

# "We intend to capture 20 per cent of the organised UPS market in India in the next four years"

*France-based Socomec Group was formed in 1922 and has a turnover of over Rs 13,500 million (US\$ 300 million). The company specialises in manufacturing control, switchgear protection, distribution and allied products. Today it manufactures a wide range of switching and protection equipment, energy control systems and energy management systems, which include uninterruptible power supply systems up to a capacity of 250 kVA.*

*Socomec SA has a presence in 60 countries and has 15 subsidiaries worldwide. It has eight manufacturing units, two in India and three each in France and Italy.*

*Bernard Steyert, chairman, Socomec Group, is a multi-faceted personality. He was appointed chairman of the company as far back as 1989, and was also mayor of the city of Benfield, France from 1977 to 1983.*

*Mr Steyert spoke to ePower about his company's partnership with HPL-Socomec Pvt Ltd, India and the targets it has set for itself with respect to the Indian UPS market.*



**BERNARD STEYERT**  
chairman, Socomec Group

■ *Could you briefly outline your relationship with Havells HPL-Socomec Pvt Ltd?*

Despite the geographical distance between India and France, the two countries share similar values. Socomec SA has a long and successful relationship of twelve years with HPL Ltd. With our experience for the last twelve years, we feel that India is technically sound and has a reliable manufacturing base. Our experience in India and our relationship with our joint venture partners HPL-Socomec Pvt Ltd has been excellent, and based on growth, mutual respect and trust.

Founded in 1956, the HPL Group in India has a strong presence in the country as a manufacturer of reliable electrical protection equipment and achieved a turnover of Rs 1500 million in 2002-03. The company has 20 marketing offices in India and has its overseas presence in Sri Lanka, Bangladesh, Malaysia, UAE, and other South East Asian and European countries.