



اَوْنِيُوْا سِيْتِي تَتِيكُوْا لُوْجِي مَارَا
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INDIVIDUAL CASE STUDY
Title: Hartalega Holdings Berhad
(Mr. Kuan Kam Hon)

Fundamentals Of Entrepreneurship
(ENT300)

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1.0 EXECUTIVE SUMMARY

An entrepreneur is a person who engages in the business world whether making, selling, or trading goods. Most successful entrepreneurs have the confidence and determination in achieving what they want. For the ENT300 assignment, Fundamentals Of Entrepreneurship subject course that I was given, I chose the company name “Hartalega Holdings Berhad” because this company caught my attention for further study. I also chose this company because it made it easier for me to relate what I learned in all the chapters in this subject.

Based on the research that I found, the company started its business in 1988 by Kuan Kam Hon, the founder and also the executive chairman. But this company is also controlled by the Kuan family. Hartalega is a type of public limited company which is a parent company headquartered in Kuala Lumpur, Malaysia. This company has 100 total employees across all of its locations and generates \$718.87 million in sales (USD). Hartalega Holdings Berhad is the largest synthetic glove manufacturer and supplier used primarily in the health industry. They provide hand protection for industrial, healthcare, dental, food and also the laboratory to meet the consumer’s request.

Mr. Kuan Kam Hon not only focuses its business in Malaysia extends its business by exporting 100% of its products internationally, including the Americas, Europe, Asia Pacific, Africa, and the Middle East. A consumer who purchases Hartalega’s nitrile gloves includes healthcare, food processing workers, practitioner workers, lab workers, and other professionals. Their product is known for its consistent quality and the innovation of the design.

2.0 ENTREPRENEUR PROFILE



KUAN KAM HON

**10TH
RICHEST MAN
IN
MALAYSIA**

Mr. Kuan Kam Hon is a Malaysian billionaire who is the founder and chairman of Hartalega Holdings Berhad, one of the largest nitrile gloves companies in the world. He was 74 years old who was born in 1947 in Kuala Lumpur, Malaysia. Mr. Kuan Kim Hon was ranked 10th on Forbes's 2018 list of 50 Malaysia's richest with a net value of \$2.7 billion. Before he became a billionaire, he was a high school drop-out who started his career in the building and construction sectors at his father's company, namely Kuan Yuen & Son Company known as the construction of quality home builder. Then, in 1978, he moved his own and started his first business, the Timol Weaving Sdn Bhd, a manufacturing business factory that made woven labels and badges.

After a few years later, he used his skills and experience to establish and introduce Hartalega Sdn Bhd companies in 1981. Under his leadership, his company, Hartalega has succeeded in becoming a world-renowned latex manufacturer and supplier company. Now, his company has been listed in a public listed company on the Main Board of Bursa Malaysia known as Hartalega Holdings Berhad. On the first, on 7 May 2007, Mr. Kuan Kam Hon was elected as Executive Chairman and Managing Director. Then, he was declined as Managing Director on 16 November 2012 and continued his position in this company as an Executive Chairman. He is fully responsible for matters relating to strategy planning, business dealings, as well as operations within the group including research and development.

Mr. Kuan was a successful businessman and also one of the richest men in Malaysian. This is because his determination and confidence in doing his business. He was very smart person and have his strategies in making the company to became more successful just like nowadays. He also set a management value driven by quality, innovation, and creativity to produce highly skilled staff. He now presently sits on the Board of several other private limited companies as well.