

Headline	Siemens Malaysia targets 15-18 pct revenue growth this year		
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# Siemens Malaysia targets 15-18 pct revenue growth this year

**KUALA LUMPUR:** Siemens Malaysia Sdn Bhd is targeting a 15-18 per cent growth in revenue this year, driven by the power generation and grid infrastructure businesses.

President and Chief Executive Officer Indranil Lahiri said power generation would be the major revenue contributor as it had clinched a contract from Petronas in Pengerang, which is still under execution.

“Moving forward, we still see some power generation opportunities in Malaysia. We know that Malaysia might add new power generation infrastructure.

“We also hope to win some contracts from Tenaga Nasional Bhd (TNB), which has announced it will invest RM18.8 billion in grid infrastructure,” he told reporters after a digitalisation workshop jointly

organised with the utility giant here yesterday.

Indranil said TNB’s plan to have a power reserve margin of 30 per cent in the immediate future would also mean an additional power capacity that translated into opportunities to work on more large power generation projects.

Since three years ago, Siemens globally had changed its direction slightly in terms of business portfolio by moving from electrification and automation towards digitalisation, he said. He pointed out that the adoption of digitalisation was still at an infant stage in Malaysia.

Indranil said Siemens had been heavily engaged with various industries in Malaysia to help them in digitalisation to enhance their performance and operational efficiency.

“With our know-how and portfolio, Siemens is ready to support our

customers in Malaysia in making the digital leap and transformation a painless affair, whether in power generation or energy management which are the strengths of our portfolio and answer to urban growth,” he said.

Indranil added that Siemens would also tap opportunities for the digitalisation of small and medium enterprises (SMEs) to help them catch up with large industries.

“SMEs will play a significant role in Malaysia’s future economic development and we want to partner them with our technologies,” he added.

Meanwhile, Siemens today announced that it would be a diamond sponsor for the Conference of the Electric Power Supply Industry to be hosted by TNB at the Kuala Lumpur Convention Centre from Sept 17 to 22. – Bernama