

ANDREW YULE & COMPANY LIMITED
(A Government of India Enterprise)

**INVITATION OF “EXPRESSION OF INTEREST”
FOR SEEKING TECHNOLOGY PARTNER FOR MANUFACTURE OF
HYDRO-ELECTRIC TURBINE & GENERATORS.**

1. About Andrew Yule & Company Limited :

Andrew Yule & Company Limited (AYCL), a Government of India Enterprise, is the flagship Company of the Andrew Yule Group with a turnover of over US \$220 million and having diverse business interest in Engineering, Electrical, Tea, Lubricant, Telecom, Lamp Filament and Printing. The Group has 27 manufacturing centers employing about 18,000 people and strong marketing network across the country.

2. AYCL, over the years, entered several technical collaboration agreements with leading manufacturers, such as Howdon Sirocco (formerly Davidson & Co., U.K.) for Industrial Fan, BTR Belting, U.K., for Conveyor Belting, BETH GmbH & Rothenmullhe, Germany for Bag Filter and ESP, Nippon Oil Corporation, Japan for Lubricant and Togami Electric Mfg. Co. Ltd. of Japan for Switchgears etc. More details about the entire range of the Andrew Yule Group products can be seen by visiting website : www.andrewyule.com.

3. Small Hydro-Electric Programme in India :

Small Hydro Electric Projects (SHEP) is one of the thrust area of Power Generations, identified by Government of India. The aim of the Government is that the SHEP installed capacity is to be about 7000 MW by the end of 12th Plan. The focus of the SHEP Programme is to lower the cost of equipment, increase its reliability and to set up projects in the area, which gives the maximum advantages in terms of capacity utilization and an estimated potential of about 15000 MW of Small Hydro Project exists in India.

4. **AYCL's Proposal :**

4.1 As a part of its diversification programme, AYCL proposes to enter into the Small Hydro Electric Project with an appropriate technology partner who will be able to transfer technology of manufacture of Hydro Electric Turbines to the Engineering Division of the company.

4.2 To participate as a Partner / Supplier of Hydro-Electric Turbines for the projects, envisaged to be executed by AYCL.

5. **Scope of Cooperation and Eligibility Criteria for the Technology Partner :**

The Technology Partner will be required to provide the services of supply and installation of Hydro-Electric Turbines. The scope of technology transfer should be sufficient to design, manufacture, assemble, test, erect, commission, repair, service and retrofit the Small Hydro-Electric Generators. While, the detailed terms and conditions for such a paid-up license agreement can be mutually agreed upon with thin the Guidelines of the Government of India, the scope of co-operation would include control panels, central monitoring and control systems, associated electrical / evacuation systems, protection systems, and grid interfacing systems. The technology partner should have sufficient experience in manufacture of Small Hydro-Electric Turbines of capacity upto 25 MW and should have an experience of supply and installation of minimum 10 Nos. of Hydro Turbines and the same should have already been installed and are working satisfactorily.

6. The Expression of Interest (EOI) meeting the above criteria is invited from internationally reputed Hydro-Electric manufacturers having no conflict of business interest in India. The proposal along with complete details of the Company – background, technical features, catalogues, reference lists (list of projects executed) and financial statements for last three years – should be submitted by August 26, 2010 while the EOI may be sent by e-mail with requisite attachments, it is requested that the mail may please be followed up with signed hard copies sent to the following address:

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Please do not hesitate to call us / contact us in case you need any further information.