



Legrand is a global specialist in electrical and digital building infrastructure. We have **Sameer Saxena**, in this exclusive interaction with T&D India, discussing the circuit breaker portfolio of Legrand. Saxena notes that energy protection and distribution has always been a core business for the Legrand group. Regarding the acquisition of the Indo Asian brand, Saxena observes that Legrand always looks at supplementing its knowhow with local companies already in this business.

LV switchgear solutions have become compact and smarter

— Sameer Saxena, Director- Marketing, Legrand India

Tell us more about the DMX3 air circuit breakers range from Legrand. In general, what are the advantages of an air circuit breakers in terms of offering protection to electrical circuits?

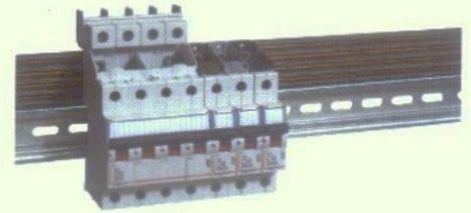
Air circuit breakers, as you are aware, are used for the voltages less than 1kV. Their advantages are:

- Air circuit breakers can handle large currents up to 6300A
- Air circuit breakers can offer protection against higher short circuit currents up to 100 KA
- They are very easy to operate, and calibrated with is user-friendly but advanced releases

What about the MCCB range of Legrand? Recently, you also launched circuit breakers in the DPX3 range. How has been the market response?

Molded case circuit breakers (MCCB) have high current ratings, which allows them to be used in heavy duty applications.

Legrand offers DPX3 range of circuit breakers from 16A to 1600A in 4 frame sizes. DPX3 range is very compact in sizes but offers complete solution with Thermal magnetic & Electronic type. DPX3 is available in 16, 25, 26, 50, 70 & 100 KA breaking capacity. It also offers protection against overload, short-circuit, earth leakage and earth fault. DPX3 is first range in India to offer integrated earth leakage function in electronic release. The range includes all types of accessories in electrical and mechanical type like auxiliary contact, shunt trip, undervoltage, motor operator, rotary handles, spreaders etc. DPX3 offer



Electronic MCCBs with default display and is with ready to connect to communication feature.

Recently, you also launched controlgear range in CTX3, RTX3 & MPX3 range. How has been the market response?

Yes, Legrand recently launched CTX3 range of control gear, RTX3 range of thermal relays and MPX3 range of MPCBs. With this Legrand offers complete package for power distribution, protection and control. Legrand offers contactors till 800A in 3P & 900A in 4P with all types of accessories like front contact block, mechanical interlock etc. The market response is very positive and Legrand has started selling complete switchgear package.

What is an automatic transfer switch and where does it find application? Please elaborate on the technical aspects of Legrand's ATS.

Automatic Transfer Switches are critical components of any emergency or standby power system. ATS is used for quick transfer of power from one source to another source to have power supply continuity. ATS find its application whenever power continuity is required. Legrand offers an ATS solution which is ready to install and it is very simple to install as well. It comes with all components

like motor operator, spreaders and interlocking plate, pre-fitted.

“Indo Asian” that was taken over by Legrand has been a big name in the switchgear segment. Discuss how the “Indo Asian” and “Legrand” brands coexist, especially for comparable products.

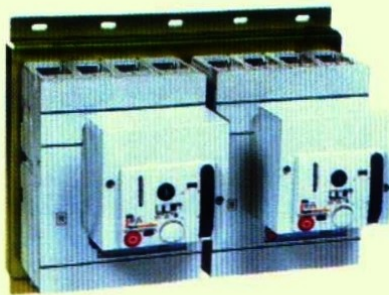
Energy protection and distribution has always been a core business for the Legrand group. For all our geographies, we look at supplementing our know how with local companies already in this business. This not only gives us access to the distribution network of these companies, but also gives us a ready market to reach out to with newer offerings.

When we added Indo Asian as a part of the Legrand entity, Indo Asian already had a strong practice in manufacturing and supply of electrical power distribution, control and safety equipment including LV switchgear, electrical switches, circuit breakers, etc.

Legrand India has a premium positioning whereas Indo-Asian with its mass appeal opened up newer segments for us. The low switchgear products from Indonesian complimented well with high end switch gear products from Legrand.

Legrand has a complete suite of products for power flow, protection and distribution. What advantages does this give you in terms of end-to-end solutions?

We aim to improve the quality of electrical installations, in terms of safety, convenience of use, easiness to fix for the benefit of the entire chain - from specifier to user. It is typically like the case for cable management where we have a complete offer from under floor to wall and overhead solutions. Similarly, for the LV switchgear, market starts from the switch which is in what we call as the final stage of the distribution and is backwardly integrated with circuit breakers.



We have the maximum number of products in this range compared to the competition and enjoy a leadership position in the market. In addition to this we are present in home automation systems.

The biggest advantage is from a customer point of view. When our customer meets us, they know that we will be able to take care of their end to end building requirement and a true partner to their electrical and digital requirements.

As we perceive, energy efficiency has become an important consideration today. How do you achieve this in your suite of power-distribution products?

Globally, power protection device market is witnessing a growth and is expected to grow by 5-7 per cent from 2014 to 2019. This growth has been influenced by rise in renewable energy programs, growing demand of electronic appliances, high-cost due to equipment downtime, and various power quality issues. These issues have to be addressed in order to consumer power responsibly and this responsibility starts from the manufacturer of these equipments. We have to create solution for the consumer which will benefit not only them, but the environment at large.

Tell us how technology has progressed in the field of low-voltage circuit protection devices, at Legrand.

Recent developments in the protection device market are very encouraging, where many companies are introducing new products and services as their key

strategies to capture the market. From a technological perspective, the LV switchgear solutions have become compact. Most of the latest solutions these days are coherent, i.e., these are compatible with multiple systems. Another technological advancement is that the switchgear solutions have become smarter, i.e., these can connect with the internet and provide comprehensive monitoring.

In the low-voltage circuit protection segment, what are Legrand India's key business growth drivers?

This growth is likely to be driven by higher investments into and expansion of the industrial segment, Indian T&D sector, and respective power capacity addition over the next 5 years.

The energy sector in India has seen a transformational change with progressive policy-level changes and effective implementation of directives. These changes promise enormous opportunities for various stakeholders and market players.

The India Brand Equity Foundation notes that India has the fifth largest power generation capacity in the world. Installed capacity stood at 272.5 GW, as of FY15. Thermal power, the largest component, was 189.3 GW, followed by hydro 41.6 GW, renewable energy 35.8 GW and nuclear 5.8 GW. India's total power generation capacity has increased at a compound annual growth rate (CAGR) of 9.4 per cent over FY09 to FY15.

India is the third largest producer of electricity in the world. In FY15, India generated 1,048.7 terawatt-hours (TWh) of electricity. Over FY10 to FY15, electricity production expanded at a CAGR of 6.3 per cent. As per the 12th Five Year Plan, India is targeting a total of 88.5 GW of power capacity addition by 2017, of which, 72.3 GW constitutes thermal power, 10.8 GW hydro and 5.3 GW nuclear. Renewable energy is fast emerging as a major source of power in India. ■