

DBC Malaysia to invest RM20m to set up 10 clinics

Rehabilitative treatment provider is confident of its growth prospects because of the huge market

DBC Malaysia, a unit of the Finland-based medical services company, will invest RM20 million over the next three years to set up 10 clinics nationwide.

The investment will go towards state-of-the-art equipment and setting up of clinics in town centres, including Petaling Jaya, Malacca, Seremban, Penang, Johor Baru, Kota Kinabalu and Kuching.

In a statement, the company said three of the 10 clinics will be set up by the year-end.

DBC Malaysia currently operates two clinics — one in Kuala Lumpur and another in Ipoh, Perak.

DBC Malaysia is the master licence holder of DBC, or 'Documentation-Based Care', for Malaysia and Brunei with distribution rights for China.

DBC International was set up in Finland in 1991 to develop and make available therapies for mus-



culoskeletal disorders.

DBC Malaysia's investment will be largely funded by its financier — Finn Fund, a global financial institution that funds Finnish technology in developing countries.

The balance for working capital will be financed by equity and local financial institutions.

DBC Malaysia's clients include Bank Negara Malaysia, Shell Malaysia Trading Sdn. Bhd, Securities Commission, Petroleum Nasional Bhd, Bumiputra Commerce Bank Bhd and Malayan Banking Bhd.

"We are confident of our growth prospects primarily because there

is a huge market for musculoskeletal treatment for work-related and repetitive stress injuries like chronic back pain, neck pain, shoulder and knee pain in Malaysia and in the region," DBC Malaysia chief executive officer Wee Hock Kee said in the statement.

Wee said increased awareness of DBC's musculoskeletal treatment, which is document and evidence-based, has heightened demand from private hospitals and private doctors, who refer their patients for treatment to the firm.

"Equally, companies seek us out as they want to minimise employee downtime. "In the UK, an estimated £13 billion (RM89 billion) loss of productivity and treatment cost is reported each year," he added.

DBC Malaysia expects to generate a conservative revenue of RM12 million over the next three years, which does not include



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possible contribution from government hospitals.

DBC Malaysia has a database of some 1,500 patients, and its programme has been approved by insurance companies, ING and Pantai Medicare.

With a staff strength of 15, including six physiotherapists, the DBC treatment programme consists of active exercises with

appropriate weights and motion.

The exercises are targeted to the trunk muscles and the motion of the spine, helping to restore mobility and control.

The pre- and post-assessment in DBC will cover the measurement for the range of motion in degrees, electromyography (EMG) as muscle monitor devices to read muscle activities and psychosocial profiles.