



**TNB FUEL SERVICES SDN. BHD.**  
(a wholly owned subsidiary of Tenaga Nasional Berhad)

**PRE-QUALIFICATION OF FREIGHT PROVIDER FOR CARRIAGE  
OF BULK COAL FOR TNB FUEL SERVICES SDN. BHD.**

**TNBF NO. PQ-L 01/19**

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*Submission and any further  
information/clarification, please contact:*

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*Request for Proposal  
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**SECTION 1.0 - INSTRUCTION TO APPLICANTS**

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# TNB FUEL SERVICES SDN. BHD.

## PRE-QUALIFICATION OF FREIGHT PROVIDER FOR CARRIAGE OF BULK COAL FOR TNB FUEL SERVICES SDN. BHD.

### TNBF NO. PQ-L 01/19

#### SECTION 1.0 - INSTRUCTION TO APPLICANTS

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#### 1.1 Objective

The objective of this Document (“**Documents**”) is to pre-qualify freight providers (“**Pre-Qualification Exercise**”) to submit Submission Document(s) for carriage of bulk coal for TNB Fuel Services Sdn. Bhd. (“**TNBF**”) to Kapar Energy Ventures Sdn. Bhd., TNB Janamanjung Sdn. Bhd., Tanjung Bin Power Sdn.Bhd., Jimah Energy Ventures Sdn. Bhd., TNB Janamanjung (Manjung 4) Sdn. Bhd., Tanjung Bin Energy Sdn. Bhd., TNB Manjung Five Sdn. Bhd. and Jimah East Power Sdn. Bhd. either on spot or long terms freight tenders.

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#### 1.2 Invitation to Participate

Invitation to participate in this Pre-Qualification Exercise are open only to the following categories of local and foreign parties:

- i. Malaysian (Dry-Bulk) Ship Owner / Ship Operator;
- ii. Malaysian Ship Owner / Ship Operator;
- iii. Malaysian Ship Broker
- iv. Foreign Ship Owner / Ship Operator / Ship Broker

(hereinafter called the “**Applicants**”).

The Pre-Qualification Exercise is not a tender exercise. There shall be no award of contracts in this Pre-Qualification Exercise.

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#### 1.2.1 Successful Pre-Qualified Applicants

The successful pre-qualified local Applicants will be invited to participate in either of TNBF’s future spot or long term freight tenders exercise as below.

|   | Long Term | Spot Term |
|---|-----------|-----------|
| Malaysian (Dry-Bulk) Ship Owner / Ship Operator             | √         | √         |
| Malaysian Ship Owner / Ship Operator                        |           | √         |
| Malaysian Ship Broker                                       |           | √         |
| Foreign Ship Owner (Dry-Bulk) / Ship Operator / Ship Broker |           | √         |

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The successful pre-qualified Applicants are valid for a period of five (5) years. Applicants may renew their expired pre-qualification status by participating in future pre-qualification exercises or other approved processes that would be notified by TNBF from time to time.

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**1.2.2  
Qualification**

If the pre-qualified Applicant(s) is successful in any of the TNBF's freight tender exercises, it may be awarded contract(s) based on the data submitted in the Pre-Qualification Exercise and its submissions.

All Applicants shall be notified in writing, upon evaluation of data submitted, whether they are successfully pre-qualified as freight provider for carriage of bulk coal for TNBF.

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**1.3  
Background  
Information**

TNBF is a wholly owned subsidiary of Tenaga Nasional Berhad ("**TNB**"). TNBF's core business activity is to supply and deliver fuel including coal for all TNB subsidiaries and coal fired Independent Power Producers ("**IPPs**") in Malaysia that have Power Purchase Agreements ("**PPAs**") with TNB.

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**1.4  
Coal fired IPPs**

The following are the coal-fired IPPs in Malaysia that have entered into Power Purchase Agreement with TNB:

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**1.4.1  
Kapar Energy  
Ventures Sdn.  
Bhd.**

Kapar Energy Ventures is a coal fired IPP situated in the district of Klang, Selangor. It is partly owned by TNB but operated as a full-fledged IPP. The IPP has a capacity of 1,600MW of coal fired generation capacity consisting of two units of 300MW each and two units of 500MW each.

**Coal Receiving  
Facility**

The IPP's coal receiving facility is designed to unload vessels of up to **Panamax** sizes, where the site has access to deep water of 13.1m draft during high tide. The facility is not suitable for barge discharging.

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**1.4.2  
TNB  
Janamanjung  
Sdn. Bhd.**

TNB Janamanjung is a coal fired IPP in the district of Manjung, Perak and a wholly owned subsidiary of TNB. The IPP has a total capacity of 2,100MW, consisting of three coal fired units of 700MW each.

**Coal Receiving  
Facility**

The IPP's coal receiving facility is designed to unload vessels of up to **Capesize**, where the site has access to deep water of 18m draft. The facility is not suitable for barge discharging.

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**1.4.3  
Tanjung Bin  
Power Sdn.  
Bhd.**

Tanjung Bin Power is a coal fired IPP situated near the southern tip of Peninsular Malaysia, in the district of Mukim Serkat, Pontian, Johor. The IPP has a capacity of 2,100MW, consisting of three coal fired units of 700MW each.

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**Coal Receiving Facility** The IPP's coal receiving facility is designed to unload vessels of up to **Capesize**, where the site has access to deep water of 16.5m draft. The facility is not suitable for barge discharging.

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**1.4.4 Jimah Energy Ventures Sdn. Bhd.** Jimah Energy Ventures is a coal fired IPP situated in the state of Negeri Sembilan. The IPP has a total capacity of 1,400MW, consisting of two coal fired units of 700MW each.

**Coal Receiving Facility** The IPP's coal receiving facility is designed to unload vessels of up to **Capesize**, where the site has access to deep water of 18m draft. The facility is not suitable for barge discharging.

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**1.4.5 TNB Janamanjung (Manjung 4) Sdn. Bhd.** Manjung 4 is operated by TNB Janamanjung Sdn. Bhd. is a coal fired IPP in the district of Manjung, Perak and a wholly owned subsidiary of TNB. The IPP consists of a single coal fired unit of 1,000MW.

**Coal Receiving Facility** The IPP's coal receiving facility is designed to unload vessels of up to **Capesize**, where the site has access to deep water of 18m draft. The facility is not suitable for barge discharging.

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**1.4.6 Tanjung Bin Energy Sdn. Bhd.** Tanjung Bin Energy is a coal fired IPP situated near the southern tip of Peninsular Malaysia, in the district of Mukim Serkat, Pontian, Johor. The IPP consists of a single coal fired unit of 1,000MW.

**Coal Receiving Facility** The IPP's coal receiving facility is designed to unload vessels of up to **Capesize**, where the site has access to deep water of 16.5m draft. The facility is not suitable for barge discharging.

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**1.4.7 TNB Manjung Five Sdn. Bhd.** Manjung Five is operated by TNB Janamanjung Sdn. Bhd. is a coal fired IPP in the district of Manjung, Perak and a wholly owned subsidiary of TNB. The IPP has a total capacity of 1,000MW, consists of one coal fired unit of 1,000MW. The plant is scheduled to be in commercial operation in October 2017.

**Coal Receiving Facility** The IPP's coal receiving facility is designed to unload vessels of up to **Capesize**, where the site has access to deep water of 18m draft. The facility is not suitable for barge discharging.

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**1.4.8  
Jimah East  
Power Sdn.  
Bhd.**

Jimah East Power Plant is a coal fired IPP situated in the state of Negeri Sembilan. The IPP has a total capacity of 2,000MW, consisting of two coal fired units of 1000MW each. The IPP is scheduled to be in commercial operation in 2019.

**Coal Receiving  
Facility**

The IPP's coal receiving facility is designed to unload vessels of up to **Capesize**, where the site has access to deep water of 18m draft. The facility is not suitable for barge discharging.

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**1.5  
Request For  
Proposal**

Competent local and foreign Applicants with the necessary experience and capability are invited to submit their comprehensive company profile for Pre-Qualification Exercise for carriage of bulk coal for TNBF to IPPs.

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**1.6  
Total Tonnage  
Requirement**

From this Pre-Qualification Exercise, TNBF will invite future prequalified Applicants to submit their Submission Document(s) for either TNBF's spot or long term freight tenders exercises. Total tonnage required is subject to the requirements of the particular periods.

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**1.7  
Qualification of  
Applicant**

The local and foreign Applicants shall **preferably** have the following minimum qualifications:

**Malaysian (Dry-Bulk) Ship Owner / Ship Operator**

- i. Having control over a dry bulk vessel or proven good performance for TNBF (performed spot/term shipments).
- ii. Experiences of a minimum 2-year dry bulk COA arrangement.
- iii. Two experienced Malaysian personnel in dry bulk shipping
- iv. Paid up capital of RM5.0 million or a financial guarantee from the group with similar or higher level of paid up capital.
- v. Three (3) month bank statement with activities.

**Malaysian Ship Owner / Ship Operator**

- i. A Ship Owner or Ship Operator in shipping industry not necessarily dry bulk industry (e.g. oil and gas, barging etc) with a minimum of 2-year experience. The Applicant shall be supported by a Principal company having control over a dry bulk vessel.
  - ii. Experiences of a minimum 2-year shipping experience (not limited to dry bulk).
  - iii. Two experienced Malaysian personnel in shipping not limited to dry bulk.
  - iv. Paid up capital of RM1.0 million or a financial guarantee from the group with similar or higher level of paid up capital.
  - v. Three (3) month bank statement with activities.
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### **Malaysian Ship Broker**

- i. A Broker, Ship Owner or Ship Operator in shipping industry not necessarily dry bulk industry with experiences of brokering for a minimum of 2-year.
- ii. Experiences of a minimum 2-year brokering experiences (not limited to dry bulk).
- iii. Two experienced Malaysian personnel in shipping not limited to dry bulk.
- iv. Paid up capital of RM1.0 million or a financial guarantee from the group with similar or higher level of paid up capital.
- v. Three (3) month bank statement with activities.

### **Foreign Ship Owner or Ship Operator or Ship Broker**

- i. A foreign Ship Owner or Ship Operator in shipping industry in dry bulk industry with an experiences of minimum 5 years. The Applicant shall have the control over a minimum of one dry bulk vessel.
- ii. Experiences of a minimum 5-year dry bulk COA arrangement.
- iii. Two experienced personnel in dry bulk shipping.
- iv. Paid up capital of USD5.0 million or a financial guarantee from the group.
- v. Three (3) month bank statement with activities.

However, TNBF reserves its rights to consider other qualifications together or separately from the above mentioned qualifications.

Schedule of Forms as specified in Section 3.0 comprising of:

- i. E1 - Information of Applicant
- ii. E2 - Years of Experience
- iii. E3 – Experience Personnel
- iv. E4 – Bank Details
- v. Checklist

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#### **1.9 Reminder to Applicants**

Information contained in the Document Submission shall be the sole basis of Applicants' submissions. There shall be no revision or deviation from the terms and conditions set out in the Documents unless TNBF has notified the Applicants in writing of any revision or clarification to the Documents.

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#### **1.10 Responsibility of Applicants**

It is especially emphasized that it shall be the responsibility of Applicants to understand the pre-qualification requirements fully, and to provide accurate and latest information in the Document Submission.



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| <b>1.11<br/>Early<br/>Submission</b> | Applicants are to submit their submission proposals in the time frame given i.e. within 2 <sup>nd</sup> January 2019 until 28 <sup>st</sup> June 2019 and it would be processed accordingly. Notwithstanding the above, all Applicants should take note that the closing date for submission is strictly enforced and is submit the proposals before closing time. TNBF is not responsible for any late submission due to whatsoever reasons. |
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| <b>1.12<br/>Pre-<br/>qualification<br/>Documents</b> | Applicants may submit the Document Submission which must be in full compliance with the requirements specified in the Documents. Applicants are advised to use explicit terms in responding to the Document Submission. Vague or ambiguous statements (such as “to be discussed” or “to be agreed”) shall be considered as non-compliance or deviation to the Documents and may result in the Applicant’s submission being rejected. |
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| <b>1.13<br/>Submission of<br/>Proposal</b> | The Document Submission are encouraged to be completed with all blanks in all the schedules duly filled up and signed. |
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|-------------------------------|---|
| <b>1.14<br/>No Alteration</b> | No alteration shall be made in the Document Submission except for the filling up of the blanks. If any such alteration is made or if these instructions are not fully complied with, TNBF has the right to reject such Document Submission. |
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|---|--|
| <b>1.15<br/>Document<br/>Submission</b> | <p>The Document Submission are encouraged to be submitted in a sealed envelope consists of the following documents as in Section 2.0:-</p> <ol style="list-style-type: none"> <li>i. Complete set of Schedules (E1, E2, E3 &amp; E4)</li> <li>ii. The track records should be evidenced with relevant BLs, time charter / voyage charter / fixtures with charterer / cargo owner and its rider clauses e.g. Annual contract between Applicant and cargo owner;</li> <li>iii. Certified true copy of company registration or Form 13 (if any), company annual returns, Form 24, Form 32A (if any) and Form 49;</li> <li>iv. Company profile, corporate structure and local / foreign ownership or affiliation, right up to the ultimate holding company;</li> <li>v. The latest management and organization chart with names and job titles, education qualification and years of experience in the related shipping industry;</li> <li>vi. The company audited reports and financial statements for the last three (3) financial years with preference of unqualified accounts;</li> <li>vii. Letter of support from bankers on the Applicant’s creditworthiness i.e. letter of credit / bank guarantee / loan / overdraft</li> <li>viii. Three (3) month bank statement with activities.</li> </ol> |
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**1.16  
Submission  
Deadline**

All submissions shall be submitted in an envelope and the words **PQ-L NO. 1/19 CLOSING ON 28 JUNE 2019** shall be clearly indicated on the top left-hand corner of the envelope.

**Applicants shall submit two (2) sets of Document Submission, one (1) set shall be in the original Document purchased and another set in duplicate copy, both submitted in ONE envelope.**

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**1.17  
Submission  
Venue**

The submissions shall be submitted at the office of:-

MANAGING DIRECTOR  
TNB FUEL SERVICES SDN. BHD.  
LEVEL 11, MENARA GLOMAC,  
GLOMAC DAMANSARA, JALAN DAMANSARA,  
60000 KUALA LUMPUR, MALAYSIA  
Tel: 603-7720 9000 Fax: 603-7720 9100

The submission document must be submitted not later than  
**10.00 AM (KL TIME), 28 JUNE 2019**

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**1.18  
Rejection of  
Post Deadline  
Submission**

The Document Submission received after the above closing date and time shall be **rejected**.

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**1.19  
Submission via  
Courier or  
Registered  
Post Service**

The Applicants may submit their submission proposal through registered post or courier services but TNBF will not accept proof of posting as proof of receipt. If Applicants wishes to submit their submission proposal via courier or registered postal service, it shall be marked "To Be Received by Addressee Only Before The Submission Closing Date" and shall ensure that such submissions are delivered in sufficient time to reach the above address before the dedicated closing time. Delivery to the wrong address will not be an excuse for late delivery. All Applicants should, after mailing the submission, inform TNBF by fax the date, which the said submissions were mailed or couriered.

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**1.20  
TNBF's Rights**

TNBF is not obliged to inform any reasons for the rejection of any submission or whether the Applicant is successfully prequalified or otherwise.

This document is valid at the time of selling. In the event there is changes made in the document, TNBF has the right to retrieve the document without prior consent of the Applicant and replace it with the latest version of the document.

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**1.21  
Cost of  
Submission**

TNBF shall not be responsible for, nor pay for, any expense or loss, which may be incurred by the Applicant in completing and submitting the submission.

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**1.22  
Blacklisting of  
Applicant**

Applicants that submitted false and misleading Document Submission information maybe blacklisted from participating in any TNBF / TNB tenders nor being offered with any TNBF / TNB contracts.

Applicants, who are currently suspended or blacklisted or in the process of being blacklisted by TNBF / TNB, and still serving its penalty period, shall not be allowed to participate in this Pre-Qualification Exercise.

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**1.23  
Confidentiality**

The Applicant shall treat this document and everything within it as private and confidential. The Applicant shall not publish or release information or drawings relating to this document except with prior written consent of TNBF.

TNBF and the Applicant agree to comply at all times with provisions and obligations contained in all applicable laws and regulations in Malaysia, including but not limited to the Personal Data Protection Act 2018.

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**1.24  
Notification of  
Successful  
Pre-Qualified  
Freight  
Provider**

The successful pre-qualified Freight Provider shall be notified officially by TNBF. This Document Submission shall not be treated as successful notification whatsoever, unless officially notified by TNBF.

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**1.25 Further  
Information**

Further information on and clarification of the Document Submission may be obtained on application in writing or telefax to:

MANAGING DIRECTOR  
TNB FUEL SERVICES SDN. BHD.  
LEVEL 11, MENARA GLOMAC,  
GLOMAC DAMANSARA, JALAN DAMANSARA,  
60000 KUALA LUMPUR, MALAYSIA  
Tel: 603-7720 9000                      Fax: 603-77209100

(Attention to: **Mr. ZAINAL ABIDIN SHAH MAHAMOOD**)

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**(END OF SECTION 1.0)**

## **TNB FUEL SERVICES SDN. BHD.**

### **PRE-QUALIFICATION OF FREIGHT PROVIDER FOR CARRIAGE OF BULK COAL FOR TNB FUEL SERVICES SDN. BHD.**

**TNBF NO. PQ-L 01/19**

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#### **SECTION 2.0 – DOCUMENT SUBMISSION: LIST OF DOCUMENTS REQUIRED**

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- i. Complete set of Schedules (E1, E2, E3 & E4) and relevant supporting documents i.e. Local or Foreign Applicant joint venture / evidence of equity partnership / ownership, service level agreement / letter of support etc. with the foreign company / foreign owner / foreign operator / head owner / principal;
- ii. The track records should be evidenced with relevant BLs, time charter / voyage charter / fixtures with charterer / cargo owner and its rider clauses eg. Annual contract between Applicant and cargo owner;
- iii. Certified true copy of company registration or Form 13 (if any), company annual returns, Form 24, Form 32A (if any) and Form 49;
- iv. Company profile, corporate structure and local / foreign ownership or affiliation, right up to the ultimate holding company;
- v. The latest management and organization chart with names and job titles, education qualification and years of experience in the related shipping industry;
- vi. Background of two personnels
- vii. The company audited reports and financial statements for the last three (3) financial years with preference of unqualified accounts;
- viii. Letter of support from bankers on the Applicant's creditworthiness i.e. letter of credit / bank guarantee / loan / overdraft;
- ix. Three (3) month bank statement with activities.

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**SECTION 3.0 – SCHEDULE OF FORMS**

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- i. E1 – INFORMATION OF APPLICANT
- ii. E2 – YEARS OF EXPERIENCE
- iii. E3 – EXPERIENCE PERSONNEL
- iv. E4 – BANKING DETAILS
- v. CHECKLIST