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# George Kent aims for more projects

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**KUALA LUMPUR:** George Kent (M) Bhd, which is reportedly bidding for the Klang Valley Light Rail Transit Line 3 (LRT3) contract together Malaysian Resources Corp Bhd (MRCB), is looking at increasing its order book of more than RM1 billion currently.

“As of now, we have an order book of RM1.2 billion and we are looking for opportunities to raise that,” said George Kent executive director Bernie Ooi.

He said the group is bidding for several hospital, water treatment and water sewage projects with potential acquisitions, in line with its business strategy.

The firm, which is the leader in the local engineering field with more than 50 per cent market share, is also looking to expand its Asean reach by venturing into the untapped market of automated meter reading (AMR).

“There is market potential for AMR as there is growing environmental concerns globally. The technology may take a while to be accepted in Malaysia but we believe it will take off in Singapore,” Ooi said at a briefing on the company’s financial results, here, yesterday.

In the fourth quarter ended January 31 2015, George Kent reported

RM8.27 million net profit on the back of RM117.23 million revenue. In the previous corresponding period, the group posted RM18.48 million net profit and RM266.81 million revenue.

The MRCB-George Kent consortium is one of six entities that had been reported as the front-runners for the project delivery partner role in the RM9 billion LRT3 project.

The decision is expected by June, while the construction of the project is anticipated to start by year-end.

On George Kent’s previously announced intention to venture into the oil and gas (O&G) field, Ooi said it will not be doing it soon, given the prevailing soft O&G environment.

He said George Kent’s revenue generator is split between its engineering segment (infrastructure investment, water and construction) and metering (manufacturing, meters and industrial product) at a 70:30 ratio.

“Our biggest contributor within the engineering segment is the Ampang line extension systems package, which was awarded to us in July 2012 by Prasarana Negara Bhd.”

For the full-year, the company’s metering export’s segment grew by 55 per cent, underlining its capability as a high growth segment within the group.