



Universal Peak Sdn Bhd

# **PARTNER'S HI-TEA MEETING AND PRESENTATION**

**18<sup>th</sup> November 2025**

## **REPORT**

***Prepared by:      Product & Services Division***

***Date:                      19 November 2025***

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## 1.0 INTRODUCTION

Universal Peak Sdn Bhd (UP) successfully conducted a Partner Engagement and Product Presentation session on Tuesday, 18 November 2025. The objective of this session was to strengthen relationships with key partners, provide clarity on UP's product portfolio, present upcoming 2026 solutions, and align partnership strategies for future projects across Malaysia, particularly in Peninsular grid augmentation, Sabah, and Sarawak.

This engagement also served as a platform for transparent communication on UP's approval status with utilities and to establish structured follow-up actions with each partner.



*Photo 1: Group photo of UP Partners Meeting and Presentation guests. (Back row from left) Suganthi Balakrishnan, Henry Chong, Andy Chong, Mohamad Zam Zalman, YM Tunku Azudinshah, Datuk Ir. Raj Kumar, Ir. Ts. Muthukumar Kalimuthu, Ng Hock Sin, Dr. Sujaysen and Abdullah Abd Rahman. (Front row from left) Noor Hasliza, Noraziah Ahmad, Shasha Firzanah and Razif Ramli.*

### 1.1 Objectives

1. Introduce UP's Complete Product Portfolio
  - a. To ensure every partner fully understands the solutions we offer and can bring them into your respective sectors.
2. Share Our Current Approvals & Ongoing Approvals
  - a. To highlight which products you can start pushing immediately and which ones we are currently progressing with TNB, SEB, SESB and others.
3. Present New and Upcoming Products for 2026
  - a. To help you identify early opportunities in your markets before they open.

4. Align on How We Work Together
  - a. A clear, simple partnership model where UP provides technical, commercial and approval support, and partners lead market access, project engagement and sales influence.
5. Establish Next Steps
  - a. NDA signing, one-to-one follow-up sessions, product prioritisation and building joint pipelines for each sector you cover.

## 2.0 ATTENDEES

The event was attended by both physical and online participants. The attendees were:

### Physical Attendees

1. YM Tunku Azudinshah
2. Mr. Mohamad Zam Zalman Bin Dato' Tik
3. Ir. Wong Chung Hoo
4. Mr. Ng Hock Sin
5. Ir. Ts. Muthukumar Kalimuthu
6. Mr. Abdullah Bin Abdul Rahman
7. Mr. Andy Chong
8. Mr. Henry Chong



*Photo 2: Datuk Ir. Raj Kumar engaging with participants during the briefing on UP's product portfolio and upcoming initiatives*

### Online Attendees

1. Mr. Lee Kong Tee
2. Ms. Nora Chabo
3. Mr. Mohammad Budiman Madehi
4. Mr. Rahim Hamid

## 3.0 EVENT AGENDA

The session was conducted following the agenda below:

- **2:30 PM** – Arrival of Guests
- **2:45 PM** – Arrival of Managing Director
- **3:00 PM – 4:00 PM** – Product Portfolio & 2026 Roadmap Presentation by Datuk Ir. Raj Kumar
- **4:00 PM** – Q&A and Open Discussion
- **4:15 PM** – Group Photo
- **4:20 PM** – Presentation of Tokens of Appreciation
- **4:30 PM – 5:00 PM** – Hi-Tea Refreshments & Networking

## 4.0 MEETING KEY HIGHLIGHTS

### 4.1 Product Portfolio Presentation

Datuk Ir. Raj Kumar presented UP's complete portfolio, each with high demand and real opportunities covering:

1. Transformer Products
  - a. Transformer fire prevention & fire extinguishing system (TEPFS, CTR India)
  - b. Transformer bushing (MGC, Switzerland)
  - c. Natural ester oil (DONGNAM Petroleum, South Korea)
  - d. Severon TM8 DGA, QTMS transformer monitoring system, smart breather, RPRR, transformer oil level indicator (Qualitrol, USA)
  - e. AVR (A-Eberle, Germany)
  - f. OLTC (Huaming, China)
2. Transmission Line Products
  - a. Transmission line towers and poles, A & H frames, anti-theft nuts and bolts (Skipper Ltd, India)
  - b. ACCC HTLS conductors (CTC Global, USA)
  - c. AWL & AWS (Avaid's Technovators, India)

- d. Porcelain disc insulators (Aditya Birla, India)
- 3. Cable Products
  - a. Distributed Acoustic System (Sintela, UK)
  - b. Cable cleats and clamps (Power International, India)
  - c. Link box (Peace Power, India)
  - d. Submarine cables (ZTT, China)
- 4. Substation Products
  - a. Partial Discharge Monitoring System – RH Gen 3 (Qualitrol, USA)
  - b. HV substation clamps & connectors (Adarsh Line Accessories, India)
  - c. MV insulated DURESCA® busbar (MGC, Switzerland)
  - d. MV capacitor bank (PEI, Abu Dhabi)
  - e. Portable and fixed PQA (A-Eberle, Germany)
  - f. Post insulators (Aditya Birla, India)
  - g. Link box (Peace Power, India)



*Photo 3: MD presenting the next wave of UP's innovative products line up to partners*

## 5.0 SUMMARY

The Universal Peak Partners Hi-Tea Meeting and Presentation, held on 18 November 2025, successfully engaged key local EPC partners as well as potential partners from Sabah and Sarawak, further strengthening our industry relationships. The session provided a comprehensive overview of UP's complete product portfolio, ensuring all attendees gained a clear understanding of the solutions and technologies we offer across various sectors.

During the presentation, UP also outlined the current product approval status with TNB and SE, along with ongoing approval processes involving TNB, SEB, SESB, and other utilities. This helped partners identify products that are ready for immediate market engagement, as well as those progressing through regulatory pathways.

In addition, the meeting introduced several new and upcoming products planned for 2026, enabling partners to anticipate future market opportunities early. The session also highlighted UP's partnership model emphasizing UP's support in technical, commercial, and approval matters, while partners drive market access, project involvement, and sales influence.

The meeting concluded with a clear alignment on next steps, including NDA finalization, one-to-one follow-up sessions, product prioritisation, and the development of joint sales pipelines. Overall, the event achieved its objective of enhancing collaboration, improving product awareness, and setting a solid foundation for strengthened long-term partnerships.