



REQUEST FOR INTEREST (RFI) for Technology Collaboration Agreement (TCA)

Expression of Interest (EoI) seeking Technology
Partnership for **Flue Gas Desulphurization**

BHARAT HEAVY ELECTRICALS LIMITED

PLANNING & DEVELOPMENT DEPARTMENT
BOILER AUXILIARIES PLANT, RANIPET
TAMILNADU-632 406



Subject: Technical Collaboration for Flue Gas Desulphurization

We are approaching your esteemed organization through this letter seeking a Technical Collaboration Agreement to design & manufacture Flue Gas Desulphurization.

About Bharat Heavy Electricals Limited

BHEL is a leading Government of India owned Public Sector Undertaking. BHEL is a large engineering and manufacturing organization catering to the infrastructure sectors of Indian economy viz. energy, transportation, industry and non-conventional energy. The energy sector covers generation, transmission and distribution equipment for hydro, fossil, and gas fuels. BHEL has been in this business for over 40 years and BHEL supplied equipments account for 64 % of the total thermal generating capacity in India. Nearly 68% of the equity is owned by the Government of India. The company has 15 manufacturing units, 4 power sector regions, 8 service centers and 15 regional offices, besides host of project sites spread all over India and abroad. The annual turnover of BHEL for the year 2010-11 is **US Dollar 9.6 Billion** with profit before tax of **US Dollar 2 Billion**. BHEL's highly skilled and committed manpower of approx **45000** employees, the best of manufacturing facilities and practices together with the latest technologies, has helped BHEL to deliver a consistent track record of performance. With the current order book exceeding **US Dollar 33.8 Billion** BHEL is poised for excellent future growth. Over the years, BHEL has entered into technology transfer agreements with leading original equipment manufacturers like GE, USA (for gas turbines, AC variable speed drives), Siemens, Germany (for steam turbines, generators and electrical machines), ABB, Sweden (for high voltage direct current transmission systems) and Combustion Engineering, USA (for steam generators). More details about the entire range of BHEL's products and operations can be had by visiting the web site www.bhel.com.

About Boiler Auxiliaries Plant (BAP), Ranipet

One of the major plants of BHEL is located at Ranipet, manufacturing auxiliaries for Power Plants. This unit was started in 1981 for exclusive manufacture of boiler auxiliaries (Electrostatic Precipitators, Fans Air Pre-Heaters, Guillotine-Gates and Dampers). Ranipet is located 120 kms west of Chennai on the Chennai-Bangalore trunk road and is known as the Boiler Auxiliaries Plant (BAP). Over the years, BAP has consolidated its products in Indian market cornering the major share of ESP, Fans and APH business. ESPs for wide range of applications from utility/industrial to bio-mass applications, Fans for boiler and industrial applications (steel plants, cement plants etc.) and APH for utility and other applications are manufactured by BAP. BAP has also diversified into other fields like manufacture of fabric filters, wind electric generators and RO based Desalination systems.

With manpower of 2730 employees including about **483 executives** (with engineering graduate qualifications), BAP has achieved a turnover of **US Dollars 796 Millions** during 2010-11.

Scope of cooperation

With the growing environmental concerns, it is expected that stringent SOx control regulations will be on place shortly in India. The coastal projects which use imported coal with high sulphur content would also necessitate use of FGD in these locations. The market for FGD in India is expected to grow at a fast pace- The market potential for FGD installations will be around 2000 MW/year. To meet the above requirement, BHEL seeks a potential partner for Technology Collaboration (TCA) through licensing route.



BHEL is looking for TCA in the following areas:

1. Limestone / lime wet process
2. Sea water process

The TCA shall enable BHEL to engineer, design, manufacture, assemble, test, install, commission, retrofit, & service the FGD for various capacities and applications including 500 MW and above unit ratings.

We look forward to receive your response on or before **30th June, 2011**. We would request that your response be necessarily accompanied with details on company background, technical features/ product catalogue, reference list, annual financial reports for last 3 years etc. In case you need any further information, kindly feel free to contact us.

Your response may be sent to the following address:

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