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Willowglen eyes part of TNB contracts

KUALA LUMPUR: Technology firm Willowglen MSC Bhd is eyeing a portion of Tenaga Nasional Bhd's (TNB) contracts after qualifying as the latter's vendor.

"This is a new area for us for further business opportunities. We are new to them, but we think that they welcome us," managing director Wong Ah Chiew told a press conference after an AGM yesterday.

Wong said the company could be a substation control automation (SCADA) supplier to TNB. "We have not secured any contract in this area and the value has not been ascertained. Contracts which are less than RM5mil need not be announced to Bursa.

"TNB is the biggest user of SCADA in the country and we believe it spends a few hundred million ringgit on it," Wong said.

"This will be very significant for us if we do get them," he added.

Willowglen had also supplied SCADA systems to the two light rail transit (LRT) projects at the Kelana Jaya and Ampang lines and is eyeing the LRT3.

On a related matter, Wong said the company usually tenders for RM300mil to RM400mil worth of jobs in a year.

"Our outstanding orderbook at the moment is about RM160mil, but this is a very dynamic figure and it can change very quickly," he said.

The company is also looking at possible opportunities to participate in the upcoming KL-Singapore high-speed rail project.

Meanwhile, Wong said the firm is targeting a top and bottom line growth of at least 10% for the financial year ending Dec 31.