

Deloitte.
Private

 **SOUTHEAST ASIA**
BEST MANAGED COMPANIES
MALAYSIA



Best Managed Companies 2022

Celebrating the best private businesses
in Malaysia and across the world

“This award is testament to Sunway Group’s commitment and sustainability-driven strategies, demonstrating our resilience as well as ability to respond, reinvent, and recover from the unprecedented challenges.”

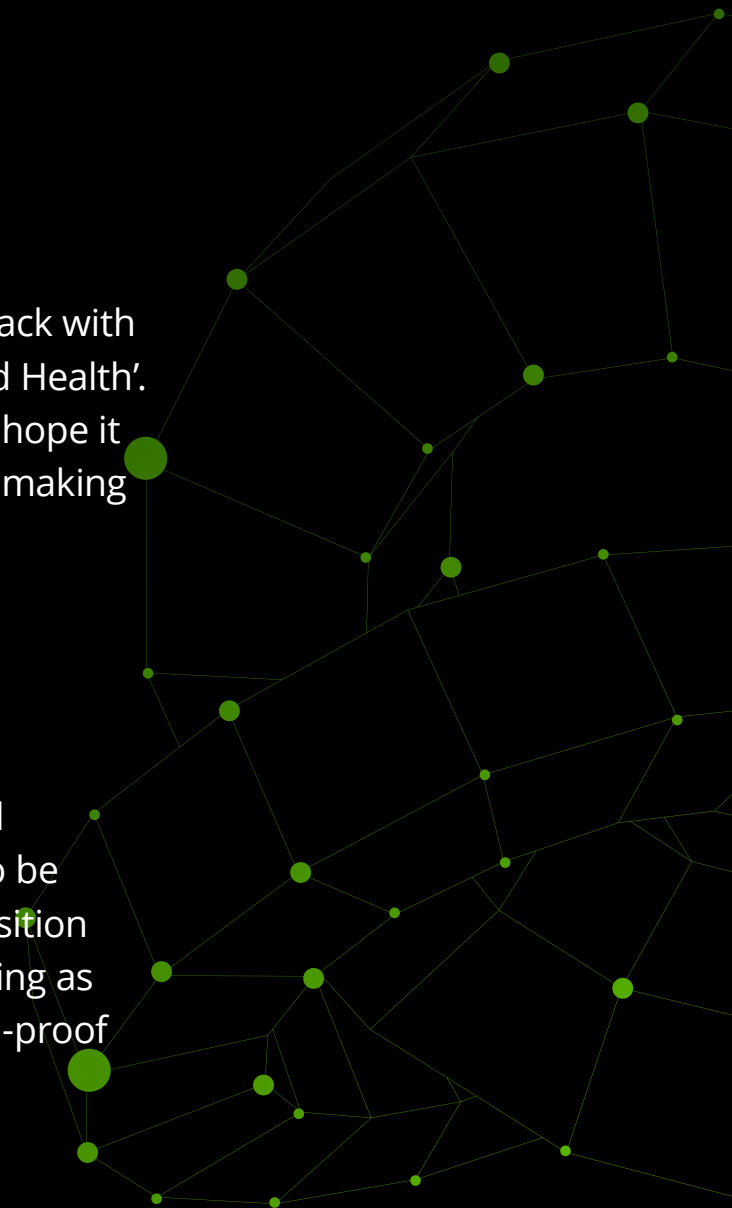
Evan Cheah
Group CEO, Digital & Strategic Investments, Sunway Group
Best Managed Companies winner, Malaysia

“This award proves that we are on the right track with our vision - ensuring everyone will ‘Be In Good Health’. I am grateful to my team for this award, and I hope it motivates us to achieve even greater heights, making BIG Pharmacy, BIG!”

Lee Meng Chuan
CEO, BIG Pharmacy Healthcare Sdn Bhd
Best Managed Companies winner, Malaysia

“This competition is a much-needed tonic and stimulant for Malaysian corporates aspiring to be the best in class. The criteria and value proposition of Best Managed are holistic and robust, serving as an excellent template for companies to future-proof themselves.”

Datuk Seri Dr. Michael Yam
Chairman, InvestKL Corporation
Best Managed Companies judge, Malaysia



Celebrating Malaysia's private sector

What

Best Managed Companies is an awards program recognising privately held companies for their organisational success and achievement. The program provides a distinct framework for management teams to challenge themselves and benchmark against some of the best private companies in the world.

Best Managed winners are recognised at an awards ceremony and invited to a regional symposium where they can network with other outstanding private sector leaders and hear from business educators and industry professionals specialising in private enterprise.

The Best Managed Companies global awards program is currently active in the Americas, Europe, Australia, China, India and now Malaysia and across Southeast Asia. The designation is a well-regarded international stamp of quality recognising the best private companies.

Why

We want to recognise and celebrate the hard work, passion, and pioneering ideas that emanate from private companies. Through the awards program, we are sharing best practice, supporting company and sector growth, and building a community of the best private companies in Malaysia and across the world.

What's in it for your company?

For applicants:

- Gain an independent view of your business from industry experts
- Benchmark against some of the best private companies from across the world
- Learn of practical solutions that Best Managed leaders apply to drive initiatives within their business
- Explore growth opportunities during one-on-one coaching sessions with private enterprise specialists (for those who meet the Phase 1 eligibility requirements)

For winners:

- Enjoy exclusive use of the Best Managed Companies' designation
 - Join a community of Best Managed companies from across the world
 - Strengthen your ability to attract and retain great talent
 - Network with other exceptional private company business leaders from across Southeast Asia
 - Attract business and enhance your value proposition in tenders
 - Access a range of business forums and discovery sessions
-



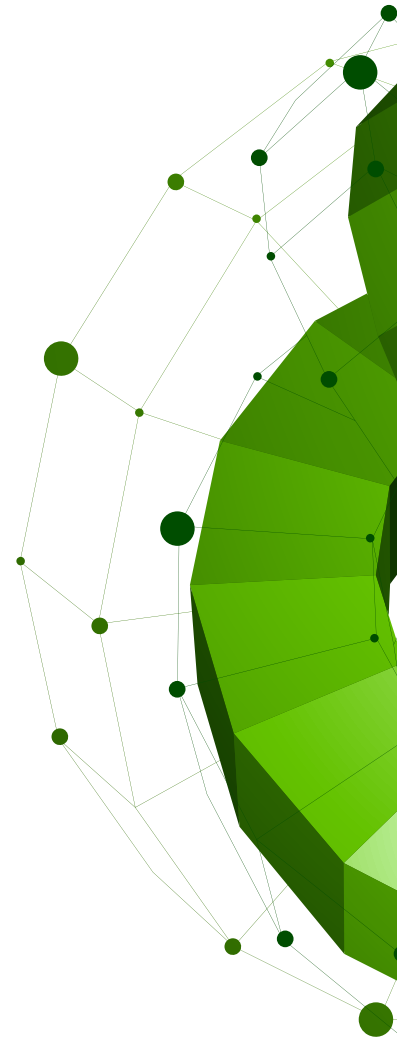
Who can apply?

To enter the awards program, companies must satisfy the following eligibility criteria:

- In operation for at least 5 years
- Annual revenue should be at least USD 50million (in the most recent accounting year)
- Majority stake (>50%) owned by Malaysia residents or entities, which may include:
 - a Malaysia-owned private company
 - a Malaysia portfolio of companies controlled by a Malaysia venture capital and Malaysia private-equity firms
 - family offices
- HQ or major decision-making centre in Malaysia
- Fully compliant with the prevailing legal, tax and ethical frameworks within the operating countries

The following organisations are ineligible:

- Public companies where the majority stake (>50%) is not privately-held by residents or entities within Malaysia
 - Foreign multinationals and their subsidiaries
 - Credit institutions / insurance companies / banks / co-ops
 - Government-owned entities / public sector agencies
 - Charities and not-for-profit enterprise
 - Partnerships / JVs
 - Large private equity funds (>USD 250m fund size)
-





The application process

Applicants must complete a two-phased application:

Phase I – The online application

- This first phase verifies eligibility and should only take 30-90 minutes to complete the online form with the information on-hand.

Phase II – The applicant lab experience

- Shortlisted companies will work with coaches from Deloitte to complete their Phase II submission. Based on a set of well-defined management principles, expert coaches work with applicants in a one-to-one session to understand their business, provide insights, and help them benchmark against some of the strongest and most progressive private companies in the world.

Outcomes and awards

- An independent jury will score the different companies based on the global Best Managed Companies framework.
- Winners will be invited to celebrate their company's success at an awards ceremony and attend a regional Best Managed symposium alongside other outstanding leaders in the private sector.

All submissions are confidential and the program is compliant with Deloitte's privacy and confidentiality policies.

Is there a program application fee?

There is no cost to participate in the program.

How are applicants evaluated and selected?

Following the application and evaluation process, an independent jury selects the winners.

The Best Managed evaluation framework is consistent across the world and based on more than 25 years of the awards' history - working with companies - supporting their growth and observing best practice.

What makes a Best Managed company?

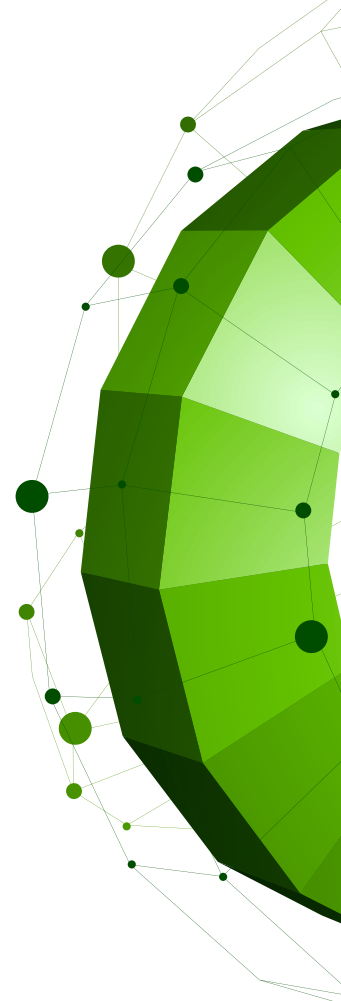
Companies tend to exhibit the following attributes to enable sustained growth:

Strategy — they have a formal methodology for strategy development; their strategy reflects all stakeholders; they have the right capabilities and metrics in place to execute their strategy; and they clearly and consistently communicate the strategy to all levels of the organisation.

Capabilities and innovation — they develop valuable capabilities and resources; are highly execution-oriented; are focused on productivity and innovation; and are conscious of hiring the right people to execute their business model and strategy.

Culture and commitment — they build a strong corporate culture and legacy; actively develop their people and leadership team; provide a holistic compensation system; create an inclusive culture; and address continuity issues within the company.

Governance and financials — they install strong governance structures; use KPIs to manage progress; maintain a strong balance sheet; and apply the financial discipline required to drive revenue growth, improve operating margin, and increase asset efficiency.



Contact and application

We invite you to enter Best Managed Companies.

Phase I applications close on 18 March 2022.

Companies can visit our [website](https://bestmanaged.awardsplatform.com/) and apply online at <https://bestmanaged.awardsplatform.com/>

If you require further information, we would be delighted to speak with you.



Michael Tsia

Best Managed Companies
Leader, Singapore &
Southeast Asia
mzsia@deloitte.com



Chee Pei Pei

Best Managed Companies
Leader, Malaysia
pechee@deloitte.com



Claire Jung

Deloitte Private
Senior Manager, Malaysia
heewjung@deloitte.com



Regina Kennedy

Best Managed Companies
Senior Manager, Singapore &
Southeast Asia
regkennedy@deloitte.com

Deloitte.

Private



Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited (“DTTL”), its global network of member firms, and their related entities (collectively, the “Deloitte organization”). DTTL (also referred to as “Deloitte Global”) and each of its member firms and related entities are legally separate and independent entities, which cannot obligate or bind each other in respect of third parties. DTTL and each DTTL member firm and related entity is liable only for its own acts and omissions, and not those of each other. DTTL does not provide services to clients. Please see www.deloitte.com/about to learn more.

Deloitte Asia Pacific Limited is a company limited by guarantee and a member firm of DTTL. Members of Deloitte Asia Pacific Limited and their related entities, each of which are separate and independent legal entities, provide services from more than 100 cities across the region, including Auckland, Bangkok, Beijing, Hanoi, Hong Kong, Jakarta, Kuala Lumpur, Manila, Melbourne, Osaka, Seoul, Shanghai, Singapore, Sydney, Taipei and Tokyo.

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited (“DTTL”), its global network of member firms or their related entities (collectively, the “Deloitte organization”) is, by means of this communication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser.

No representations, warranties or undertakings (express or implied) are given as to the accuracy or completeness of the information in this communication, and none of DTTL, its member firms, related entities, employees or agents shall be liable or responsible for any loss or damage whatsoever arising directly or indirectly in connection with any person relying on this communication. DTTL and each of its member firms, and their related entities, are legally separate and independent entities.