



PRESS RELEASE

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Larsen & Toubro Plans Thrust in Hydrocarbon & Infrastructure Sectors

Chairman eyes prospects in Engineering, Construction, Fabrication & Manufacture

Doha, June 05, 2005: Mr A.M. Naik, Chairman and Managing Director of Larsen & Toubro Limited (L&T), a USD 3.3 billion international engineering and technology company, said today that the Company was looking forward to widening its participation in Qatar's accelerated development efforts through a slew of new projects and business initiatives.

At a press conference in Doha, Mr. Naik said "L&T would like to build stable, long-term relationships with the industry in the GCC region. We are already a significant player in the country both directly and through our local, Doha-based subsidiary Larsen & Toubro Qatar LLC. We are now looking to expand our presence in the hydrocarbon, power and infrastructure sectors." Reflecting on the traditional association between the two countries, Mr Naik said "Our peoples have had trade links with each other for centuries. In more recent times, India's dependability as a trading partner to the entire Gulf region has withstood the uncertainties of global political developments. The geographic proximity, complementary capabilities and cultural affinity that we share with the Arab world will serve to enhance the involvement of L&T in the region".

Mr. Naik along with a senior management team from L&T is on a visit to Qatar, and is expected to meet several high-ranking government officials, customers and business leaders during the visit.

Varied Projects in Qatar

L&T's involvement in the Qatar spans execution of high end engineering projects like oil and gas platforms and supply of critical equipment to Qatar Petroleum, and process plant equipment to Qatar Fertilizer Company. L&T's Construction Division has built two stadia in Qatar and currently associated in projects like building of a section of the Asian Games Village, the 36-storied Al Jazeera Tower in the upscale West Bay Area of Doha and the construction of a power plant in Ras Laffan.

Alliances in Gulf

Elaborating on L&T's commitment to the region, Mr. Naik said "L&T is scouting for alliances for proposed projects in the Gulf countries that include an engineering centre and a fabrication facility for large-sized equipment for the oil and gas, fertilizer, refinery, power, petrochemical and other industries. These facilities will be located in the area, and would accelerate the process

of project design and engineering, and would result in reduced transportation costs and time. They would also serve to improve adherence to delivery schedules while enabling the maximum

A 200 MW open cycle power plant with six gas turbines was built by L&T at Salalah in Oman. The package included building of 132 kV substations and the erection of transmission lines. The company has also built power plants and distribution networks in other parts of the world. In Saudi Arabia, L&T (Saudi) has built hospitals, substations and erected transmission line towers for the Fahad International Airport. It is currently executing a 200-bed hospital, cement plant and school building project. It is also executing gas insulated substation and related works for supplying power to Saudi Aramco's Qatif/Abu sa'fa Field Development Project in Juymah. On-going projects include a technologically challenging 430-metre, six-lane cable stayed bridge in Amman, Jordan and a major hotel in Bahrain.

Prospects Ahead

Mr Naik was of the view that besides E&C business in Hydrocarbon & Infrastructure sectors, its wholly owned subsidiary, Larsen & Toubro Infotech (L&T Infotech) can also make a significant contribution by providing high-quality services in the IT area to various customers in Qatar. L&T Infotech provides end-to-end software solutions and services to global customers in the domains of manufacturing, utilities, telecom and financial services.

With partners from Qatar, L&T can also explore opportunities in India and in other countries for the joint development of large projects. Such ventures, while yielding profits for both partners, would also help to share and build the knowledge and experience of the partners.

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