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## **BHEL achieves another breakthrough in the Middle East region; Bags single largest export order for a Gas Turbine-based power plant from Yemen**

India's largest Power Project exporter, Bharat Heavy Electricals Limited (**BHEL**) has achieved another milestone in the Middle-East region with an order for a Gas Turbine-based power plant from the Republic of Yemen. The order has been won in the face of stiff international competition from leading companies from Russia, Korea and Saudi Arabia among others, through International Competitive Bidding (ICB). Valued at US\$436 Million, the EPC (Engineering, Procurement and Construction) contract for the Marib Gas Based Power Project (Phase II) has been placed on **BHEL** by the Public Electricity Corporation (PEC) under the Ministry of Electricity and Energy, Yemen. The contract signing ceremony between **BHEL** and PEC took place in the office of the Hon'ble Prime Minister of the Republic of Yemen in the presence of a host of dignitaries including the Indian Ambassador to Yemen and several Ministers of the Republic of Yemen. Significantly, this is the largest value order secured by **BHEL** in the international market for a Gas Turbine-based power plant and is a major breakthrough for **BHEL** in the Yemeni power market. The project is financed by the Arab Fund for Economic and Social Development, the Saudi Fund for Development and the Government of Yemen. By participating in the infrastructure sector of Yemen, **BHEL** aims to catalyze industrialisation in Yemen, thereby enabling social development in the country. Yemen is planning to add another 3,000MW of installed capacity in the next 4-5 years which will present an opportunity to **BHEL** to further expand its operations in this country. Riding high on its dominant domestic position, **BHEL** is taking long strides to become a major global player by enhancing its presence in international markets. It has identified overseas business as a major thrust area and the company's globalisation strategy is yielding rich dividends. **BHEL** has a rich and varied experience of supplying and installing over 1,00,000 MW of power plant equipment and has established its footprints in all the six continents of the world, spanning over 70 countries. So far, projects totaling to over 12,500 MW have been contracted from overseas market. **BHEL** is presently executing 45 contracts in 23 countries, which include major turnkey projects in Bangladesh, Bhutan, Libya, Syria and Sudan. **BHEL**'s technical competence has earned worldwide acclaim and the company is taking long strides to become a major global player by further enhancing its presence in targeted international markets through consolidation in existing markets, widening the export base through expansion of its existing basket of products and services, and by entering new markets. Strategic business initiatives for further growth in overseas business include positioning **BHEL** as a regular EPC contractor in the global market both in utility and IPP segments; and exploring various opportunities for setting up overseas joint ventures and marketing offices. For outstanding export performance, **BHEL** was recently awarded the Engineering Export Promotion Council (EEPC)'s Top Export Award for the twentieth year in succession.

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