

**MEDIA CLIPPING**

<b>Client :</b>	<b>Unimech Group Berhad</b>	<b>Date :</b>	<b>23 June 2010</b>
<b>Media :</b>	<b>The Star</b>	<b>Section :</b>	<b>Business</b>
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## Unimech to grow overseas revenue contribution to 30%

By **DAVID TAN**  
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**GEORGE TOWN:** Unimech Group Bhd is targeting for its overseas business to contribute over 30% to its revenue this year from 22% last year.

The company planned to do this by setting up by year-end six new marketing and distribution offices in Indonesia, which was now its largest and fastest growing foreign market, said executive chairman Datuk Lim Cheah Chooi (pic).

"Our customers in Indonesia are from the palm oil mills, marine industry and petrochemical sector. We also plan to set up soon a new marketing and distribution office in Chengdu.

"We will spend an initial RM5mil for this overseas expansion exercise," he said after the company AGM yesterday.



Indonesia, which was entering a phase of rapid development and industrialisation, presented vast potential for Unimech to tap, he added.

The group now has 14 offices in Indonesia and two in China, located in Shanghai and Beijing.

Lim said in the near future, the group was looking at the markets in Thailand, Cambodia, Vietnam and Saudi Arabia.

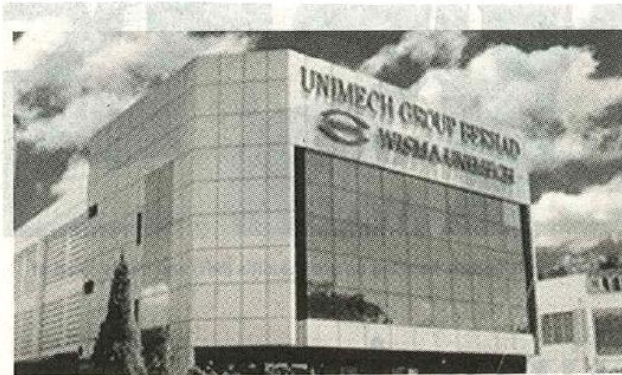
Locally, the group's water valves and pump solutions were becoming significant revenue generators, he said.

With manufacturing plants in Tianjin, China and Seberang Prai, Penang, Unimech produces valves under the six brandnames of *Arita*, *Unijin*, *Q-flex*, *SVR*, *Iconic* and *Sanitario*.

For the year ended Dec 31, Unimech posted a net profit of RM13.34mil on revenue of RM119.9mil compared with RM13.3mil and RM123.6mil respectively in the previous year.

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Indonesia is Unimech's fastest-growing overseas market

## Unimech looks to more revenue from Indonesia

**By Marina Emmanuel**  
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**PENANG-BASED** Unimech Group Bhd is targeting to double the revenue of its Indonesian operations in three years.

The manufacturer of industrial valves, fittings and instrument gauges has earmarked RM5 million capital expenditure for the group this year and may plough about half of that into its Indonesian business.

"In expanding our sales and marketing network in Indonesia where we currently have 14 offices, we are looking at increasing this figure to 20 offices this year," Unimech executive director and group general manager Sim Yee Fuan told reporters after its annual shareholder meeting in Penang yesterday.

Also present was Unimech executive chairman and managing director Datuk Lim Cheah Chooi.

Unimech, through 85 per cent-owned PT Arita Prima Indonesia, has a presence in north and central Jakarta, Surabaya, Pekanbaru, Pontianak, Batam, Semarang, Solo, Sampit, Jambi, Medan, Palembang, Glodok and Padang.

In the fiscal year ended December 31 2009, Indonesia accounted for 43 per cent of the

group's overseas revenue of RM33.6 million, which is about 28 per cent of the group's revenue of RM120.1 million.

Sim said the new offices will be set up in cities like East Kalimantan, Padang, Bandung and Lampung.

"Indonesia has become our largest and fastest-growing foreign market since our 2009 fiscal year, with a 10 per cent year-on-year increase even during the challenging economic climate in the region," said Lim.

"While Indonesia is not a new market to the group, we believe that there is much potential for us to tap given that the country is entering a phase of rapid development and industrialisation," he added.

Unimech is a one-stop provider of heat-generation equipment and heat, ventilation and air-conditioning systems along with related piping systems comprising industrial valves, fittings and instrument gauges.

Its manufacturing facilities in Seberang Prai on mainland Penang and in China produce items under its six brand names of Arita, Unijin, Q-Flex, SVR, Iconic and Sanitario.

Lim said that while Indonesia will remain its immediate focus, Unimech plans to expand its business to Thailand, Vietnam and the Middle East over the next five years.



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## Unimech looks to grow Indonesian business

by **Regina William**  
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GEORGETOWN: Unimech Group Berhad (Unimech), a leading manufacturer of industrial valves, fittings and instrumental gauges, is looking to grow its Indonesian market this year from its present 14 locations to 20.

Unimech executive chairman and managing director Datuk Lim Cheah Chooi said Indonesia has now become Unimech's largest and fastest-growing foreign market in 2009, with a 10% increase year-on-year despite the challenging economic climate.

In 2009, Indonesia accounted for 43% of the group's total foreign revenue of RM33.6 million, comprising about 28% of the groups annual revenue of RM120.1 million.

Unimech, through 85%-owned PT Arita Prima Indonesia, is currently located in Jakarta Utara, Jakarta Tengah, Surabaya, Pekanbaru, Pontianak, Batam, Semarang, Solo, Sampit, Jambi, Medan, Palembang, Glodok and Padang.

Most of its customers are from the palm oil mills, dealers and marine industries.

After the company's AGM here, Lim said RM5 million in working capital will be allocated this year to expand its marketing network in Indonesia and also in Shanghai, Beijing and Chengdu in China, and Thailand.

"While Indonesia is not a new market to the group, we believe there is much more potential for us to tap into, given that the country is entering into a rapid phase of development and industrialisation," he said.

Lim said moving forward, the company would focus its efforts on growing its sales in Indonesia by strengthening its distribution channels and broadening its product range.

"Our target is to double the turnover from Indonesia in three years," Lim said.

He added that Unimech would also develop new markets and targets to increase its presence in the oil and gas and marine shipbuilding sectors.

The one stop provider of heating generation equipment, heat, ventilation and air-conditioning systems and relating piping systems has manufacturing facilities in Malaysia and China, and produces six of its own products under its own brand names which are popular among industrial users. The six brands are Arita, Unijin, Q-Flex, SVR, Iconic and Sanitario.

It has a strong distribution network in Malaysia and the region, serving over 5,000 customers across wide-ranging industries.

Lim said Unimech will also expand its product range including harnessing its acquisition of MET Motion Holding Sdn Bhd, an entity involved in providing pump solution systems by adding control and automated valves, among others.

He added that Unimech would also continue to explore expanding its business via acquisitions as has been its strategy in the past to grow the business even quicker and enhancing shareholders value.

The company recently announced the group's dividend policy to pay 30% of the group's net profit to shareholders as dividends.

Unimech ended trading yesterday unchanged at 82 sen.

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**“Revenue to double in three years;  
Unimech expects (this from) Indonesian business”**

## 聯合機械冀印尼業務 營業額3年翻倍

(檳城22日訊) 聯合機械 (UNIMECH, 7091, 主要板貿易) 放眼來自印尼業務的營業額, 可在3年內增倍。

該公司透過85%持股的子公司 PT Arita Prima Indonesia, 在印尼14個地區設有業務。

在2009財年, 印尼占公司海外總營業額約43%, 相等于3360萬令吉; 公司上財年1億2010萬令吉的營業額, 印尼業務占了28%。

聯合機械執行主席兼董事經理拿督林嘉水指出, 印尼正晉入快速發展和工業化的階段,

相信當地市場仍有許多發展潛能。

“印尼已是公司最大和成長最快速的海外市場, 在區域經濟環境艱鉅之際, 仍錄得10%按年成長率。”

他指出, 公司未來將專注推動印尼業務的銷量, 加強分銷網絡和擴大產品種類。

“我們希望, 來自印尼的營業額可在3年內增倍。”

聯合機械在大馬和中國的廠房, 生產旗下6項品牌的機械產品。