



Headline : Deleum bids for up to RM400m deals  
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## Deleum bids for up to RM400m deals

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DELEUM Bhd, an oil and gas service provider, is bidding for contracts worth between RM300 million and RM400 million this year.

Of these, 50-60 per cent involves existing contracts and the rest will be new, managing director Chandran Aloysius said.

"The company has projects worth over RM1 billion that will keep us busy up to 2016," he told reporters after Deleum's annual general meeting (AGM) in Kuala Lumpur yesterday.

Aloysius said services contracts are normally recurring, which means when the contract period expires, it will come up for tender again.

He said the company hopes to maintain revenue and net profit

at the current level this year. In 2008, Deleum registered a decline in revenue to RM425 million compared with the previous year's RM665 million.

This was mainly due to higher number of projects secured and delivered to customers in 2007 and the deferment of some projects in 2008.

However, Aloysius said the company's pre-tax profit grew from RM35.8 million during financial year 2007 to RM36.9 million last year.

He said the improved profitability was in part due to ongoing efforts in efficiency improvements and a bigger contribution from the group's services division and the newly acquired subsidiary Penaga Dresser Sdn Bhd.

"Our focus is to continue to enhance our services, technology and expertise in support of



Aloysius says 50-60pc will be existing ones and the rest new

our customer base. To that end, we will look for viable partnerships which will reinforce our capabilities and strengthen

our position as the preferred services provider in the oil and gas industry," Aloysius said.

He said the company is on the lookout for potential partners in the Southeast Asian region namely in Indonesia, Brunei and Vietnam as well as the Middle East.

Deleum's activities cover both services and project contracts, but it wants to pay more attention to the services side of oil and gas activities to improve sustainability.

At the AGM, Deleum declared a dividend of 6 sen per share to its shareholders, on top of the interim dividend of 5 sen per share paid in September last year.

With the approval from shareholders yesterday, Deleum paid a net dividend of 11 sen per share, with a total payout of RM11 million.