

## ***PRESS RELEASE***

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**LARSEN & TOUBRO LIMITED**

L&T House, Ballard Estate, Mumbai 400 001

Tel: 55525772 (Direct), 55525656 Ext: 772

Fax: 91-22-55525607/ 8

E-mail: [jkp-ccd@lth.ltindia.com](mailto:jkp-ccd@lth.ltindia.com)

# **L&T-Provenco to supply technology to enhance petrol station operations for BPCL**

**Mumbai, April 12, 2006:** Larsen & Toubro Limited (L&T), India's leading engineering and construction conglomerate, has partnered with Provenco, a leading New Zealand based technology company, for supply of petrol station forecourt technology to Bharat Petroleum Corporation Limited (BPCL). The technology will apply across 77 BPCL petrol stations in India's northern and western regions, and with an initial project period of nine months.

L&T is the leading supplier of petroleum dispensing pumps and systems in India. Its product range includes standard duty, heavy duty, single/dual nozzle, mechanical/electronic display dispensing pumps and multi product dispensing units for dispensing up to five grades of fuel. Its solutions are modular, scaleable and can be upgraded to suit various forecourt topologies and meet customer requirements.

Issuing a statement in Auckland, New Zealand, Provenco's Chief Executive Officer (CEO), Mr. David Ritchie, said the contract reaffirmed his company's ability to deliver quality and complex solutions to customers who have unique needs in highly competitive markets. "The challenges faced by retail oil companies in India

like dispensers, tank gauging system, RFID (Radio Frequency Identification device) tag readers used for identifying the attendant who delivers fuel and EDC (Electronic Data Capture) machines used as indoor payment terminal for night transactions.

Other integration includes remote monitoring of sites from the oil company's headquarters, software for managing a convenience store at the forecourt and vehicle care system. All the software will be integrated to BPCL's SAP for better monitoring and control. The system will also have an option of self-service on the forecourt – paying for fuel at the pump without the need to go into the shop.

Forecourt is the area at a petrol station where vehicle fuelling takes place. Forecourt technology provides a fully integrated solution with pump control and payment options at the counter or on the forecourt. Forecourt integration links third party devices like tank gauging system for tank volume measurement, RFID readers for attendant tagging, price pole, car wash, convenience store and third party support services at the retail outlet.

The emerging trend in fuel retailing has shown many changes in petrol stations ranging from high-end multi-product dispensers to oil companies' loyalty programme to facade enhancement for better appearance and upkeep for attracting customers. The latest change is foreseen in the field of retail outlet (RO) automation in order to enhance speed and quality of service.

This will be BPCL's first use of retail automation technology at its petrol stations in commercial quantities.

### **About Provenco**

Provenco is a New Zealand-founded technology company operating globally with customers in 23 countries. Listed on the New Zealand stock exchange (NZX: PVO), the company has a number of international offices including those in Beijing, Kuala Lumpur, Melbourne and Sydney.

After more than 30 years on the forecourt technology scene, Provenco has evolved into a sound and diverse company. With a heritage in Eftpos and payment solutions, Provenco's business now extends across a range of technology applications for the retail environment.

The company's growing diversity is reflected in each of the key areas of its operations today – providing forecourt solutions for the international retail oil industry; payment technology and Eftpos in the domestic New Zealand market; and retail technology including mobile and wireless technology for the Australasian market.

