



BHARAT HEAVY ELECTRICALS LIMITED
(A Government of India Undertaking)

Delhi – 110 049

India

Expression of Interest (EoI) from Global Electrolyser players
for
Strategic tie-up/Business Sharing Agreement (BSA)
for
Hydrogen Electrolyser System

EoI Ref No.: BHEL/EoI/BSA/Electrolyser/2025/001

Document Date: 22.04.2025



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SECTION-1 **DISCLAIMER**

The information contained in this Expression of Interest (Eol) document provided to the OEM(s), by or on behalf of Bharat Heavy Electricals Limited (BHEL) or any of its employees or advisors, is provided to the OEM 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 OEM with information to assist the formulation of their proposal. This Eol document does not purport to contain all the information each OEM may require. This Eol document may not be appropriate for all persons, and it is not possible for BHEL, its employees or advisors to consider the business/investment objectives, financial situation and particular needs of each OEM who reads or uses this Eol document. Each OEM 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. BHEL, 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. BHEL 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 BHEL is bound to select and shortlist any or all the OEM(s). Even after selection of suitable OEM BHEL is not bound to proceed ahead with the OEM and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever.
5. The OEM shall bear all costs associated with the preparation, business/technical discussions/presentation and submission of response against this Eol. BHEL 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 OEM or by any other agency on their behalf shall lead to disqualification of their Eol.
7. Notwithstanding anything contained in this Eol, BHEL 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 BHEL rejects or annuls all the applications, it may at its discretion, invite all eligible OEM(s) to submit fresh applications.
8. BHEL 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 BHEL.
9. BHEL 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 BHEL shall not relieve the applicant of his obligations or liabilities hereunder nor will it affect any rights of BHEL.



SECTION-2

SCHEDULE OF EoI PROCESS & CONTACT DETAILS

A. SCHEDULE OF EoI PROCESS

The schedule of activities during the EoI Process shall be as follows -

S No.	Description	Date
1	Issue of EoI document	25.04.2025
2	Last date of submission of EoI	16.05.2025

In case any amendment/corrigendum to this EoI is issued, it shall be notified only at www.bhel.com

B. CONTACT DETAILS:

Additional General Manager (GT & MGT)
Heavy Power Equipment Plant,
Bharat Heavy Electricals Limited (BHEL),
Ramachandrapuram 502032
Tel: +91-40- 2318- 5494
Mobile: +91 9490191577
E-Mail: technicalbid_hyd@bhel.in



SECTION – 3

DETAILS OF EXPRESSION OF INTEREST (EoI)

3.1 INTRODUCTION:

BHEL seeks Expression of Interest from Original Equipment Manufacturers (OEMs) of Hydrogen Electrolyser System who are meeting the requirements of this EoI and are willing to be associated with BHEL through a Strategic Tie-up /Business Sharing Agreement (BSA).

For the purpose of this EoI, the term Original Equipment Manufacturer (OEM) refers to:

1. Electrolyser System Manufacturers who own the Technology and Intellectual Property Rights (IPRs) and/or their Group companies who can obtain rights to sublicense the technology/IPRs related to Electrolyser system.

or

2. System Integrators of Electrolyser system- Entities integrating Electrolyser stacks with the necessary Balance of Plant (BoP) components. This involves comprehensive system design, detailed engineering, procurement, fabrication, assembly, integration, testing, installation, commissioning, and aftersales support of the entire system.

Note: Electrolyser system means Electrolyser stack along with its necessary BOPs, such as, Stack power system, Water management system, Hydrogen processing system, Cooling system, Control system etc required for generation of hydrogen.

3.2 ABOUT BHEL:

BHEL is a leading state-owned company, wherein Government of India is holding 63.17% of its equity. BHEL is an integrated power plant equipment manufacturer and one of the largest engineering and manufacturing enterprise in India, catering to the core infrastructure sectors of Indian economy viz. energy, transportation, and heavy engineering industry, defence, renewable and non-conventional energy. The energy sector covers generation, transmission and distribution of equipment for thermal, gas, hydro, nuclear and solar photo voltaic power plant. BHEL has been in this business for more than 50 years and BHEL supplied equipment account for approx. 200 GW of the total thermal generating capacity in India. BHEL is also listed in Indian stock exchanges. BHEL has 16 manufacturing units, 4 power sector regions, 8 service centres and 15 regional offices besides host of project sites spread all over India and abroad. BHEL has its footprint in all the inhabited continents with references in 90 countries including Malaysia, Oman, Iraq, Syria Sudan, Libya, Cyprus, Malta, Afghanistan, Bangladesh, Bhutan, New Zealand etc. The cumulative overseas installed capacity of BHEL manufactured power plants nearing 10,000 MW. The annual turnover of BHEL for the year 2023-24 was around US\$ 2.9 Billion*. BHEL's highly skilled and committed manpower of approx. 28500; state-of-the-art manufacturing, R&D facilities and latest technologies helped BHEL to deliver a consistent track record of performance since long. To position leading state-owned companies as Global Industrial giant and as a recognition for their exemplary performance, Government of India categorized BHEL as "Maharatna Company" in 2013.

[*Note: Currency conversion rate considered: 1 US \$=Rs. 83.38 as on 31st March 2024]



The high level of quality & reliability of BHEL products is due to adherence to international standards by acquiring and adapting some of the best technologies from leading companies in the world, together with technologies developed in its own R&D centres.

Our ongoing major technology tie-ups include agreements with Siemens Energy Global GmbH & Co. KG., Germany (for Steam Turbines, Generators and Condensers); Mitsubishi Heavy Industries Ltd., Japan (for Flue Gas Desulfurization Systems); Leonardo S.p.A, Italy (for Super Rapid Gun Mount); GE Technology GmbH, Switzerland (for Steam Turbine for Nuclear Power Plant and for Gas turbines); Indian Space Research Organization (ISRO) (for Space Grade Lithium-Ion Cells); NANO Company Ltd., Korea (for SCR Catalysts); HLB Power Company Ltd., Korea (for Gates and Dampers); Kawasaki Heavy Industries Ltd., Japan (for Stainless Steel Coaches for Metros); Valmet Automation Oy, Finland (for DCS System); Babcock Power Environmental Inc., USA (for Selective Catalytic Reduction Systems); Sumitomo SHI FW Energia Oy., Finland (for Circulating Fluidized Bed Combustion Boilers); HIMA Middle East FZE and Dubai (for KAVACH System/Train Collision Avoidance System); Vogt Power International Inc., USA (for Heat Recovery Steam Generators (HRSGs))

*** More details about the entire range of BHEL's products and operations can be viewed by visiting our web site www.bhel.com.**

3.3 SCOPE OF COOPERATION:

BHEL is seeking Expressions of Interest (EoI) from OEMs with established and proven technologies for Hydrogen Electrolyser Systems (Alkaline/PEM/AEM), including BoP and system integration capabilities, for collaboration under a Strategic Tie-up/Business Sharing Agreement (BSA) for hydrogen projects.

The partnership will be structured to evolve progressively, aligned with the success and scale of business achieved through mutual cooperation. The partnership will follow a phased approach:

- Initial Phase: OEM supplies greater quantum of components and supports BHEL in Electrolyser system assembly/manufacturing.
- Subsequent Phases: As the partnership matures, the scope may expand to increase localisation and manufacturing depth within BHEL.

The duration and scope of each phase shall be mutually agreed upon. In addition, the OEM shall:

- Support BHEL in installation, commissioning, testing, QA, troubleshooting, and after-sales service.
- Provide inputs for setting up BHEL's manufacturing, assembly, and test facilities.
- Share necessary inputs related to Electrolyser plant engineering for hydrogen project EPC by BHEL.

Responses to this EoI shall be submitted in accordance with the terms defined herein and as may be modified, amended, or clarified by BHEL from time to time. Applications must be submitted before the specified deadline.

Upon receipt of responses, BHEL will assess the suitability of the proposals and shortlist OEM(s) for further discussions. Detailed deliberations on commercial, technical, and other terms will follow to finalise the Strategic Tie-up / BSA. The final terms and scope of the agreement shall be mutually agreed upon between BHEL and the selected OEM(s).



3.4 PREQUALIFICATION REQUIREMENTS (PQRs):

3.4.1 OEM must have done system integration and supplied an Electrolyser system based on Electrolyser stacks (manufactured/ got manufactured/procured by the OEM) with a capacity of at least 500 kW per stack within the last 7 years. Additionally, the system should be in successful operation for at least 12 months as on the Final date of submission of this EoI.

AND

3.4.2 OEM must have annual manufacturing/assembly facility of at least 37.5 MW of Electrolyser system.

Note:

1. If the OEM does not possess the credentials as identified in clause 3.4 but its partner or Group company meets the requisite credentials and is willing to support the OEM, then appropriate undertaking/certificate/comfort letters from the competent/authorised authority of the Parent/Group company, to the satisfaction of BHEL, needs to be submitted for meeting the PQR.
2. In case, the prospective OEM partner as such does not own the technology and the IPRs related to Electrolyser system, but its parent company or Group company owns such technologies and IPRs, the prospective OEM partner shall obtain rights to sublicense the technology and use of IPRs to the proposed Strategic Tie-up/BSA. Relevant certificate/document from the parent company or Group company to be submitted to the satisfaction of BHEL for meeting the PQR.

3.5 INSTRUCTIONS

3.5.1 The interested OEM (s) shall ensure that their duly filled complete response along with following annexures are received by BHEL on or before the last date of EoI.

Annexure 1- Details required from OEM

Annexure 2- Information on various parameters of Electrolyser System

Annexure 3- Documents to be furnished by OEM for PQR clearance

Annexure 4- Evaluation Criteria. OEMs to submit supporting documents against each criterion.

Note: OEMs are required to submit a separate Annexure II for each type of Electrolyser technology (Alkaline/PEM/AEM) considered for partnership with BHEL

3.5.2 The response to EoI shall also be accompanied with details on **company background, technical features/ product catalogue, reference list of customers, details of current manufacturing facilities and relevant certificates, annual audited financial reports for last three (3) years.**

3.5.3 **Language:** All correspondences and documents related to the EoI response shall be in English language, provided that any printed literature furnished by the OEM may be written in another language, as long as such literature is accompanied by a translation of its pertinent passages in English language in which case, for purposes of interpretation of the bid, the English translation shall govern.



- 3.5.4 The OEM (s) shall abide by the terms & conditions, as applicable, of the Eol.
- 3.5.5 All pages of the response against this Eol shall be duly signed by the authorised signatory.
- 3.5.6 BHEL/TPIA (Third party inspection agency) appointed by BHEL may at its discretion inspect the OEM's works/office/reference site premises for the purpose of evaluation, as deemed necessary before selection of Partner. BHEL's decision in this regard shall be final.
- 3.5.7 Any OEM which has been debarred/blacklisted by Indian Central/State Governments or by any entity controlled by Indian Central/State Governments from participating in any of their project, as on date of submission of Eol, shall not be eligible to submit the Eol.
- 3.5.8 BHEL shall receive applications pursuant to this Eol in accordance with the terms set forth herein, as modified, altered, amended and clarified from time to time by BHEL, and all applications shall be submitted in accordance with such terms on or before the date specified in this Eol for submission of applications.

In case any amendment/corrigendum to this Eol is issued, it shall be notified only at www.bhel.com

3.6 PARTNERSHIP MODEL:

The scope of cooperation detailed in Clause 3.3 defines the overarching framework of the proposed partnership. The partnership model(s) shall be discussed in detail with OEMs who meet the Pre-Qualification Requirements (PQR). The model(s) proposed during discussions will be taken forward for evaluation as per the criteria specified in Annexure-4 of this Eol document.

3.7 EVALUATION CRITERIA:

OEMs meeting the PQR shall be evaluated in accordance with Annexure-4 of this Eol document. The Top scoring OEMs in the evaluation criteria given in Annexure-4 will be considered by BHEL for further discussions/negotiations toward a strategic tie-up/BSA. The final selection of the partner(s) shall be made solely at BHEL's discretion, based on its strategic interests, and the decision shall be final and binding.

3.6 CONFIDENTIALITY:

Information relating to the examination, clarification, evaluation and comparison of Eol and recommendations shall not be disclosed to OEM. Any effort by OEM to influence BHEL in processing of Eol or selection decisions may result in the rejection of the response against Eol.

3.7 GOVERNING LAWS & JURISDICTION:

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

Annexure-1

Details sought from OEM

S. No.	Requirement	OEM's response (YES/NO)	Remarks
1.	Whether the Original Equipment Manufacturer (OEM) is manufacturer of Stack		
2.	For how many years, OEM is in business of Electrolyser System		
3.	Whether the OEM has capability of engineering and product development of Electrolyser System		
4.	Whether the Company background and its product profile/ catalogues along with technical details of Electrolyser System, which is being offered to BHEL under this EoI, enclosed		
5.	Whether product data sheet has been enclosed		
6.	Whether OEM's detailed reference list (including performance certificates, satisfactory operation certificates etc.) have been enclosed		
7.	Whether OEM's annual audited financial reports including auditor's report for last 3 years have been enclosed		
8.	Whether the OEM owns the Intellectual Property Rights for the technology support to be provided under the Business Sharing Agreement (BSA)/ Strategic Tie-up. If yes, whether list of such Intellectual Property Rights enclosed.		
9.	Whether the OEM has any experience in establishing new manufacturing, testing and assembly facilities, if so please specify.		
10.	Whether OEM has any technology tie-up/ Strategic Tie-up/ business collaboration with any other entity in the world for Electrolyser System. If so, please specify.		



11.	Whether the OEM has done system integration and supplied an Electrolyser system based on Electrolyser stacks (manufactured/got manufactured/procured by the OEM) with a capacity of at least 500 kW per stack within the last 7 years. Additionally, if the system supplied is in successful operation for at least 12 months from closing date of this EoI.		
12.	Whether the OEM has annual manufacturing/assembly facility of at least 37.5MW of Electrolyser system.		
13.	Whether the Electrolyser System being proposed for business sharing/ strategic tie-up to BHEL is approved for all necessary certifications (to be substantiated with necessary certificates)		
14.	In case OEM does not manufacture Stack inhouse, details of Stacks (such as make, model, rating etc.) which are compatible with OEM's Electrolyser System.		
15.	Details about the total Strength of Engineering/ Technical/ R&D Personnel		
16.	Whether the OEM has any presence in India. If so, please specify.		
17.	Whether the OEM has secured commercial order for Supply of Electrolyser system through competitive bidding process in last 3 years.		
18.	<p>Whether the OEM** is from a country which shares a land border with India? If yes, whether the OEM is registered with Competent Authority (Registration Committee constituted by the Department of Promotion of Internal Trade (DPIIT) of Govt. of India. The validity of such registration may be specified and registration certificate shall be submitted.</p> <p>**OEM (s) from a country which shares a land border with India means:</p> <p>a) An entity incorporated, established or registered in such country; or b) A subsidiary of an entity incorporated, established or registered in such country; or c) An entity substantially controlled through entities</p>		



	<p>incorporated, established or registered in such country; or d) An entity whose beneficial owner is situated in such a country; or e) An Indian (or other) agent of such an entity; or f) A natural person who is a citizen of such a country; or g) A consortium or joint venture where any member of the consortium or joint venture falls under any of the above.</p> <p>Reference: Government of India Order (Public Procurement No. 4) - Restrictions under Rule 144(xi) of the General Financial Rules (GFRs), 2017 No: F.7/10/2021-PPD(1) dated 23.02.2023.</p> <p>Link: https://doe.gov.in/files/circulars_document/Order_Public_Procurement_No_4_Restrictions_under_Rule_144_xi_of_the_General_Financial_Rules_GFRs_2017_0.pdf</p>		
19.	Details of the Shareholding pattern of the OEM. Relevant document certified by competent authority to be submitted.		

(SIGNATURE with seal)

Annexure -2

Information on Various Parameters of Electrolyser System

(May be Repeated for each model (Alkaline/PEM/AEM) considered for partnership)

Technology considered for partnership by OEM: [OEM to Specify]

S. No.	Specifications / Parameters	OEM's response	Remarks
1.	Type of Electrolyser system (Alkaline / PEM / AEM)		
2.	Capacity of single stack offered in Electrolyser System		
3.	Annual Manufacturing capacity of System (if manufactured in house)		
4.	Whether the OEM has in-house capability for all other sub-systems (Power supply system, Water management system, Hydrogen processing system, Cooling system, and Control system etc.)		
5.	Minimum and maximum rating of Electrolyser system (range in Nm ³ /hr)		
6.	Operating temperature range (°C)		
7.	Outlet pressure of H ₂ (in Bar)		
8.	Hydrogen purity in %		
9.	Specific energy consumption (SEC) of Electrolyser system incl. BoPs (Beginning Of Life (BOL) and End Of Life (EOL) in kWh/Nm ³ H ₂) AC side at rated capacity. SEC (at BOL/EOL) of BOP to be separately indicated.		
10.	Certification and compliances of Electrolyser plant		
11.	Water required per kg of H ₂ generated		
12.	Control range (% of nominal power)		
13.	Time taken for Cold start to nominal power in minutes		
14.	Time taken for Standby start to nominal power in sec.		
15.	Designed life of Electrolyser System in years		
16.	Number of Electrolyser stack and system supplied (numbers with capacity) in last three years		
17.	Cumulative Operational hours of Electrolyser systems supplied by the OEM in last three years		



18.	Voltage range (Volts)		
19.	Nominal current density (A/sq.cm)		
20.	Voltage range (Volts)		
21.	Voltage efficiency (LHV in %)		

(SIGNATURE with seal)



Documents to be furnished by OEM for PQR Clearance

Sl. No	PQR Clause	Supporting documents to be submitted
1	Clause 3.4.1	<ol style="list-style-type: none">1. PO/LOI/ LOA/ WO copy of System Integration and supply of an Electrolyser system based on Electrolyser stacks (manufactured/got manufactured/ procured by the OEM) with a capacity of at least 500 kW per stack within the last 7 years2. Certificate from end user for successful operation of 12 months for the system considered above.
2	Clause 3.4.2	<ol style="list-style-type: none">1. Any relevant document to substantiate that OEM has at least 37.5MW of annual manufacturing/Assembly facility for Electrolyser System

(SIGNATURE with seal)

EVALUATION CRITERIA

S.NO	Criteria	Scale/scheme of marking	Max Marks	Supporting documents to be submitted by the OEM
1	Organizational Soundness		5	
1.1	Year of Incorporation	≥3 years - 2 <3 year - 1	2	Memorandum of Association/Company Annual Report/Other relevant document
1.2	Annual capacity of manufacturing/Assembly plant	≥100 MW - 2 ≥75-<100 MW – 1.5 ≥37.5-<75 MW - 1	2	
1.3	Number of Employees in Engineering, R&D	≥50 - 1 <50 - 0	1	
2	Technical Competence		25	
2.1	IP & Licencing (Number of patents)	>10 - 3 >5-≤10 - 2 >0- ≤5 - 1	3	List of patents
2.2	Specific Energy Consumption (SEC) of stack (At DC side, BoL and rated capacity)	>50 kWh/kg - 1 >49 - ≤50 kWh/kg - 3 >48-≤49kWh/kg - 6 >47-≤48kWh/kg - 9 >46-≤47kWh/kg - 12 ≤46kWh/kg - 15 Note: If the respondent does not possess stack technology, Zero marks shall be awarded for this criterion	15	Test certificate/test report/Other relevant document
2.3	Rate of degradation of Electrolyser Stack	>1.5% per 1000 hours-1 >1 - ≤1.5% per 1000 hours-2 >0.5 - ≤1% per 1000 hours - 5 ≤0.5% per 1000 hours - 7 Note: If the respondent does not possess stack technology, Zero marks shall be awarded for this criterion	7	Test certificate/test report/Other relevant document
3	EXPERIENCE		15	
3.1	Number of projects where Electrolyser systems are supplied	≥5 (Nos.) - 2 ≥1-<5(Nos.) - 1	2	List of projects executed

3.2	Highest capacity of Electrolyser stack manufactured/got manufactured and supplied	<p>≥5MW - 4 ≥2.5MW-<5MW - 3 ≥1MW-<2.5MW - 2 ≥0.5MW-<1MW - 1</p> <p>Note: If the respondent does not possess stack technology, Zero marks shall be awarded for this criterion</p>	4	PO/LOI copy/Test certificate/Test report/Other relevant document
3.3	Highest capacity of Electrolyser module (electrolyser system with single BOP) manufactured/assembled & supplied in a project	<p>≥5MW - 4 ≥2.5MW-<5MW - 3 ≥1MW-<2.5MW - 2 ≥0.5MW-<1MW - 1</p>	4	PO/LOI copy/Test certificate/Test report/Other relevant document
3.4	Highest cumulative capacity of Electrolyser systems supplied in a single project	<p>>20MW - 2 >10MW-≤20MW – 1.5 >1MW-≤10MW - 1 <1 MW -0.5</p>	2	PO/LOI copy/Test certificate/Test report/Other relevant document
3.5	Number of years of successful operation of supplied electrolyser system	<p>≥2 years - 3 ≥1 - <2 years – 1.5</p>	3	Customer certificate/Other relevant document
4	Commercial & Financial Information		10	
4.1	Average Annual turnover for last three years	<p>≥1000 Million INR - 5 750-1000 Million INR - 4 500-750 Million INR - 3 250-500 Million INR - 2 100-250 Million INR – 1</p> <p>*Currency conversion rate to be considered: As per SBI TT selling rates as on final date of submission of EoI.</p>	5	Audited financial reports
4.2	Net worth	<p>Positive Net worth- 5 Negative Net worth- 0</p>	5	Audited financial reports
5	After sales support		5	
5.1	Number of projects where Annual Maintenance Contract (AMC) has been awarded	1 mark for each project limited to max 5 marks	5	PO/LOI copy/Other relevant document
6	Strategic fit of partnership model		35	

6.1	Offering necessary support required for sourcing/localization of Electrolyser BOPs by BHEL	Yes - 3 No - 0	3	
6.2	Offering necessary support for assembling of Electrolyser system at BHEL works	Yes - 3 No - 0	3	
6.3	Offering capability building support to BHEL for system integration competencies	Yes - 4 No - 0	4	
6.4	Offering necessary Support for assembly of stack components at BHEL works. Supply of components in CKD (Completely Knocked Down) condition to BHEL	Yes - 3 No - 0	3	
6.5	Offering rights to manufacture Electrolyser stack components in 'subsequent phases' (ref pg.6)	Yes - 4 No - 0	4	
6.6	Offering Support for establishment of manufacturing, testing etc. at BHEL	Yes - 3 No - 0	3	
6.7	Offering Exclusivity in India	Yes - 5 No - 0	5	
6.8	Strategic alignment of the partnership model	To be assessed based on discussion on partnership model	10	Proposed partnership model by OEM after mutual discussion
7	Duration of support to BHEL		5	
7.1	Duration of Support to BHEL for manufacturing, Erection, commissioning, after sales, localization & AMC	≥10 years - 5 ≥5-<10 years - 3 1-5 years -1	5	Proposed partnership model by OEM after mutual discussion



Annexure – 5
General Information

Date: _____

Legal name of company	
Country of constitution	
Year of constitution	
Legal address in country of constitution	
Mobile Number of the Concerned Person	
Email id of the Concerned Person	
Willing to get registered as a Supplier in BHEL's Supplier Directory	Yes / No

Attached are copies of original documents of:

- Articles of Incorporation or Documents of Constitution, and documents of registration of the legal entity named above.

(Signature of Authorized Signatory)

Name: _____

Designation: _____

Address: _____

Date: _____