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MDC UNIT SIGNS US\$50 MLN JV WITH TOP US LIGHTING FIRM

By: Yong Soo Heong

HANNOVER, March 20 (Bernama) -- MEITECH Development Sdn Bhd, the wholly-owned investment subsidiary of Multimedia Development Corporation Sdn Bhd (MDC), today signed a 50-50 US\$50 million joint venture agreement with Remote Source Lighting International Inc (RSLI), an optical technology and fibre-optic lighting pioneer from the United States.

The joint venture provide lighting and display solutions for South East Asia, beginning with the Multimedia Super Corridor in Malaysia.

Both MEITECH and RSLI would take up an equal stake in MDC-RSLI Technologies Sdn Bhd, which would secure capital from selected Malaysian investors to establish an operating joint venture, Remote Sopurce Lighting International Malaysia Sdn Bhd (RSLI Malaysia).

MDC-RSLI Technologies will own 55 percent of RSLI Malaysia while the balance will be taken up by Malaysian investors.

Prime Minister Datuk Seri Dr Mahathir Mohamad witnessed the signing ceremony here at CeBit 98 information technology and telecommunications industrial fair.

MDC executive chairman Datuk Dr Othman Yeop Abdullah, who is also the chairman of MEITECH, and MDC director of client services, Dr Ghazie Ismail, who is also president of MEITECH, signed on behalf of MEITECH while RSLI was represented by its chairman and chief executive officer, Dr Isaac Horton III, and president of its Asian division, Nelson Chu, at the signing.

RSLI is a privately-held optical technology company founded in 1995.

Its Light Pump, Plug and Light, Color on Demand and Fibre Neutral Technologies and award-winning products offer significant advantages in operating and maintenance cost, safety and design.

Its products are used as economical alternative to traditional lighting for architechtrual, industrial, commercial, entertainment and signage applications.

Under the terms of the joint venture, about half of RSLI Malaysia's expected US\$50 million paid up capital will be used over the next three years to fund R&D within the MSC to further advance RSLI's fibre-optic lighting and display technologies.

Any completely new hi-tech lighting and display products based on this R&D will be owned by RSLI Malaysia, which will be licenced to manufacture them as well as existing RSLI products in Malaysia, Indonesia and Thailand.

RSLI Malaysia will also be exclusively licenced to market and distribute these products in malaysia, Thailand, Indonesia, Brunei, the Philippines, Vietnam, Cambodia, Laos and Myanmar. But RSLI will hold the distribution rights to the rest of the world.

The agreement also allows RSLI and RSLI Malaysia to jointly pursue manufacturing opportunities within the marketing and distributing territories.

Under the agreement, RSLI Malaysia will also design, install and maintain both conventional and new fibre optic lighting systems for the MSC's "cybercities" around the country.

The agreement also calls for MEITECH to make a multi-million dollar direct equity investment in RSLI but no specific amount was disclosed. yet. It also calls for MEITECH to buy US\$4.0 million worth of RSLI products this year.

Dr Othman said the MSC and the South East Asion region would stand to

gain from RSLI's innovative pioneering R&D efforts in fibre-optic lighting technologies.

Dr Horton said his company looked forward to servicing the intelligent lighting needs of the "many world-class technology companies that are joining us in the MSC." -- BERNAMA

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