

TOSL Engineering acquires ANSA Technologies:

'Creating a powerhouse in the energy sector'

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TOSL Engineering Ltd has acquired ANSA Technologies Ltd in a move hailed as the creation of a powerhouse in the energy sector.

'TOSL Engineering Ltd (TOSL), a leading integrated services company headquartered in Trinidad and Tobago, has announced its acquisition of ANSA Technologies Ltd, a well-established provider of electrical, instrumentation, and automation solutions,' a release issued last month stated.

'This strategic acquisition marks a major milestone in TOSL's growth journey, significantly expanding its capabilities and reinforcing its longstanding commitment to innovation, operational excellence, and customer success,' it stated. In an interview with Express Business, TOSL's managing director Ricardo Mahadeo described the acquisition as a strategic move aligned with one of the company's long-term goals: expanding its market share.

'We are well-positioned, using our complementary strengths, to deliver enhanced value to our customers, partners, and stakeholders. This, we believe, will increase our market share, instilling optimism and confidence in the company's ability to deliver complete, fit-for-purpose solutions,' Mahadeo said.

Mahadeo noted that TOSL and ATL share over 100 years of combined history, grounded in a mutual commitment to excellence and customer satisfaction.

'Our shared organisational culture and values make the combination of our strengths a formidable force that we shall fully leverage for the benefit of our stakeholders,' he added.

When asked about the specific benefits of the acquisition, Mahadeo outlined several key advantages, including enhanced service capabilities, expanded market reach, accelerated innovation and improved operational performance. Expanding on service capabilities, he said, 'TOSL can now offer more comprehensive solutions by integrating additional specialised expertise in electrical, instrumentation, and automation complementing our one-stop-shop capability for our clients.'

Regarding market expansion, he explained that the acquisition allows TOSL to serve a broader client base both locally and regionally, creating new opportunities for growth and development.

He also emphasised that the combined technical expertise and collaborative culture of both companies would help drive the development of next-generation, customer-focused solutions.

'The acquisition reinforces TOSL's commitment to innovation and operational excellence, ensuring uninterrupted, fit-for-purpose service delivery with a continued focus on quality and safety- providing reassurance to our stakeholders.' He continued: 'Overall, this strategic move positions TOSL as a powerhouse in the Energy Services Sector, ensuring the delivery of end-to-end solutions with unmatched value to our customers and partners.'

While Mahadeo could not disclose specific financial details of the acquisition, he confirmed it represents a strategic investment aligned with TOSL's long-term growth objectives.

'The decision to acquire this subsidiary was based on its strong potential to complement and enhance our existing capabilities, driving both immediate and future value for our stakeholders.

We remain focused on maximising the return on this investment through innovative solutions, enhanced operational efficiencies, and a continued commitment to delivering superior value to our clients and partners.'

Speaking about the integration process, Mahadeo pointed to employee development, stronger client relationships, and new avenues for business growth as key outcomes.

'Employees will have the chance to enhance their skills through cross-training initiatives, promoting professional development and allowing them to gain expertise in new areas. This not only benefits individual career paths but also fosters a more versatile and agile workforce, capable of adapting to changing market demands.'

He also noted that the combined strengths of TOSL and ATL would broaden their service offerings.

'This expanded portfolio will not only meet existing clients' needs more effectively but also position us as a more competitive player in the market, strengthening relationships and increasing overall client satisfaction.'

Mahadeo added that the acquisition opens the door to new markets and customer segments.

'It allows us to tap into previously unreachable customers. This strategic growth will help increase revenue streams and bolster our market presence, ensuring long-term sustainability and success.'

He also confirmed that 100% of ATL's staff have been retained, as the company remains focused on delivering high-quality, innovative engineered solutions across the region.

'This mission is supported by our core values: integrity, passion, accountability, customer focus, and teamwork, which drive everything we do. Looking ahead, we are committed to investing locally and regionally in the energy services sector, focusing on adapting to the evolving needs of the industry.'

Despite the current challenges facing the industry, Mahadeo expressed confidence in TOSL's continued ability to develop

and deliver innovative, effective solutions.

'This will be achieved by expanding our knowledge base, embracing cutting-edge technology, and attracting talent. Additionally, we will actively pursue suitable local, regional, and international partners to support us on this journey.' As global market dynamics continue to evolve, he stressed the importance of strategic partnerships.

'It is crucial for TOSL to seek partners who will enable us to meet our clients' current and future needs.'

Mahadeo reaffirmed that the acquisition is a forward-looking move in line with the vision of TOSL's majority shareholder, Shazan Ali.

'This acquisition aligns perfectly with our long-term strategy, reflecting the vision of our majority shareholder, Mr Shazan Ali, to build a sustainable and resilient business. By strengthening our capabilities and expanding our reach, this investment positions us to better serve the energy industry for generations to come, ensuring that we remain at the forefront of innovation and continue delivering exceptional value to our customers. Through this strategic move, we are not just responding to today's market demands but proactively preparing for the future.'

Christian Llanos, Construction Sector Head at ANSA McAL, said, he believes TOSL can take ANSA Technologies to the next level.

'This divestment is aligned with ANSA McAL's ongoing portfolio optimization strategy, allowing us to focus more deeply on our core areas of growth in service of our 2X business strategy. We are confident that TOSL is well positioned to take ANSA Technologies to the next level, and we believe this transaction represents a positive outcome for employees, customers, and the broader industry,' Llanos said.

'TOSL and ANSA Technologies are committed to ensuring a seamless integration process, with uninterrupted service delivery and a continued focus on quality, safety, and innovation. Following the acquisition, ANSA Technologies will trade under the newly established TOSL Automation and Technology Limited, continuing to serve clients with the same trusted expertise and reliability, now backed by the broader resources of the TOSL Group,' the release following the acquisition stated.

In its 20204 annual report ANSA stated that ANSA Technologies continued to demonstrate its commitment to sustainable solutions through certifications and awards earned during the year.