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中華人民共和國香港特別行政區政府  
文化體育及旅遊局  
The Government of the Hong Kong Special Administrative Region  
Culture, Sports and Tourism Bureau

支持機構  
Supporting Organisations :



# 「色·式·識：灣區出發，盡顯世界色彩」啟動禮 暨 印刷新質生產力發展論壇

## Colour · Method · Master: GBA ReCreates the World's Colour



### 創新變革經驗之談

## Experience Sharing in the Road of Innovation and Change

Managing Director, Vivar Printing SDN BHD (Malaysia)  
Mr. Cheong Kok Wai

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# VIVAR PRINTING

A Journey Through  
Malaysia's Leading  
Printing Company



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01

# Introduction to Malaysia





# Malaysia

**Population**

32.4 Million

**Economic Growth**

+ 5.9%

**Manufacturing  
output**

**Production Costs**

+ 1.6%

**Unemployment**

3.3%

+ 5.9%

Reference from Department Of Statistics Malaysia (Jun 2024)



# Malaysia

**Industrial  
Production**

+ 5.0%

**Exports**

+ 8.4%

**Wholesale & Retail  
Trade**

+ 4.5%

**Imports**

+ 8.7%

**Inflation**

+2.0%

Reference from Department Of Statistics Malaysia (Jun 2024)

# Malaysia

## USA (Dollar, USD)

Latest

RM1 = \$0.23 | \$1 = RM4.43



## Hong Kong SAR (Dollar, HKD)

Latest

RM1 = \$1.76 | \$1 = RM0.57



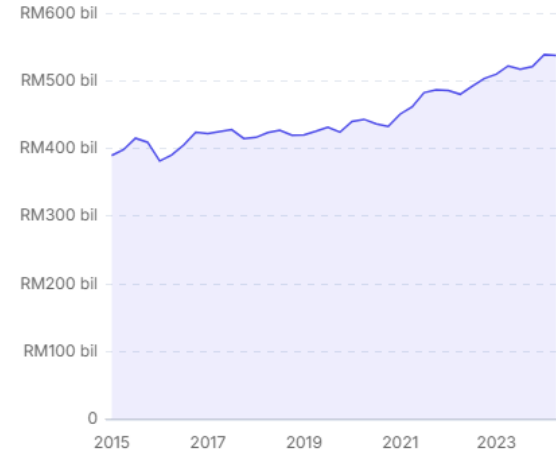
## Reserves

Latest (2Q 2024)

RM537.2 billion

QoQ change

-RM1.7 billion



Reference from Department Of Statistics Malaysia (Jun 2024)

**02**

# **Malaysia Printing Industry**





## : Sales Value of Manufacturing Sector By

Group Code	Industry Sector / Period	RM million					
		2019	2020	2021	2022	2023	2024
<b>18110</b>	<b>Printing</b>	10,119	9,369	9,749	10,953	11,353	6,236

## : Number of Paid Employees of

Group Code	Industry Sector / Period	Number of Paid Employees					
		2019	2020	2021	2022	2023	2024
<b>18110</b>	<b>Printing</b>	53,891	52,308	54,714	57,286	58,603	55,417

Reference from Department Of Statistics Malaysia (Jun 2024)

**03**

# **The Journey**



# Once Upon a Time...



**Circa 1960's**

**Mr Cheong Sooi Loong** and partners started a Partnership printing business.

**Early 1980's**

Global Financial Crisis, business ran into difficulty and dissolved. Opportunity arises from Loyal customer's support.

**16 August 1984**

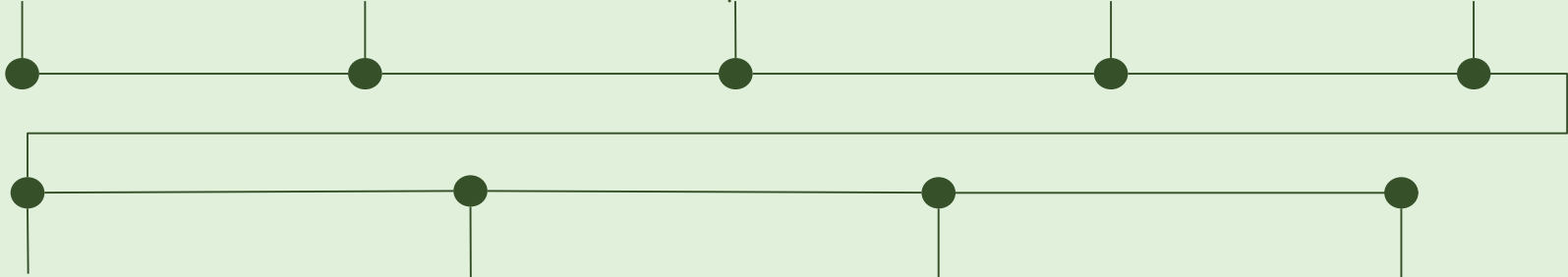
**Vivar Printing Sdn Bhd** was incorporated by the 1<sup>st</sup> founders with support of general printing customers

**1985**

**Mr Cheong Kok Wai & Mr Cheong Kok Khong** acquired full ownership. Staff Strength = 10 pax.

**1986 to 1990**

From 1 shoplot to 4 shoplots, subsequently occupy a Semi-D SME factory. Started book printing.



**1992**

Installation of 1<sup>st</sup> Web Press; Mueller Martini sewing & Perfect Binder; Expanded to 3 factories and Warehouse.

**1995**

MacMillian HK set up Representative Office within Vivar Office. Malaysia's **New School Syllabus** KBSM and KBSR introduced. 1<sup>st</sup> Foray into School books printing.

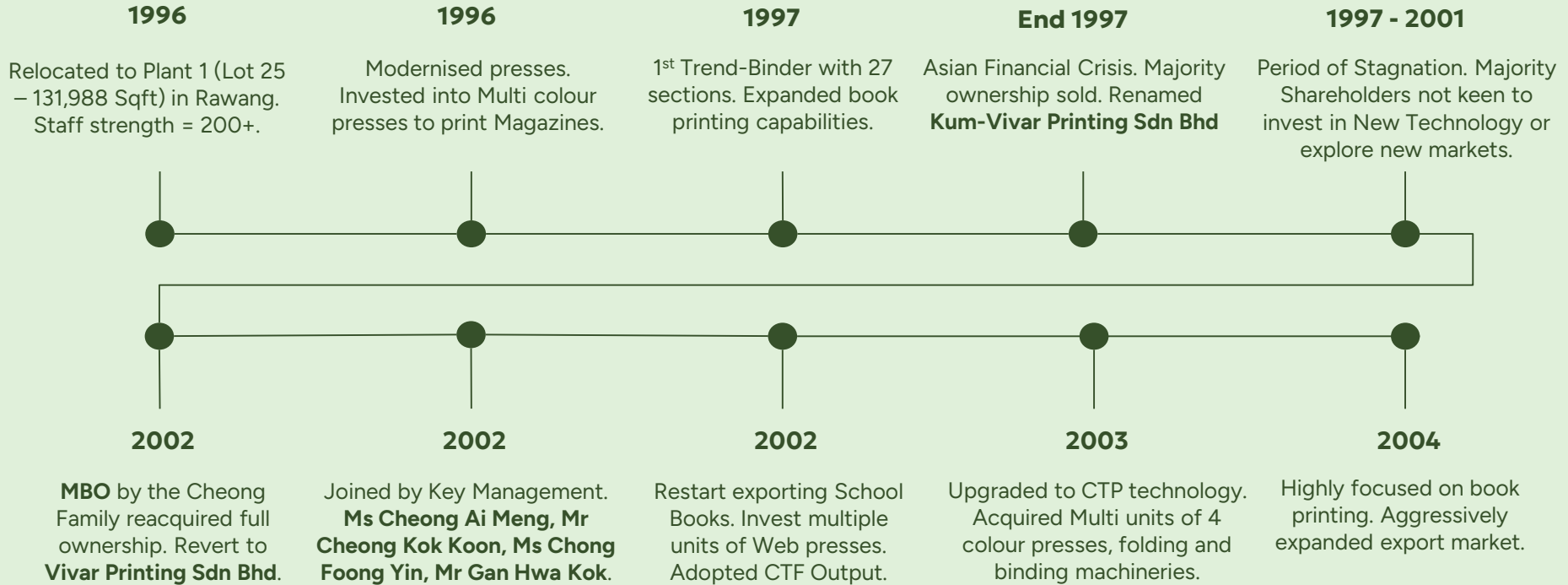
**1995**

Acquired by Nanyang Press Holdings. **Nanyang-Vivar Printing Sdn Bhd**. Expanded Magazine and Annual Reports printing

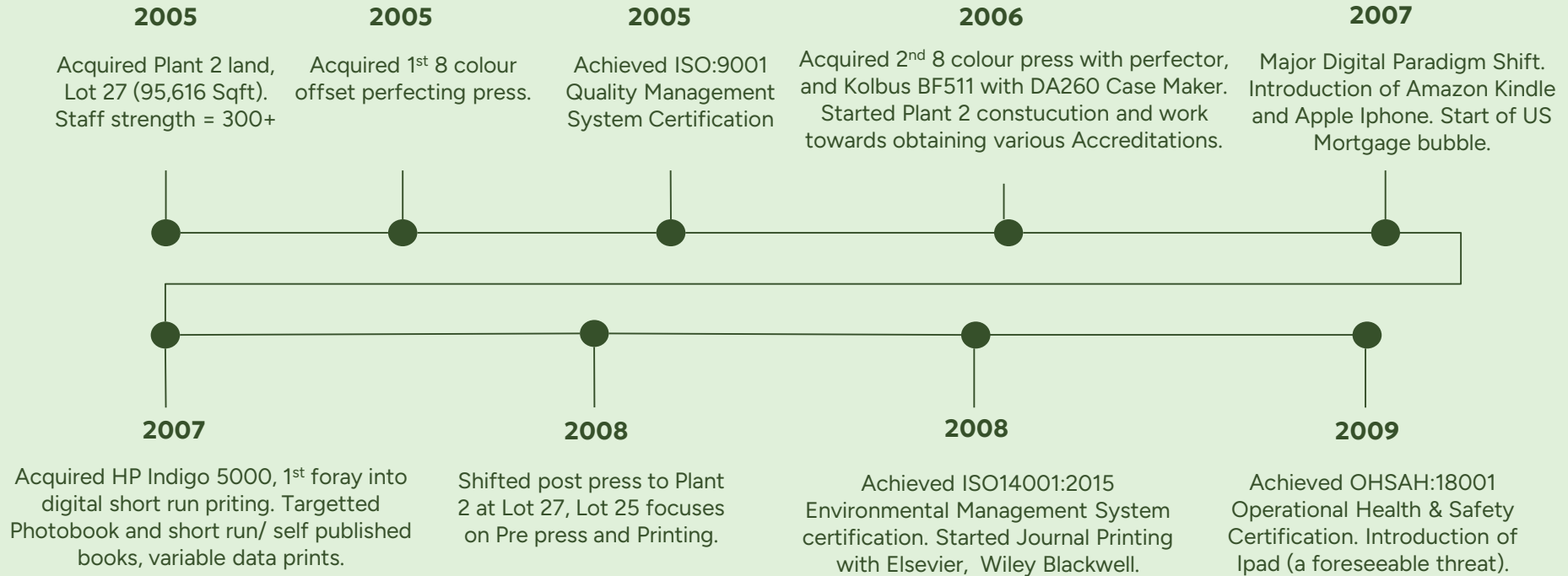
**1995**

JV with Superskill Pte Ltd of Singapore to acquire Digital Prepress Services. Saw the potential of digitalization and in preparation for adopting CTP.

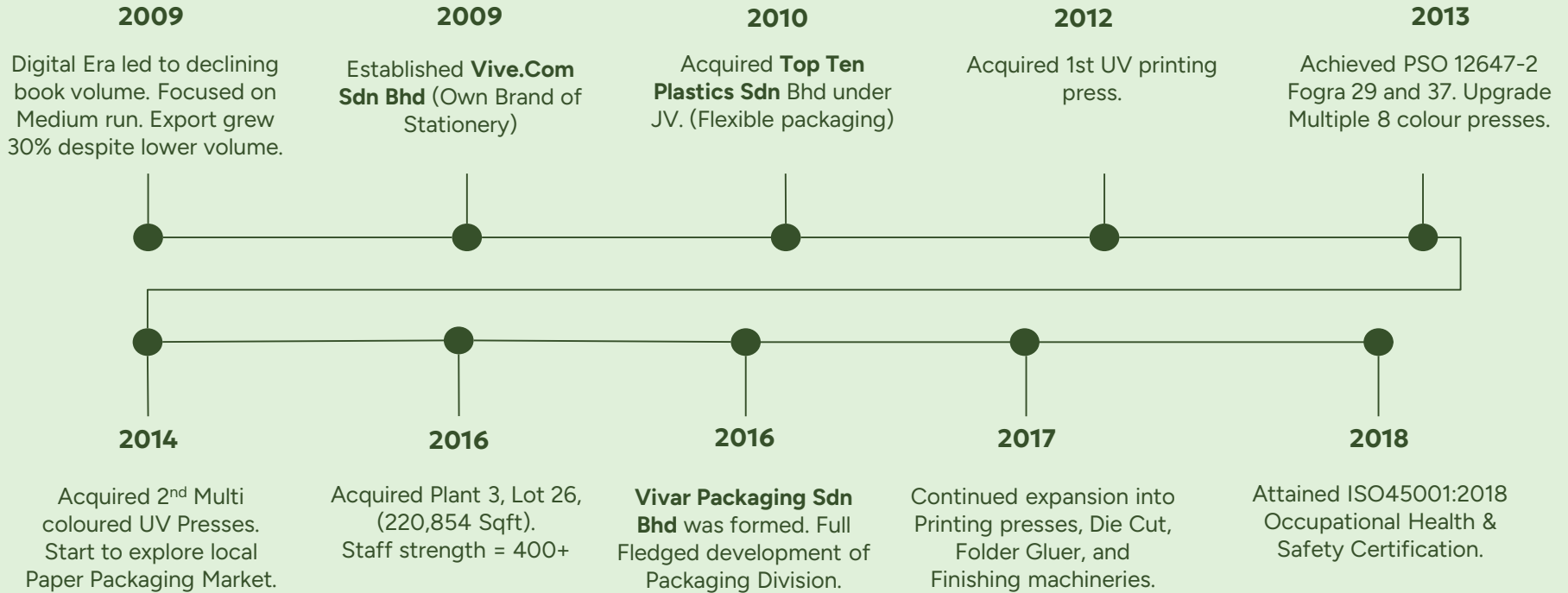
# Opportunity in Crisis



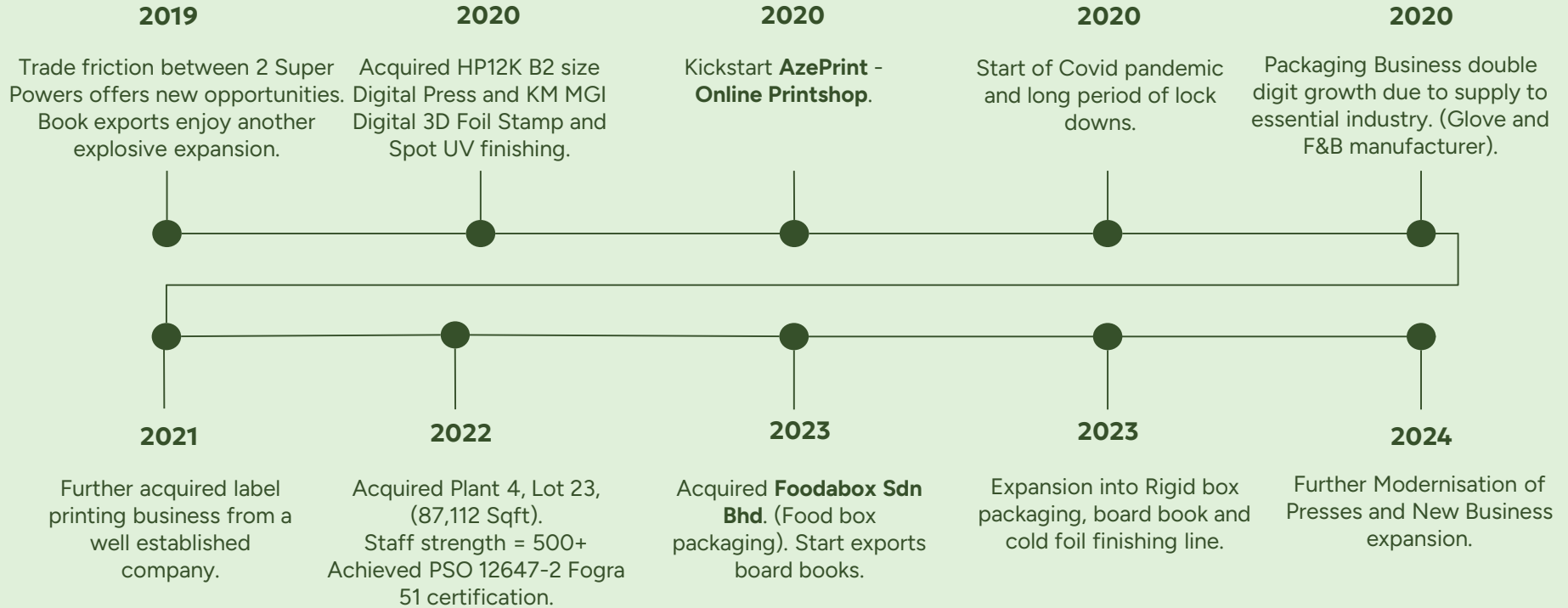
# Adapting to Market Changes



# Spread the Egg basket



# Forging Ahead



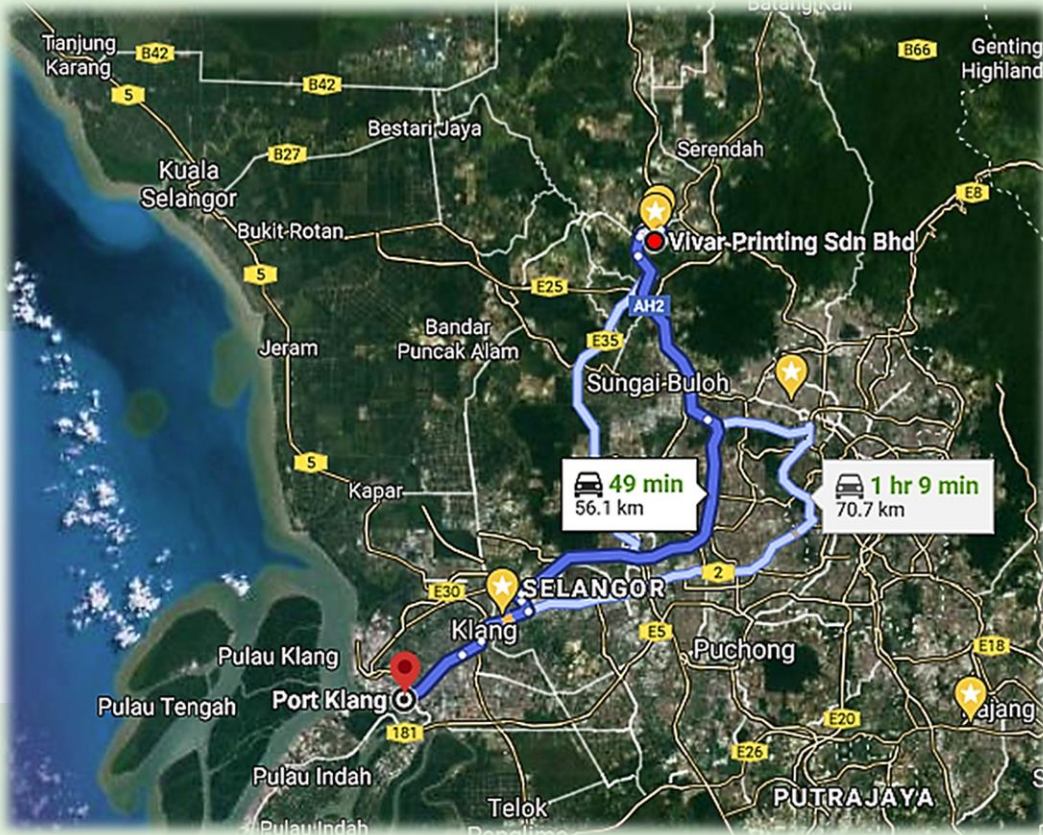
# 04



## **The Present 2024**

**Who Are We Now?**





Strategically located within the capital of Malaysia with well developed infrastructures, amenities and logistics facilities

- North of Capital City Kuala Lumpur
- Approx. 56 km from the nearest port of call, Port Klang
- 30 min to PJ and KL
- Highway : NKVE, Guthrie Highway and LATAR Highway

## Location & Overview of our factories

Vivar Printing currently occupies a land area of over 13 acres with 75% currently being used as office and production spaces.





## Our factories



## Overview of Facilities

Over the years, we have organically grown into one of the leading book manufacturers in Southeast Asia. We have consistently invested in the latest technology and space to deliver high quality books all around the world.



21 Offset Presses



5 Digital Presses



20 Folding Lines



8 Sewing Lines



1 Automated Board Book Line



5 Case Makers



3 Casing-in Lines



3 Perfect Binding Lines



1 Digital Binding Line



4 Saddle-Stitching Lines

## Future Investments: Committed

We consistently invest in the latest technology and space to ensure quality and productivity



1 Digital Press:

1 Unit: 6 Colours (June 2024)



1 Offset Press:

1 Unit: 8 Colours (August 2024)



1 Slip-case Production Line:

1 Unit – (June 2024)



1 Hardcover Production Line:

1 Unit: High-speed Hardcase Line (December 2024)



# Sustainability

At Vivar, we recognise the importance of sustainability and have taken concrete steps to address this crucial area.



## Emissions Regulation

- Alcohol reduction on all new presses – Chemical free plates & 100% Plant-based inks
- Reduced Volatile Organic Compound (VOCs) emissions
- CO<sub>2</sub> neutral manufactured presses from Heidelberg & HP Indigo
- Fully electric & natural gas forklift fleet
- Emissions & Solar Power Monitoring



## Energy Efficient Factory

- Over 90% of the factory area is lit by energy efficient LED lamps
- Motion sensors to dim the lights in certain areas of the factory
- Centralised air-conditioning system to ensure energy savings while maintaining employees' wellbeing
- 750KW roof-top solar panels resulting in 763 tons of CO<sub>2</sub> saved annually



## Social Wellbeing

Our care and commitment to our employees' welfare, health and safety has been recognised by some of the most stringent international standards across the globe.

- ISO 45001:2018 Occupational Health & Safety Management
- SMETA 4 Pillars – SEDEX Members Ethical Trade Audit
- Book Chain Project – Manufacturing and supply chain monitoring

# ISO, FSC and PSO Certification



The ISO certification is a globally recognized standard that ensures an organization's products, services, and processes meet the highest quality, safety, and environmental management standards. FSC is a certification that verifies wood/wood-based products come from responsibly managed forests.



ISO9001:2015  
Quality Management  
Since 2005



ISO14001:2015  
Environment Management System  
Since 2008



ISO45001:2018  
Occupational Health & Safety Management  
Since 2010



Certification no:  
FSC C084469  
Responsible Forestry  
Since 2008

The PSO certification is awarded to companies that are able to demonstrate their ability to produce in accordance with the high-quality requirements of the internationally recognised standard and to comply with the colour specifications of their customers



# Accreditation and Memberships

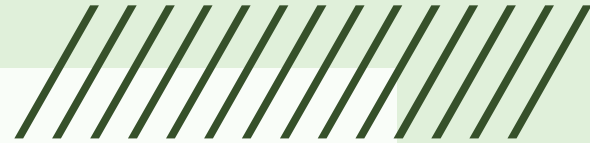
Below are some of the accreditations and memberships that we have prioritised to display our ongoing commitments to a sustainable future.

Accreditation completed/Memberships joined:





# 05



## **The Future** **Where We Are Heading...**

# To infinity and beyond....



- Print will stay.
- Need to constantly invest in New Technology. Development in Digital, Inkjet, Toner based presses offer new opportunities.
- Silkscreen and Flexo Printing.
- Diversification experience and learning from different industries gave insights to help find innovative and alternative solutions for customers.
- Environment awareness and consciousness will impact how we do business in future. Various new requirements and specifications needs to be adhered to.
- Adoption of “Internet of Things” and “AI”. Acquiring new skills and new ways of doing business, vast opportunities lies ahead.

# Thanks!

**Do you have any questions?**

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