



**DIALOGUE INCLUDES
ALL DISCOVERY CENTER**

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1. OUR STORY

**Building Hope
Generating Impact**



2. Can This Landscape Be Transformed?



*OKU selling keychains by the street

Empowering to fish rather than
to be fed

Blessings no longer a Burden



* Blind busking



3. OUR SOCIAL MISSION



** DiD team in action - calling*



** Student Beneficiaries on Our Learning Project*

To yield more educated and economically enabled PWD children and youths that can elevate vulnerable communities out of poverty



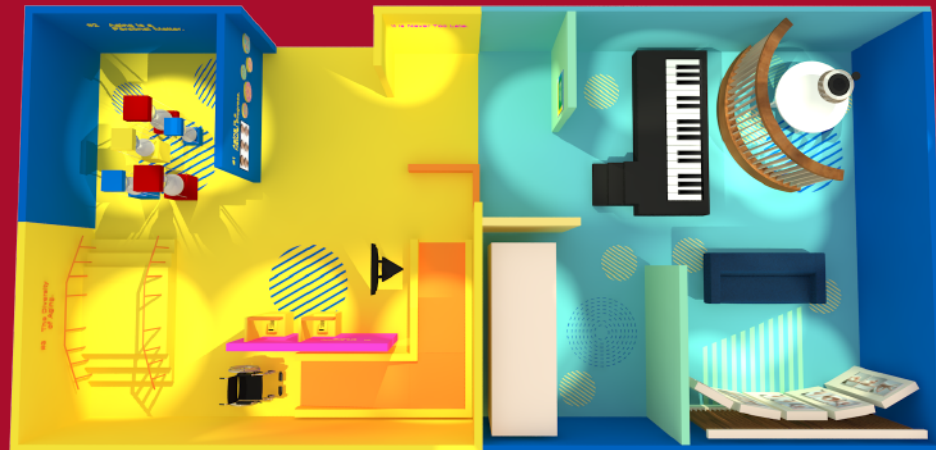
** DiD team in action - making coffee*

4. Our Model

Introducing our transformative model:

DIALOGUE INCLUDES ALL DISCOVERY CENTER

Experience Journeys of Discovering Potentials



* DIA All Experience Room

5. Transformational Discovery Experiences

The DIA Discovery Center offers transformational experiences to challenge mindset, leading to behavior changes.

Quote :

The only way to learn is through Experience (Martin Buber)



**Workshops and Tours*

6. Dialogue Includes All DIA Malaysia

The Game Changing Experiences that will Impact Lives Showcasing
Dialogue in the Dark (DID) facilitated by the blind
Dialogue in Silence (DIS) facilitated by the deaf
Dialogue Games (DG) facilitated by the Lane
Dialogue with Time (DwT) facilitated by Senior Citizens



7. Market Size



* Dialogue Forest Tokyo



* Dialogue Museum

Proven Globally
- 3rd to open in the world
- after Hamburg and Tokyo



* Dialogue In the Dark



* Dialogue In Silence



* Dialogue With Time

8. The Competitions

Team
Building
Competitors



* Petrosains Center



* Escape Room

9. How We Earn Revenue?

Guided Experience Tours,
Education Workshops,
Corporate Workshops,
Dining in the Dark or Silence,
Birthday Parties in the Dark or Silence,
Special Experience Events



10. Our Traction Since 2013

A.

40,000 Paying Visitors
for the DiD Experience
Tours since 2014

C.

Conducted more than
50 Learning Tours for
Schools and Universities

B.

Served more than
100 Corporates and
Public Agencies for
Team Building Workshops



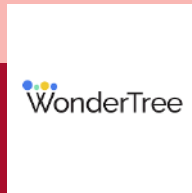
kenanga



11. Market Potential

- Less than 2% of the HRDF subscribers of 6000++ Companies has experienced DiD trainings
- Less than 1% of Schools and Universities/ Colleges has experienced DiD learnings
- Potential Tourist Destination

12. Our Impact



** Partners*

Provide Online and offline Learning to
Blind, Lame, Deaf and Autistic students

200++ Students 10-18 years nationwide

110+++ Blind, Lame and Autistic Youths and Adults
equipped and enabled For Jobs and Micro Business Skills



** online learning and dances*

**Team doing calls and Matt doing coffee*

13. We need Investments of USD 750,000.00 to build DIA in March-June 2022

Series A Investment : Equity / Convertible Grants / Debts
5th year management buy over
5% annual compound interest



14. Usage of the Funds

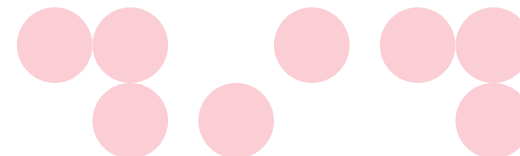
i. Dialogue in Silence and
Dialogue with Time Licensing Rights 20%

ii. Experience Center Renovations,
Furniture and Fittings 30%

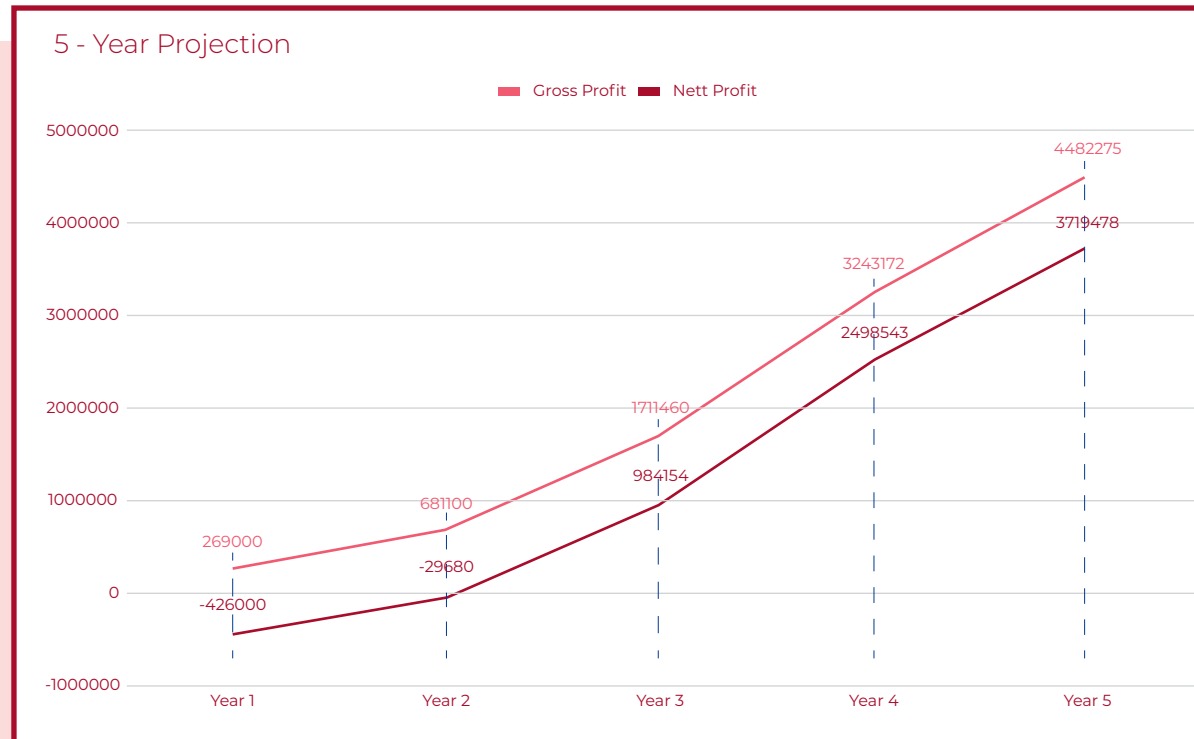
iii. Venue and Amenities Deposits 10%

iv. Technology and Human Capital Expansion 20%

v. Business Development and PR Expenses 20%



15. 5 Years Projection





16. The Team

17. Achievements

Winner
DIGI Challenge for
Change 2016.

MAGIC
Amplify Award 2016.

MAGIC PUSH
Award 2019.

SE.A+ Accreditation by
Ministry of Entrepreneur Development 2019.

Star Golden Heart
Award 2019.

Rotary SEE-Frank Devlyn Excellence
Awards 2020.

Awarded **Tax Exempt Status** by
Ministry of Finance 2020.



18. Media



WETWORK, TUESDAY 14 DECEMBER 2017 BUSINESS 57

BIZNEWS

Dialogue in the dark

Workshops provide trainees with new experiences

The blind leading the blind is an age-old saying used to describe a situation where someone is trying to show someone else how to do something that they do not know how to do themselves.

This saying, however, is no longer relevant, according to some, as blindness is not a disability but a tool that can be used effectively in the corporate world.

Dialogue in the Dark business workshops provide trainees with new experiences as they will not be able to see in the dark.

Originally founded in Germany, Dialogue in the Dark has reached 30 countries and more than 130 cities across Asia, Europe, the Middle East and the Americas since 1988.

Over 7 million visitors worldwide have experienced what it means to hear, smell, taste and touch things without being able to see them.

"The concept of Dialogue in the Dark is simple — during the business workshops and other events, participants rely on professional trainers who are visually impaired to guide them in total darkness."

"A debriefing session lead by a certified coach completes the experience," said Dialogue in the Dark Worldwide director of dark operations Daniela Dimitrova.

"The workshop activities provide an innovative and powerful tool for human resource development, reinforcing a collaborative mindset and emotional intelligence," Dimitrova, who lost her eyesight at the age of six, added.

Her blindness did not stop her from picking up two postgraduate degrees.

Participants in the workshop will face the experience of temporarily losing the most dominant sense — sight — which results in a dramatic slowdown of everyday routines.

This unknown environment confuses and sensitises in equal measure, provoking sustainable thought processes and fueling innovation.

Reaching one's limits in the dark leads to a tangible experience of emotional intelligence and social competence.

"Participants experience themselves and others in complete darkness where they are challenged with solving tasks in groups."

"The workshops are emotionally challenging, cognitively demanding. The visually impaired are experts in non-visual perception, create a learning atmosphere of authenticity, empathy and openness," Dimitrova explained.

Thousands of blind guides and trainers have found employment through Dialogue in the Dark. Beside the exhibition, a workshop format has been worked out for human resource development and organisational learning.

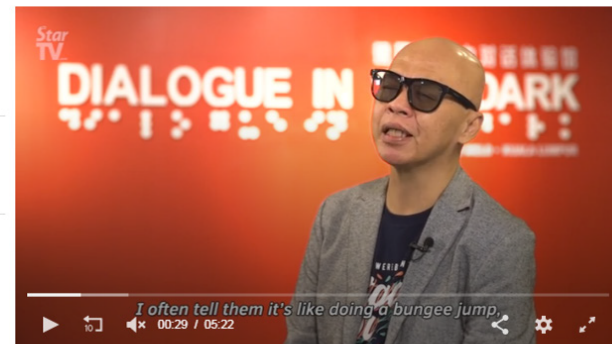
The workshops are meanwhile successfully implemented in numerous international corporations and develop communication, team-building and leadership skills.

On a mission to empower the blind

NATION

Wednesday, 02 Oct 2019

By FATIMAH ZAINAL



KUALA LUMPUR: It's like doing a bungee jump that never stops.

Into the darkness filters light of hope

Dialogue in the Dark hopes to reach out to corporations with thought-provoking programmes for the sighted

→ **CONSUMER** — Dialogue in the Dark, a global organisation that provides workshops for the visually impaired, is expanding its reach to corporations with thought-provoking programmes for the sighted.



Dialogue in the Dark (DID) is a global organisation that provides workshops for the visually impaired. It is expanding its reach to corporations with thought-provoking programmes for the sighted.



Local consultant shows the way

Steven Chan, armed with an O-level certificate, started a consultancy firm in the early 2000s. In 2002, however, disaster struck, as Chan was diagnosed with glaucoma, a degenerative eye disease.

But he was determined to live on his own terms. In 2007, he had lost his vision entirely.

Chan took it a step further, starting a training academy to empower and train the visually impaired and PWD (persons with disabilities) community to be entrepreneurs. DID MY Academy has trained over 300 blind and partially sighted people since its inception in 2011.

The target beneficiaries receive training at DID Malaysia's various schools. They are equipped with communication, linguistic and public relations skills. In addition, there are options to take up training courses for aromatherapy, urban farming, telemarketing and virtual tourism, among others.

All that glitters is GOLD

The Association of Learning Disabilities (ALD), a non-profit organisation, has been promoting the employment of people with learning disabilities (PWD) since its inception in 1994.

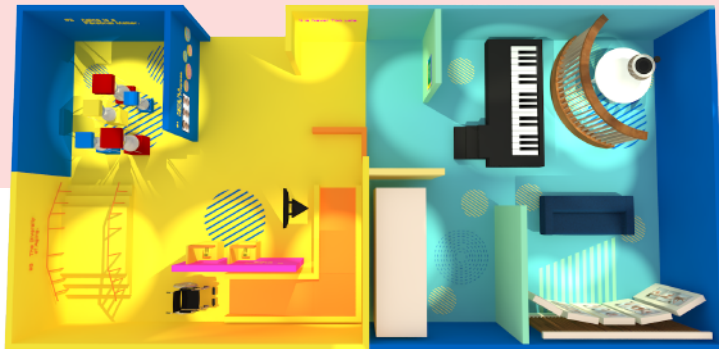
GOLD provides supported employment and inclusive vocational training for people with a range of disabilities (PWD). It works to empower PWD to take control of their lives and become contributing and active members of their local communities.

PWD are exposed to vocational training skills, all of which will form the foundation of their lives and careers.

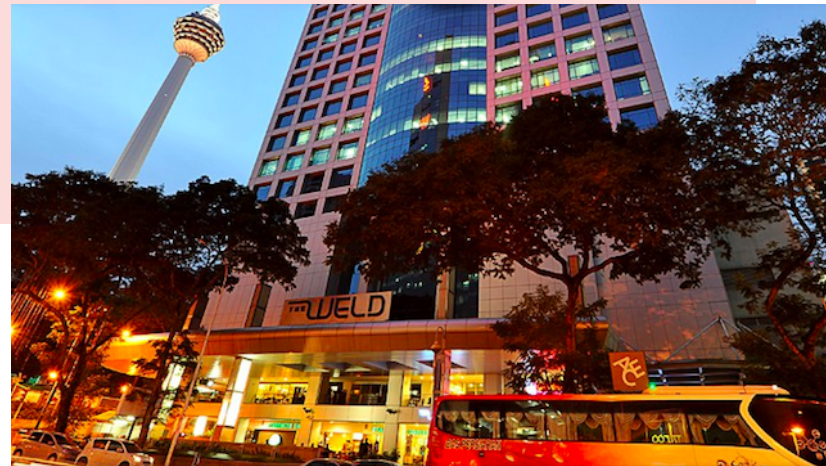
GOLD's core activities include the provision of rehabilitation and employment experiences, and handmade packaging suitable for doing good. In order to be sustainable, GOLD provides such in order to be sustainable. GOLD provides such in order to be sustainable.



19. DIA - Possible Venue



**DIA All Experience Room*



**The WELD Kuala Lumpur*



20. Contact

DID MY Academy Sdn Bhd

Stevens Chan

012.203.5410

THANK YOU.