

'RE-ENTERING GLOBAL MARKET'

Prime Minister Narendra Modi's recent visits to European and Middle East countries have helped Indian PSUs in strengthening their position in the global market, feels SPS Bakshi, Chairman and Managing Director of Engineering Projects India Ltd (EPIL). In a conversation with *Bureaucracy Today*, the technocrat shares the various overseas projects the EPIL is working on.

◆ By Soma Chakraborty



SPS BAKSHI, CMD, Engineering Projects India Ltd

Aimed at spreading its wings across the globe, the EPIL, an Indian public sector enterprise, which is engaged in executing civil engineering, structural and other heavy engineering works, is now hoping to bag some major contracts in the Gulf and European nations.

"We are taking lots of steps to re-enter the global market. In fact, recently we opened a registered office in Saudi Arabia. We are also looking forward to getting major contracts for modernisation of oil refineries in Kuwait. Talks are also on with Kuwait for building highways and airports. In the past, Indian companies have successfully implemented many infrastructural projects in Kuwait and other Middle East countries and we are focusing to revive the past glory," EPIL CMD SPS Bakshi says.

The EPIL is in talks with the Kuwait National Petroleum Company for upgrading the Mina Al-Ahmadi and Mina Abdulla oil refineries.

Bakshi further says, "Our focus is mainly on executing technology projects. Building superspeciality hospitals will be our core area overseas. Apart from Kuwait and Saudi Arabia, we are also building our base in Iraq. We are doing some very strategically important infrastructural projects worth Rs 4,500 crore in Oman. The first phase has already been completed successfully and we are now implementing the second phase."

The EPIL is also in talks with the Sri Lankan Government for exploring opportunities of bagging a real estate development project in Colombo. "In fact, we are working in a very big way for the rehabilitation and reconstruction of multistoried townships in the heart of Sri Lanka. It is a unique housing project," Bakshi says.

The CMD opines that Prime Minister Narendra Modi's recent tours of the Gulf and European countries have made it easier for Indian

PSUs to bag overseas contracts.

"The PM's visits to European and Middle East nations have given a huge boost to public sector undertakings. The visits have lifted the image of India and Indian PSUs in the global forum. Lot of synergy has been developed between India and European and Arab countries which will definitely benefit Indian professionals. One of the most important outcomes of the PM's foreign visits is that it has made technology transfers very easy. With this, Indian PSUs can upgrade their technology which will give them a strong base at international platform," he says.

Infrastructure development is a huge market now. Indian corporates and PSUs are collaborating with foreign companies to capture the global market in the infra sector. In this context, Bakshi says, "China is our main competitor in the infra sector and upgrading our technology will give us an edge over our rival."

SMART CITIES

Bakshi says the French Government has contacted the EPIL for partnering with the PSU for setting up *smart cities* in India. "In fact we are very soon going to sign MoUs with five or six French companies, including Egis and Schneider, for development of smart cities in India," the CMD says proudly.

"The EPIL has succeeded in building up a strong base overseas in the last one year. We convey our thanks to the Indian Government, Prime Minister Modi and the Indian embassies in Oman, Kuwait and Sri Lanka for encouraging and facilitating us," Bakshi says. ■

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