

HORECA JOURNAL

BETTER DESIGN, BETTER VALUE, BETTER WORLD

CONTENT

Customers Who Trust Us	05
Valued Testimonials	21
Project Management	25
Who We Are	27
Opt For OP	37
Our Originals	43
Manufacturing Capabilities	45
Intelligent Solutions	47

CUSTOMERS WHO TRUST US

Over our many years in the furniture industry, we at KIAN have honed our skills and built a solid foundation of services that cater to our customers in the best way possible. With a wealth of market knowledge, experience, and the reliability to deliver, we have garnered the trust of many clients from various backgrounds around the world, both local and international.







Roberto's @ Kuala Lumpur, Malaysia



Rashays @ Australia

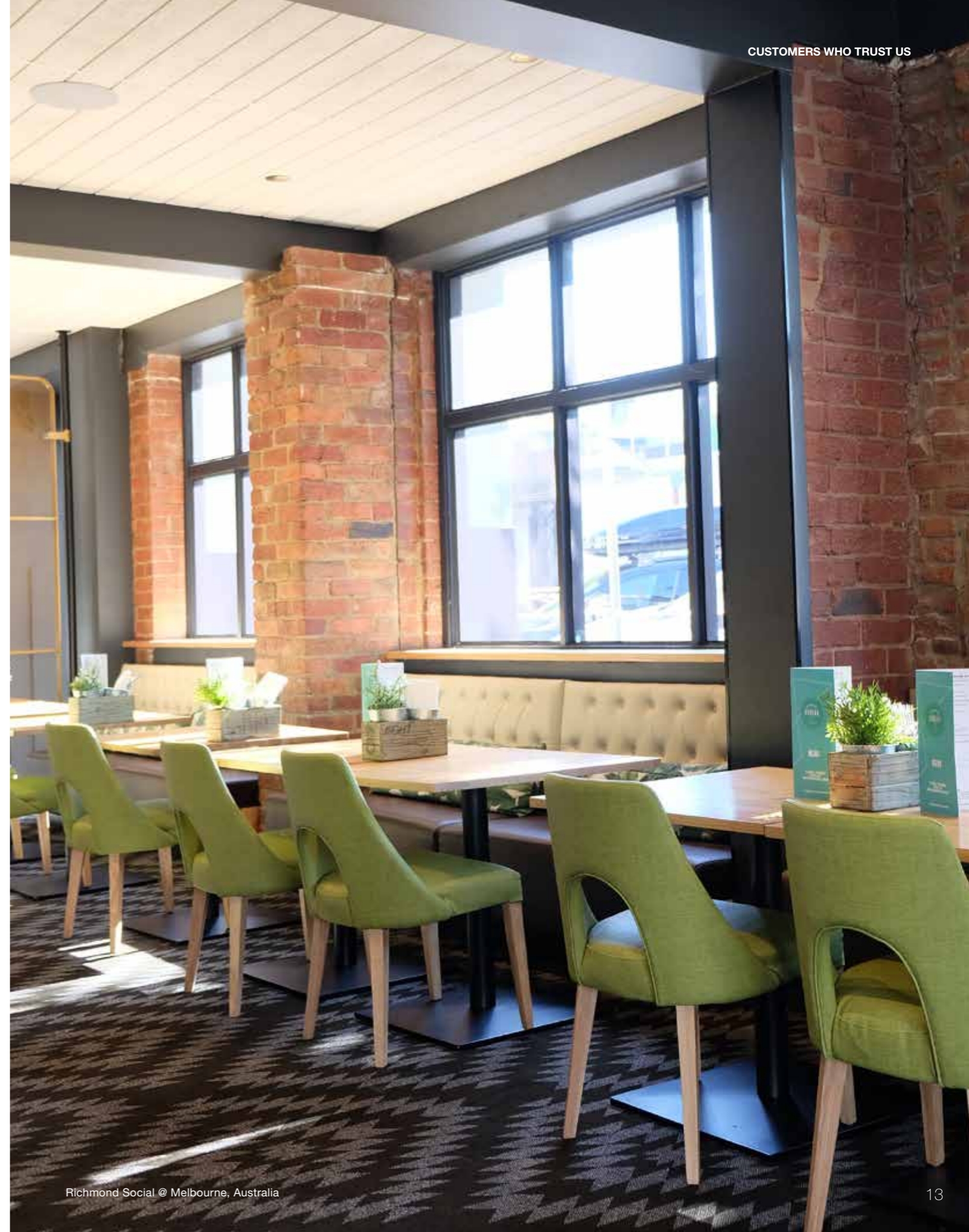




Eat Darling Eat @ Hong Kong



Standard Chartered Bank @ Hong Kong



Richmond Social @ Melbourne, Australia



Aspect Niseko Apartment & Building @ Hokkaido, Japan



Signatures Foodcourt, KLCC @ Kuala Lumpur, Malaysia



Harry's @ Resorts World Sentosa, Singapore



Brown 271 @ Cambodia



The Owl Cafe @ Selangor, Malaysia



X10 Khaolak Resort @ Phang Nga, Thailand



Saints Café @ The Peninsula Chittagong, Bangladesh



R Club Lounge, Renaissance Hotel @ Kuala Lumpur, Malaysia

VALUED TESTIMONIALS

Over our many years in the industry, we are honoured by the trust that our customers have in the KIAN brand. We are grateful for their kind and encouraging words and we hope to continue working together and satisfying their needs.





Harry's @ Resort World Sentosa, Singapore



**HARRY'S
Resorts World Sentosa, Singapore**

"Flexible, Reliable, Forward Thinking!"



Meet & Dine @ Selangor, Malaysia

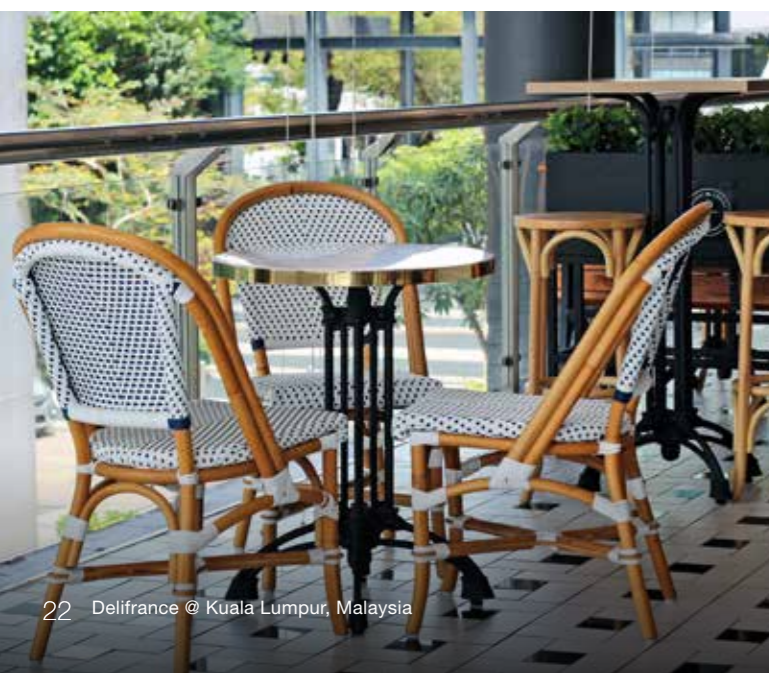


**MEET & DINE
Selangor, Malaysia**

"KIAN is a very well-known company that has supplied furniture to many clients, especially restaurants and hotels. They have a wide range of modern furniture that can suite my needs."

"They are innovative, friendly and are able to deliver the order at a reasonable time."

"They have excellent after sales service, where they immediately solved a problem with sagging tables by installing additional structural bars."



22 Delifrance @ Kuala Lumpur, Malaysia



**DÉLIFRANCE
Kuala Lumpur, Malaysia**

"KIAN has total furniture solutions for a restaurant and café setup."

"Their team provided adept technical advice and constant support throughout. The project was delivered on schedule with minimal adjustments needed."

"KIAN has industry-leading product quality, ease of business and good professionalism."



DEWAKAN

FURNISHING ONE OF ASIA'S FINEST

Ranking 46 in Asia's 50 Best Restaurants in 2019, and the only Malaysian restaurant to make the list, Dewakan by Chef Darren Teoh is applauded as a must try experience for seekers of the finer things in life.

A combination of the Malay words for "god" and "food", Dewakan is a modern appreciation of the bounty that Malaysia is blessed with. The restaurant's dining experience is designed to create meaningful connections with the people and culture represented in every ingredient.

Not only pioneering in the enrichment of the tastebuds, the restaurant, perched on the 48th floor of Naza Tower, also sets a new standard for atmospheric fine dining with its sublime environment that is greeted by the majestic silhouette of the Petronas Twin Towers and scenic Kuala Lumpur skyline. Working together with the distinguished chef, KIAN managed the furnishing of this project from start to finish and provided the necessary ingredients to bring this space to life.

Featuring an array of our designer and customised furniture, the chic pieces subtly, yet flawlessly add a sense of desired sophistication to the space. Noteworthy attention was especially given to the customised tabletops, which sport simple brass inlays that were meticulously arranged into a pinwheel motif as a tribute to Darren's childhood.

Pairing a modern and contemporary menu of local favourites with a breathtakingly beautiful setting that will definitely leave a lasting impression, Dewakan is an iconic project that KIAN is grateful to have been a part of. We wish Chef Darren and his amazing team continued success on their journey of fine dining excellence.



WHO WE ARE

KIAN is a global market leader in the furniture industry with decades-long experience. We're leading the field because we've invested time in listening to the particular needs of our customers and can be relied on to come up with solutions for them. As an intelligent furniture solutions provider that exports to over 100 countries worldwide, we design, manufacture and directly supply to the commercial and residential sectors. KIAN has a worldwide logistics network with storage facilities and skilled local teams to service customers.

For many years, KIAN has been serving contract markets around the world and providing them with Original Designs and furniture solutions. Better known as HORECA, a clever combination of the first syllables of hotels, restaurants and cafés, these are the market segments that we excel in. Our versatile HORECA range is able to cater to a multitude of dining environments, with each piece of furniture available in different finishings and materials. You are spoilt for choice when it comes to finding the ideal look for your space.



**BETTER DESIGN
BETTER VALUE
BETTER WORLD**

OUR PROMISE TO YOU

Promises are meant to be kept, so we don't make ours lightly.

It takes more than just decades-long experience in manufacturing to have a deep understanding of what customers look for in furniture. We're leading the field in the furniture industry because we've invested time in listening to your particular needs and can be relied on to come up with solutions for them.

Our KIAN Brand Promise says what you can expect from us.

BETTER DESIGN

KIAN's product offerings epitomise the ideal combination of trendsetting style and high contract quality performance. The versatility and timelessness of our Original Designs make them obvious choices for a wide range of applications across various market segments, from HORECA establishments to workspaces, education institutions and aged care centres.

Beyond manufacturing better designed furniture, we're also always striving for better blueprints in every aspect of our business that impacts how we serve you. Our quest for ever better design spans all fields of endeavour within our organisation. We constantly apply new ideas for improving areas such as workflow, sales presentations, training, logistics and even human resource management, all targeted at giving you seamless end-to-end service.

BETTER VALUE

We're single-mindedly focused on giving you peace of mind and making life easier for you. You'll see this difference in how we provide smart and total furniture solutions, prompt responses due to our localised presence and global service network, convenient and coordinated transport of all your varied furniture item purchases, and reliable on-time delivery to the destination of your choice.

More than that, we offer exclusivity: our Original Designs are created only for KIAN by globally renowned award-winning designers. In addition, the cost savings gained from economies of scale in all our factories are passed on to you to keep our prices reasonable.

BETTER WORLD

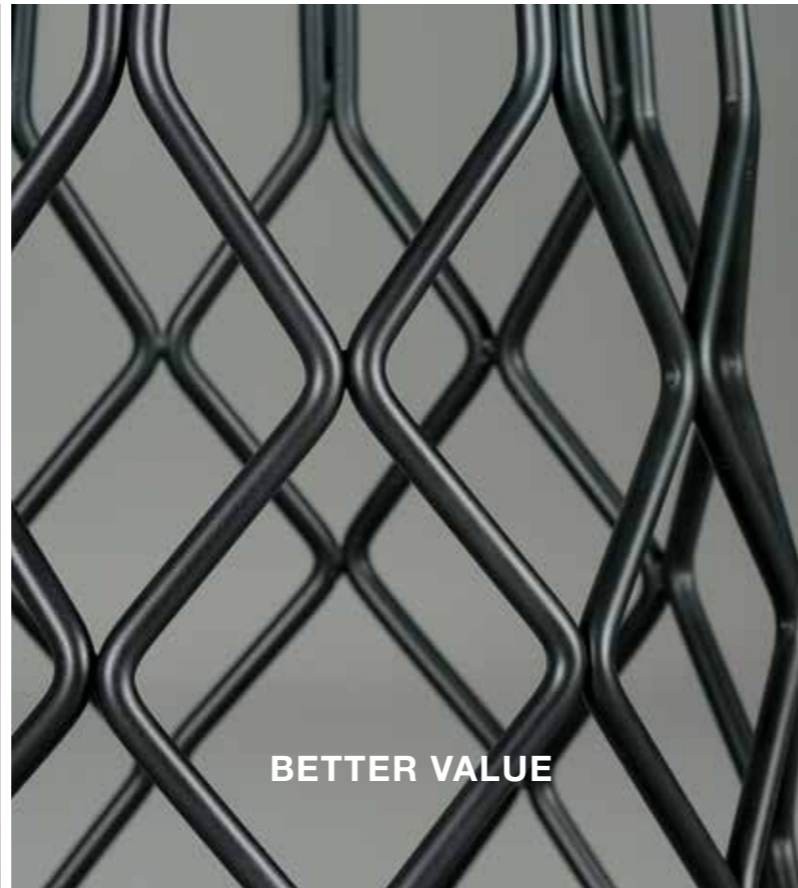
As citizens of Earth, we owe a duty of care to the environment, to you and to each other. We want to help make our world a cleaner, safer, more sustainable home*. KIAN adheres to LEAN management practices for better efficiency and reduced wastage, responsibly uses eco-friendly materials in the manufacturing processes, works at diminishing our carbon footprint, and partners with businesses that share a similar vision. When you purchase a KIAN product, you're also contributing towards a greener earth.

Our people's total wellbeing matters a great deal to us. We care for their emotional and physical health and believe in helping them to achieve their full potential. In so doing, we hope to make a tangible difference wherever in the world you find the KIAN name.

**KIAN's latest range of sustainable furniture uses FSC wood and recycled ocean-bound plastics. We are also currently partnering with NGOs on several projects to improve the lives of the less fortunate.*



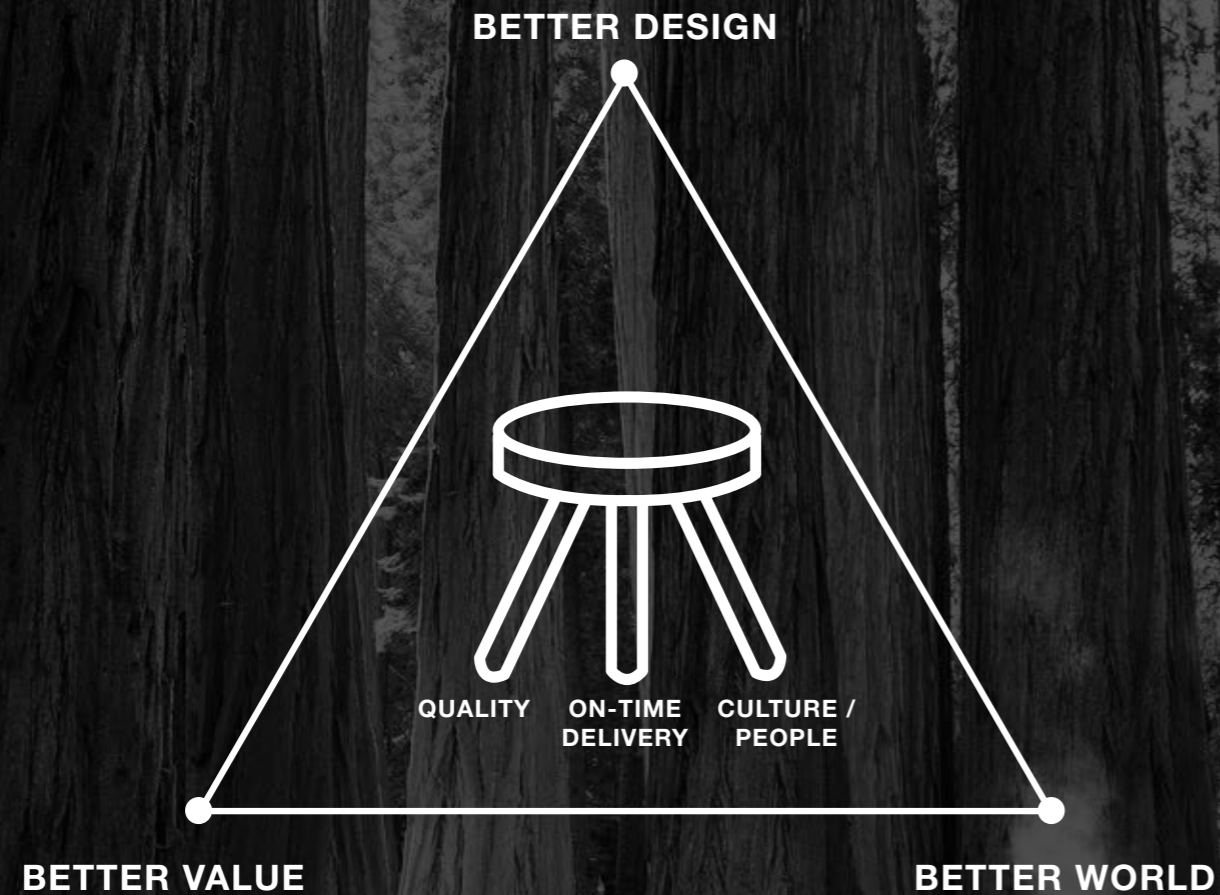
BETTER DESIGN



BETTER VALUE



BETTER WORLD



AT OUR CORE

For close to half a century, we've been strengthening our three core pillars of Quality, On-Time Delivery and Culture. These pillars stand solidly behind our Promise to you.

Quality

As a matter of honour, we refuse to compromise on quality. To protect the hard-earned trust of our customers, we deliver only high-standard furniture that has passed strict quality control at every stage from source materials to final installation.

On-Time Delivery

Our job is not done until every order safely reaches you on time. KIAN's global network and prompt response from local teams ensure careful and hassle-free delivery, on time every time, according to the schedule agreed upon.

Culture/People

We believe in forming authentic relationships with our suppliers and customers as well as with each other. The wonderful industry-experienced people we have are always thinking of better ways to operate proactively and reliably as a single unit, with singular commitment to excellence and professionalism.

OPT FOR OP

(Ocean Plastic)



AN OP FUN FACT

Did you know that



1 OP Louvre



200 Yoghurt Pots

OUR SUSTAINABILITY JOURNEY

To ensure a brighter future for the world and generations to come, we at KIAN have begun taking sustainable steps in order to help save our planet from pollution and curb this growing epidemic. By partnering ourselves with a fully integrated recycling company in Malaysia, Plashaus, we have succeeded in manufacturing our award-winning Louvre and 120 chairs using sustainable Ocean Plastic (OP), with more products in the works.



Scan here to watch our latest video of the OP Louvre Chair and circular economy.



Plastic waste threatens the biodiversity of whole ecosystems

OP is made of recycled ocean-bound plastics that have been ethically gathered from coastlines around Malaysia. Both of our companies worked closely with each other for months, prototyping multiple iterations to perfect the suitable material pellet formula which was then used to fabricate strong, sturdy and sustainable chairs fit for commercial use.

By giving our customers this sustainable option, we would like to invite you to join us on our journey towards sustainability. Make the change with us for a greener, healthier Mother Earth.



Louvre chair
Design by Danny Fang



120 chair
Design by KIAN



Recycled Ocean Plastic Pellets



Recycled Ocean Plastic Pellets



Polypropylene Injection Machine



OP Louvre Chair



OUR ORIGINALS

KIAN has a seating solution for every occasion. Featuring a wide variety of furniture, from armchairs to barstools and lounge chairs, take your pick from our newest Original Designs for the HORECA vertical.



Float Chair
Design by Enrique Martí



Rope Chair
Design by Enrique Martí



Rope Armchair
Design by Enrique Martí



Rope Barstool
Design by Enrique Martí



Tattoo Chair
Design by Enrique Martí



Wau Chair



Mogen Chair



Mogen Armchair



Tauro Chair
Design by Enrique Martí



Grado Chair
Design by Enrique Martí



Eli High Back Chair
Design by Enrique Martí



Blow Chair
Design by Enrique Martí



Mogen Barstool



Louvre Chair
Design by Danny Fang
(Also available in Ocean Plastic)



120 Chair
Design by KIAN
(Also available in Ocean Plastic)



T-Chair
Design by Hans Thyge & Co



Cady Chair
Design by Enrique Martí



Ovni Chair
Design by Enrique Martí



Ovni Armchair
Design by Enrique Martí



Ovni Barstool
Design by Enrique Martí



Parker Chair



Trill Chair



Trill Armchair



Trill Barstool



CNC Cutting Machine



Millworks - Boring Machine



Edge Trimming Machine



Upholstery



Metalworks - Cutting Machine



Panel Assembly

OUR NEW MANUFACTURING CAPABILITIES

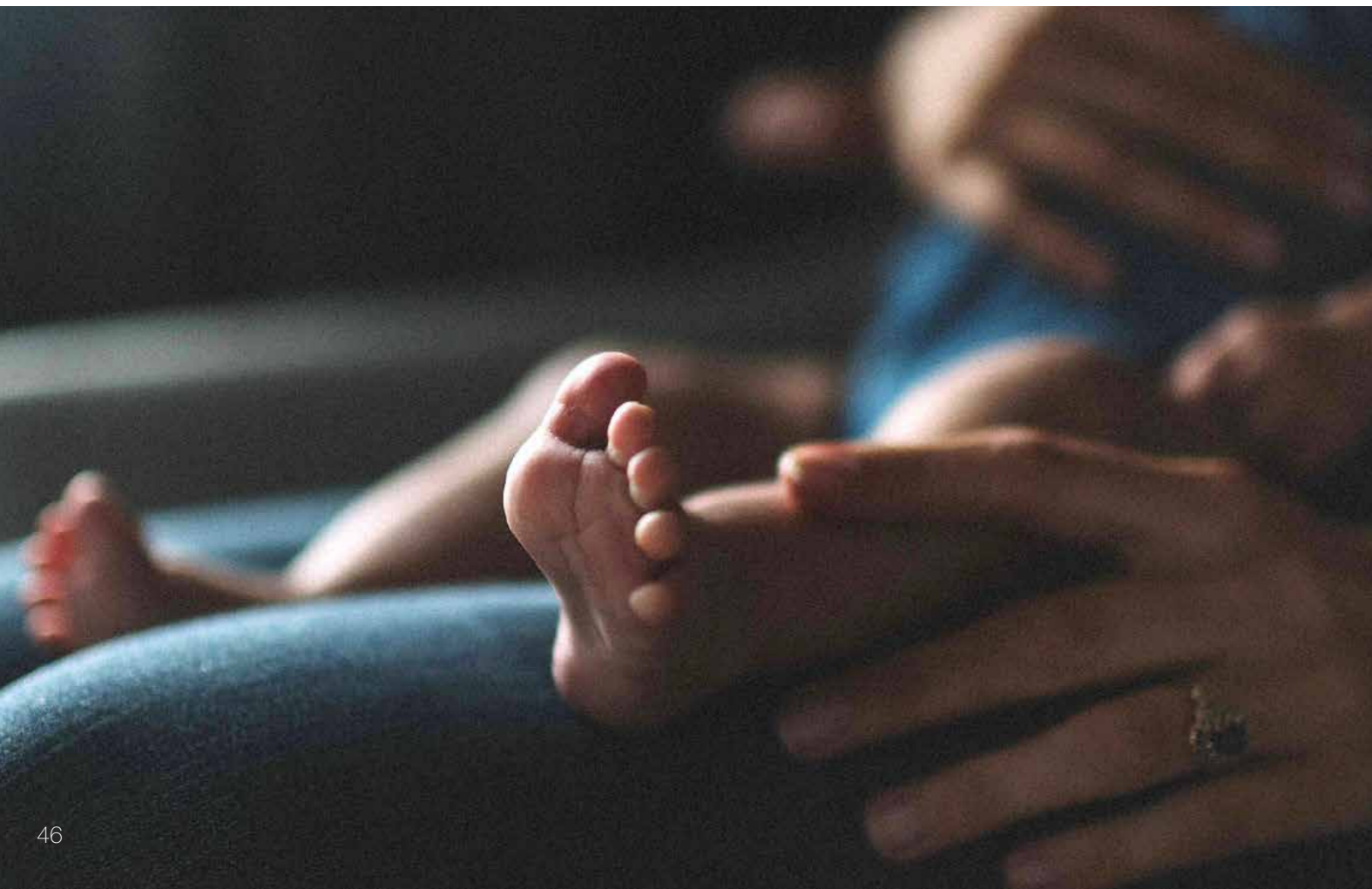
At KIAN, we are committed to investing in process improvements that will benefit and support our valued partners. Due to growing demands and the drive to provide the most efficient and cost-effective services possible, KIAN is pleased to announce the opening of our latest manufacturing facility.

Located in the same building as our KIAN Malaysian Headquarters, this 42,000 sq ft complex houses up to 40 people and includes new machinery that expands our local manufacturing capabilities. Included in our repertoire are in-house powder coating lines, metal works and new paneling and millworks with CNC capabilities, allowing us to fabricate products we couldn't before such as workstations, cabinets and wardrobes. All products manufactured in our new facility is available for local and export customers.

INTELLIGENT SOLUTIONS

We're constantly on the lookout for new ways to make life easier for our customers. KIAN's intelligent solutions include utilising advanced technology, logistics, materials and processes to save on costs, maintenance, time and space. We think ahead for you.





AQUACLEAN

Fabric Maintenance Made Easy



Fabric maintenance is easy when your furniture is upholstered with Aquaclean textiles. Aquaclean uses revolutionary fabric technology to form a flexible, invisible molecular layer that prevents dirt from penetrating the fabric. Common sofa stains such as wine, ink, sauce, fat, mud, chocolate and cream can also be cleaned away with just water.

That's not all. Opt for furniture that's upholstered with Aquaclean fabrics if you have pets at home, and enjoy a healthier, more hygienic environment. A completely smooth Safe Front Hygiene Protector layer protects against scratching by pets as well as accidental snagging by sharp objects, and makes removal of pet hairs easier.

It also combats mildew, bacteria and mites which can cause allergies, especially in children and the elderly. Aquaclean is PFC-free and 100% fire-retardant.

- Quick & simple fabric maintenance
- Cleans with just water
- Protects against scratching & snagging
- Smooth surface for easy removal of pet hairs
- Healthier & more hygienic
- PFC-free & 100% fire-retardant



stabilia

STABILLA

Wobbly Tables Begone!

Stabilia by KIAN introduces an affordable table base that eliminates wobbly tables with proven self-stabilising technology. The Sigma S10 emanates a sleek appeal with its satin black finish, making it perfect for various market segments. This trustworthy product has been tested to European Standards (EN 15372:2008) for safety, strength and durability and comes with 24 months warranty.

- Patented Stabilising Technology
- Solid steel with powder coat finish
- European Standards (EN 15372:2008)
- 24 months warranty



Paged

PAGED

Weather Doesn't Matter

Paged Meble SA is a leading furniture manufacturer in Poland that began its operations in 1881 and is one of the few manufacturers in the world that produce Michael Thonet bentwood furniture with cutting-edge WRB® Technology.

WRB®, also known as Weather-Resistant Beech, ensures complete weather-resistance by isolating the inner structure of the wood from water, even if the external coating is wet or exposed to rain. This makes Paged bentwood chairs unique and unlike any other. All products carry a 24 months warranty against manufacturing defects.

- Bentwood furniture with WRB® Technology
- Weather-resistant
- 24 months warranty



NARDI
YOUR OUTDOOR LIVING

NARDI OUTDOOR

KIAN is the licensed distributor in Southeast Asia for Nardi. This prestigious Italian furniture brand has many years of experience in manufacturing outdoor products, and a customer list that includes major brands all over the world.

NARDI furniture is 100% designed, manufactured and assembled in Italy using fully automated machinery and carries a two-year warranty against manufacturing defects and colour fading. The durable furniture is made from 100% pure polypropylene with UV resistant properties.



Komodo EcoWall

The Nardi Komodo EcoWall is an outdoor modular partition that seamlessly blends in with the environment and retains the beauty of nature, allowing it to create comfortable spaces with unobstructed privacy. Winner of the Green Good Design Award, the Komodo EcoWall is aptly eco-friendly, being made of regenerated resin obtained from recycled polypropylene furniture. The modules can be freely combined horizontally or stacked vertically up to 3 units.

- Outdoor modular partition
- Made of regenerated resin from recycled polypropylene with UV additives
- Can be stacked horizontally and vertically up to 3 modules
- Winner of the Green Good Design Award



Folio

Celebrate the beauty of nature and the outdoors with the Nardi Folio. This armchair has an enveloping backrest seamlessly connected to a generously lowered seat and is able to recline to two relaxing positions. Curved glides can be attached to the legs to create an enchanting rocking chair. The Nardi Folio also comes with a cushion and footstool for added comfort.

- Uniformly coloured fiberglass polypropylene resins with UV additives
- Matt finish
- Recyclable resin
- Two reclining positions
- Attachable glides to create a rocking chair
- Additional cushion and footstool





SNEEZE PROTECTION SCREEN (SPS) Protect Your Business

Promote a safe and healthy environment for your business with our Sneeze Protection Screen. Made of acrylic, the screen protects your cashier and customers against droplets of mucous membranes from coughs and sneezes.

This helps to stop the spread of viruses and bacteria, giving you and your customers a peace of mind, while business continues. The Sneeze Protection Screen comes in loose and fixed versions and they are quick and easy to install. Available in assorted sizes.

- Made of acrylic
- Protects against mucous membranes from coughs and sneezes.
- Loose and fixed versions
- Quick and easy to install
- Available in assorted sizes

THANK YOU FOR YOUR CONTINUED SUPPORT

The past year has been tough for many of us in the industry. But with your continued support, we were able to work together to pull through this unprecedented situation and come out stronger than before. From the bottom of our hearts, we at KIAN thank you for believing in these smiling faces so that we may continue to support you.



Kian®

Better Design, Better Value, Better World

-  www.kian.com
-  hello@kian.com
-  [kianmarketing](https://www.facebook.com/kianmarketing)
-  [kianfurniture](https://www.instagram.com/kianfurniture)



Scan here to download our
marketing collaterals