
Subject: Technology Collaboration for Air Separation Unit (ASU)

1) Introduction:

This Expression of Interest (Eoi) seeks response from Original Equipment Manufacturers (OEMs), who are willing to be associated with BHEL through a license & technology collaboration agreement, to enable BHEL to design, engineer, manufacture, assemble, quality control, test, supply, install, erect, commission, repair, service and retrofit state of the art Air Separation Unit (ASU) to meet market requirements.

1.1) Bharat Heavy Electricals Limited (BHEL) is a leading state owned company, wherein Government of India is holding 63.06% of its equity. BHEL is an integrated power plant equipment manufacturer and one of the largest engineering and manufacturing organization in India, catering to the core infrastructure sectors of Indian economy viz. energy, transportation, heavy engineering industry, defence, renewable and non-conventional energy. The energy sector covers generation, transmission and distribution equipment for hydro, thermal, nuclear and solar photo voltaic. BHEL has been in this business for more than 50 years and BHEL supplied equipment account for more than 57 % of the total thermal generating capacity in India. BHEL is also listed in stock exchanges of India. The company has 17 manufacturing units, 4 power sector regions, 8 service centers, 8 overseas offices and 15 regional offices besides host of project sites spread all over India and abroad. The annual turnover of BHEL for the year 2014-15 was **US\$ 5.04 Billion***, with profit before tax of **US\$ 349 Million***. BHEL's highly skilled and committed manpower of approximately **44900** employees, the state of art manufacturing facilities and latest technologies, has helped BHEL to deliver a consistent track record of performance. To position leading state owned companies as Global Industrial giant & as a recognition for their exemplary performance, Government of India categorized BHEL as "Maharatna Company" in 2013, empowering the company with enhanced autonomy in decision making. With the current order book exceeding **US \$ 16.1 Billion***, BHEL is poised for excellent future growth. Our ongoing major technology tie-ups include agreements with GE, USA (for gas turbines); Siemens, Germany (for steam turbines, generators and condensers); Metso Automation Inc., Finland (for control & instrumentation); Alstom, France (for Super-Critical Boilers & pulverisers); MHI, Japan (for pumps); MHPS, Japan (for Flue Gas Desulfurization Systems); Vogt Power International, USA (for HRSG); GENP, Italy (for compressors); Turbo Lufttechnik, Germany (for fans) and Sheffield Forge masters International, UK (for forgings). More details about the entire range of BHEL's products and operations can be obtained by visiting our web site www.bhel.com.

1.2) About HPVP unit of BHEL:

Bharat Heavy Plate and Vessels Limited (BHPV) based at Visakhapatnam, Andhra Pradesh, erstwhile a wholly owned subsidiary of BHEL has been merged with BHEL with effect from 30th Aug 2013. Consequent to the Merger, BHPV has become 17th manufacturing unit of BHEL and is now known as "Heavy Plates and Vessels Plant (HPVP)" (www.bhelviz.co.in).

HPVP's strategically located manufacturing facility at Visakhapatnam is accredited with ISO 9001 and has supplied numerous quality process plant equipment, cryogenic, combustion, oil & gas systems on turnkey basis and provided services suited to specific requirements of its customers.

The major products of HPVP include crude stabilization unit, gas sweetening & LPG recovery plant, LPG terminal (storage and handling facilities), flue gas conditioning skid,

[*Note: Currency conversion rate considered: 1 US \$=Rs 62.59 as on 31st March 2015]

