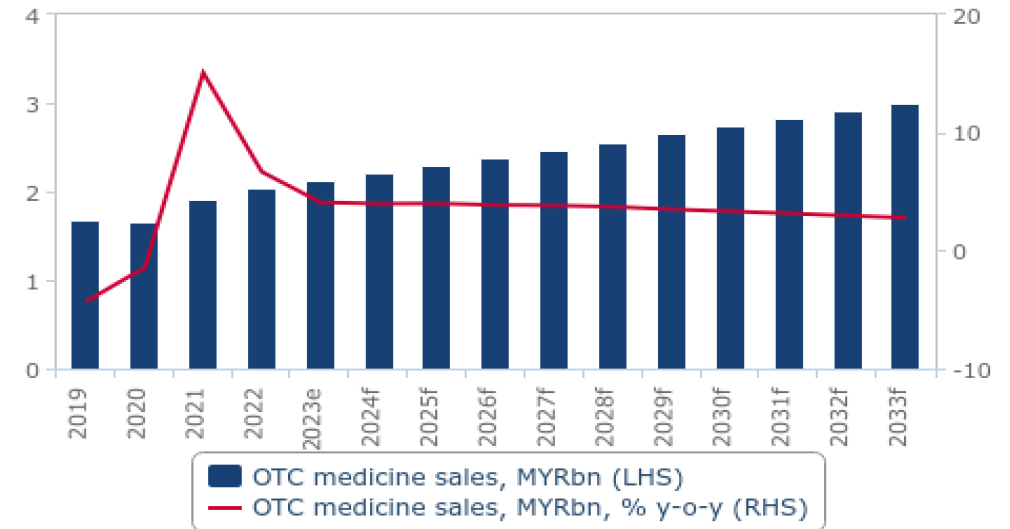
Generic Drug Market Forecast
2019-2033



OTC drug



OTC Medicine Market Forecast
2019-2033



e/f = BMI estimate/forecast. Source: MOH, NHA, BMI

e/f = BMI estimate/forecast. Source: MOH, NHA, BMI

41.7% of total market*
50.7% of prescription sales*

Source: Malaysia Pharma Pharmaceuticals Report Includes 10-year forecasts to 2033 By BMI

Opportunities in the Malaysian Pharmaceutical Industry

Clinical Studies
(Phase 1 to
Phase 3)

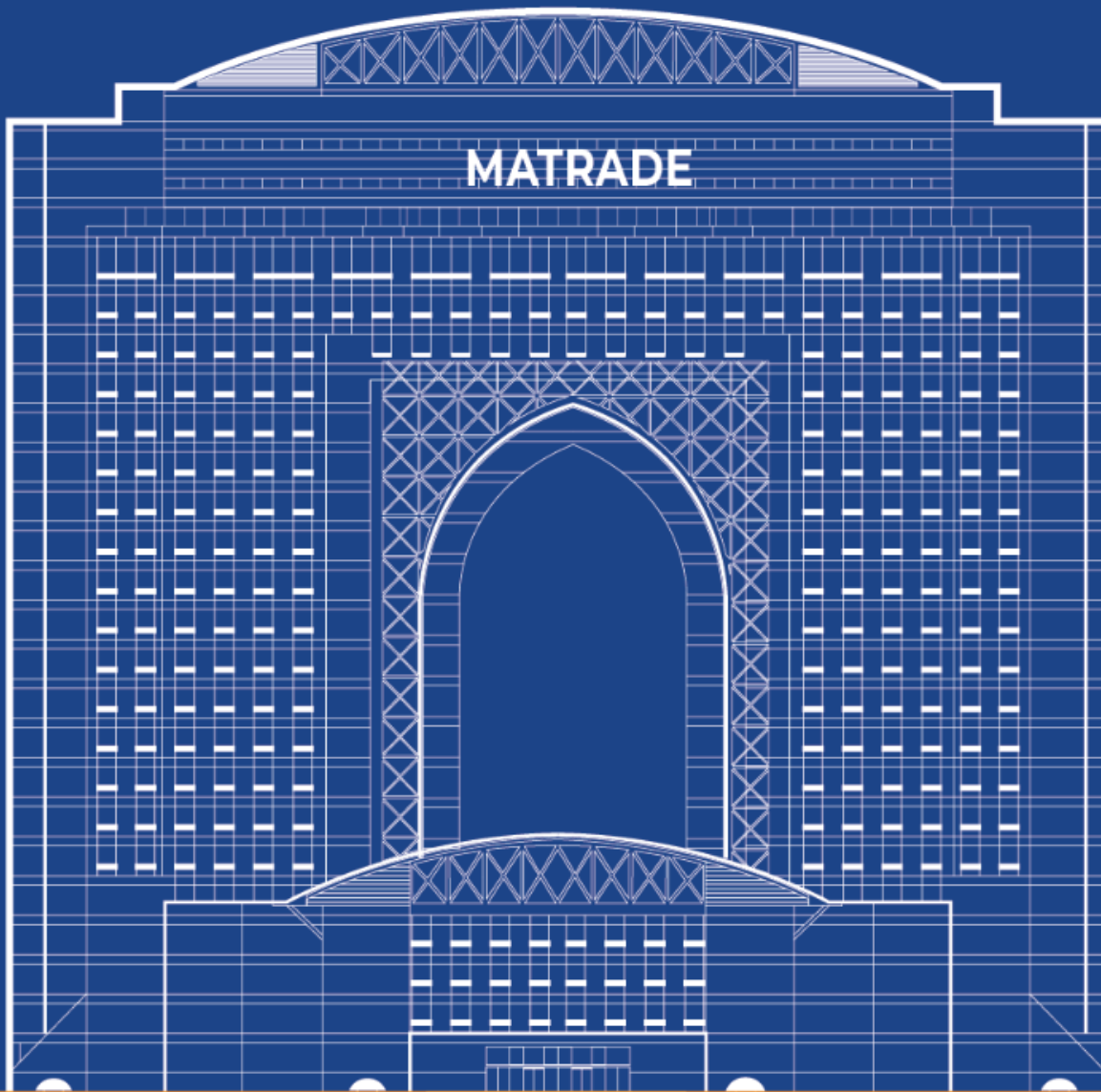
Biologics (Biosimilar
+ Vaccines) and
Specialty Drugs

Opportunities

Active Pharmaceutical Ingredients
(API) manufacturing

Industry 4.0 –
Digital technology
+ Automation

Using Malaysia as an export hub for ASEAN markets



THANK YOU



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