



# infomina finds a place in the Sun

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ADDING Japan under its belt of territories is seemingly becoming a good decision that Infomina Bhd made two years ago.

As one research firm says, the Land of the Rising Sun is moving from being an “option” to “driver” for the technology solutions provider.

Chief executive officer and managing director, Yee Chee Meng says Japan will eventually become the group’s biggest market.

Right now, the group has about 40 customers in Japan, served by a team of more than 15 local Japanese employees.

“It will become one of the biggest markets for us because of the number of customers we have there – which is almost 40, in comparison to the other countries we are in, which might be anything between 10 to 15.

“Another reason is, we have customers from across the board, both public and private who are in various kinds of industries,” he explains.

Yee also reckons Japan alone

will contribute about RM80mil annually to the group’s revenue after this year.

But moving into Japan was not without challenges.

According to Yee, for the first year, the team spent the time sorting out language barriers, cultural differences and learning how businesses work in Japan.

Its population size was among the main attractions on why it ventured into Japan.

He says as a country, the Japanese are very principled in how they run their businesses, and there was initially very little space to maneuver change.

“It was definitely not easy but we had good support and the strong relationships with partners helped.

“And with that support, we managed to break through and gain some of the customers there,” he says.

Yee believes the group is just only scratching the surface for Japan, and is working on securing more contracts that will likely see fruition in the next year or two.

Yee notes that the other two bigger markets include Thailand

and the Philippines, which are both stable and growing fairly quickly.

Even Taiwan and Hong Kong have been picking up in numbers, he opines.

“Right now, Thailand contributes about RM50mil to RM60mil a year whereas the Philippines has registered about RM40mil to RM50mil yearly.

“We are expecting these markets to keep growing,” he says.

One of the drivers for the business in the Philippines is a new contract that Yee calls sizeable.

“This should be announced in a month or two, and it’ll be worth millions in US dollars. For now, negotiations are still ongoing, but we are positive on this,” Yee chimes in.

It’s worth noting that Infomina only just secured a contract to provide software support services to Siam Commercial Bank Public Company Ltd worth RM137.1mil last December.

The job was accepted via its 99.99%-owned unit in Thailand, Infomina (Thailand) Co Ltd, and will last three years.

Then in November 2025, 99.95%-owned subsidiary, Infomina Philippines Inc bagged a purchase order valued at RM79.2mil from the Philippines-based bank Metropolitan Bank & Trust Company.

Within Malaysia, Infomina accepted a letter of consent from the Home Affairs Ministry worth RM66.13mil to provide technology infrastructure operations, maintenance and support services to the National Registration Department.

As for new countries, Yee says the group has begun considering a new one to go into, one that is “a few hours away” but has had to keep mum about it for now.

Nevertheless, the group has plenty to keep them on their toes.

Infomina operates within two main business segments – turnkey projects whereby they offer

end-to-end solutions to businesses of all sorts, and the other is renewal contracts for its solutions that provide a strong and steady recurring income.

The group saw a better financial year 2026 as revenue expanded 27% to RM117.5mil for the first half of 2026, with a gross profit of RM32.7mil.

Infomina has been on the lookout for more opportunities.

Other than their expansion, building products for its customers on top of what they already have, have been in the plans.

Yee says an important upcoming project will see a partnership of sorts with an international company, whereby they will do the core marketing for this group and offer this product to all its existing customers.

“We are negotiating a similar partnership like what we have with Broadcom.

“We are hoping to have a certain level of exclusivity by representing these products because this will be an added feature to our current software,” he says.

For this year, Yee says the group is confident of achieving more than double-digit growth and will continue looking at what areas they can tap into.

With an order book of some RM560mil as of November last year, Yee says the new projects will keep the ball rolling for them.

AmInvestment Bank Bhd has a target price of RM1.80 based on a forward price-to-earnings (PE) ratio of 24 times, while Kenanga Investment Bank Bhd which recently initiated coverage on Infomina puts the stock at a price target of RM1.90, noting the group is well positioned to ride the hybrid mainframe-cloud modernisation up-cycle.

Infomina’s shares closed on Thursday at a price of RM1.32, trading at a historical PE of 37 times.

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