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leading electric power companies have been actively involved in the Indian power sector over the past four decades through CIDA and EDC funded projects. In fact, Canadian companies have provided 10 percent of India's hydro-electric generating capacity. Indian officials have expressed interest in working with Canadian companies which utilize up-to-date technologies for thermal and hydro power generation.

With economic liberalization, a large power demand and changes to the policy governing private power generation and transmission, more and more Canadian companies are exploring commercial opportunities in India. While India is capable of manufacturing most power generation equipment, it requires imports of advanced technology equipment for generation and transmission.

### *Market Potential for Canada*

The most promising areas for Canadian companies are private power project construction (using conventional or alternative sources of energy), the upgrading of transmission and distribution systems, refurbishing and retrofitting old power stations, improving energy efficiency and selling power generation and transmission equipment.

The sale of power generation and transmission equipment to India's private sector power utilities are most likely to be for the following products:

- steam boilers/turbines;
- gas turbines;
- hydro turbines;
- generators and large generating sets (1 megawatt and above)
- transformers;
- switch gear above 230 kilovolt rating.

The import of these products will be enhanced by the determination of foreign operators to purchase the most modern technologies and the best equipment available; goods which Indian industry cannot provide at the present time.

Canadian companies with state-of-the-art SCADA and line monitoring technology can help Indian utilities to reduce power losses during transmission and distribution.

For equipment suppliers and developers, those with local operations, licensees and/or joint venture partners are the most likely to succeed in what will continue to be a very competitive marketplace. For most of the larger projects, there is a requirement for financing: Canadian companies that are able to put together a comprehensive package will be in a much better position to succeed.