

MEDIA CLIPPING

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Grand-Flo bids for 5 Thai jobs

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GRAND-FLO Solution Bhd, an information technology firm, is currently bidding for at least five government projects in Thailand worth some RM100 million.

Its group president Derrick Tan said Grand-Flo submitted bids late last year and expects to know results before the end of this year.

"These projects are some of the several projects we are eyeing for this year. So far, things are looking promising for us," he said.

It is also eyeing projects in other countries within the region.

Grand-Flo specialises in helping other companies track their goods with barcodes. It provides equip-

ment like barcode printers and scanners as well as computer systems to support the service.

The company had a good year in 2010, with net profit more than doubling to RM7.32 million and revenue surging 48 per cent to RM68.69 million.

The increases was contributed by stronger performance of its barcode business and its labels business in Malaysia and Hong Kong.

With existing orders and optimism of clinching several new projects in 2011, Grand-Flo should be busy for more than a year.

However, Tan declined to disclose the total value of Grand-Flo's current order book when asked during an interview with Business Times in Kuala Lumpur recently.



Things are looking promising for Grand-Flo, says Tan. The company is also eyeing projects in other countries in the region.

Malaysia now makes up a bulk of the company's business with 66 per cent contribution, while the rest are derived from overseas markets.

Some 80 per cent of its business comes from the private sector, while government-linked companies make up the rest.

Grand-Flo has offices in Malaysia, Singapore, Thailand, Vietnam

and China and presence via value-added re-sellers in Indonesia and the Philippines.

The company's experience spans more than 10 years in the industry and is leading players both in Malaysia and Thailand, with 40 per cent and 30 per cent of market share respectively.

"We expect to see revenue contribution to be even as we continue

to strengthen our position in the market," Tan said, noting that Pos Malaysia Bhd is the latest addition to its clientele.

ACE Market-listed Grand-Flo, which aims to move to the Main Market of Bursa Malaysia soon, also plans to strengthen new segments to further improve its revenue stream, namely in healthcare and the public sector.