



Expression of Interest (Eoi) for Exploring Potential Partners to Address Wind Energy Business

EOI Reference No.- ESSG &NBA/BHEL/Wind/01

Date: 17th February 2024

EXPRESSION OF INTEREST

FOR

Exploring Potential Partner

TO

Address Wind Energy Business in India



Issued by:

Bharat Heavy Electricals Limited

having registered office at

BHEL House, Siri Fort New Delhi-110049 INDIA



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DISCLAIMER

All information contained in this EOI provided / clarified are in good interest and faith. The information contained in this Expression of Interest document or subsequently provided to Bidder(s), whether verbally or in documentary or any other form, by or on behalf of BHEL, is provided on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation of their application for qualification and subsequent selection pursuant to this EOI. This EOI is not an offer by BHEL to the prospective Bidder(s) or any other person. This EOI is neither intended nor shall it be construed as creating or requiring any ongoing or continuing relationship or commitment with any party or person. This is not an offer or invitation to enter into an agreement of any kind with any party.

Though adequate care has been taken in the preparation of this EOI document, the interested firms shall satisfy itself that the document is complete in all respects. The information is not intended to be exhaustive. Interested agencies are required to make their own enquiries and assumptions wherever required. Intimation of discrepancy, if any, should be given to the specified office immediately. If no intimation is received by this office by the date mentioned in the document, it shall be deemed that the EOI document is complete in all respects and firms submitting their interest are satisfied with the EOI Document in all respects.

The issue of this EOI does not imply that BHEL is bound to select and shortlist Bidder(s) for next stage or to enter into any agreement(s) with any Bidder(s). BHEL reserves all right to reject any applications submitted in response to this EOI document at any stage without assigning any reasons thereof. BHEL also reserves the right to withhold or withdraw the process at any stage. Neither BHEL nor its employees and associates will have any liability any loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI document or any matter deemed to form part of this EOI document, the information and any other information supplied by or on behalf of BHEL. BHEL accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance/use of any statements/information contained in this EOI by the Bidder. BHEL is not making any representation or warranty, express or implied, as to the accuracy or completeness of any information/statements made in this EOI.

The Bidder shall bear all its costs associated with or relating to the preparation and submission of its Application including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by BHEL or any other costs incurred in connection with or relating to its Application. All such costs and expenses will remain with the Bidder and BHEL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder in preparation or submission of the Application, regardless of the conduct or outcome of the EOI.



Expression of Interest (Eol) for Exploring Potential Partners to Address Wind Energy Business

Expression of Interest (Eol)

1) Introduction:

This Expression of Interest (Eol) seeks response from Original Equipment Manufacturers (OEMs) / Manufacturers of Wind Turbine Generator (WTG), who are willing to be associated with BHEL through a technology collaboration agreement or Business sharing agreement or any other mode of partnership to enable BHEL to address wind energy business in India.

2) About Bharat Heavy Electricals Limited (BHEL):

BHEL is an integrated power plant equipment manufacturer and largest engineering & manufacturing enterprise of its kind in India, catering to core infrastructure sectors of Indian economy viz. Energy, Transportation, Oil & Gas, Industrial, Renewable & non-conventional energy and defense. BHEL is listed on both major stock exchanges of India (BSE and NSE), wherein the Govt of India (GoI) is holding 63.17% of its equity. To position the company as global industrial giant, GoI categorized BHEL as “Maharatna Company” in 2013, empowering the company with enhanced autonomy in decision-making.

BHEL has 16 manufacturing units, 4 power sector regions, 8 service centers and 15 regional offices besides a host of project sites spread all over India and abroad. Revenue of BHEL for the year 2022-23 was around USD \$2.65 Billion (Rs 22,136 Cr). Highly skilled and committed manpower of approx. 29500 Employees, state-of-art manufacturing facilities and technologies have helped BHEL to deliver a consistent track record of performance. With the current order book exceeding US \$ 13 Billion (Rs. 108600 Cr), BHEL is poised for an excellent future growth.

Our ongoing major technology tie-ups include Siemens Energy Global GmbH & Co. KG., Germany (for Steam Turbines, Generators and Condensers); MHI, Japan (for Flue Gas Desulfurization Systems); Leonardo S.p.A, Italy (for Super Rapid Gun Mount); GE Tech GmbH, Switzerland (for Steam Turbine for Nuclear Power Plant and for Gas Turbines); Vogt Power International, USA (for Heat Recovery Steam Generators); Indian Space Research Organization (ISRO) (for Space Grade Lithium-Ion Cells); CSIR-IIP (PVSA-based Medical Oxygen Plant); NANO Co. Ltd., Korea (for SCR Catalysts); HLB Power Co. Ltd., Korea (for Gates and Dampers); Kawasaki Heavy Industries, Japan (for Stainless Steel Coaches for Metros); Valmet Automation Oy, Finland (for DCS System), Sumitomo SHI FW, Finland (CFBC Boilers) and Babcock Power Environmental Inc., USA (for Selective Catalytic Reduction Systems).

More details about the entire range of BHEL's products and operations are available at www.bhel.com.

3) BHEL's Credentials in Wind Energy Business:

In early 1990s, BHEL had a technology collaboration agreement with M/s Nordex, Denmark for design, manufacture, sell and services of Wind Electric Generator (WEG). Due to this collaboration, BHEL was among first few companies in India who had supplied WEG of rating upto 250 KW. During collaboration period, BHEL had successfully installed around 66 MW of onshore Wind power plants in India. The last WEG was installed in India during early 2000s, after which business was discontinued due to drop in the demand.



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4) Business Potential:

Currently India has around 44.7 GW of wind power installations and as per Government of India (GoI) targets around 140 GW of wind power is to be added by 2030. Due to these targets, the wind electric sector may witness a phenomenal growth in coming years. It is expected that tenders of around 10 to 15 GW per year to be floated in next 6-7 years.

5) Intent of this Eoi:

5.1 Keeping in view the growing potential, BHEL intends to explore possibility of tie-up with the OEMs/ Manufacturers of Wind Turbine Generator (WTG) meeting below mentioned criteria:

- a) Prospective OEM/Manufacturer of Wind turbine generator (WTG) should have WTG Model (suitable for Indian Windy conditions/IEC class-S & confirming to IEC: 61400-1 standard) of rating 3.0 MW and above and the same should be listed in latest Revised List of Models and Manufacturers (RLMM) issued by Ministry of New and Renewable Energy (MNRE), Government of India.

OR

Prospective OEM/Manufacturer of Wind turbine generator (WTG) should have valid type tested (issued by any Internationally Accredited Type Certification Body as per IEC Type Certification standards with Conformity Statement/Statement of Compliance, Final Evaluation Report and Certified Power Curve.) Wind Turbine Generator Model suitable for Indian Windy conditions/IEC Class -S & confirming to IEC: 61400-1 standard) of 3.0 MW rating and above.

AND

- b) Prospective OEM/Manufacturer of Wind turbine generator (WTG) should have Intellectual Property Rights (IPRs) of the technology of the proposed WTG Model.

AND

- c) Prospective OEM/Manufacturer of Wind turbine generator (WTG) should have average revenue of more than INR 1000 Cr (approx. USD 120 Million) in last 3 years.

5.2 Mode of co-operations with the OEMs/ Manufacturers of Wind Turbine Generator (WTG) are as below:

- a) Technology Tie-up /Collaboration Agreement
- b) Business Sharing Agreement with scope split
- c) Combination of a) and b)
- d) Any other mode of cooperation



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Prospective OEM/Manufacturer of Wind turbine generator (WTG) is also expected to suggest the approach and provide all needed support for getting the Type Certification as per IEC/relevant standard so that BHEL can enlist their model into RLMM to address market requirements.

- 5.3 Based on the responses received by BHEL and/ or further discussions with parties, separate Expression of Interest may be issued by BHEL for selection of Partner(s) to collaborate with the prospective OEMs/Manufacturers of Wind turbine generator (WTG) should have as per extant policy of BHEL.

6) Instructions:

- 6.1 The interested OEMs/ Manufacturers of Wind Turbine Generator (WTG) meeting the requirements at 5.1 shall submit their response either through email or registered post on proposed mode for partnership as per 5.2 on or before 01.03.2024 to the following address:

Additional General Manager (ESSG), BHEL, Industry Sector
Integrated Office Complex, Lodhi Road, New Delhi-110003

Mobile: +91 9490493740 / 8130300993 / 9818252884

Office: +91 – 11 – 41793190 / 41793101 / 41793185

Email: jkpatnaik@bhel.in, ajayk@bhel.in , kranand@bhel.in

- 6.2 The response shall necessarily be accompanied with details on, company background & management structure, technical features & product catalogue, valid type test reports of WTG, installed manufacturing capacity at their plants/works, list of installation of WTG in India and overseas, performance and provenances certificate, financial statements of last 3 years etc.
- 6.3 BHEL at its discretion may extend the due date for submission of Eol and the decision of BHEL in this respect would be final & binding on the respondents.
- 6.4 In case any amendment/corrigendum issued to this Eol, it shall be notified only at www.bhel.com
- 6.5 The schedule of Eol shall be as follows:

Sl. No.	Description	Date
1	Issue of Eol Document	17.02.2024
2	Last date of submission of Eol response	01.03.2024

7) Miscellaneous:

7.1 Right to accept or reject any or all Applications:

- a) Notwithstanding, anything contained in this Eol, BHEL reserves the right to consider or reject any application.



Expression of Interest (EoI) for Exploring Potential Partners to Address Wind Energy Business

- b) BHEL reserves the right to verify all statements, information and documents submitted by the Prospective Collaborator in response to the EoI. Any such verification or lack of such verification by BHEL shall not relieve the Prospective Collaborator of his obligations or liabilities hereunder nor will it affect any rights of BHEL.

7.2 Governing Laws & Jurisdiction

The EoI process shall be governed by, and construed in accordance with, the laws of India and the Courts at New Delhi (India) shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the EoI process.