

PROVIDING INTELLIGENT FURNITURE SOLUTIONS

SETTING
THE TONE



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 bring to you our latest workspace concept and five new products, fresh from our design studio. You'll learn about our smart Solution for faster and easier delivery of our products to you, and we've added a new FAQ segment that will answer some of your questions about working with us. 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.



Lai sofa Design by Enrique Martí



Mosaico modular sofa

WORK ANYWHERE

Businesses in the 21st century are rapidly evolving, and the rising need for mobility and flexibility is steadily defining the work culture of today. Whether you're having a cup of tea before your next meeting, or waiting to catch your flight at the airport, the ease of picking up and starting work has become a necessity. With the introduction of KIAN's latest Work Anywhere range, we aim for an efficient transition into this fast-paced and on-the-go working lifestyle.

You can now seamlessly transform traditional offices into mobile co-working spaces where working anywhere is possible. Travelling for work? Our versatile furniture, when cleverly placed, can also turn any public space into a workspace. Any business encouraging collaborative and agile working will find KIAN's Work Anywhere range to be perfect for their needs.

The Work Anywhere range includes the modular Lai and Mosaico Sofa Collections that will allow work to be picked up and started efficiently with any sort of combination. The Zeat and T – Chair Collections are also featured as the different chair variations and customisable leg options provide the versatility to change any space into a workspace.



Zeat trestle chair

Zeat trestle arm chair with wheels



FASTER DELIVERY OF ANY ORDER SIZE

At KIAN, when we talk about Intelligent Solutions, we're referring to our mindset. The solutions that we offer are the results of the way we think and act so that life is made better for our customers. So we listened when you said:

- I want to place just a small order. Is that possible?
- I don't want to wait months for my ordered items to arrive. Can you deliver earlier?

As an immediate measure, you'll be pleased to know that depending on stock availability of a wide range of popular items:

- We accept orders that are below MOQ (minimum order quantity) of 100 pieces, and
- The items will be shipped within 14 days.

In the meantime, we are consolidating our rapidly growing network of manufacturing and stock-keeping resources in our China and Vietnam Hubs. From there, when your order is received, we can immediately make a drawdown and quick-ship a mix of KIAN products in a single container to anywhere in the world within 50 days. These convenient and hassle-free In-a-Box solutions have been helping our restaurateur and hotelier customers to promptly furnish a place in record time.

Ask us for more information on how to have faster and easier delivery of KIAN products to your doorstep.

VIETNAM HUB

We have ready stock of these popular choices for quick delivery from our Vietnam hub the moment we receive your order.



Nordic arm chair



Astras chair



Fly chair



Country I chair



Country IV chair



Dana chair



Grado chair



Gilda chair



Eli chair



Eli highback chair



Aspect Niseko Apartment & Building @ Hokkaido, Japan



Qliq Hotel @ Selangor, Malaysia

CHINA HUB

Our China warehouse stocks these current favourites.
Just let us know when you require them.



RAF /

FOR THE DISCERNING

Sophisticated. Refined. Polished. A new standard of living is in town.

Pronounced as individual letters R-A-F (the oblique or backslash is silent), RAF / is KIAN's latest line of premium designer furniture for residences and offices. The luxury label caters to the urbane cosmopolitan with distinctive tastes, to whom nothing but the best will do. RAF / is made for connoisseurs of the finer things in life.

Have a look at Album, the debut collection by A Balcony under the RAF / label.



Multiple award-winning designer Jerry Low is the founder of A Balcony, a furniture design studio in Singapore. Since 2000, Jerry's speciality has been in the areas of commercial fixtures display, residential kitchens and wardrobe systems. His knowledge of and experience in these areas are reflected in his designs. Jerry's work has been exhibited in various international furniture exhibitions that include Milan in Italy, Germany and New York.

ALBUM

design by A Balcony

The Album Collection adds a touch of class to home and office spaces. Even in open-plan places, private space and boundaries are quietly but distinctly implied by sleek side frames instead of ugly barriers and partitions. Powder-coated mild steel frames highlight the elegance of this modern furniture set. The collection includes a Sofa, Arm Chair, Coffee and Side Tables, TV Console, Bench and Console, Desk, Shelf, Table, Chair, and Console.

- Slim, clean lines
- Mild steel frames
- Contemporary
- Full range of furniture



ALBUM COLLECTION

A list of the Album Collection that we have in stock, ready to be ordered and shipped out.



Album chair



Album arm chair



Album arm lounge



Album high stool



Album counter stool



Album bench



Album table



Album console



Album desk



Album coffee table



Album side table



Album shelf

PROTECT YOUR FABRIC



Introducing the latest addition to KIAN’s repertoire of Intelligent Solutions, the revolutionary Alta™ technology that complements KIAN’s high quality furniture.

Alta™ offers comprehensive fabric protection against the various enemies of upholstery furniture without impacting the hand or shade of the fabric. Alta™ offers a solution that is bonded to the fibres of the fabric prior to upholstery, providing superior protection to liquid spills, stains and can assist with meeting relevant fire codes. Environmental advocates would also be pleased to know that the treatment is fully eco-friendly and passes United States EPA and European REACH standards for safe chemistry.

The Alta™ fabric treatment was developed and tested within stringent domestic and international standards through an independent A2LA-certified lab (certificate 3193.01). It is 95% water based and completely free of solvents, VOCs, formaldehyde and other environmentally harmful products like PFOA* and PFOS*.

- Superior repellency to water & oil-based stains
- Undetectable to the hand and eye
- Technology that lasts as long as the fabric itself
- Eases maintenance and cleanability of fabrics
- Water-based technology that is free from environmentally harmful product

**Perfluorooctanoic Acid (PFOA) & Perfluorooctane Sulfonate (PFOS)*



alta food & beverage seating	
requirements	recommended tests
<input checked="" type="checkbox"/> FR Code Compliance	NFPA 260 and Cal TB 117-2013
<input checked="" type="checkbox"/> Repellency (High)	AATCC 22 and 118
<input checked="" type="checkbox"/> Cleanability (High)	ASTM D1308/CFFA 141 Method II
<input checked="" type="checkbox"/> Liquid Barrier (Not Required)	AATCC 127
<input checked="" type="checkbox"/> Abrasion (High)	ASTM D4157/D4966
<input checked="" type="checkbox"/> Seam Strength (High)	ASTM D4034
<input type="checkbox"/> Antimicrobial (Not Required)	ISO 20743



Scan here to watch how it works!

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. And while we're at it, we've also included a lovely side table to fit perfectly with your choice of chairs.



Kami chair

Kami arm chair

KAMI *design by Enrique Martí*

Sculptured and stitched to form the perfect blend of upholstered excellence and comfort, the Kami Chair was born. This masterpiece is upholstered and features a backrest that curves elegantly to the shape of your back, providing ample comfort and support. The Kami Chair is perfect for indoor living environments and comes in an arm chair version that provides you with a place to rest your arms when they are weary.

- Fully Upholstered
- Chair and Arm Chair version
- Indoor use



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

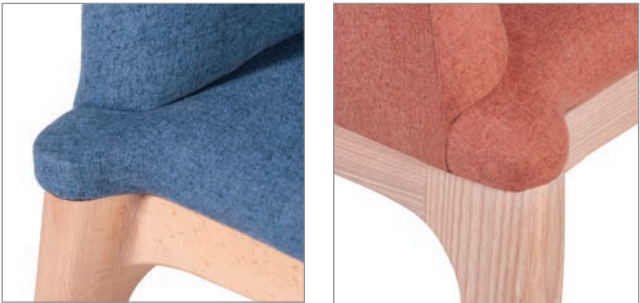


Jean chair

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



Eli chair

Eli highback 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.

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



Astras arm chair

Astras 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

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



Nordic arm chair Design by Enrique Martí



Malena chair Design by Enrique Martí



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

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

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 with or without a seat pad. The Bag Chair is available in four stackable 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.

- Stackable
- Indoor and Shaded Outdoor use
- Option for seat pad
- 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, stackable chair of high quality and comfort that also comes with a cushioned option.

- Stackable
- Indoor use
- Option for seat pad



Cookies chair

POLLY

design by Enrique Martí

Distinctly oriental in flavour, the Polly Chair echoes both traditional Japanese and Chinese furniture styles and the shared emphasis on nature and simple shapes. The roughhewn tree branches used in ancient furniture-making are replaced by a modern frame of refined solid beech, with polyester webbing for the seat. The Arm Chair version has an additional backseat feature for even more comfort.

- Refined interpretation of ancient homemade furniture
- Solid beech frame
- Available as Chair and Arm Chair



Polly chair

Polly arm chair



ACACIA

design by Enrique Martí

Inspired by the acacia tree, the Acacia table is a unique side table that will sit perfectly in any home environment. It features three small table tops layered at different heights to mimic the branches of the tree, while the rustic table stand holds the table tops firmly together, acting as the trunk.

- Three table tops in one
- Indoor use
- Colour options available



Acacia table



CUSTOMERS WHO TRUST US

Dana chair Design by Enrique Martí

Customers Who Trust Us



Laughing Monkey Café @ Selangor, Malaysia



Hinata Café @ Selangor, Malaysia



Bee Cheng Hiang Restaurant @ Serangoon Road, Singapore



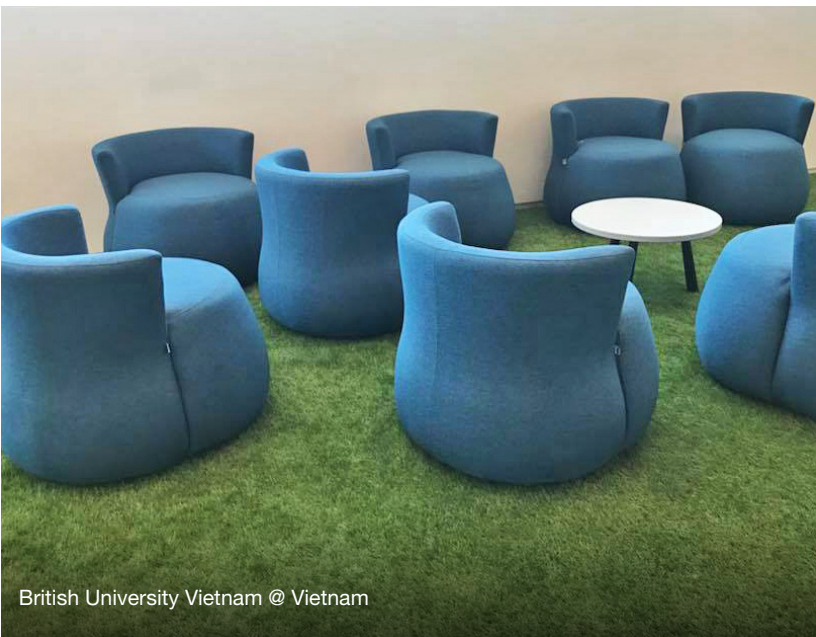
Hilton Corporate Office @ Singapore



PastaMania @ Cambodia



Meet & Dine @ Selangor, Malaysia



British University Vietnam @ Vietnam



Homibing Ground @ Johor, Malaysia



Richmond Social @ Melbourne, Australia



Dolly Dim Sum @ Kuala Lumpur, Malaysia

Customers Who Trust Us



Ricoh Corporate Office @ Shanghai, China



Novotel Hotel Yangon @ Myanmar



Burger King @ Bangkok, Thailand



Starbucks Dewata Coffee Sanctuary @ Bali, Indonesia



Carl's Jr @ Plenilunio, Spain



Subway @ Melbourne, Australia



KFC @ Lima, Peru



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.



RIX Reka 2018 @ Kuala Lumpur Convention Centre, Malaysia



RIX Reka 2018 @ Kuala Lumpur Convention Centre



Launch of RAF/ @ iADC, Shenzhen, China



Launch of KIAN @ iADC, Shenzhen, China



Internship booth for DERIA MIID @ Sunway University, Malaysia



HI DESIGN ASIA @ Bali, Indonesia



Kian Europe: International Brands Training in Foshan, China



Wendy's Convention @ Japan



Pizza Hut Convention @ Dallas, USA

FREQUENTLY ASKED QUESTIONS

Here is a list of popular questions about our products and services that we get from our customers at KIAN.

Have more questions to ask? Drop us an email at enquiries@kian.com and we will be more than happy to help!

Q1 WHAT IS YOUR COMPANY'S BRAND PROMISE?

Our Kian brand promise comprises of three aspects – Original Design, Intelligent Solutions and People.

Q2 WHAT ARE YOUR REQUIREMENTS TO BE A DEALER?

We believe that working together on a few projects first before entering a dealership is more beneficial for both parties.

Q3 DO YOU OFFER EXCLUSIVITY? HOW AND FOR WHICH REGION/ COUNTRIES?

Yes, we offer exclusivities ranging from product range exclusivity to KIAN branding exclusivity.

Requirements for exclusivity differ depending on situation and region, but the minimum requirement is achieving a target order value annually.

Q4 WHAT IS YOUR WARRANTY STRUCTURE? HOW DOES IT WORK?

We provide a two-year warranty period against any manufacturing defects.

Any warranty claims should be made to your respective regional account manager and should a replacement be required, one will be provided on ex-factory terms. Any claims made beyond the two-year warranty period will be assessed on a case to case basis.

Q5 WHAT SORT OF DELIVERY TIME CAN WE EXPECT?

For made to order products, a lead time of 30 to 45 days is expected for production, depending on the season.

However, we do keep a ready stock of our popular products in our stock-keeping hubs, which will only need a lead time of 14 days.

Q6 WHAT SORT OF QUALITY CAN WE EXPECT?

As a global commercial furniture company, we ensure that all our products are on par with commercial standards, while also bearing non-domestic certifications such as EN16139, BIFMA, etc.

Q7 ARE YOUR CATALOGUES AVAILABLE IN HIGH RES?

Yes, we do have catalogues and images in high resolution which are available upon request. Please contact your respective regional account manager for more information.

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.

VIETNAM INTERNATIONAL FURNITURE & HOME ACCESSORIES FAIR, HO CHI MINH CITY

March 6-9, 2019
Hall A1, Booth B4

IN-HOUSE SHOW, FOSHAN

March, 2019

ARCHIDEX, KUALA LUMPUR

July 3-6, 2019
Hall 9, Booth 9E081

FOOD & HOTEL MALAYSIA, KUALA LUMPUR

September 24-27, 2019
Hall 9B, 9B206

See you there!

Kian®

Providing Intelligent Furniture Solutions

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

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