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## Increasing domestic presence

In a short span of time, New Delhi-based Angelique International Ltd has emerged as a significant player in the EPC space, undertaking turn-key projects in power, water, irrigation and agriculture as well as industrial projects. Currently clocking a turnover of around ₹1,200 crore, the company, promoted by Daya Krishna Goyal in 1996 as an equipment trading company and subsequently into the EPC space in 2002, has primarily been operating in the international markets of Africa, Southeast Asia, SAARC, Middle East, Latin America and Caribbean region. Most of its projects are part of multilateral funding from the World Bank, Asian Development Bank, African Development Bank and United Nations as also bilateral credits from government-to-government routed through the Export Import Bank of India. Employing over 700 people, the company, currently generating over 90 per cent of its revenue from overseas destinations, is now looking to increase its presence in the domestic market. In the next two-three years, it intends to generate around 40 per cent revenue locally. The company, competing with players like Kalpataru and L&T, which currently boasts a domestic order book of ₹500 crore and \$600 million in the overseas destinations, has projects (T&D, substations, rural electrification) in states like Haryana, Rajasthan, MP, Odisha, Himachal Pradesh, Sikkim and Bihar.