

# Contracting & Collection For SARE

#ElectrifyingTheChange with

**TNBX**

Your Trusted Energy Partner

A Wholly Owned Subsidiary of TNB



# About TNBX

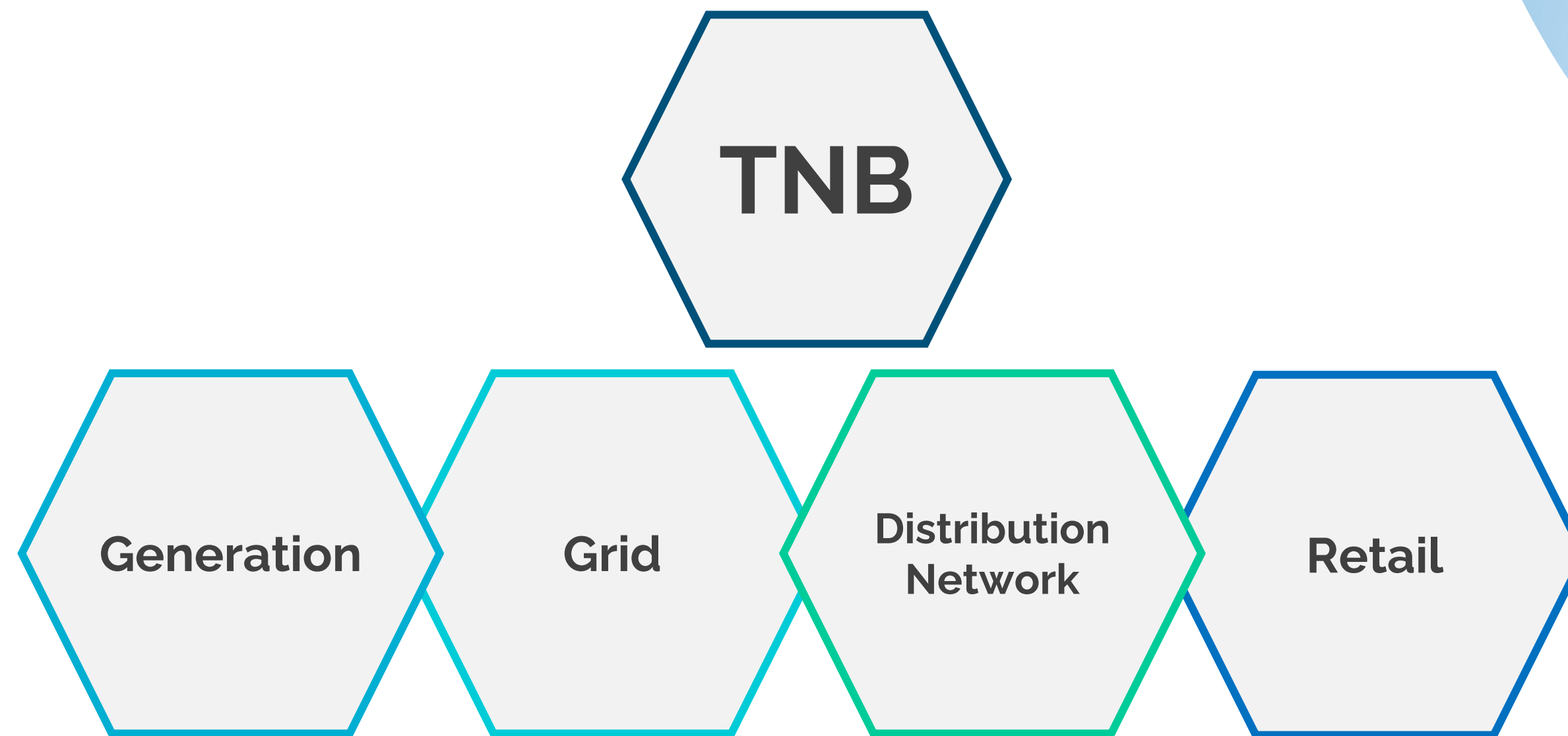
## *#ElectrifyingTheChange*

TNBX Sdn. Bhd. is a wholly owned subsidiary of Tenaga Nasional Berhad incorporated in 2017. TNBX offers smart and innovative solutions in renewable energy and energy efficiency for homes and businesses. Our team members are passionate to drive green revolution in Malaysia and believe that by working together, we can all make the difference the world needs.





**TNBX** *is a*  
*wholly owned subsidiary of TNB*





# Our Solutions

- ✓ **Supply Agreement for Renewable Energy (SARE)**
- ✓ **Suriashield Solar Insurance**
- ✓ **Power Factor Surcharge Solution (Capacitor Bank)**
- ✓ **Green Electricity Tariff (GET)**
- ✓ **and many more...**





# Meet The Team

## Our people. Our strength.

TNBX consists of dedicated team who envision to provide innovative solutions and drive green revolution for better and brighter future



**IR. MOHD RAZIF ABDUL HALIM**  
Managing Director



**ISFAIZA BINTI MARSAYID  
@ MUIN**  
Chief Financial Officer



**YONG BOON  
HENG**  
Lead  
(mGATS)



**SHARIFAH SALWAH SYED  
OTHMAN**  
Lead  
(Contracting & Billing)



**IR. TS. MAHESWARAN  
A/L SIBEPEREGASAM**  
Lead  
(Emerging Solutions)



**SHARMELA DEVI C.  
EHAMBAR**  
Lead  
(Digital Marketplace)



# Meet The Team



**VICKNESWARAN MUTHU KUMAR**  
Finance Executive



**MUHAMMAD ANAS SHAFAWI**  
Specialist  
Technical Sales &  
Account Management  
(mGATS)



**NIK FATIN BALQIS NIK FAKARUDIN**  
Specialist  
(Contract Management)



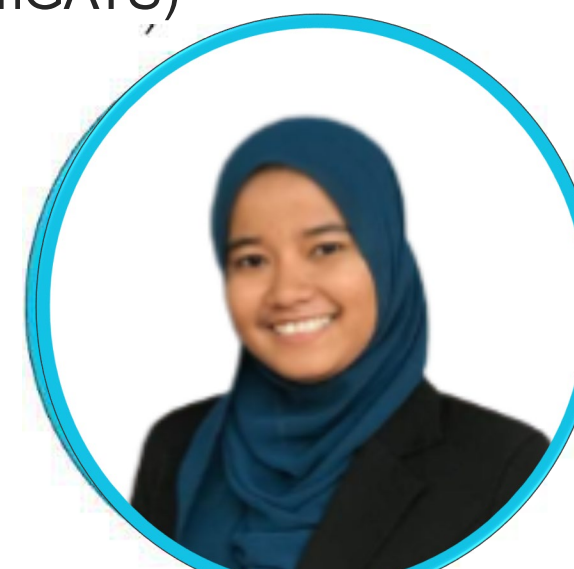
**AHMAD DANIAL JAMALUDIN**  
Designer  
(Solution Design)



**MUHAMMAD IBRAHIM ROZMAN**  
Design Architect  
(Solution Design)



**NUR SHUHADA ABDULLAH**  
Specialist  
Technical Sales &  
Account Management  
(Digital Marketplace)



**ZAMZURAINIE**  
Executive  
(Billing and Contracting)



**SHAHIRAH**  
Executive  
(Billing and Contracting)



**MUHD AMIRUL HAFIZI SUKOR**  
Specialist  
(Electric Vehicle Charging)



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**We Are Committed In Providing  
Efficient & Effective  
Contracting & Collection Services  
For Our Customers' Renewable Journey  
Towards a Greener World**

**(SARE team)**



# Meet The B&C Team

## Our people. Our strength.

This unit consists of dedicated team who envision to provide innovative solutions and drive green revolution for better and brighter future



**SHARIFAH SALWAH SYED OTHMAN**  
Lead (Billing and Contracting)



**NIK FATIN BALQIS NIK FAKARUDIN**  
Specialist (Contract Management)



**AHMAD DANIAL JAMALUDIN**  
Designer (Solution Design)



**Zamzurainie**  
Executive  
(Billing and Contracting)



**Shahirah**  
Executive  
(Billing and Contracting)

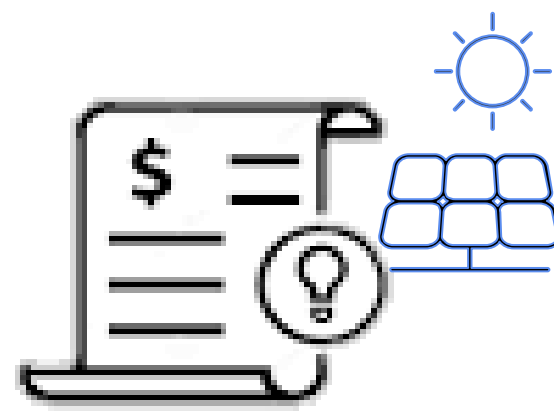


# About Supply Agreement for Renewable Energy (SARE)

Since 2019



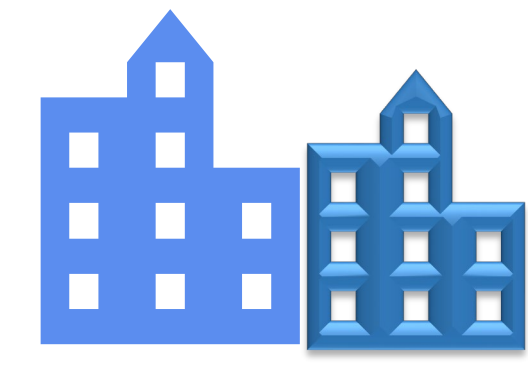
A tripartite agreement between TNB, Asset Owner and Consumer.



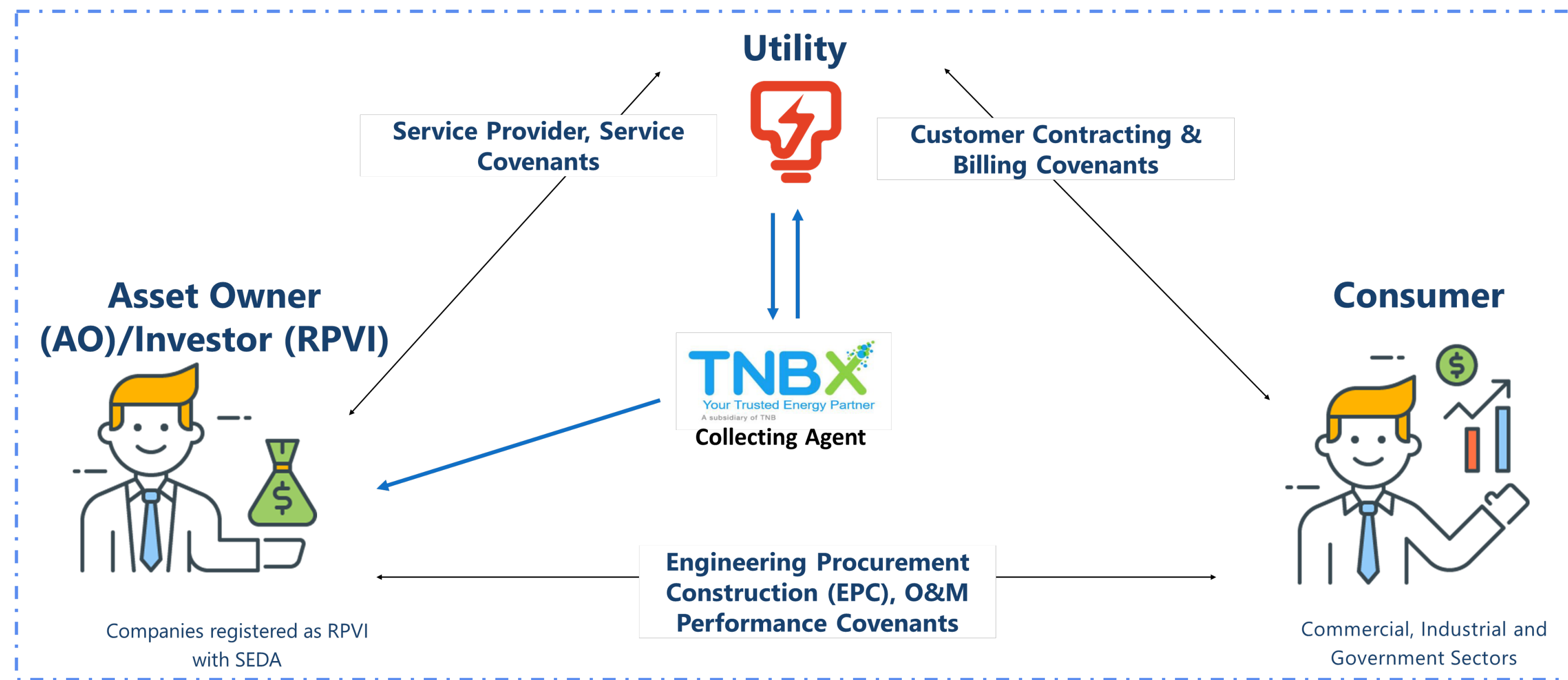
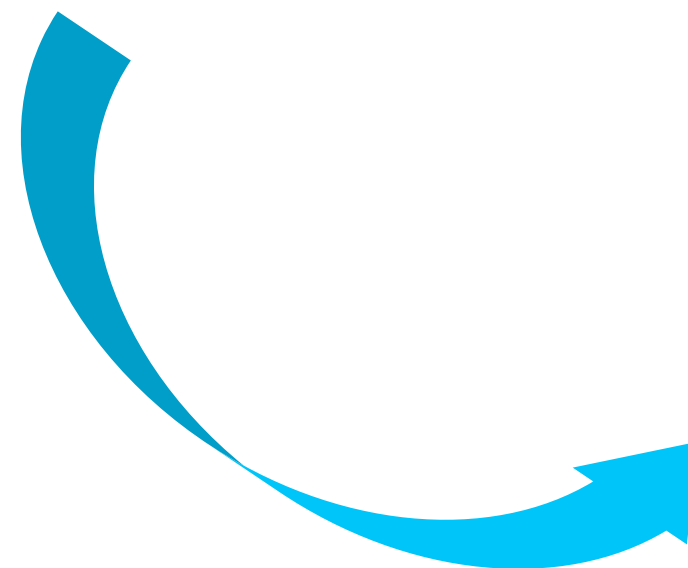
Combines PPA and Billing & Collection (BCA) in one comprehensive document



Clearly defines the obligations & responsibilities of each party on Solar PV System, Metering, Billing & Collection



Currently eligible for Commercial, Industrial and Government Sectors in Peninsular Malaysia

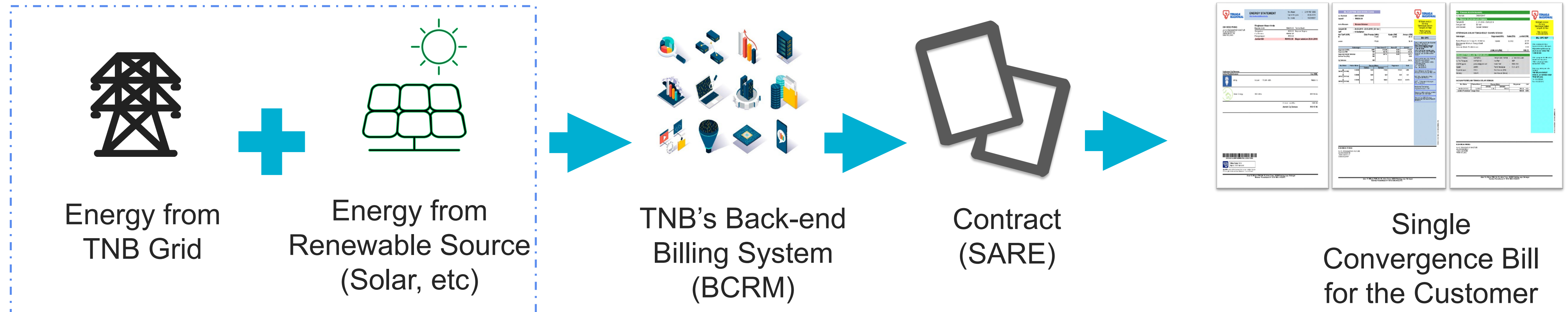




# The Basis of **SARE**

SUPPLY AGREEMENT - RENEWABLE ENERGY

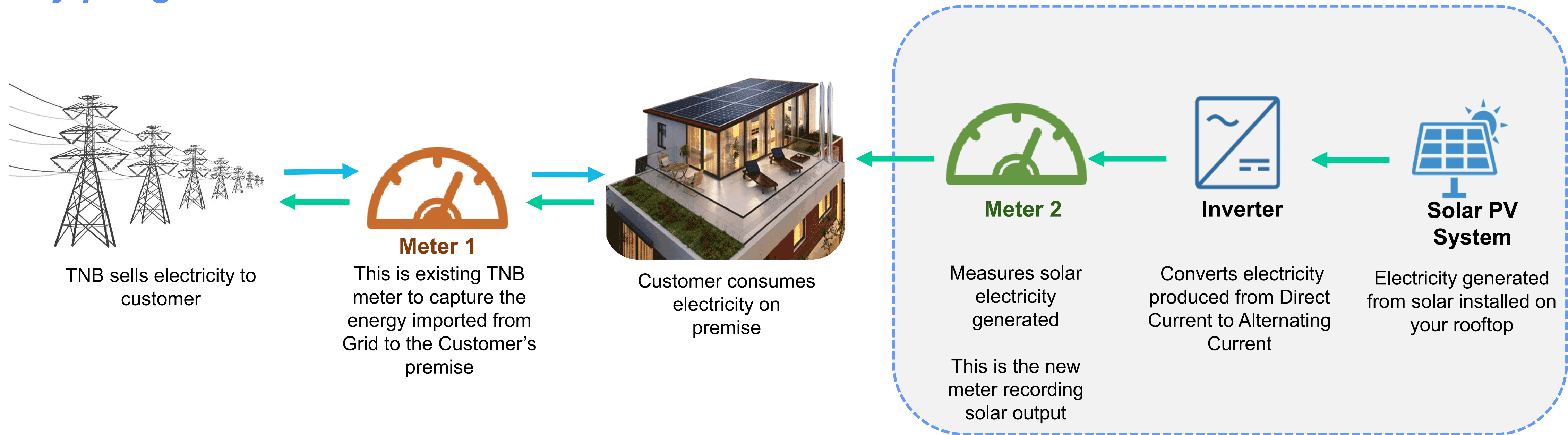
*Leveraging on TNB's Metering & Billing System to Provide Single Convergence Bill To the Customer*





# On-Site Meter Arrangement & Implementation

*Pay per generation business model*



**New TNB bill via SARE =**  
**(Net Energy recorded by M1 x Regulated Tariff)**  
**+**  
**(Solar Energy Generated recorded by M2 x Solar Rate)**

→ Electricity purchased from TNB grid

← Electricity generated by customer

*\*Only applicable if Customer is under NEM scheme. However, SARE is independent of NEM.*



# Benefits of **SARE** to the Solar PV Industry in Malaysia

SUPPLY AGREEMENT - RENEWABLE ENERGY



## 1. Comprehensive agreement of PPA and BCA

SARE covers the commercial, technical, safety and other arrangement with regards to Solar PV system, Solar Energy Meter and Billing and Collection.



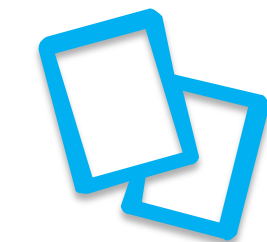
## 2. Protection on Each Party's Interests and Rights

SARE defines clearly the obligations and responsibilities of all parties with regards to Solar PV System, Metering, Billing and Collection.



## 3. Efficient contract management throughout SARE term

TNB bring years of experience in business practices and expertise in delivering efficient services.



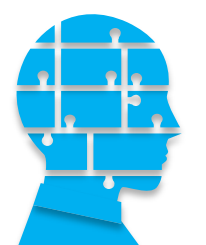
## 4. Great Billing Experience

The Customers will enjoy a great and simple billing experience by having a single convergence bill.



## 5. Fixed Tariff Rate for The Customers

Predetermined solar tariff through out contract period, is a guaranteed savings on the Customers electricity bill!



## 6. Flexible Payment Channel & Call Centre Support

Enjoy TNB's efficient and effective customer service, through out peninsular Malaysia by telephone call, face to face, online platform and more.



# Single Billing with **SARE**

SUPPLY AGREEMENT - RENEWABLE ENERGY

## SUMMARY OF ENERGY STATEMENT

**ENERGY STATEMENT**  
<http://www.mytnb.com.my>

No. Akaun : 210116213202  
Tarikh Penyata : 26.03.2019  
No. Invois : 102349957

**KOH WOEI PHING**  
A-4-10, PANGSAPURI KASTURI  
JALAN SEMABOK  
TAMAN KASTURI  
75050 MELAKA

**Ringkasan Akaun Anda**  
Bayaran Akhir RM250.00 Terima Kasih.  
Tunggakan RM6.00 Bayaran Segera.  
Caj Semasa RM147.48  
Pengenapan RM0.02  
**Jumlah Bil RM153.50 Bayar sebelum 25.04.2019**

**Ringkasan Caj Semasa**  
Perihal Perkhidmatan **Caj (RM)**

Utility Import 175.00 kWh RM38.15

Solar Energy 169 kWh RM109.33

Service Tax (6%) RM0.00  
**Jumlah Caj Semasa RM147.48**

2101162132020010234995700000000015350

Billir Code: 5454  
Ref-1: 210116213202

JomPAY online di Perbankan Internet dan Telefon Mudah  
Aih dengan akaun semasa, simpanan atau kad kredit

Aras 13, Wisma TNB, No 19, Jalan Timur, 46200 Petaling Jaya, Selangor  
Nombor Pendaftaran ST W10-1808-31022372

## UTILITY ENERGY BILL

**BIL ELEKTRIK DAN INVOIS CUKAI**  
No. Kontrak : 6001123940  
Deposit : RM250.00

**TERIMA KASIH**  
**Kerana**  
**Membayar Dalam**  
**Tempoh 30 Hari**  
**TNB Careline**  
**1-300-88-5454**

**Jenis Bacaan : Bacaan Sebenar**

Tempoh Bil : 24.02.2019 - 23.03.2019 ( 28 Hari )  
Tarif : A:Kediaman

Blok Tarif (kWh)	Blok Prorata (kWh)	Kadar (RM)	Amaun (RM)
200	175.00	0.2180	38.15
<b>Jumlah</b>	<b>175.00</b>		<b>38.15</b>

Keterangan	Tidak Kena ST	Kena ST	Jumlah
Kegunaan (kWh)	kWh	175.00	0.00
Kegunaan RM	RM	38.15	0.00
Kegunaan Bulan Semasa	RM	38.15	0.00
Service Tax (6%)	RM		0.00
<b>Caj Semasa</b>	<b>RM</b>		<b>38.15</b>

No. Meter	Faktor Meter	Bacaan Meter		Kegunaan	Unit
		Dahulu	Semasa		
EDM105180101554	1.00000	0.00	175.00	175.00	kWh
EDM105180101554	1.00000	0.00	0.00	0.00	kW
EDM105180101554	1.00000	0.00	100.00	100.00	KVARh

Untuk maklumat bil dan bayaran terdahulu, sila layari - <http://www.mytnb.com.my> atau hubungi Hotline TNB 1 300 88 5454  
Untuk gangguan bekalan atau kerosakan lampu jalan TNB sila hubungi melalui telefon/SMS: 15454  
Untuk pertanyaan, sila hubungi: TNB MELAKA BARAT ARAS G, JLN BANDA KABA 75000 MELAKA Tel : 06-2828544 Fax : 06-2835010  
Subsidi BAHAN API Dibayar Kerajaan Persekutuan RM 2.36  
KWTBB - Kumpulan Wang Tenaga Boleh BAHARU  
ICPT - Pelepasan Imbangan Kos Penajaan  
Maklumat Tambahan: Angkadar Kuasa : 0.87  
Bayaran melalui cek sah setelah penjelasan cek oleh bank  
Service Tax (ST) 6% bagi penggunaan Domestik melebihi 600 kWh.

**KOH WOEI PHING**  
A-4-10, PANGSAPURI KASTURI  
JALAN SEMABOK  
TAMAN KASTURI  
75050 MELAKA

Aras 13, Wisma TNB, No 19, Jalan Timur, 46200 Petaling Jaya, Selangor  
Nombor Pendaftaran ST W10-1808-31022372

## SOLAR ENERGY BILL

**BIL TENAGA BOLEH BAHARU**  
No. Kontrak : 7008162447

**TERIMA KASIH**  
**Kerana**  
**Membayar Dalam**  
**Tempoh 30 Hari**  
**TNB Careline**  
**1-300-88-5454**

**BIL TENAGA BOLEH BAHARU SEMASA**  
Tempoh Bil : 01.01.2019 - 23.03.2019  
Bilangan Hari : 82 Hari  
Jenis Bacaan : Bacaan Sebenar

**KETERANGAN JUMLAH TENAGA BOLEH BAHARU SEMASA**

Keterangan	Kegunaan(kWh)	Kadar(RM)	Jumlah(RM)
Kadar Penajaan Tenaga Boleh BAHARU	169.00	0.3100	52.39
Pembayaran Minimum Tenaga Boleh BAHARU			56.94
Ansuran (Modal Pendahuluan)			0.00
<b>JUMLAH (RM)</b>			<b>109.33</b>

**MAKLUMAT PEMBELIAN TENAGA SOLAR**  
Nama SP/Pelabur : GSPARKS Tempoh Baki Kontrak : 2 Tahun & 9 Bulan  
No. Tel. Pengguna : 0167220123 Kod Tarif : SEP  
Emel Pengguna : junutypist@gmail.com Kadar Tarif : RMO.3100  
Kapasiti : 200kW Tarikh Mulatugas : 01.01.2019  
Penyambungan : 230 V Baki Ansuran (RM) :  
Teknologi : SOLAR Baki Ansuran (Bulan) :

**BACAAN PEMBELIAN TENAGA SOLAR SEMASA**

No. Meter	Faktor Meter	Bacaan Meter		Kegunaan	Unit
		Dahulu	Semasa		
M 5004102123	1.00000	0.00	169.00	169.00	kWh
<b>Jumlah Pembelian Tenaga Solar</b>				<b>169.00</b>	<b>kWh</b>

**KOH WOEI PHING**  
A-4-10, PANGSAPURI KASTURI  
JALAN SEMABOK  
TAMAN KASTURI  
75050 MELAKA

Aras 13, Wisma TNB, No 19, Jalan Timur, 46200 Petaling Jaya, Selangor  
Nombor Pendaftaran ST W10-1808-31022372

Payments of the bill can be done just like normal TNB Bills (eg. via Kedai Tenaga and myTNB)



# Variations of **SARE**

SUPPLY AGREEMENT - RENEWABLE ENERGY

## *Tailored for the Market Needs*

### Current Solution

- **SARE 1.0 : Pay per generation business model**
  - ✓ SARE Rebate by Asset Owner
  - ✓ SARE ETOU

### In the pipeline...

- **SARE - 2.0** : Enhancement of SARE 1.0
- **Solar Generation Agreement (SGA) : Fixed monthly payment business model**
- **Billing & Collection Agreement (BCA)** : Only on Metering, Billing & Collection
- **BCA for SGA** : Only on Billing & Collection

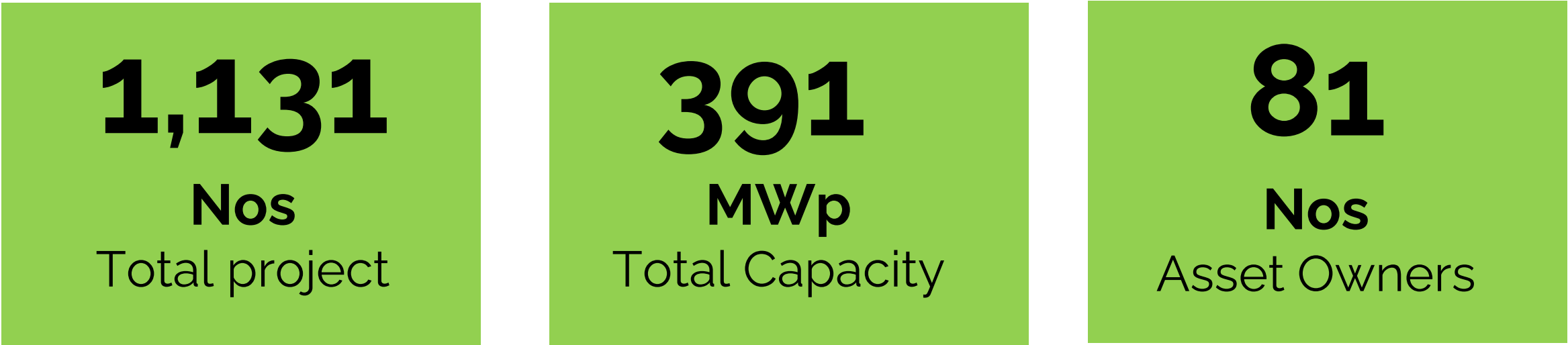
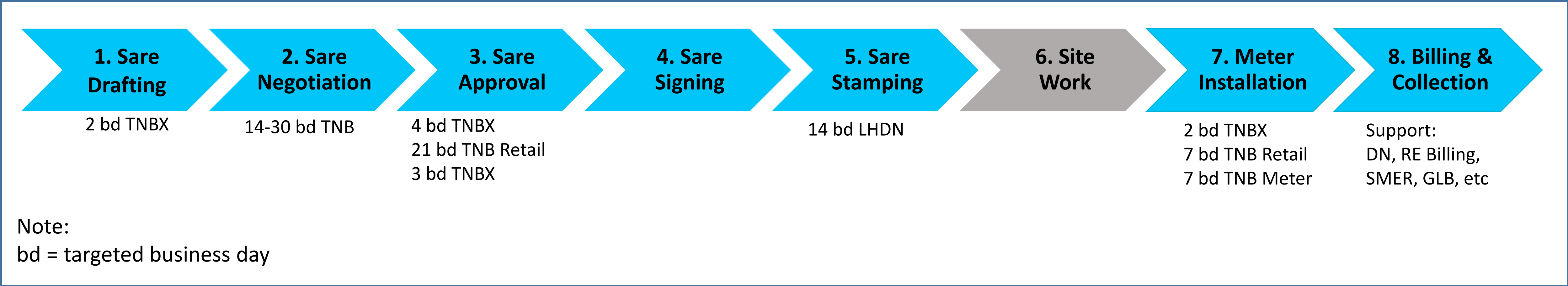






# Process and Achievement

We assist our customers through out the Sare journey:



*\*Value as of Nov 2023*



# Award

We are recognized for our excellent services offered.





# SARE

## On the news!

Join our satisfied customers in building a greener world

## TNB, JKR buat kajian pasang bumbung solar

➔ Jabatan Kerja Raya bakal nikmati faedah bersih elektrik kos sifar modal

Oleh Nora Mahpar  
noramahpar@bh.com.my

Tenaga Nasional Bhd (TNB), menerusi anak syarikatnya, TNBX Sdn Bhd (TNBX) dan Jabatan Kerja Raya Malaysia (JKR) sedang melaksanakan kajian daya

menerusi memorandum persefahaman (MoU) yang dimeterai antara kedua-dua pihak

**TNB pasang PV**  
MoU itu dimeterai oleh Pengarah Urusan TNBX, Ir Nirinder Singh Johl, manakala JKR diwakili oleh Timbalan Ketua Pengerah (Sektor



Nirinder Singh (tiga dari kanan) dan Kamaluddin bertukar dokumen pada majlis memeterai perjanjian di Kuala Lumpur, semalam.

JKR sepanjang tempoh kontrak selama 20 hingga 25 tahun. Dengan pemasangan sistem bumbung PV dengan TNBX, akan menikmati faedah bersih elektrik pada kos sifar modal dahulu. JKR juga akan dibilkan bagi elektrik yang dihasilkan sistem

Tenaga Bersih (NEM). Justeru, menerusi Program Pembelian Tenaga Solar TNB ini, JKR

sama ini sebagai kerja berpasukan dua entiti yang berminat untuk menangani isu pengurusan tenaga



NOR AZMAN MUFTI (duduk dari kiri) bersama Murad Ali Mydin (tengah) dan Megat Jalaluddin Megat Hassan menandatangani Perjanjian Bekalan Tenaga Boleh Diperbaharui (SARE) untuk Sistem Bumbung Solar antara TNB dan GSPARX dengan Mydin Mohamed Holdings Berhad di Subang Jaya, Selangor, baru-baru ini.

## Mydin pasang panel solar PV, jimat RM3.24j

Oleh SHAHIZAM TAZALI  
shahizam@utusan.com.my

■ KUALA LUMPUR 19 SEPT.

TENAGA Nasional Berhad (TNB) melalui GSPARX Sdn. Bhd. (GSPARX) memeterai Perjanjian Bekalan Tenaga Boleh Diperbaharui (SARE) dengan

bukan sahaja keuntungan, malah aspek kemasuaian dan alam sekitar juga ditekankan selari dengan konsep triple bottom line yang terdiri daripada masyarakat, planet dan keuntungan. "Saya menyambut baik kerjasama Mydin dan TNB dalam usaha memacu kelestarian tenaga demi organisasi, masyarakat dan

Pengarah GSPARX, Datuk Nor Azman Mufti; Ketua Pegawai Runcit TNB, Ir. Megat Jalaluddin Megat Hassan dan Pengarah Eksekutif Mydin, Datuk Murad Ali Mydin. Sementara itu, Megat Jalaluddin berkata, kerjasama berkenaan akan membawa kepada bekalan tenaga lestari untuk Mydin di

## EduCity jimat RM2.22 juta setahun

### My-Sutera syarikat pertama guna SARE

**Pasir Puteh:** Sebuah syarikat pembekal pakaian menjadi pelanggan Tenaga Nasional Berhad (TNB) pertama di negeri ini menggunakan Bekalan Tenaga Boleh Diperbaharui (SARE) yang menjana tenaga elektrik sendiri.

Ketua Perkhidmatan Pengguna TNB Kelantan, Muhammad Azli Ab Rahim berkata, bekalan tenaga elektrik itu dijana menggunakan panel solar fotovolt yang dipasang di bumbung premis syarikat My-Sutera Sdn Bhd yang berpangkalan di Pengkalan Chepa.

"Pemasangan projek solar berkapasiti 340 kilowatt dijangka siap pada Februari 2020 dengan kerjasama anak syarikat TNB, TNBX Sdn Bhd dan GSPARX Sdn Bhd," katanya.

AM TAZALI  
amta@utusan.com.my

IPUR LOGOS

Nasional Berhad menjalin kerjasama dengan EduCity Iskandar (EduCity) bagi pasang panel solar di bumbung Multi Varsiti pejalan kaki dalam kawasan. Anak syarikat milik GSPARX Sdn. Bhd. Perjanjian Bekalan Tenaga Boleh Diperbaharui antara EduCity untuk 816 kWh setahun akan memberi penjanaan tenaga elektrik hampir setahun bagi tem-

awai Usaha Niaga Nor Azman Mufti dan pegawai pemeteraian telah memperoleh



NOR AZMAN (duduk, tengah) bersama Megat Jalaluddin (duduk, kanan) dan Wan Ahmad Saifuddin (duduk, kiri) menandatangani perjanjian SARE sambil disaksikan oleh Khairil Anwar (kiri), Mohd. Yusrizal (dua dari kiri), Amran Hafiz (dua dari kanan) dan Ahmad Hushairi (kanan) dalam Majlis Memeterai Kerjasama Pintar antara TNB, GSPARX dan EduCity di Kuala Lumpur, baru-baru ini.

"TNB yang memiliki kepakaran selama 70 tahun dalam industri tenaga dan pakar dalam menguruskan ladang solar berskala besar komited untuk melaksanakan aspirasi kerajaan dalam mencapai sasaran tenaga

"Kami akan terus bekerjasama dengan organisasi dan kerajaan tempatan, industri serta hab pendidikan lain untuk mengurangkan kos elektrik melalui RE," katanya dalam kenyataan di sini hari ini.

mewakili GSPARX sementara TNB dan Iskandar Education Enterprise Sdn. Bhd. (IEESB) masing-masing diwakili oleh Ketua Pegawai Peruncitan TNB, Ir. Megat Jalaluddin Megat Hassan dan Pengarah Iskandar Edu-

mad Radzi.

Perjanjian itu disaksikan oleh Pengarah Urusan TNB GSPARX, Ir. Mohd. Yusrizal Mohd. Yusoff; Pengerusi EduCity Iskandar Malaysia Sdn. Bhd., Datuk Ir. Khairil Anwar Ahmad; Ketua Operasi Peruncitan TNB, Ahmad Hushairi Ibrahim dan Pengarah Iskandar Investment Berhad, Amran Hafiz Affudin.

Melalui SARE, EduCity akan menikmati kadar tarif yang lebih rendah memandangkan tarif yang digazetkan lebih tinggi berbanding tarif solar.

Perjanjian itu juga meliputi skim Meter Tenaga Bersih (NEM) yang mana ia membolehkan EduCity memindahkan lebih tenaga yang dijana oleh panel solar kepada TNB pada kadar sama seperti pelanggan membeli dari TNB.

TNB menyasarkan untuk menjana 1,700 MW RE menjelang 2025 selari dengan hasrat kerajaan yang mahu 20 peratus



# SARE

## On the news!

Join our satisfied customers in building a greener world

### SOLAR PANEL INSTALLATION

## TNB WIDENS BUYBACK SCHEME

Subsidiary Gsparx signs deal with Ain Medicare and TATI University College

OOI TEE CHING  
KUALA LUMPUR  
bt@mediaprima.com.my

**T**ENAGA Nasional Bhd (TNB) extended its solar panel installation and renewable energy buy-back scheme to a pharmaceutical company and university. TNB's wholly-owned unit,

Gsparx Sdn Bhd, yesterday inked a supply agreement for renewable energy with Ain Medicare Sdn Bhd and TATI University College to install solar panels on their rooftops, which can generate 3,131.5 kilowatt peak (kWp) and 999kWp, respectively.

kWp is the peak power of a solar power system that is measured at its peak performance at noon on a

sunny day.

Ain Medicare chairman Datuk Wan Ariff Wan Hamzah and TATI rector Prof Dr Anuar Ahmad signed the solar energy supply agreements with TNB chief retail officer Megat Jalaluddin Megat Hassan and TNB chief ventures officer-cum-Gsparx director Datuk Nor Azman Mufti at the International Greentech and Eco Products Exhibition and Conference Malaysia, here, yesterday.

"The installation of solar panels for both companies is expected to be completed in April next year," said Azman.

Gsparx will install solar panels at Ain Medicare's factories in Kota Bharu with a capacity of 2,533.5kWp and Kulim with a capacity of 598kWp.

Ain Medicare is estimated to generate 3.315 million kilowatt hour (kWh) every year and an accumulated savings of RM17.5 million over 25 years.

Gsparx will also install solar panels at TATI University College's campus in Kemaman.

The campus is expected to generate 1.306 million kWh and reap potential savings of RM6.24 million over 25 years.

## TNB, PWD ink solar power collaboration

**KUALA LUMPUR:** Tenaga Nasional Bhd (TNB), through its wholly-owned subsidiary TNBX Sdn Bhd, is undertaking a feasibility study on the installation of rooftop solar on Public Works Department (PWD) buildings under the TNB Solar Energy Purchase Programme.

The study is one of five areas of collaboration both parties are considering under a three-year memorandum of understanding (MoU) signed yesterday.

The non-binding and non-exclusive MoU was signed by TNBX managing director Nirinder Singh Johl and PWD deputy director-general (specialist sector) Kamaluddin Abdul Rashid.

Nirinder said the MoU would allow both parties to jointly address energy management issues.

"Hopefully, the initiative will raise greater awareness for energy management in Malaysia," he said in a statement yesterday.

Under the MoU, TNB will invest, design, install and maintain

tem on PWD buildings throughout a 20- to 25-year contract period.

With the installation of the rooftop solar PV system, PWD will be able to enjoy clean electricity at zero capital upfront cost.

PWD will also be billed for the electricity generated from the solar PV system at a rate that is lower than TNB's normal electricity tariff.

In addition, PWD can sell excess energy generated back to TNB under the Net Energy Metering scheme.

Hence, through the proposed TNB Solar Energy Purchase Programme, PWD will benefit from clean electricity to meet its carbon reduction target without incurring any capital and gain from immediate overall electricity cost savings with minimal risk.

TNB is targeting to generate 1,700MW of renewable energy by 2025, in line with the government's target of generating 20 per cent of electricity via renewable energy sources by 2030.



Energy, Science, Technology, Environment and Climate Change Minister Yeo Bee Yin (fifth from right) with Tenaga Nasional Bhd (TNB) chairman Tan Sri Leo Moggie (sixth from right), TNB president and chief executive officer Amir Hamzah Azizan (fourth from left) and company officials at the International Greentech and Eco Products Exhibition and Conference Malaysia in Kuala Lumpur yesterday. PIC BY AZUDDIN SAAD



# SARE

## On the news!

Join our satisfied customers in building a greener world

### Solar PV di UTC Perak jimatkan bil elektrik MBI

September 1, 2021 @ 12:20pm



Rumaizi meninjau pemasangan panel solar itu yang siap sepenuhnya pada hujung Julai lalu adalah projek pertama MBI dengan kerjasama Tenaga Nasional Berhad (TNB) dan anak syarikat TNB, GSPARX Sdn Bhd (GSPARX).

IPOH: Pemasangan panel solar fotovoltaik (PV) di bumbung bangunan Pusat Transformasi Bandar (UTC) Perak di sini mampu memberi penjimatan hingga RM2.5 juta penggunaan bil elektrik kepada Majlis Bandaraya Ipoh (MBI) bagi tempoh 21 tahun kontrak menerusi Perjanjian Bekalan Tenaga Boleh Baharu (SARE).

Datuk Bandar Ipoh, Datuk Rumaizi Baharin, berkata pemasangan panel solar itu yang siap sepenuhnya pada hujung Julai lalu adalah projek pertama MBI dengan kerjasama Tenaga Nasional Berhad (TNB) dan anak syarikat TNB, GSPARX Sdn Bhd (GSPARX).

"Penggunaan panel solar PV ini mampu menjimatkan sejumlah RM47,964 bil elektrik pada tahun pertama projek.

"Ini adalah projek pertama MBI berkaitan dengan penggunaan tenaga solar dan selepas ini akan diperluaskan di bangunan lain milik MBI seperti di Stadium Perak, Stadium Indera Mulia dan Kompleks Kolam Renang," katanya pada sidang media selepas meninjau projek berkenaan di bangunan UTC di sini hari ini.

Personal Wealth

### Solutions: Making it easier to shop for a solar power system

Tan Zhai Yun / The Edge Malaysia  
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“The platform ensures product quality and provides financing options to consumers. These are some of the pain points domestic users face when embarking on this journey.”  
— Sebastian



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“For example, TNBX offers the Supply Agreement for Renewable Energy scheme, which is only available to commercial and industrial customers. But we are in discussions with the company to see if such a service can be extended to the residential market. Then, banks will be more comfortable providing financing and come up with more innovative products targeting this market. Our goal is to make solar power accessible to all.”

Although buySolar is a one-stop platform, it does not offer much in terms of choice currently because only two of its partners — Gsparx and CIMB Bank — offer products and services directly to residential consumers. Of course, they are free to seek their own financing options even if they purchase their solar power systems via the platform.

When asked, Sebastian says buySolar is just starting out. It may add other partners in the future. “One of the key reasons for going with Gsparx and TNBX is that they are also grid providers. Working with them was a natural process because if something does not work, we can quickly identify whether the problem is the solar power system or the grid. Working with them also gives us the opportunity to look at other features that we can add to the marketplace.

“We are just starting out and enriching the marketplace. We will see how this progresses. In our road map, the initial step is to bring reputable players together. After that, we will look at what sort of value we can add and what other stakeholders can play a role in the marketplace.”



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