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# Paulo Malo

*a leading pioneer*

I recently met with Dr Paulo Malo in Lisbon, Portugal, at one of his amazing spa destinations in the Corinthia Hotel, the Malo Spa. We enjoyed a wonderful meal together and from the start he was the ultimate host. A very charismatic man and a true **visionary**, he was most endearing and extremely enjoyable company.

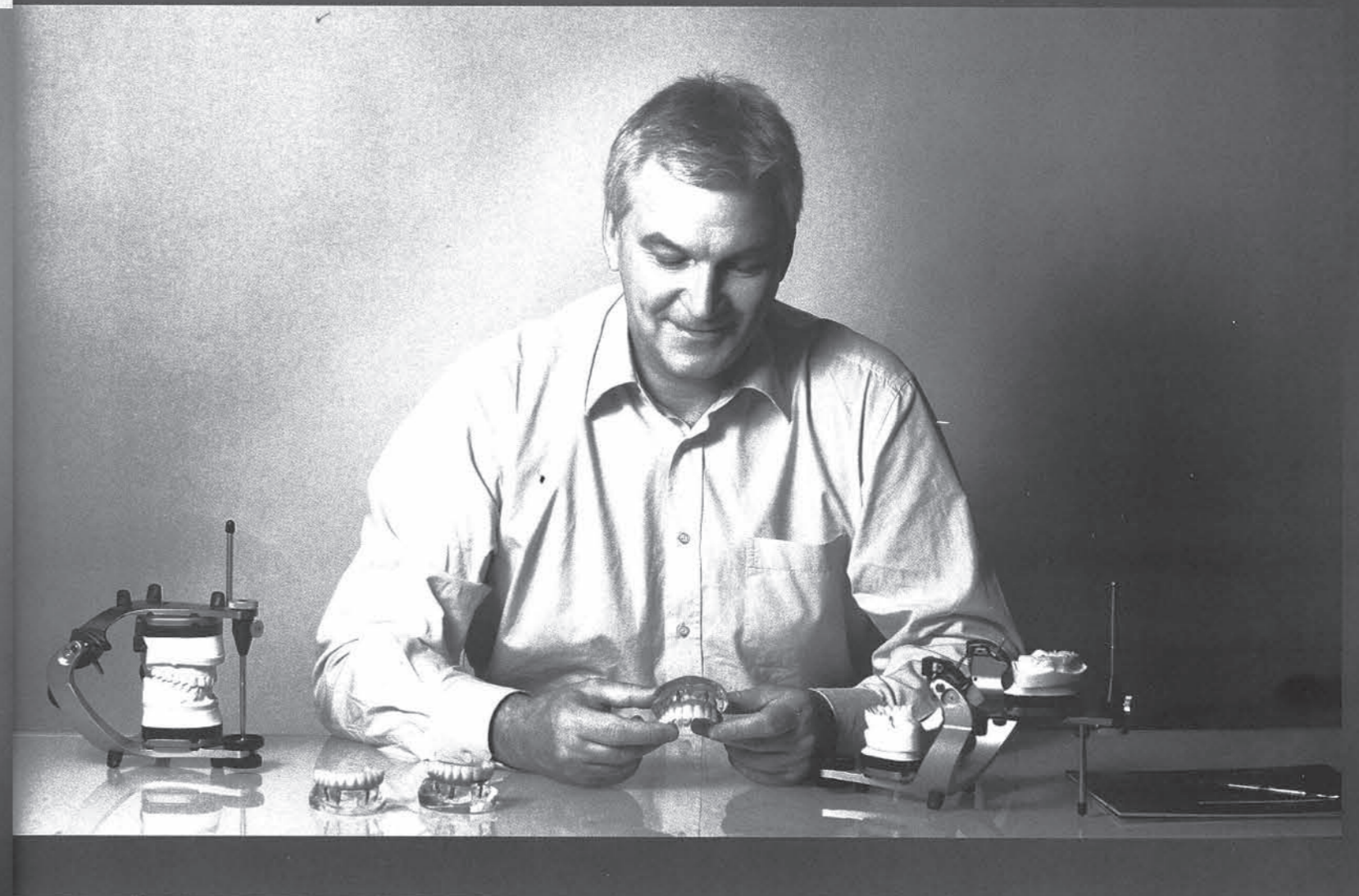
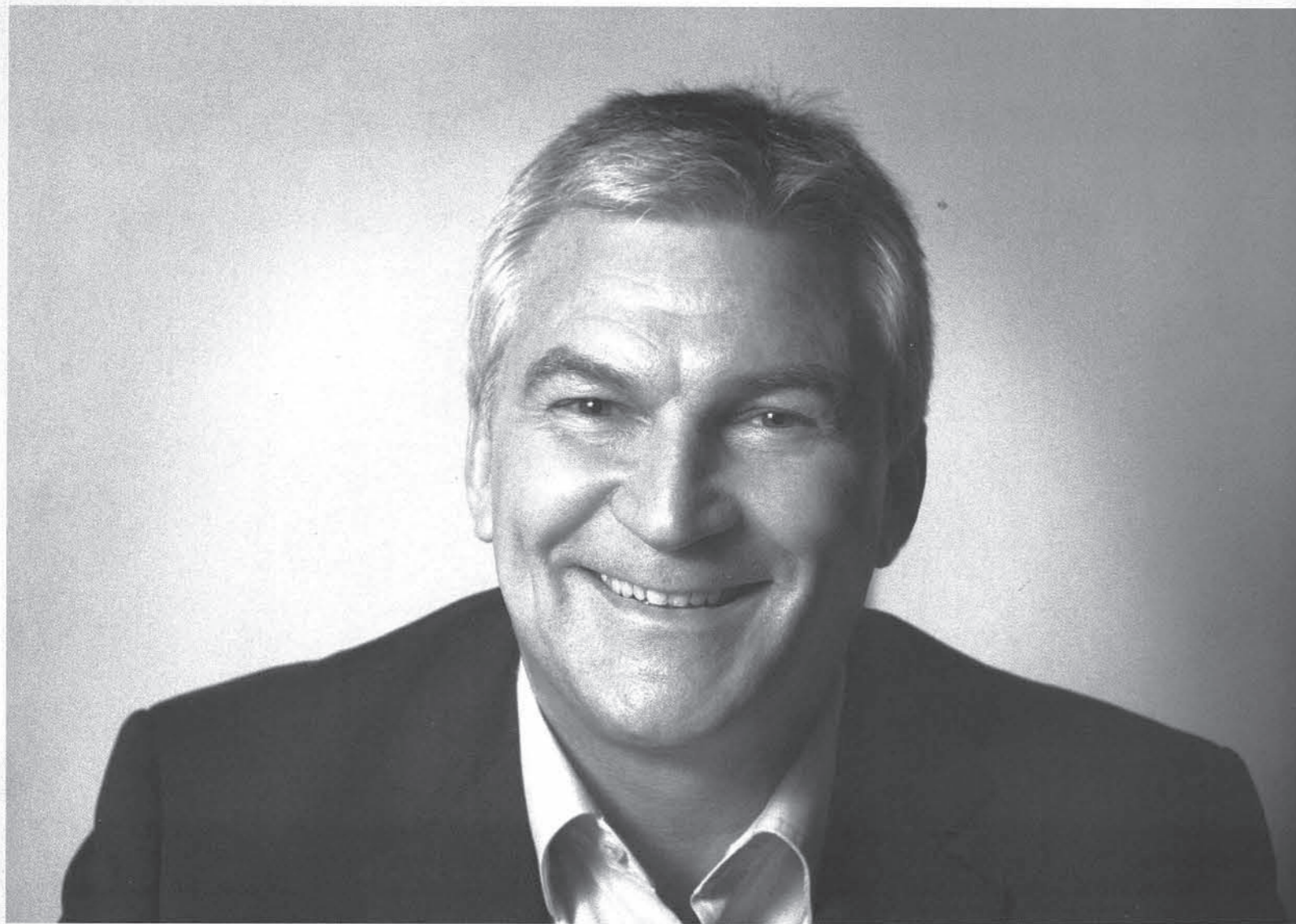
**WE** discussed many topics, including those nearest and dearest to his heart and through this light hearted banter, it was obvious to us all he was a most unbiased individual and his passion for what he does was most inspirational. In almost a half century of my lifetime, I have met many thinkers, those that love to talk and dream of what they could achieve. With Dr Malo, he is one of life's few doers. What he says he does and what he talks about doing, I am completely convinced he will eventually do.

Paulo Malo was born in Angola and moved to Portugal in the 1960's. Imbued by his natural curiosity and will to succeed, he ventured on a challenge in search of the perfect dental solution for the rehabilitation of edentulous patients. He claims that whenever embracing a project nothing can make him stop, even if he has to move heaven and earth to obtain his goal. This one, in particular, he began in 1995 with the

opening of several Implantology centres all over the world, all grounded in innovation and quality – a path that revealed to be a true revolution in Fixed Oral Rehabilitation. The growth and success of his businesses, as well as the internationalisation of a recognised brand gave him even more motivation to go further. He started expanding to other health specialities, projecting a modern concept of Medical Spa and making 'a strong bet on wellbeing and cosmetics, all resulting in the foundation of a Health Management group spread worldwide: Malo Clinic Health & Wellness.

Since Malo Clinics's expansion into the medical arts, the concept of having a "full body check-up" in a Spa-like environment, away from the potentially contaminated and often aggressive setting of a hospital or similar institution was destined to be at the core of Malo Clinic medical services. By incorporating highly specialised diagnostic





and imaging equipment within the facility, the goal quickly became to deliver a high quality comprehensive physical examination as part of Health and Wellness services focusing on prevention, lifestyle assessment modification and early detection of disease. In the Dental field, the Group is presently the world's leading centre for Implantology and Fixed Oral Rehabilitation based on number of treated patients, complexity of care delivered as well as the magnitude and international spread of its existing clinics. Malo Clinic is today renowned and recognised worldwide for its development and innovations of surgical techniques, implant components, protocols and products used in the rehabilitation of edentulous

patients (without any teeth) and those in need of full mouth rehabilitation. Dr. Paulo Malo, together with his clinical team, developed the innovative concept known as the All-on-4™, which is recognised as a major revolution in the treatment and rehabilitation of edentulous or nearly edentulous. This surgical procedure allowed total edentulous patients to have fixed (non-removable) teeth without the need for bone transplant (grafting), often in as little as 30 minutes, the time depending on the complexity of each case. This accomplishment was the beginning of the development of a vast group of products and solutions related to Implantology in partnership with Nobel Biocare (a Swedish

company that manufactures and distributes worldwide the components used and of which Malo Clinic is the patent holder), that have contributed to the remarkable visibility and awareness of Malo Clinic as a global benchmark in Oral Rehabilitation. Today, Malo Clinic has the world's largest centre for implantology and fixed oral rehabilitation in Lisbon and also runs the world's largest educational centre of oral rehabilitation – Malo Clinic Education. Every year the institute trains over 4,000 dental professionals from all over the world. It also has the largest clinic in North America located in the New York metropolitan area, and the largest clinic in South America located in Sao Paulo, Brazil. It has opened in Macau, Asia's

largest Medi-Spa at the continent's largest integrated resort, The Venetian Macao Resort Hotel and recently in London and Tokyo. Present in four continents, the group has an expansion plan that envisions by the end of 2012, its own majority owned clinics and spas, as well as Medical Spa partnerships or affiliations in 26 cities in the world: Portugal (Almada, Alvor, Armação de Pêra, Coimbra, Funchal, Lisbon, Luso, Porto, Porto Santo); Brazil (Campinas, São Paulo, Salvador da Bahia); Morocco (Casablanca); Africa (Luanda); China (Macau, Hong Kong); Japan (Tokyo); Spain (La Coruña, Gran Canaria, Malaga, Lerida); Italy (Milan); Israel (Nahariya); USA (New Jersey); United Kingdom (London); Poland (Warsaw). Paulo Malo's profile, journey and contribution has been the subject of several awards and recognitions, not only for his medical breakthroughs, but also for his management, leadership and entrepreneurial skills, such as

"Innovator of the Year 2011" in China from Mediazone Group assigned by the publishing "Hong Kong Most Valuable Companies"; "Produto Inovação COTEC-UNICER 2010"; "Top Ten Medi-Spa 2010" from Asia Spa; "China's Top Ten Spas" from Travel+Leisure; 3rd Place in "Hospital do Futuro 2008/2009" awards, category of Biotechnology; Finalist of "Prémio Mercúrio" – The Best of Portuguese Commerce 2008 (category Personality of the Year); Líder 2020, in the scope of the "2020 and the Portuguese case" project – AESE; Santiago 2008 award "A tribute for the significant journey and contribution on Oral Rehabilitation" by Sociedad Española de Cirugía Bucal (SECIB) Sociedade Argentina de Cirugía y Traumatología Bucocomaxilofacial; Tiradentes Medal – ABOP (Associação Luso-Brasileira de Saúde Oral) – 2008; INSEAD's Entrepreneur of the Year Award – 2007, among others. The man who states "We want to make people prettier, more cheerful and improve

their quality of life" feels however that his project is still just beginning. "The work is never complete. Anything that one makes today can be made even better tomorrow, and with better quality" says Paulo Malo.

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