

当社とインドJyoti社との協業及び技術提携について

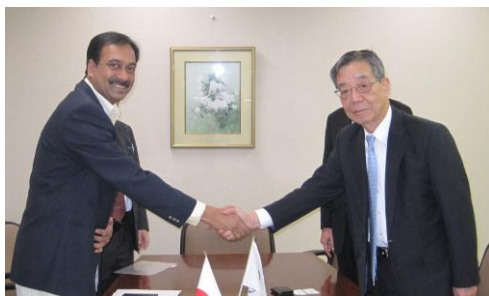
インド経済発展の伸長に伴い、電力エネルギーの確保がインド政府の重要課題となっています。インドでの発電設備は、これまで20～50万kWの小・中規模火力発電所及び原子力発電所が主流となっていますが、今後は100万kW級の大規模発電所の建設が計画されています。それに伴い、インド国内のポンプメーカーには、発電会社等から高度な技術及び品質が要求され、欧米、日本企業との協業や技術提携が必要となっています。

こうした情勢を受けて、当社は去る6月15日にインドJyoti社と技術提携に関する調印を行い、8月1日にはインド国内にて参加ジャーナリスト28社に対し、協業及び技術提携に関するプレス発表を行いました。

今後当社は、Jyoti社と発電用CWP(循環水ポンプ)及び公共インフラの灌漑用ポンプの分野で、共同で受注することとなります。今年度中に1件の受注を、3～5年後には10億円の受注(当社受注額として)を目指します。

(注)Jyoti社の概要

- 【設立】1943年 【従業員数】約2700人
- 【事業内容】電機・電気設備及びポンプの製造・販売
- 【資本金】273百万円(邦貨換算、2010年3月期)
- 【売上高】6,113百万円(邦貨換算、2010年3月期)



2011年6月15日 Jyoti社と調印



2011年8月1日 インド・パルナダ Jyoti社内ホールに於いてプレス発表

Jyoti Joins Hand with Japanese Company to Produce CW Pumps for Power Plants

OUR BUREAU
VADODARA

City-based Jyoti has inked technical collaboration pact with 101-year-old Japanese DMW Corporation to jointly produce circulating water (CW) pumps, important component for power plants. With the help of this collaboration, the company will now produce CW pumps with 50,000 cubic meters per hour capacity for super critical power plants above 500 mw across India at its Vadodara facility.

DMW, which specialises in large capacity pumps for nuclear and thermal power and large irrigation projects, will share its technology with Jyoti to produce these pumps locally. No Indian player has indigenous technology to

make CW pumps of this size and after this collaboration Jyoti has become only second to Kirloskar Brothers to have acquire such technology.

With almost 70% of India's power requirement expected to come from thermal and nuclear resources in next 30 years, the Jyoti-DMW collaboration is eyeing ₹250-300 crore business in next 3-5 years.

Rahul Amin, CMD Jyoti, told ET, "India is aiming to add power capacity between 1.50 lakh mw and 2 lakh mw in every five year now. Even combined capacities of all CW pump manufacturers in country are not sufficient to meet rising demand as several super critical power plants." Amin said they have already initiated talks with many power infrastructure play-

ers for critical power plants across India including L&T, Adani, NTPC, DGR and others.

DMW Corporation senior executive director Tadahiro Tsuchiya said, "Indian power sector is going to offer lot of growth potential and collaboration with Jyoti will enable us to leverage it." He said CW pumps made locally will have 30-50% cost advantage as against built in Japan.

"Jyoti will deliver complete range of CW pumps for Indian market and further talks are on

with DMW for considering Vadodara facility to produce and supply products anywhere in South Asia," Amin said. He said, the company, with 30% of market share in CW pump, is now expecting to grow by 40-50%.

For Jyoti, CW pumps contribute over 20% in its revenues and almost 40-50% comes from pumps division. Of ₹500 turnover projected by March next, ₹200 crore is likely to come from pumps and ₹100 crore from hydel power division.

Harish Kavedia, India manager for DMW, said, "Presently Indian market contribute 5% to total DMW turnover and initiative with Jyoti will further push it to near 10-15%." DMW is also scouting for partners to bring its fans and blower technologies in India.