



INVESTMENT BEYOND MONEY

In this second and final of a two-part series, Boston Scientific goes on to talk about its investments and role in developing the company and local talent in Malaysia.

As a global medical technology leader for more than 35 years, Boston Scientific has a presence in over 100 countries. It has been a leading player in each of its six major businesses worldwide, with nearly US\$7.5 billion (bn) in sales in 2015.

Earlier this year, Boston Scientific went on to invest in Malaysia by building its new state-of-the-art manufacturing facility in Penang and had its ground-breaking ceremony in the state. This new facility is due for completion in the last quarter of 2017.

This leading player worldwide, with a market cap of more than US\$26 bn, is poised to make its mark with the first manufacturing facility in Asia. While the medical devices is a hundred billion dollar industry, Boston Scientific believes that its success comes from a commitment to healthcare. For the global team of 23,000 colleagues in 40 countries across six continents, it is not just job, but a calling.

In this second and final part of an exclusive email interview with Business

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Today, Dave Mitchell, Vice President of Operations, Boston Scientific, goes on to share the company's R&D investments, the innovations and programmes that it runs; talent creation and its growth strategy for the country.

Q: What are some of the latest innovations or breakthroughs that Boston Scientific has come up with to improve the healthcare industry?

Mitchell: Boston Scientific continues its focus on 'Advancing Science for Life' by introducing new technologies across all of our businesses. Recent examples include our EMBLEM MRI-safe Subcutaneous ICD (S-ICD™), which provides effective defibrillation without leads that touch the heart, our WATCHMAN™ Left Atrial Appendage Closure device, which helps reduce the risk of stroke, and our SYNERGY™ stent system, which featuring a bioabsorbable polymer coating. Another innovation is the SpyGlass™ DS System, which is a scope for cholangioscopy to help physicians directly visualise inside the common bile duct, liver, and pancreas to help diagnose and treat biliary and pancreatic diseases such as stones and intra-ductal malignancies.

Our Lotus Valve transcatheter heart valve brings new technology to the heart valve space and allows a doctor to replace

a patient's aortic valve when they have advanced heart disease and are at high risk for an open surgery. We will be manufacturing the Lotus Valve at our new facility in Penang.

Q: Can you explain more about the R&D manufacturing facility you setting up in Penang and the investments for it?

Mitchell: The building of the manufacturing plans is staggered into phases. The initial phase includes building the capacity to produce medical devices from our cardiology and endoscopy portfolios in the Penang facility. The ground-breaking took place in April 2016, and we are on track in the construction phase with the target of a fully operational site in the 4th quarter of 2017. We will also establish service and repair capabilities for our capital equipment business at this site.

We are evaluating subsequent phases to confirm the best mix of products to develop in the Penang facility. The site and facility are designed to accommodate at least 10 years of growth, including new products, additional volume and added capabilities, which may include research and development or distribution.

Boston Scientific will be investing several hundred million ringgits in building capabilities and capacity in Penang. Our investment extends beyond the dollar amount of the facility itself, as the company will also be developing

local talent through skills training and establishing the Malaysian plant in the global network of strategic high-tech facilities of Boston Scientific.

Q: In terms of workforce, what is the number of jobs anticipated to be made available here? And what are the plans to get the talent for that?

Mitchell: We are in the process of recruiting and hiring local employees to staff key roles to successfully establish the new facility in Penang, Malaysia. Interested applicants can apply for jobs at the facility online. We anticipate having more than 400 employees at the Penang site within four years after commencement of operation, with room to grow significantly beyond that.

We are focused on employee development, and our entire team in Penang will participate in intensive training related to their specific roles in the organisation. As a company, we invest heavily in employee development as well as new technologies that will help us to better serve our patients and the physicians that use our products.

Applicants interested in finding out more about the roles available at the new Boston Scientific Manufacturing Facility, they can do so online via our website at the following link - <http://www.bostonscientific.com/en-MY>.

As a long term measure, we have worked with local universities as part of

our commitment to building the talent in countries where we have established manufacturing facilities, and we plan to do so in Malaysia, as well.

Q: In general, could you share with us Boston Scientific's growth strategy within the Asia Pacific market?

Mitchell: We have recorded strong growth in Asia in the past few years and are accelerating further. Establishing a facility here enables us to expand our global presence in the region as well as to provide support for local research and development and new business development. The 375,000-sq foot Boston Scientific facility will initially produce medical devices from our cardiology and endoscopy portfolios to cater to regional consumer needs. The facility will be fitted with state-of-the-art equipment needed to produce innovative medical technologies.

Q: What can we expect to see from Boston Scientific in the near future?

Mitchell: Right now, we're really excited that the building of our manufacturing plant is well on its way and targeted for completion in Q4 of 2017. As I mentioned earlier, the site and facility is designed to accommodate at least 10 years of growth, so we definitely will develop new plans and capabilities over time and you will hear from us when we have more to share!

In the meantime we continue to look to find the best talent Malaysia has to offer to join our growing team. **BT**



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