



Harald Weinbrecht

Serial Entrepreneur, Business Coach, Angel Investor. Starting out as a technical programmer, Harald co-founded an SAP consulting company when he was 30, and successfully listed the company on MESDAQ (now ACE market) 10 years later with a market valuation of RM 88 million.

He has been on both sides of the venture capital ecosystem, raising as well as investing millions of RM for various companies. Harald is an active member of the PIKOM Angel Chapter, which aims to accelerate innovation in the ICT industry in Malaysia through funding and mentorship, and he is actively involved in managing and coaching a variety of successful companies in different industries.

EXECUTIVE HIGHLIGHTS

- **New Business Start-Up** – Established subsidiaries in the US and Malaysia simultaneously for a Swiss-based SAP Consulting firm. Grew the business within 6 months to profitability and positive cash-flow, before starting his own company in Kuala Lumpur, Malaysia.
- **International Growth** – Started and grew subsidiaries in Thailand, Singapore and Indonesia from ground up. Recruited and developed local talent and developed those subsidiaries into self-sustaining profitable entities.
- **VC Funding** – Raised RM 3 million from private investors as well as institutional venture capitalists (Mavcap and iSpring Capital) in a mezzanine funding round, prior to an IPO.
- **IPO and Public Listing** – Initiated and oversaw the initial public offering of ISS Consulting and the transformation into a public listed company, raising RM 17mil for a market capitalization of RM88 mil.
- **Mergers and Acquisitions** – Initiated and led acquisition of two private owned companies, Ledge Consulting in Singapore and Cogent in Malaysia, valued at RM 20mil. Spearheaded a RM99 mil reverse takeover of ISS Consulting by Formis Resources Berhad through the acquisition of Diversified Gateway Berhad.

CAREER HISTORY & ACCOMPLISHMENTS

NAVIGOS, Kuala Lumpur, Malaysia

Partner / CEO in Residence

2010 - current

Consultant and mentor to growing businesses. Investor in promising new ventures, providing advice and expertise.

- Coach, Advisor, Mentor and Motivator to executives and business owners in various fields
- CEO of OpenPath, providing University of Cambridge ESOL examinations for language schools in Malaysia
- CEO of Incube8, a serviced and virtual office solutions provider in One Mont Kiara
- CEO of TrickleStar (M), a subsidiary of TrickleStar Ltd, providing a range of LED and energy efficiency lighting

ISS CONSULTING SOLUTIONS BERHAD, Kuala Lumpur, Malaysia

Founder / Chief Executive Officer

1997-2010

Grew business from start-up to internationally operating, public listed company with over RM 50 mil revenue within 10 years. Was awarded one of SAP Asia's Top 10 partner, and presented solutions as frequent speaker in SAP conventions.

SLI CONSULTING, Kuala Lumpur, Malaysia and San Francisco, CA

Managing Director

1997

Started Asian and East US operations for swiss SAP consulting firm simultaneously. Grew business from start-up to profitability within 6 months, before leaving to start his first own venture.

DISTINCTIONS & ACHIEVEMENTS

- Featured Speaker in various conferences organized by SAP, Asia Business Forum, IIR, Frost & Sullivan.
- **Featured as the only non-Malaysian Technopreneur in the book "Go For Broke!" by Oon Yeoh**
- Founder and CEO of first foreign-owned company to list on the MESDAQ market
- Passionate Triathlete, 3-times finisher of the Ironman race (Malaysia, Switzerland, Australia)
Finisher of multiple marathons, duathlons, triathlons, and various other long-distance races.

