
MEDIA CLIPPING

Client :	Grand Flo Solution	Date :	14 August 2009
Media :	Business Times (Online)	Section :	Business
Language :	English		

Grand Flo Thai unit buys E-Tech

GRAND Flo Solution Bhd's associate company in Thailand, Simat Technologies Public Company Limited, is acquiring 60 per cent stake in Malaysian information technology provider E-Tech IT Sdn Bhd for RM6.6 million.

E-Tech is a provider of IT infrastructure and point of sales systems (POS) in Malaysia and Singapore. It is an authorised distributor for many leading IT hardware brand names such as IBM and Lenovo.

"E-Tech's focus in the provision of IT infrastructure and POS systems complements the group's existing tracking solutions business well.

"We believe that the inclusion of E-Tech into the Grand-Flo group will bring synergistic growth in many ways," said Grand-Flo group president and managing director Derrick Tan said in a statement today.

"As a group, the acquisition of E-Tech brings cross-marketing opportunities, where the group can now offer IT infrastructure together with its tracking solutions which will make for greater convenience for our customers under one roof.

"On a whole, this would add positively to the group's value proposition as a total tracking solution provider," he added.

ACE Market-listed Grand-Flo is one of the leading tracking solutions providers in Malaysia, Thailand, Vietnam, Hong Kong and China, and has a broad product offering of tracking solutions ranging from software, hardware to barcode labels.

Its 36.75 per cent associate Simat is listed on Thai's Market of Alternative Investment. It provides tracking solutions and barcode labels and distributes POS systems and IT infrastructure.

Under the terms of the sale and purchase agreement, E-Tech would provide a post-tax profit guarantee of RM4 million over a two-year period.

Pending approval of Simat shareholders, the acquisition will be satisfied with cash in three tranches over the two-year profit guarantee period. - Bernama

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Client :	Grand Flo Solution	Date :	14 August 2009
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Grand-Flo group to buy 60% of Thai IT solution provider

KUALA LUMPUR: Grand-Flo Solution Bhd's 36.75% associate company in Thailand, Simat Technologies Public Company Ltd, is buying a 60% stake comprising 2.4 million shares of RM1 each in integrated IT solution provider, E-Tech, for RM6.6 million cash, which comes with a profit guarantee.

Grand-Flo said yesterday Simat had entered into a share acquisition agreement with Low Kean Huat, Ling Chee Kiat and Wong Teck Wai to acquire the stake from Low and Ling.

It said E-Tech, established in

1997, was a reputable provider of IT infrastructure and point of sales systems in Malaysia and Singapore, and the authorised distributor for many leading IT hardware brand names such as IBM and Lenovo. E-Tech holds a 60% stake in E-Tech IT Solution Pte Ltd and 40% of Zeal Systems Sdn Bhd.

Grand-Flo said E-Tech would provide a net profit guarantee of RM4 million over a two-year period and the acquisition price would be paid in three tranches.

Grand-Flo group president and managing director, and Simat ex-

ecutive chairman, Derrick Tan, said: "E-Tech's focus in the provision of IT infrastructure, and POS systems complement the group's existing tracking solutions business well.

"The acquisition of E-Tech brings cross-marketing opportunities where the group can now offer IT infrastructure together with its tracking solutions which will make for greater convenience for our customers under one roof. On a whole, this would add positively to the group's value proposition as a total tracking solutions provider."

Grand-Flo claims to be one of the leading tracking solutions providers in Malaysia, Thailand, Vietnam, Hong Kong and China, and has a broad product offering of tracking solutions ranging from software, hardware to barcode labels.

Simat, which is listed on the Market of Alternative Investment of the Thailand Stock Exchange, is in the business of providing tracking solutions, barcode labels as well as the distribution of POS systems and IT infrastructure. The acquisition is expected to be completed by the first quarter of 2010.

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Client :	Grand Flo Solution	Date :	14 August 2009
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Language :	English		

► **Grand-Flo buying into E-Tech for RM7m**

GRAND-FLO Solution Bhd 36.75% associate firm Simat Technologies Public Co Ltd is buying 2.4 million shares or 60% of E-Tech IT Sdn Bhd for RM6.6 million payable in three tranches from vendors. E-Tech is an IT solutions provider. In a filing to Bursa Malaysia yesterday, Grand-Flo said the stake buy in E-Tech would add the latter's industry expertise and established product portfolio into the company's existing business, enabling it to leverage on the combined experience and bring higher value-added solutions to its customers. It said that, specifically for Simat, the proposed exercise would strengthen and expand its existing IT solutions business.