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## **BHEL bags EEPC's Top Export Award for the 20th consecutive year**

For outstanding export performance, Bharat Heavy Electricals Limited (**BHEL**) has won the Engineering Export Promotion Council (EEPC)'s Top Export Award for the twentieth year in succession. Conferred on **BHEL** in the category ~Star Performer in 2008-09 for Project Exports - Large Enterprise™, The award was presented by the Hon™ble Union Minister for Commerce and Industry, Mr. Anand Sharma. 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. In fiscal 2009-10, bucking the global recessionary trend, **BHEL** achieved a physical export order inflow of nearly Rs.3600 Crore. The year marked significant steps towards globalisation with successful forays in new markets and new product areas, apart from firmly establishing the company's presence in existing markets and areas. This included a string of successes with entries into new markets like Belarus and new product areas in Democratic Republic of Congo; an order for the largest ever Hydro Project ~ 1,200 MW Punatsangchhu Hydroelectric Project in Bhutan and the 21st consecutive order for transmission equipment from Public Power Corporation (PPC) Greece, which was an unparalleled achievement. Total export turnover (Physical & Deemed) was also at an all-time high of Rs.14,436 Crore during the year, accounting for over 40% of the company's turnover during the year. A major milestone of the year was the commissioning of four power plants in overseas markets totaling to 734 MW ~ the maximum in a single year. While power projects were commissioned in Bangladesh, Iraq, UAE and Indonesia, substations were commissioned in Afghanistan, Ethiopia and Bangladesh. **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.

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