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## Ambassador Inaugurates Aker's New Office Building



Aker Powergas celebrated its 50th anniversary. The anniversary coincided with the inauguration of their new premises in Mumbai on 10<sup>th</sup> of this month. Her Excellency, the Norwegian ambassador to India, Ann Ollestad and President and CEO Simen Lieungh graced the occasion, officially inaugurating the new office building.

In the evening 200 people from clients and partners joined our management in the official celebration of the anniversary.

The brand new office is located in Kanjurmarg, an area in Mumbai that gathers companies across technology industries.

Powergas delivers engineering services to projects across Aker Solutions' business areas, covering offshore oil and gas as well as onshore, downstream projects. The high quality, cost-efficient services from Powergas have become an important factor in securing the competitiveness of Aker Solutions' international delivery model.

"This brand new office is the embodiment of our mindset and our organisational culture. Setting it up has been a collective endeavour." says Pothen Paul, Chairman of Aker Powergas Pvt Ltd.

The new office premises have been designed utilising a "green building" concept. This includes intelligent lighting with daylight sensors, high efficiency CFC-free chillers, rain water harvesting, double glazed exterior glass to eliminate sound and reduce heat ingress, and a sewage treatment plant for recycling waste water to maintain greenery.

## Tata Power's Dagachhu Unit I to be ready by 2013

The country's largest private power utility Tata Power Company has begun construction of the 114-MW Dagachhu hydel power project in Bhutan and expects to commission the first unit in 2013. Tata Power will build and operate the run-of-the-river project in partnership with the Bhutanese government. While Tata Power holds 26% in the project, the remaining 74% is with Bhutanese government-owned agencies.

There are two units of 57 MW each at the Dagachhu project. The first unit will be commissioned in 2013 and it will take about four years for the whole project to be completed," Tata Power executive director for strategy and business development Banmali Agrawala said here.

The \$201.5-million project has achieved financial closure through loans secured from Asian Development Bank, Austrian Export Credit Agency OEKB, and Bhutan's Druk Green Power Corp, the rest being equity participation. A part of the capital has been used to award contracts for civil work and equipment among other things.

"Major clearances, including environmental approvals, are in place. Contracts for civil work and equipment are in place as well. The design of the entire plant and all the soft part is over and work on the ground will start now," Agrawala said.

Tata Power and the Bhutanese government have signed a long-term power purchase agreement with Tata Power Trading Company for evacuation of power into India. After fulfilling the local electricity needs in Bhutan, which is very minimal, all the power would be evacuated to India, Agrawala said, adding Bhutan Power Transmission has agreed to provide transmission access to the Bhutanese border.

The Dagachhu project marks Tata Power's foray into Bhutan, which has a huge potential for hydel power generation. The utility will also make a foray into the Nepalese hydel power sector through an exclusive joint venture it has signed with Norway's SN Power recently. "There clearly is a lot of potential for hydel power in Bhutan. We are definitely open to setting up more plants in Bhutan, but it depends on the pace at which the government there would want the private sector to come in," Agrawala said.

**Economic Times, Hyderabad, 14 December 2009**

## Maritime Institute to Set-up Life-size Gas Tanker Simulator

Lonavala-based Samundra Institute of Maritime Studies (SIMS) is all set to launch its newly developed Integrated Gas Tanker Simulator. A life-size setup displaying the layout of LPG gas tanker equipment, the simulator, located in the Lonavla campus of the institute, is scheduled to be officially inaugurated by John Ridgway, CEO, B P Shipping on Monday.

"This is the only integrated gas tanker simulator in the world. Contrary to a number of simulators, where scaled down models of the machinery are installed, this simulator includes real life, operational equipment are physically installed on board of an LPG tanker. What makes die facility unique is the integration of the entire setup with simulation software package developed in-house. This helps us create real life scenarios that the students can deal with and learn from," said professor D V B Swamy, principal, SIMS.

The project, an investment of one million USD from Executive Ship Management Pvt Ltd, Singapore, die parent company of the institute, is a brainchild of B S Teeka, managing director and principal trustee of SIMS. Conceptualised in October 2008, the simulator has been constructed indigenously within a period of 12 months.

Certified by Norwegian Classification Society DNV as Class A standard for certification of maritime simulators, die facility is fitted with a physical installation of entire gas tanker equipments including tank dome with fittings, compressor room widi a re-liquefaction of a cascade cooling type, deck pressure vessel, manifold and mast riser together with pipelines, booster pump systems, control mechanisms and so on.

Based on this setup, the institute will be offering short-term management and operational courses on die finer nuances of LPG transportation. "We currently have two, one-yearly courses- one for nautical officers meaning deck cadets and second for engineers.

With this simulator, that has six workstations housing a total of 12 computers, we have come up with advanced, short-duration courses such as- three day operational courses and five day management courses on the finer nuances of LPG transportation. Candidates meeting the selection criterion will be trained by experienced faculty from the institute," said Vaishakh Chavan, engineering faculty, SIMS, Mumbai.

**Pune Newslne, Indian Express, Pune, 13 December 2009**

The ministry of foreign affairs in Norway is looking at the East as a new destination for forging ties in trade, culture and education, said Nayantara Palchoudhuri, who took over as the honorary consul of Norway on Tuesday.

Palchoudhuri, who is the former president of the Bengal National Chamber of Commerce and Industry, said, "My immediate task is to bring in a trade delegation for interaction with medium and small-scale industries here."

Ambassador of Norway, Ann Ollestad, came to Kolkata for a day on Tuesday to welcome Palchoudhuri and to confer the Insignia and the Diploma of Officer of the Royal Norwegian Order of Merit to the outgoing consul, N F Tankariwala.

**Times of India, Kolkatta, 9 December 2009**

Norway's Telenor, the world's sixth-largest mobile operator, on Thursday launched services in India's crowded mobile market under the brand Uninor with tariffs as low as 29 paise per minute for local calls and 49 paise for long-distance calls, further intensifying the ongoing price war in the world's most competitive telecom market.

"This is indeed a milestone in a longer journey to become a significant operator in India," the company's MD for India Stein-Erik Vellan said. Telenor's operations here are through Unitech Wireless in which it holds 67.25% stake.

"Unitech Wireless has lacked off operations in seven circles— Tamil Nadu, Kerala, Kamataka, Andhra Pradesh, UP East, UP West and Bihar (including Jharkhand) — and will extend operations to more zones early next year," Mr Vellan said. He also clarified that Telenor will not join the per-second billing tariff option. "Our tariffs are more attractive, especially for those customers who want to talk longer," he added.

Confirming an earlier ET report, Mr Vellan said that even after factoring in the ongoing price war, the telco was confident of achieving an EBITDA break-even in three years and would have positive operating cash flow within five years of launch.

**Economic Times, Mumbai, 4 December 2009**

## The Sun is Rising in India's Solar Industry

With recent approval of the ambitious National Solar Mission, and key players diversifying into the solar domain, the Indian solar industry is expected to grow fast.

The solar industry in sun-rich India might not be glowing currently, but it's a lot brighter now with the cabinet's nod to the Jawaharlal Nehru National Solar Mission that aims to generate 20,000 MW of power a year by 2022. This ambitious plan aims to expand solar power generation from the current level of less than 5 MW per year to 1000 MW a year by 2013.

To reach this goal, the cabinet has sanctioned Rs 43,370 million for the initial activities in this regard. "The plan, no doubt, is ambitious but all depends on the execution. Although the subsidy schemes of the government have turned into a gimmick, the industry is anxiously waiting to see it execute this programme," says an industry insider.

Many strongly believe the Indian government expects rich nations to foot the bill. They will be urged to support and transfer low-cost solar technologies needed to realise this ambitious vision. Only time will tell if it'll work.

With most of the key players diversifying into this domain or considering entry, it seems that the Indian solar industry will now grow faster. But world-wide demand for solar energy equipment dropped by 17 per cent in 2009. "This can lead to oversupply and a huge gap can be created between supply and demand, putting many manufacturers in a difficult situation," says Ajay Cahandel, CEO, Urja Ghar.

So, where do we stand and where are we heading to? Is India set to emerge as a global solar hub and a big market for solar cells and modules?

## Immense potential

"India is one of the best places to develop solar power because we get more than 300 days of sunshine, and places like Gujarat, where arid lands are aplenty, can be utilised for generation of solar power," says N. Jagatheeswar, owner of Powertec Control Instruments.

According to a study —Indian Solar Energy Market Outlook 2012 —by RNCOS, solar energy offers enormous potential in India as 45 per cent of rural households do not have access to electricity. The country is also becoming a favourite investment destination for both local as well as global players.

Demand for solar products has been rising rapidly over the recent years, especially in rural areas, and is expected to continue growing substantially. The total number of solar lanterns in India is projected to grow at a CAGR of about 40 per cent between 2009 and 2012.

Silicon manufacturer Dow Corning sees Indian solar energy market glowing. "India offers an exciting potential because of the huge energy demand for its large population. We have clear intentions to invest and grow with the Indian solar market," says its spokesperson.

Applied Solar also sees a major opportunity unfolding in the country's rural electrification. "Its potential is so huge that all the diesel gensets could be replaced with solar power units," says Dr Charles F. Gay, president, Applied Solar. "This is the only sector where one invests once and reaps the benefits for decades," he adds.

"The new national solar power policy is likely to play a vital role in expanding the solar power generation base in India. Most of the global players and investors are looking at the India opportunity and the subsidies the government will offer to attract investments," says Gay.

**Electronics for you, 1 December 2009**

## Nordic Region Offers \$10 Billion Opportunity for IT: Nasscom-Price water house Coopers

The Nordic region (Norway, Denmark, Iceland, Finland and Sweden), which is now opening up to off shoring as a viable option to sustain its long-established competitiveness, offers an untapped \$10 billion outsourced services opportunity for Indian IT companies, said a Nasscom-PricewaterhouseCoopers report.

"Nordic companies, though experienced in outsourcing, have been cautious with off shoring. Though India has been a destination of choice along with East European countries, the overall exposure to off shoring has been low. It is estimated that less than \$1 billion worth of IT services are off shored to low-cost destinations from the Nordic countries," the report titled 'Opportunities for Indian IT industry -Nordic countries' said.

This is the third report in a series by Nasscom focusing on specific country/regions, which are new markets, competitive destinations and potential partners for India, with the earlier two being on China and Japan. The IT services market in the Nordics is estimated to be \$10-12 billion and is growing at 5 per cent CAGR (compound annual growth rate).

Releasing the report in Hyderabad on Wednesday, Ameet Nivsarkar, vice-president of Nasscom, said currently 90 per cent of the exports by Indian IT-BPO companies (\$71 billion in aggregate revenues in FY09) were focused on the US and Europe with rest of the world contributing just 10 percent. Indian companies currently have a limited presence in the Nordic market with total estimated revenue from this.

The Nordic region with high ICT adoption, besides R&D investments, offers an untapped opportunity for Indian IT region at around \$500 million.

The Nordic region with high ICT adoption, besides R&D investments, offers an untapped opportunity for Indian IT companies and another potential entry point to Europe. Many Nordic companies have set up shared services centers in Eastern Europe and India. The market for business services in Nordic is estimated to be around \$2 billion with a growth rate of 9 per cent CAGR. The major considerations while selecting a destination of choice are opportunity for near-shoring and the European Union directives on data protection, Nivsarkar added.

Stating that manufacturing, telecom, public sector, BFSI, engineering services and remote infrastructure management were the sectors the Indian IT companies need to target in Nordic, PwC associate director Abhijeet Ranada said the Nordic IT services market comprised a large number of international and regional service providers.

"The market is in the consolidation phase and has seen a large number of takeovers and mergers in the recent past. Though Indian vendors have also been active in this scenario, the transaction size has been small. Indian vendors today should look at large ticket acquisitions as a viable strategy to establish themselves in this market," Ranade said.

**Business Standard, Pune, 27 November 2009**

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