

EXPRESSION OF INTEREST

FOR

JOINT WORKING WITH BEML

FOR

BHUBANESWAR METRO TENDER

ISSUED BY

BEML LIMITED

METRO RAIL SBU

Section I- Disclaimer

The information contained in this Expression of Interest (Eol) document provided to the Prospective Partner (s), by or on behalf of BEML LIMITED or any of its employees or advisors, is provided to the Prospective Partner (s) on the terms and conditions set out in this Eol document and all other terms and conditions subject to which such information is provided.

- 1) The purpose of this Eol document is to provide the Prospective Partner (s) information to assist the formulation of their proposal. This Eol document does not purport to contain all the information each Prospective Partner may require. This Eol document may not be appropriate for all persons, and it is not possible for BEML, its employees or advisors to consider the business/investment objectives, financial situation and particular needs of each Prospective Partner who reads or uses this Eol document. Each Prospective Partner should conduct his own investigations and analysis and should check the accuracy, reliability and completeness of the information in this Eol document and where necessary obtain independent advice from appropriate sources.
- 2) BEML, its employees and advisors make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the Eol document.
- 3) BEML may, in its absolute discretion, but without being under any obligation to do so, modify, amend or supplement the information in this Eol document.
- 4) The issue of this Eol does not imply that BEML is bound to select and shortlist any or all the Prospective Partner (s). Even after selection of suitable Prospective Partner, BEML is not bound to proceed ahead with the Prospective Partner and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever.
- 5) The Prospective Partner (s) shall bear all costs associated with the preparation, technical discussion/presentation and submission of response against this Eol. BEML shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the Eol process.
- 6) Canvassing in any form by the Prospective Partner (s) or by any other agency on their behalf shall lead to disqualification of their Eol.
- 7) Notwithstanding anything contained in this Eol, BEML reserves the right to accept or reject any application and to annul the Eol process and reject all applications, at any time without any liability or any obligation for such acceptance, rejection or annulment and without assigning any reasons, thereof. In the event that BEML rejects or annuls all the applications, it may at its discretion, invite all eligible Prospective Partners to submit fresh applications.
- 8) BEML reserves the right to disqualify any applicant during or after completion of Eol process, if it is found there was a material misrepresentation by any such applicant or the applicant fails to provide within the specified time, supplemental information sought by BEML.
- 9) BEML reserves the right to verify all statements, information and documents submitted by the applicant in response to the Eol. Any such verification or lack of such verification by BEML shall not relieve the applicant of his obligations or liabilities hereunder nor will it affect any rights of BEML.

1) **INTRODUCTION**

This Expression of Interest (Eoi) seeks response from eligible applicants, who are interested to associate with BEML for participation in Bhubaneswar Metro rolling stock tender as below,

Tender 'BRS1' published on 18 July 2024.

Where ever, Bhubaneswar Metro tender is mentioned in this Eoi document, the above tender / bid is referred to.

2) **About BEML Limited**

- 2.1 BEML Limited (formerly Bharat Earth Movers Limited) was established in May 1964 as a Public Sector Undertaking for manufacture of Rail Coaches & Spare Parts and Mining Equipment at its Bangalore Complex. The Company has partially disinvested and presently Government of India owns 54 percent of total equity and rest 46 percent is held by Public, Financial Institutions, Foreign Institutional Investors, Banks and Employees. BEML Limited, plays a pivotal role and serves India's core sectors like Defence, Rail, Metro, Power, Mining and Infrastructure. The Company started with a modest turnover of Rs. 5 Cr during 1965 and thanks to its diverse business portfolio, the company has been able to achieve a turnover of more than Rs.4,000 Cr.
- 2.2 The Rail & Metro business of BEML Limited, was established to cater to the manufacturing needs of rolling stock in India. Starting 2002, BEML has successfully diversified into manufacturing of the state-of-the-art stainless steel Metro cars. BEML has been a pioneer in this area having supplied over 2000 metro cars till date. BEML's esteemed customers in the metro segment include Delhi Metro, Bangalore Metro, Jaipur Metro and Kolkata Metro. Further, BEML secured the driverless metro car contracts for the prestigious Mumbai Metro Line 2 & 7 project and Bangalore Metro Phase 2 project, which are presently under execution. Delhi Metro, the nation's most successful metro, is one of the major customers to BEML and presently, more than 60% of the rolling stock run by Delhi Metro is supplied from BEML factory.
- 2.3 In the Railway segment, since its inception, BEML has successfully rolled out varied range of products such as Rail Coaches, AC EMUs, DC EMUs, Stainless Steel EMUs, Rail Buses, 4 & 8-Wheeler OHE cars, Track Laying Equipment, Spoil Disposal Units, Utility Vehicle, BWTB Wagons, BFAT Wagons, BRSTN Wagons and BOMN Wagons. BEML Limited is the first rail Coach-manufacturing unit in India to get ISO 9001 accreditation. The division is accredited with ISO9001, ISO 14001 & BS OHSAS 18001 certifications. As of date over 19,000 coaches have been supplied to Indian Railways. BEML is presently designing and manufacturing the nation's first batch of Vande Bharat Sleeper Coaches. BEML truly epitomizes the "Make in India" and "Aatma Nirbhar Bharat" initiatives of the Government of India.
- 2.4 More details about the entire range of BEML's products and operations are available at <https://www.bemlindia.in/>

3) **Scope of Cooperation**

- 3.1 Through this EoI, BEML intends to select eligible applicant(s) with whom, BEML can associate, submit and execute (if awarded) Bhubaneswar Metro tender.
- 3.2 This EoI is floated for Propulsion System and the envisaged Participation Model is formation of consortium between BEML and the identified applicant. Accordingly, applicants who are willing to form consortium for the project may only apply against this EOI.
- 3.3 Detailed Scope split will be discussed and agreed.
- 3.4 Duration of cooperation: Specific for Bhubaneswar Metro tender. During the course of association, both parties may mutually discuss and agree to extend the cooperation for further time as decided.

4) **INFORMATION TO APPLICANTS**

- 4.1 Reputed Propulsion suppliers may submit the application on their letter head along with the documents as prescribed in this EOI document.
- 4.2 For conversion of foreign currency into Indian Rupee, the exchange rate as on the last date of the respective financial year as per <https://www.xe.com> shall have to be adopted.
- 4.3 The NIT and Tender documents can be downloaded from the CPP PORTAL, <https://eprocure.gov.in/eprocure/app>. It is not obligatory upon BEML to publish addendums to this EoI to incorporate future tender modifications and the same are deemed to be automatically incorporated within this EoI.
- 4.4 By virtue of submitting application against this EoI, the applicant confirms the following:
 - A. The Applicant has downloaded and studied the tender documents including all addendum(s) / corrigendum(s) / clarifications that were published until the date of its EoI response submission.
 - B. The applicant is aware of the actual site conditions of project.
 - C. The applicant shall diligently study all the future addendums / corrigendum / clarifications and ensure continued compliance to EoI and tender conditions.
 - D. In case due to a future tender modification as above, there is an impact on the applicant's EoI response, the Applicant has to bring the same to the notice of BEML within 04 days of such tender modification date.

- 4.5 The last date for submission of application against EOI shall be the earlier of the following:
- A. Submission due date of Bhubaneswar Metro tender
 - B. Signing of definitive agreement (if any) between the Parties fulfilling the Eoi purpose
- 4.6 Expression of Interest documents of the applicant are to be signed by Authorized Person and shall be sent through email to the following address.
- Email: ravikumar.tvvs@bemltd.in, Cc: neeraja.p@bemltd.in
- 4.7 Taking into account the submission dates of the Bhubaneswar Metro tender and the time required for techno-commercial / other discussions, it is encouraged that the Applicants submit their application at the earliest. Needless to mention that the Parties who submit the applications earlier have better chances to conclude successful association with BEML and sign definitive agreements (if any).
- 4.8 The details submitted by the applicants shall be complete. However, BEML may seek clarifications / additional information as considered necessary. Such clarifications / additional information must be provided within 03 days of BEML request or early as may be required by BEML.
- 4.9 Any request for clarification by the Applicant on the Eoi document may be submitted at the above address, within 04 days from the date of issue of Eoi.
- 4.10 Responses to Eoi is to be submitted in English Language only. Supporting documents, as required, should also be in English language. In case some of the documents are available in language other than English, the applicant shall necessarily provide duly authenticated translated version of the same in English.
- 4.11 All the pages of the Eoi submission shall bear the sign and seal of the authorized signatory of the company.
- 4.12 Multiple Applications from the same applicant shall not be entertained.
- 4.13 BEML at its discretion shall inspect the applicant's works/office/reference site premises for the purpose of evaluation, as deemed necessary before selection of Partner. BEML decision in this regard shall be final.
- 4.14 Information relating to the examination, clarification, evaluation and comparison of Eoi and recommendations shall not be disclosed to applicants. Any effort by applicants to influence BEML in processing of Eoi or selection decisions may result in the rejection of the response against Eoi.

5) **Evaluation Methodology:**

- 5.1 The applicants qualified in initial filter criteria at ANNEXURE - 3 shall only be considered.

5.2 Discussions on techno-commercial matters / scope split and other terms & conditions shall be held with qualified applicant(s).

5.3 The applicants shall note that this EoI is primarily for addressing the Bhubaneswar Metro tender and as such, any applicant who does not satisfy or comply with the requirements of the tender is liable to be rejected.

6) Submission Checklist

S.No	Description of the document	Document Reference	Yes/No
1	Applicant's Company Profile	Annexure-1	
2	(a) articles of incorporation or constitution of the legal entity named above (1.1.1) (b) brochures and catalogues (1.1.7) (c) ownership and control (1.1.8) (d) Writeup on manufacturing facility (1.1.9) (e) Any additional information (1.1.10)	Annexure-1 supporting documents	
3	Financial Details	Annexure-2	
4	Financial Statements of last 05 financial years	Annexure - 2 supporting documents	
6	Initial Filter Criteria	Annexure-3 along with supporting documents	
7	Company Declaration	Annexure-4	
8	Proof of Authority Document	-	
9	Whether each page of the EoI submitted have been signed and sealed by authorized signatory of the company.	-	

7) Governing Laws & Jurisdiction

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

***** End of Document *****

FINANCIAL DETAILS

(currency to be mentioned)

Sl No	Particulars	FY	FY	FY	FY	FY
		1	2	3	4	5
1	Net Worth					
2	Turn Over					
3	Profit					

Notes:

- a) The financial year as applicable in the country of origin of the applicants would be considered. FY 1 will be the latest completed Audited Financial Year, preceding EoI publishing date. FY 2 shall be the year immediately preceding Year 1 and so on.
- b) The applicant shall attach copies of the financial statements extracted from Audited Annual Reports for the last 5 (five) financial years preceding the EOI publishing Date evidencing the above information.

Sign & Seal of Authorized Signatory

INITIAL FILTER CRITERIA FOR EOI APPLICANTS

SL.No	Criteria	Applicant Response Yes / No
1	<p>Does any Member of the Consortium/Joint Venture individually or its Parent company or its group companies have cumulative experience of minimum Seven (07) years' in the Design and Manufacturing of Propulsion Equipment (Traction Converter Inverter, Auxiliary Converter Inverter and Traction Motor) for Metro/trainset/3-phase EMU/3-phase MEMU/RRTS AND do the propulsion Equipment supplied have been in satisfactory revenue operation for at least three (03) years in minimum aggregate 300 cars comprising of both powered and non-powered cars. Out of this, at least 100 cars (powered and non-powered) should be supplied outside the country of origin or in India.</p> <p>OR</p> <p>Does the Manufacturer of the Propulsion Equipment (Traction Converter Inverter, Auxiliary Converter-Inverter and Traction Motor) proposed by the tenderer as a sub-contractor for supply of the Propulsion Equipment against this tender, has minimum seven (07) years' experience in the field of Design and Manufacturing of the Propulsion Equipment for Metro/trainset/3-phase EMU/3-phase MEMU/RRTS AND do the Propulsion Equipment Designed, Manufactured and Supplied by the said manufacturer have been in satisfactory revenue operation for at least three(3) years' in minimum aggregate 300 cars comprising of both powered and non-powered cars, Out of this, at least 100 cars(powered and non-powered) should be supplied outside the country of origin or in India.</p> <p>Note : -</p> <p>* Traction Motor (TM) can be an outsourced item by the Propulsion Supplier. In this case, Traction Motor shall not be considered for deciding the eligibility for above. However, Traction Motor's OEM needs to satisfy the eligibility of having design and supplied 3 phase Traction Motor in at least 200 Cars (Powered) for Metro /Train set / 3 phase - EMU / 3 phase - MEMU / RRTS. These TMs should be working satisfactorily in revenue operation for more than three (3) years from the day last car put in service. It shall be the responsibility of Propulsion Supplier for integration of Traction Motor with their propulsion system (Traction Converter Inverter or Traction Inverter) for meeting the specified performance.</p>	Yes/No

INITIAL FILTER CRITERIA FOR EOI APPLICANTS

SL.No	Criteria	Applicant Response Yes / No
2	Has the applicant been debarred by Multilateral and bilateral funding agencies / Government of India / Railway Administration / any State Government in India / Central or State Government Undertaking as on the due date of submission of application?	Yes/No
3	Is the Net Worth of the applicant (to be obtained from audited Balance Sheet) 'positive' in the audited statement of at least any 3 of last 5 financial years?	Yes/No
4	Is the applicant willing to comply with Bhubaneswar Metro tender requirements?	Yes/No
5	Is the applicant willing to take interface responsibility and establish compatibility of his systems with other systems of BEML & Bhubaneswar Metro?	Yes/No
6	Is the applicant willing to comply with the Indigenization / local content requirements as per Bhubaneswar Metro tender?	Yes/No
7	Is the applicant willing to work on price competitiveness for securing the contract?	Yes/No

- 1) A "No" answer to any SL. No. 1, 3, 4, 5, 6, 7 will disqualify the applicant
- 2) A "Yes" answer to any SL. No. 2 will disqualify the Applicant.

Note: The applicant hereby confirms to submit documentary evidence supporting his responses.

Sign & Seal of Authorized Signatory

COMPANY UNDERTAKING

Dated: _____

This is to confirm that to the best of our knowledge and belief that the information furnished in our Expression of Interest documents submitted to BEML Limited correctly describes the credentials and experience of our Company and individuals. We understand that any misrepresentation in the documents submitted may lead to our disqualification for associating with BEML Limited in future.

2. We hereby declare that we have fully and carefully read and understood all the contents of the documents of the BEML EoI and Bhubaneswar Metro tender.

3. We hereby undertake that the Company has not been debarred / blacklisted by Multilateral and bilateral funding agencies / Government of India / Railway Administration / any state Government in India / Central or State Government Undertaking as on date

4. We hereby declare that the number of litigation/arbitration cases, which will have impact on the financials of our Company/Firm, pending against the company at the time of submitting this EoI is _____.

5. We declare that presently we do not have any Joint Venture Arrangement or Memorandum of Understanding with any Company for Bhubaneswar Metro tender, which prohibits us from associating with BEML with the proposed Participation Models.

6. We declare that, we shall not directly participate in Bhubaneswar Metro tender and that we do not have any conflict of interest in accordance with tender conditions.

7. We agree that, if any false/misleading information was found to be furnished in the EoI documents submitted by us, BEML reserves the right to undertake any actions at its discretion as deemed fit.

8. We agree that, we shall furnish documentary support to enable BEML to verify the details and data provided in our EoI submission. Any such verification or lack of verification by BEML of our submission shall not relieve us of our obligations or liabilities laid out as per this EoI.

9. We agree that the data/commitment provided in the EoI documents by us, is completely binding on our company and may be made part/ elaborated in future agreements to be entered between our company and BEML.



10. We agree and undertake that we have not involved in any corruption or shall not involve in any unethical practices with respect to this EOI.

Sign & Seal of Authorized Signatory