GUH has unbilled sales of RM100mil

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GEORGE TOWN: GUH Holdings Bhd has generated unbilled sales of about RM100mil for its water and wastewater treatment business for fiscal year 2015.

Group managing director Datuk Kenneth H'ng told *StarBiz* that the amount included new contracts secured for 2015.

"The amount is more than the RM85mil of unbilled sales for the same period of 2014," H'ng added.

"For 2016, the contribution from the division is projected to be more than 15%, compared with less than 10% in 2015, due to the higher construction progress of water projects.

"We are now tendering for 10 water and wastewater projects with an approximate value of RM1.6bil. We expect to secure some of these projects in this 2016 fiscal year," he said.

On its printed circuit board (PCB) business, H'ng said the value of orders secured and to be secured was approximately RM55mil for the facilities in Penang and Suzhou, China, compared with RM47mil achieved in the previous year corresponding period.

"The Suzhou plant is the larger contributor of the two, generating around 55% to 60% of the revenue of PCB's division in 2015, while the Penang facility generates the remaining.

"Automotive, home appliances, electronic components and TV, video, visual, and audio segments are the key markets for the PCB products," he said.

On its property division, GUH expected it to contribute about 15% to the group's revenue for 2016, up from about 7% in 2015, as it now has about 203 acres of land bank in Seremban and Penang.

In Seremban, the group still has about 140 acres of land bank, while in Penang, the group has 46.2 acres in Simpang Amat, and 17 acres in Sungai Bakap.

On its upcoming project on a 46.2acre land in Simpang Ampat, the group is still in the re-planning stage, according to H'ng.

H'ng added the group was looking at developing the land with commercial and residential components including affordable housing projects, which may take about eight to 10 years to complete.

"In Sungai Bakap, the group is planning a light industrial park and hopefully the project can be launched in second half FY2016/first half FY2017.

"The lands are strategically located in South Seberang Perai, where the Batu Kawan Industrial Park is being developed.

"With an increasing number of local and multinational companies announcing plans to set up factories in the district over the next few years, we believed that there will be growing demand for light industrial factories from small-and-medium-sized suppliers who would want to be located close to their customers.

"The project may not contribute significantly in 2016, but it is expected to contribute positively to the future earnings of the group," he said.