

# Malaysia Pharmaceuticals and Healthcare Report Q4 2016

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## Abstracts

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**BMI View:** We maintain a positive outlook for Malaysia's pharmaceutical and healthcare market. The evolution of the country's medical tourism sector will see the agglomeration of private healthcare providers along key geographic hubs. Government efforts to develop Johor, Melaka and Penang into key centres will perpetuate this trend. This will be supported by private healthcare providers, the majority of whom have articulated their aim of leveraging the growth of medical tourism. The establishment of these places as hubs will shape the sales force strategies for multinational drugmakers as international patients represent a segment that has, on average, spent more than locals on healthcare.

### Headline Expenditure Projections

Pharmaceuticals: MYR7.88bn (USD2.02bn) in 2015 to MYR8.58bn (USD2.09bn) in 2016; +8.9% in local currency and +3.8% in US dollar terms. Forecast unchanged from last quarter.

Healthcare: MYR49.31bn (USD12.63bn) in 2015 to MYR54.40bn (USD13.27bn) in 2016; +10.3% in local currency and +5.1% in US dollar terms. Forecast unchanged from last quarter.

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