

# The Art of Building Relationships

“We build small Hydro electric power plants, however, I don’t see that as our real business. Our real business is to build powerful bridges of trust with all our customers. Our business is to be there for our customers when they need us. This is the most important aspect of our business model. This is even more important than the fact that we have the most advanced technology in this sector, more important than the fact that we have a one-stop ability to commission small hydro power plants on a turnkey basis. We are a family run business, and we are proud of it. We are there for our customers not just in the spirit of a business relationship, but more in the spirit of empathy and support that characterizes the natural bond within a close knit family. That is the secret behind the growth of BFL, along with the equity that we enjoy with our customers. This is the DNA of our company, and no matter how large we grow, this DNA will continue to drive us.”

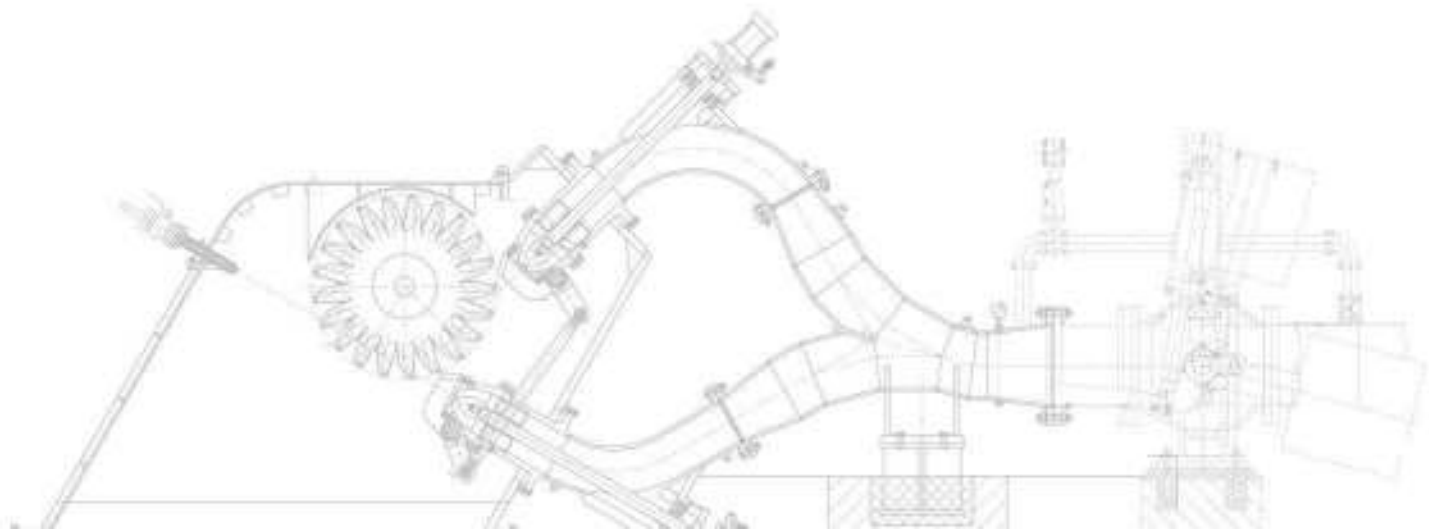
Sameer S. Shetty

Managing Director



## The DNA of Fouress

- BFL is a part of the Fouress Group which was founded by Mr Sadanand Shetty and Mrs Soumyalata Shetty.
- It started off in a small way as a trading outfit. It has grown over the years valuing hard work, ethics and a commitment to building enduring relationships.
- From trading, the company graduated to manufacturing valves, and by the early 70s, Fouress was a well-established manufacturing company.
- In 1972, Fouress manufactured valves for Mumbai's water supply scheme, in collaboration with Boving and Company, UK.
- Fouress entered into a joint venture with Boving in 1986, and started the design, manufacturing of turbines and installation of small Hydro electric plants through Boving Fouress Limited.
- In 1989, Boving Fouress Limited set up a state-of-the-art manufacturing facility in Hoskote, near Bangalore.
- The ownership of Boving UK changed hands to the Norwegian conglomerate Kvaerner in the early 90s. Subsequently, in the late 90s, Kvaerner was acquired by GE Energy, UK. BFL used this to exponentially enhance in-house technical capabilities to global standards.
- BFL sold more turbines between 1997-2002, than it had sold in the previous 11 years. Focusing on small Hydro electric plants, it grew to become one the world's largest companies in its chosen niche.
- In 2008, Fouress bought out GE's stake in the company, making BFL a fully owned subsidiary of the Fouress Group.







- BFL has designed, manufactured and commissioned small Hydro power plants in almost every continent.
- BFL makes virtually every kind of small Hydro plant – 4, 5 and 6 bladed Kaplan machines, Francis machines, and 2-through-5-jet Pelton machines; from 1-2 MW run-of-river schemes to 60 MW in a single power house with tunnelling and large water conductor systems.
- BFL has access to the world's most advanced, environment-friendly technologies, which have no adverse effect on the environment.
- BFL has imbibed World Class technology from its technical collaborations with the world's leaders in hydro engineering: Boving UK, Kvaerner and GE (General Electric). Our engineers have been trained at their design facilities in Europe.
- BFL has served over 100 customers, with many placing repeat orders. We are adept at finding solutions to meet the unique requirements of individual customers.
- BFL has a proven track record of over 25 years.

## Generating Design Excellence









# Treading the Earth lightly









Our foundation is hard work  
and a firm ethical framework







**UNIT-1**

UNIT 2

PROHIBITED ZONE

The strength of lasting partnerships







# Harnessing the power of nature





The science of hydro-power...  
the art of building relationships









# Footprint of our Valves



Xuan Nha HPP - (2 x 3000KW) - Vietnam



PAH Salto De La Loma (1 X 700 KW) - Argentina



# Projects executed

select list

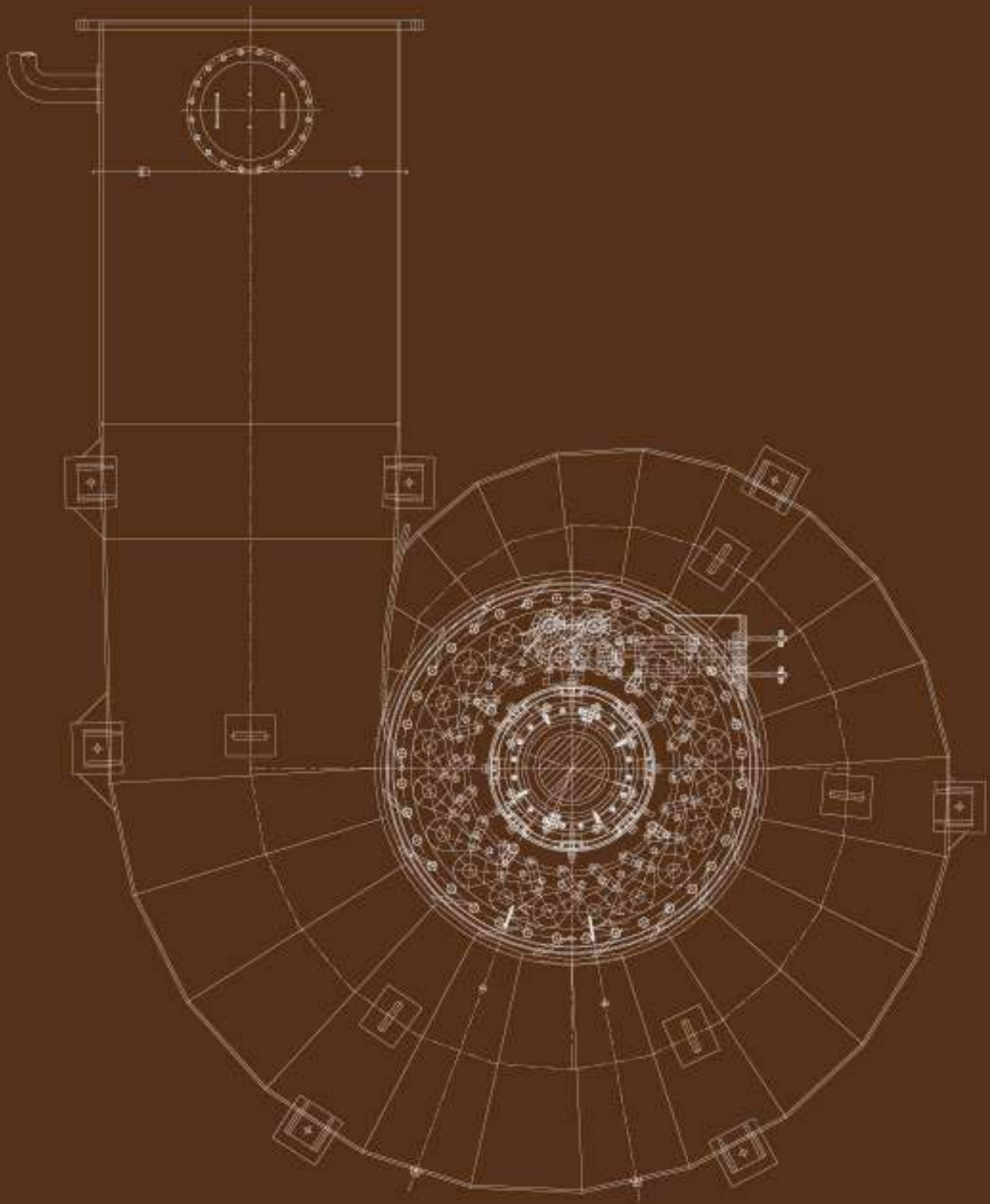
	Customer	Power Station	Country	Type of Turbine	Head (m)	No. of units	x Capacity (kw)	Remarks
1	Rajasthan State Electricity Board	Charanwala	India	Kaplan	9.05	1	x 1200	First Order Kaplan
2	Kvaerner Boving Ltd., UK	Lee-Creek	USA	Kaplan	8.70	1	x 1500	First Export Order, USA
3	Kvaerner Hydro Power Ltd., USA	St. Catherine	USA	Kaplan	8.50	3	x 1470	First Order from Canada
4	Power Department of Sikkim	Mayong Chu	India	Pelton	316.0	2	x 2000	First Order Pelton
5	Gokak Mills Ltd.	Gokak-IV	India	Francis	55.8	1	x 1000	First Order Francis
6	Deccan Cements Ltd., Hyderabad	Guntur Canal - I	India	Kaplan	7.00	3	x 1250	First IPP Customer
7	Punjab Energy Dev Agency	Bowani, Punjab	India	Kaplan	1.86	2	x 500	First Siphon Type Low Head Machine
8	GE Hydro	Butlers Gorge	Australia	Francis	29.0	1	x 2200	First Order from Australia
9	Mid Land Energy	Miyanwita, Sri Lanka	Sri Lanka	Francis	45.0	2	x 300	First Order from Sri Lanka
10	Tan An Company Ltd.	Phu Mau HEP, Vietnam	Vietnam	Francis	71.9	1	x 700	First Order from Vietnam
11	Hameka Hidro Elektrik	Tasova	Turkey	Francis	60.0	2	x 1000	First Order from Turkey
12	Bethlehem Hydro (PTY) Ltd.	Sai Plaatje	South Africa	Francis	10.26	1	x 2500	First Order from South Africa
13	Nyangani Renewable Energy	Nyamingura HEP	Zimbabwe	Francis	107.5	1	x 1100	First Order from Zimbabwe
14	I.S. Energy SDN. BHD.	Sg Rek, Kelantan	Malaysia	Pelton	285.0	2	x 1600	First Order from Malaysia
15	Sunwest Water & Electric Co.	Salang MHP	Philippines	Pelton	240.0	2	x 1050	First Order from Philippines
16	PT. Humbahas Bumi Energi	PLTM Hutaraja HEPP	Indonesia	Francis	100.0	2	x 3000	First Order from Indonesia
17	Rio Quilio	Eguigurems Compania Fuerza De Occidente	Honduras	Pelton	165.0	1	x 1300	First Order from Honduras
18	Phu Thanh My Joint Stock Company	Song Bung, 4A	Vietnam	Kaplan	33.2	2	x 24500	Largest possible capacity order



We are on every continent  
except Antarctica



# Power with precision





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**Fouress Group Company**