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Front Page



GOING GLOBAL

Electronic components maker SCI banks on franchise model

SME / 26

Back Page

SCI takes its global ambitions seriously

With a franchised distributor model, the company has been profitable for 38 straight quarters and last year bagged its fourth E50 award. By tong chun wai, natalie wong, van tran and mel nguyen

ricing. ving established branch offices Hong Kong, India and most recent-y Thailand, and with plans to open a lew office in Australia within the near uture, SCI is taking concrete steps to

atture, SCI is taking concrete steps to salkles this vision. SCI was initially spot trader in electronic compo-ents and was in poor financial ealth. It has since transformed into a minidable regionally franchised dis-ributor with an appetite for interna-tional growth.

This transformation took place af-ear Mr. Attensorba, bassing over 40

unuous with an appetite for inferna-tional growth.

International process of the Magarosia, having over 40 years of leadership peep report of the Magarosia, having over 40 years of leadership peep report of the Magarosia of th



Mr Aggarwala and his son Plyush. Today, SCI has secured over 50 franchises for its electronic comp LED divisions, and counts Samsung, Foxconn and LG among its over 1,000 clients. PHOTO: SHAWN TEX

This operating model has allowed \$G\$. 24 hours of notice. Sometimes use to saves customers in over 60 countries, respected suppliers from over 15 countries and rank among the top 50 MEst in Singapore by overess.

Sales turnover in 2015.

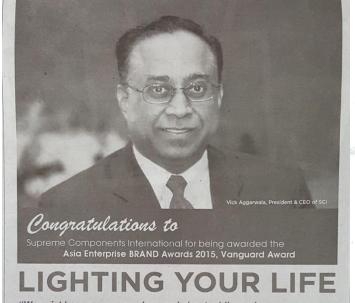
While \$G\$ has opported by overess in the statemers and we've already shipped to countries and rank among the top 50 MEst in Singapore by overess.

Againstals.

Againstals







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SCI is the official franchised distributor of prominent brands in the electronic components and LED lighting industries, notably for Philips, Citizen, Kyocera and Rubycon, amongst many others.

Link: http://www.businesstimes.com.sg/sme/sci-takes-its-global-ambitions-seriously