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Siemens, TNB team up to transform industry digitalisation

by LYDIA NATHAN

SIEMENS Malaysia Sdn Bhd is set to transform Malaysia's digitalisation in its power generation services, as well as energy management by collaborating with Tenaga Nasional Bhd (TNB).

Siemens' recently appointed CEO Indranil Lahiri said while there has been much talk about the transformation, so far, very little has been done.

"We are happy to partner them, as Siemens and TNB have mirrored each other's portfolio in finding solutions and adapting new generation technology," he said to reporters yesterday.

Indranil said with the change of the new government, he is looking forward to the future.

"I have no concerns, there will definitely be some changes, but I always think that any change is a good thing.

"Siemens has been in talks with TNB, however, because they are a government-linked company, there might be some new policies. The goal is to look after our shareholders and consumers," he said.

According to Indranil, the target is

to grow more than the current industry's market growth.

"I would love to see the industry growing 8% of the gross domestic product (GDP). Inside the industry, the electrical component infrastructure should be growing close to 9% or 10%. Our growth must not fall less than 12%, thus, for 2018 we're projecting it to be between 15% and 20%," Indranil said.

At present, Siemens major revenue contribution comes from its power generation as the group received some big orders from Petroliaam Nasional Bhd (Petronas).

"Each year, the orders from Petronas bring in revenue, however, since there will be new infrastructure soon, we have been looking at other new power opportunities in Malaysia," he said.

Indranil said this year, TNB will be investing RM18.8 billion into infrastructure.

Meanwhile, TNB announced that Siemens will be the Diamond sponsor for the Conference of the Electric Power Supply Industry (CEPSI) which will be held from Sept 17 to Sept 22, 2018.



Pic by Afi Abd Halim

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The event will be a platform for key players to share information and network with fellow industry players amid a background of fast changing global trends and developments.

Indranil said he is hoping that through the conference, key players

will make the most of the platform and come up with new ideas for the industry.

"TNB have their own challenges. It will be changing the country's utility landscape. The Diamond sponsorship just reinforced Siemens as the best possible partner," he said.

Siemens will fund some part of the cost incurred for the conference, but Indranil said more importantly, he wants to bring in global experts that will be able to share their expertise.

Personally, he hopes to help small and medium SMEs enterprises (SMEs) to catch up with bigger corporations in terms of digitalisation, he said.

"SMEs can contribute so much more to the GDP than what they are doing right now, they just need the flexibility to grow," Indranil said.

The CEPSI 2018 will be themed "Reimagining Utility of the Future" and some 2,000 delegates are expected to attend.

Among the topics that will be discussed include the influence of climate change and sustainability, worldwide developments in energy and the future of mobility.