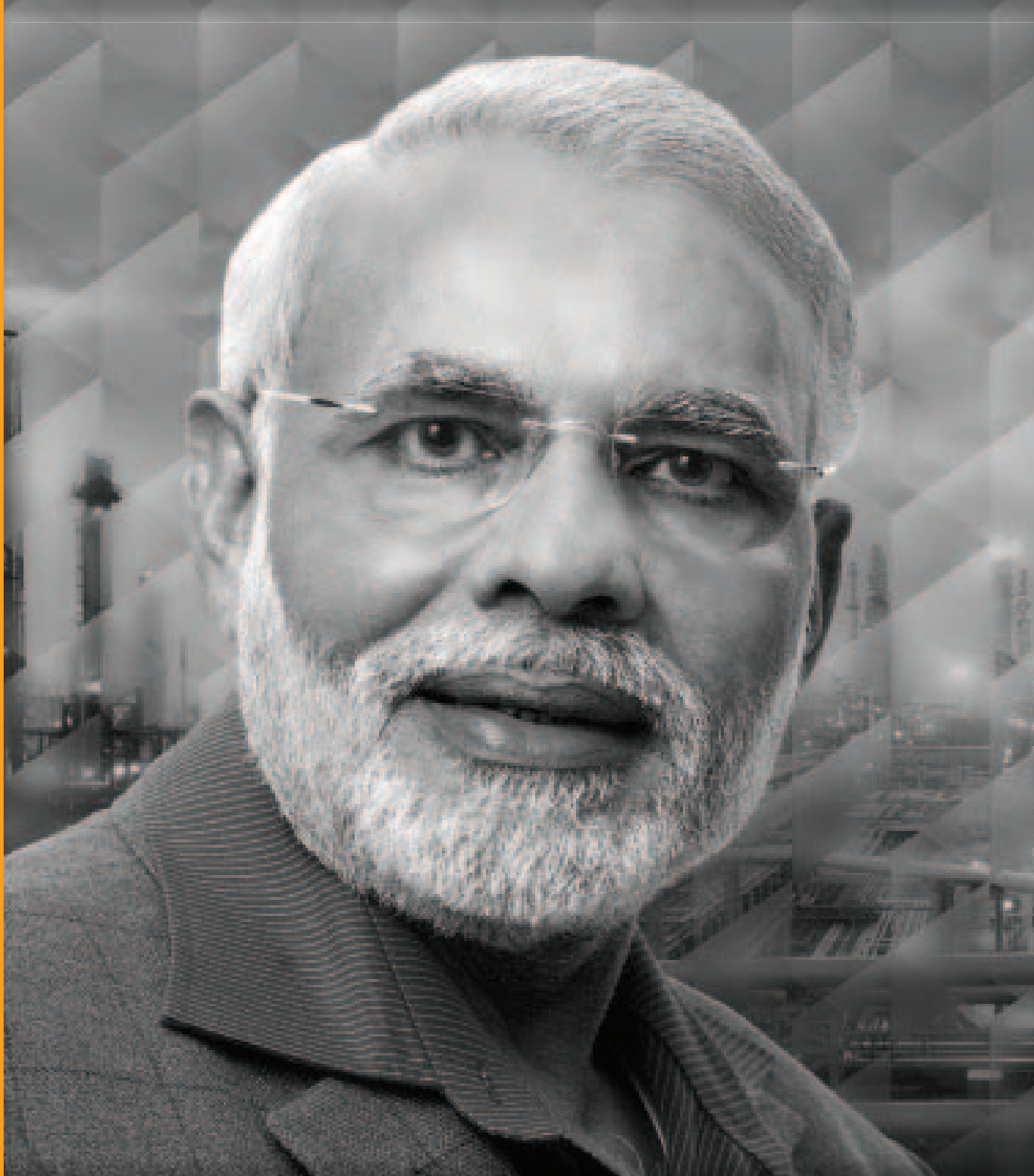


EYE ON

INDIA 2016

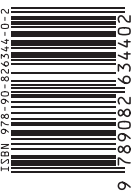
ENERGY



Energy for India
Shri Dharmendra PRADHAN
Hon'ble Minister (I/C)
**MINISTRY OF PETROLEUM
& NATURAL GAS**

Transformational Strategy
Ashvini KUMAR
Managing Director
**SOLAR ENERGY
CORPORATION OF INDIA**

Pull Out Map
India Renewable Energy
2016
**THE ROAD TO 175GW
BY 2022**





Indian manufacturer and worldwide supplier of high quality oil well down hole completion and production equipment since 1989.

BEARING THE INDIAN MANUFACTURING FLAG TO THE WORLD



BOTIL OIL TOOLS INDIA PRIVATE LIMITED

Bhora Kalan, Bilaspur - Pataudi Road
Off NH-8, MS-60, Gurgaon 122413

Haryana, INDIA

Phones +91 124 286 6300

Tools of the Trade



H. L. KHUSHALANI
Chairman
BOTIL OIL TOOLS

Started as a JV with Baker Oil Tools, USA in 1985, BOTIL Oil Tools India has successfully grown into a global oilfield equipment manufacturer after the American company exited in 1995. Chairman, H. L. Khushalani, reflects on the company's journey and tells EYE ON about BOTIL's manufacturing capabilities and future growth strategies.

How do you assess the company's current market presence in India and overseas?

BOTIL Oil Tools has come a very long way in the past three decades, and is now recognised as a global oilfield equipment manufacturing leader with exports reaching markets as far as Oceania and Latin America. As a company, 50% of our production is exported to up to 47 countries as of 2016. While we were initially confined to the manufacturing of basic cementing

and rotation with axial loading tests. Our facility also includes 100% captive generated power (diesel and solar) and all our high-tech machinery benefits from an uninterruptible power supply back up.

We have the most modern production machines in eight five-axis multitasking Mazak Japan-made turn mills, specially equipped for machining high chrome, high nickel exotic materials like Inconel. Six of these are fitted with double spindle of equal power and a

For Make in India to succeed, India needs to have benchmarks of its own, or better align with globally accepted international standards under the banner of ISO instead of remaining dependent on American Standards, which attract geo-political considerations.

equipment and bridge plugs, our product line currently includes 40 different pieces of equipment, amongst which 15 different packers like seal bore, permanent, retrievable, wireline and hydraulic set, have been developed in-house. Our offering now includes the entire range of oilfield equipment from low to high-tech products, with the exception of only specialised equipment required for deep-water projects.

CNC-controlled gantry and gripper system for loading/unloading of work pieces, which are auto-indexed on the conveyor system. Overall, we can bore, counter-bore, hone and machine items up to 25 feet in length and in accuracies up to 0.0005" in our 52 machine workshop.

What are your growth expectations for the near to medium-term?

We see increased business opportunities in the Middle East, where we are looking at setting up technical facilities in Kuwait and Oman, and are already executing a \$15 million contract with Algeria's Sonatrach. In Oman, we have been in an advanced stage of discussions with Petroleum Development Oman (PDO) to add in-country value through a facility that would include services, assembly and testing of selected products for MENA regional markets. Such new ventures will ensure the continued success for BOTIL overseas and continue to assert the strength of Indian manufacturing on the global stage. ■

What is BOTIL Oil Tools manufacturing set up?

We are located on a 20 -acre plot out of which we operate a 10-acre manufacturing plant. The balance 10 acres of land remains available for future expansion.

We notably pride ourselves in having a fully automated 15,000-pounds pressure test well facility, which can test equipment to temperatures as high as 500 degrees F and up to 200,000 axial loading. The test station also includes facilities for 17bpm mud flow, 22,500psi nitrogen gas pressure and 10,000psi water flow

By the Numbers:

Products range:

40

Export countries:

47

E&P companies and users:

82

Employees:

350