

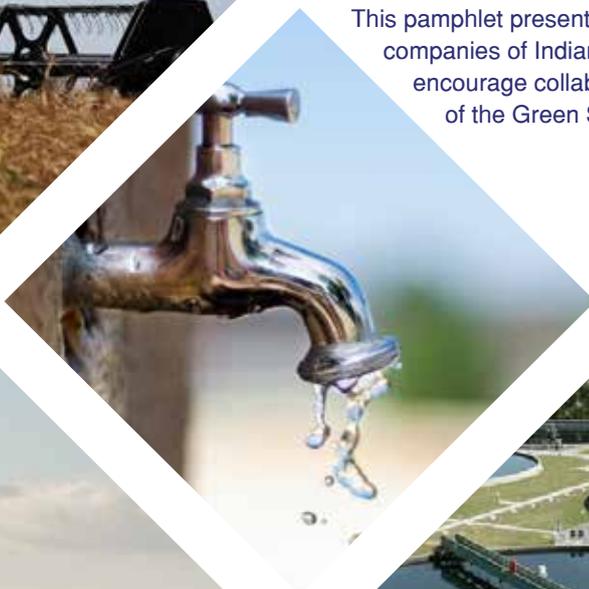


PARTNERSHIP FOR GREEN GROWTH

Solutions for the Green Strategic Partnership

The India-Denmark Green Strategic Partnership is an ambitious step towards a greener and more prosperous future. It is a mutually beneficial arrangement to advance political cooperation, expand economic relations and green growth, create jobs and strengthen cooperation on addressing global challenges and opportunities.

This pamphlet presents highlighted sustainable solutions from the member companies of Indian Danish Chamber of Commerce, and is intended to encourage collaboration and to support a successful implementation of the Green Strategic Partnership, for the benefit of both countries.



Dr. S. Jaishankar
External Affairs Minister, Republic of India

I am extremely happy that Indian Danish Chamber of Commerce is bringing out a catalogue to mark the historic Green Strategic Partnership established during the Virtual Summit between India and Denmark in September 2020. The catalogue would be very useful from the perspective of implementation of this partnership by way of providing information to all stakeholders who are involved in this process.

India is one of the fastest growing economies in the world and has established itself as a global hub for energy sector especially Renewable energy, ICT, innovation, manufacturing, start-ups, etc.

Under the visionary leadership of Prime Minister Narendra Modi, India is implementing large-scale nationwide programmes such as the Jal Jeevan Mission, Clean India, Digital India, Smart Cities, Gram Jyoti and Ujjwala Yojana as well as projects for enhancement of renewable energy capacity to 450 GW by 2030. It is on track to meet its Paris commitments as well as commitments in line with the UN Sustainable Development Goals.

There exist great synergies between our two economies. Denmark is a global leader in several niche technologies which are of relevance to India.

With the Green Strategic Partnership, India and Denmark have chosen each other as preferred partners in the journey towards green transition. I am pleased to note that concrete cooperation is being instituted in the areas of renewable energy, water, waste, agriculture and animal husbandry, food-processing, shipping, environment, sustainable urbanization and labour mobility, coinciding with many of Government of India's national priorities.

In order for the Green Strategic Partnership to succeed, we need a sustained commitment of businesses from India as well as Denmark to collaborate and contribute towards our shared goals. As Prime Minister Modi said, "Denmark has the skills, India has the scale and world has the need for new technologies."

This catalogue draws inspiration from our Prime Minister's call to the public and private sectors from both India and Denmark to establish a platform where solutions can be found to global issues of concern such as food security, waste and water management, climate change and sustainable development.

I am happy to note that with this initiative, the Indian Danish Chamber of Commerce and its member companies have shown their commitment to working together and partnering with India towards a rewarding, inclusive and greener future for all. I wish them the very best in this endeavour.



A handwritten signature in blue ink, which appears to read 'S Jaishankar', written over a horizontal line.

Dr. S. Jaishankar
External Affairs Minister, Republic of India

Jeppe Kofod

Minister for Foreign Affairs of the Kingdom of Denmark

By launching a Green Strategic Partnership in 2020, India and Denmark have taken an ambitious step towards a cleaner and more prosperous future. I am thrilled to see that all over Denmark and India, public and private actors stand ready to contribute to bring about the sustainable changes we seek to make.

Danish companies have long been global market leaders in some of the areas that are most important for a successful green transformation. Let me take this opportunity to highlight a few:

In the energy sector, Denmark was the first country to successfully build and market financially viable wind turbines, and has since been at the cutting edge, benefitting from consistent public support and enthusiasm. Danish companies have developed unique technology solutions for on- and offshore wind parks, for which there is global demand. The integration of variable volumes of wind energy combined with an embedded flexibility in the rest of the energy system is a core competence that makes the Danish energy system a model for other countries to emulate.

When it comes to water technology, Denmark offers unique skills in the whole water cycle. Solutions include holistic planning and ground water mapping, sustainable and efficient drinking water distribution and monitoring solutions with as low as 5% water loss, wastewater treatment, river restoration, and integrated water management, all of which can contribute to a better and healthier environment.

Food and agriculture are also important drivers of the green transformation, from sustainable husbandry to modern and safe food production. Denmark has the knowhow and skills to assist with greener alternatives, such as plant-based feedstuff and proteins, ingredients, genetics, and modern dairy technology.

This pamphlet from the Indian-Danish Chamber of Commerce highlights the aforementioned Danish skills, along with many others. It offers examples of how to aid the green transformation and may inspire new Indian-Danish cooperation for a greener future. It is clear that individual enterprises have both great responsibility for, and a great stake in, the success of the Green Strategic Partnership, and I personally have great hope and faith in their ability to deliver – at speed, scope, and scale.

To a greener, and ever stronger, partnership,



Jeppe Kofod

Minister for Foreign Affairs, The Kingdom of Denmark



Søren Holm Johansen
Chairman, Indian Danish Chamber of Commerce

The Indian Danish Chamber of Commerce (IDCC) is a non-profit private business organization with a vision to support and improve Indo-Danish bilateral trade and commerce.

Reflecting the significant interest of the Danish business community in the Indian market, IDCC was launched in 2016. Based out of Copenhagen, Denmark, IDCC offers a platform for networking, collaboration, and knowledge-sharing between our members.

Most of our member companies are well-known and well-established companies in India, of which some have had a presence there since the 1930s. The availability of very skilled talent in India has incited our member companies to significantly upscale their local presence, now employing tens of thousands in India, many of which work on global prestige projects.

We are also pleased and fortunate to have both TATA and L&T as members and as representatives on our board of directors. Recognized as global conglomerates and technological front-runners, these companies are looking to expand their business in Denmark and to continue collaborations with Danish companies, some of which they have already collaborated with for decades in India.

India Denmark Green Strategic Partnership

The Green Strategic Partnership is a significant opportunity for our two countries to benefit from our common ambitions for a greener world and our shared values of inclusive, sustainable development.

Danish companies are global frontrunners in sustainability and innovation. They have both the solutions available, and the commitment needed to make the partnership a success. At IDCC, we will work closely with our partners and member companies to support the successful implementation of the partnership.

Last year marked the 400th year anniversary for India-Denmark relations. We believe that the Green Strategic Partnership will mark our relations for years to come – and will have a significant impact on the global ambition to reach the Sustainable Development Goals.

This catalogue presents an overview of some of the many innovative solutions within sustainability that our members companies offer. They are committed, eager and ready to support the Green Strategic Partnership and the significant ambitions of India's green transition.



Søren Holm Johansen
Chairman
Indian Danish Chamber of Commerce





“The Confederation of Danish Industry – DI – is Denmark’s largest, most representative and most influential business and employers’ organisation, covering manufacturing as well as service industries across sectors such as transport, energy, water, food, IT, health, trade and professional services.

DI is a democratic organisation governed by its more than 18.000 member companies and constantly evolving.

Members’ requirements have priority and consequently committees, networks and professional and political focus areas change according to the developments of society.

DI’s aim is to ensure the best possible conditions for its members to conduct business, in Denmark as well as globally.

DI’s main tasks include policy advocacy at national and international level, membership services including collective bargaining and a strong set of international services. Among these is the DI office in Mumbai, facilitating Danish companies when entering at the Indian market.”

Thomas Bustrup,
COO & Deputy Director General, DI

Green transition and commitment to the UN development goals are on the agenda in all modern societies now. However, India and Denmark have gone further and have set up a framework for a greener future when a Green Strategic Partnership Agreement, was signed last year by the Prime ministers of our two countries. Both India and Denmark are committed to implementing the Paris Agreement.

India has specified that 40 per cent of all energy shall originate from renewable sources by 2030. In Denmark, we set a goal of reducing CO2 by 70 per cent by 2030. We are both committed to reduce water loss and to secure clean water and sanitation. We are committed to reduce food loss and use new technologies to improve resource efficiency, safety and quality, be it in food and brewery processes or in other industries. And we are committed to try to create livable cities, secure environment and biodiversity.

The Green Strategic Partnership Agreement covers all the above and is ambitious, but we will embrace it and work hard to realize it while creating new jobs, know how and economic growth.

The agreement paves the way for our common green journey and the members of DI are eager to materialize the agreement in its various aspects, remembering Mr. Modi’s wording: “India has the scale – Denmark has the skills”.

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“Denmark has the skills, India has the scale.” This is what India’s Prime Minister Modi said when he met former Danish Prime Minister Lars Løkke in 2019.

Denmark’s present Prime Minister Mette Frederiksen and Modi sealed this opportunity for trade in the autumn of 2020, entering a far-reaching strategic green partnership that places Denmark in a special position in relation to delivering the green solutions that India demands.

Agreement paves the way for increased cooperation

In Danish Export Association, we consider the agreement as an opportunity to pave the way for increased Danish export and investments. Danish solutions within for example wind power, water technology and energy efficiency are in great demand in India, and our export companies have the competencies to help the Indians towards more green solutions.

We prepare our members consisting of more than 600 Danish export companies for growth in international markets through numerous network and export activities.

We will use our platform to promote opportunities in India to have Danish companies discover the great potential for trade, and for our two countries to get closer to each other through this.

We support Danish SMEs

The companies need help and support to gain a foothold in the market – e.g., to find Indian partners. From our side, we are ready to take Danish delegations to India to explore cooperation opportunities on green energy solutions, water technology and in other sectors in which Denmark has strong competencies.

We have for a long time benefited from our collaboration with IDCC, the Indian Embassy in Denmark and the Danish Embassy in India, and we continue to do our part to ensure that more Danish companies open their eyes to and focus on the rapidly growing Indian market.

We look forward to the cooperation and to strengthen the trade between our countries.

Ulrik Dahl

CEO, Danish Export Association

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“The Danish Agriculture & Food Council (DAFC) is the business organisation that represents the farming and food industries of Denmark including companies, trade and farmers’ associations, all along the value chain.

The agriculture and food sector is Denmark’s largest competence cluster, employing around 190.000 people and exporting agricultural products, food and equipment of an annual value around 20 billion, amounting to 25% of the total Danish goods export.

The members and affiliates of the DAFC represent farmers and food producers, as well as the agri-industrial and food processing industries.

In addition, members include producers of food and feed ingredients, feed mills, genetics, food safety equipment suppliers and a broad spectrum of other stakeholders along the food value chain.

A part of the companies is organised as farmer-owned co-operatives, a trademark of the Danish agricultural tradition.

Among our many services, we offer a comprehensive range of cost-effective extension services, based on sector knowledge accumulated over time, provided by SEGES, the knowledge centre within the DAFC.

Also, we implement high-level research and development programmes within food safety and veterinary issues, animal health and productivity, animal welfare, environment and energy, to the benefit of the members and affiliates.

The DAFC and our members and affiliates apply a strong focus on achieving sustainability in their business operations and through-out the value chains.

Based on our high degree of sector specialisation and the focus on sustainability, the DAFC is a trusted partner for facilitating co-operation for both companies and authorities, in India as well as in Denmark.

Specifically, the DAFC India Network gathers the Danish companies with interests in doing business on the Indian market. Through our network, we initiate activities which support the green and sustainable agenda.

With the emergence of the Green Strategic Partnership Agreement between Denmark and India, a useful framework has been created to further develop the co-operation with a view to secure sustainable, resource efficient, healthy and safe solutions within the food production systems.

As such, the DAFC actively supports the Green Strategic Partnership Agreement and its forthcoming implementation.

Flemming Nør-Pedersen,
Executive Director, DAFC

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For more than 125 years, CII has been engaged in shaping India's development journey and works proactively on transforming Indian Industry's engagement in national development. CII is a non-government, not-for-profit, industry-led and industry-managed organization, with over 9000 members from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 300,000 enterprises from 294 national and regional sectoral industry bodies.

CII with its wide reach through 62 offices within India, including 10 Centres of Excellence (COEs), and 8 overseas currently and is uniquely positioned to contribute towards achieving the objectives of the Green Strategic Partnership that was launched between India and Denmark in 2020.

This Partnership provides a framework for Indian and Danish companies in areas like water, power, energy efficiency, and other areas of green business, to collaborate in bringing Danish expertise and sustainable solutions to India.

CII's initiatives in the area of environment and sustainability began as far back as 1992 and led to the establishment of the CII-ITC Centre of Excellence for Sustainable Development (CII-ITC CESD).

In the last few years, CII has extended its work on green growth and sustainability further to the areas of water and green buildings by setting up focused COEs in these areas.

The CII-Triveni Water Institute is a unique institution where government, industry and civil society have partnered to transform water conservation and management by changing mindsets and behaviours. Established in 2014, the institute researches, develops and applies a wide range of state-of-the-art digital tools and techniques through national and international collaborations for efficient, cost effective and scalable practices in water management, including for industry and communities.

CII-Sohrabji Godrej Green Business Centre (CII-Godrej GBC) was established in the year 2004, as a developmental institute on green practices and businesses, offering world class advisory services on conservation of natural resources.

CII has also formed the Indian Green Building Council (IGBC) and is spearheading the Green Building movement in the country.

The IGBC has signed a Memorandum of Understanding with the Confederation of Danish Industry and is working jointly to develop a model for quantifying intangible benefits of Green Buildings and advancing the movement in India.

CII, through these institutions, can partner industry and institutions in Denmark to work towards a green and sustainable future for both countries.

Chandrajit Banerjee
Director General, CII

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Invest India is the national investment promotion agency of India. Set up in 2014 under the Department for Industry and Internal Trade of the government of India, Invest India is a gateway for foreign investors seeking to establish their presence in India.

We are dedicated to handholding investors from their initial expression of interest to the day their first unit has been inaugurated, and even afterward.

Since our inception, Invest India has been committed to furthering the business relationship between Denmark and India. This special relationship started 400 years ago, in 1620, when the first Danish trading port established 1620 in Tranquebar (present-day Tamil Nadu). We have come a long way since and today, Danish technologies and innovations have become essential to New India's constantly evolving landscape.

The year 2020 marked yet another milestone in our relationship. The Green Strategic Partnership (GSP), announced by Hon'ble Prime Minister Narendra Modi and Prime Minister Mette Frederiksen in September 2020, is a major initiative enabling green growth and sustainable job creation.

It has enhanced political and economic cooperation between our countries and strengthened our resolve to collectively address global challenges, particularly climate change and sustainable development.

Through its various initiatives like the Waste to Wealth Mission, Prime Minister's Science, Technology, and Innovation Advisory Council (PM-STIAC) and Accelerating Growth of New India's Innovations (AGNI), Invest India is addressing these pressing contemporary challenges.

Not only are we streamlining waste management but also enabling the commercialisation of cutting-edge innovations in sectors such as energy, agriculture and sustainability.

The Indo-Danish relationship is a cornerstone of these efforts. Several India-Denmark energy parks have already been proposed in areas where Danish companies have a large presence. An India-Denmark Skill Institute for training Indian youth, too, has been planned. Through such initiatives, the Indo-Danish relationship strengthens every day and, Invest India remains committed to it.

The catalogue presented by the Indo-Danish Chamber of Commerce gives a comprehensive overview of the path-breaking innovations in sustainability that will play an important role in India's growth story.

I wish all innovators the very best and look forward to working closely with IDCC to ensure the successful implementation of the Green Strategic Partnership.

Deepak Bagla
CEO & MD, Invest India

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GLOBAL LEADER WITHIN VALVES AND HYDRANTS

AVK is a global leader in producing and selling valves and accessories for the water, wastewater, irrigation and fire protection. With over 50 years of experience we claim ourself to be the backbone of any reliable and sustainable water infrastructure.

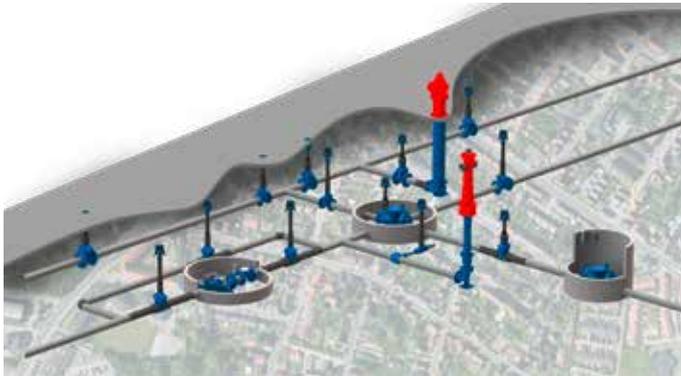
With companies all over the globe, we are able to provide the necessary service for your project or daily operation.

Back Bone of Sustainable Water Infrastructure



- 100+ sales and production companies on all continents
- 4,400+ dedicated employees worldwide
- 2,000,000+ valves produced every year
- 500,000+ hydrants produced every year
- Global reach and local commitment

Intelligent Pressure Management



A water network covers a complex, hidden system of pipes, making it difficult to detect changes. When managing water in an open system, activities are initiated only when a loss becomes visible. Dividing the network into district metering areas enables individually calculated water losses and better prioritisation of operative efforts.

AVK offers solutions for intelligent pressure management that help lowering water losses, save energy and extend the network lifetime.

Data from IoT Devices Paves Way for Efficiency



Danish water utility has initiated a development and structural planning of the entire distribution system in Herning municipality. In the search for technological solutions for water systems, the utility has entered into a development project with AVK Smart Water. The project includes installation of position indicator devices on selected gate valves for indication of open/close valve and smart hydrant caps with an alarm function on selected hydrants.

We fight NRW

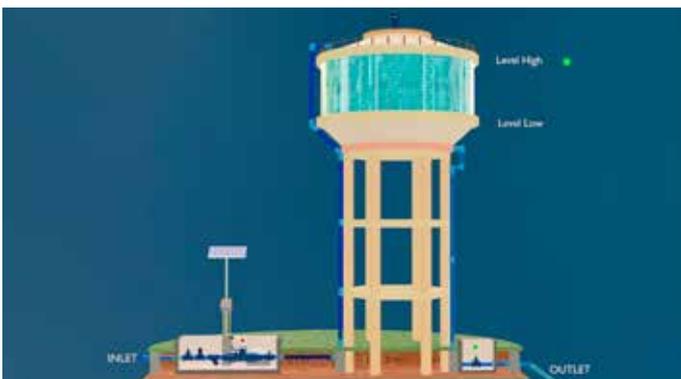


Our Guiding Principles



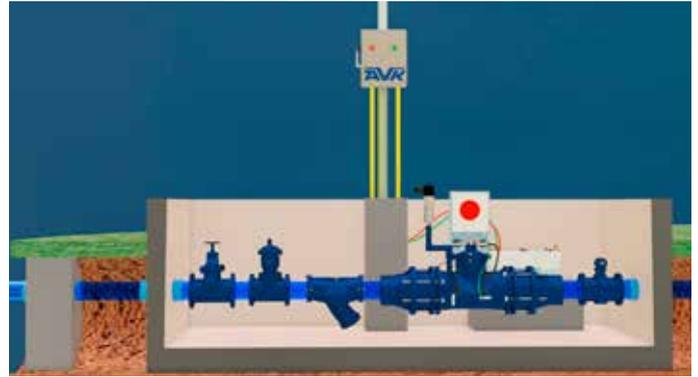
- Quality
- Innovation
- Reliability
- Sustainability
- Customer service

Stable Pressure by Controlling the Water Tower



Generally, the process of operating water reservoirs in India is handled manually. When the water level reaches its maximum, water overflows and the operational staff is called in to manually close the valves. Then again, the staff will manually re-open the valves once water should again flow to the reservoir. This manual process means both unnecessary water loss, man hours for operation and local damage due to flooding.

Intelligent Pressure Management



Operating a water reservoir can easily be handled automatically through a reservoir management system (RMS). The system contains of an isolation valve, air release valve, y-strainer, control valve, pressure transmitter, a flow meter, a level control transmitter and finally an outlet valve. It helps to avoid overflow of the reservoirs and to distribute the water equally. Also, is helps to maintain the flow rate as requested for the zonal reservoirs, and with the help of a SCADA-system and IoT, it will eliminate the need for any manual operation.

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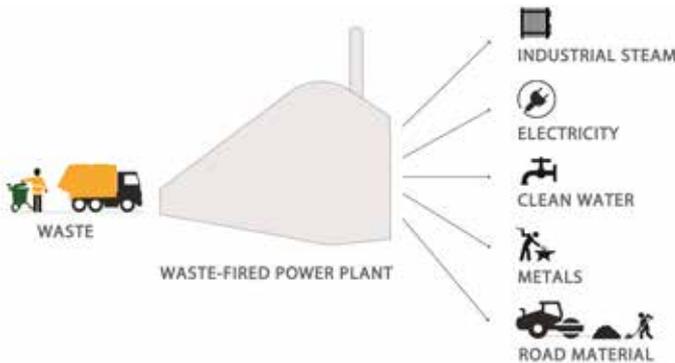


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SUSTAINABLE WASTE TO ENERGY

Our renewable solutions provide efficient and environmentally sustainable power and heat generation in support of a circular economy, diverting waste from landfills while recovering energy sources and reducing emissions. Our specialized offerings cut no corners in using (and reusing) waste and include waste-to-energy and biomass energy technologies, as well as process recovery systems for the pulp and paper industry.

Waste-to-energy technology



- Having built our first waste-to-energy plant in 1931, we are pioneers.
- Our waste-to-energy technology is a clean and sustainable alternative to landfills.
- Over 500 installations utilizing B&W Renewable technology in more than 30 countries.
- Flexible designs to accommodate various capacities, fuel compositions and steam requirements.
- Experience as both a supplier to and operator of waste-to-energy facilities.
- Environmental equipment solutions for a wide range of emissions.

CopenHill, Denmark



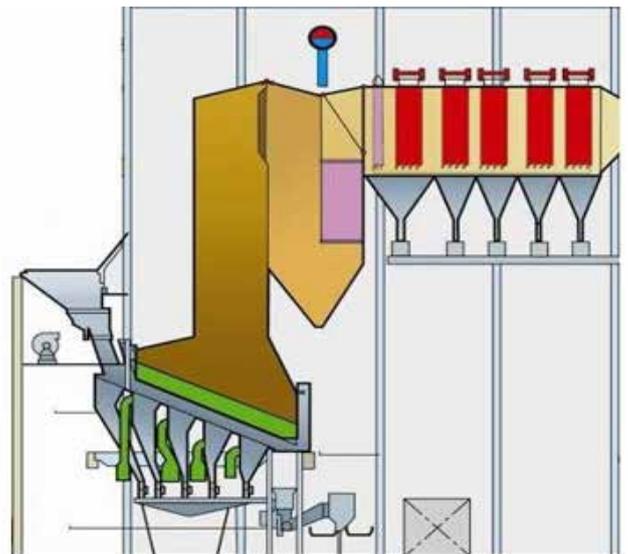
CopenHill treats approximately 400,000 tonnes of waste annually produced by 600,000 inhabitants and at least 46,000 companies. It supplies a minimum of 50,000 households with electricity and 120,000 households with district heating. The plant generates 440 °C steam at 70 bar, which doubles the electrical efficiency compared to the former plant. CopenHill emits much lower emissions than the EU's stringent 2019 Best Available Techniques.

Shenzhen East, China



One of the world's largest waste treatment facilities to date, Shenzhen East combusts up to 5,600 tons of municipal waste per day. It handles approximately one-third of the waste generated by Shenzhen's 20 million inhabitants.

Waste combustion and boiler technology



Our technology has a very high thermal efficiency. With a capacity up to 55 tons per hour per line, it is suitable for a very wide range of waste calorific values up to 20 MJ/kg.

Biomass-to-energy technology



- B&W Renewable has been trusted suppliers of biomass combustion for many years.
- While offering a highly available and readily dispatchable renewable energy source, the combustion of biomass also provides environmental benefits such as reduced emissions of nitrogen oxides (NOx), sulfur oxides (SOx), and mercury, when compared with other fossil fuels.
- Biomass fuels include: rice straw, sawdust, wood chips, bark chips, oil palm waste, wheat straw, waste wood, bagasse.

Punjab, India



Our technology has made a positive health and quality of life impact in New Delhi. A major contributor to the Indian capital's chronic winter smog is open burning of rice straw after each harvest in the city's surrounding agricultural communities.

Faridkot and Firozpur, two biomass-to-energy plants in Punjab help ameliorate air pollution in the Indian capital by controlling harmful emissions. Each plant generates 20MW of electricity from biomass, that until recently, was burned in open fields. Also, Rural farmers benefit as they generate income from sales of rice straw to the plant operator.

Skaerbaek, Denmark



B&W Renewable designed, manufactured and commissioned two biomass boilers for the Skærbækværket power plant in Denmark. The plant generates 95MW of electricity and supplies approximately 60,000 households with clean and reliable district heating and electricity while reducing CO2 emissions.

We're helping achieve a better and more sustainable future for all

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COWI WIND: A DESIGN HOUSE FOR THE FUTURE

COWI is a full-service provider within onshore and offshore wind energy. We offer services at all stages from site prospecting and feasibility studies to the 'ready to build' stage - as well as lifetime extension of existing wind farms. We adapt global experience to local conditions with deep technical knowledge to utilize the full potential of each wind farm.

Pre-studies and stakeholder management



- Stakeholder management through established relationships.
- Deep technical understanding following extensive analyses
- State-of-the-art resource measurements for prospective sites and Measnet.
- Detailed met ocean studies for site specific meteorological and oceanographic data.
- Aeroelastic load analyses for withstanding long term wind and wave forces.
- Protection of ecosystems and environments through environmental impact assessments (EIA).

Financial modelling for offshore wind in India



The FIMOJ project was designed to support the Indian government in leveraging the Indian offshore wind market over short- and long-term perspectives. The best available data was used to produce transparent cost trajectories and estimates, and levelized cost of energy (LCoE) calculations to estimate the expected price level of the first offshore wind projects in India. LCoE calculations were approached from a developer perspective and from a socio-economic perspective.

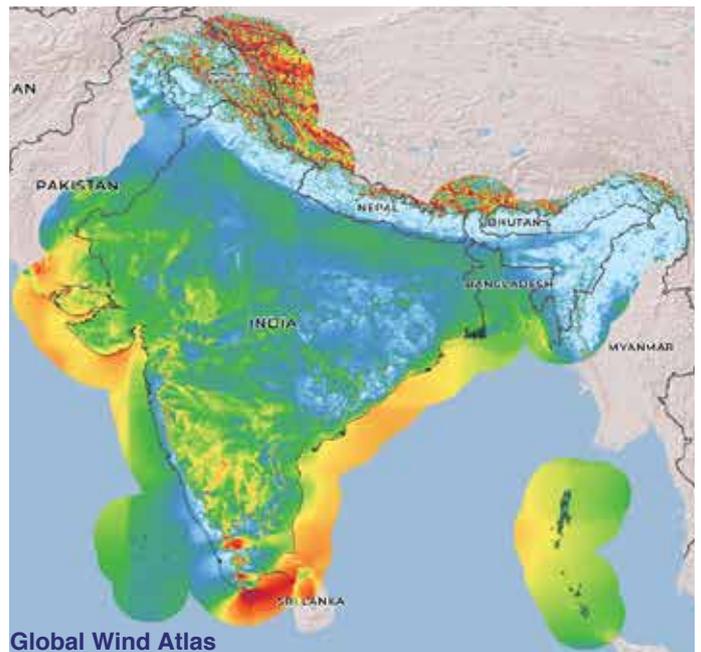
Fine screening of offshore energy hub sites



COWI assisted the Danish Energy Agency (DEA) in screening sites where it is feasible to establish both solitary wind farms and farms connected to the planned energy islands, comprising areas where it is possible to establish farms with a capacity of more than 18 GW.

We assessed sites on both economic and environmental considerations, to calculate the lifecycle costs of offshore projects and investigate the local natural environment for suitability.

Wind speed variability in India



Global Wind Atlas

Detailed design of offshore wind foundations



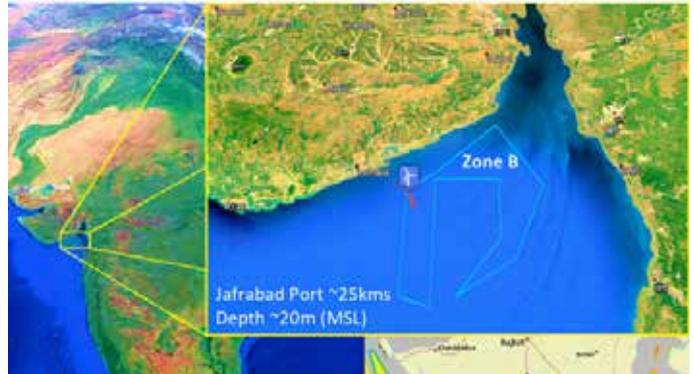
- Specialists in offshore wind engineering, focused on future designs.
- Strong understanding of the energy grid for potential offshore wind sites.
- Innovative digital solutions, e.g. COPILOD for five times faster foundation design.
- Track-record in detailed designs of monopile, jacket and gravity-based foundations.
- Electrical services covering array and export cable systems, onshore cable connections, onshore and offshore substations and power system integration.

London Array detailed monopile design



London Array, spanning 100km, is one of the world's largest offshore wind farms. 175 steel monopiles around 5m in diameter are installed in 0 - 25m deep water, using extra-long monopiles to protect from scouring. With a length up to 85m, these foundations are some of the largest ever built. The estuarine location contains many challenging soil layers, requiring each turbine to have its own individually designed and calibrated monopile.

First offshore wind project in India (FOWPI)



COWI's role in FOWPI was as market advisor and owner's engineer. We undertook the design and technical specifications for the foundations, electrical network and wind turbines, as well as technical site studies including coastal surveys, EIA scoping, cost benefit analysis, transmission layouts, energy yield calculations and wind farm layout optimisation. Our unique position as the only company in offshore wind working with all key Indian stakeholders, allowed us to share European experience and knowledge in this sector, building an Indian knowledge bank and enhancing the capacity of NIWE to act as the nodal agency for the Indian offshore wind sector.

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A GLOBALLY LEADING TECHNOLOGY PARTNER

Danfoss is more relevant than ever: we provide sustainable solutions that make a real impact. By implementing energy efficient cooling and HVAC systems we make it possible to create significant energy savings in buildings. In agriculture we reduce food-loss through efficient cold-chain technology.

Energy Efficiency in Buildings



- Smart buildings
- Energy efficient heating and cooling
- Energy efficient data centers
- Artificial intelligence in buildings
- Sector integration

Smart Buildings in India



Buildings in India consume close to 40% of the nation’s total energy today. And more than 40% of the energy consumed in a building is by the building HVAC system.

Danfoss solutions have been saving energy in India over many years. Through the ACREX Hall of Fame we have seen examples of global best practices being adopted in India.

The ACREX Hall of Fame



The ACREX Hall of Fame is an initiative to recognize iconic commercial buildings that raise the bar for energy efficiency and sustainability and set global benchmarks.

Among the best practices is the Indian School of Business with multiple sustainability solutions such as a one-of-its-kind geothermal HVAC system with zero water discharge.

Using Artificial Intelligence in Buildings



Energy Efficiency in Food Production



- Efficient food production
- Minimizing food loss
- Cold chain management
- Cold rooms
- Commercial refrigerators & freezers

Cold-Chains are a Game Changer



Over the years, farmers of Tamil Nadu have witnessed a post-harvest loss of 30%. But things have changed since Danfoss started a task force with the Confederation of Indian Industry (CII) to address the challenges of food loss, focusing on bananas.

“We have succeeded in making a significant impact for the farmers and on the Indian economy. The Prime Minister of India wants to double farmers’ income, but I think in this case, we have actually helped triple farmers’ income”, says Ravi Purushothaman, President of Danfoss India.

20% Reduction of Food-Loss



Danfoss primarily worked on pre-cooling and ripening chambers based on our expertise in cooling. Once harvested at the farm, pre-cooling and cold storage of the bananas extends the life and quality of the product. Ripening chambers have resulted in better control, to ensure the bananas are kept at the right temperature until they reach consumers.

“These two interventions have resulted in three times higher value for the banana farmers and a wastage reduction of nearly 20%. What has also been achieved is that today, Indian bananas are available in Europe. A thing that would have been unthinkable a few years back”, says Ravi Purushothaman, President of Danfoss India.

**Danfoss is engineering tomorrow,
building a better future**

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OIL SPILL, SEAWEED & CLEAN WATERWAYS

DESMI has specialized in the development, manufacturing, sale and service of pumps & pumping solutions, environmental clean-up equipment for oil spill, excessive seaweed and clean waterways. Green technology and environmental consciousness are a pivot in all our products and developments. We manufacture in compliance with the present regulations worldwide.

DESMI At A Glance



- Founded in 1834, DESMI is one of Denmark's oldest companies.
- DESMI systems are operating in more than 100 countries via a worldwide network of DESMI subsidiaries and distributors on six continents.
- As the global leader in marine & offshore pump & water surface pollution sectors, we operate with +1000 employees.
- Production facility in Denmark, India, China, and the US.

Equipment Ready 24/7



DESMI has been operating in Hyderabad India since 2014. In India alone, we have successfully supplied close to 12000 mts of oil spill response booms of various ranges and capacities to the ports. DESMI products has one of the lowest operating cost compared to any other manufacturer in the world. Our Oil Spill Response equipment produced in India are designed for many applications worldwide, like offshore, coastal & near-shore, beach & shoreline, ports, harbours & terminals etc.

Proven Oil Spill Response Technology



DESMI EnviRo-Clean is a business segment of DESMI Group. It has years of experience on the provision, design and production of floating booms for containment and deflection of different pollutants as oils, floating trash and organic elements such as seaweed. Our more than 40 years of experience & service to the industry led us to the strongest market position. As result, we are today one of the absolute leaders in the Oil Spill Response industry and pioneers in efficiently cleaning the waterways. Our headquarters is in Denmark and presence in 20 countries around the world, including Africa, India, China, Korea, USA, Ecuador, United Arab Emirates, Indonesia and Singapore.



DESMI - Combating Marine Surface Pollution



Our partners in India and abroad acknowledge the quality systems and services of DESMI.

- High efficiency CLEAN-UP solutions
- Clean Waterways & Coastline
- Superior quality equipment
- Improvement and protection of marine ecosystems – Conserving & Rejuvenating waterbodies
- Clean-up range of equipment designed for applications in large & small rivers, streams, drains and coastlines
- Certified by UNDP Nordics for positively impact UN Sustainable Development Goals

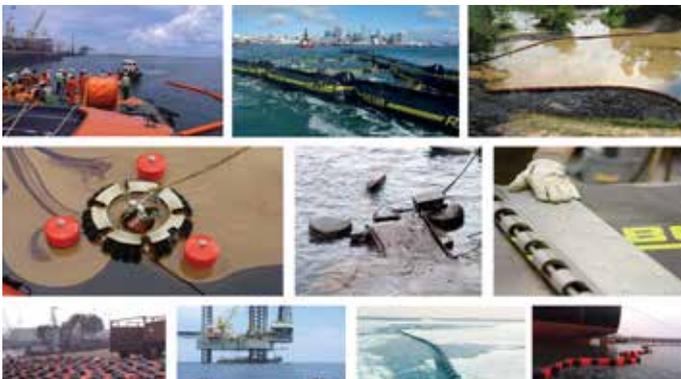
Eco-friendly Seaweed/Sargassum Handling



DESMI have rich experience in Nearshore applications for protection of beaches from trash & excessive seaweed by either deflecting or recouping the pollution.

We train the operators worldwide to use the clean-up systems with focus on improved health, improved work efficiency and safety. We also deliver complex courses defined by International Maritime Organization.

Protecting Coastlines & Training Operators



DESMI Oil Spill Response equipment is used in many applications all over the world, among other within:

- Offshore
- Coastal & Near-Shore
- Beach & Shoreline
- Ports, Harbours & Terminals
- Fast Water, Rivers & Lakes
- Sea Water Intakes & Outfalls

PROVEN ENVIRONMENT SOLUTIONS

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A LEADING INDIAN LAW FIRM

As a multi-disciplinary, result-oriented firm, Dua Associates has an outstanding three-decade track record of delivering critical legal and practical solutions for its clients including Fortune 500 companies, financial institutions, governments and SMEs. In the rapidly evolving business environment, the firm has not only kept pace, but stayed ahead in supporting clients with tangible and intangible value points to help them navigate the complex legal and regulatory framework in India.

Premier Indian Law Firm for Renewable Energy



A dedicated team of lawyers advising on renewable energy projects – wind and solar.

- We have advised many reputed European companies on their India-entry strategies and operations in India.
- Dua Associates has been the legal advisor to the Royal Danish Embassy, New Delhi and its associated offices for the last several years.
- Advised Indian and foreign companies on all legal and regulatory aspects involved in setting up of and operation of solar power and wind power projects in various states of India.
- Advised TVS Energy Limited in its proposed acquisition of a company involved in the development of a Hydel Power Project in Uttarakhand.

Fourth Partner Energy solar power project in UP



The Firm provided end-to-end legal advice in construction, installation and commissioning of Fourth Partner Energy's single largest solar project.

- Advised Mytrah Energy (India) Limited, in setting up wind power projects in the States of Tamil Nadu, Maharashtra, Gujarat, and Rajasthan.
- Advised Asian Development Bank, for the setting up of 50 MW concentrated solar power projects in Rajasthan and Gujarat by the Solar Energy Corporation of India.
- Advised food & beverage manufacturers such as McDonalds, Cargill Foods, Haribo, Butlers etc. on registrations / licenses / packaging and all aspects of the of the Food Safety and Standards Act, 2006.

Aditya Birla Group's solar power project



The Firm assisted Aditya Birla Renewables Limited in their acquisition of land and procuring necessary approvals for setting up of the renewable solar power plants in Andhra, Orissa and Karnataka.

SPML Infra's PPP Projects for Water Supply



The Firm advised SPML Infra in relation to execution of project contracts for development, operation and maintenance of public private partnership projects for supply and distribution of potable water in various parts of India.

Our Key Practice Areas

Our Key Practice Areas			
General Corporate & Commercial	Finance, Banking & Insolvency	Anti Trust & Competition Law	Real Estate and Urban Development
Mergers & Acquisitions	Infrastructure & Energy	Capital Markets	Insurance
Food / Agro Technology	Private Equity	Dispute Resolution	Intellectual Property
International Trade & Anti Dumping	Life Sciences & Healthcare	Labour and Employment	Public & Regulatory Affairs

Why Us

In an increasingly challenging business and legal environment, Dua Associates recognizes that the needs of a client often span different areas of legal expertise.

The Firm assigns a relationship partner to each of its major clients and places the resources of all practice groups at the client's disposal to ensure that their specific needs and requirements are met in the most efficient manner possible.

We are also uniquely placed to draw on the capabilities of Dua Consulting, an independent and stand-alone consulting practice group to address issues pertaining to policy framework, advocacy, Government engagement and business advisory.

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EKF DENMARK'S EXPORT CREDIT AGENCY



EKF promote export and internationalization of Danish companies through globally competitive financing and risk coverage. Green projects are a cornerstone at EKF and we are the world's leading export credit agency (ECA) within wind energy. Over a period of 10 years, we have been involved in approximately 60% of the total wind financing covered by export credit agencies worldwide.

Financing offshore wind



- EKF has financed 12.4 GW of offshore wind since 2006, of which 6.6 GW has reached operations and 4.9 GW is under construction
- Excluding China, EKF has financed half of world's total offshore wind market
- Our main geographical focus used to be Europe, but recently, the focus has changed to Asia and the US
- EKF is participating in all four offshore wind projects in the "new market" of Taiwan.

EKF participates in large Scottish wind project



When Scotland's new offshore wind farm Seagreen is completed in 2022, its capacity of 1.14 GW will be able to provide green electricity to approximately one million Scottish households. Seagreen will be equipped with 114 MHI Vestas 10 MW wind turbines.

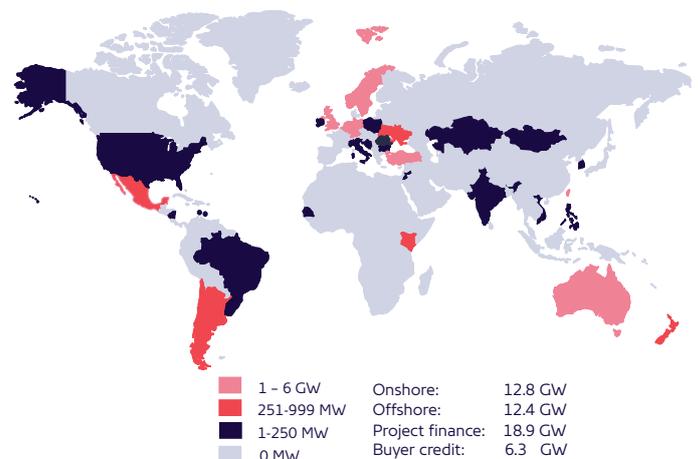
EKF participates in the financing of the project along with two other ECA's and 12 commercial banks. EKF provides a guarantee of 440 million USD.

New Taiwanese project is 'made in Denmark'



Over the next two years, a large new offshore wind farm will be installed off the Taiwanese coast, made possible by Danish expertise in both wind energy technology and wind-venture financing. Danish companies' North Sea know-how can be used worldwide, which gives Danish solutions a distinct advantage. Siemens Gamesa is supplying the turbines for this 605 MW-capacity farm and EKF will be providing 510 million USD of the financing.

EKF leads the world in wind financing



Financing onshore wind



- EKF has financed more than 130 onshore wind farms with a capacity of more than 12.8 GW.
- EKF financed the first onshore wind farm in 1998 and EKF is by far the most experienced ECA in the world within wind financing.
- EKF has financed wind farms in 34 countries.
- EKF has so far financed one wind farm in India with a capacity of 92 MW.
- Top 5 countries so far are Australia, Norway, Turkey, Sweden and Mexico.

Wind helps phasing out coal in Poland



Poland has rich reserves of coal and is the European country most dependent on coal-fired power. It makes a big difference, that 42 Vestas wind turbines are now going to form one of Poland's largest wind farms on land near the small town of Bialy Bor.

With a total capacity of 144 MW, the wind farm can supply green power to around 150,000 Polish households. EKF provides approx. 90 million USD in financing.

EKF's first wind project financing in India



In 2011 EKF provided a 61 million USD project-finance guarantee to HSBC relieving their risk on the 14-year financing of the Jangi Wind project in the Gujarat state.

The project consists of 51 Vestas turbines with a total capacity of 92 MW, which can supply green power to more than 50,000 Indian households.

EKF is no longer involved in the project. In 2017 the project debt was refinanced in the local market.

“We can offer guarantees covering a significant part of your wind transaction. This can help to speed up the negotiations and ensure that the financing, and in the end, the project, will be realised.”

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ANALYTICS BEYOND MEASURE

FOSS is the leading global provider of analytics for the food and agricultural industries. We create end-to-end solutions that secure and improve food quality. From raw material to finished product. Our analysis instruments refine measurements into information management that enables businesses to run intelligent data-driven productions with less waste and bigger yields.

FOSS & the Indian cooperative dairy movement



- Trust in 50 years of experience in developing analytical instruments for dairy production.
- Rapid and reliable measurements of crucial parameters including adulteration screening.
- Secure high-quality products that meet customers' expectations.
- Comply with end-product specifications.
- Ensure fair payment through accurate and real time data.

Strong networks protect small farmers



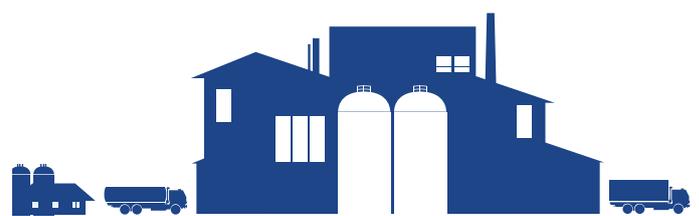
In both India and Denmark, the dairy industry is founded on small farmers producing from various locations. This provides optimal conditions for the cooperative ideology in which several smaller entities own a part of a bigger, more competitive structure. The result is not mass production, but production by the masses. Together, small farmers forge a strong network from which various benefits can emerge, such as reduced risk and fair payment.

FOSS and the Indian cooperative dairy



In 1970, a dairy development program, launched by the Indian National Dairy Development Board, transformed India from a milk deficient nation to the world's largest milk producer. Inspired by the Danish Cooperative Movement, India embarked on a journey towards uniting dairy farmers and strengthening their economic and social position. FOSS technology has helped Indian dairy cooperative society Amul, unite small scale, Indian dairy farmers, around fair payment and product quality.

How we add value



RAW MATERIAL

Payment, segregation and quality control of raw material

PROCESSING

Improved predictability and control of manufacturing processes

FINISHED GOODS

Safe products and compliance with regulatory requirements

FOSS in the grain industry



- Trust in 60 years of experience in developing analytical instruments for grain production.
- Improve yield with new levels of accuracy provided by FOSS NIR technology.
- Know your raw material and improve quality with rapid access to accurate data throughout the production cycle.
- Rapid and reliable measurements of crucial parameters
- Remotely manage, configure and calibrate all your analytical instruments with networking solutions.
- Ensure fair payment through accurate and real-time data.

Agricultural reforms in India



In India, farming makes up 16% of total GDP and two-thirds of India's population depends on income from rural areas. Traditionally, farmers are dependent on middlemen for trading produce, which is often sold at varying prices. To remedy this, the government has launched regulated markets, introducing a system of competitive buying with standardised weights and measures to prevent exploitation of producers. These agricultural reforms are currently being implemented across India.

FOSS technology empowers Indian farmers



Danish technology company FOSS has been able to contribute to this reform by supplying digital grain analysers in Rajasthan, Tamil Nadu, Uttar Pradesh and Karnataka. This is the largest connected chain of grain analysers in the Indian grain sector.

FOSS is proud to have contributed in setting the standard for grain analysis on a national level in India. By using FOSS' digital grain analysers farmers can now sell their products to buyers across India online and obtain fair payment.

We contribute to the sustainable use of our planet's agricultural resources and thus to the nutrition and health of the people of the world.

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GRUNDFOS PUMPS INDIA PVT. LTD.



Grundfos India a wholly owned subsidiary of Grundfos Holdings A/S was established on March 13, 1998. Grundfos India provides energy efficient pumps and smart pumping solutions for various applications – heating and hot water service systems, cooling and air-conditioning systems, industrial applications, pressure boosting, liquid transfer, groundwater supply, domestic water supply, sewage and wastewater and pumps running on renewable energy.

Optimized Solutions for the Entire water cycle



- Raw Water Intake
- Drinking water Treatment
- Water Distribution
- Wastewater Transfer
- Wastewater Treatment
- Flood Control & Irrigation
- Controls & Automation

Community Water Supply in Rural India



In May 2020, super cyclone Amphan severely affected the people of West Bengal. Water supply to many of the inland areas were affected due to pipeline damages and lack of power.

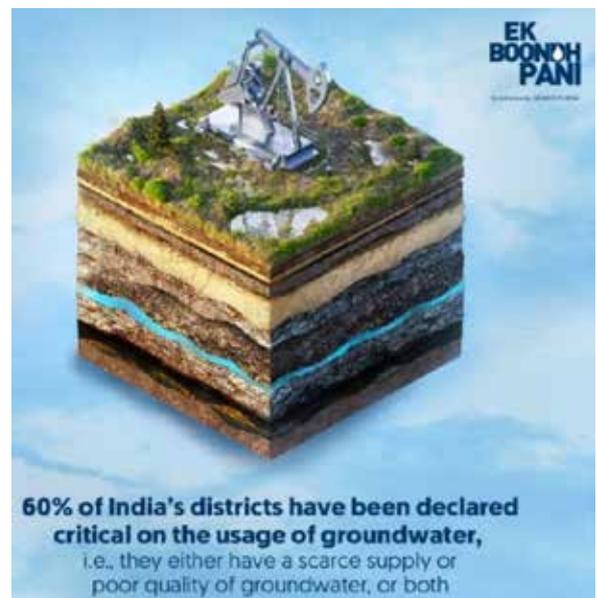
The Solution was Solar powered SQflex pumps were installed in bore wells, the water drawn to the surface using the SQflex system was supplied to the local community using a tank and tap arrangement, fitted on to a mobile "tuk tuk".

SQ Flex based dual operable borewell pump



Collaborated with GSDA Maharashtra Government Department, for solution on Dual pump. 28,837 numbers of SQ Flex pumps installed. 36 Million kilowatt hours of annual electricity savings, contributing to 0.72 million tonnes of CO₂. Power savings of 9 Million kilowatt hours 0.18 million tonnes of CO₂. 7.2 Million villagers now have access to clean and safe drinking water. Water tap installed in nearly every house in the village, which improved the sanitation. Supporting the government's flagship 'Swachh Bharat Mission' Mission'.

As outcome, Water supply was made available to local communities at their door step during this calamity and COVID-19 pandemic. Water on wheels with Grundfos SQflex solutions saved the local authorities huge cost of water distribution to these local communities.



Reliable Pumps for Industry



- Plant Water Intake, Water Treatment.
- Plant Utilities & Process.
- Borewell Submersible Pumps.
- Water Transfer Pumps & Air Conditioning.
- Fire Protection Solution.
- Dosing & Disinfection.
- Controls & Monitoring & Service Solutions.
- Service Solutions.

Cost Effective Solution for industry



The Situation: While manufacturing resins for industrial purposes, cooling water is circulated from condensers to cooling jackets in kettles to keep the process temperature within limits.

Pumps were manually operated at fixed speeds even when the heat load was varying across the production batches. These pumps consumed over 23.4 kW per hour. As solution, existing pumps were replaced with energy efficient state of art Grundfos CRE pumps with IE 5 efficiency.

Energy consumption reduced from 23.4 Kw/hr to 18.7 Kw/hr. Manual operation of the pumps were automated with Grundfos CRE pumps by utilising its in built auto cascading feature. As a result, New improved system with CRE pumps bring energy consumption down by 69.5% and we helped eliminate the need of external control panel, due to auto cascading feature of CRE Pumps.

Smart Savings with Intelligent Pumps



The Situation: One of the leading oleochemicals manufacturer in India was using a 45 kW centrifugal pump for boiler feed application which was set on continuous operation. The feed water to the boiler was regulated through a feed valve controlled by level sensors inside the boiler and a bypass line. Excess feed water bypassed through the bypass line to the deaerator resulting in low system efficiency, consuming higher power usage for this application.

As solution, Grundfos Standard CRE pump with fixed speed and a CRNE SF, with total energy of 16.5 kW solution were provided. Level transmitter signal was directly given to CRNE pump, set to constant operating mode, eliminating the feed valve. This was with highest level efficiency with built in intelligence.

be think innovate

PROMISE TO SOCIETY
we are responsible for minimising our environmental footprint and for advocating sustainable solutions.

PROMISE TO CUSTOMERS
We think ahead to innovate products and services that meet the needs of our customers. It just works!

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CAPITAL FOR SUSTAINABLE DEVELOPMENT



IFU is a Danish impact investor contributing to green, just and inclusive societies as well as supporting the Sustainable Development Goals. We provide risk capital on commercial terms in the form of equity, loans and guarantees. IFU has made more than 100 investments in India covering sectors like renewable energy, agriculture and health. Capital under management is USD 1.8 billion.

Risk capital to energy, water and waste



- IFU has strong experience in co-financing renewable energy across emerging markets.
- IFU has provided risk capital for close to 2,000 megawatts of wind and solar power.
- Danish companies hold world-class green technology that can be utilised in India.
- IFU can provide risk capital in the form of equity / preference shares, mezzanine and loans (senior / subordinated).
- Preferred investment size of USD 15m – USD 45m.

Acme Solar



Acme Solar is a 250-megawatt solar power plant that will provide electricity to the equivalent of 500,000 households in Rajasthan. The project is being developed by Acme Solar, a leading developer and producer of solar power operating a total of 2.6-gigawatt solar power in India.

Total cost of the project is USD 178m, of which IFU has committed USD 17m in equity. Expected start of production in late 2021.

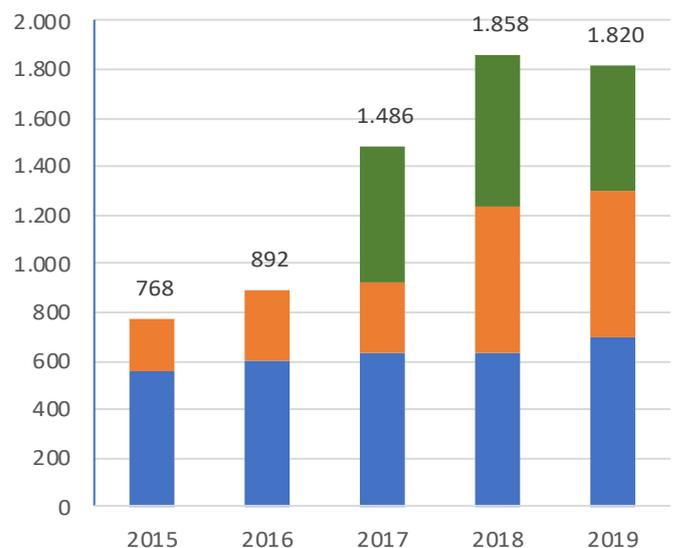
Roserve Enviro



To assist Indian companies in complying with wastewater regulations, Rochem Separation Systems (RSS) has developed energy-efficient wastewater recycling and ZLD solutions recovering up to 80 per cent of the water from wastewater. The plants are provided to companies on an operating lease basis.

To speed up installation of turnkey plants, RSS and IFU have established Roserve, which is financing the initial cost. IFU has provided close to 49 % of the equity.

Capital under management 2015-2019 (USDm)



Risk capital to agribusiness from farm to fork



- IFU is focusing on production of sustainable food and the reduction of food waste.
- IFU can invest along the value chain from farm to fork.
- The Danish agribusiness sector has solid knowledge of sustainable food production, which can be utilised in India.
- IFU has solid experience from more than 200 agribusiness investments in emerging markets.
- IFU can provide risk capital in the form of equity / preference shares, mezzanine and loans (senior / subordinated)
- Preferred investment size of USD 15m – USD 45m.

Leap India



To address the large loss of food, the Indian government has initiated a large-scale programme that invites private companies to finance, build and operate new storage facilities across the country.

IFU has invested USD 15m in Leap India, which is aiming at constructing 700,000 tons of modern grain storage capacity divided on 14 individual sites. Each site will create storage facilities for around 30,000 farmers and create approx. 50 new jobs.

Ramagundam Fertilizers



Ramagundam Fertilizers is a gas-based urea production plant with the capacity of 1.3 million metric tons annually. It is based on ammonia technology from the Danish company Haldor Topsøe and is the most energy-efficient plant in India. The company provides farmers with a high-quality product and substitutes the import of fertilizer.

IFU has invested USD 21m in the company, which is a joint venture with Haldor Topsøe, National Fertilizer Limited and Engineers India Limited, among others.

We Create Impact

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DANISH HERITAGE - INDIAN SCALE



Larsen & Toubro is an Indian multinational with Danish origin engaged in EPC Projects, Hi-Tech Manufacturing and Services. It operates in over 50 countries worldwide. A strong, customer-focused approach and the constant quest for top-class quality have enabled L&T to attain and sustain leadership in its major lines of business for over eight decades.

Water & Effluent Treatment



- Water Transmission, Treatment, Distribution and Management
- Municipal Used Water Collection, Treatment and Reuse
- Industrial Water Treatment to achieve Ultra-Pure Water
- Industrial Effluent Treatment and Zero Liquid Discharge / Recycle
- Desalination Plants - Sea Water / Brackish Water
- "Unaccounted for Water" Projects to Monitor the Water Loss
- Lift Irrigation Projects
- Refurbishments of Treatment Plants
- Canal Relining projects

Business Units



The Water & Wastewater vertical comprises Rural Water Supply, Urban Water Supply, Water Management and Wastewater Treatment. Thus, it deals with the complete value chain of water & wastewater solutions for domestic consumers. The Irrigation, Industrial & Infrastructure vertical constitutes Mega & Micro Irrigation, Industrial Water Systems & Effluent Treatment, Desalination and Smart Water Infrastructure, helping to focus and increase its business footprint in the domestic market.

The Water International vertical focuses on the international markets and will continue to tap business opportunities in the regions of Middle East, East Africa, ASEAN and SAARC.

Digitalisation & Productivity Improvement



The business has been a forerunner in digitalisation and digital interventions have been implemented across the entire business value chain. Some of the key solutions are:

- ViewEHS, a patented app for centralised reporting, documentation, and performance measurement system for EHS Management System
- Quality Incident Reporting (QIR), a mobile application to raise observations for quality defects and to escalate the observation, when required.
- Smart glass to visually monitor real-time progress of projects
- Advanced data analytics for labour productivity benchmarking and improvement

Larsen & Toubro's Services Business



L&T group companies solve complex business challenges at the convergence of digital and physical with our real-world expertise. With an agile, collaborative approach to creating customized solutions across the digital value chain. LTI & Mindtree's expertise in infrastructure and applications management turns IT into a strategic asset. Whether you need to run your business more efficiently or accelerate revenue growth L&T teams can get you there.

Danish customer engagements across Finance / Insurance / Manufacturing & Process Industries / Hitech / Retail, Travel & Hospitality in technology consulting and digital solutions from ideation to execution.

Engineering and R&D (ER&D) services are offered by LTTS. Services in engineering design, product development, testing, smart manufacturing, and digitalization in disruptive technology spaces such as 5G, Artificial Intelligence, Collaborative Robots, Digital Factory, and Autonomous Transport with 69 Innovation and R&D design centres globally.

Renewable Energy



- L&T is committed to playing a significant role in the arena of renewable energy by spearheading the green revolution in India.
- L&T's capability spectrum covers the entire gamut of offerings for solar power which includes development of economically viable and technically superior EPC solutions with core competencies that encompass the key elements in the solar value chain covering concentrated solar power and solar photovoltaic technologies (grid-connected, roof-top and micro-grid).
- L&T is also a leading EPC player in the field of power transmission and distribution, providing integrated solutions and end-to-end services ranging from design, manufacture, supply, installation and commissioning of Transmission Lines, Substations, Underground Cable Networks, Distribution Networks, Power Quality Improvement projects, Infrastructure Electrification, Solar PV plants, Battery Energy Storage Systems and Mini / Micro Grid projects.

Solar Power



We are one of the leading players in Solar PV installations with a track record of having built some of India's largest solar plants thanks to our proven EPC capabilities to offer economically viable and technically superior solutions.

Our rich range of offerings also includes equity and debt financing support through financing institutions, access to the best technology solutions thanks to our global supply chain and long-term component partnerships and Operations & Maintenance support.

Power Transmission & Distribution



The business constructs all types of power evacuation projects from concept to commissioning on an EPC basis with key focus areas being Air Insulated Substations (AIS) of up to 1200 kV and Gas Insulated Substations (GIS) of up to 765 kV. PT&D possess the capabilities to deliver transmission lines from design, manufacture, supply, construction, testing to commissioning of EHV power transmission lines and turnkey solutions for the construction of microwave towers.

PT&D's ambit of operations also include infrastructure and industrial electrification including optic fibre cabling solutions for backbone access networks and Utility Power Distribution to improve the quality of power, smart grids, SCADA systems and distribution reform projects. Besides being a dominant player in the Indian market, the business enjoys a strong reputation and significant share of markets in the Middle East, Africa and ASEAN.

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<https://www.Ltts.com>

ENERGY EFFICIENT LINEAR MOVEMENT SOLUTIONS

LINAK is a family-owned business, founded on a wish to improve the lives of people. We do so by developing high-quality electric linear actuator technology that creates movement for a wealth of applications in industry, agriculture, healthcare, offices, and homes. One of our core values is responsibility, and we are proud that our products contribute to environmentally sustainable solutions.

Improve energy efficiency



LINAK electric linear actuators improve energy applications:

- Flexible and low-energy solutions that are easy to install.
- Eco-friendly and maintenance-free actuators.
- Guaranteed, tested and durable products.
- Wide range of actuators – size and power for all needs.

Solutions for solar tracking



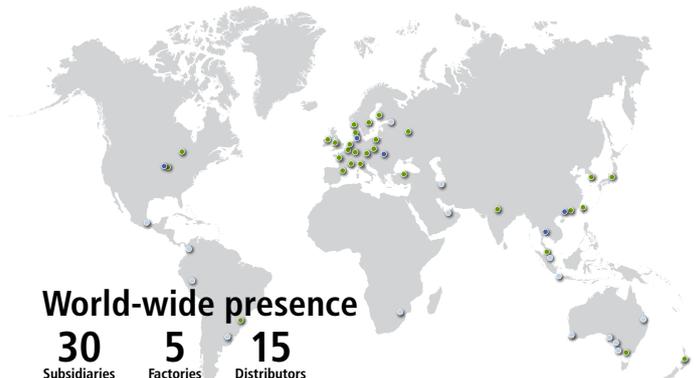
Solar tracking is an obvious way to improve the efficiency of solar power plants. As the sun moves across the sky, an electric actuator system makes sure that the solar panels follow automatically and maintain the optimum angle to maximize the output from the PV installations. LINAK actuators are designed to perform in extremely tough conditions and offers a wide range of interfaces for easy integration.

Solutions for wind energy



Whether wind turbines are placed on the ground or in the middle of the sea, operation stability and ease of maintenance are important parameters to keep cost down and efficiency up. The proven reliability and long maintenance-free lifetime of LINAK actuators even under extremely rough conditions make them particularly well-suited for wind turbines, where they help open access gates, hatches and lubrication systems and ensure safety around brakes, locks, and ventilation.

Global presence – local understanding



Water and wastewater treatment



LINAK electric linear actuator solutions for water treatment applications feature:

- Low energy consumption
- Easy installation and easy replacement
- Reliable and maintenance-free actuators
- Choose your preferred level of automation and control
- Low total cost of ownership

Solutions for water and wastewater treatment



Uptime is pivotal when hundreds of tonnes of water are being treated daily and when environmental regulations must be met. This requires reliable and robust automation solutions with a high functional stability. LINAK offers a complete electric actuator solution for e.g., grit chambers, sand washers, filters, weirs, and valves.

Whether the need is an automation solution working with SCA-DA or one that is manually adjusted LINAK provides a solution.

Reducing aeration energy consumption



A Danish wastewater treatment plant uses LINAK actuators to perform a stable and precise air flow control in the aeration tanks.

“Aeration is an expensive process. About a third of the plant’s energy consumption is spent on supplying the aeration compressor. It’s essential for us to regulate our valves accurately, so we don’t waste energy on aeration. LINAK actuators has proven very beneficial as they are able to deliver the precision, we need”.

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A LEADING ELECTRO-MECHANICAL SYSTEM SUPPLIER

Building on more than 35 years of experience, KK Wind Solutions is a strong partner in electro- mechanical systems for wind turbines. Our offshore and onshore solutions range from development of state-of-the-art systems and lean manufacturing to installation, operations and maintenance. We help our customers bring down costs and optimise turbine performance.

We innovate to integrate



- We create strong collaborative relationships with our customers.
- We listen and respond to their business needs and deliver solutions that integrate with their wind turbines.
- We apply an integrated approach to creating high-quality and effective supply chains, both internally and with our suppliers and customers.

World-class system development



With more than 35,000 electrical systems installed globally, we draw on an extensive track record when developing systems tailored to customer requirements. Our knowledge and experience across platforms translate into solutions that ensure seamless integration and optimal turbine performance.

KK Wind Solutions has the capabilities to support customers at all stages in the development of hardware and software solutions. Together with customers, we develop:

- Tower rack and platforms.
- Control Panels.
- Power conversion.
- Power Backup systems (UPS).
- Energy Storage.
- Controls & advanced sensor.

Electro-mechanical platforms



Being a trusted partner to the world's top wind OEM's, we are capable of developing and delivering full-scope solutions. Combining our mechanical and electrical expertise we deliver complete and modular system solutions ready to be mounted on site. Weighting in at 60 ton and a height of 14 meters, these gigantic tower platforms structures is a true testament of our engineering and manufacturing capabilities.



Competitive global supply chain



Combining our deep understanding of the wind industry with a global sustainable manufacturing footprint, we deliver high-quality and cost-effective solutions.

We reduce cost and complexity in our customers' supply chain mainly through automation, digitalization, supply chain management, strategic sourcing and LEAN production.

Our in-depth understanding of the industry means we can collaborate closely with our customers to find and fulfill the potential for cost reductions in sourcing, manufacturing and logistics.

Combined with our high production volume in state-of-the-art manufacturing and test facilities and vast experience, this translates into cost effective solutions with high quality.

Service and digital solutions



Our service offerings support the entire turbine lifetime from prototype testing, pre-commissioning and High Voltage services for installation, to Conditioning monitoring, predictive maintenance, retrofit and upgrade solutions to improve turbine performance. Quick access to spare parts, technical documentation and expert knowledge means faster response times and increased availability.

Turbine Condition Monitoring (TCM)



TCM® (Turbine Condition Monitoring) is a unique solution that maximizes wind turbines' uptime by early failure detection of costly components such as gearboxes, main bearings and generators. It provides valuable information on the condition of each of wind turbine empowering asset owners to protect the assets and plan for optimal maintenance and thereby driving down the cost of energy.

We innovate to integrate

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WE CAPTURE THE WIND TO POWER A CLEANER WORLD



LM Wind Power, a GE Renewable Energy Business, is a world leading designer and manufacturer of rotor blades for wind turbines, with a global manufacturing footprint that includes blade factories in Brazil, Canada, China, India, Poland, Spain, France, Turkey and the United States. The company has produced more than 241,000 blades since 1978, corresponding to more than 121 GW installed capacity and global savings of 251 million metric tons of CO2 annually. In 2018, LM Wind Power became the first carbon neutral business in the wind industry.

We know blades



- With over four decades of experience, we have established ourselves as the preferred supplier of wind turbine blades globally.
- As part of the GE Renewable Energy family, we are proud to say that almost every fifth turbine in the world is fitted with LM Wind Power blades.
- Our engineers constantly push the boundaries of blade size and air foil shape, strengthening the technological foundation for blades beyond 100 meters length - giants that will power turbines of 10+ megawatt.
- We are equally committed to maintaining and growing our business with all customers, while continuing to reduce cost of energy and improve returns on our customers' investments.

Technology Center India (TCI)



TCI, founded in 2007 with only 15 engineers, is a vital hub in our global network today with more than 280 employees working across all aspects of our business, including new product introduction, supply chain optimization and making sure our plants run as efficiently as possible. We constantly work on new technologies to make our blades more efficient and reliable resulting in reduced cost of wind energy. TCI is one of the most empowered blade design ecosystem outside Northern Europe and China and is growing further.

Our presence in India



LM Wind Power's India story began in 1994 with manufacturing of 13.4-meter blades. We grew from 1 factory in 1994, to 2 factories and an R&D centre with nearly 4700 employees today.

Our journey in India has seen us building single piece blades to the revolutionary two-piece blades, clocking over 25 glorious years of operational excellence. In 2020, we manufactured over 3500 blades and each day we work to change the world through the power of wind, creating a cleaner, greener future for everyone.

Our focus areas for reducing cost of energy



As blade specialists, we know what it takes to boost performance, while minimizing loads on the turbine and lowering the cost of energy.

We have perfected the art of blade design over the past four decades while maintaining optimal balance between price and performance. We are also the only wind turbine blade manufacturer to have our very own wind tunnel and in-house testing facilities for full scale blade tests.

The first Carbon Neutral wind business



- LM Wind Power became the first carbon neutral business in 2018.
- CleanLM proved that greener business is leaner business, contributing to profitability and making the world a better place.
- We achieved this with our four key workstreams-green-house gas accounting, energy efficiency, 100 percent renewable energy and carbon offsets.
- To engage employees and other stakeholders on the topic and drive for change on a larger scale, we published '10 Steps to Becoming a Carbon Neutral Business', an interactive website to guide and empower other business leaders along the journey.

LMWP India leading in energy efficiency, CSR



Every year, global efficiency targets are set for each plant to ensure we remain carbon efficient and our plants in India -Dabaspur and Vadodra- have been consistently reducing their energy consumption. For 2020 the figures for both are 19.4% and 13.4% less energy YTD KWH/Sqmt respectively, compared to 2019-way beyond the target of 5%!

Our CSR achievements in 2020 include women empowerment programs, community water ATM, road asphaltting, health and sanitation kit making, distribution in nearby villages. We also took up a lake revival initiative, mission 10-k saplings plantation drive and anti-plastic awareness campaign- to protect the environment.

Advancing blade sustainability



Recycling wind turbine blades is not just a wind industry challenge, but a composites sector challenge and we need to innovate to reduce impacts throughout the wind turbine blade life cycle.

We also need to develop viable, large-scale solutions that accelerate the transition to a circular economy, and we can't do this alone. We need partnerships across sectors to better understand how to remove barriers and support the scaling up of environmentally friendly, cost-effective recycling solutions.

Leadership in sustainability, energy efficiency and CSR

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EASY WAY TO SMART WATER SOLUTIONS

Lyninco ApS is an engineering consulting company based in Denmark assisting organisations in developing, implementing, and using new technology within water and environment, digitalisation, and internet of things. Collaboration partners are from a network of Danish technology suppliers. Enggrob & Singh Private Limited is a subsidiary in India with a wide network of local partners with in water management.

Water Supply and Wastewater



- Feasibility of water supply schemes
- Water audits and NRW assessments
- Asset management systems
- Grievance systems in rural areas
- Water safety planning
- Urban drainage planning

Smart Water Management in West Bengal



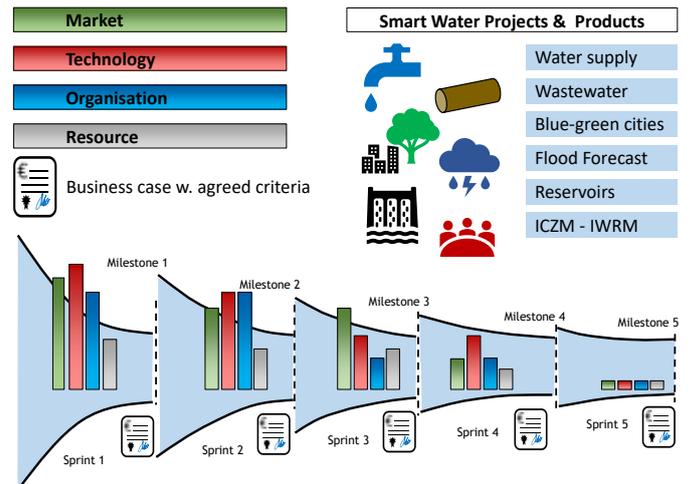
The West Bengal Drinking Water Sector Improvement project in India supported by ADB includes smart water management to help in implementing rural water supply 24 by 7 to every household. Under sub-consultancy to DHI India and Tata Consulting Engineers, a virtual command and control centre is established, contractors are supported in implementing IoT systems, and mobile apps in villages are being introduced for enhanced water operation efficiency.

Indian Wastewater Sector Overview



As part of preparation for a Strategic Sector Collaboration between India and Denmark, an overview report of the Indian Wastewater Sector was prepared for the Danish Environmental Protection Agencies. The report based on quick surveys in India presented prevailing conditions within regulation and policies within the area.

Agile Project Implementation Approach



Water Resource Management



- River and flood plain analyses
- Hydraulic modelling, flood mapping
- Realtime data acquisition and forecasts
- Reservoir optimization
- Sediment management
- Integrated water resource management

Technology Development for Surveys



New technologies for unmanned surveys using drones (aerial, surface, underwater) are being developed with international and Indian partners. Other readily available mobile technologies such as apps are being configured for easy and cost-efficient data capture in the field. Data from IoP Internet of People for crowd sourcing is combined, analysed, and used with data from IoT Internet of Things sensors through various cloud services.

Dam Rehabilitation and Improvement



To improve safety and operational performance of selected dams, the Government of India is implementing the Dam Rehabilitation and Improvement Project. Consulting assistance is provided to the Central Water Commission under Ministry of Jal Shakti and World Bank India to support mitigation solutions and guidelines for reservoir sediment management in reservoirs.

Value tomorrow
Development today

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FOR A GREENER GLOBAL CAR PRODUCTION

Meneta is a global supplier of gasket material and high-quality braking components for the automotive industry with production facilities in Sonipat and Kundli, Haryana. Today, we are over 2,000 employees in Europe, Asia, and North America. We design, test, and produce millions of brake shims, backplates, and brake components each year. We focus on sustainable strategic development for a greener global car fleet.

Local Sourcing and Manufacturing



- Transfer of machinery and know-how
- Support local development
- Focus on green growth
- Strengthened supply chain
- Cost and energy effectiveness

Applying rubber on carrier for use of local steel



We have developed an innovative production technique that enable us to apply rubber on a fabric carrier instead of steel coils. Thus, we reduce shipping and storage, and favor sourcing steel locally to support the community, the economy, and the people. We handpick our local suppliers and support their sustainability agenda.

Investing in People and Machinery



With similar production processes at all our plants, we transfer modern machinery to our facilities in India and pass on experience and best practice.

We have established a bilateral exchange of hands-on education by specialized staff travelling to India and key Indian employees being trained at our Danish HQ.

Our selected Sustainable Development Goals

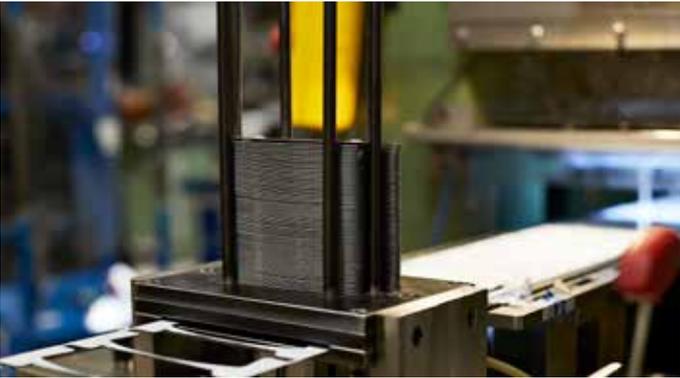


Transfer of Technology and Know-how



- Transfer of best practice from our Danish innovation center.
- Technology as the driving force for a sustainable production.
- Global optimization of production processes.
- High impact energy savings.
- Scaling of green projects.

R&D of actions to improve energy efficiency



Our engineers have developed a new type of power assisted control system to be implemented on our production machinery. The principle for the technology is for the machinery itself to reuse the generated energy and substantially decrease the electricity consumed from the power grid.

Not a classic output related production investment, but a deliberate energy optimizing green investment that will be introduced worldwide when we reach the implementation phase.

The Meneta Black Box™ Simulation Tool



Technology is Meneta's driving force. We have developed a tool to move from physical dynamometer testing to simulating the NVH impact of a shim in a brake squeal model. The Meneta Black Box™ is offered free of charge and is highly cost and energy saving – for Meneta, for our customers and for the environment.

Due to the carbon intensity of grid electricity in India, the implementation of such energy saving technologies has an even greater environmental impact. The sharing of technological developments are crucial steps towards sustainable productions.

“With more than 20,000 individual component manufacturers and suppliers for the production of a single car, it is not enough that the cars of the future run on green energy. At Meneta, we believe that they should be manufactured in a green fashion as well.”

Ole Maggaard

International Operations
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Kim Oestergaard

Group CEO
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THE SUSTAINABLE SOCIETY CONSULTANTS

Ramboll is a global engineering, architectural and consultancy company and a leader in creating sustainable cities and societies. Our 16,000 experts drive sustainable change within Buildings, Transport, Water, Environment & Health, Architecture, Landscape & Urbanism, Energy and Management Consulting. Ramboll has operated in India since 1997 and today employs over 1,300 local experts across offices in Gurgaon, Mumbai, Hyderabad and Chennai.

World-leading renewable energy consultancy



- We provide consulting services for offshore and onshore wind energy, solar energy, waste-to-energy, biomass, biogas, hydro power, geothermal, and tidal & wave.
- Ramboll has over 30 years' experience in the wind industry and employs 300 dedicated wind experts.
- We have worked on onshore wind farms in over 60 countries and designed 65% of all offshore turbine foundations globally.
- Our track record also includes 155 waste-to-energy units in 45 countries and 60 biomass power, heat and CHP facilities.

Sri-Lanka's first waste-to-energy facility



Solid waste treatment is a critical environmental and health issue in Sri Lanka's Western Province and is important to continued economic development. The country's first waste-to-energy facility has therefore just been inaugurated and will process 600–800 MT of waste daily.

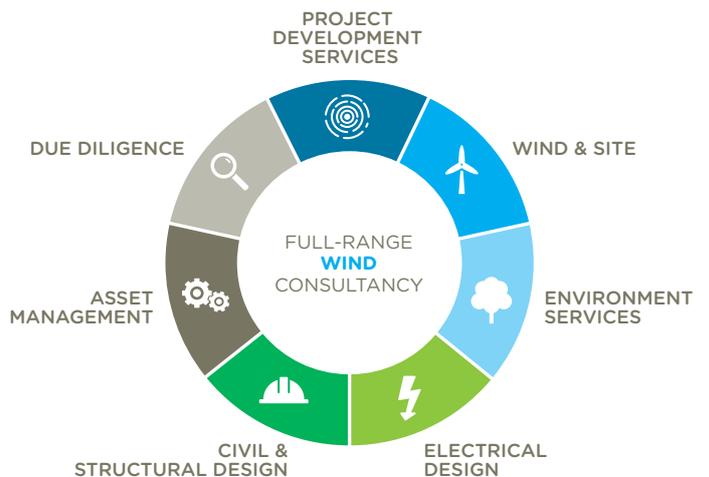
In addition to conducting the proposal evaluation and contract negotiations, Ramboll was owners engineer responsible for the engineering, construction, commissioning, and take-over for the new 10 MW power generation plant.

Japanese wind farm designed for resilience



The project consists of an Offshore Wind Farm located approximately 2km off the coast, in the Japanese sea with a total capacity in the range of 450MW. 8.0MW turbines will be erected and supported by monopile foundations in water depths ranging between 10-30m.

The structures are designed to withstand seismic events as well as extreme and fatigue aerodynamic and hydrodynamic loading with maximum measured wave heights of approximately 19m.



Smart City Water Management



- Ramboll's smart city water management service is focused on identifying key challenges and interventions to mitigate flooding and urban heat island effect.
- Our comprehensive service combines socio-economists advising on strategy and cost-benefit with technical experts including hydrologists, landscape architects and environmental assessors.
- By actively engaging with city residents, we ensure that solutions are user focused and create attractive, multi-functional community spaces.
- We have proven experience on projects of all scales in Asian, European, US and South American cities.

Copenhagen Cloudburst Plan



Following a cloudburst event in Copenhagen in 2011 that caused 800 million euro in damages, Copenhagen Municipality sought to establish waterways to channel storm water into ports and lakes.

Ramboll provided technical expertise, socio-economic calculations, architectural and engineering design, traffic solutions and stakeholder engagement. The solution safeguards against future cloudbursts while creating attractive public recreational spaces.

The solution will save approximately 134 million euro compared to constructing an underground storm water pipe.

Boosting resilience and liveability in Panaji



Ramboll is applying water planning expertise as a pilot initiative in Panaji, Goa – one of over 100 planned smart cities in India.

Panaji has previously suffered costly damage from heavy rainfall and storm surges. Ramboll is therefore developing an innovative methodology for the city's authorities on how they can best collaborate and allocate funds to boost resilience and benefit the community.

The scope includes a rapid city assessment aimed at demonstrating use of digital technology and models to shape and prioritise proposed solutions, also as inspiration to other smart cities in India.

Bright Ideas. Sustainable change.

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TCS - A GLOBAL TECHNOLOGY LEADER

Tata Consultancy Services is an IT services, consulting and business solutions organization that has been partnering with many of the world's largest businesses in their transformation journeys for over 50 years. A part of the Tata group, India's largest multinational business group, TCS has over 500,000 of the world's best-trained consultants in 46 countries.

TATA Group at a glance



- 153 Years of Heritage
- \$113 Bn Group Revenue
- 66% Profits committed to Philanthropic Trust
- 722,000 + Employees across the group
- 100 Companies in 9 Business Sectors

TCS - Helping Clients Create the Future



TCS combines tech expertise and business intelligence to catalyze change and deliver results. Ranked amongst the Top 3 brands in IT Services globally by brand value and the fastest growing brand of the decade.

TCS in the Nordics



TCS was established in the Nordic region in 1991 and currently has 17,500 employees working for customers in Sweden, Finland, Norway and Denmark.

Building on belief

The TCS commitment



**In it
for good**



**Bring
everything**



**Know-
how**



**Master the
journey**

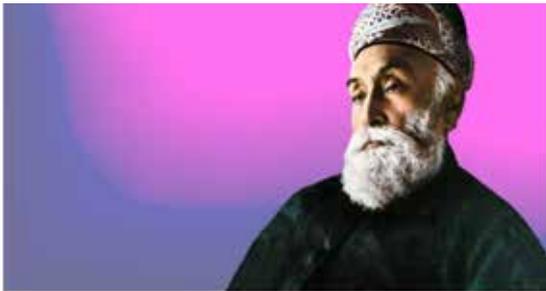
- **In it for good** Long-term view, building relationships that endure, leading to mutual growth and sustainable outcomes.
- **Bring Everything** Partner who combines every resource in their armoury with an utter determination to succeed. Ideas magnified and value multiplied, at global scale.
- **Know how** You experience certainty.
- **Master the journey** Along with certainty, you also need partners who can deal with uncertainty. We provide the agility and continuity you need to navigate perpetual change.

Net Zero Emissions by 2030



TCS is committed to reducing absolute greenhouse gas emissions across Scope 1 and Scope 2 by 70% by 2025 (over a 2016 base year) and aspires to achieve net-zero emissions by 2030. The scope of this target includes Global TCS operations.

Environmental Focus Areas



In a free enterprise, the community is not just another stakeholder in business, but is in fact the very purpose of its existence.

Jamsetji Tata Founder

- **Energy management:** Energy efficiency through green infrastructure and operational efficiency
- **Carbon footprint reduction:** Maximizing energy efficiency and use of renewable energy
- **Water management:** Efficient use, recycling and rainwater harvesting
- **Waste management:** Segregation, Reduction, Reuse and Recycling
- **Responsible sourcing:** With green procurement policy and sustainable supply chain policy TCS is keen to include the sustainability criteria in its procurement decisions

Contact Details



Roland Bägén

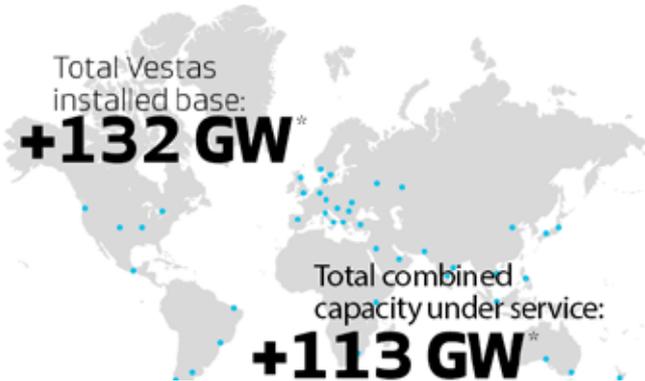
Head of Marketing & Communications TCS

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Vestas design, manufacture, install, and service wind turbines across the globe, and has +132 GW of wind turbines in 83 countries. Vestas uses data to interpret, forecast, and exploit wind resources and deliver best-in-class wind power solutions. Together with our customers, Vestas' more than 29,000 employees are bringing the world sustainable energy solutions to power a bright future.

Track Record



Vestas has more than 40 years of experience, insights and knowledge of wind. Vestas has an extensive portfolio of turbines which are each suited to specific conditions and requirements. Our wind turbines are checked and tested at our own test centers, and we have become world leaders in cost-effectiveness, quality and safety.

Offshore Wind Solutions



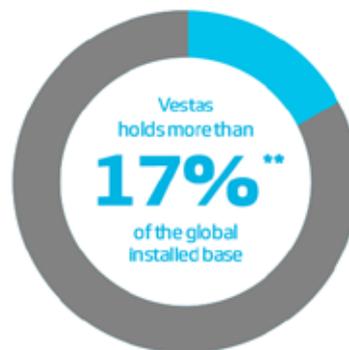
Vestas have installed offshore wind since 1995 and are experts in all facets of fixed-bottom and floating offshore wind, including project engineering, installation, operations, service and maintenance. Delivering safely and on-schedule offshore is in our DNA. With more than 25 years of experience, Vestas has become world leaders in proving offshore wind solutions. Our offshore turbines are available for both high and low-wind geographies, technologies to protect against even the harshest typhoon conditions.

Onshore Wind Solutions



Vestas has introduced the onshore wind turbine V155-3.3MW™ to the Indian market, and thereby expanded the 4MW solution to strengthen park performance in low and ultra-low wind conditions. V155-3.3 MW™ features the largest rotor of the 4MW solution, increasing swept area to 18 869m2 and delivering excellent partial load energy production. V155-3.3MW™ features a 175W/m2 specific rating and high capacity utilization factor depending on site-specific wind conditions.

Installed capacity



Worldwide installed wind capacity: **+650 GW*****

**Vestas Track Record as of 30. September 2019
 ***Global Wind Statistics 2019 (Year-end), GWEC

Service Solutions



Vestas has the largest fleet of wind turbines under service in the world. We offer flexible maintenance offerings - from low scope services to wall-to-wall programs with advanced guarantees. Vestas has an extensive range of parts and repair services, including uptower repairs of major components and advanced inspection programs. Vestas has the world's largest wind turbine spare parts shopping platform, Shop Vestas.



Vestas now service more than 50,000 wind turbines and around 10,000 dedicated service colleagues across 72 countries work committedly to maintain and support the biggest wind turbine fleet in the world. With more than 113GW of turbines under service, Vestas helps remove over a hundred million tonnes of CO₂ every year from the atmosphere by providing reliable, sustainable and cost-effective renewable energy.

CSR at Vestas



Vestas is committed to respecting human rights within the development of wind energy projects that we contribute to. Vestas started a community programme close to its 250 MW wind farm in Gujarat while it was under construction.

The initiative is based on specific community needs in the 13 villages closest to the wind farm. Through discussions with the community and local stakeholders, several themes were identified. The areas prioritized were children's education, skills development, water and sanitation, and healthcare of domestic animals. The wind farm is now in the Service phase and the programme is ongoing.

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400 YEARS OF RELATIONS

In 2020, Denmark and India celebrated 400 years of trade and exchange based on mutuality, respect and cooperation. The India-Denmark Green Strategic Partnership is a timely opportunity to continue - and further develop - this strong connection in a world where green collaboration is the need of the hour.

member companies of the Indian Danish Chamber of Commerce are world leaders in sustainable solutions and stand ready to support the India-Denmark Green Strategic Partnership and its ambitions for inclusive, sustainable development.

Together, we can create a greener and more prosperous world for all.

