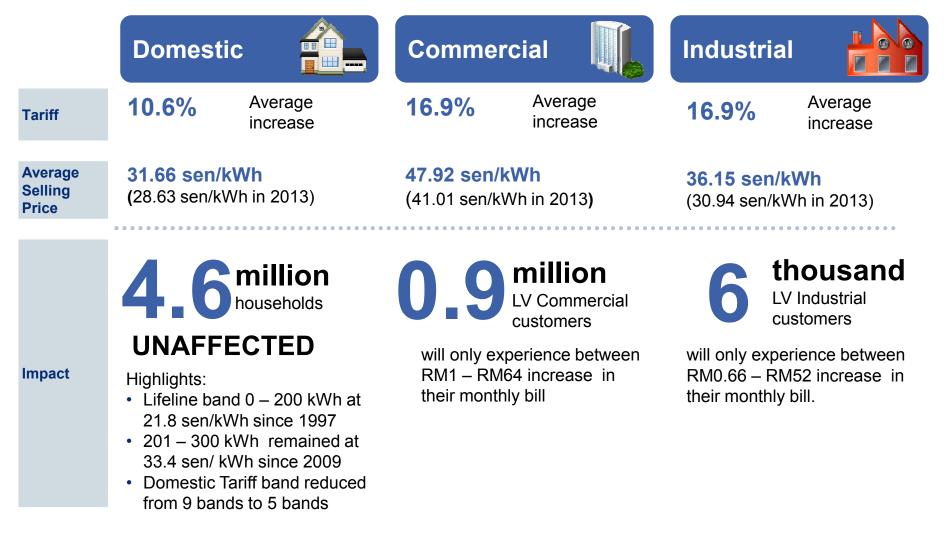
IMPACT OF TARIFF REVIEW TO VARIOUS CUSTOMER GROUPS

Putrajaya International Convention Centre 19 December 2013



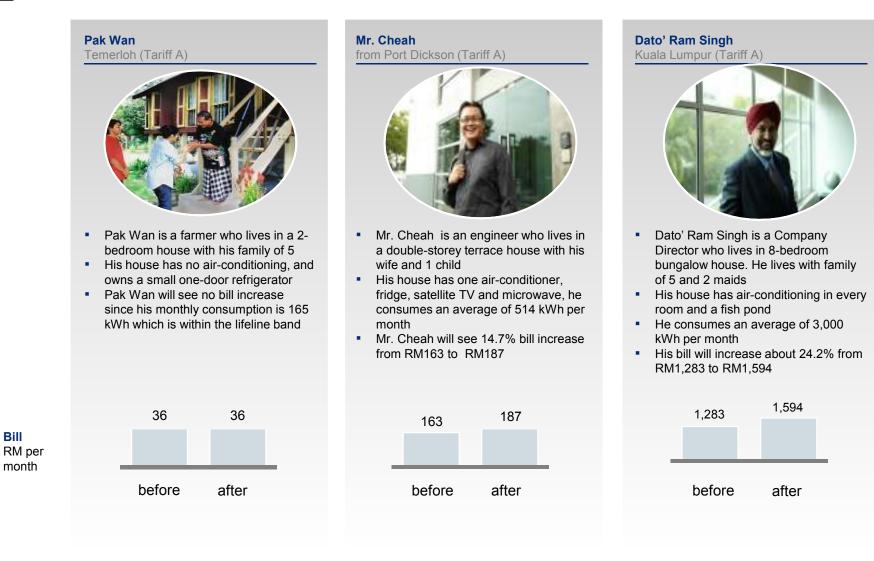
4.6 million domestic customers (70%) will not see any bill increase under the new tariff scheme



Impact on Domestic Customers

| Bil Bulanan Semasa (RM) | Band Penggunaan (kWh) | Jumlah Pelanggan setiap Band | Bil Bulanan Baru (Jumlah Kenaikan) (RM) | Bil Bulanan dan FiT Semasa (RM) | Bil Bulanan dan FiT Baru (Jumlah Kenaikan) (RM) |
|-------------------------------|-----------------------------|------------------------------------|---|---------------------------------------|---|
| 3.00 - 43.60 | 0 - 200 | 3.25m (50.37%) | 3.00 - 43.60 Tiada peningkatan | 3.00 - 43.60 Tiada FiT | 3.00 - 43.60 Tiada FiT |
| 43.93 - 77.00 | 201- 300 | 1.31m (20.30%) | 43.93 - 77.00 Tiada peningkatan | 43.93 - 77.00 Tiada FiT | 43.93 - 77.00 Tiada FiT |
| 77.40- 117.00 | 301 - 400 | 720k (11.10%) | 77.52 - 128.60 (RM0.12 - 11.60) | 78.17-118.17 | 78.76– 130.66 (RM0.58-12.49) |
| 117.40 - 198.80 | 401- 600 | 670k (10.44%) | 129.12 - 231.80 (RM11.71 - 33.00) | 118.58-200.79 | 131.18-235.51 (RM12.61-34.72) |
| 199.23 – 285.10 | 601- 800 | 260k (4.03%) | 232.35 - 341.00 (RM33.12 - 55.90) | 201.22-287.95 | 236.06-346.46 (RM34.85-58.51) |
| 285.55 – 375.80 | 801- 1000 | 110k (1.75%) | 341.55 – 452.70 (RM55.99 –76.90) | 288.41-379.56 | 347.01-459.94 (RM58.60-80.39) |
| 376.25 – 2,191.80 | 1001 - 5000 | 130k (1.98%) | 453.27 – 2,736.70 (RM77.02-544.90) | 380.02-2,213.72 | 460.52-2,780.49 (RM80.51-566.77) |
| 2,192.25 ke atas | >5000 | 2,025 (0.03%) | 2,737.27 ke atas (RM545.02 ke atas) | 2,214.18 ke atas | 2,781.07 ke atas (RM566.89 ke atas) |







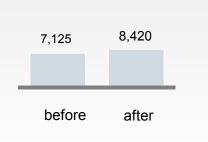
Bill

Commercial: Impact Profiles





- Pantas Mart is a convenience store operating 24 hours everyday
- It is fully air conditioned, equipped with freezers, few refrigerators and
- Pantas Mart will see a 18% bill increase from RM7,125 to RM8,420 for 16, 572 KWh monthly consumption





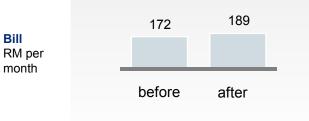
Bill

Commercial: Impact profiles

Kedai Runcit Pachu from Penang (Tariff B)



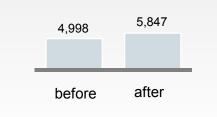
- Pachu owns a double story shop lot in Penang.
- Shop is not air conditioned and operates everyday from 8am to 9pm selling groceries, basic household and sundry goods.
- Pachu will see a 9.9% bill increase from RM172 to RM189 for 400 kWh monthly consumption



YYY Technologies from Johor Baru (Tariff B)



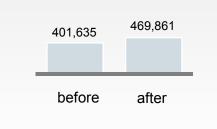
- Runs a small commercial office with a total of 15 employees on site housed across 2 floors totaling 6,000sg feet.
- Office is fully air conditioned and • operates 5 days a week between 8am to 6pm.
- YYY will see a 17% bill increase from RM4,998 to RM5,847 for 16,019 kWh monthly consumption



ZZZ Mall from Petaling Jaya (Tariff C1)

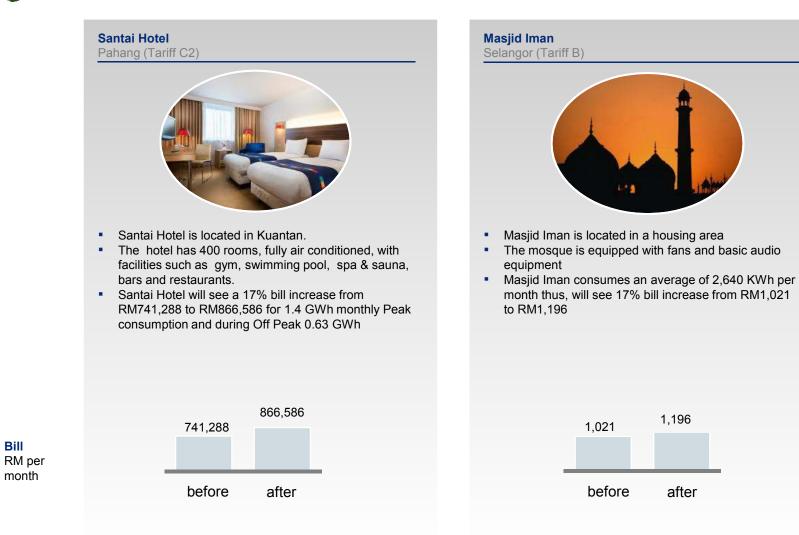


- ZZZ Mall Is a large commercial shopping mall located in Selangor.
- The mall is fully air conditioned, with facilities such as ice skating rink, and cinema and operates everyday between 10am to 9pm
- ZZZ will see a 17% bill increase from RM401,635 to RM469,861 for 1.29 GWh monthly consumption





Commercial: Impact Profiles

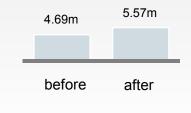




XXX Flour Mill Sdn. Bhd. Penang (Tariff E2)



YYY (Malaysia) Sdn. Bhd. ZZZ Sdn. Bhd. Selangor (Tariff E3S) Negeri Sembilan (Tariff E3) ZZZ is located in Selangor. • The plant facilities include PCB Company products include steel bars • assembly, lead reflow oven, test lab and wire rods. Comprises of nearly 900 workers • Annual turnover about RM14 mil. Annual turnover about RM 8mil. ZZZ will see a 19% bill increase from YYY will see a 17% bill increase from RM4.69m to 5.57m for 23 GWh RM1.53m to RM1.80m for 6.4 GWh monthly consumption 1.80m



Bill RM per month

Government Subsidy – RM20 for Domestic Customer

| | FY 2009 | FY 2010 | FY 2011 | FY 2012 | FY 2013 |
|--------------------|-----------|-----------|-----------|-----------|-----------|
| Jumlah subsidi | RM116 mil | RM123 mil | RM126 mil | RM124 mil | RM147 mil |
| Jumlah pengguna | 0.91 mil | 0.94 mil | 1.00 mil | 0.94 mil | 0.91 mil |

Discounts

□ 10% discount to Government schools, Government institutions of higher learning

□ 10% discount to welfare homes registered with the Government

- □ 10% discount to places of worship
- □ 10% discount to university teaching hospitals



EMBRACING ENERGY EFFICIENCY

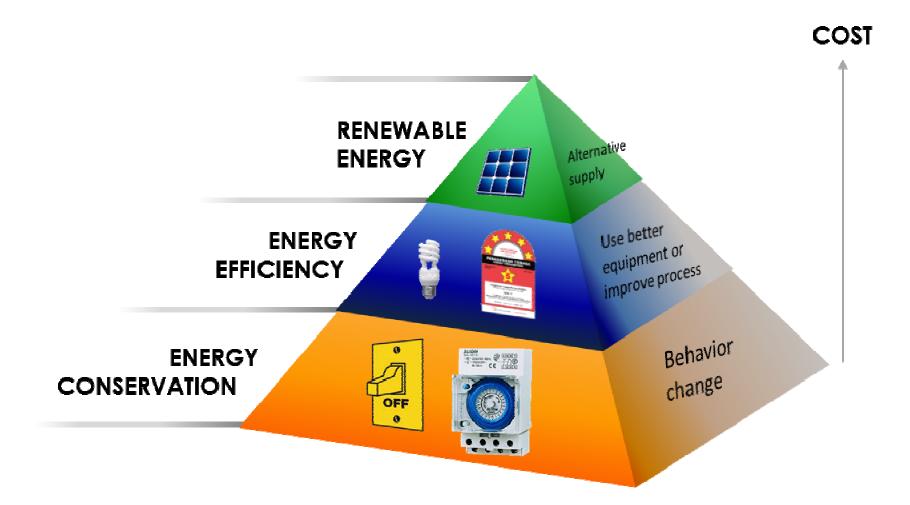
EMBRACING ENERGY EFFICIENCY

- Introduction
- How TNB can help you be more energy efficient
 - Residential customers
 - Business customers

• Other references

- Government Incentives
- How to save energy
- Energy Services Company
- Accreditation

Energy Saving Pyramid





How TNB can help you as a Residential Customer

- EE Advertorial on Media
- EE Tips Advertisement
- EE Booklet
- Talk, School Campaign, National Energy Efficiency Campaign
- Energy & Bill Calculator, Online Energy Management System
- Tenaga Smart Corner @ Tenaga Hub
- Smart Meter In House Display
- Smart Partnership with Home Appliances Manufacturer

Energy Saving Tips

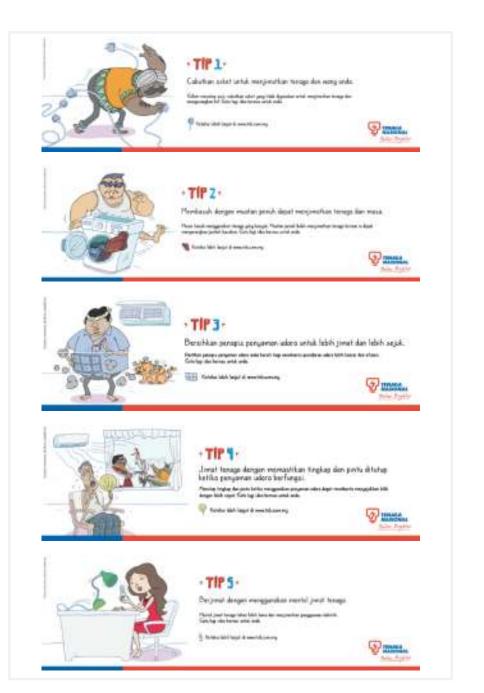


Energy Efficiency Advertorial









Energy Efficiency Tips on Media



Newspaper Advertisements



TV Commercials



BRIGHT VAYS TO SAVE ENERGY



- Unplug unused power plugs to save more energy.
- 2 A full load of laundry is the most efficient way to use your washing machine.
- Keeping your air conditioner filter clean keeps it running efficiently.
- Closing windows and doors cools your room faster for less.
- Energy saving light bulbs consume less energy and last longer.

Energy Efficiency Tips on Media

| Newspapers/ Media | Publication Date | | Description |
|---|---|---|--|
| The Star, NST, The Sun | 2 Dec 2013 (Mon) | Tip 1 | Unplugging |
| | 3 Dec 2013 (Tues) | Tip 2 | Full load washing machine |
| | 4 Dec 2013 (Wed) | Tip 3 | Air-con filter |
| | 5 Dec 2013 (Thurs) | Tip 4 | Close door |
| | 6 Dec 2013 (Fri) | Tip 5 | Energy saving light bulbs |
| Utusan Malaysia, Harian | 9 Dec 2013 (Mon) | Tip 1 | Unplugging |
| Metro, China Press, | 10 Dec 2013 (Tue) | Tip 2 | Full load washing machine |
| Nanyang, Oriental Daily, | 11 Dec 2013 (Wed) | Tip 3 | Air-con filter |
| Malaysian Nanban, | 12 Dec 2013 (Thurs) | Tip 4 | Close door |
| Makal Ossai | 13 Dec 2013 (Fri) | Tip 5 | Energy saving light bulbs |
| Sinar Harian, Berita Harian, Sin Chew, Guang Ming, Tamil Nesan, Malay Mail | 16 Dec 2013 (Mon) 17 Dec 2013 (Tue) 18 Dec 2013 (Wed) 19 Dec 2013 (Thurs) 20 Dec 2013 (Fri) | Tip 1 Tip 2 Tip 3 Tip 4 Tip 5 | Unplugging Full load washing machine Air-con filter Close door Energy saving light bulbs |



How TNB can help you as a Business Customer

- Power Factor Correction
- Walk through energy audit
- Comprehensive energy audit
- EE project Implementation
- Seminar, Dialogue, Forum, Luncheon
- National Energy Efficiency Campaign
- Online Energy Management Advisory Services

Energy Saving Tips





Energy Savings at Work

Print this page

Prudent and efficient use of electricity is not only kinder to the environment; it is also kinder to your business, saving you money and bringing you more profits. Reducing your business' electricity consumption requires surprisingly minor changes in your daily work habits, and perhaps some wiser decisions when choosing and installing new equipment. Here are some tips:

- Improve your power factor
- · Schedule operations during off-peak hours
- · Going home? Turn off your computers and office equipment
- Light up your business, wisely
- · Air conditioning Cool, or Freezing?
- Energy Efficiency Project Implementation



• Through our subsidiary company, TNBES, we can offer a wide range of energy efficiency related services.



Power Factor Correction



• Capacity

- : 20kVAR 45kVAR
- : RM3,400 RM4,100
- Cost estimation Payback period
- Warranty
- : < 12 months
- : 1 year

• Through our subsidiary company, TNBES, we can offer a wide range of energy efficiency related services.



Consultancy



TNBES Track Record (Energy Audit)



Wisma Daiman. Johor Bahru



Plaza Angsana, Johor Bahru



Century Square 1 & 2, **Enterprise Building** (EB) 1, 2 & 3, Ericsson, Cyberjaya



TNB Head Quarters Bangsar, Kuala Lumpur



KLCC Urusharta Sdn Bhd



Hotel Best Western, KK





UNITEN, Putrajaya Campus





Wisma SESB, KK

MOE – SM Teknik

Kajang

Wisma SEDCO, KK

• Through our subsidiary company, TNBES, we can offer a wide range of energy efficiency related services.

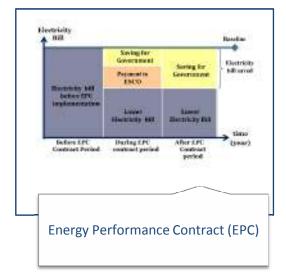


EE Project Implementation





ACMV, Pump System Optimization, Lighting System, Energy Monitoring System



TNBES Track Record



Solar Hybrid RPS Kemar, Gerik

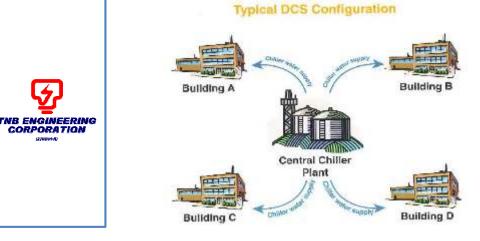


Solar Hybrid Johor



Solar PV @ Car Park, TNB Head Quarters Bangsar, Kuala Lumpur

- Through our subsidiary company, TNB Engineering Corporation Sdn. Bhd (TNEC), we can offer services related to District Cooling Systems with Thermal Energy Storage.
 - Specialist in Project Development
 Ownership, Energy, Procurement &
 Construction and Comprehensive
 Operations & Maintenance



Distric Cooling System Project Implementation





UiTM Sg. Buloh DCS Plant



Bangsar DCS Plant (Bangsar Energy System)

Energy Efficiency Knowledge Sharing



SEMINAR PENGGUNAAN TENAGA SECARA CEKAP UNTUK PENGGUNA PRIME TNB

Shah Alam, 26 November - Kira-kira 200 wakil daripada pengguna kuasa basar THB (PRIMB) menghadin seminar Penggunaan Tenaga Secara Cekap Energy (Bitciency For Sustainable Business bagi mewujudkan lesedaran mengenai kecekapan tenaga dan rasionalisasi subsidi di kalangan pengguna kuasa bisar di Selangar dan Kuala Lumpur.



Seminar tersebut diadakan dengan kerjasama Pertubuhan Syarikat Perkhidmotan Tenaga Malaysia (MAESO) dan Persatuan Penyekilian Air, dan Tenaga Malaysia (AMER) yang tunut metgadakan pameran menganai produk dan amalan kecelapan tenaga. Seminar itu menyakikan pakar-pakar dan MAESCO. Sektor Pembuakan Malaysia, Malaysia Technology Corporation Hijau dan AWER berlongsi pengatahaan dan pengalaman menganai kecelapan tenaga dengan para peserta.

Pengunun Besar Kanan (Perkhidmatan Pengguna), Ir. Hjit. Kamaliah Abdul Kadi beriata, kendaran mengenai pengunain tenagi secara cekap dalam salangan penain Inductri pertu dipupak kerana ia alam membantu mengunangkat kos elektrik dalam penai mereka. Tambah belau, TNB jaga alam mebasarakan tebih benyai bisasti antuk berkongsi dan membantu pengguna kuas besar menghadap rasionalias subati.

Pengurus Projek Kebangsaan Perindustrian Kecekapan Tenaga bagi Sektor Pembastan Maleysa, It. Dr. KS Sannan menyatakan, mulorasinani subakti boleh membawa kepada peruntukan yang lebih celap yang akan membantu merangsang pertumbuhan insentif bagi penyatalikan dan pembangunan daian penjimatan tenaga dan tekinologi atternatif.



Antara penceramah lain adalah Presiden Malaysia Persatuan Syanikat Perkhidmatan Tenaga (MAESOC), Ar. Zubifi Zahari, Presiden Persatuan Penyelidikan Air dan Tenaga Malaysia (AWER), Piarapekaran S. dan Pengarus Pelabuhan Pesanan, Melaysia Technology Corporation Hiyau, Hohamudin Urahan di

Pelaburan Pesanan, Melayas Technology Corporation Hijau, Hohamudin Ibrahim.cl



Delial and Mission Revenues, Unified Jacobi Margari, Margari, Materia Revision Revigato, A. Revisio Margari Mediatapan 708 Water 198, 2014 and new. W2017 States Society Conditions 14, 1997 2012 (2015). Even Methods and we water 1998.







TaklimatKecekapanTenagadiCentreforFoundationStudies, IIUM, Petaling Jaya10 Oktober 2013

Other References

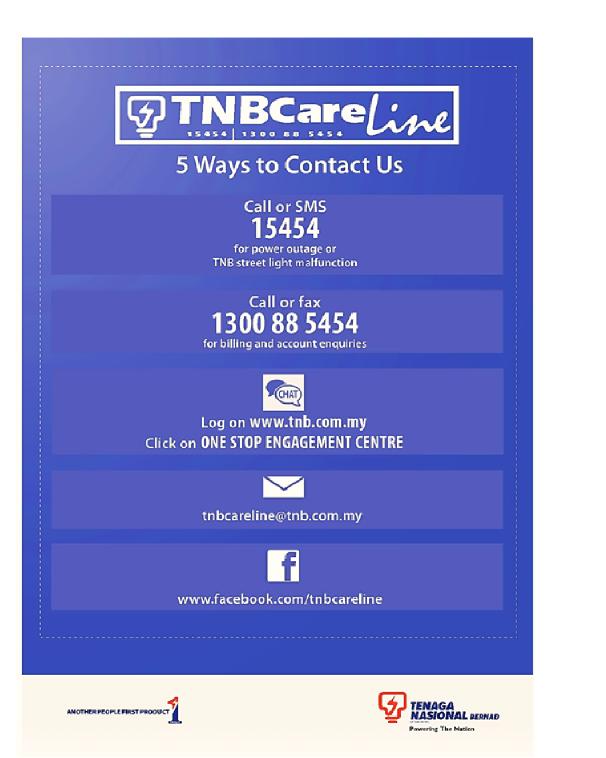


Conclusion

- Let us help you to make your business more energy efficient.
- For further information: Sustainable Energy Development Section Customer Service Department Distribution Division, TNB <u>RE@tnb.com.my</u>
- Energy Services Company (Audit, Consultancy, Project Implementation)



TNB Energy Services Sdn Bhd Tel: +603 7662 5111 Fax: +603 7662 5112/5113 http://www.tnbes.com.my





THANK YOU