



मनोज कुमार शाह  
कार्यपालक निदेशक  
**Manoj Kumar Shah**  
Executive Director

भारत हेवी इलेक्ट्रिकल्स लिमिटेड  
अंतर्राष्ट्रीय परिचालन प्रभाग  
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**X/IO/EOI-SA/2020**  
**Dated: 24<sup>th</sup> July, 2020**

**H.E. Mr. Satbir Singh**  
**High Commissioner**  
**High Commission of India**  
**No. 9, Ridge Road, Roman Ridge**  
**PO Box CT-5708, Cantonments, Accra (GHANA)**

Excellency,

### **Global EOI Notice for the Appointment of Sales Agents for BHEL products**

We take this opportunity to convey our highest regards to your kind self and send warm greetings from BHEL, India!

You may be kindly aware that BHEL, a Maharatna public sector undertaking, established in 1964, is one of India's largest engineering and manufacturing enterprise in the energy and infrastructure sectors and a leading power plant equipment manufacturer globally. BHEL serves the core sectors of the economy and provides a comprehensive portfolio of products, systems and services in power, transmission, transportation, renewables, water, defence & aerospace, Oil & Gas and other industries from its widespread network of 16 manufacturing plants catering to over 150 project sites in India and overseas. The worldwide installed base of power generating equipment supplied by BHEL is approximately 190 GW with references in 84 countries in all the six inhabited continents of the world. BHEL manufactured sets contribute to approximately 53% of installed capacity and more than 60 % of total power generated from utility sets in India. With an average annual revenue of around US \$ 4 billion and employee base of over 34,000 including more than 9000 highly qualified Engineers and Managers, BHEL has undertaken a strategic transformation journey to widen its Global reach.

BHEL's overseas references encompass almost the entire range of BHEL products and services, covering thermal, hydro and gas turbine based power projects, substation projects, power plant rehabilitation projects, besides a wide variety of products, like transformers, compressors, motors, valves, oil field equipment, electrostatic precipitators, photovoltaic equipment, insulators, heat exchangers, switchgears etc.

BHEL supplied Thermal power projects have been installed in Cyprus, Malta, Libya, Egypt, Senegal, Indonesia, Thailand, Malaysia, Sudan, Syria; Gas-based power projects in Oman, Libya, Malaysia, Saudi Arabia, Iraq, Bangladesh, Sri Lanka, China, Yemen, Kazakhstan; Hydro power plants in New Zealand, Malaysia, Azerbaijan, Bhutan, Nepal, Taiwan, Thailand, Afghanistan, Tajikistan, Vietnam, Rwanda, DR Congo and Substation projects & equipment in various countries.

In line with the strategic vision of BHEL to increase global reach for its products; BHEL has issued a '**Notice inviting Expression of Interest from interested Parties to enlist as Sales Agents for BHEL Products for Global Markets**' on 18<sup>th</sup> July 2020. EOI was published on BHEL's website [www.bhel.com](http://www.bhel.com) and a copy of the same is attached herewith for your ready reference.

Excellency, we shall be highly obliged if we could get the support of your good offices to get BHEL's notice widely publicised through Indian Embassy website as well as forwarding it to the Chambers/Associations of the local industries, local business groups, potential sales agents willing to promote Indian products, in order to maximise the reach of BHEL notice and to engage with the prospective capable parties from your country.

Please accept, Excellency, the assurances of my highest consideration.

Yours Sincerely,

Handwritten signature of Manoj Kumar Shah in blue ink, with the date 21/7/20 written below it.

(Manoj Kumar Shah)  
Executive Director  
International Operations Division