



# Building Connections

Operating globally OBO Bettermann is proud to be a family owned business.

Through continuous investment, research & development we continue to grow offering innovative, quality products. We embrace change and look to create effective, modern electrical installation products that integrate discreetly into the architecture of a building.

The core of our success is based on mutual trust and the committed interaction between our employees, our customers and suppliers alike. We stand by these connections and it is the benchmark of our everyday activities and is supported by all employees within the OBO Group. Our aim is to be your first port of call for the most innovative connections for electrical and data technology infrastructure.

We use the latest digital technology to expand links between countries in many ways between both people and products to overcome distance and cultural barriers.

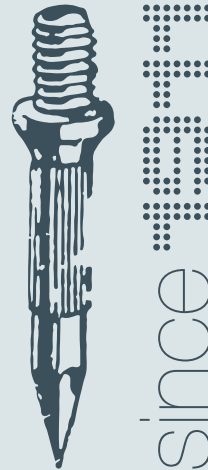
At the heart of the business is the solution motif:  
Conducting Electricity, Routing Data & Controlling Energy





## Ohne Bohren – OBO

The first metal OBO anchor gave the company, 40 years after its foundation, the additional name OBO – ohne Bohren (without drilling). Up to that point, it was accepted that an anchor had to be drilled into the wall. However, an OBO engineer had a groundbreaking idea: He developed a metallic anchor, the innovative construction of which permitted it to be knocked directly into the wall without any drilling. This was a huge mounting advantage, considerably simplifying the work of the tradesmen of the time and, as such, becoming one of the biggest milestones in the history of the company. Only the continuous dedication and spirit of innovation of each individual employee has made it possible to expand the product range to more than 30,000 products today.



## Service

OBO Bettermann has both sales & manufacturing companies placed strategically around the globe to ensure we can guarantee the highest possible customer service levels locally. We provide competent regional advice, reliability and approachability creating a high level of acceptance and credibility leading to long standing working partnerships. Our aim is to continually align our company to the requirements of the current marketplace.

## Flexibility

We strive for the best possible transparency for all of our divisions and companies within the OBO Bettermann Group. All of our objectives, processes and data are continually measured, assessed and if required improved upon. We listen to our local businesses as we understand that the needs for their local market may differ greatly from ours and we both encourage and support them fully.

## Reliability

Operating in more than 60 countries allows us to give consistent customer service. With local stock and continuous improvement to manufacturing techniques our business locations ensure that we have the local knowledge and products in the right place at the right time.

## Welcome to the World of OBO



New solutions to improve functionality and the ease of installation – OBO employees all around the world use their knowledge, experience and creativity to make this happen. Because we know that each individual market has its special characteristics and that the requirements for our products change within each market, we have paid particular attention to the compatibility of products in their Country of use. We always offer our customers intelligent, smart solutions. Our brands always keep this promise. The OBO global team wishes to make the work of electrical planners and operatives around the world as easy as possible.

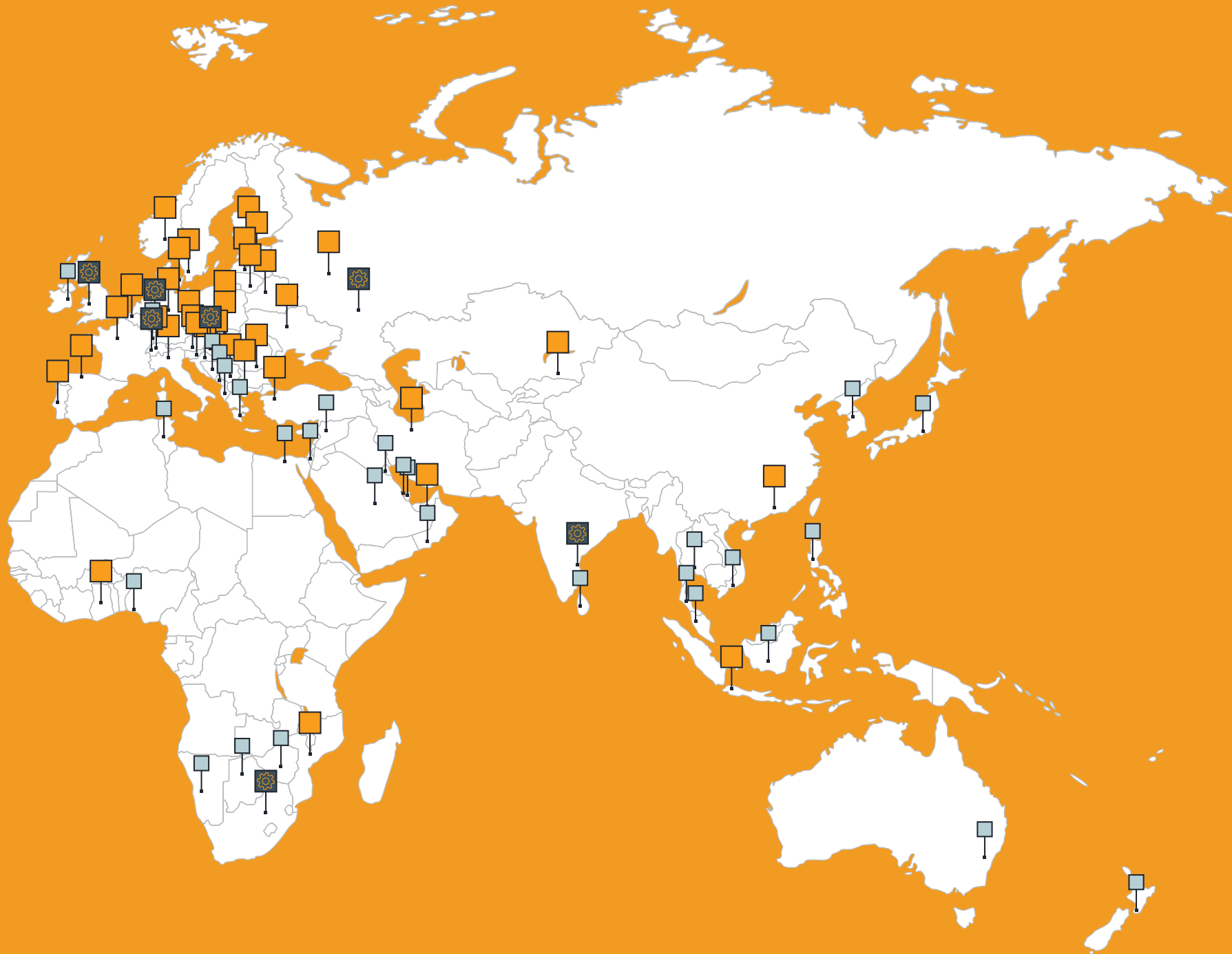
## The OBO production locations around the world

For OBO, these two principles have always belonged together – from the foundation of the first punching work in 1911 through to the huge metal competence centre in Europe's most modern galvanising plant.

OBO invests in the future and therefore grows in a sustainable way around the world. Twenty years ago, OBO opened its production location in Hungary and continued to expand it with state-of-the-art technology. Over the years, OBO has been able to expand its global network and continues to grow. OBO is growing continuously.



-  Manufacturing location
-  Subsidiary
-  Representative

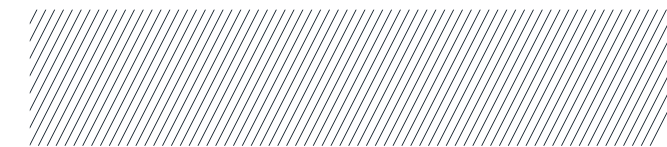


# OBO in INDIA

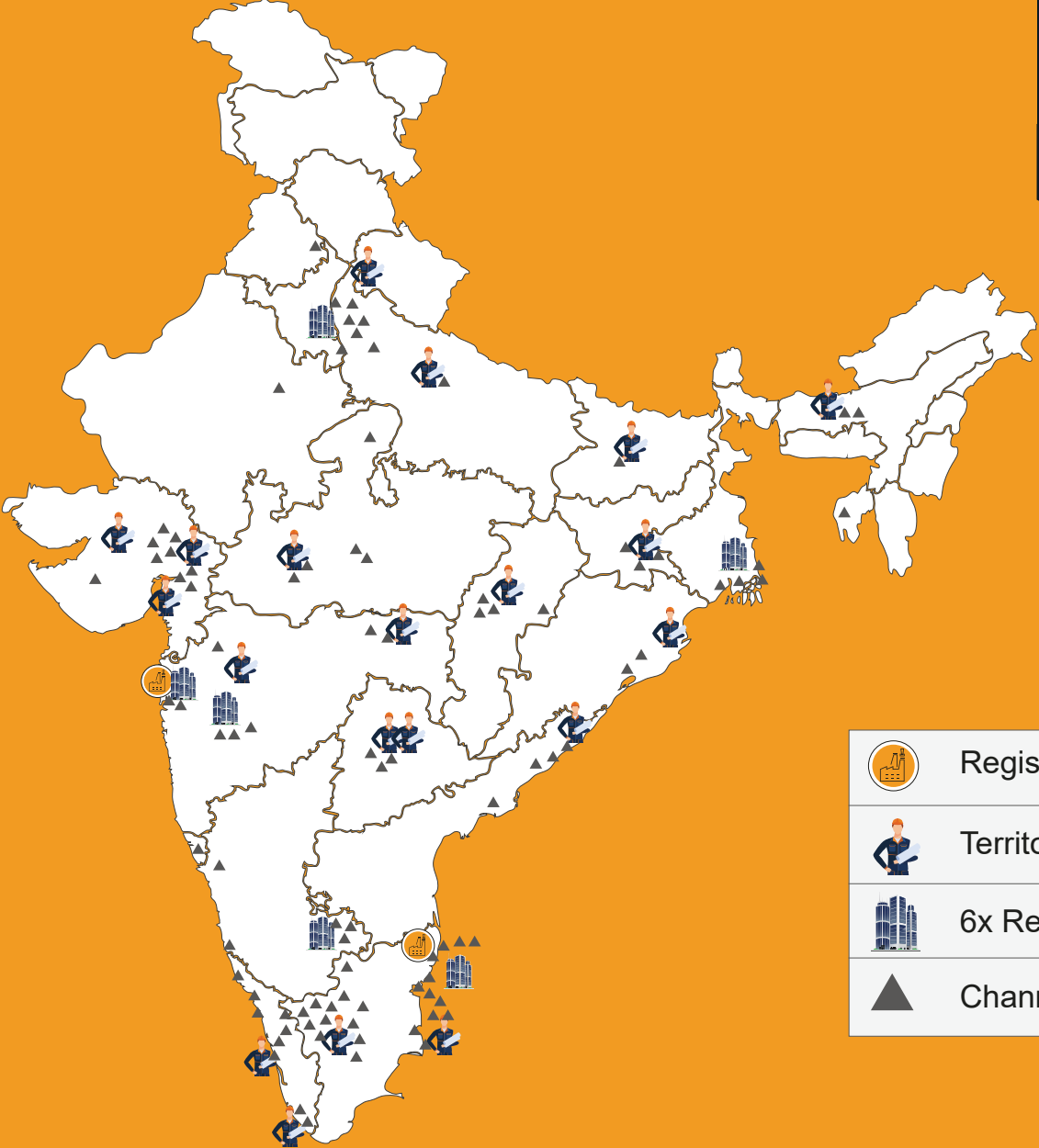


- ⊕ OBO was established in the year 2008 in India and inaugurated its state of the art manufacturing facility in Oragadam, Chennai in 2014.
- ⊕ This modern factory is spread across 20,000 sq. mtr. and produces Cable Trays and Underfloor boxes as per latest IEC/BIS standards.
- ⊕ OBO has achieved a rooted presence in Indian market with ever growing capacity of serving customer and channel partners through out the country.
- ⊕ OBO Bettermann India is an ISO 9001:2015 & ISO 14001:2015 certified company.

OBO Bettermann, the world's largest cable tray manufacturer has taken a strong stand on Sustainability. It manufactures green products through Sustainable Engineering practices.



# OBO Presence in INDIA



	Registered Office, Factory & Warehouse
	Territory Locations
	6x Regional Offices
	Channel Partners

# Our products for your projects

## The OBO installation areas – looking to the future

Every time we develop a new product, we focus on features such as installation speed, resilience, function and availability, which is why OBO systems are always reliable, safe and of the highest quality. We do most of our production ourselves and our processes are highly automated, so we can also cater closely to our customers' needs.

With a view to the future, we looked closely at ourselves. Will OBO continue to be progressive and flexible? Are our structures still effective and our processes efficient? We know our markets, but what do we have to do to remain the best possible partner you can imagine?

Looking at all the requirements, we have improved our structures for you and focussed our profile – making our products and services clearer to understand. This will allow us to respond and inform people even more quickly and reliably – nationally and internationally – and to deal more effectively with the issues you face.

These improvements are reflected most clearly in our three new installation areas. Our much more streamlined structure allows us to emphasise product benefits even more, and present them in the contexts in which they are used.

The industrial installations area contains all of the products you need to equip industrial buildings quickly and easily. The building installations area covers a wide range of applications, from private houses to football stadiums. The products in this category feature top-quality functionality and great designs. Lightning protection, surge voltage protection and fire protection systems are to be found in the safety and protection installations area, where your safety is the driving force behind our product development efforts.

## **Industrial installations**

Cable support systems and connection and fastening systems for industry and construction project infrastructure

## **Building installations**

Cable routing and underfloor systems for administrative and functional buildings including architectural solutions

## **Safety and protection installations**

Lightning, surge and fire protection systems





# Complete

The complete product range at a glance

## OBO systems provide connections

OBO systems provide connections. The high production depth and strong process automation make it possible to deal with the enquiries and requirements of our customers in a flexible and targeted manner. Reliable, safe and of the highest quality: Product features such as installation speed, load capacity, functionality, availability and safety are at the forefront of every innovation. Discover the world of OBO systems:

”Simple is better: OBO – simply better



## Industrial installations

### Cable support systems and connection and fastening systems for industry and construction project infrastructure

In industrial installations, you'll find all of the OBO products you need to equip industrial buildings. Our emphasis has been on securing the attributes that are especially relevant to you. Speed, simplicity and ongoing development.

Time is precious. That's why speed is one of the attributes that are important to you when you use our products. You want your buildings to be in use as quickly as possible. To achieve that you have to have another attribute: simplicity. OBO products are not complicated, they are easy to work with and simple to use. And to boost these two aspects even more, we ensure that our products are constantly evolving – especially, but not only, in industrial installations.

Cable trays
Mesh cable trays
Cable ladders
Industrial ducts and trunking
Support structures
Electrical installation pipes
Wiring trunking
Power supply units
Distributors
Junction boxes
Concealed and cavity wall installations
Terminals
Cable glands
Installation and fastening clips
Anchors and fastening equipment



## Building installations

### Cable routing and underfloor systems for administrative and functional buildings including architectural solutions

You'll find all of the items you need for the construction of private and public functional and administrative buildings in the building installations area. To fulfil your requirements, we focussed especially carefully on top-level functionality and great designs when developing our products. All of our products can be used in lots of different areas, from private houses, to schools, to football stadiums.

Electrical installation ducts and trunking

Device installation ducts and trunking

Skirting trunking

Service poles

Underfloor applications in screed

Underfloor applications in concrete

Underfloor applications – on-floor

Device inserts for underfloor applications

Floor sockets and floor boxes

Installation housings and supports

Deskboxes

Sockets, switches, data and multimedia technology



## Safety and protection installations

### Lightning, surge and fire protection systems

All of the products that you might associate with protection revolve around one common interest: safety. The safety and protection installations area contains solutions for lightning, surge and fire protection.

As well as the expertise we've built up over the years in this area, we focus especially on innovation. A good example of this is our lightning protection testing centre (BET Test Centre), which we use to help ensure that your buildings always have the best possible protection.

Surge voltage protection

Explosion protection

Lightning protection

Earthing

Equipotential bonding

Seals

Cable bandages – preventing the spread of fire

Escape route installations – false ceiling mounting

Fire protection ducts

Systems for maintaining electrical functionality – cable-specific routing versions

Systems for maintaining electrical functionality – standardised support structures and routing systems

Systems for maintaining electrical functionality – FireBox T series junction boxes

Anchors

# We plan with your project

## Our systems – as diverse as our products

We combine our systems into solutions for your complete project. No matter whether they are solutions for the power, supply or disposal industry, industrial and plant construction, the mobility sector or for services and consumer goods, we can deliver the entire electrical infrastructure from a single source.

It's great to know you can rely on OBO Bettermann.  
Our solutions for:

### ***Industrial and systems engineering***

Industry, switchgear construction, food,  
power stations, oil and gas

### ***Renewables***

Wind power, photovoltaics, biogas

### ***Buildings***

Administration and offices, healthcare,  
private residential building

### ***Mobility***

Ship building, tunnel building, airports,  
railway stations





# There for you

OBO Support for your successful project

OBO Bettermann is greater than the sum of its products. We are your reliable partner, whatever the situation. Do you have a problem? We have the solution! It doesn't matter what industry you need our help in: we have the right expertise, from industrial and systems engineering, to private, public and administration buildings, to mobility and renewable energies.

***Do you have  
a problem?  
We have the  
solution!***

OBO supplies complete electrotechnical infrastructure featuring the best possible products, and supports you with sound technical knowledge and over a hundred years of experience – including when planning and implementing your projects. You can rely on our solutions. With us, you always play it safe.



Training



Service



Handling



Certification

#### Training courses from OBO

- Seminars and workshops
- Local consultation and training courses
- Planner days
- Webinars

#### Service – OBO can help

Everywhere and in every project phase:

- Competent hotline
- Product and system information, digital or printed
- Selection and planning aids on the web, as an app, as a CAD application or in printed form
- 2D and 3D product data for planning
- Field service, branch offices and subsidiary companies in 60 countries
- Engineering services for major projects

#### Handling – OBO delivers reliably

With optimised delivery processes:

- Reliable logistics
- Practical transport systems and packaging
- Loading gear handling and disposal concepts

#### Certification and guarantee

OBO offers safety. Our products fulfil the most important country-specific regulations:

- Conformity (e.g. IEC, VDE, CE, KEMA, KEUR, UL)
- Certification (e.g. DIN EN, DGNB)
- 5-year warranty on surge protection products
- Guarantee management

You can contact our Customer Service department on:

**+91 89399 04000**

**Monday – Friday**  
9:30 a.m – 5:30 p.m

**info@oboindia.com**

#### What is OBO Support?

Every OBO product has a plus. Highly innovative quality products tested and manufactured to a high level of competence giving you complete confidence in the products you are selecting. In addition our technical specialists can assist you in product selection and training throughout the process of product selection through to installation.

Together with you, we plan your project, jointly choose the right products and are also available to you should you need us there with you. From flawless logistics through to practical information – we can provide support at every level. We can offer security through certificates on the conformity of our products with the most important standards and directives.

We are as flexible as you are – because we know how practical people work and what is important to them. Each step is a plus – that is the OBO Support Plus concept.

# Reference

We are proud of the fact that we have been a partner to the electrical trade for more than 100 years and that, for this reason, there is a bit of OBO in so many construction projects around the world.

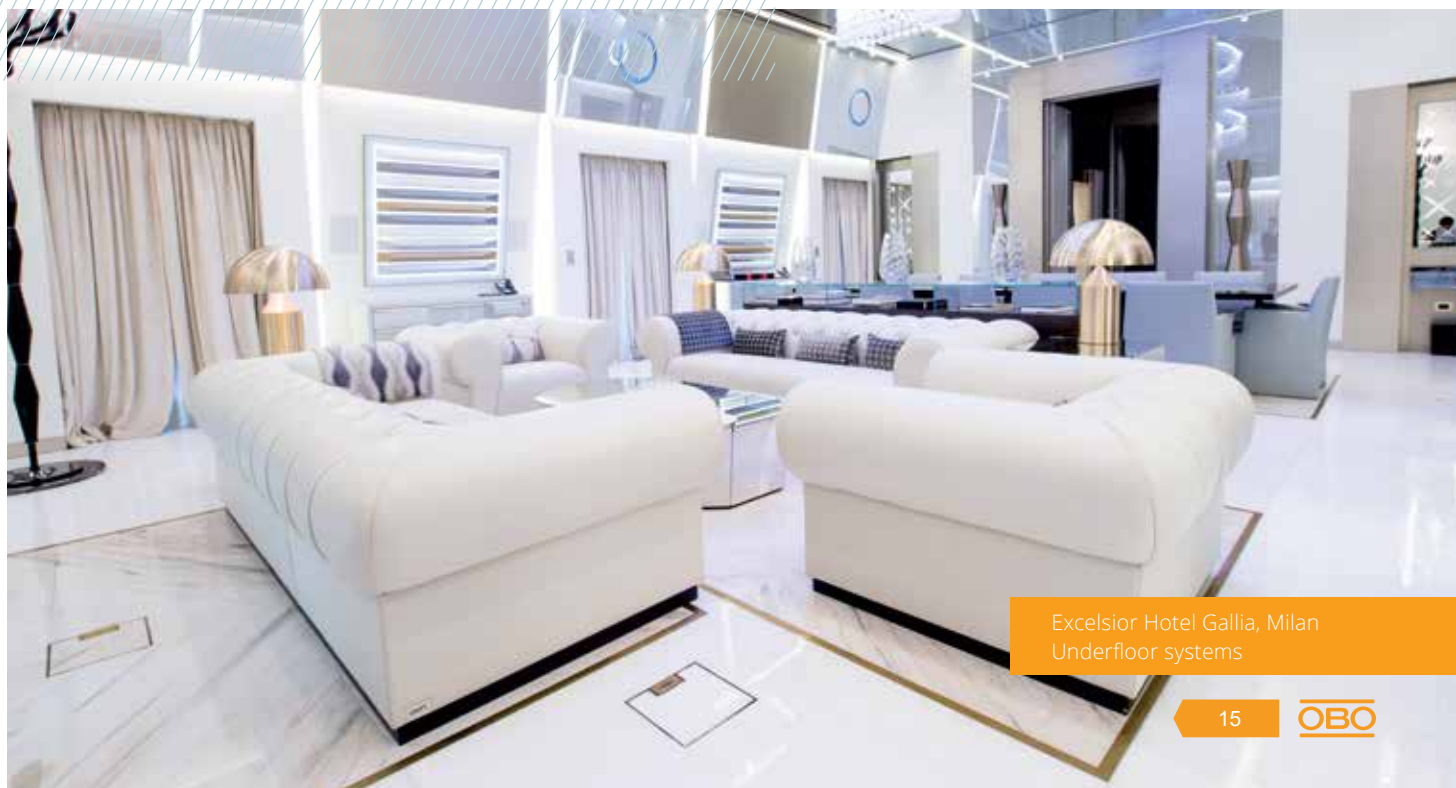
To give you an idea of the wide range of our solutions, on the following pages you will find a selection of some of the projects OBO was able to support with its products. Discover some of the buildings we have helped to create.



Excelsior Hotel Gallia, Milan  
Underfloor systems



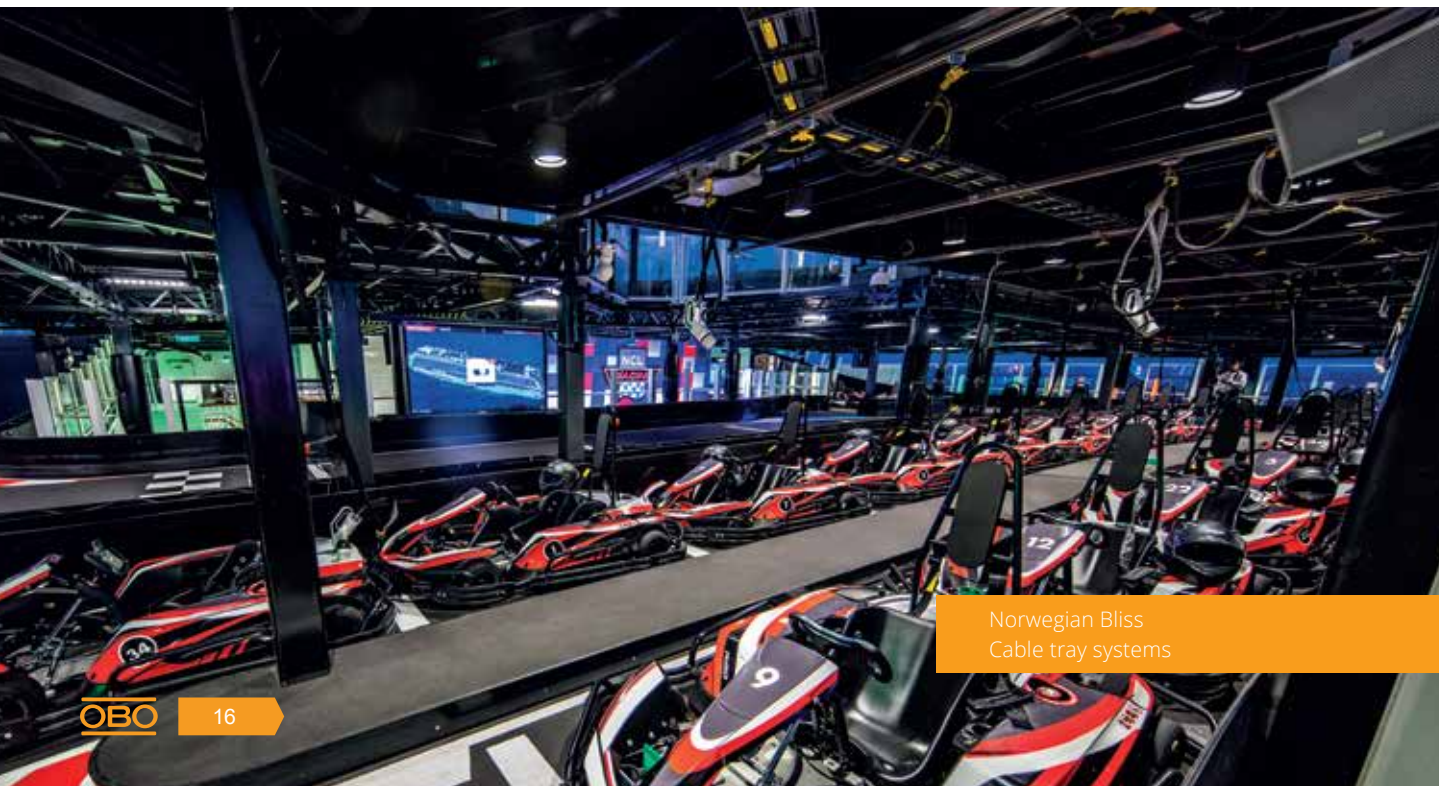
Excelsior Hotel Gallia, Milan  
Underfloor systems



Excelsior Hotel Gallia, Milan  
Underfloor systems



MOVEO Performance & Wellness, Pescara  
Underfloor systems



Norwegian Bliss  
Cable tray systems







Norwegian Bliss  
Cable tray systems



Museo della Pietá, Mailand  
Underfloor systems

In Germany, photovoltaic systems are really progressing. The ever-more advanced technology means that it is possible to generate large quantities of solar current, even at our sun-starved latitudes. A special kind of major project was created on the roof of the logistics centre of SKF GmbH in Schweinfurt. This photovoltaic system also required special protection.

A large-scale, isolated lightning protection system, together with surge arrestors at the inverter and the PV modules, provide protection and ensure the availability of the system if there are lightning strikes during a storm.



The OBO equipotential bonding rails earth the surge arrestors of the system.



Our Esteemed Customers in India



## Sales Offices:

### NORTH

#### OBO Bettermann India Pvt Ltd.

212, Ansal Chamber-II,  
9, Bhikaji Cama Place,  
New Delhi - 110066

Phone: +91 11 41727344

### EAST

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Kolkata - 700091

Mobile: +91 08939993172

### WEST 1

#### OBO Bettermann India Pvt Ltd.

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Unit No : 10, 1<sup>st</sup> Floor, Road No 22  
Wagle Estate  
Thane (W) - 400604

Mobile: +91 08879637276

### WEST 2

Pune

Phone: +91 7824077761

### SOUTH 1

#### OBO Bettermann India Pvt Ltd.

Plot No. A - 51, SIPCOT industrial  
Growth Centre,  
Oragadam, Sriperumbudur Taluk,  
Kancheepuram District - 602 105,  
Tamil Nadu, India

Direct Phone : +91 44 7103 3900

### SOUTH 2

#### OBO Bettermann India Pvt Ltd.

No 32, 1<sup>st</sup> Cross, 17<sup>th</sup> Main Road,  
BTM Layout, 1<sup>st</sup> Stage  
Bengaluru - 560069

Phone: +91 080 42062651

## Territory Locations:

Bhubaneswar

9042624814

Coimbatore

9962537190

Ernakulam

8879637273

Gujarat

9638432920

Guwahati

9836400525

Hyderabad

8939993192

Nagpur

78240 77762

Indore

8939993193

Jamshedpur

8102602220

Pune

8879637627

Visakhapatnam

9966008211

Patna

9708354536

Puducherry

9962537183

Raipur

9384018643

Thiruvananthapuram

8939993130

### OBO BETTERMANN INDIA PVT LTD.

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