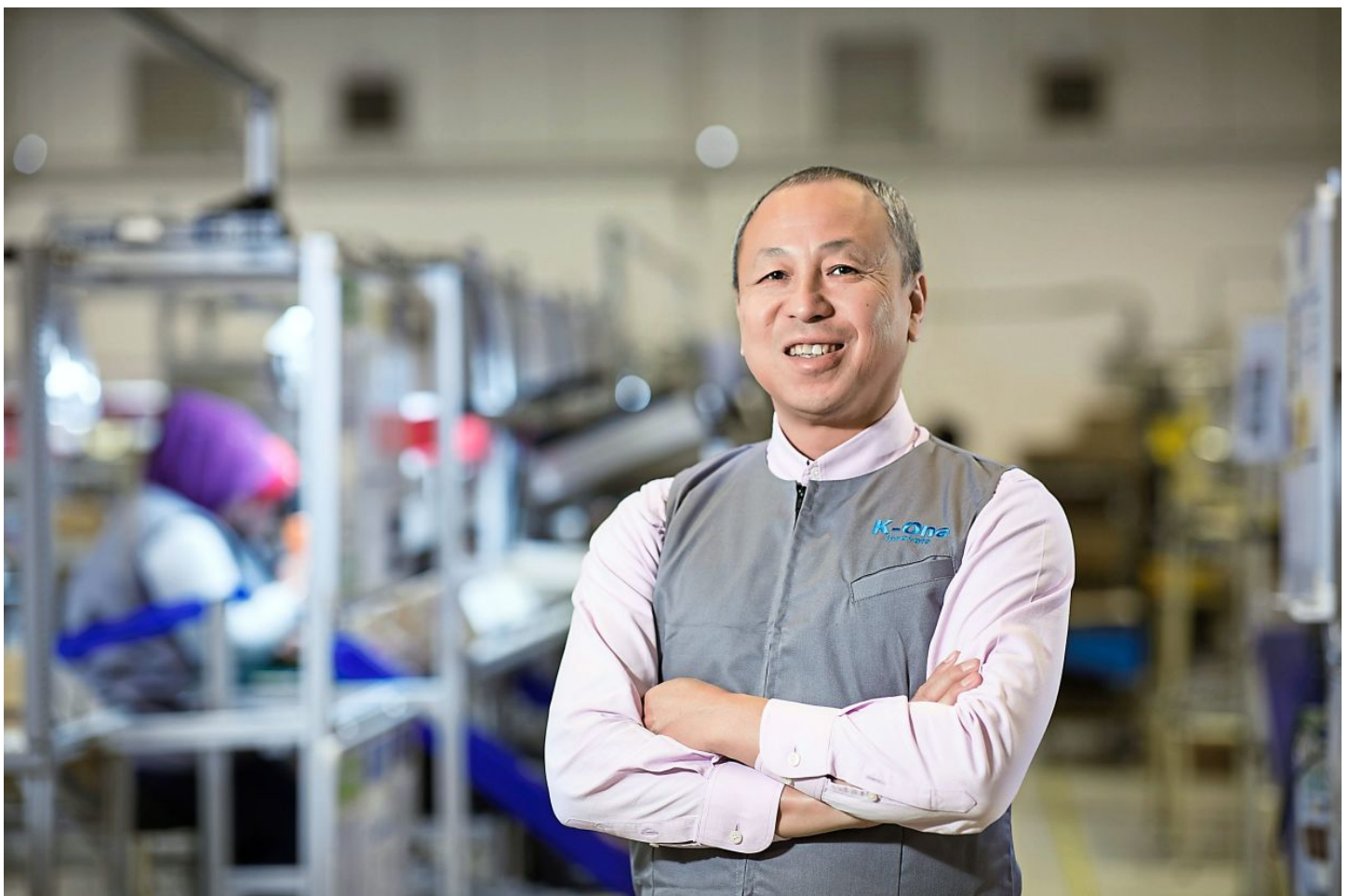


# Steady focus on expansion plans



## CORPORATE NEWS

Wednesday, 01 Sep 2021



Positive note: The company expects that the overall sales of both the EMS and cloud businesses will be trending higher for the remainder of 2021, says Lim.

KUALA LUMPUR: Technology solutions provider [K-One Technology Bhd](#)  is cautiously



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services (EMS) and cloud computing – could trend higher for the remainder of the year, barring unforeseen circumstances, said its chief executive officer Datuk Martin Lim.

A silver award winner in the electrical and electronics category for mid-tier companies in the Export Excellence Awards (EEA) 2019, K-One delivered RM66mil in sales for first half (H1) 2021, an 84% increase from the RM36mil in the corresponding period last year.

For its EMS business, the company is looking to ramp up its original equipment manufacturing (OEM) services with an increasing medical and healthcare sector bias, in addition to producing Covid-19 Rapid Antigen Saliva test kits for an OEM customer and various new healthcare devices for new and existing overseas customers, which will commence in the next few months in H2 2021.

Lim said K-One's EMS for the consumer electronics, industrial and Internet of Things sectors is seeing a rebound in orders from existing customers as economic recovery takes hold globally, albeit at an uneven pace.



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At the same time, K-One is participating in virtual exhibitions and leveraging other electronic means to reach out to new customers due to the current international movement restrictions.

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“So far, this new mode of engaging potential customers has been promising, in particular, pitching to divert United States manufacturing from China to Malaysia, in view of the continuing trade friction between the two economic giants,” he said.

As for its cloud business, the company anticipates that the trend of increasing cloud investment will gain momentum moving forward, which its wholly-owned subsidiary G-Asia Pacific (GAP) is well-positioned to capitalise on.

He added, “GAP is in a good position to garner its fair share and maximise sales growth in the territories of Malaysia, Singapore and Indonesia, in which it is steadily represented.”

Moreover, GAP’s recent promotion to a Google Premier Partner and its recognition as the 2021 Amazon Web Services (AWS) Consulting Partner of the Year (Malaysia) at the July AWS Partner Summit provides endorsement that it will leverage on to win large customers in Malaysia and Asean, especially with the growth of the local cloud business market, given a boost by the Feb 19 launch of the MyDigital initiative and the Malaysia Digital Economy Blueprint.



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Agility in crisis: K-One was quick to seize the opportunity to extend its healthcare and medical business to original brand manufacturing medical devices to meet market demand.

Aside from these two primary business drivers, K-One is also focusing on its emerging original brand manufacturing (OBM) medical devices business.

The company embarked on its OBM medical devices, such as nasal and oral swabs and ventilators, at the onset of the pandemic in early 2020 as it seized the new business opportunity to capture the intense demand caused by Covid-19 for specific healthcare supplies.

Currently, it is targeting to increase the range of its product portfolio to include medical and healthcare consumables for manufacturing and distribution.

K-One has also recently received the Medical Device Authority's approval to distribute low dead-volume syringes for Covid-19 vaccinations, while it has been offered crucial support in taking the development and manufacturing of its Nasa-JPL ventilator to the next level.



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“As an entrepreneur/exporter, we need to be agile, quick to adapt and seize new business opportunities. We also learnt that being prudent and keeping sufficient cash with no debt put us in a comfortable position to grab growth opportunities, either by organic growth or taking on acquisitions during the past year, amidst a cash-strapped and choked global economy,” he shared.

K-One’s EEA 2019 award win is in recognition of its excellent export track record and has helped boost the morale of its employees.

Lim said, “Our employees take pride in working for a notable export-oriented company. It [also] assisted us to retain staff and attracted high-calibre candidates wanting to join the company.

“There has been too much doom and gloom in the news since the onset of the pandemic. Our advice to potential participants is not to hesitate, but to participate as participation itself is good enough to cheer up employees in such challenging times.

“If you win, it is a bonus and a great morale booster for the company and staff.”

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Those keen to apply for EEA 2021 can visit [exportawards.com.my](http://exportawards.com.my), contact Victor at [victorcheong@thestar.com.my](mailto:victorcheong@thestar.com.my) or Jency at [jencyjohn@thestar.com.my](mailto:jencyjohn@thestar.com.my).

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