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BY SUPRIYA SURENDRAN

KUALA LUMPUR: BSL Corp Bhd aims to be a one-stop provider for electronic manufacturing services (EMS) for its customers, providing its core competencies of in-house metal stamping, printed circuit board (PCB) assembly and fabrication and forging services.

The group is targeting a 10% revenue contribution from EMS for its financial year ending Aug 31, 2018 (FY18), according to its chief executive officer Richard Ngiam Tee Wee.

At present the group derives revenue contribution from its metal, PCB assembly and forging services separately. But with the move into EMS, the group will be a comprehensive solutions provider for its customers, who are mostly manufacturers of home electronic appliances such as televisions, air conditioners, fans, microwaves and water heaters.

Ngiam said the group has been wanting to transition into a full EMS provider for some time now.

"For us, we would like to think it is a natural [progression] into EMS as the stamping industry is already at the mature growth stage. We are already doing certain module assembly or partially completed assembly to be sent to customers to put into their final products.

"So now, we have decided to take the next step and move into the final product as well," said Ngiam in an interview with *The Edge Financial Daily*.

Logistics was a deterrent in the past to its EMS venture as BSL's factories were located in different locations. But over the years, the group has worked on centralising its operations at its factory in Batu Arang, Rawang.

"We were not terribly successful in the past as our sister companies were located in Klang and in Selayang Baru. But now, we have put them together in one location.

"We hope our customers would be able to see that from their end; product development would be easier as all these components are now in one location. For us, the [pricing] of our products would be more competitive as we can [save on transportation] costs," he said.

BSL has moved its precision stamped metal parts unit, which was previously located in Selayang, to its Rawang factory in 2009. Its PCB assembly operations under its subsidiary Crestronics (M) Sdn Bhd in Klang were also relocated to Rawang in 2013. The group then sold Crestronics' Klang land, office and factory to Top Glove Group last year for RM9.88 million.

In the nine months ended May 31, 2017 (9MFY17), precision stamping and tooling remained BSL's largest revenue contributor, at about 81%, while renewable energy (RE) contributed about 14%.

"RE is something we started over a year ago as we have always been interested in products which are

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