

Kalyani Group co, Kenersys all set to enter Brazil

fe Bureau

Pune, Sep 15: Wind-turbine manufacturing company, Kenersys, owned by the Kalyani Group and private equity fund First Reserve Corporation, is foraying into Brazil and is holding discussions with partners for the venture.

Kenersys, global CEO, Paulo Soares, said that plans could be finalised in the next two to three months. Soares said that Brazil required 60% of the manufacturing to be based locally and hence would be looking for partners. "Brazil is a good market to be in as it has huge potential, we want to be in the market next year and the key is in

finding a good partner. Big utilities in Brazil are coming to wind power -- there is a lot of land, it has good wind and has potential to generate 1,50,000 MW while they currently generate only 2,000 MW," Soares said. "Currently, Brazil sources bulk of its power from hydel sources and from biofuels, but with wind-power becoming competitive globally there is an opportunity to grow," he said.

Kenersys has already made a breakthrough in the US markets with the opening of the first turbine for Lincoln Electric at Euclid, Cleveland, Ohio. The K100 2.5MW turbine was manufactured in Germany and commissioned recently. This turbine is ex-

pected to be a showcase project and prove the competitiveness and durability of the machines to US wind developers and financiers. Soares said that US was a fierce market with every global wind-power company vying for a share of the market, apart from domestic giants such as GE, but despite the slowdown, large installations were being commissioned. He hopes this would pave the way for couple of more orders to take-off in the US. "We are already in the US but do not have a manufacturing facility, but for the business in the long-term manufacturing will be needed. For now it is necessary for us to be present in Brazil," Soares said.

The turbines could be sourced from the Kenersys India facility at Baramati, near Pune or from Germany depending on the exchange rates. Kenersys sees a big potential for its large 2.5 MW turbines in Brazil.

However, the focus at Kenersys will continue to be India, which accounts for two-thirds of volume of business. The company has established a footprint in Maharashtra and is now entering Gujarat and Tamil Nadu which are suitable for the larger-sized turbines. The company has acquired land in Gujarat, near Rajkot, and is investing in the wind farm there with plans to add 60 MW in 2011 and 70 MW in 2012.