



## ***PRESS RELEASE***

Issued by Corporate Communications Department  
**LARSEN & TOUBRO LIMITED**  
Bakhtawar, Ground Floor  
Nariman Point, Mumbai 400 021

Tel: 91 22 6658 5100  
Fax: 91 22 6658 5146/ 150

# **Systems capability, building electricals drive L&T's electrical business growth**

- **L&T displays a host of new systems, products at ELECRAMA 2008**

**Mumbai, January 18, 2008:** Larsen & Toubro Limited (L&T), the USD 5 billion engineering and technology company, today showcased its strengths and preparedness for sustaining a robust growth rate of its electrical business at the eighth edition of ELECRAMA at the Mumbai exhibition centre.

L&T is well poised to tap the opportunity created by the ambitious growth plans in the power and other industrial sectors with new products and systems solutions for industries along with its existing range of products.

### **Electrical systems**

From the electrical systems business, L&T, for the first time, displayed its new range of switchboards (from 3.3 kV to 33kV) to mark its entry into the medium voltage category. L&T displayed a range of products in the building and automation systems thereby comprehensively addressing the fast growing residential and commercial building segments.

Reinforcing its position as a major player in switchgear business that comprises low voltage, medium voltage, numerical relays with human machine interface, communication capabilities, L&T will offer total system solution from control of electrical distribution network from a central location. This will help meet the market requirements of both, latest technology and cost efficiency.

Speaking on the occasion, President – Operations & Member of the Board, Mr. R. N. Mukhija said, “L&T's switchgear business has been growing at the rate of about 30%. The domestic medium voltage switchgear market is currently growing at 15% per annum. This growth rate is expected to increase in the next five years on account of initiatives like the Electricity Bill of 2003, and power sector reforms. The national focus on the fast tracked ultra mega power generation programme will provide a strong impetus to spur the demand for medium and low voltage switchgear leading to an increase in the growth rate of these products.”

“The capability to offer total electrical systems solution will offer L&T an access to the fast growing medium voltage switchgear markets in India and the Middle East, and together with its low voltage expertise help offer turnkey solutions to customers. Besides Middle East,

China offers attractive business opportunities owing to its high growth rate while Indonesia could be the next emerging market due to growth in the oil & gas sector”, Mr Mukhija added.

L&T’s philosophy of products or systems development is characterized by its commitment to safety, reliability and environment norms. These aspects are thoroughly tested and included in the design stage and the switchboards conform to all international standards.

L&T also displayed its advanced solutions in the field of numerical relay and human machine interface. With the introduction of the new range of relays, L&T now offers products for Supervisory Control and Data Acquisition (SCADA) application.

### **Standard Products**

L&T’s electrical standard products comprising low voltage switchgear like contactors, motor starters, SDFs, MCCBs, ACBs, HRC fuses, Control & Indicating devices etc. have maintained leadership position in the market. This overall growth is much higher than the low voltage switchgear industry growth.

L&T’s objective of ‘Grow Building Electricals’ initiative has been to offer a wide range of electrical and electronics products and automation systems for residential and commercial buildings with widest reach in the country. L&T’s business in this segment has grown at the rate much more than the building electrical industry growth rate in the last two years.

L&T is showcasing its unique capability in providing solutions for residential and commercial building with an array of products ranging from low voltage circuit breakers to domestic switches and systems like HVAC Control, Access Control and home automation.

The new MO range of controlgear and C-line range of powergear products are the highlights for the industrial segment.

### **Metering & Protection Systems**

From the portfolio of electrical energy meters, L&T has put on display its range of meters for a variety of applications - single phase LCD meters for domestic metering, communication-enabled meters for AMR applications, demand controllers, commercial and industrial meters and availability-based tariff (ABT) meters for inter-utility metering.

The highlight of L&T’s electricity meter display is the remote reading and prepayment capability. Two new solutions in this domain have been put up. The first is a pre-payment concept based on contact-less smartcard technology and the second on is a combination of pre-payment and GSM technology. The distinct advantage of these meter systems is the two-way data transfer whereby the meter data gets transferred to the utility. Integration with GSM technology provides on-demand data monitoring along with facility for load disconnection in event of theft detection / overloading / credit expiry.

L&T also showcased numerical protection relays for various applications like motor protection, generator protection, feeder protection, distance protection, transformer protection as well as synchronizing relays.

## **Control & Automation**

L&T's automation business has been consistently growing over the last few years. L&T has showcased its Power Management System as a complete solution for power system requirements of industries. It also has the capability to integrate Robotics with its Automation offerings for automotive industry and other applications.

A host of new products put on display include AC drives, range of soft starters, System Integration of PLCs (programmable logic controllers) - HIMA & Lx PLC - and Telvent RTU (remote terminal unit). L&T is launching next generation AC current vector drive – V1000 which is the smallest inverter in its class offering a gamut of new possibilities in various applications. It is also launching Emx3 which is the latest development in soft starters providing the complete motor starting and management system with an impressive range of features in a single user friendly package.

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