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12.30pm: KLCI 1,324.11 (-6.15); FBM Emas 8,897.31 (-29.56); SBI 101.60 (-0.62); Up 275; Down 564; Unchanged 277; Volume: 1.

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led-spot.com**29-12-2006: Bright outlook for Focus Dynamics' LED lighting biz**

By Ashwin Raman

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Energy efficient solutions provider, Focus Dynamics Technology Bhd, is looking to expand its light emitting diodes (LED) business to account for 30% of revenue within the next two to three years.

Managing director, Kong Kwai Ching said on Dec 29 the company recently secured a RM100,000 project for LED cabinet lighting in a condominium.

Focus Dynamics was conducting research and development for more LED lighting products, he said at a press conference after its AGM in Kuala Lumpur.

LED business accounted for a minimal portion of the business as its core field is in energy efficient products and energy saving solutions for industrial and commercial applications.

"LED lighting produces the same amount of brightness as other sources of lighting but has a 100,000 hour life span," Kong said, adding LED lighting had low power consumption.

Kong said the company has sold and exported LED lighting to Mexico for street lighting in a municipal.

It was looking to supply LED lights for street lights and flood lights to local companies and was in talks with several cabinet manufacturers.

At the AGM, Focus Dynamics shareholders accepted the company's proposal to acquire DPC Industrial Systems Sdn Bhd for RM3.2 million.

Kong said the acquisition of DPC, which designs, installs and implements automation systems, would boost Focus Dynamics' revenue and net profit in the financial year ending Jan 31, 2007 (FY07).

For FY06, it posted a net profit of RM1.47 million on the back of RM9.37 million in revenue.

He said the company was currently in the midst of acquiring another company in the energy efficient product business and had targeted to complete it by the first quarter of next year.

On overseas developments, Kong said Focus Dynamics had secured major distributorships for energy-saving products in Thailand and Indonesia.

It was also close to concluding a joint venture with China's Wakong International Group to set up a production and sales plant in China.

He said the company's overseas market currently contributes 30% of its revenue but was confident it grow to over 50% in 2008.

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