



Saab Grintek

For Immediate Release

22 February 2008

Grinpal kick starts pilot project in India

Saab Grintek's integrated energy supply subsidiary, Grinpal Energy Management (Pty) Ltd has started with the installation of the first Smart Meters AMR (Automotive Meter Reading) in New Delhi, India.

The system also prevents meter tampering. If someone were to try and bridge the system it will automatically send a signal to the mainframe where the operators can track the actual problem in real time.

"The Smart Metering system also comes with a load limiter. This mechanism sends a command to every energy user to reduce electricity usage when the demand for energy gets out of control," says Phumudzo Magidi, Managing Director; Grinpal.

The first project began in TATA (India) where we are targeting 500 000 installations by 2010.

Magidi said the reason it took almost two years to begin with meter installations is that they had to familiarize the Indian Distributors with the PLC AMR/Prepaid system.

"Negotiations started in 2005, and the agreement was signed in November 2006 with the final contract agreed upon in December 2007.

"The Indian government needed clarity on the Prepaid system because India uses the post paid metre system; we (Grinpal) had to introduce the system from the beginning and also prove that the system will enable India to manage their energy wisely," says Magidi.

Grinpal will supply India with the intellectual skills necessary for the project, while Indian company EMCO takes care of the installations.

"We will be working closely with EMCO to ensure that everything goes according to plan. It was also important for us to partner with a local company and ensure that the services provided are of high quality because our plan is to grow our market size in the Indian republic with this new energy saving and revenue protection mechanism," says Magidi.

The new electricity system will work on "Smart Metering". This type of metering will display the amount of energy being used in every household across the country.

Defaulters can be disconnected and reconnected remotely. The system is so smart that it detects tempering real-time and sends an alarm to the revenue protection team. The utility can also decide to change a customer from post paid to prepaid in a matter of seconds without any physical change to the meter.

The system comes with two options of managing load, it can switch off geysers by either individuals, groups or all and the second option is to limit consumers load per individual, group or every consumer.

Consumers can never miss their payment due date because the system sends text to the user either to their cell phone or the in house display which has a built in buzzer that switches on to notify the user when there is a message from the utility. The display is used also to warn consumers if there is going to be load shedding or planned outage in time. The Smart Metering system will help consumers keep tabs on their electricity usage.

Grinpal plans to have every household in India and the entire Middle East on this system. We are working on increasing our install base at home in South Africa where the need for this system is necessary than ever.

“We are looking at having a long term relationship with India and other parts of the world because we believe that this system will help curb the energy crisis that is currently being faced by a lot of countries,” concluded Magidi.

Ends...

Note to Editor

About Saab:

Saab is one of the world's leading high-technology companies, with its main operations focusing on defense, aviation and space. The group covers a broad spectrum of competence and capability in systems integration.

About Grinpal:

Grinpal provides conception-to-completion, turnkey solutions to municipalities, power distribution utilities and developers worldwide, using state-of-the-art energy management technologies, and utility revenue management solutions. Our internationally recognized pre-paid meters are developed in-house with systems that offer utility improved revenue and service levels and offers a strong basis for economic growth and development to transform lives. Grinpal hold the IP for the ISMS 2nd generation spilt meter system.

Issued by:

Meropa Communications

Sifiso Jacklas

☎ +27 11 772 1066

✉ sifisoj@meropa.co.za

For further information call:

Saab

Nomsa Sithole

012 672 8000

nsithole@grintek.com