

## With sops, wind power equipment sector eyes 5-fold rise in exports

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The domestic wind power equipment manufacturing industry says exports of turbines and parts could multiply five times with a favourable policy environment.

It has been in discussions with the Commerce Ministry and has sought a green line of credit, interest subvention and logistics support among various other measures.

"We are exporting about \$400-500 million of turbines and components annually. But, we could go up to \$2-3 billion if the policies are good. There are a few Indian companies with IPR that can shine in exports," said DV Giri, Secretary General, Indian Wind Turbine Manufacturers Association (IWITMA). In 2009-10, exports of turbines and parts hit \$1 billion, when the industry had a manufacturing capacity of 3,000 MW a year. Its capacity is now 9,500 MW but



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exports have stagnated.

The industry and the Commerce Ministry are holding discussions on what the Centre can do boost exports.

The Commerce Ministry, along with the Ministry of New and Renewable Energy, is also expected to write to the Finance and Shipping Ministries on this.

"Exim Bank has its own limitations. The opening of a green line of credit will really help. against European suppliers, we are about 15 per cent more expensive due to higher logistics cost. So if the Ministry of Shipping could come up with a plan to reduce logistics costs, it will create a level playing field," said Giri.

Further, he said, the interest cost in India is very high. "We have told the government that we can ramp up from 9,500 MW to 15,000 MW in 24 months. "We have indicated that we can do about 5,000 MW of domestic demand and export 3,000 MW of turbines annually. It is a vibrant industry with strong supply chain capabilities.

"If we are encouraged to do 8,000 MW a year, it will translate into about ₹50,000 crore of turnover," Giri said. "We expect some positive signals from the Ministry in a couple of months."