Uhde

**Header: Proving its mettle**

**Intro:** This one looks determined to set it right….that India can be as good in engineering services as it is in information technology. Welcome to Udhe India

It is happening. Engineering services from India could be the next BPO offering. But it is not happening in as big a way as you would like it to. But – this is the one to watch.

Uhde Gmbh holds an almost 80% stake in Uhde India - engineering, procurement, construction (EPC) and management company. Uhde India has been present in India for over three decades and has two offices in Mumbai and Pune with over 550 qualified and trained technical experts. Uhde Gmbh is one of the world’s leading EPC contractors in the field of design and construction of chemical and allied process plants.

Uhde’s experience covers projects for chemical and allied industries and spans more than 30 years and comes with Uhde’s engineering competence. The company functions in the area of pre-project work, extended basic engineering and feed package, detailed engineering, project management, procurement, construction, commissioning and start up. It also works in the area of fertilisers, petrochemicals and organic chemicals, refinery units, electrolysis, storages, inorganic chemicals and pharmaceuticals and industrial plants.

Though Uhde India has been into the export segment for several years, it is only over the last three years that the company has got into the export mode. This move was primarily fuelled due to a declining growth rate in the Indian chemical industry and orders drying up in India. Hence, Uhde India felt the need to scout abroad for engineering work. Its experience includes a number of overseas assignments, either directly for clients abroad or for projects implemented in conjunction with parent company, Uhde Gmbh. Exports now account for almost a third of business volumes and Uhde India’s reputation as a global engineering partner is now being consolidated. It is increasingly becoming well equipped to handle international engineering assignments, either independently or together with the parent company or business partners.

Uhde India has handled projects in Belgium, Chile, Egypt, Germany, Indonesia, Iran, Italy, Jordan, Kuwait, Malaysia, Mexico, Myanmar, Qatar, South Africa, Taiwan, Thailand and Turkey.
So could engineering services be a major growth area? Could we see, for instance, Uhde India employing 5,000 engineers? Uhde India has started approaching markets in Malaysia, Iran and Kuwait independently. However, its other contracts are likely to come from the parent company.

An Uhde India spokesperson says that the market size for engineering design services is limited and the company was looking forward to provide end-to-end solutions rather than just exporting design person hours.

Start-Up Year: 1977
Area of Operations: Engineering and design services
Location: Mumbai
Vice–Chairman and Managing Director : Dr. M. Thiemann
Ownership and Funding Details: 80% owned by Uhde GmbH
Approximate Headcount: 550
Approximate Revenues: NA