



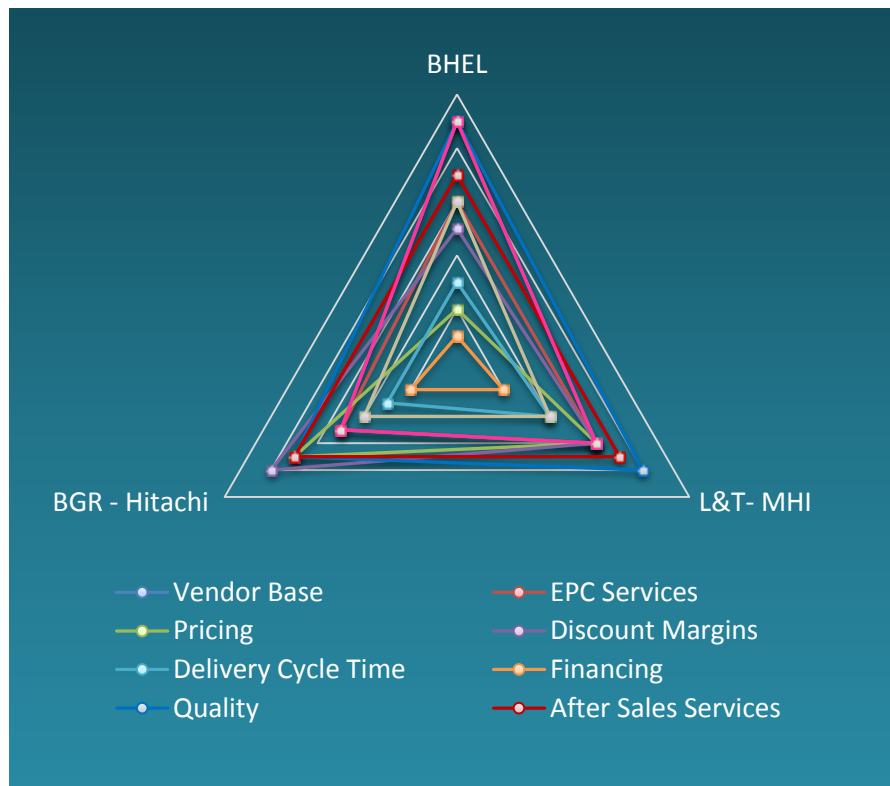
Services, Product and Operations Benchmark of
Leading Boiler, Turbine & Generator OEMs active in
Asian Region for a leading European Utility

Benchmarking Analysis for Super Critical BTG Players in India

BENCHMARKING ANALYSIS – BHEL , L&T MHI and BGR – HITACHI

Exhibit 01: Benchmarking Analysis of L&T MHI and BGR- Hitachi w.r.t. BHEL

ANAYTICAL



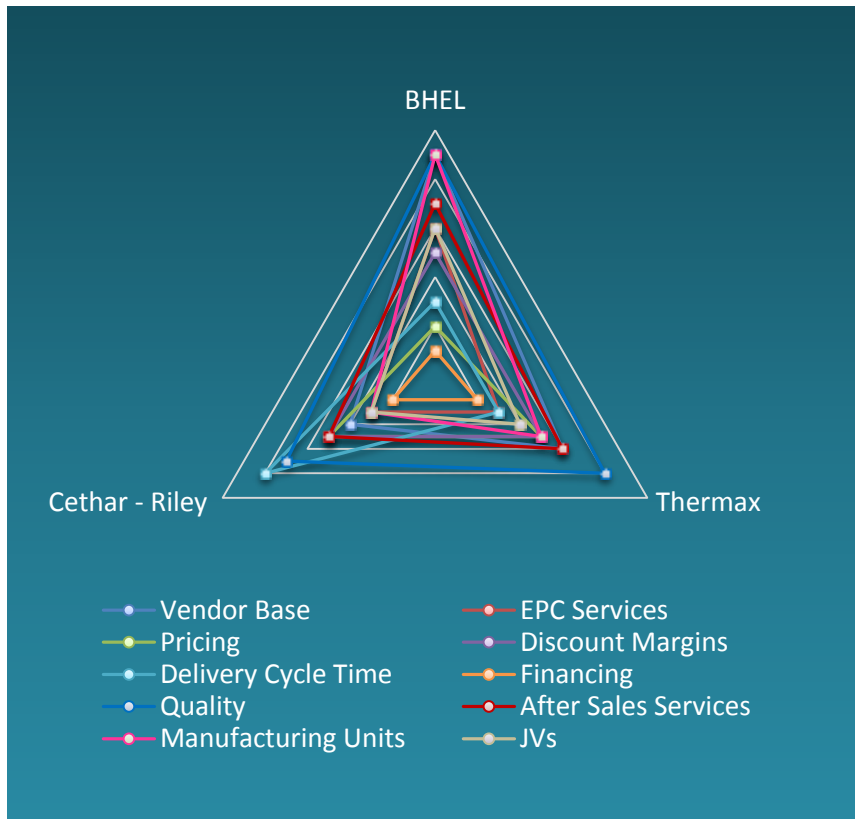
Source: enincon research & analysis

Parameter	Definition	Rating scale	
		9	1
Vendor Base	XX	X	X
EPC	EPC services	X	X
Pricing	XX	X	X
Discount Margins	XX	X	X
Delivery cycle time	XX	X	X
Financing	XX	X	X
Quality	Product Efficiency & Quality	X	X
After Sales Service	XX	X	X
Manufacturing Units	Presence in India	X	X
JVs/Tie-ups	XX	X	X

BENCHMARKING ANALYSIS – BHEL , THERMAX and CETHAR – RILEY

Exhibit 02: Benchmarking Analysis of Thermax and Cethar- Rilay w.r.t. BHEL

ANAYTICAL

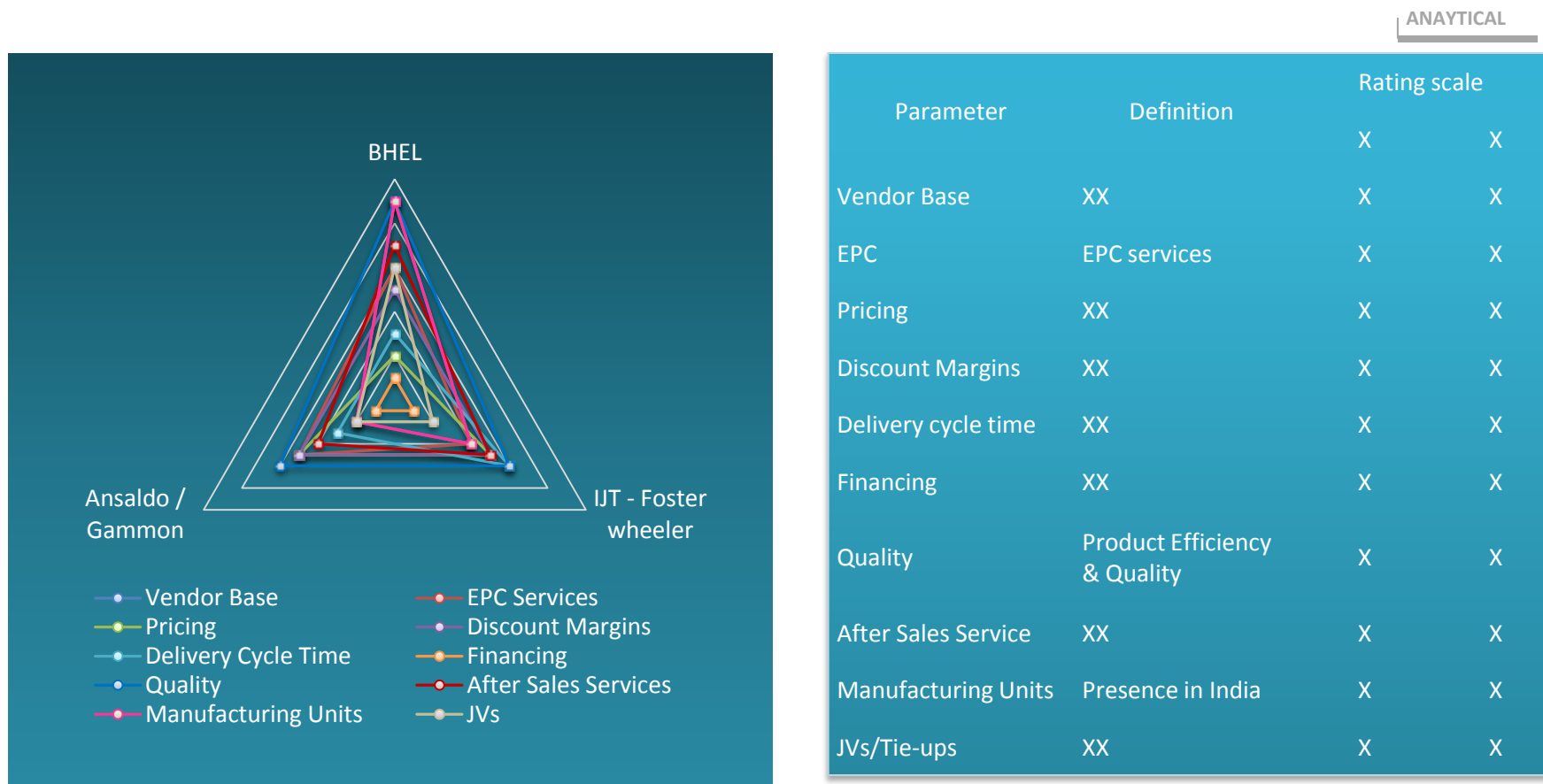


Parameter	Definition	Rating scale	
		X	X
Vendor Base	XX	X	X
EPC	EPC services	X	X
Pricing	XX	X	X
Discount Margins	XX	X	X
Delivery cycle time	XX	X	X
Financing	XX	X	X
Quality	Product Efficiency & Quality	X	X
After Sales Service	XX	X	X
Manufacturing Units	Presence in India	X	X
JVs/Tie-ups	XX	X	X

Source: enincon research & analysis

BENCHMARKING ANALYSIS – BHEL , ANSALDO/GAMMON and IJT – FOSTER WHEELER

Exhibit 03: Benchmarking Analysis of Ansaldo/Gammon and IJT-Foster Wheeler w.r.t. BHEL

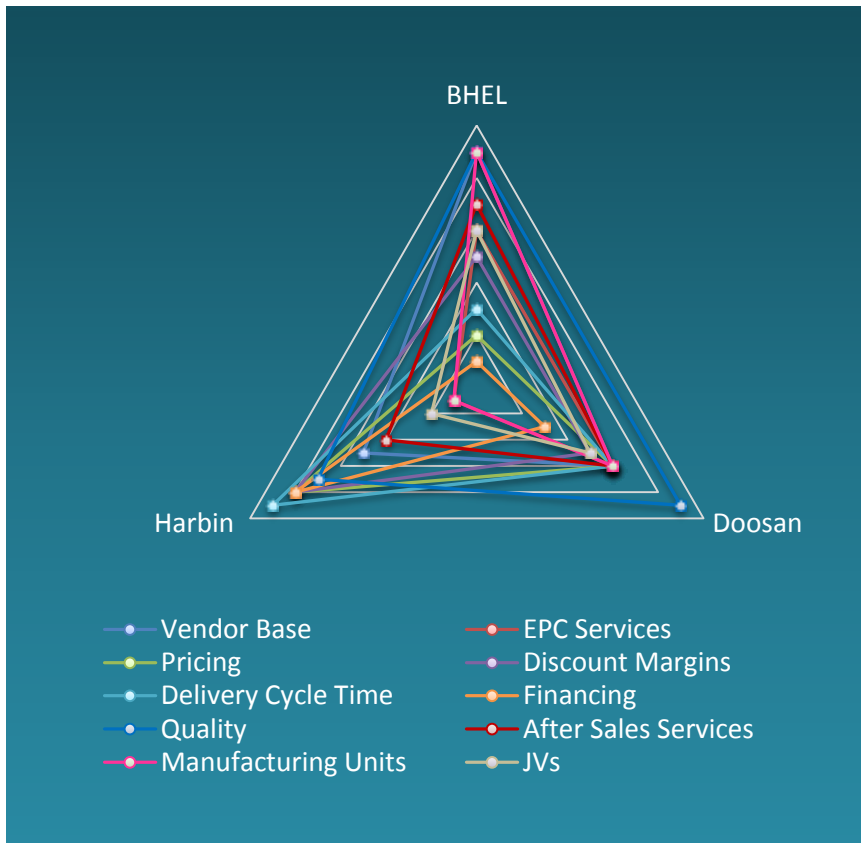


Source: enincon research & analysis

BENCHMARKING ANALYSIS – BHEL , DOOSAN and HARBIN

Exhibit 04: Benchmarking Analysis of DOOSAN and HARBIN w.r.t. BHEL

ANAYTICAL



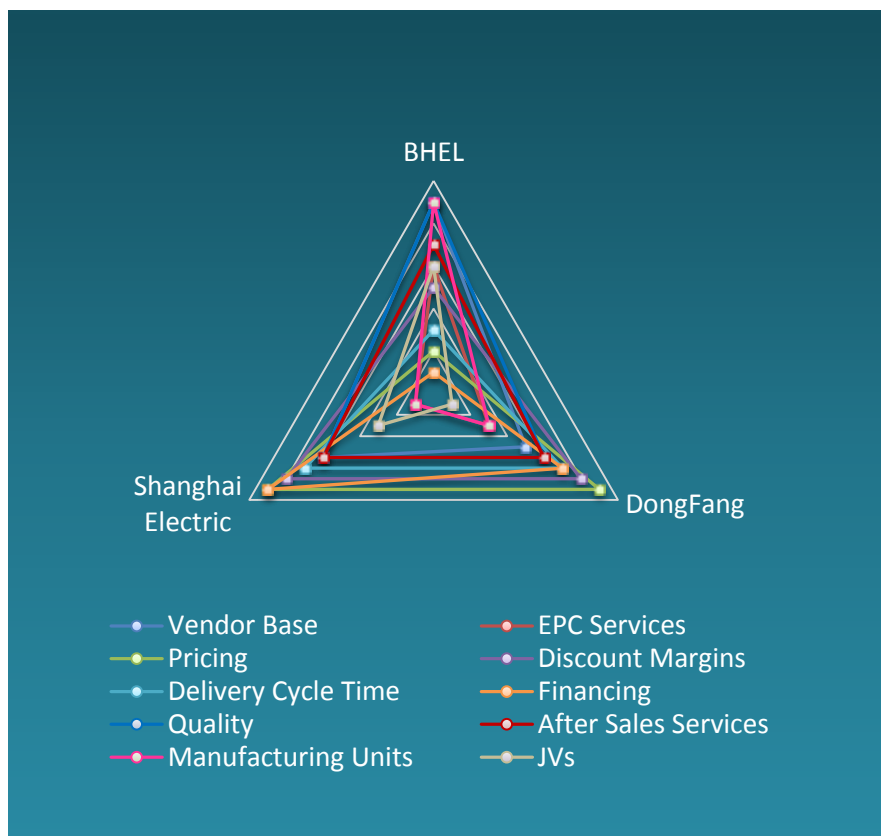
Parameter	Definition	Rating scale	
		9	1
Vendor Base	XX	X	X
EPC	EPC services	X	X
Pricing	XX	X	X
Discount Margins	XX	X	X
Delivery cycle time	XX	X	X
Financing	XX	X	X
Quality	Product Efficiency & Quality	X	X
After Sales Service	XX	X	X
Manufacturing Units	Presence in India	X	X
JVs/Tie-ups	XX	X	X

Source: enincon research & analysis

BENCHMARKING ANALYSIS – BHEL , DONGFANG and SEC

Exhibit 05: Benchmarking Analysis of Dongfang and Shanghai Electric w.r.t. BHEL

ANAYTICAL



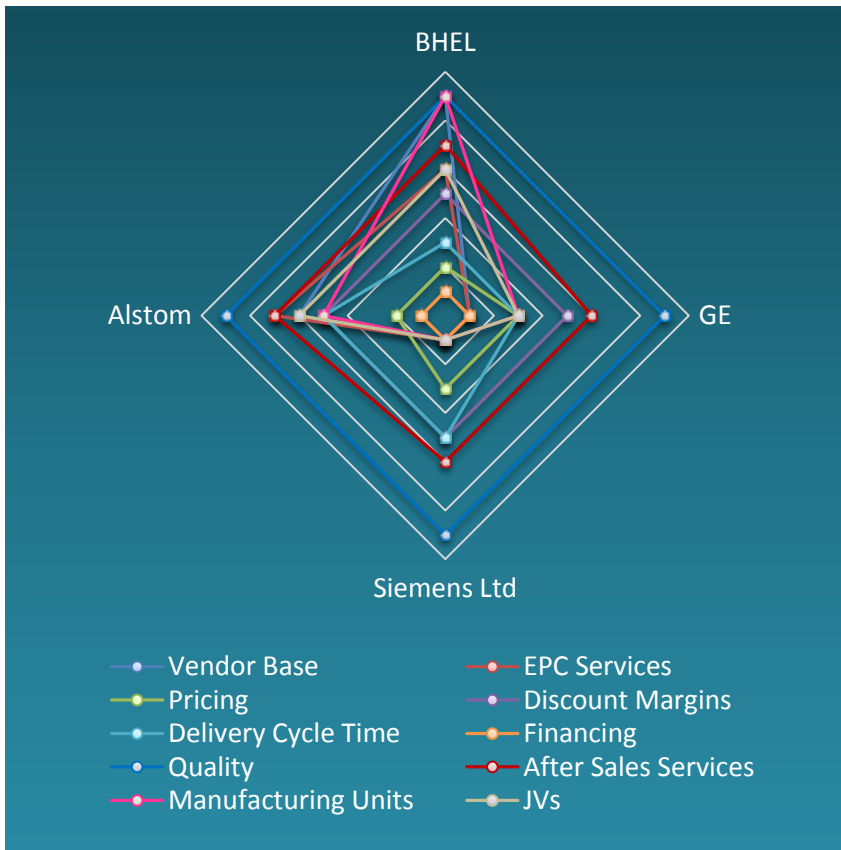
Parameter	Definition	Rating scale	
		9	1
Vendor Base	XX	X	X
EPC	EPC services	X	X
Pricing	XX	X	X
Discount Margins	XX	X	X
Delivery cycle time	XX	X	X
Financing	XX	X	X
Quality	Product Efficiency & Quality	X	X
After Sales Service	XX	X	X
Manufacturing Units	Presence in India	X	X
JVs/Tie-ups	XX	X	X

Source: enincon research & analysis

BENCHMARKING ANALYSIS – BHEL, ALSTOM, GE and SIEMENS

Exhibit 06: Benchmarking Analysis of Alstom, GE, Siemens w.r.t. BHEL

ANAYTICAL



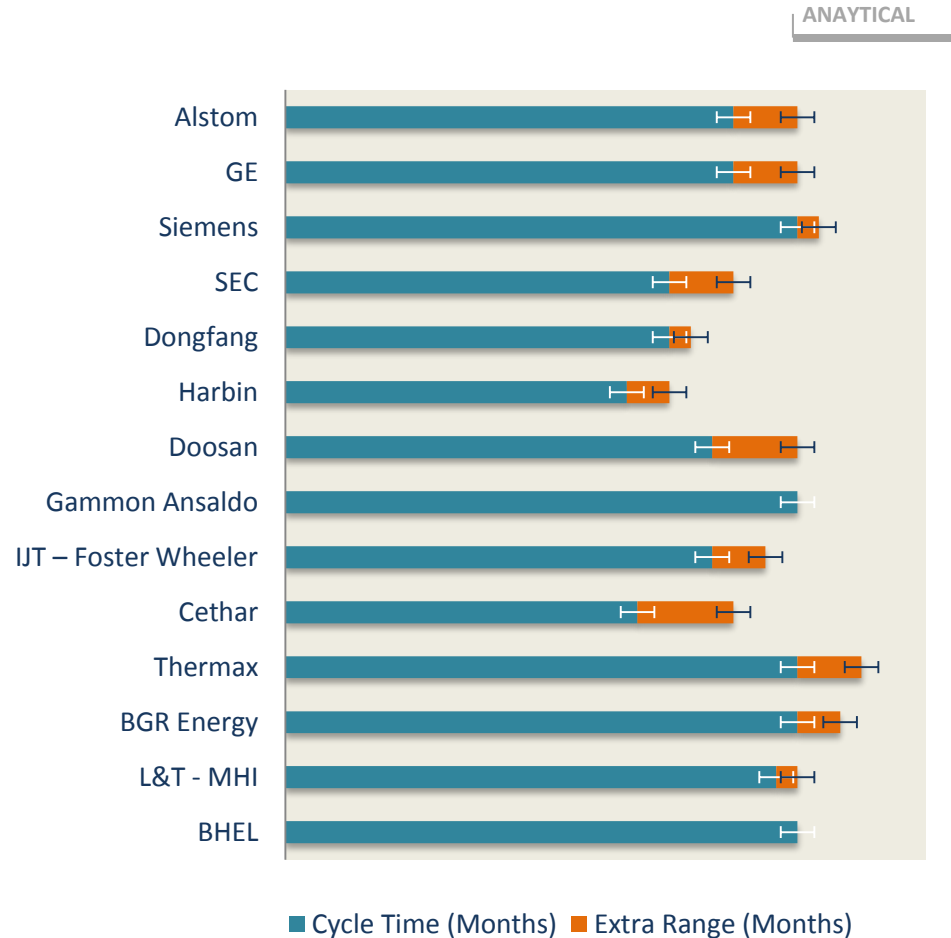
Parameter	Definition	Rating scale	
		9	1
Vendor Base	XX	X	X
EPC	EPC services	X	X
Pricing	XX	X	X
Discount Margins	XX	X	X
Delivery cycle time	XX	X	X
Financing	XX	X	X
Quality	Product Efficiency & Quality	X	X
After Sales Service	XX	X	X
Manufacturing Units	Presence in India	X	X
JVs/Tie-ups	XX	X	X

Source: enincon research & analysis

BENCHMARKING ANALYSIS – PROPOSAL & PROJECT ENGINEERING CYCLE TIME

Exhibit 07: Benchmarking Analysis of Proposal & Project Engineering Cycle Time

Company	Cycle Time (660 to 1000 MW) (Months)
BHEL	XX-XX
L&T - MHI	XX-XX
BGR Energy	XX-XX
Thermax	XX-XX
Cethar	XX-XX
IJT – Foster Wheeler	XX-XX
Gammon Ansaldo	XX
Doosan	XX-XX
Harbin	XX-XX
Dongfang	XX-XX
SEC	XX-XX
Siemens	XX-XX
GE	XX-XX
Alstom	XX-XX



Source: enincon research & analysis