# BRIDGING BUSINESSES SINCE 1952

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# MESSAGE FROM GROUP MANAGING DIRECTOR



Since our beginning, nothing has been more representative of our organisation than our connection to our founder Dato' Chuah Saik Ang. He started earning a living as a tradesman in George Town, Penang, while he was still a teenager during the end of WWII. He was selling just about anything he could, from plantation equipment, to boat accessories and hardware supplies. He operated with integrity and respect, and formed good relationships with all his customers. Most importantly, it was his commitment and perseverance that led to his eventual success in establishing Hong Bee.

Fast-forward to the present day, Hong Bee is a third generation family-run group of companies, operating across a broad range of industries. I am proud to see how much Hong Bee has grown, not only in number of businesses but also in number of sectors, staff and expertise. We managed to get to where we are today by upholding our founder's legacy in all our operations and staying true to his values. Yet, I believe there still are many more milestones to achieve and that we would persevere any hardship to excel ourselves and tap into all our potentials.

As we expand our network through partnerships and market expansion, we understand that the key to building a business that lasts is to build relationships that last. On behalf of Hong Bee, I would like to thank all our customers and partners for their dedicated support over the past decades. In the future to come, we would give our best in all our endeavors, and work harder to increase our capabilities in driving forward our businesses as well as those of our clients and customers.

**Chuah Chuan Thye**Group Managing Director



## ABOUT US

Hong Bee is an independent family-run group of companies, offering a broad range of outstanding products, services and expertise in various industries and sectors. Established in 1952, with an uninterrupted business presence since, Hong Bee combines the knowledge and know-how of an established organisation of nearly 70 years, with the energy and passion of a start-up.

Our ever growing and expanding list of businesses serves a vast array of industries including construction materials, home appliances, FMCG products, alcoholic beverages, transportation, liquid petroleum gas and property development. In each industry, we provide comprehensive services and solutions backed by a commitment to exceptional service and product knowledge.

Over the last 70 years, Hong Bee's customers have grown to a sizeable 12,000 businesses and companies nationwide. Concurrently our product range has expanded to over 80 product lines and the Hong Bee branch network has grown steadily to 20 branches, spreading strategically across the country.

We provide for customers big and small and we are present, every day in the lives of millions of consumers across Malaysia. When you think of Hong Bee, you get vast industry and product knowledge that comes from a culture that values experience, supports growth and employs proficiency with every customer interaction.



Our biggest store facility has a span of over 90,000 sq. ft.

We have a dedicated team of 500 staff all across Malaysia.

## **OUR MISSION**

It is our main mission to continually improve the efficiency of our processes to better engage with the diverse requirements of the businesses we serve, as well as to grow our customer base by providing the best products and services in the industry.

## **OUR VALUES**

At Hong Bee, we believe in the importance of local relationships with the customers we provide. Their questions, requirements and problems form the basis of our commitment to supply them with consistent access to a broad range of quality products and services.

**Customer-Centric** 

### **Strong Relations**

We provide a foundation of competency in communication, and a deep commitment to develop strong customer relationships through longlasting partnerships with our suppliers.



### Integrity

We hold ourselves to the highest ethical standards in all that we do by engaging in mutually fair, responsible and beneficial arrangements with our suppliers. As for our customers, we are committed to ethical business practices, offering quality products in the market at their best value, and providing unparalleled customer service.



### **Trustworthy**

Hong Bee takes profound responsibility for the products, goods and brands we hold. In addition to establishing reliable services, we also ensure that all national quality standards have been defined and met by the products we represent.



### Sustainability

We actively keep up with concurrent market trends to better anticipate the industries' evolvement. This approach allows us to target a diverse range of activities and markets while helping us focus on the most promising sectors in order to sustain the Group's profitable growth over the long term.



## WHAT WE DO

Distribution

Retail

In-House Investments

Market Expansion

Hong Bee started out as a trading company and 70 years in the industry have given us a broad and detailed knowledge of the distribution channels in the markets. Our core business is in the distribution of construction materials, vehicle engines and batteries, fast moving consumer goods, alcoholic beverages, and liquid petroleum gas. As a national distributor with a strong ground presence, Hong Bee has a unique and dominant position as a national market leader in Business to Business (B to B), Business to Consumer (B to C), and Business to Government (B to G) distribution.

We have a network of 20 offices strategically located across Malaysia; ten warehouses in Peninsular Malaysia, and a fleet of lorries and trucks to back up our range of services and to guarantee efficient deliveries. Our warehouse for our construction materials is located in Bukit Minyak, Penang and boasts of over 60,000 sq. ft. facility, while our main warehouse for FMCG products in Gopeng, Ipoh spans up to 90,000 sq. ft., fully equipped with 6000 pallets space, a frozen cold room and a chill cold room.

Our products are accessible in many ways that are convenient for our customers: through national accounts and field sales representatives, telephone based representatives and showrooms. We handle over 1200 orders daily and have a wide distribution coverage, which includes more than 10,000 businesses, ranging from small local enterprises to big corporations.

At Hong Bee, our customers can leverage our large and comprehensive logistics and distribution infrastructure for cost-effective and efficient

services. For every transaction, we offer custom-made logistics solutions, uniquely tailored to each of our client's needs. Our all-inclusive services include:

- Credit facilities
- An in-depth knowledge of the local markets and proven capabilities in sales, marketing, branding and distribution
- A high visiting frequency from our skilled and dedicated sales team
- Key account staff to handle principal accounts
- Timely, conducive quotations with accurate documentations, dimensional drawings and logistics scheduling information (Construction Materials)
- Coordination with multiple parties and companies involved within a complex project (Construction Materials)
- Cash vans, concessionaire systems, wholesaler networks and stock-keeping units to handle all outlets (FMCG)
- Servicing our customers throughout the entire lifespan of our products (FMCG)

Guided by our company's vision, we aim to be the most efficient link between the principals and the customers by adding value in the distribution chain, through a broad knowledge of the customer needs and prospects of the principals. We enable our clients to reduce headcount, stock and debtor risks. At the same time, we empower our principals to improve service levels to their customers through improved coverage and higher call frequency, which we can offer through our economies of scale



We offer tailor-made logistics solutions for all our customers across Malaysia.

C H

DISTRIBUT

### **RETAIL**

### **Vehicles**

Our main business in retail is our dealership of Yamaha motorcycles. The year Hong Leong Yamaha Motor rolled out its first CKD Yamaha Street Model, RX100 in 1979, Hong Bee was appointed as the nation's first dealer for Yamaha motorcycles. To date, not only are we Malaysia's longest serving exclusive dealer for Yamaha motorcycles, we have also managed to be appointed, every year without fail, as one of Hong Leong Yamaha Motor's top 50 dealers.

Hong Bee currently owns two branches of Yamaha dealer shops in Penang with one of them being the first Yamaha Star Centre in Northern Malaysia. Hong Bee Motors Sdn. Bhd., a subsidiary of Hong Bee Group that overlooks our dealership businesses, runs the shops. The Yamaha Star Centre is a fully integrated Yamaha lifestyle shop offering amenities such as live stream events and quality Yamaha merchandise and accessories. As a Yamaha dealer, we are bound to the Yamaha Star Management System's promise to always provide an exclusive 3S – Sales, Service and Spare parts experience to all our customers. What that ensures is that we are able to provide the best after-sales service, using only genuine parts.

### **Tiles & Bathroom Solutions**

As an extension to our services in providing quality construction materials to development projects all over Malaysia, we also operate two showrooms; one at the entrance of our headquarters, Wisma Hong Bee, in George Town, Penang and the other in our Menglembu branch office in Ipoh, Perak. Our showrooms are one-stop centres for the ranges of tiles and sanitary wares we hold. Homeowners, contractors, designers and all other customers can come to us for reliable information and sound advice on our product range. We have high stock availability and can guarantee prompt delivery for all purchases. Most importantly, we are more than willing to attend to any complaints from our customers.

### Weld Quay Whisky

Our latest addition to our retail business is an exclusive liquor retail store. Weld Quay Whisky is named after its location, Weld Quay, which is one of George Town's busiest and most iconic streets, as well as the birthplace of Hong Bee. As the name indicates, the store specialises in whisky and it comes equipped with a private bar and lounge. Our customers are treated to an exclusive experience whether they are here to purchase some liquor or to sample some of our fine products during one of our whisky tasting events.





Weld Quay Whisky is located at Ground Floor, 49-H, Pengkalan Weld, 10300 George Town, Penang.



Hong Bee Motors is the first and longest serving Yamaha dealer in Malaysia.



We provide the best after-sales service for all Yamaha customers.

### IN-HOUSE INVESTMENTS

The industrial offer is increasingly moving towards an approach centered on the end user, transforming the traditional value chain. Therefore, while our main operation is in distribution of building materials, our proximity to our customers has brought us to venture into the line of supplying for their homes as well. Through the commitment and inventiveness of our people, Hong Bee leverages our vast network base and extensive distribution system, changes in market research and technology know-how, to deliver our own in-house brand of home appliances, Ecozy.

This venture is the result of a resourceful outsourcing initiative. Forming mutually beneficial partnerships with reliable manufacturing partners is a significant reservoir for our debut inhouse investment as it allows us to focus on our businesses while growing our brand presence.

In today's business environment, it is vital for us to align with our customers. Having our own product line gives us, and therefore our customers a competitive edge in our pricing without having to compromise the quality of products. With our customers' support, we believe that our knowledge and experience in trade marketing would enable us to take our products further to meet the demands of a complex market.



## MARKET EXPANSION



Keeping in line with the company's focus on sustainable growth, we at Hong Bee are constantly expanding our portfolio by venturing into new industries, seeking new alliances that will help add new value to the marketplace. In 2012, we formed mergers with Kiah Liong Sdn. Bhd., including its subsidiary, Kiah Liong Marketing Sdn. Bhd., as well as Talent Zone Sdn. Bhd.

Kiah Liong is one of Northern Malaysia's distributors and a local liquor manufacturer in Sungai Petani, Kedah. Some of their own products include Blue Jay Whisky, Battle Axe Brandy, Blu Ice Gin, Sanchez Tequila and Oscar Premium Vodka. The addition of this Kedah based operation further expands Hong Bee's territory and its portfolio of locally brewed liquor

Talent Zone is an FMCG distribution company based mostly in the Northern states. Their main products are the dairy products from Danone Dumex, and the irresistible treats from Mars Wrigley Confectionery, which include locals' favourite M&Ms, Snickers and Dove chocolates.

Kiah Liong and Talent Zone each has a proven track record of serving their customers well and being a market leader in their geographic region. We recognise the brand equity of the companies and are proud to include them under the Hong Bee umbrella.

MARKET EXPANSION

## OUR AREA OF BUSINESSES

**Construction Materials** 

**Home Appliances** 

**Liquid Petroleum Gas** 

**Fast Moving Consumer Goods** 

**Alcoholic Beverages** 

Vehicles

**Vehicle Parts and Accessories** 

**Property Development** 

## CONSTRUCTION MATERIALS

## CONSTRUCTION MATERIALS

Hong Bee started out as a trading partner, specialising in the trading of hardware and building materials. Product lines have constantly been updated and expanded since as we actively keep up with concurrent market trends to better anticipate the industries' evolvement. As of today, we are also a leading distributor in tiles and bathroom solutions.

Within the markets that we serve, our clients are diversified, from walk-in homeowners, hardware retailers to contractors and architects. Our project portfolios include dams and bridges, hospitals and health care facilities, educational institutions, government facilities, office buildings, as well as housing and residential projects.

### **Building Materials**

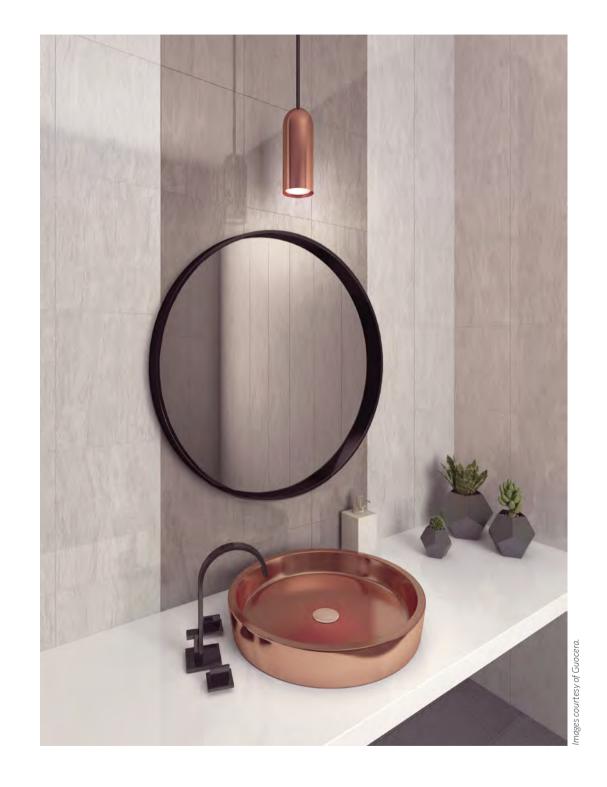
At Hong Bee, we are a complete source for every construction's materials. We provide over 100 products from the foundation piling, up to the roofing above the ceiling. Our products can be best categorised as below:

Steel
Structural Steel
Concrete
Cement / Bricks / Pavers

Drainage
Piping
Building System
Environmental Solutions
Geotechnical Solutions

Wood
Door Products
Frames
Roofing Products
Partitioning & Ceiling Products





### **Tiles & Bathroom Solutions**

Whether it is residential area, commercial space or public infrastructure, you can find Hong Bee's collection of floor and wall tiles as well as our bathroom products help to create inspirational environments in which people can live, work and play. We are the preferred partner for Guocera in Northern Malaysia and we also boast of a complete collection of porcelain, ceramic, terracotta and heritage tiles from many other leading global brands. The brands we hold are:

Guocera Terracotta / GNG MML Mondecera
Venus White Horse Venicera
Feruni Kimgres Niro

Today, Hong Bee is also a one-stop centre for bathroom solutions. Some of the brands we hold include Englefield, Reign, Claytan, Taka and Onimi Italia. Holding a thorough range of water closets, urinals, basins, shower closets, bathroom fixtures and sanitary accessories, we aim to streamline the purchasing experience for our customers in construction.

At Hong Bee, we partner with leading suppliers and manufacturers who meet or exceed all applicable industry standards. This makes us a diverse, in-depth resource for our customers. Working with our suppliers, we have been able to source a wide variety of materials our clients need while offering cost-effective, high quality and dependable products.



## HOME APPLIANCES

## LIQUID PETROLEUM GAS

### Ecozy

Our first ever in-house brand, Ecozy is focused on supplying quality forefront electrical home appliances affordable to the ASEAN region. Our first proprietary range of appliances was launched in 2012 and it consists of four models; each of energy-efficient, cost-saving industrial freezers, residential-use refrigerators and washing machines. Having established a presence in the local market, we are in the midst of investing in a new and improved range of washing machines and commercial-use refrigerators. We are also expanding our range of products to include industrial fans and kitchen appliances.

### **Torayvino**

Torayvino Household Water Purifier is the brainchild product range of Japan's Toray Industries Inc. The range of products include faucet mounted and counter top water filters, pitchers and de-chlorinating showerheads. Their purifying features were developed based on the same Toray Industries Inc.'s membrane technology used in dialyser to purify blood in the medical field. They feature advanced multilayer hollow fiber membrane filters which act to remove rust, bacteria, coliform bacilli, microorganisms and microscopic impurities from water and other liquid solutions without removing calcium, magnesium and other minerals essential to the human body. First launched in 1986, Torayvino has now become the No. 1 water purifier in Japan, having been sold over 100 million units worldwide.





The kitchen is usually where the magic happens, and that is especially true in our culture. Since 2000, Hong Bee has been providing kitchen households and food outlets in Penang with utility gas. We have been in partnership with Petronas Dagangan Berhad (PDB) – Malaysia's leading retailer and marketer of downstream oil and gas products for over 12 years, and at 40,000 cylinders of Liquid Petroleum Gas (LPG) distributed per month, we are one of PDB's premier dealers in George Town, Penang.



Our store in George Town, Penang is our longest standing warehouse having operated since the 60's.

LIQUID PETROLEUM O

## **FAST MOVING CONSUMER GOODS**

In business, Hong Bee is culturally evolving into an organisation that is open and ready to forge partnerships with new industries, to take everyone forward. With the exposure to distribution of alcoholic beverages, boosted by our merger with Talent Zone in year 2012, Hong Bee took a bold move into the venture of FMCG distribution.

While planning and allocating investments, big FMCG marketers need to relinquish more control to the local markets where consumers take the lead. This is where Hong Bee could provide as an ideal platform as we are the locally empowered folks on the front line who have the confidence to take risks, manage situations with agility and interpret our values as our customers see right.

Our business strategy is anchored in a way which revolves around purposes that our consumers and principals care about. To sustain the Group's long-term growth, we focus on the most promising markets, and key geographies. All our partnerships are forged through careful selection and together, we are now one of Northern Region's most reputable marketers in consumer products, carrying leading brands such as Nestlé, Danone Dumex, Mars Wrigley Confectionery, Coca-Cola, Yeo Hiap Seng and Vinda.

Our product range can be divided into three main categories:



### FOOD **HYGIENE PRODUCTS**

Beverages

**Dry Groceries** 

**Dairy Products** 

**Nutritional Products** Tissues Snacks & Confectionery Feminine Care **Incontinence Care Baby Care** 

### **PET CARE**

Pet Food **Pet Grooming Products** 



We focus on the most promising markets and key geographies and are now one of Northern Region's most reputable marketers in consumer products.

## **ALCOHOLIC BEVERAGES**

### Beer

Hong Bee is known for spreading cheers around the island as we are the sole distributor of Heineken Marketing Malaysia's products in Penang, selling over 50,000 hectolitres annually including labels such as Heineken, Tiger, Guinness, Anchor, Strongbow and Smirnoff.

### Wine

From estates rich in history and tradition such as Langguth in Germany and Chateâu wines from Bordeaux, France to innovative newcomer like Handpicked Wines from the coasts of Australia, our collection of wine celebrates the compelling stories of dedicated and passionate producers, with the utmost consideration to exceptional quality and value.

### **Spirits**

Whisky sours, gin and tonic, martinis, margaritas or even rum and diet coke; if the vast world of liquor has a single constant, it is diversity. Hong Bee understands this dynamic and recognises that to successfully represent our suppliers' products in the market, it demands a deep appreciation of their many subtleties. We believe what sets us apart in a largely generic market is the harbouring of a few hidden gems on top of the exclusive range of identifiable brands we hold. Brands which include The Balvenie, Glenfiddich, Hendrick's Gin, Martell, Hennessy, and Johnnie Walker, just to name a few. Our main imports, our own gems so to speak, include the exquisite A. de Fussigny Cognac from the banks of Charente River in France and Auchentoshan – single malt, triple distilled, brewed only in Glasgow. Not to mention, we hold the exclusive range of products from the renowned Beam Suntory distilleries who are known to own the industry's most extensive whisky portfolio.

### **Sake And Other Japanese Liquors**

Sake is to Japan as wine is to France with an equally long history to match. As the footprint of Japanese culture spread over the world, so did the appreciation for sake. Here at Hong Bee, our approach is deeply rooted in convictions such as demystifying the world of sake and showcasing the distinctiveness of categories, predominantly that of the Junmai (pure rice) variety. Alongside our range of sake, we also hold a variety of Japanese fruit liquors, namely Umeshu and Yuzushu.



We sell over 50,000 hectolitres of Heineken Marketing Malaysia's products annually.





We also offer bar services for all occasions. For more info, you can go to our Contact Us page to get in touch.

ALCOHOLIC BEVERAGI

### Yamaha Motorcycles

Yamaha sets the standard for mass production motorcycles that retain quality. The energy they direct towards fulfilling those expectations and the combination of their four core technical competencies (powertrains, chassis and hulls, electronic control and manufacturing) is what enables them to create unique products and new demand.

At Hong Bee, we are the exclusive dealers for the full extensive range of Yamaha models manufactured by Hong Leong Yamaha Motor Sdn. Bhd., the appointed official franchise holder for Yamaha in Malaysia. The models include five moped bikes, four automatic scooters and two street models, all of which were chosen specifically to meet the local demand of dual-purpose models for riding both on and off-road.

From the revolutionary lightweight, slim yet compact and mass-centralised R series in the super sports category, to the reliable and widely popular king of the streets moped bikes, and not to mention, the reinvented sporty urban scooters — Hong Leong Yamaha Motor retains Yamaha's passion for innovation by manufacturing products of exceptional value that enrich consumers' lives.



VEHICLES

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### VEHICLE PARTS AND ACCESSORIES



Our carried products are varied and designed to meet every conceivable market's needs, be it agricultural or recreational, transportation or watersports adventures.

### **Marine Engines**

In year 2005, we ventured to the seas with our first marine engine distribution. We were the master dealer for Mercury Marine products in Peninsular Malaysia and were awarded the most improved dealer by Brunswick Asia Pacific Group after just two years in the business. As of today, Hong Bee is extending our relationship with Hong Leong and Yamaha by being an exclusive dealer in Yamaha Marine outboard motor products in Peninsular Malaysia. We are also Malaysia's first importer of yet another leading global brand, Hyundai's inboard diesel engine.

From the compact, lightweight yet high power output two-stroke outboards to four-stroke engines that deliver superb fuel economy and cleaner emissions, Yamaha offers a range of options that include a variety of high-efficiency propellers to be used from lightweight speedboats to heavily loaded pontoon boats. For deep-water ventures that require more stability at a bigger horsepower and torque, the robustly designed Hyundai SeasAll units are specifically conceived as heavy-duty engines with the ability to serve the professional and commercial markets.

Our bases are mainly in Penang and Kuala Lumpur. However, we do have a team of technicians and a mobile marine workshop, which allow us to offer a complete range of maintenance and repair services to our customers throughout Peninsular Malaysia. Our carried products are varied and designed to meet every conceivable market's needs, be it agricultural or recreational, transportation or watersports adventures, inshore or offshore.

### **Automotive Batteries**

As we find ourselves in the currents of the rapid developments seen in automotive technologies, the knowledge we have acquired along with our wide-ranging business base has driven us to widen our foundation yet again. In 2015, we started selling automobile batteries including popular brands such as GP and Amaron.

As of 2018, Hong Bee has become the nation's first importer and sole distributor for NS Battery by Nipress, one of the leading automobile battery manufacturers in the region. Nipress responds to the dynamical needs of the industry with a number of leading energy solutions such as dry-charged, hybrid, and maintenance-free technology. Their products are recognised all over the world as they supply to 40 countries internationally and have standing partnerships with notable global brands such as Mercedes-Benz, Honda, Kia, Isuzu, Mitsubishi and Nissan.

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## | PROPERTY DEVELOPME

## PROPERTY DEVELOPMENT



Wisma Hong Bee was built in the early 80's and has been operating as our HQ since then.

In addition to its distribution profile, Hong Bee's investments are diversified within other industries, one of them being property development. Perumahan Menara and its subsidiary, Townside Developments are real estate development companies under the Hong Bee umbrella. It started out as a small real estate developer under the foresight of catering to Penang's booming development during and after the 1980's.

Over the years, to keep in line with Hong Bee's growing presence in the distribution business, Perumahan Menara's focus was decidedly fixed on catering to Hong Bee's proprietary needs. We helped expand our various businesses by buying land to build new branches as well as to overlook the property management of those real estates. Our proprietary projects include the headquarters of Hong Bee Group and Hong Bee Motors, and our three main warehouses in Penang.

Given the priority of Hong Bee's growth and development, we look forward to shepherding more projects to come in order to accommodate our expanding businesses.

## CONTACT US

## CONTACT

### Construction **Materials**

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### KIMSIK COMPANY SDN. BHD. (5473-M)

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### HONG BEE ENGINEERING SDN. BHD. (13425-A)

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### Home **Appliances**

### HONG BEE GLOBAL SDN. BHD. (1021270-W)

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### **Fast Moving Consumer Goods**

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### Alcoholic **Beverages**

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### Monde Cellar

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### Weld Quay Whisky

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### Kedah

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**Vehicles** 

### HONG BEE MOTORS SDN. BHD. (53710-W)

### Penang (Yamaha Star Centre)

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### **Vehicle Parts** & Accessories

### HONG BEE MOTORS SDN. BHD. (53710-W) MIDAS MARINE SDN. BHD. (1006267-K)

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