



भारत हेवी इलेक्ट्रिकल्स लिमिटेड

एचपीविपी, विशाखापट्टणम् - 530 012 (भारत)

Bharat Heavy Electricals Limited

Heavy Plates and Vessels Plant (HPVP),

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Sub: BHEL's invitation for partnership in downstream Oil and Gas section in India and
Abroad-reg

Dear Sir,

Greetings for the day!

As the world navigates the uncertainty of pandemic caused by Covid-19, we hope that this letter finds you and your colleagues in safe and good health conditions.

You may already be aware that **M/s Bharat Heavy Electricals Limited (BHEL)** is one of the largest engineering and manufacturing enterprises of India across several sectors including power generation, power transmission, transportation, renewable, water, Oil & Gas and Aero-Space & Defense. BHEL, a public sector company has a wide spread network of 16 manufacturing plants, 4 overseas offices, 4 regional offices & 8 service centres.

The Oil and gas sector in India is undergoing huge capacity addition (140-160 MMTPA) through brownfield as well as greenfield projects of refineries and petrochemicals plants. In next 5-7 years an investment of 60-80 billion \$ are planned in this sector.

To exploit the huge upcoming business potential in the downstream oil and gas sector, BHEL intends to explore the possibility of addressing the EPC business together with a capable partner. For this, BHEL has recently floated an Expression of interest to invite technically strong global EPC player in Oil & gas sector to explore the possibility of joint working. Copy of EOI is enclosed herewith for your ready reference. As suggested in EOI, we are open to consider any model of joint working and flexible in its terms.

If your company also feel that a winning preposition may be created by complimentary capabilities of the two companies, we would like to set-up a conversation with you at the soonest possible mutual convenience. The interaction with your group may be carried out through mail (sundru@bhel.in or chokhani@bhel.in), phone 91-9490746890; 91-9719429966 or 0891-6681844 or virtual meeting through WebEx. We look forward to hearing from you on this matter.

Regards,

Yours faithfully,
for Bharat Heavy Electricals Limited

Rakesh Kumar
(Rakesh Kumar Chokhani)
General manager/BHEL-HPVP