

# HONG KONG'S MOST VALUABLE COMPANIES 2011™

## QUALITY PARTNERS



MIRAE ASSET



GOODRICH



MALO CLINIC



LI KA SHING



AMG



AVERY DENNISON



I.G.I. HONG KONG



FRIESLANDCAMPINA



NU LIFE



FEI FAH



METROJET



ING



NOBLE APEX



JET AIRWAYS



TWC MANAGEMENT



NUANCE-WATSON



AIA MPF



SCANIA



ABN AMRO



ALTRUIST



KAI SHING



SINOVA



STANTON CHASE



3M



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SWISS-SURE



INTL 6 SIGMA COUNCIL

QUALITY THAT WORKS!

Pioneers taking Hong Kong & China's services-based markets to new heights!

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## MALO CLINIC HEALTH & WELLNESS Innovator of the Year

# In a Victory of Will & Vision We Have A Bold New First For Asia

**For his outstanding work and breakthroughs in dental care, and for bringing MALO CLINIC HEALTH & WELLNESS to Asia we congratulate Dr. PAULO MALO as our Innovator of the Year 2011. His accomplishment in Asia is more than just a first. It ushers in a new thinking for Asia, which in turn will impact on the lives and consequently the economies of the fastest growing region in today's world. Dr. MALO speaks on the importance of imparting world-class health care alongside, holistic wellness.**

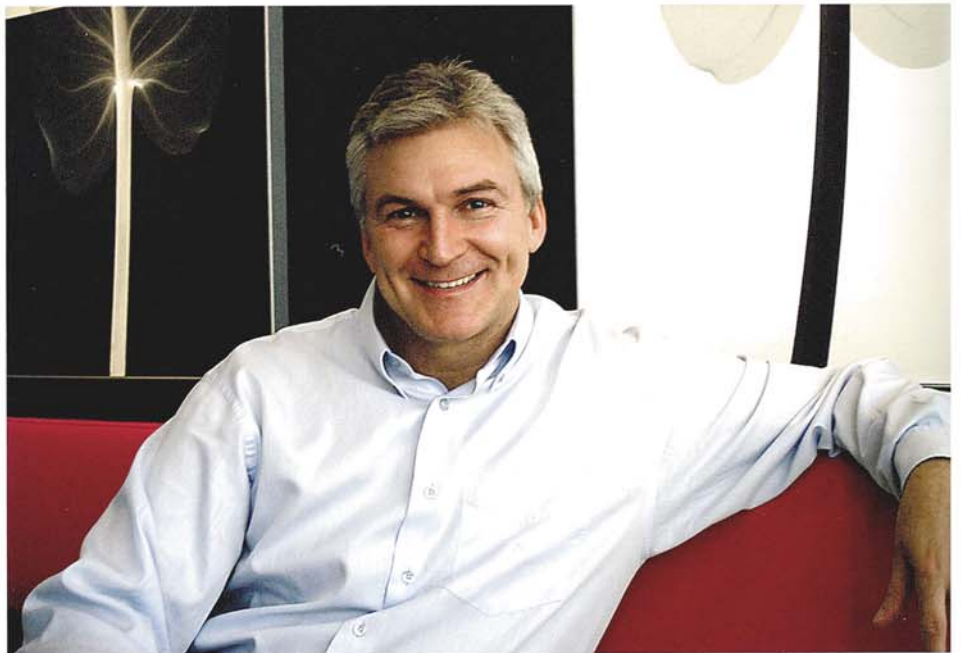
In modern booming Asia, the Greater China region has evolved into the new playground for the wealthy to treat themselves to the best-in-class services this side of the world has to offer.

Thanks to the Internet, cutting edge health services are consequently growing in demand and until recently, Thailand ruled the roost when it comes to holistic health care. It seemed, only Thailand could promise that you would enter older and leave a lot younger, but now thanks to the will and vision of renowned dental surgeon Dr. Paulo Malo, we don't need to fly to Thailand, at least for health services. World-class health care is right here, on our very doorstep! For this service-based contribution, he accepts the Mediazone Group's prestigious 'Innovator of the Year' Award – a fitting tribute to his lifetime quest for excellence.

### Picking a Winner

Dr. Paulo Malo is that rare combination of scientist and entrepreneur. His globally celebrated accomplishments win kudos across five continents (see Malo Clinic Health & Wellness locations) as more patients benefit from his exacting brand of customer care.

Spotting a niche for his brand of services in Asia, Dr. Malo picked the Venetian in Macau as the venue for his opulent Clinic-Spa concept. No sooner did news of this new development hit the stands when the excitement began to spread – at last, world-class health services have appeared right on the doorstep of one of the fastest growing economies of the world. China had a new jewel in its exclusive crown. Dr. Malo had picked a winner. Spotting a growing market for increasingly



**Dr. PAULO MALO:** "While the quest for excellence is always laudable, often the drive leaves no time to stop and ponder the costs. People in this part of the world need to know when to press the pause button."





sophisticated consumers too busy to travel for a health check, he decided to bring within easy reach the best health checking services, right to their doorstep and combine these with a serenity and quality of a world-class spa. Asian consumers are used to being pampered and what better way to spend your time in between treatments, than in the comfort of a spa.

Rejuvenation for body, mind and soul...what a classic recipe for success, thought Dr. Malo and not a minute sooner. "People in the region constitute an aging population and comprise a market all-encompassing health care facilities. People here are too busy to press the pause button and take time to check their pulse. No one disputes that health is indeed wealth, but how many really take time off to act on protecting and safeguarding this precious asset?" he asks.

"Secondly, the market here is *saue*, sophisticated and sport an enviable purchasing power. With this comes the demand for choice. So I thought, let's offer both. Why not build a clinic and a spa under one roof thus making health issues a pleasure to address."

Sparing no expense, he invested more than US\$45 million in shaping what is a true first for Asia – a world-class clinic and an beautifully appointed spa, conveniently located in the Venetian, Macau.

The brilliantly appointed Malo Clinic Health & Wellness Macau features a Clinic, Medical Spa, Beauty Lab, Leisure & Fitness center, plus an assortment of additional health and wellness services, all within the relaxing and rejuvenating

environment of a world-class luxury spa.

A team of wellness therapists deliver the highest standards of services in the rapidly growing Asian health and beauty sector – their central mission being, to provide the best of both worlds, under one very large roof.

### Our Central Mission

"Asia is a geographical area of tremendous growth, because people here are



hardworking, enterprising and keen to secure a better lifestyle. While the quest for excellence is always laudable, often the drive leaves no time to stop and ponder the costs. All too often you hear stories of people who have finally achieved their objectives, realized their dreams, only to discover that they've lost their health in the process. Of what use is all the money in the world if you've lost your health?"

"The world's attention is on the China

region, and you have every nationality and culture living and working here. They comprise an expanding market for our one-stop-shop brand of health and wellness care. China's economic growth itself has created a culture of convenience. Consumers here are cash-rich, internet-savvy and sophisticated. They would pay special attention to their health if they had the facilities within reach. Now they do and that's what brings us satisfaction – the

knowledge that we are reaching out to people, offering them services they truly require and doing so in the comfort of a relaxing and rejuvenating ambience. The challenge for us is to be able to continue to meet the high expectations of our customers and provide a consistent quality of friendly, professional service that will result in referral business. We undoubtedly have an impressive facility and world-class talent to deliver the product we promise, but the challenge will be to cope with the demand and address needs of this discerning market.

### Filling a Niche!

Finding the balance between body, mind, health and soul is basically the central offering of Malo Clinic Health & Wellness, which in itself is something of an art. Malo Clinic Health & Wellness was founded in 1995 by Dr. Paulo Malo who began by providing services in the field of dentistry. The main objective was to find a solution for total oral health rehabilitation that is, "for those who have no teeth or those who need to restore all teeth." Since then, Malo Clinic Health & Wellness has become the world's leading brand for Implantology

and Fixed Oral Rehabilitation.

Dr. Malo discovered innovative techniques that place him as the number one in the world of dentistry. His innovative techniques took 15 years to perfect and have been applied since the year 2000. Ten years of perfection in dental care with a success rate close to 100 percent makes him a true icon of our times.

He was recently awarded the 2010 COTEC-UNICER Innovation Prize honouring the surgical techniques he developed along with his team at Malo Clinic Health & Wellness. Presenting the award to Dr. Malo in his home nation was the President of Portugal himself - Anibal Cavaco Silva.

"It was the understanding of our patient's needs in other medical areas backed by a prestigious name recognized worldwide, that enabled Malo Clinic Health & Wellness to expand services into other specialties. Today, Malo Clinic Health & Wellness serves cities like Lisbon, Macau, New York, Sao Paulo, Warsaw, and Milan - and will soon be in Sao Tome, Morocco, Sardinia and other worldwide destinations. "We will be putting our new integrative medical concepts into practice," says Dr. Malo.

"We decided to invest in Asia due to the large quantity of patients from South Asia that we were receiving in our operations in Lisbon. We also see a strong and growing demand for high quality healthcare and wellness services in this region. After all we are in a services industry and we need to be where our consumers are," he notes.

### Mind Body and Soul

"The world is changing and today people no longer visit clinics merely because they have to. Over time, the progress of science has altered our lifestyle and increasing spending power is allowing people to use science to improve how they look and feel. Today, people are willing to invest in the preservation of their youthful looks particularly because they feel the need to stay competitive," explains Dr. Malo.

"The quick pace of life also leaves no time for people to enjoy in the tranquility of a pampering spa. Many of our customers come in just for the spa and then stay on to enjoy the clinic's services like cosmetic surgery, liposuction, dental work etc., and of course, it works the other way around too. People come in for clinic work and in between, stay to enjoy the spa. So in a very real sense, the clinic and the spa compliment each other, rather well."

"Each treatment is an invitation to relax, revitalize and rejuvenate. Therapies are

carefully selected to offer more than just a pampering treat. Products used and services provided are designed to offer specific wellness benefits, whether that is improved sleep, healthier skin or relief from muscle tension."

"As part of our commitment to wellness, all guests of the spa are offered a Vital Body Health Screening service to check their basic health levels. The cutting edge automated body assessment measures blood pressure, weight, body fat, BMI and blood oxygen levels, plus it has glucose meter upload capability. From their results, guests will be given practical advice on where they need to make improvements to their diet, lifestyle, or whether they have any health issues that might require further investigation," says Dr. Malo.

Malo Clinics Health & Wellness Spa's Wellness Programs are designed to help

guests achieve their health requirements and address urban syndromes, lifestyle diseases, and chronic illnesses through information, education, and treatment.

"In individual or small group settings, guests receive information and personal guidance through one-day or weekend-long programs. Specialists will discuss different topics concerning prevailing diseases and health conditions in the region, and recommend appropriate treatments to address fundamental health concerns and help guests establish healthy habits."

"We want to be able to serve everyone, meet every need in every way. It is all about helping people to live longer, healthier and happier and that's our main challenge," concludes Dr. Malo. ■

for additional information please visit [www.maloclinics.com](http://www.maloclinics.com)



## Reach a MALO CLINIC

### EUROPE

- » Spain – Málaga
- » Spain – Lérida
- » Italy – Milan
- » Poland – Warsaw
- » Portugal – Lisbon
- » Portugal – Funchal
- » Portugal – Porto Santo
- » Holland – Amsterdam
- » Holland – Goes
- » Israel – Naharya
- » Israel – Tel Aviv
- » Russia – Moscow

### ASIA

- » China – Macau

### AFRICA

- » Morocco – Casablanca
- » Angola – Luanda

### SOUTH AMERICA

- » Brazil – Campinas
- » Brazil – São Paulo

### NORTH AMERICA

- » U.S.A. – Mahwah, N.J.
- » U.S.A. – Rutherford, N.J.

