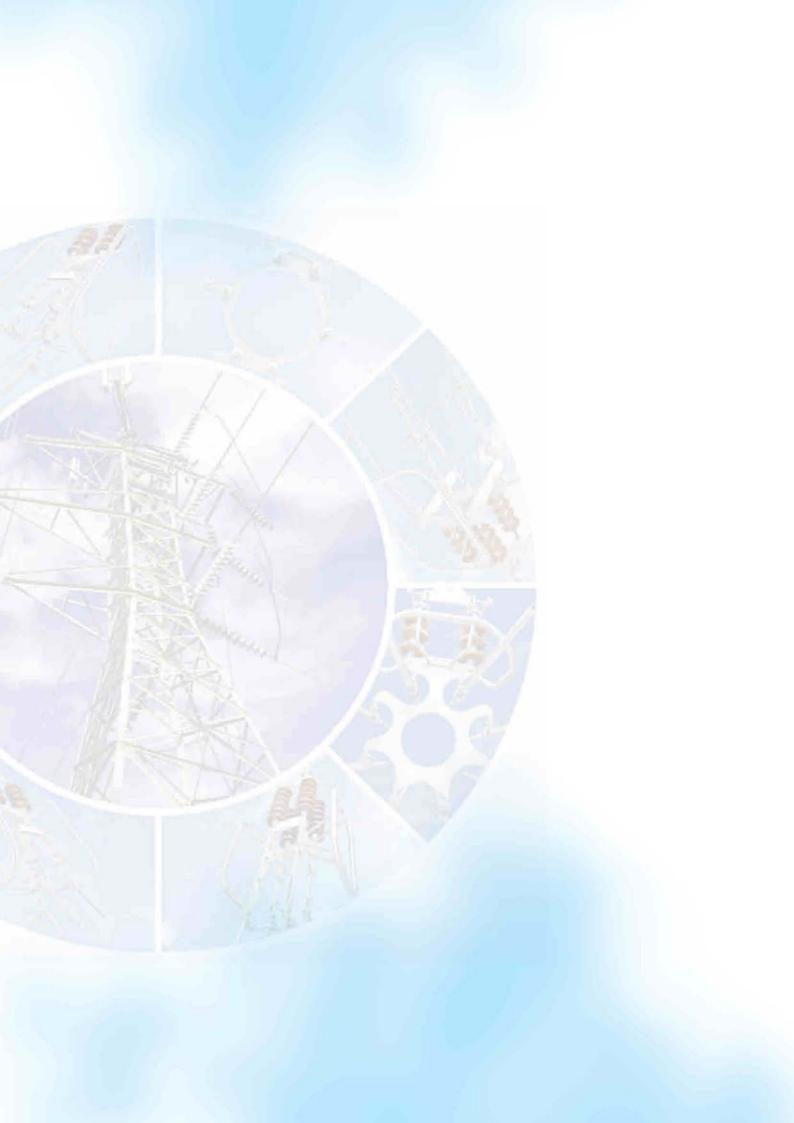


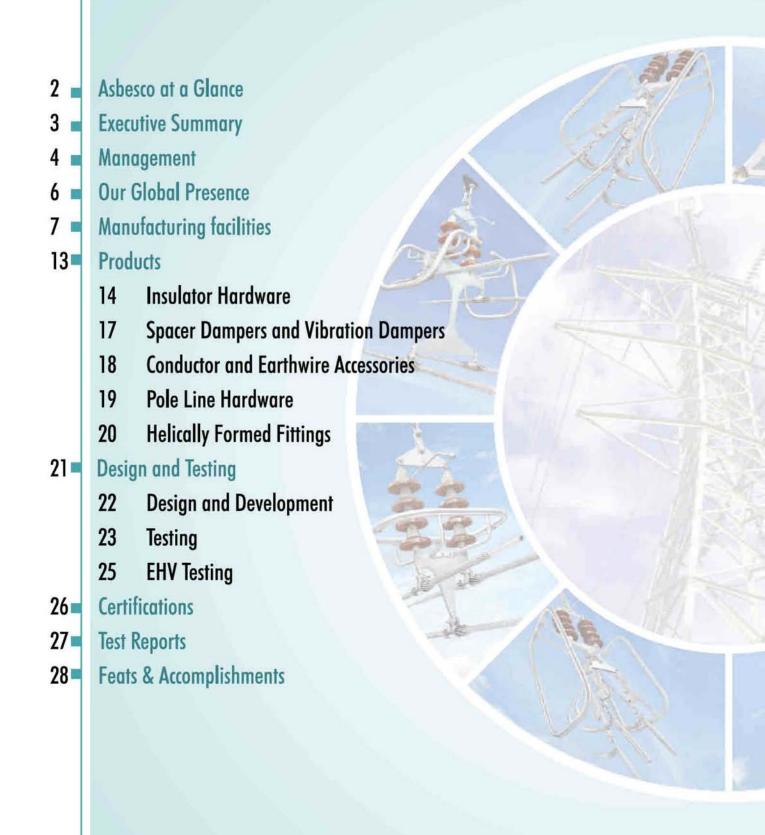


COMPANYPROFILE













ASBESCO AT A GLANCE



Group Turnover : US \$ 40 mn.
Land Area : 58,000 Sq. mtrs.
Covered Area : 40,000 Sq. mtrs.

Capacity:

Installed Capacity : 25,000 M.T.
Capacity Utilization : 15,000 M.T.
Installed Electricity : 1,800 KVA

Product Range:

- Transmission and Substation Insulator Hardware (11 kV to 1200 kV)
- Conductor Accessories
- Clamps and Connectors for Substation
- Pole Line & Distribution Hardware
- Earthwire & OPGW Accessories
- Preformed Products
- Distribution line fittings

Quality Certification:

ISO 9001: 2008

Achievement:

Export House Status from Ministry of Commerce & Industry, Govt. of India

EXECUTIVE SUMMARY

Asbesco was founded by Mr. Prem Ratan Bagree in the year 1965 and was subsequently incorporated as a private limited company on 13th October 1980 with registered office in Kolkata, India. A ISO 9001 :2008 certified manufacturer of Insulator Hardware Fittings, Conductor and earth wire accessories and Clamps and Connectors for Substation, the firm has two production units at Howrah (near Kolkata) in West Bengal & maintains high levels of customer satisfaction through quality products & services rendered to its international as well as domestic clientele.

Under the capable ownership of the "Bagree Family" and with the help of a dedicated group of young professional Managers, the Company has grown from a small & typical ownership company into a leading manufacturing company in its field in India. Today, more than three hundred families in India are banking on Asbesco. The company has clearly defined its management structure consisting of a Chairman & Directors who are making the policy decisions for the company to ensure continual growth & improvement.

Deregulation of Indian economy during the last decade created vast opportunities for the Indian Companies in the overseas markets. To capitalize on this, Asbesco became aggressive in the overseas markets. As a registered "Export House" today, Asbesco has ventured into various countries across the globe-namely Ethiopia, Algeria, Egypt, Ghana, Nigeria, Tanzania, Mali, Kenya, U.A.E, Oman, Jordan, Saudi Arabia, U.K, Malaysia, Sri Lanka, Nepal, Bangladesh etc.

Backed by an experience of three decades, Asbesco today is ready with an entire range of fittings & accessories ranging from 11KV to 1200 KV level. The manufacturing range covers six main product segments namely:

- Transmission, Substation Insulator Hardware
- Conductor Accessories
- Clamps & Connectors for Substation
- Pole line & Distribution line Hardware
- Earth wire & OPGW Accessories
- Preformed Products.

It is more than a decade now that Asbesco has completed successfully its first supply of 400KV line Hardware & Accessories to the Power Grid Corporation of India Limited. Today, a bunch of performance certificates received from various utilities and leading contractors clearly indicate the satisfactory performance of Asbesco products on line for decade.

Asbesco has reached a major milestone being a self-reliant manufacturer of Spacer Dampers for any Bundle Conductor and is capable of providing Line Vibration solutions independently using a licenced software, "ATTRA".

Backed by a motivated team of qualified professionals and a brand new factory with state of the art machinery and huge capacity, Asbesco is geared up to claim its status of the leading manufacturer of fittings & accessories across the globe.













Mr. P. R. Bagree
Founder and Chairman
He has an experience of over 40 years in the Transmission Line industry.

Mr. K. K. Bagree

Director

He has an experience of over 30 years in the Transmission Line industry.





Mr. Samir Daga

Head of Purchase & Procurement
A Commerce Graduate
with high expertise
in procurement activities.



General Manager (Engg & QC)

An Electrotechnical Engineer and Ph.D.
(Electrical Engg). Ex-Technical Director
(Design & Development), Mosdorfer, Austria
and ex-Manager (Engg, Mktg) of RIBE,
Germany. He has an experience of
26 years in the industry.



Mr. S. N. Das

VP (Mktg & Business Development)

A Physics Graduate & Industrial
Engineer with MBA (Mktg),
took over as Head of Marketing
in 2008. He has an experience
of 18 years in the industry.

MANAGEMENT Team



Mr. Sujit Kanti Biswas Senior Manager (International Trade) A Physics Hon. Graduate with Post Graduate Diploma in Marketing Management is the head of the international business since 2002. He has an experience of 25 years in the industry.



Mrs. Alka Bagree Manager (Controlling) MBA (Finance) with 10 years' experience



Mr. Sumon Mitra Factory Manager (Unit-II) B.Tech (Electrical) with 10 years' experience out of which 6 years' overseas experience on automated production line.





Mr Sujit Kumar Bhattacharyya

Manager (Corporate & Marketing), Asbesco-SubCon Pvt. Ltd. (a JV company of Asbesco & RIBE SubCon, Austria) MSc (Physics), MBA (Marketing), PGDCA (Computer Application) with 15 years experience in Instrumentation and Extra High Voltage Substation Clamps and Connectors.



"Our People, Our Strength"



GLOBAL PRESENCE

Since deregulation of the Indian economy, vast opportunities for Indian companies opened up in overseas markets. To capitalise on this, Asbesco has intensified its activities into new export markets. Previously, the company was active only in domestic and neighboring markets like Bangladesh, Nepal, Sri Lanka ,Mauritius. Over the last three years, Asbesco has been successful in tapping the vast opportunities existing internationally.

Today Asbesco has focused on the huge existing opportunities in various African countries like Ethiopia, Kenya, Mali, Sudan, Algeria etc. Asbesco aims at increasing its presence in the international market and simultaneously consolidating its market share in the large Indian domestic market.

Following is a list of Asbesco's major existing customers:

A. Domestic Market

- Power Grid Corporation of India
- Indian State Owned Electricity Boards
- K.E.C. International
- Tata Projects
- Kalpataru Power Transmission
- Gammon
- INABENSA
- Jyoti Structures
- SPIC
- Adani Power

- LANCO Infratech
- ◆ L&T
- ABB
- AREVA
- ICOMM Tele
- Skipper
- ASTER Teleservices
- BAJAJ Electricals
- Shyama Power
- Gayatri Projects

B. Major International Markets

- CAMEG Algeria
- EEPCO Ethiopia
- PDO Oman
- SEC Saudi Arabia
- JEPCO Jordan
- IRBID Jordan
- PHCN Nigeria
- MDM Mali
- NEC Sudan
- MEC Myanmar
- WAPCOS Afghanistan

- T&TEC Trinidad & Tobago
- KPLC Kenya
- KETRACO Kenya
- MOE Ghana
- * TANESCO Tanzania
- CEB Sri Lanka
- BPDB Bangladesh
- NEPA Nigeria
- SUBCON Austria
- NEA Nepal
- PGCB Bangladesh









Aluminium Die Casting Unit













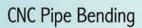
Armour Rod Forming Unit



Robotic Welding Machine



CNC Plate Cutting







Forging Unit



































Machining Unit

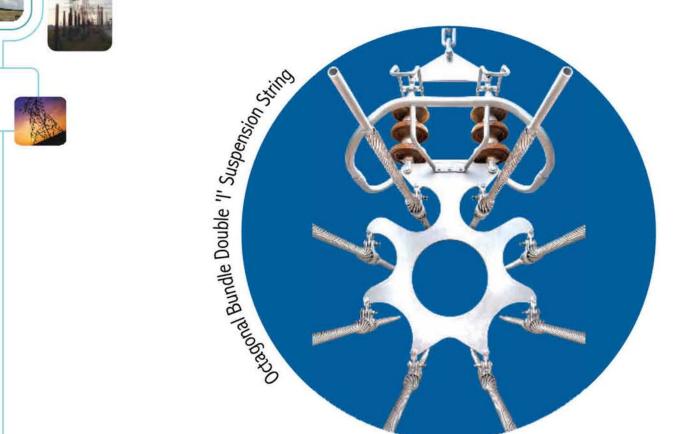
Vibration Damper Assembly Unit



ASBESCO

PRODUCTS







Quad Bundle Double 'I' Suspension String for Asymmetric ACSR Moose

INSULATOR HARDWARE









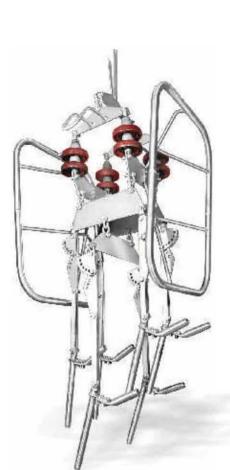


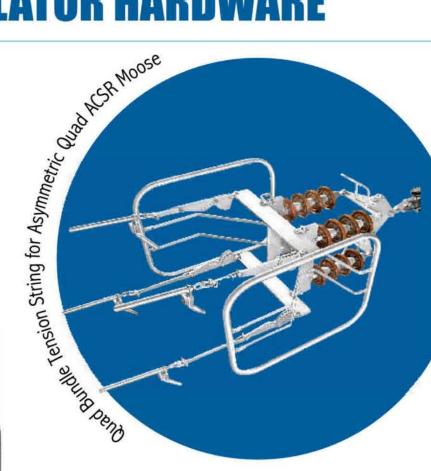
Quadruple Tension String for Hexagonal Bundle Conductor



Double Suspension String for Twin Bundle Conductor

INSULATOR HARDWARE





± 800 kV HVDC Six Bundle Tension String for ACSR Lapwing

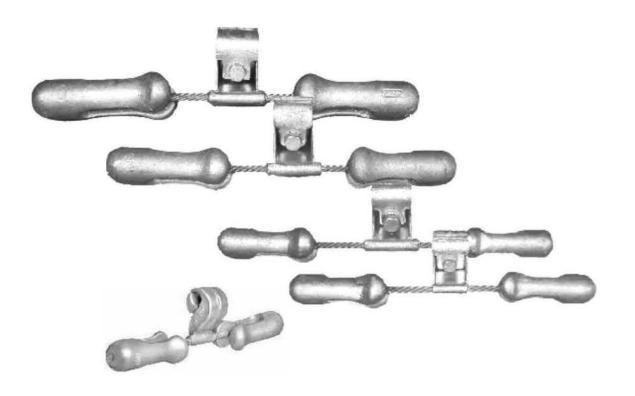
Double Suspension for Triple Bundle Conductor

SPACER DAMPERS & VIBRATION DAMPERS















POLE LINE HARDWARE







Low Voltage Cable Accessories



Distribution Line Accessories







Low Voltage Cable Accessories

Pole Line Hardware



HELICALLY FORMED FITTINGS



DESIGN & TESTING







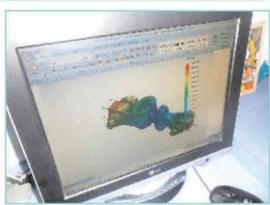
DESIGN & DEVELOPMENT





Modelling Software

In-house Die Making unit (VMC)



Stress Analysis using Solid works



Design Development using AutoCAD



TESTING

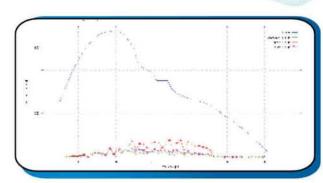








Vibration Analysis of Damper simulating line conditions



Line Vibration analysis through "ATTRA"



Microstructure Analysis



MPI test to detect cracks



TESTING









Spectrometer for Chemical Analysis

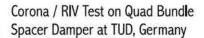








EHV TESTING at international laboratories











Asbesco's products have been tested at:

- + STRI, Sweden
- + CEPRI, China
- + Hydro Quebec, Canada
- + ZKU, Czech Republic
- + Seves Bazet, France
- + University of Dresden, Germany
- + State Grid Research Lab, China
- + Nanjing Lab, China
- + CPRI, India
- + IISc, India



Dielectric test on 765kV Double 'V' Suspension fittings for Quad **Bundle Conductor** at Bazet, France

Corona Test of 400KV DT String Quad Lark with Composite Insulator

at Bazet, France





Dielectric test on 400kV Single Suspension fittings at Wuhan, China

Dielectric Test at **Technical University** of Dresden.



CERTIFICATIONS





TEST REPORTS









Institut de recherche

Report

Performance test on hex spacer dampers for a bundle of six ACSR Zebra

J-6972 / LMT 2012-03-21-26

March 20th to April 17th, 2012

Customer: Asbesco India Private Ltd.

Laboratoire mécanique et thermomécanique

180% book Laver-Bookt Hammen (Guiller) County 131 72







FEATS & ACCOMPLISHMENTS



- Started as a small manufacturing unit in the year of 1965.
- Registered as a private limited company in 1980.
- Successfully supplied low & medium voltage fittings to various state electricity boards for distribution & transmission lines in the initial years.
- Started manufacturing & testing high & extra high voltage fittings & accessories.
- Obtained Power Grid approval for supply of EHV fittings.
- Started supplying to overseas customers since 1991.
- Became one of the few Hardware manufacturing companies in the world who are capable to undertake Line Vibration Analysis independently using acclaimed Simulation Software (developed by CIGRE working group member on Aeolian vibration) and thereby becoming a solution provider for line vibration with justification of optimum placement of vibration damper / spacer damper for up to eight bundle conductor system.
- Became the FIRST INDIAN COMPANY to successfully manufacture and supply OPGW fittings.
- Obtained approval from overseas utilities like CAMEG-Algeria, PDO-Oman, Mew-Oman, JEPCO-Jordan, EEPCO-Ethiopia, PGCG-Bangladesh, MDM-Mali, SEC-Saudi Arabia, PHCN-Nigeria, KETRACO- Kenya, etc.
- Successfully supplied to various major 400kV & 765 kV transmission line projects of Power Grid Corporation of India Limited.
- Became FIRST Company to successfully design, test, manufacture and supply fittings and accessories for the FIRST 400kV ASYMMETRICAL QUAD BUNDLED TRANSMISSION LINE (Kaithal-Meerut) with high surge impedance.
- Successfully developed fittings & accessories for high temperature low sag (HTLS) conductors and supplied to domestic as well as international customers.
- Partnering the Power Grid Corporation of India Limited for indigenous development of 1200kV UHVAC fittings and accessories.
- Received contract for 800kV HVDC Projects in India from PGCIL.
- Successfully designed, manufactured and tested 800kV HVDC fittings.
- Started supplying for 400kV projects outside India to establish itself as a leading international manufacturer.
- Formed a Joint Venture with Subcon, Austria to manufacturer EHV substation clamps & connectors for the Indian market.
- Awarded Contracts for supply of 765 kV substation connectors by ABB for Power Grid Projects.
- New Plant established in 2011 with backward integration of a Forging Unit with all major equipment imported from Germany, Italy and China, and a Galvanising Plant from SIRIO, Italy.



Our State-of-the-Art New Plant (Unit-II)







ASBESCO (INDIA) PVT. LTD.

Head Office :

1A, KBR Complex, 1st floor

4, Ho-Chi-Minh Sarani, Kolkata - 700 071, India.

Phone: +91-33-2282 2518 / 2519

Fax : +91-33-2282 2517, E-mail : info@asbescoindia.com

Website: www.asbesco.in Factory (Unit-1):

Vivekananda Industrial Estate

Howrah Amta Road, Baltikuri, Howrah - 711 113, India.
Phone: +91-33-2653 1275 / 4547, Fax: +91-33-2653 2895
Factory (Unit-II):
Mouza Baniara, Sankharidaha, PS Domjur, Howrah - 711 411, India

Phone: +91-33-26700087 / 158