

Sterling and Wilson integrates its MEP business, targets close to INR 3,000 crores by 2020

March 19, 2018 Mumbai: In the last few years, India has seen a rising demand for infrastructural development, in particular, owing to the increasing urban population of the country.

As part of the Make in India initiative, the Government of India has also been spearheading its efforts in the infrastructure space, with close to USD 650 billion to be invested in the sector over the next 20 years.

With a surge in infrastructural development in India, dominant players such as Sterling and Wilson are keeping in line with the industry's demand, with the company currently contributing to more than 25% of the passive infrastructure space in India. Commercial and industrial projects across the country have also witnessed accelerated demand with the integrated MEP services market showing immense potential. In this regard, Sterling and Wilson realized the opportunity early and today, it has evolved as India's leading MEP contracting company, having integrated its various offerings and services under a single MEP entity.

Established in 1927 as an electrical contracting company in India, Sterling and Wilson has transformed in to a globally diversified conglomerate with a strong presence in turnkey MEP services, data centres, renewables, diesel generators, cogeneration, storage and hybrid solutions and transmission & distribution verticals. While the company has witnessed strong successes across its various business units, MEP remains at the core of the company.

From Electrical, HVAC, Firefighting, Plumbing to IBMS – all five services been successfully incorporated in to a single business unit which today has an order intake of about INR 1,600 crores. The integration has enabled the company for multiple services to be streamlined for a seamless and unified direct project delivery system with a lean organizational structure operating at lower overheads thus, making Sterling and Wilson a very competitive and strong leader in the market.

Further, under the MEP umbrella, the company has ventured in to five new services - Industrial Fire & Safety, Flue-gas desulfurization, Process Control & Instrumentation, Industrial Clean Room EPC and IBMS Special Projects (Smart Cities & Defence Segments) as the next wave of growth for the MEP business.

Coupled with the integration, these newly introduced services are expected to take the company to soaring heights, with a predicted INR 3,000 crores for the MEP division by 2020.

Speaking more about the integration, Mr. T.P. Prakasan, COO – MEP Business, Sterling and Wilson says "Sterling and Wilson has always prided itself on seeking innovative solutions, undertaking path breaking initiatives and looking ahead. Our robust expertise in infrastructural solutions has allowed us vast potential across multiple sectors, whether it is for MEP, data centers or renewables. The integration of the five MEP services - Electrical, Firefighting, Plumbing, IBMS and HVAC will prove to be a major growth driver for the company, resulting in close to 30% growth for the business in the coming 2-3 years. The integration will also pave the way for simultaneous, seamless services and timely project delivery for clients as well as reduced costs, time and coordination efforts for internal stakeholders. With the introduction of five new services

and one of the largest teams of engineers, Sterling and Wilson remains instrumental in pioneering MEP services in India.

He further adds "Sterling and Wilson will drive a new wave of change in the MEP construction industry by impacting the way it is operating today. We have big plans to change the construction methodology, process, qualitative approach to the project deliveries, come out with MEP Training schools and make the industry more attractive to the upcoming young generation of talents to overcome one of the bigger challenges the industry is facing today."

Sterling and Wilson has expanded its MEP business in India, including a market share of 15% and plans to penetrate in to foreign geographies such as Bangladesh, Bhutan and Nepal and beyond.

Sterling and Wilson

Sterling and Wilson is an excellent example of how the Shapoorji Pallonji family has nurtured long term associations with its business partners. The Mistry and Daruvala families have been partners in Sterling and Wilson for 3 generations. This partnership will only grow stronger, as the 4th generations of both families have recently joined the business.

Over the past 5 years, Sterling and Wilson has shown exceptional growth; with operations all over the globe, as well as an expansion in its range of services, the company's turnover has shown an extremely positive growth. From a turnover of INR 1,760 crore in 2012, Sterling and Wilson group crossed a turnover of INR 6,000 crore and is likely to exceed INR 10,000 crore by 2020. From being a predominantly India focused company in 2010, Sterling and Wilson now operates across the Middle East, Africa, Australia and Europe. In the current year, the company is expanding to the USA and South America. From being a company that was mainly focused on doing MEP projects in India, Sterling and Wilson over the past 5 years has set up global operations in manufacture of DG sets, Gas based power plants, Waste to Energy, Turnkey data centres, Transmission and Distribution and Solar EPC. With its recent foray into energy storage, Sterling and Wilson is perfectly poised to play a pivotal role in the global trend of moving away from thermal plants to a future of renewable energy with storage.

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