

# TNB wants slice of region's power maintenance mart

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TENAGA - National Bhd via a newly-formed alliance with TurboCare SpA, is eyeing a share of Asia-Pacific's US\$600 million (RM2 billion) a year power maintenance market to boost revenue.

"The market is huge, even a 5 percent share is big enough for Malaysia," chief executive officer Datuk Sri Che Khalib Mohamad Noh said.

TNB, through its wholly-owned unit TNB Repair and Maintenance Sdn Bhd (TNB Remaco) sealed the pact with TurboCare, one of the world's largest independent service provider controlled by Germany's Siemens, in Kuala Lumpur yesterday.



**All Smiles:** (From left) TurboCare Group vice president Brian K. Glynn; TurboCare SpA chief Executive officer Luigi Torricone; Energy Commission chairman Datuk Pian Sukro; and Che Khalib after the signing.

The alliance, which could lead to a joint venture in the near future, gives TurboCare a firm local presence in Southeast Asia while allowing TNB Remaco to gain from a technology transfer.

Most power plant operators in the region now totally rely on overseas-based original equipment manufacturers to provide repair and maintenance services, Che Khalib said.

This makes maintenance relatively expensive and time consuming, he said.

"Every country has power plants and they all needed to be serviced. We can win customers in the region as our prices will be competitive compared to service providers based in the US and Europe," he added.

Asia, with its speedy growth, is going to be "the market" for power maintenance, Che Khalib said, estimating an over 10 percent annual growth for the regional market.