



KAY BOUVET

Kay Bouvet Engineering Limited

Business Plan

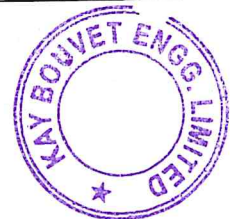
1. COMPANY PROFILE:-

We, Kay Bouvet Engineering Limited registered as a foreign company under Tanzanian companies act and having its registered office situated at Block No.43, Ngome House, 6th floor, Sinza Street, TRA Road Mwenge, Kijitonyama, Kinondoni, Dar es Salaam Postal Code 14113, Tanzania. The Head office of the company is situated at Plot No. N-3, Additional MIDC Area, Satara-415004, Maharashtra, India

The company into the business of manufacture, sellers, import, export of sugar, paper, cement chemical, heavy engineering machinery, turnkey projects including civil work, specialized machinery and equipment's and other industrial machinery in any form and shape including the erection and commissioning of machineries.

Registration details in Tanzania:-

1.	Name of the company	M/s. Kay Bouvet Engineering Limited
2.	Status of the company	Registered
3.	Type of the company	Foreign Company
4.	Certificate of Compliance no.	144323505
5.	Date of Registration	16 th Oct, 2020
6.	Registered office situated at	Block No.43, Ngome House, 6th floor, Sinza Street, TRA Road Mwenge, Kijitonyama , Kinondoni, Dar es Salaam Postal Code 14113, Tanzania
7.	Directors	1. Mr. Niraj Chandra 2. Mr. Sushil Chandra 3. Mr. Arvind V. Kulkarni
8.	Business Activity	To carry out manufacture, supply, import, export of sugar, paper, cement chemical, heavy engineering machinery, turnkey projects including civil work, specialized machinery and equipment's and other industrial machinery in any form and shape including the erection and commissioning of machineries.
9.	TIN NO.	144-323-505
10.	VAT Registration No.	40-040934-B
11.	CRB Registration	Availed -Receipt No. CRB/R/2020/11846 Dated 11 th June, 2021
12.	Business License	Availed -B3773474
13.	Head office address in India	Plot No. N-3, Additional MIDC Area, Satara-415004, Maharashtra, India





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2. BACKGROUND OF THE CHIEF PROMOTER/DIRECTOR:-

Mr. Niraj Chandra is the Chief Promoter and Director of M/s. Kay Bouvet Engineering Limited. He is well-known heavy duty Engineering & Fabrication Company in India.

Mr. Niraj Chandra is a Bachelor of Commerce and looking after company's day to day operations of this company since its inception.

Mr. Niraj Chandra aged 57 years and has over 40 years' experience in the field of heavy duty engineering especially Manufacture, Supply and Erection of Sugar, Paper, Cement Plants etc. He has been involved in the design and development of engineering components for sugar factories, power plants and other industrial units. He hails from Chandra family of Yamuna Nagar who have been in engineering industry for past 50 years. Since 1985 he has been in-charge of Satara Unit of Kay Iron Works Limited. He has also promoted three other units viz. Kay Nitroxigen Pvt. Ltd., Kay Industrial Gases, Kay Chandra Iron Engineering Works Pvt. Ltd., companies engaged in industrial gases business. The Kay Bouvet Engineering Limited floated by Mr. Niraj Chandra with foreign collaborator to manufacture critical mill components for sugar and other sectors. Both Kay Oxygen and Kay Bouvet are profit making companies.

He led the creation of a state of art manufacturing facility at Satara, with modern machinery imported from Germany and related infrastructure. Under his leadership, KBEL is now recognized as one of five industries in India who are approved supplier of specialized equipments for Nuclear power, Defense.

After successful completion of various projects in India under his leadership, KBEL is awarded the contract for setting up sugar plant in Sudan worth USD 106 Million and another worth USD 50 Million contract to Tanzania. Besides, in domestic market, company could get work orders to the tune of Rs. 300 Cr from NPCIL, ISRO and various defense establishments.

He has also completed successfully KBEL's development and expansion of infrastructure facilities which are unique & specialized as per the requirements of defense establishment's & other sector. By entering into technical collaborations with Foreign Company for Ethanol, he has made KBEL a major force in Sugar Industry.

His strategic vision and strong leadership is instrumental in sustainable growth and expansion of the company. Under his leadership, the company could execute the collaboration for Ethanol plant with renowned Brazilian company and also successfully diversified its traditional business of Sugar industry to Special Product Division where the company has achieved tremendous success.





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KBEL is a General Heavy Duty Engineering company, well equipped with modern infrastructure for precision heavy engineering jobs, fabrication, machining and assembly facilities.

The Company is catering to the nuclear, defense & space sectors, manufacturing sugar plants and power plants on an EPC basis.

In a scenario where the globalization of economy has made the market of engineering industry more competitive, KBEL is well placed in the market to deliver high quality service and equipment at highly competitive prices with desired quality. Mr. Niraj Chandra is the only person who is instrumental to place KBEL to the present height.

As such Mr. Niraj Chandra is having rich experience & background in the field of heavy duty engineering and fabrication.

The company has achieved following Accreditation and Major Orders in last 10 years under the leadership of Mr. Niraj Chandra.

- ❖ 2020: Accredited a certificate of ISO 9001-2015
Awarded order from The Nawansharhr Cooperative Sugar Mill Ltd
- ❖ 2019: Awarded order from Tanzania National Roads Agency,
TANROADS, Tanzania
- ❖ 2018: Awarded order from GM Sugar & Energy Limited for Expansion
Awarded order from The Sonipat Co-operative Sugar Mills Limited
Awarded order from Bharat Heavy Electricals Limited, BHEL
- ❖ 2017: Awarded order from Nuclear Power Corporation of India Ltd, NPCIL
- ❖ 2016: Accredited a registration in Project Exports Promotion Council of India
Awarded order from Myanmar Economic Corporation, MEC, Myanmar
- ❖ 2015: Awarded order from Myanmar Economic Corporation, MEC, Myanmar
Awarded order from Department of Atomic Energy
- ❖ 2014: Awarded order from Vikram Sarabhai Space Centre, VSSC (ISRO)
- ❖ 2013: Accredited a certificate of ASME & The National Board
Awarded orders from The Guyana Sugar Corporation, Guyana
Awarded order from Rana Sugars Limited, Chandigarh
Awarded order from Dangote Global Service Limited, United Kingdom
- ❖ 2011: Awarded order from Mashkour Sugar Project, Republic of Sudan
Awarded order from Shree Basaveshwar Sugars Limited, Karnataka
Awarded order from The Markandeya Cooperative Sugar Mill Ltd,
Karnataka
- ❖ 2010: Accredited a registration in Engineering Export Promotion Council
(EEPCINDIA)
Awarded order from Shivarathna Udyog Limited, Maharashtra





3. PROJECT DETAILS:-

The company have received an order from Government of Tanzania through Tanzania National Roads Agency (TANROADS) for Design, supply, installation and commissioning of 2500 TCD turnkey sugar factory (with refinery) for Mbigiri Farm, Morogoro Tanzania valuing USD 50.85 Million. All the sugar machineries for this project will be imported from our manufacturing units situated at India, and erection and commissioning work will be carried out from Tanzania.

The company has opened branch in Tanzania for carrying out aforesaid erection work of sugar project. The total value of erection contract under this project is USD 4,560,000 (US Dollar Four Million Five Hundred Sixty Thousand only)

The aforesaid erection work for project will be started in the month of January 2022. The company needs to have own setup to carry out the erection work so as to complete the project till December 2022, and also intend to continue to carry out maintenance work of this sugar factory in future.

Besides present project in hand, there are also existing and upcoming new industries in Tanzania such as steel, mining, cement and agro based industries. The company plans to carry out maintenance work of such existing industries as well as erection work including civil work for new industries with the help of proposed erection set up.

4. MACHINERIES REQUIRED FOR THIS PROJECT:-

The proposed to set up will have following list of machineries which is costing of USD 6, 50,000 (US Dollar Six Hundred Fifty Thousand only) to be imported from UK and India.

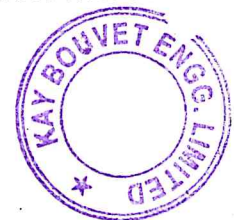
1. 2007 Grove GMK 5100 Hydraulic Mobile crane, capacity 100 Metric Tons Valued of USD 310,000
2. one (1) 2 axle trailer dolly for A Grove GMK 5100 crane USD 12,000
3. 2 Farana Hydras, tools and trackless, welding machines and other Misc. machineries valued of USD 3, 28,000.

Above all machineries are very useful in the erection and commissioning activities in various industries.

5. PROJECT FINANCE:-

The company is arranging its own funds as an equity from head office India to purchase aforesaid machineries.

The company have already made part payments total of USD 252500 of above mentioned first 2 machineries.





6. MARKETING:-

At present in Tanzania existing Cement, Steel, Mining, Reinforcement Steel, Flour Mill, Hydro and Thermal Power Projects are facing severe hurdles for want of fabrication, erection and installation facilities. All these plants are have to depend on other countries for their fabrication, erection and installation requirements. Our Management will concentrate requirements of these projects and will give thrust to cater their needs on priority basis. Keeping in view, their requirements, our Management does not foresee any problems in getting required quantum of business. The company will appoint specialized marketing team comprising experienced persons to identify & focus on their needs on long term business. The company shall have full-fledged marketing team of local persons as well as from nearby countries.

Besides Tanzania, the marketing division of the company will also mobilize business from the nearby countries where fabrication, erection and installation facilities are not available. We have already conducted informal survey of nearby countries. The management is very much confident to get desired business from the nearby countries like Kenya, Uganda, Rwanda, Burundi and Democratic Republic of the Congo.

The company also proposes to have a long term tie up with local industries to have assured business.

7. KEY FINANCIAL INDICATORS (IN US \$ MILLION):-

Particulars	Years				
	I	II	III	IV	V
Gross Revenue	1.500	2.500	2.750	3.025	3.325
Cost of Production	0.840	1.386	1.540	1.694	1.815
Admin / Selling Exp.	0.26	0.594	0.660	0.726	0.778
Net Surplus	0.310	0.520	0.550	0.605	0.732

8. MANAGEMENT:-

The overall management of the company will rest with the Board of Directors. The Chief promoter will be Chairman & Managing Director of the company and will head the Board of Directors. The day to day affairs of the company will be looked after by General Manager who will control various departments (i.e.) Production, Quality Control, Marketing, Finance & Accounts





9. OBJECTIVES OF THE PROJECT:-

1. Investment from India: - The promoters of the company will bring foreign investment of USD 0.650 Million.
2. Technology Transfer: - The Company will bring new technology and skill in manufacturing of sugar machineries & specialized equipments from India.
3. Export: - The Company will provide erection, commissioning and maintenance services to existing as well as new upcoming industries in Tanzania. The company will also provide services to industries of neighboring countries of Tanzania, so it will help to increase foreign exchange earnings.
4. Employment: - The Company will create new employment opportunities for skilled and unskilled labours in the country.
5. Local Economy: The Company will help to link of the local economy with the international market.
6. Consumption of Local Material: - The Company will promote processing of local raw materials for export (value addition).
7. Competitive Environment: - This Company will help to enhance international Competitiveness.

10. PROJECT LOCATION: -

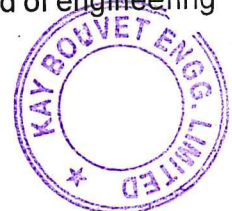
The Company will carry out the erection and commissioning work at Tanzania National Roads Agency (TANROADS) site situated at Mbigiri Farm, Morogoro Tanzania.

11. NEW EMPLOYMENT OPPORTUNITIES:-

The company will generate about 20 employment opportunities for local workers and 10 for foreign nationals through this set up.

Conclusion:-

The country Tanzania is one of the stable and fast growing country in the African region and one of the biggest and busy sea port available in Dar es Salaam, Tanzania. The proposed project is viable - economically & technically. The conducive atmosphere in the country, upcoming units in the engineering industry and process industries supportive policies of the Government of Tanzania, as well as business potential from the nearby countries the management for see excellent opportunity for erection and installation services business. Rich experience of chief promoter & his team in the field of engineering





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and fabrication are the major factors which will make this project viable. This project will generate additional employments opportunities for local personnel. The proposed set up will give boost to the mother industries (i.e.) Cement, Steel, Power Industries in the Tanzania & nearby Countries. This unit will help to generate employment the local people & also Government revenue some extent.

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