

Mesiniaga bids for RM500m projects

BY SHILING WOON

MESINIAGA Bhd is bidding for projects worth RM500mil this year, said chief executive officer Mohamed Wan Fusil.

"Half the projects we are bidding for are from the Government sector, 49% from the public sector and the remainder from financial institutions and the manufacturing sector," he said after the company's AGM in Subang Jaya yesterday.

The company had changed its core business to the provision of information technology (IT) services from the IT product reseller business due to the higher margin on the IT services area as the IT product reseller business slowed, he added.

Fusil said Mesiniaga shifted its business strategy to differentiate itself from its competitors.

He said the company expected IT services to contribute 50% to profit this year, up from 35%.



From left: Executive director and chief financial officer Mohd Puzi Ahmad, Wan Mohamed Fusil and Datuk Mohamad Zawawi

"Going forward, we will continue to pursue greater growth in our market share. We can accomplish this by maintaining an intense focus on results, capitalising on changing market trends, and continuing to listen to our customers," said independent non-executive director and chairman Datuk Mohamad Zawawi Ismail.