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## **BHEL achieves another path-breaking success in international business; Shell selects BHEL for supply of Gas Turbines**

New Delhi, November 6: Bharat Heavy Electricals Limited (**BHEL**) has signed a prestigious five-year Enterprise Framework Agreement (EFA) with Shell for the supply of Gas Turbine Generator (GTG) packages to select Shell locations in Asia-Pacific, Middle-East, Central Asia, Eastern Europe and Africa. The agreement covers supply of Frame-5 (26 MW), Frame-6B (42 MW) and Frame-9E (126 MW) GTG packages by **BHEL** for power generation application and includes installation and commissioning services. This EFA is consistent with Shell's approach of collaborating with fewer suppliers to achieve Top Quartile performance and is a key milestone for Shell in its journey to work with high-potential suppliers from emerging countries who can bring long-term value to the company. **BHEL**, a USD10 Billion engineering and manufacturing company with major business interests in the power generation and transmission sector, has been manufacturing Gas Turbines under license from GE since 1986 and has so far supplied nearly 200 units to both domestic and overseas customers. Gas turbines and associated auxiliaries, required under the EFA, will be manufactured and supplied by **BHEL's** Hyderabad facility and the Control systems will be manufactured and supplied by **BHEL's** Bangalore facility. **BHEL's** globalization strategies are yielding rich dividends and **BHEL** today has references in over seventy five countries in six continents. For Gas-based power projects, **BHEL's** overseas references encompass projects in many countries like Oman, Malaysia, UAE, Saudi Arabia, Iraq, Bangladesh, Sri Lanka, China, Kazakhstan, Yemen etc. This EFA will give **BHEL** an excellent opportunity to extend the spread of its GTG business in many untapped geographies worldwide.

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