

Raj Ridvan Singh. Photograph: SOLS Energy.

Two Roofs, One Mission: Raj Ridvan Singh and Malaysia's Solar Divide

SOLS Energy builds residential solar systems while expanding electricity access and technical employment in underserved Malaysian communities.

Raj Ridvan Singh · Founder and CEO · SOLS Energy
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A solar panel is only part of the story

For many Malaysian households, the question is how to cut an electricity bill. For some rural Indigenous households, the question remains how to obtain dependable electricity in the first place. Raj Ridvan Singh, founder and CEO of SOLS Energy, is working across both sides of that divide. His company installs solar systems for paying customers while pursuing programmes to bring off-grid energy and technical skills to communities that might otherwise remain outside the transition. The challenge is to make commercial scale and social purpose reinforce rather than compete with one another.

Building an installation service

SOLS Energy was founded in 2015 and has grown into a provider of home and business solar solutions in Malaysia. Installation involves engineering design, customer financing, regulatory paperwork, workforce scheduling and after-sales responsibilities. Those are less glamorous than a photograph of rooftop panels, but they determine whether customers trust a solar company. SOLS also operates a Solar Academy that trains people from lower-income and Indigenous communities for energy-sector roles. This workforce component addresses a common bottleneck in climate infrastructure: even well-funded projects cannot scale without people able to build and maintain them.

The 2026 operating milestone

In its October 2026 figures, SOLS reports 9,517 installations: 4,247 residential systems and 5,270 Indigenous homes served through its off-grid work. It gives residential installed capacity as 37.9 megawatts and reports reaching 180 Indigenous villages. The off-grid homes are included in the installation total. These figures are self-reported and should not be treated as independently audited impact totals. A February 2026 report in the New Straits Times described the company's increased emphasis on execution and workforce readiness following the introduction of Malaysia's Solar ATAP framework. The shift matters: regulatory opportunity creates demand, but reliable installation capacity determines whether it can be served.

Making impact measurable

The company reports that the academy and related programmes have helped create training opportunities and jobs for young people in communities historically underrepresented in the energy economy. There is a valuable commercial logic to this: local installers and technicians can increase capacity while building income pathways. But impact claims require careful definition. An installation is not necessarily equivalent to a system operating successfully years later, and training does not always guarantee long-term employment. The next stage should track system reliability, verified energy access, job retention and customer outcomes with the same discipline used to monitor sales.

The responsibilities that follow expansion

Malaysia's energy transition does not consist of installations alone. A home solar system needs warranties, monitoring, access to maintenance and clear explanations of savings under changing tariffs. Remote electrification needs attention to batteries, replacement parts and reliable local repair skills. SOLS's dual model could connect those capabilities, but only if the company has the organisational capacity to serve different customers fairly. For Raj, success now depends on building processes that protect both commercial clients and underserved households after the launch announcements and ribbon-cutting ceremonies are over.

GCEIP Analysis

Raj's model is unusually demanding because it joins two service systems: market-rate residential solar and social energy access. Each has distinct economics and customer needs. The venture's advantage may lie in the shared infrastructure of technical training, procurement and field operations. Its vulnerability is execution complexity, especially when installations rise rapidly. Public company data and independent reporting point to meaningful growth, but independent outcome evaluation and service-quality evidence will matter more as the footprint expands.

GCEIP View

Raj Ridvan Singh’s leadership case asks what an energy transition looks like when it includes households that can pay for solar and those still seeking basic access. SOLS Energy’s progress suggests that clean-energy businesses can create technical careers alongside commercial services. A useful measure is whether both groups receive reliable power, credible support and benefits that last after the installation team leaves.

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Sources

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Our Team
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