

A new state-of-the art access platform for maximising your investment in Espicom's business intelligence

Features and benefits include...

- ✓ Full text search with fast results from all licensed content
- ✓ Presentation-ready tables and graphics with one-click export to other packages such as MS Excel™ and MS Powerpoint™
- ✓ Split screen for more efficient working
- ✓ Nine language machine translation
- ✓ "Cut your own" reports

See inside for what it can do for you!

Available on all Espicom products from February 2012

A simple Interface provides easy search: Intuitive navigation and quick links take you to the information you need

The screenshot displays the Espicom Business Intelligence user interface. At the top left is the Espicom logo and 'BUSINESS INTELLIGENCE'. On the top right, a user profile for 'Espicom User' is shown with 'Edit' and 'Logout' options. Below the header is a navigation bar with 'Home', 'Find', 'View', and 'Espicom' buttons. A central banner features the text 'In a world where needing to know is essential ... Espicom provides proven and practical business intelligence' with an image of hands holding a sun. The main content area includes a 'Welcome to the Espicom interactive reporting system' message, a 'Quick Search' box with a search icon and a '+ Advanced search' link, and a list of report categories under 'List reports by Medical Devices' such as 'Drug Delivery', 'Company Information', 'Medical Technologies', 'News', 'Market Analysis', and 'Fact Books & Strategic Reports'. Other navigation options include 'List reports by Pharmaceuticals', 'Recently viewed reports', and 'Recently published reports'. On the right, there are tabs for 'Welcome', 'News Feeds', and 'New Reports (174)'. Below these is a 'Welcome to Espicom' section with a list of features: 'Full report searchability', 'Presentation-ready tables and graphics', 'Nine language translation', '"Cut your own reports"', and 'Share comments with your team'. A 'Watch a quick tutorial' button is also present. The footer contains the 'Software platform by PUBLISH INTERACTIVE' logo, copyright information '© Espicom, 2012 All rights reserved.', links for 'Privacy Policy' and 'Terms of use', and an 'RSS' button.

Free text search or drill down - the choice is yours

Quick Search - Identifies all matching data in Espicom licensed content and lists opportunities to acquire additional relevant intelligence

The screenshot displays the Espicom Business Intelligence search interface. At the top, the Espicom logo and 'BUSINESS INTELLIGENCE' are visible. The user is logged in as 'Espicom User' with options to 'Edit' or 'Logout'. The navigation menu includes 'Home', 'Find', 'View', and 'Espicom'. The search results are categorized into 'Matching reports' and 'Reports to buy'. The 'Matching reports' section shows a search for 'Malaysia' with 108 matches in 8 chapters, including 'Medical Device Country Report' (46 pages, 18 Oct 2011) and 'The World Medical Markets Fact Book 2011' (332 pages, 26 Jul 2011). The 'Reports to buy' section lists 'Generic Drugs' (410 pages, 2 Dec 2011) and 'The World Pharmaceutical Markets Fact Book 2011'. A search sidebar on the left allows for advanced search with filters for 'Search in' (All) and 'Published date'. A blue callout box points to the 'Medical Device Country Report' listing, and another points to the 'Generic Drugs' listing.

Listing of all relevant licensed data with the number of matches indicated

Ensure complete access to relevant data from Espicom with this listing of unlicensed products containing matching data

Practical Espicom Interactive: Easily extract tables to MS Excel™ at the click of a button

Save charts instantly to MS Excel™!

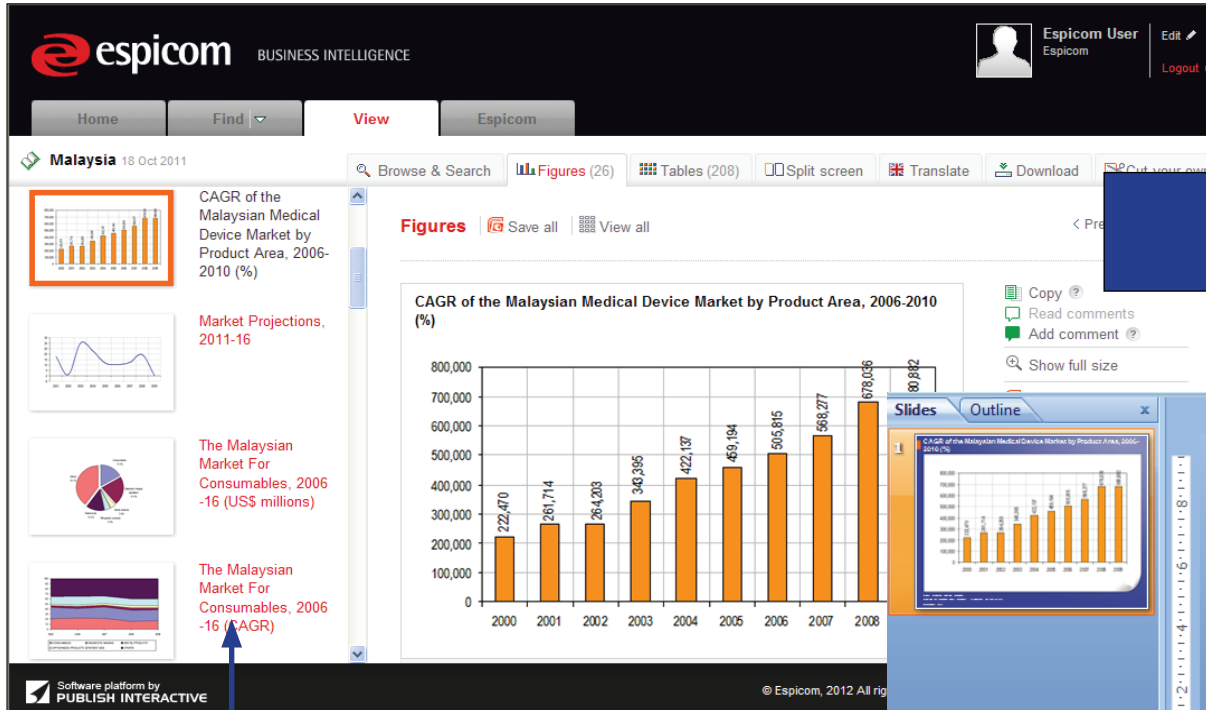
The screenshot shows the Espicom Business Intelligence web interface. The main content area displays a table titled "Summary Key Data Projections, 2011-2016". The table has columns for the years 2011, 2012, 2013, 2014, and 2015. The rows include various market metrics such as Medical Equipment Market (RM millions), Medical Equipment Market (US\$ millions), Per capita (US\$), As % of Health Expenditure, and % Supplied by Imports. A sidebar on the left contains a navigation menu with items like "Introduction", "Summary Key Data Projections, 2011-2016", and "Malaysian Medical Device Market, Key Ratios, 2011".

	2011	2012	2013	2014	2015
Medical Equipment Market (RM millions)	3,665.0	3,945.9	4,251.8	4,585.2	4,950.8
Medical Equipment Market (US\$ millions)	1,215.6	1,322.8	1,441.3	1,571.3	1,711.3
Per capita (US\$)	42.5	45.6	49.1	52.8	56.8
As % of Health Expenditure	9.0	8.7	8.5	8.3	8.0
% Supplied by Imports	75.9	75.9	75.9	75.9	75.9

Summary Key Data Projections, 2011-2016						
	2011	2012	2013	2014	2015	2016
Medical Equipment Market (RM millions)	3,665.0	3,945.9	4,251.8	4,585.2	4,950.8	5,355.5
Medical Equipment Market (US\$ millions)	1,215.6	1,322.8	1,441.3	1,571.3	1,711.3	1,879.1
Per capita (US\$)	42.5	45.6	49.1	52.8	56.8	61.4
As % of Health Expenditure	9	8.7	8.5	8.3	8	7.9
% Supplied by Imports	75.9	75.9	75.9	75.9	75.9	75.9
Population (millions) *	28.6	29	29.4	29.8	30.1	30.6
Growth (%) *	1.3	1.3	1.3	1.3	1.3	1.6
Number Aged 65+ (millions) *	1.5	1.6	1.6	1.7	1.8	1.9
Aged 65+ (%) *	5.3	5.5	5.6	5.8	6	6.2
Health Expenditure (US\$ billions)	13.4	15.2	16.9	19	21.4	23.9
Per Capita (US\$)	469.8	523.4	575.4	636.7	709.8	781.7
As % of GDP	4.8	4.9	4.9	4.9	4.9	4.9
Private (%)	55.2	55.2	55.2	55.2	55.2	55.2
Hospital Beds (000s)	51.5	52.2	52.9	53.6	54.2	55.1
Private (%)	24.2	24.2	24.2	24.2	24.2	24.2
Rate/000	1.8	1.8	1.8	1.8	1.8	1.8
Physicians (000s)	25.8	26.1	26.4	26.8	27.1	27.6
Private (%)	n/a	n/a	n/a	n/a	n/a	n/a
Rate/000	0.9	0.9	0.9	0.9	0.9	0.9
GDP (US\$ billions) *	282.4	311.9	342.8	385.9	435.8	488.6
Per Capita (US\$) *	9,874	10,757	11,659	12,951	14,479	15,968
Real Growth (%) *	5.1	5.5	5.6	5.8	6.2	6.3

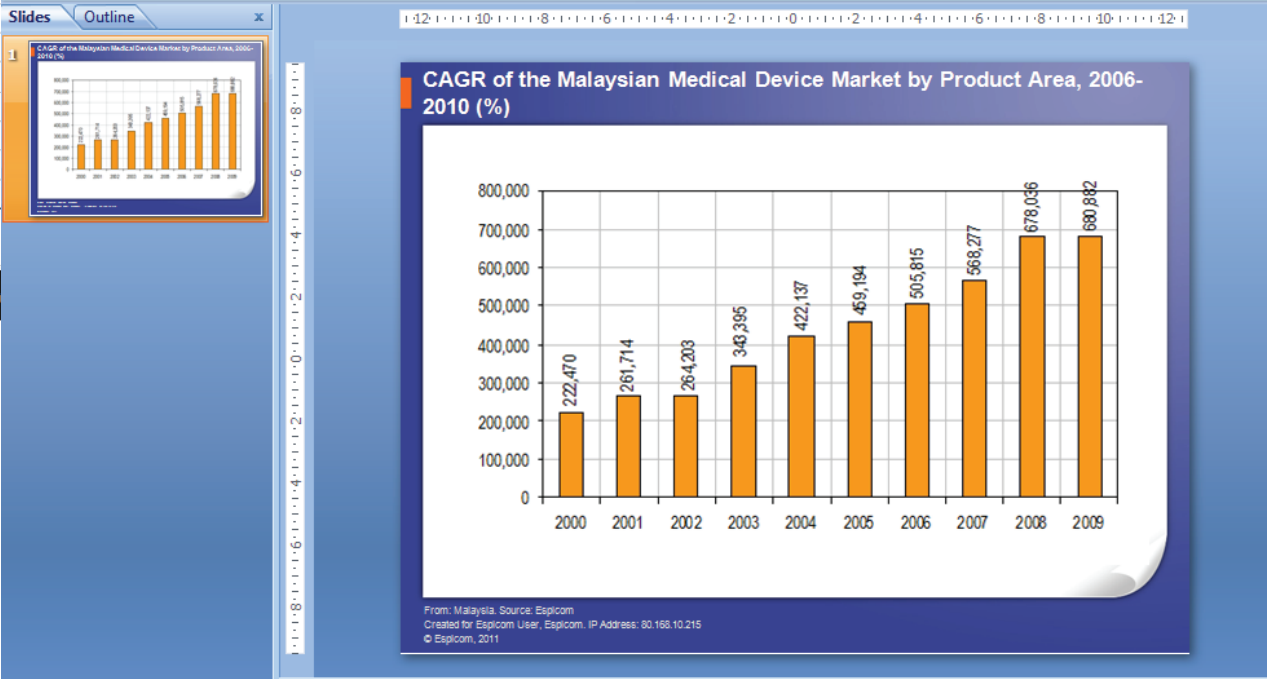
All tables can be viewed separately from text

Practical Espicom Interactive: Easily extract tables directly to MS Powerpoint™ at the click of a button



Save charts instantly to MS Powerpoint™!

All charts can be viewed separately from text



Practical Espicom Interactive: View critical content side by side with the useful split screen function

The screenshot displays the Espicom Interactive web application interface. The top navigation bar includes the Espicom logo, "BUSINESS INTELLIGENCE", a user profile for "Espicom User", and options for "Edit" and "Logout". Below the navigation bar are tabs for "Home", "Find", "View", and "Espicom". The main content area is split into two panels. The left panel, titled "Chapter", shows an "Overview" section with a bulleted list of market characteristics and a paragraph of text. The right panel displays a radar chart titled "Change in the Malaysian Medical Device Market, 2006-2010 (%)" with a "Full size" link. The radar chart has six axes: Demographics, Economy, Healthcare Expenditure, Healthcare System, Import Performance, and Domestic Production. The chart shows a score of approximately 3.5 for Demographics, 3.0 for Economy, 2.5 for Healthcare Expenditure, 2.0 for Healthcare System, 1.5 for Import Performance, and 1.0 for Domestic Production. Below the chart, it states "Report: Malaysia / Chapter: Medical Market Analysis" and "Source: Espicom". The footer contains the "Software platform by PUBLISH INTERACTIVE" logo, copyright information "© Espicom, 2012 All rights reserved.", links for "Privacy Policy" and "Terms of use", and an "RSS" button.

Chapter TOC Menu Close X

Overview

- One of the more affluent markets in South East Asia
- The world's leading producer of rubber gloves and catheters
- A net exporter of medical devices, due to amount of aforementioned rubber-based medical devices exported each year
- Market heavily reliant on imports, especially for high-tech medical devices
- Healthcare expenditure is near evenly split between public and private sector
- Best opportunities lie in private healthcare and medical tourism

Besides rubber based products, where Malaysia has a comparative advantage and is a world leader in surgical gloves and catheters, most other supplies are imported. In order to boost the manufacturing sector, the government has offered incentives for companies to move away from more basic products such as rubber-based goods which

Change in the Malaysian Medical Device Market, 2006-2010 (%)

Full size

Indicator	Score (0-5)
Demographics	3.5
Economy	3.0
Healthcare Expenditure	2.5
Healthcare System	2.0
Import Performance	1.5
Domestic Production	1.0

Report: Malaysia / Chapter: Medical Market Analysis
Source: Espicom

Software platform by **PUBLISH INTERACTIVE**

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Practical Espicom Interactive: Translate content into any one of 9 languages - review results side-by-side

The screenshot shows the Espicom Business Intelligence interface. At the top, there is a navigation bar with 'Home', 'Find', 'View', and 'Espicom' buttons. A user profile for 'Espicom User' is visible in the top right corner. Below the navigation bar, the main content area displays a report for 'Malaysia' dated '18 Oct 2011'. The report includes a table of contents on the left with sections like 'EXECUTIVE SUMMARY', 'Introduction', 'Medical Market Analysis', and 'Directory'. The main content area is titled 'EXECUTIVE SUMMARY' and is split into two columns: 'Original text' and 'Translation'. The 'Original text' column contains three bullet points in English, and the 'Translation' column contains their corresponding Chinese translations. A 'Remove translation' button is located at the top right of the translation column. Below the screenshot, a blue banner contains the text: 'Choose any of these languages for immediate machine translation from English: German ● French ● Spanish ● Italian ● Portuguese ● Russian ● Chinese ● Japanese ● Korean'. Below the banner, the bottom part of the screenshot shows the continuation of the executive summary, with the 'Original text' column containing two more bullet points in English and the 'Translation' column containing their Chinese translations.

EXECUTIVE SUMMARY

Original text	Translation	Remove translation ✕
<ul style="list-style-type: none"> Malaysia's medical devices and supplies are mainly imported, especially the more technologically advanced items. Espicom estimates current growth in the market to be a strong 9.1% per year, reaching US\$1.9 billion, or US\$61 per capita, by 2016. 	<ul style="list-style-type: none"> 主要进口马来西亚的医疗设备和供应，特别是更加技术上先进的项目。Espicom在市场上估计当前成长是一强9.1%每年，到达US\$1.9十亿或者US\$61人均，在2016年以前。 	
<ul style="list-style-type: none"> Malaysia's major natural resource is rubber, and the country's medical device exports are dominated by latex products such as surgical gloves and catheters, which together accounted for 59.1% of the export total in 2009. The share of these two sub-categories has slowly started to diminish with the steady growth of diagnostic imaging exports in recent years, particularly electrocardiographs and other electrodiagnostic apparatus. 	<ul style="list-style-type: none"> 马来西亚的主要自然资源橡胶，并且国家的医疗设备出口由乳汁产品控制例如外科手套和导尿管，2009年一起占59.1%出口共计。这二个范畴份额慢慢地开始近年来，特别减少以诊断想象出口平稳的成长electrocardiographs和其他electrodiagnostic用具。 	
<ul style="list-style-type: none"> The Malaysian government has attempted in recent years to encourage 	<ul style="list-style-type: none"> 来试图鼓励国内制造者扩展生产入更加技术上先进的产品和开 	
<ul style="list-style-type: none"> In the five years from 2005 to 2009, imports rose at a CAGR of 10.3%. Imports are expected to continue growing at a strong rate, in line with rising health expenditure growth, and the country's heavy reliance on imports to meet its 	<ul style="list-style-type: none"> 在五年从2005年到2009年，进口上升了在CAGR 10.3%。进口预计持续生长以强的率，根据上升的健康开支成长，并且对遇见它的医疗保健的进口的国家的重的信賴需 	

Choose any of these languages for immediate machine translation from English
 German ● French ● Spanish ● Italian ● Portuguese ● Russian ● Chinese ● Japanese ● Korean

Practical Espicom Interactive: Create your own reports! Enter a keyword or phrase and save content into MS Word™ or similar packages

The screenshot shows the Espicom Business Intelligence interface. At the top left is the Espicom logo and 'BUSINESS INTELLIGENCE'. On the top right, a user profile for 'Espicom User' is shown with 'Edit' and 'Logout' options. Below the logo is a navigation bar with 'Home', 'Find', 'View', and 'Espicom' buttons. A breadcrumb trail shows 'Australia' and the date '18 Oct 2011'. A secondary navigation bar contains 'Browse & Search', 'Figures (26)', 'Tables (231)', 'Split screen', 'Translate', 'Download', and 'Cut your own'. The main content area is titled 'Cut your own' and features a search box with the keyword 'diagnostic'. Below the search box is a list of sections under the heading 'Select relevant sections'. The 'Medical Market Analysis (36)' section is expanded, showing sub-sections like 'Overview', 'The Market in 2011 (1)', 'Past Performance 2006-10', 'Future Performance 2011-16 (4)', and 'The Australian Market For Diagnostic Imaging Apparatus (5)'. The 'The Australian Market For Diagnostic Imaging Apparatus (5)' section is selected with a checkmark. To the right of the list is a 'Filter by keywords' search box and a panel with options: 'Save selected as new online report', 'Export to Word', 'Export to Excel', and 'Export to PowerPoint'.

- ✓ Save the whole selection to MS Word™
- ✓ Export data tables to MS Excel™
- ✓ Save the figures to MS PowerPoint™
- ✓ Copy sections to your clipboard
- ✓ Save your selection to a new online report

Please contact us for further information or to arrange a demonstration of this service

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