

# IMPACT



## TH TECHNOLOGIES MULLS LISTING POSSIBILITIES

*Tuan Haji Kamarul takes LTH subsidiary to new heights*

After almost five years helming TH Technologies Sdn Bhd, chief executive officer Tuan Haji Kamarul Baharin AlBakri, 40, is a fairly happy man.

In an exclusive interview with *Suara Roadcare*, the low-profile Haji Kamarul, who is also a director of Roadcare, says, "TH Technologies' bottom line is healthy. In fact, we are looking at direct or indirect listing possibilities."

TH Technologies posted a net profit of RM5 million and RM10 million respectively for the financial year ended December 2000 and 2001.

Haji Kamarul has no complaints about his company's 28% stake in Roadcare (M) Sdn Bhd

He says, "Although we are a minority shareholder, the return on our investment (in Roadcare) is good. We received a good dividend payout of between 20-25%." He adds that Roadcare is trying to build up its technical expertise and bid for some other packages.

According to Haji Kamarul, Roadcare's management has done very well. He says the company has performed, adding that at the end of the day, Roadcare should be better than where they were before.

The management has set a target for Roadcare to export its capability overseas. Says Tuan Haji Kamarul, "You will only realize whether you are capable to be a world-class player when you go overseas."

In tandem with growth, the TH Technologies CEO says its staff strength jumped five-fold from mere 40 in 1999 to 200 in 2002.

The United Kingdom accounting graduate has also been the CEO of Tabung Haji Universal Builders (THUB) since November last year.

Reason: TH Technologies' parent company Lembaga Tabung Haji decided to have only one construction and infrastructure company.

Currently in the midst of winding up, THUB will eventually be closed down. TH Technologies stands to gain from the rationalization plan as it will get the entire contracts work in three projects.

THUB is the main contractor for the Gemas Military Camp (RM400 million), Sungai Petani Hospital (RM200 million) and Tabung Haji Building in Johor Bahru (RM20 million).

As for the Gemas Military Camp, physical development has exceeded 18%. It is scheduled to be completed in 2004. It is also working on other hospital development besides Sungai Petani.

One thing is certain.

Haji Kamarul clearly enjoys his stint at TH Technologies. He says, "The challenge of building up a zero-based company has proven to be a good learning cycle and exposure for me. I was thrown at the deep end at a very young age. It has turned out to be something which I enjoy very much."

Born in Kuala Lumpur, Haji Kamarul was educated at the Victoria Institution. He did his first degree in Commerce and Accounting at UK's University of Birmingham. Subsequently he took his professional examination (ACCA) at Chart Foulks Lynch College, London.

After returning to Malaysia, he joined Arthur Anderson/HRM for five years before spending the next one and a half year with Arab Malaysian Merchant Bank. Described as a very devoted family man, Haji Kamarul is said to be very good with figures. Says an associate, "He is pretty tough. Once he has set his mind on something, he is quite firm."

Practising a hands-on management style, Haji Kamarul believes Islam encompasses everything. He says he is guided by the teachings of Prophet Muhammad (PBUH). He even religiously follows the Prophet's eating habits. For easy reference, he keeps a copy of the English translation of the classical work by Sayuti, entitled "Medicine of the Prophet." **SR**