

Tie-up to tap renewable energy

By Azlan Abu Bakar
alan@nstp.com.my

ENGINEERING services and integrated facility management provider AWC Bhd is tapping the huge potential of the renewable energy sector through a joint venture (JV) with Solamas Sdn Bhd.

AWC will own a 51 per cent stake in the joint venture, while its partner, a solar systems integrator and service provider of solar photovoltaic systems, holds the rest.

Solamas, which is based in Puchong, provides solar power systems and solutions designed to meet clients' specific requirements and applications, designed for an environment like Malaysia.

AWC chief executive officer and managing director Azmir Merican said the tie-up provides a strategic fit for its plan to carve a bigger slice of the fast-growing green economy.

Azmir said the JV will pursue projects related to grid-connected systems and off-grid photovoltaic systems.

The JV is also in line with the government's aspiration to build solar power capacity as outlined in the Economic Transformation Plan (ETP).

"Currently, we are in talks with several

parties, mainly building owners and development companies, to implement solar projects of various sizes under the JV," he said.

He declined to elaborate on the time frame for the deals to be concluded, but noted that demand may jump once the Feed-in-tariff (FiT) scheme for renewable energy is implemented.

"We expect things to start pushing forward and see significant growth in demand once the FiT is implemented in the second quarter of 2011," Azmir said.

This also includes the pio-nier status and tax incentives for the segment as announced in the 2011 Budget.

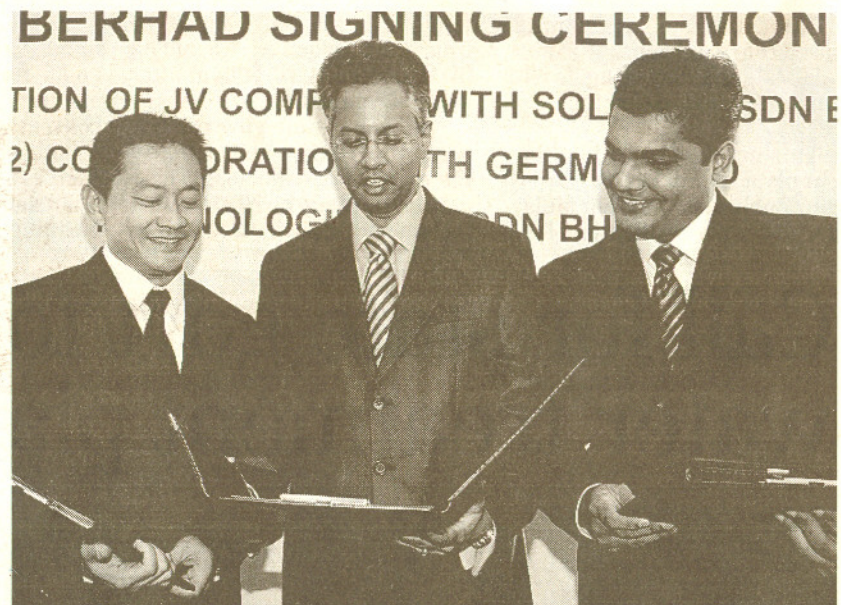
Both AWC and Solamas, through a newco called AWC Solamas Sdn Bhd, aim to be pioneers and leaders of Malaysia's emerging power relation area of green technology, especially in relation to solar photovoltaics.

"With Solamas' innovative capabilities and extensive experience, the JV is well positioned to capitalise on the entry point projects for solar energy outlined in the ETP," he said.

Azmir said the government's renewable energy policy and action plan target electricity production from renewable sources to reach 350 megawatt by 2010, 985 megawatt by 2015 and two gigawatt by 2020.

"Energy production from renewable

Azmir
(centre) with
Germguard
Technologies
executive
director
Kailash Sheth
(right) and
Yap at the
signing
ceremony



sources stood at one megawatt as of July this year, which indicates that potential for growth is substantial," he said.

Solamas brings to the partnership a six-year track record of designing and building solar-powered systems and solutions.

Key people behind the company are Lionel Yap as general manager and director, and Swiss national Ralph Krattli, who is also director and technical consultant.

Solamas is supported by a team of technology partners in Malaysia and Europe (Switzerland in particular) on matters pertaining to technical and product support.

These partners specialise in solar technology and have many years of experience in the solar energy arena. It also has business

and technical cooperation tie-up with partners in Taiwan.

Among projects initiated included the Energy Commissions' new headquarters building in Putrajaya and DiGi Telecommunications Sdn Bhd's green technology operation centre in Batu Tiga, Shah Alam.

The company has to date implemented more than 40 projects in addition to many systems and components supplied as original equipments to various other solar projects and rectified some imported systems and designs.

At the same event, AWCo sealed a collaboration with Germguard Technologies (M) Sdn Bhd to provide Indoor Air Quality services.