

Winning ways of our builders in India

SUN 12 OCT 2001

By Kavitha Sabapathy

KUALA LUMPUR: Malaysian road builders have won up to 30% of all contracts awarded up to now and half of all jobs granted to foreign tenders by the Indian government, according to international consultants Ernst & Young.

Malaysian firms are also likely to be in the running for the next batch of contracts worth some RM7.6 billion by next March, the firm said.

Amitabh Singh, director of Ernst & Young India, told reporters at the launch of a conference on highway jobs in India yesterday that Malaysian companies stand a better chance based on their reputation.

The firms have already made their presence felt in India, and this will also pave the way for other small- and medium-sized Malaysian contractors to enter the Indian market.

"It's a window of opportunity that cannot be ignored and

there're only five months left to go," he said.

The Indian government has

committed RM38 billion to upgrade the country's highways.

So far, about RM11.4 billion

has been awarded, and another RM7.6 billion of work is up for tender by the first quarter of next year, while the remaining RM19 billion is expected to be spent within the next four to five years, Amitabh said.

Among major Malaysian firms that have invested in Indian highways are Gamuda Bhd, United Engineers (M) Bhd, Leader Bridge Holdings Sdn Bhd, IJM Corporation Bhd and Road Builder Holdings Bhd.

Amitabh said Malaysian companies have submitted their bids for all the upcoming projects. Other bidders include companies from Indonesia, Russia and South Korea.

Meanwhile, Ernst & Young Consultants Sdn Bhd executive director Kenneth Lim urged local construction companies to expand beyond Malaysian shores and seize highway construction opportunities opening up in India.

He said the construction sector is declining in Malaysia and highway projects are reaching saturation here.

MALAYSIAN COMPANIES IN INDIA		
Company	Location in India	Value of Project
Gamuda Bhd & WCT Engineering Bhd	West Bengal	RM 420 Mil
Leader Bridge Holdings Sdn Bhd	Kerala, South India	RM 3.88 Bil
Bina Puri Holdings Bhd	Rajasthan	RM 104.10 Mil
United Engineers (M) Berhad	Andra Pradest, Tamil Nadu	RM 407 Mil
Sunway Construction Bhd	Jharkand, Bihar	RM 250 Mil
Ho Hup Construction Co Bhd	Andra Pradesh	RM 206 Mil
IJM Corporation Bhd via 23% owned		
CIDB Inventures Sdn Bhd	West Bengal	RM 447 Mil
Road Builder (M) Holdings Berhad		
Pati Sdn Bhd	Karnataka State	RM 83 Mil
Sunway Construction Bhd	Punjab State	RM 61 Mil
Burnihway (M) Sdn Bhd	Orissa State	RM 75 Mil
via Burni Hiway (India) Pte Ltd	West Bengal	RM 370 Mil
Road Builder (M) Holdings Bhd		RM 500 Mil
IJM Corporation Bhd	Gujerat	RM 70 Mil
Pati Sdn Bhd	Andra Pradesh	RM 179 Mil
IJM Corporation Bhd		

Source: Reuters