



Our rigorous quality control processes and adherence to international standards ensure that our products consistently meet and exceed customer expectations for performance and reliability

Interview with Dr. Naihu Li,

Vice-President of CHINT T&D and Head of the CHINT Group R&D Institute

Mr. Li, how would you describe CHINT's value proposition in the T&D market?

As an emerging global player in Transmission and Distribution (T&D), CHINT offers a unique value proposition built on several key pillars:

- 1. Quality and reliability:** We are committed to delivering T&D products and solutions of the highest quality. Our rigorous quality control processes and adherence to international standards ensure that our products consistently meet and exceed customer expectations for performance and reliability.
- 2. Technological innovation:** CHINT places a strong emphasis on R&D and innovation. We continuously develop and launch products incorporating cutting-edge technologies, particularly in smart grids and renewable energy integration. Our innovations, such as smart circuit breakers and high-efficiency transformers, are designed to meet the evolving needs of the power industry, enhancing system intelligence and efficiency.
- 3. Customized solutions:** Understanding that each customer has unique requirements, we offer tailored T&D solutions. Our team works closely with clients to design and implement product combinations and system configurations that best suit their spe-

cific needs, whether it's related to scale, structure, or application scenarios.

- 4. Cost-effectiveness:** Through optimized production processes and an efficient supply chain, we offer competitive pricing without compromising on quality. Moreover, the long lifespan and low maintenance requirements of our products contribute to significant long-term cost savings for our customers.
- 5. Comprehensive service support:** CHINT provides end-to-end service support, encompassing pre-sale technical consultations and solution design, timely delivery and installation guidance during sales, and a robust after-sales service network ensuring rapid response for maintenance, servicing, and technical upgrades.

How does CHINT differentiate itself from competitors?

CHINT has established several competitive advantages in the global market:

- 1. Brand value and market position:** Years of consistent growth have positioned CHINT as a leader in electrical product manufacturing, both in China and globally. We maintain a leading market share in low-voltage electrical products domestically, with high brand recognition and strong customer loyalty.

- 2. R&D capabilities and technological innovation:**

- We continually invest in R&D, making significant strides in cutting-edge fields like smart grids. For instance, we've developed the world's highest voltage (750 kV) natural ester-oil insulated power transformer.
- Our focus on intelligent manufacturing enhances both production efficiency and product quality, keeping us at the forefront of technological competitiveness.

- 3. Extensive sales network and robust supply chain:**

- Our numerous domestic and international branches enable swift responses to market changes and customer needs.
- We've cultivated stable relationships with upstream suppliers, ensuring a reliable raw material/components supply and maintaining cost advantages.

- 4. Comprehensive industry chain integration:**

CHINT offers end-to-end capabilities, from product manufacturing to system integration and services. This holistic approach allows us to provide one-stop solutions encompassing intelligent manufacturing, design and planning, system integration, construction, and operation and maintenance services across a wide range of T&D equipment.

Years of consistent growth have positioned CHINT as a leader in electrical product manufacturing, both in China and globally

What emerging trends have you observed in global innovation and technology development for smart grids?

At recent industry events, we've noted several significant technological trends shaping the future of smart grids in the wave of global energy transformation:

1. SF6 substitution technologies:

There's a growing focus on alternatives to SF6 gas in electrical equipment, including:

- C4-based insulation solutions
- Dry-air technology
- Vacuum-bottle insulation systems

2. Advanced insulation technologies:

We're seeing increased adoption of

natural ester-oil insulated power transformers, offering improved environmental and safety profiles.

3. HVDC advancements: Voltage Source Converter (VSC) HVDC technology solutions are gaining prominence, including innovations in DC cable systems.

4. Smart grid solutions: Continued development of integrated, intelligent solutions for grid management and optimization.

These emerging technologies are driving the industry towards more sustainable, efficient, and reliable power transmission and distribution systems. At CHINT, we're actively engaged in research and development across these areas to stay at the forefront of industry innovation.



At CHINT, we're actively engaged in research and development across these areas to stay at the forefront of industry innovation

