

Expression of Interest  
For SALE/LEASING/HIRING of In-Service Diesel Locomotives  
and SALE of its Spares/Assemblies

Indian Railways  
Banaras locomotive Works  
Varanasi

DISCLAIMER

The information contained in this Expression of Interest document (the "EOI") or subsequently provided to Applicant(s), whether verbally or in documentary or any other form, by or on behalf of BLW or any of its employees or advisors, is provided to Applicant(s) on the terms and conditions set out of in this EOI and such other terms and conditions subject to which such information is provided. This EOI is not an agreement and is neither an offer nor invitation by BLW to the prospective Applicants or any other person. 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 assessment, pursuant to this EOI. BLW also accept no liability of any nature whether resulting from negligence or otherwise arising from reliance of any Applicant upon the statements contained in this EOI. The issue of this EOI does not imply that BLW is bound to select or shortlist Applicants for next stage or to enter into any tie-up agreements with Applicants for the Project.

Banaras Locomotive Works, Indian Railways, Varanasi.

## 1.0 INTRODUCTION

### 1.1 Background:

1.1.1 BLW is a Government of India owned Diesel & Electric Locomotive manufacturing facility. BLW is an integrated Railway Locomotive manufacturer and thus one of the largest engineering and manufacturing organization catering to the infrastructure sectors of Indian economy viz. transportation, industry and power plants. The locomotive sector covers manufacturing Diesel Locomotives up to 5500 HP and Electric Locomotive of 6000HP.

1.1.2 BLW has been in this sector for over 50 years and BLW has supplied locomotives to power plants, ports and steel plants besides catering to internal requirement of Indian Railways locomotives for passenger and freight operations. BLW's highly skilled and committed manpower of approximately 6000 employees, the best of manufacturing facilities and practices together with the latest technologies, has helped BLW to deliver a consistent track record of performance. Our major technology tie-ups include agreements with ALCo, USA and EMD, USA (for diesel locomotives). More details about the entire range of BLW products and operations can be obtained by visiting our web site <https://blw.indianrailways.gov.in>.

1.1.3 Indian Railways has planned for selling off/leasing/hiring off one of their diesel locomotive fleet being used for passenger and freight operations for which BLW is asking prospective entities through this to show Expression of Interest. Indian Railways proposes to sale/lease about 4000-5000 Diesel Locomotive to inland customers or exports as the case may be over a period of time through interested prospective entities. The locomotives can be sold/leased/hired as a whole or major assembly-wise can be sold also (Engine, Alternator, Bogies, Traction Motors etc.). However, preference shall be given to sale/lease/hiring as a whole Locomotives. The type wise technical parameters of various locomotives, their population with IR and their age profile is attached at Annexure-A. Locomotives would be provided in good working conditions duly tested at IR facilities before handing over. The technical documentation of the locomotives would also be provided to help with operation and maintenance.

1.1.4 To implement the setting up of the process for sale/Leasing/Hiring of in-Service Diesel Locomotives and Sale of its Spares & Assemblies of Banaras Locomotives for supply to inland customers or exports as the case may be, Indian Railway intends to enter into a arrangement with interested entities as per the indicative scope of work given in Annexure B.

1.1.5 The various In-service Diesel Locomotives would be available at their existing stations in Zonal Railways and will be given to the prospective reputed companies for onward sale/Leasing/Hiring of in-Service Diesel Locomotives and Sale of its Spares & Assemblies to users of Diesel Locomotives or users of it's assemblies. The Diesel Locomotives are generally expected to be utilised in normal conditions.

1.1.6 BLW shall receive Applications pursuant to this EOI in accordance with the terms set forth herein, as modified, altered, amended and clarified from time to time by BLW, and all Applications shall be prepared and submitted in accordance with such terms on or before the date specified in this EOI for submission of Applications.

## 1.2 Brief Description of EOI Process:

1.2.1 The EOI process involves assessments of interested parties/group who make an application in accordance with the provisions of this EOI (the "Applicant"). At the end of this process, BLW expects to assess potential Applicants who shall be invited for further deliberations to finalise the terms of sale/Lease/Hire of In-Service diesel locomotives and Sale of it's Spares & Assemblies.

The applicant is to indicate his interest in purchase/leasing/hiring of locomotives or sale of it's assemblies with at least the following details:

- a. No. of locos expected to be purchased/leased/hired in the next 5 years (with estimated year-wise break-up)
- b. If proposal is for leasing/hiring them, expected period of such lease/hire is to be indicated
- c. Type wise break up of these expected locos
- d. Age group wise break up of these expected locomotives
- e. IR could provide locomotives on broad gauge (as it is) or converted to standard gauge/cape gauge. The break up of expected locos gauge wise should also be given.
- f. Details, whether locos are expected to be used within India or abroad. Information of end-customers may be given by applicant if they choose.
- g. Sale of Locomotive assemblies expected in the next 5 years (with estimated year-wise assembly-wise break-up)

1.2.2 The EOI in 2 copies (original plus) can be submitted addressed to following in response to the invitation by hand or sent by Registered Post so as to reach before 1400 Hrs on Feb 05, 2021 at the following address. Alternatively, a signed copy of the EOI may be sent by e-mail as advance copy to be followed by original signed copy which shall be received within 21 days of e-mail.

The Dy. Chief Marketing Manager  
Banaras Locomotive Works,  
BLW,  
VARANASI-221004  
Telephone: + 91-542-2642508 Tele fax: + 91-542-2270440  
Email: [dycmgmbw@gmail.com](mailto:dycmgmbw@gmail.com)

1.2.3 Any request for further information or clarification on the EOI document may be submitted in writing to the CMgM at the above address. BLW may respond to the queries raised/clarifications sought to the best of its ability. However, no extension of the time or date of EOI submittal would be granted on the ground that BLW has not responded to any query/clarification raised by any party. BLW at its discretion may extend the due date for submission of EOI and the decision of BLW in this respect would be final & binding on the respondents.

**EOI for SALE /LEASING/ HIRING of  
In-Service Diesel Locomotive**

1.2.4 It is planned to hold a pre-EOI video conference with potential participants to clarify doubts for better responses on 20.01.2021 at 11.00 hrs. i.e. after 15 days of publication of invitation for EOI on the website of BLW [https:// blw.indianrailways.gov.in](https://blw.indianrailways.gov.in). The potential participants are required to forward their respective Emails addresses to the above mentioned E-mail address (ref. Para 1.2.2).

1.2.5 No oral modification or interpretation of any provisions of this EOI shall be valid. Written communication shall be issued by BLW when changes, clarifications or amendment to the EOI document is deemed necessary by BLW at it's sole discretion.

1.2.6 EOI submittals should be in English. EOI should be prepared in such a way so as to provide a straight forward, concise description of Applicants capabilities to satisfy the requirements of this EOI. Emphasis should be on (a) conformance to EOI instructions; (b) responsiveness to the EOI requirements; (c) completeness and clarity of content.

1.2.7 If at any time during the assessment of EOI, BLW requires any clarification on the documents submitted by the prospective parties, it reserves the right to request a clarification so as to complete the assessment.

1.2.8 EOI which is found to be incomplete in content and / or attachments and / or authentication etc. is liable to be rejected.

**2.0 INSTRUCTION TO APPLICANTS:**

**2.1 Eligibility of Applicants:**

For determining the eligibility of Applicants for their assessment hereunder, the following shall apply:

2.1.1 The Applicant for assessment under the EOI may be (i) a single entity; or (ii) a Group of Entities (“GOE”) coming together to meet the scope of the EOI. The GOE shall elect one of their members as the lead member of the GOE. The term Applicant used herein would apply to both a single entity and the GOE. The lead member of the GOE would be responsible to BLW for the entire scope of work and shall ensure back to back tie ups with other members of the GOE.

2.1.2 For being considered, A) Details to be provided as per Attachment-I of Annexure-C; and B) Financial Capability: Details to be provided as per Attachment-II of Annexure-C.

2.1.3 In case the Applicant is a GOE, it shall comply with the following requirements; i) The Application should include a brief description of the roles and responsibilities of individual members of the GOE including that for technical, financial and other obligations. ii) An individual Applicant cannot at the same time be member of a GOE applying for assessment. Further, a member of a particular GOE cannot be member of any other GOE applying for assessment.

**2.2 Right to accept or reject any or all Applications:**

2.2.1 Notwithstanding anything contained in this EOI, BLW reserves the right to accept or reject any Application and to annul the EOI Process and reject all Applications, any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons therefor. In the event that BLW rejects or annuls all the Applications, it may, at its discretion, invite all eligible applicants to submit fresh Applications.

2.2.2 BLW reserves the right to disqualify any Applicant during or after completion of EOI 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 BLW.

2.2.3 BLW reserves the right to verify all statements, information and documents submitted by the Applicant in response to the EOI. Any such verification or lack of such verification by BLW shall not relieve the Applicant of this obligations or liabilities hereunder nor will it affect any rights of BLW

**2.3 Documents to be submitted with EOI:**

i) Letter comprising the Application as per format enclosed at Annexure C alongwith information and data required as per Attachments and supporting documents thereof. ii) Copy of Articles Memorandum of Association or partnership deed; iii) Copies of Applicant’s duly audited balance sheets and profit and loss accounts for the preceding year ( or all Members in case of a GOE).

**3.0 Miscellaneous:**

3.1 The EOI process shall be governed by, and construed in accordance with, the laws of India and the Courts as Varanasi shall have exclusive jurisdiction over all disputes arising under, pursuant to and / or in connection with the EOI process.

**BLANK PAGE**

Annexure-A

Age profile of 1-31 years of Mainline Banaras locomotives as on 31-03-2020															
Age in year	ALCO							HHP							Grand Total
	WDM2	WDM3A	WDM3D	WDM3F	WDG3A	WDP1	WDP3A	WDG4	WDG4B	WDG4D	WDG5	WDP4	WDP4B	WDP4D	
1	0	0	0	0	0	0	0	0	0	5	0	0	0	12	17
2	0	0	0	0	0	0	0	0	0	79	2	0	0	56	137
3	0	0	0	0	0	0	0	0	0	137	0	0	0	111	248
4	0	0	2	0	0	0	0	2	0	184	3	0	1	121	313
5	0	0	11	0	0	0	0	100	0	140	1	0	1	89	342
6	0	0	76	0	0	0	0	133	2	39	1	0	4	48	303
7	0	0	66	0	0	0	0	203	10	0	0	0	3	66	348
8	0	0	56	0	4	0	0	186	26	0	0	0	2	18	292
9	0	0	35	0	0	0	0	118	20	0	0	0	33	0	206
10	0	0	20	3	49	0	0	75	18	0	0	3	41	2	211
11	0	1	38	1	82	0	0	99	0	0	0	13	5	0	239
12	0	0	46	0	121	0	0	50	0	0	0	23	2	0	242
13	0	0	69	0	72	0	0	37	0	0	0	17	1	0	196
14	0	2	51	0	74	0	0	27	0	0	0	10	0	0	164
15	0	1	27	0	84	0	0	15	0	0	0	9	0	0	136
16	0	0	10	0	96	0	0	13	0	0	0	7	0	0	126
17	0	0	0	0	71	0	0	21	0	0	0	2	0	0	94
18	0	28	0	0	45	0	0	0	0	0	0	0	0	0	73
19	0	37	0	0	47	0	4	0	0	0	0	10	0	0	98
20	0	19	0	0	65	0	25	0	0	0	0	0	0	0	109
21	0	1	0	0	101	2	8	3	0	0	0	0	0	0	115
22	7	29	0	0	88	19	2	0	0	0	0	0	0	0	145
23	1	63	0	0	78	15	0	0	0	0	0	0	0	0	157
24	0	55	0	0	49	24	0	0	0	0	0	0	0	0	128
25	0	97	0	0	6	0	0	0	0	0	0	0	0	0	103
26	0	106	0	0	0	0	0	0	0	0	0	0	0	0	106
27	0	98	0	0	0	0	0	0	0	0	0	0	0	0	98
28	0	91	0	0	0	0	0	0	0	0	0	0	0	0	91
29	0	95	0	0	0	0	0	0	0	0	0	0	0	0	95
30	0	76	0	0	0	0	0	0	0	0	0	0	0	0	76
31	0	104	0	0	0	0	0	0	0	0	0	0	0	0	104
Total	8	903	507	4	1132	60	39	1082	76	584	7	94	93	523	5112



Annexure B

Indicative Scope of work for the applicant

- i) Sale /Leasing/Hiring of In-Service Diesel Locomotive and/or Sale of its Spares & Assemblies as per Indian Railway (IR) Specifications.
- ii) And to provide a full-fledged support to fulfil Indian Railways requirements in i) above.
- iii) Planning & setting up of the process to fulfil sale/Leasing/Hiring of in-Service Diesel locomotives and sale of its Spares & Assemblies by way of expertise in terms of identifying potential customers, liaising, tying up and confirmed order of etc.
- iv) Setting up of the process for commissioning of the In-Service Diesel Locomotives, as per approval from Indian Railways by way of deputation of experts for agreed number of man days as and when required.
- v) Planning & setting up of the process for coordination with Zonal Railways for taking over of In-service Diesel Locomotives.

Annexure C

Expression of Interest Letter

(To be submitted on the letterhead of the party submitting the EOI)

To,

The Chief Marketing Manager  
Marketing Manager,  
Banaras Locomotive Works,  
BLW,  
Varanasi-221004

Subject: EOI for being provider for sale/ Leasing /Hiring of In-Service Diesel Locomotives and Sale of its Spares & Assemblies of Diesel Locomotives

With reference to your EOI document dated----- we have examined the EOI document and understood its contents and here by submit our Application for assessment for the aforesaid work.

1. We acknowledge that BLW will be relying on the information provided in the application and the documents accompanying such Application for assessment of the Applicants for the aforesaid work, and we certify that all information provided in the Application and in Attachments I to II is true and correct, nothing has been omitted which renders such information misleading, and all documents accompanying such Application are true copies of their respective originals.
2. We confirm to make available to BLW within the stipulated time, any additional information it may find necessary or require to supplement or authenticate the assessment.
3. We agree and undertake to abide by all the terms and conditions of the EOI document.

In witness thereof, I/we submit this application under and in accordance with the terms of the EOI documents.

Yours faithfully,

(Signature,  
Name and designation of the Authorised Signatory  
Name and seal of the Applicant)

Date :

Place

Attachment-I to Annexure C

Information on Applicant

General Information:

1. Name of the Company/Entity :
2. Legal status of the Company / Entity :
3. Brief description of the Company/ Entity including details of its business group/ Subsidiaries/ affiliates :
4. Date of Incorporation :
5. Date of Commencement of Business :
6. Full address including Telephone nos. / Fax nos. : Registered Office : Head Office : Address for communication
7. Approval/ registration with any Govt./Agency :
8. Details of expertise available in the field of Diesel Locomotive Sale / Leasing / Hiring of in-Service Diesel Locomotives and sale of its Spares & Assemblies if available:
9. Regular manpower available on roll for proposed work alongwith their age, qualification and experience.
10. Data in respect of Sale/ Leasing /Hiring of in- Service Diesel Locomotives and sale of its Spares & Assemblies of Diesel Locomotives ( Not Mandatory).

SN	Year of Supply	Description of items	Indicative no. done	Name of Customers	Remarks
1.	2015-2016	Sale/Leasing/ Hiring of in-Service Diesel Locomotives and sale of its Spares & Assemblies of Diesel Locomotives			
2.	2016-2017				
3.	2017-2018				
4.	2018-2019				
5.	2019-2020				

Total Following supporting documents are provided:

- i) Reference list with details of customers

Attachment-II to Annexure C

Information on Net worth

Cash accruals Year 1

Net worth Year 1 Single Entity Lead Member of GOE

Instruction:

1. The Application shall attach copies of the balance sheets, financial statements and Annual Reports for year preceding the Application due date. The financial statements shall: (a) reflect the financial situation of the Applicant, (b) have been audited by a statutory auditor, (c) be complete, including all notes to the financial statements, and (d) correspond to accounting periods already completed and audited.
2. Net Cash Accruals shall mean profit After Tax + Depreciation.
3. Net worth shall mean (Subscribed and paid-up Equity + Reserves) less (Revaluation reserves + miscellaneous expenditure not written off + reserves not available for distribution to equity shareholders).
4. Year 1 will be the latest completed financial year, preceding the EOI, year 2 Shall be the year immediately preceding year 1 and so on.
5. The Applicant shall provide the Net worth of the Applicant and also specifying the methodology adopted for calculating such Net worth.