

PROVIDING  
INTELLIGENT  
FURNITURE  
SOLUTIONS



**AHEAD OF  
THE CURVE**

**Kian®**

# KEEPING OUR PROMISE

Over our many years in the furniture industry, KIAN has been honoured by the trust our customers have in our ability to deliver. That belief in our proven reliability made us what we are today: a successful global leader of an established global brand. We are committed to the KIAN Brand Promise.

The KIAN Brand Promise comprises three aspects:

## ORIGINAL DESIGN

KIAN's designer furniture is exclusively created for KIAN by internationally recognised award-winning designers. Manufactured from high quality materials in our factories, each originally designed KIAN product satisfies the crucial aspects of stability, durability, ergonomics and aesthetics, and must also pass our stringent QC standards before it leaves our doors.

## 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.

## PEOPLE

We have wonderful, industry-experienced people working with us and we prize their individual skills and collective passion. KIAN thrives on forming authentic relationships with each other as well as with our suppliers and customers. We also strive to operate proactively and reliably as a single unit, with singular commitment to excellence and professionalism.

In this issue of our KIAN Newsletter, you'll see how all three aspects of our KIAN Brand Promise continue to shape our thinking and the products and services we offer you. On the Design front, we introduce to you our latest workspace concept and a list of our premium timber chairs, ready to be ordered and delivered. You'll also learn about our newest Intelligent Solutions that will enhance your experience and take your contract and outdoor environments to the next level. Take a look too at the many projects recently completed by our People, the backbone of our company, for a growing list of satisfied customers.



KIAN Design Studio in Valencia led by Enrique Martí



# A STEP TOWARDS SUSTAINABILITY

The need for abundant amounts of plastic in our everyday life has led to the rise of plastic wastes being generated. Unfortunately, most plastic wastes are often not disposed of properly and have accumulated at alarming rates. For years, plastic wastes have plagued our planet, affecting every living being and especially our source of life, the ocean.

To ensure a brighter future for the world and for our generations to come, we at KIAN, have begun taking sustainable steps in order to help curb this growing epidemic. We have partnered ourselves with Heng Hiap Industries, a recycling company from Malaysia who is working with OceanWorks to become a fully certified OceanPlastic supplier. OceanPlastic is ethically-gathered plastic waste from the ocean, and we hope to transform it into high-grade polypropylene that will be used to manufacture some of our award-winning furniture.

We kick started our sustainable effort by working with Heng Hiap where recycled polypropylene pellets were made in the Pantone's 2019 Colour of the Year, Living Coral. This is quite timely to signify our efforts in saving the ocean. The recycled material has since undergone rigorous tests and has been used to make our first sustainable model, the Louvre Chair by Designer Danny Fang. The Louvre Chair is our award-winning Original Design that has won the Design for Asia Award 2013 and Malaysia Good Design Award 2013. The samples created, although far from perfect, are a big step for KIAN towards a sustainable future and we are hoping to incorporate recycled OceanPlastic in more of our furniture when it is ready.

At this moment, we have the prototypes prepared, and while waiting to perfect it, we hope to create the awareness of the need to do our bit to save our oceans.



Recycled Ocean Polypropylene Pellets



Polypropylene Injection Machine



Louvre chair Design by Danny Fang

# BE A TREND SETTER

Create a new style and be a trendsetter with the unveiling of KIAN's latest Intelligent Solutions that will take your contract and outdoor environments to the next level.

For the first time ever in Malaysia, witness the evolution of outdoor living with the introduction of smart, robotic parasols from ShadeCraft Robotics. We have also brought in a new table base, Stabilla by KIAN, that eliminates wobbly tables with proven self-stabilising technology.

Enjoy existing favourites as well with the weather-resistant furniture from Paged and Aquaclean textiles that make fabric maintenance easy.

## SUNFLOWER™ FIRST ROBOTIC PARASOL IN MALAYSIA

Sunflower is ShadeCraft Robotics' signature parasol that will change the way you experience the outdoor lifestyle. It is powered by solar energy and houses a variety of smart features such as wireless integration, voice activation and an in-built HD camera, but the true beauty of Sunflower is that you don't even have to touch it. It automatically follows the sun to capture optimum solar energy. It wakes up in the morning, opens up, tracks the sun until sundown and then closes automatically unless you tell it otherwise. Sunflower is also able to detect high winds or inclement weather, closing according to the situation.

- Groundbreaking outdoor accessory with in-built smart features
- Uses renewable solar energy
- Follows the sun to capture optimum solar energy
- Automatically closes in high winds or inclement weather







## BLOSSOM™

### SMART SOLAR POWERED PARASOL MADE FOR THE LUXURIOUS

Similar to Sunflower, Blossom by ShadeCraft Robotics is packed with smart features that will revolutionise the way you enjoy the outdoors. It collects renewable solar energy through its integrated solar panels and uses it to power Blossom's other smart features such as wireless integration, voice activation and auto wind closer system. What makes Blossom unique from Sunflower is its choice of luxurious finishings. Blossom is fabricated using exclusive materials such as high-end wood and performance fabrics, giving Blossom an upmarket look and feel.

- Luxurious outdoor accessory with in-built smart features
- Uses renewable solar energy
- Exclusive materials for upmarket look and feel



## bloom™

### TURN ORDINARY PARASOLS INTO AUTONOMOUS SMART HUBS

Bloom by ShadeCraft Robotics is a self-operating, weather-optimized device that turns any ordinary parasol into an autonomous smart hub. It comes with Bluetooth speakers, device charging and wind sensors that will automatically close the parasol in strong wind conditions. Bloom allows up to 10 hours of play time and comes with two rechargeable batteries that can be charged using the Bloom charging dock.

- Parasol Automation Device
- Turn an ordinary parasol into an autonomous smart hub
- 10 hours of play time
- Two rechargeable batteries that can be charged using the charging dock



# 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



# THE JOOULY

## LIGHT UP YOUR LIFE

The JOOULY lets you listen to your favourite music, be enchanted by playful lights and enjoy an ice-cold beverage all at the same time with no wires attached. This multipurpose marvel is available in 3 different sizes and has a SYNC function that lets you connect several JOOULYS to play the same music and light up in the same colour. With its powerful rechargeable battery for mobile use, bring The JOOULY along and create the right atmosphere anytime and anywhere.

- Bluetooth speaker, lamp and drink cooler all combined into one.
- Available in 3 sizes
- SYNC function that lets you connect several JOOULYS
- Powerful rechargeable battery for mobile use





# FABRIC MAINTENANCE MADE EASY

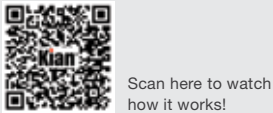


Fabric maintenance is easy when your furniture is upholstered with Aquaclean textiles. Aquaclean uses revolutionary fabric technology to form a flexible, invisible molecular layer that prevents dirt from penetrating the fabric. Common sofa stains such as wine, ink, sauce, fat, mud, chocolate and cream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



Scan here to watch how it works!

Water cleaning in 3 simple steps.

**Step 1**

Remove any excess residue on the upholstery.

**Step 2**

Apply water over the stain, either directly or using a damp cloth. Wait a few seconds.

**Step 3**

Press down over the stain with a damp cloth and rub gently over the fabric in circular movements. If the stain does not come off completely, repeat the process as required.

# STABILLA

## WOBBLY TABLES BEGONE!

Stabilla 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



Patented Technology  
Fully concealed stabilising system offers greater strength and durability.



Sigma-S10 table base



Sigma-S10 table base



# FURNISHING THE NEW PRUDENTIAL

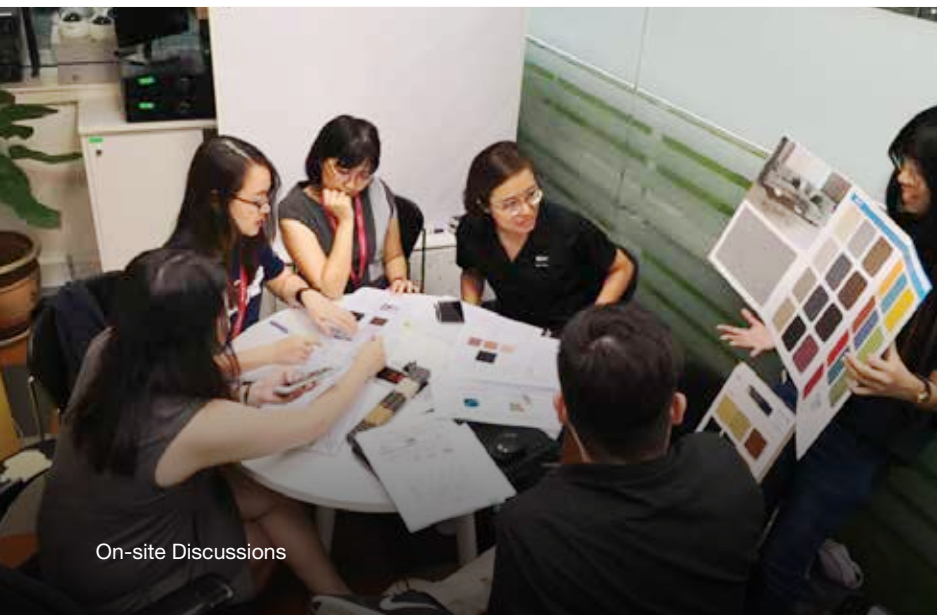
Menara Prudential TRX @ Kuala Lumpur

Over the past year, we have been extensively working with many of our customers to furnish their businesses and projects, but one has stood out to become our iconic project of the year.

Menara Prudential, the freshly built monumental tower in Tun Razak Exchange, is Prudential's newest headquarters. The building spans a total of about 400,000 square metres and is 17 floors high, with each floor designed to portray different, unique concepts that represent what makes Malaysia Truly Asia. Adhering to the concept, each floor was furnished with varying styles of KIAN furniture to reflect the many cultures of Malaysia, as well as customised pieces that were requested specifically for certain floors.

However, as with all projects, it was not completed without obstacles. Right after the order was confirmed, we were given only a short lead time of 6 weeks to manufacture, transport, install and fully furnish the project, and our dedicated, capable people persevered to see it through. In KIAN, we always aim to provide the best possible service for our customers no matter what the circumstances are. From start to finish, each team efficiently worked concurrently to ensure that the project was completed on time, from the planning stage all the way to installation. All this was also made possible thanks to our local manufacturing capabilities in Malaysia, where every product was made and underwent strict quality control to maintain our top-notch KIAN quality.

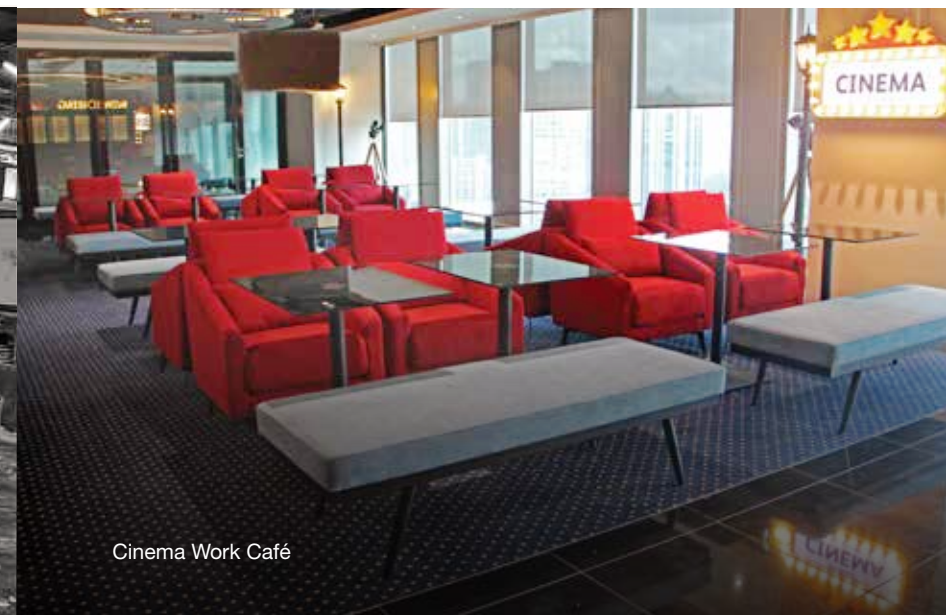
At the end of it all, we are honoured to have been a part of this beautiful project. The creative and alluring design of each floor to showcase the colourful essence of Malaysia truly makes Menara Prudential one of KIAN's iconic projects.



On-site Discussions



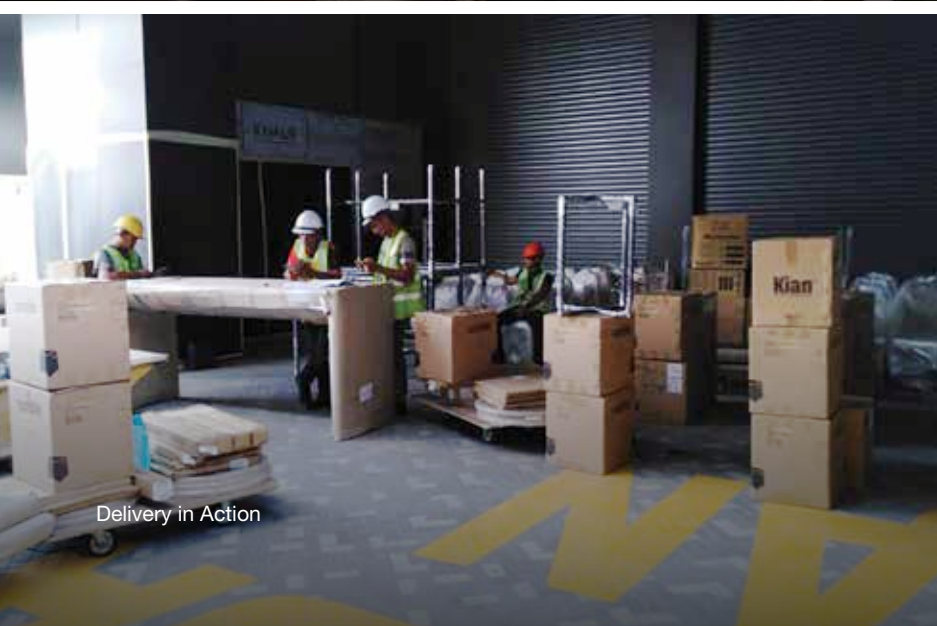
Prototyping



Cinema Work Café



Street Culture Open Collaboration



Delivery in Action



Installation at Site



Wayang Kulit Open Collaboration



Street Cafe Work Café





**Achilla barstool** Design by Enrique Martí & **Zeet barstool** Design by Hans Thyge & Co



**Lai sofa** Design by Enrique Martí

# KIAN WORKSPACE

Businesses in the 21st century are rapidly evolving, and the rising need for comfort and collaboration is steadily defining the work culture of today. Whether you're at your desk or in a meeting with colleagues, feeling comfortable and at home has shown to increase productivity and creativity. With the introduction of KIAN Workspace, we aim to supply workspaces with the means to build a comfortable second home where the physical and emotional well-being of the worker is taken care of.

KIAN Workspace delivers a wide range of KIAN office furniture, as well as exclusive world-renowned brands such as Actiu and Paged, that can create an optimum environment for workers to excel in. With ergonomic and stylish designs, our furniture is able to generate an exceptional working experience within the office to increase productivity. Our modular pieces also encourage creative collaboration as they allow meetings to be conducted anywhere.



*Zeet arm chair with trestle wheel*



*Zeet chair*



*Zeet arm chair*



*Bond sofa*



*Whass chair with trestle wheel*



*Talent 500 table*



# OUR PREMIUM SELECTION

At KIAN, providing your business with premium Original Designs is constantly our top priority. However, when we say premium, we don't mean expensive. We are always looking for ways to make it more accessible to you. In our latest efforts to provide our customers with first-class furniture, we have leveraged on our factory in Vietnam to bring you our range of Original Design timber chairs, just for your seating pleasure.

Thanks to our manufacturing capability and supply chain in Vietnam, we are able to internally source for the best materials possible and conduct thorough quality control on our furniture before it leaves our doors. This ensures that you, our customer, get to enjoy guaranteed high-quality Original Design furniture with the added benefits of lower costs.

Talk to us and find out more about our selection of premium timber chairs for your business.

Grado chair Design by Enrique Martí  
Aspect Niseko Apartment & Building @ Hokkaido, Japan

Ovni chair Design by Enrique Martí  
Laughing Monkey Coffee @ Selangor, Malaysia



# SEATING ARRANGEMENTS

KIAN has a seating solution for every occasion. Featuring fully upholstered pieces, from armchairs to barstools and lounge chairs, take your pick from our newest original designs for indoor and outdoor areas.



**ELI**  
*design by Enrique Martí*

Discreet and elegant, the versatile Eli Chair even has two different sizes to offer. This flexibility makes the chair ideal for the hospitality and contract markets. Move and place it anywhere indoors where a seat is needed and it won't look out of place. A frame of either beech or solid oak gives the chair its strength and sturdiness, and comfort is assured with the soft, upholstered back and seat.

- Indoor
- Available in two sizes
- Ideal for hospitality & home markets



**JEAN**  
*design by Enrique Martí*

The Jean Chair is an elegant piece of furniture that allures you with its Parisian charm. Paying homage to the classic Jean Prouvé design, the Jean Chair features the iconic oversized back legs, but with new added twists to the design in size and materials. The result is a comfortable upholstered wooden chair that is suitable for any indoor environment, an instant classic in any collection.

- Beautiful Parisian design
- Upholstered seat and backrest
- Indoor use



*Jean chair*

**FLY**  
*design by Enrique Martí*

The minimalist Fly chair has an inviting solid bentwood backrest with slim extended arms that suggest continued trajectories over the seat of the chair. The seeming flight of the arms over the upholstered seat gives this side chair a certain sense of lightness that belies its actual strength. Fly is stackable up to two units and is available in solid beech or ash.

- Upholstered seat
- Stackable to two units
- Frame available in solid beech or ash



*Fly chair*



ASTRAS

design by Enrique Martí

Small changes can make all the difference. The traditional concept of a wooden chair gets a subtle makeover in the Astras Chair. Edges and surfaces are rounded off to add a touch of refinement and elegance to an age-old favourite. The collection is available in solid beech or ash for the frame, and a choice of upholstered fabrics for the seat.

- Frame available in solid beech or ash
- Choice of upholstered seat
- Available in chair, arm chair, lounge chair and barstool



Astras lounge

Astras barstool

NORDIC

design by Enrique Martí

This jewel of a chair is a high tribute to the wood from which it is formed. All the characteristics for which wood is loved are included in the Nordic arm chair: wood’s natural beauty, its wild look and kind strength, and its soft touch and soft embrace. Comfort is already a given. Made of solid beech or ash. Nordic also has an upholstered seat.

- Fully solid wood
- Frame available in solid beech or ash
- Upholstered seat



Nordic arm chair



Astras chair Design by Enrique Martí



Nordic chair Design by Enrique Martí





Malena chair Design by Enrique Martí

## MALENA

*design by Enrique Martí*

There is a down-to-earth feel about the Malena chair that gives it a timeless quality. This powder-coated fully aluminium chair is light, strong, durable and comfortable. Its practical flavour, coupled with the distinctive industrial look and a range of fun colours, makes this chair the right pick for both indoor and outdoor environments, either by itself or as part of a collection.

- Fully aluminium
- Range of colours
- Indoor & outdoor



Malena chair



Bag Collection Design by Enrique Martí  
From left: Bag barstool & Bag arm chair

## BAG

*design by Enrique Martí*

The Bag Chair is a simple, yet sturdy piece of furniture that doesn't compromise on comfort. It is composed of several bent steel rods that are welded together to accommodate the shape of the human body, allowing for maximum support. The Bag Chair is available in three versions and has an option of colours to choose from, allowing the Bag Chair to fit in seamlessly with any environment, be it indoors or outdoors.

- Indoor and Shaded Outdoor use
- Option of colours to choose from
- Arm chair, Lounge Chair and Barstool versions



Bag arm chair



MATERA

design by Enrique Martí

If you had to choose just one chair for both indoor and outdoor areas, the Matera chair would be a great choice. Made of a metal frame and LLDPE, the Matera is water-resistant, so using it for al fresco dining poses no problems. It also saves storage space as it's stackable, and the simplicity of its design makes the chair an easy fit anywhere. To have a different feel for indoor and outdoor spaces, just choose a different colour to distinguish between the two sets of chairs.

- Indoor & Shaded Outdoor
- Stackable
- Choice of colours & finishes



Matera chair

COOKIES

design by Enrique Martí

Going back to basics, the Cookies Chair is a simple indoor furniture that was born from an intricate combination of various plywood pieces into one. These plywood pieces are a reminiscent of a tray of cookies, hence the name Cookies Chair. Add trendy legs to the 'Cookies' and you get a stylish chair of high quality and comfort.

- Plywood seat and backrest
- Stylish and comfortable
- Indoor use



Cookies chair



BOND

design by Enrique Martí

Create your own private sanctuary even in a noisy, busy place with this innovative lounge chair. Just release zips to flip up the upholstered backrest and armrests and you're enveloped in your little haven. When you're ready to face the world again, the 'walls' can be flipped down into comfortable armrests. No complicated machinery is involved. The name is Bond, and it's licensed to thrill.

- Indoor
- Two adjustable heights for armrests and backrest
- Available as 1-seater & 2-seater Lounge Chairs



Bond sofa

BARKAS

design by Hans Tyge & Co

How spectacular a table looks depends on the quality of both its table top and its base. The beauty of the Barkas table base is its classic simplicity, clean look and versatility. Constructed out of cast iron, it also features a mix of surfaces between the column and the raw casting surface of the cross-shaped base. Make your own exclusive versions of the Barkas base for your restaurant or café by choosing various techniques such as painting it with different colours and sanding the top surface.

- Simple, clean look
- Constructed out of cast iron
- Table and Bar Table Base versions



Barkas large bar table base

Barkas small table base





**356**  
*Imported from Spain*

An outdoor furniture collection that was not designed for conventional or predictable environments. The 356 plays around with its unusual design and colour palette to become a striking aerodynamic styling, just like the Porsche 356. Made up of a chaise lounge, an arm chair, two side tables and a stool, the multifunctional and modular 356 is able to transform any normal ambience into one of bold style.

- Bold and stylish outdoor furniture
- Made of 100% recyclable polyethylene
- Collection includes a chaise lounge, an arm chair, two side tables and a stool



356 arm chair



356 stool



356 side table

356 chaise lounge & 356 side table

**GARDEN LAYERS**  
*Imported from Spain*

Garden Layers is a handwoven outdoor collection that was inspired by the ancient Mughal Indian custom of reclining on carpets and cushions in their gardens and terraces. Garden Layers takes this rich oriental legacy and modernises it with the latest generation of outdoor materials and aesthetics. The collection features rugs, cushions and mattresses, and is manufactured using only natural fibres.

- Handwoven outdoor collection
- Manufactured using only natural fibres
- Collection includes rugs, cushions and mattresses



Garden Layers collection

Garden Layers



# CUSTOMERS WHO TRUST US

Malena chair Design by Enrique Martí



Customers Who Trust Us



Savv Hotel @ Penang, Malaysia



AirAsia RedQ @ Selangor, Malaysia



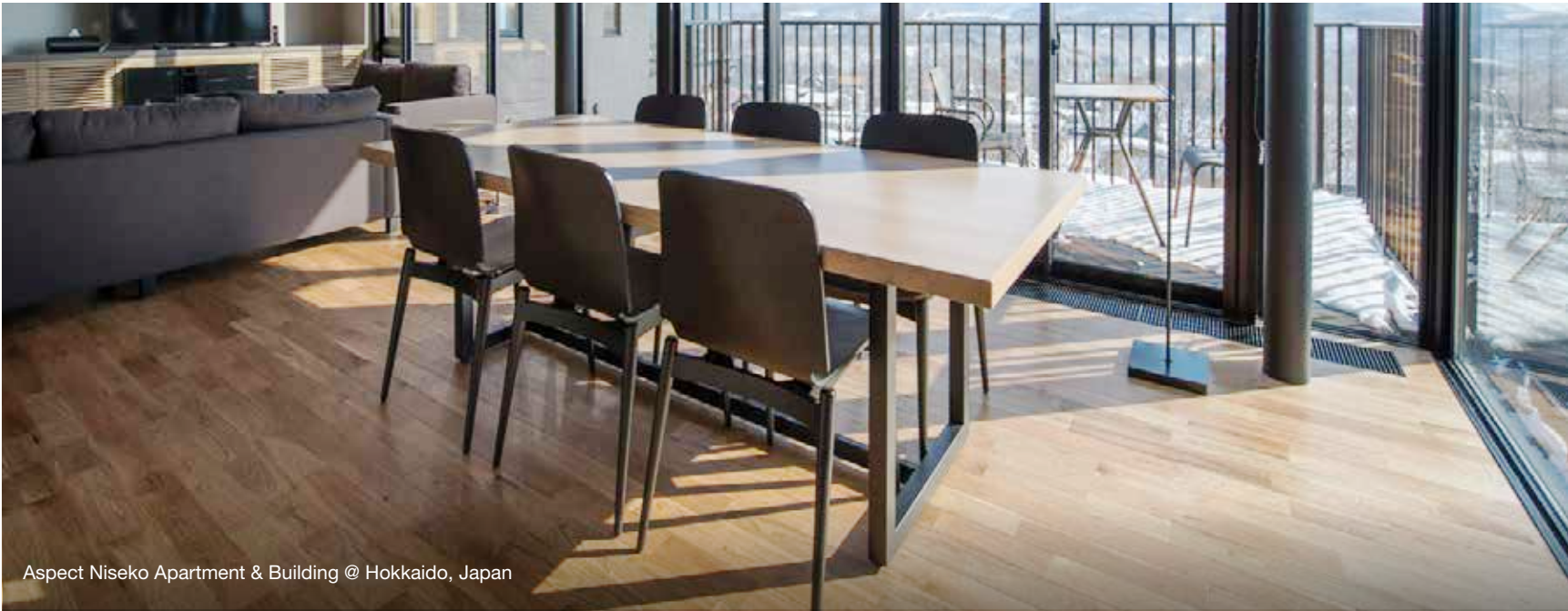
Breeze @ Singapore



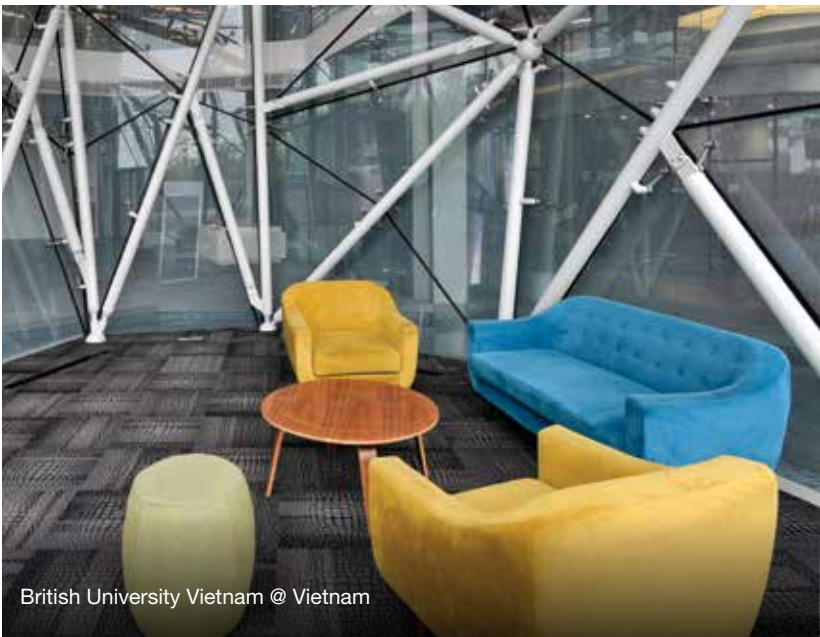
Aqua Boracay @ Boracay Island, Philippines



Wildfire Pizzabar & Grill @ Hong Kong



Aspect Niseko Apartment & Building @ Hokkaido, Japan



British University Vietnam @ Vietnam



Luckin Coffee @ Shanghai, China



Hinata Café @ Selangor, Malaysia



The Dining Room Elements @ Hong Kong



Customers Who Trust Us



Ricooh Corporate Office @ Shanghai, China



Novotel Hotel Yangon @ Myanmar



Burger King @ Kuala Lumpur, Malaysia



Starbucks Dewata Coffee Sanctuary @ Bali, Indonesia



Carl's Jr. @ Singapore



Subway @ Melbourne, Australia



KFC Basura Mall @ Jakarta, Indonesia



PappaRich @ Auckland, New Zealand



Wendy's @ El Salvador



# A GLANCE INTO THE PAST

Here we reminisce about the past events and tradeshow that KIAN has organised in the past months.



Outreach Charity Sale @ Kampung Orang Asli Sungai Lalang Baru, Selangor, Malaysia



Vietnam Interior Style Exhibition (VIFA G.U.) 2019 @ Ho Chi Minh City, Vietnam



Vietnam Interior Style Exhibition (VIFA G.U.) 2019 @ Ho Chi Minh City, Vietnam



International Architecture, Interior Design & Building Exhibition (ARCHIDEX) 2019 @ Kuala Lumpur Convention Centre, Malaysia



Furniture China 2019 @ Shanghai, China



India International Hospitality Expo (IHE) 2019 @ Greater Noida, India



Subway Convention 2019 @ Toronto, Canada



KIAN Designer Circle Event 2019 @ Phnom Penh, Cambodia



PERTIWI Soup Kitchen 2019 @ Kuala Lumpur, Malaysia



# WHERE NEXT?

If you missed meeting us at the last big international furniture event, don't despair. We'll be present at more upcoming exhibitions, so come on over to our booth and see our latest designs.

## **KIAN IN-HOUSE SHOW, FOSHAN**

March, 2020

## **VIETNAM INTERNATIONAL FURNITURE & HOME ACCESSORIES FAIR (VIFA), HO CHI MINH CITY**

March 11-14, 2020

## **INDONESIA INTERNATIONAL FURNITURE EXPO (IFEX), JAKARTA**

March 12-15, 2020

## **CHINA INTERNATIONAL FURNITURE FAIR (CIFF), GUANGZHOU**

March 18-21, 2020

## **ARCHIDEX, KUALA LUMPUR**

July 1-4, 2020

See you there!

# Kian®

Providing Intelligent Furniture Solutions

China · Malaysia · Hong Kong · Singapore · Indonesia · Cambodia · Thailand · Vietnam · India · USA  
Australia · New Zealand · Philippines · Latin America · Spain · Scandinavia · Central Europe · Turkey

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