

NTPC Limited

(A Government of India Enterprise)



Invites

Expression of Interest

(EOI)

From

MSMEs / Any Indian Company

For

Setting up manufacturing facility at different NTPC power plants in India

DOCUMENTS OF EOI

This EOI document comprises of the following sections:

- (i) Section I : EOI Information
- (ii) Section II : Introduction
- (iii) Section III : Instructions to the Applicants
- (iv) Section IV : Consideration of Response
- (v) Section V : Application Form and Annexures

Section - I

EOI Information

(INVITATION FOR EXPRESSION OF INTEREST)

DETAILED NOTICE INVITING EXPRESSION OF INTEREST (EOI)

EOI No.: NTPC/BD/EOI-01/2020-21

Date: 21.09.2020

NTPC is Inviting Expression of Interest from energy intensive industries for setting up manufacturing facility at various NTPC Power Plants in India

1. NTPC Limited (A Government of India Enterprise) is in process of developing Industrial parks at land parcels available at various NTPC power plants in India. Details of the three power stations where the first phase of Industrial parks are proposed to be developed are as per Annexure – 1.

Note: Creation of Industrial park infrastructure within power plant premises is an initiative by NTPC. This shall be subject to requisite approvals from State and Central Government. NTPC shall process these approvals based on responses received in the EOI. NTPC bears no responsibility or liability of any kind in reference to the EOI. This is purely to assess the industry response w.r.t the initiative.

2. In this regard, NTPC Limited invites Expression of Interest (EOI) from MSMEs/ Any Indian Company (**herein after called APPLICANT**), for setting up energy intensive manufacturing plant such as Bulk Chemicals- Ammonia, Urea, Chlor-Alkali, Gypsum and Gypsum products, Geopolymer, Cooling & Heating Solutions, Aluminum, mineral processing (ceramics, tiles, pottery, brick, glass etc.), metallurgical and metal industries (foundries, forging, alloys, heat treatment, steel re-rolling, etc.) in the Industrial parks developed at various NTPC plants in India.
3. The Industrial parks shall be set-up to attract industries to set-up manufacturing facilities. Infrastructure facilities like land, water and electricity shall be arranged by NTPC.
4. After identifying the APPLICANTS through EOI, NTPC shall enter into separate commercial agreements with the prospective entities for allotment of spaces.

5. DOWNLOAD AND TIME LINES FOR SUBMISSION OF EOI

- a. Interested APPLICANTS may download the documents of EOI free of cost from www.ntpctender.com.
- b. **Last date for submission of EOI** : **21st October 2020.**
- c. **Last date for queries/ seeking clarifications** : **5th October 2020.**
- d. **Date of opening of EOI response** : **21st October 2020.**
- e. **Response Validity** : **180 Days from Last Date of EOI Submission**

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6. For consideration of EOI, APPLICANTs are required to e-mail softcopy of EOI, completed in all respect, through e-mail as well as send the hard copy of the same, which can be submitted either in person or by registered/ speed post till 21st October 2020 to the following address: -

To: mktikariha@ntpc.co.in

CC to: chandanchakraborty02@ntpc.co.in

Additional General Manager (Business Development)

NTPC Limited

Room No. - 305

EOC Noida sector - 24, Noida

7. NTPC reserves the right to reject or accept any or all applications, cancel/withdraw the EOI process without assigning any reason whatsoever and in such case, APPLICANT shall not have any claim arising out of such action.

Section - II

Introduction

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1. INTRODUCTION

- i. NTPC Limited (www.ntpc.co.in) is a leading power generation company of India. It has been ranked No#2 Independent Power Producer (IPP) in the world as per Platts (2019). The Company is listed in Indian stock exchange with a market capitalization of INR 874.17 billion.
- ii. NTPC Limited produces around 300 Billion units of electricity annually through its cluster of gas, coal, hydro and RE based power stations of more than 62GW capacity spanning across the country. Company has presence in almost all states of the country.
- iii. With revenues from operations of INR 1094.64 billion (14.5 billion USD) through its paid-up equity of INR 98.94 billion (1.3 billion USD), NTPC group achieved a net profit of INR 119.01 billion (1.6 billion USD) in the financial year 2020 and has been consistently paying dividends to its shareholders for the last 26 years.
- iv. NTPC's power plants located in various states across country, have evolved into economic centers with infrastructure eco-system in place. Capitalizing on ecosystem developed over period of time, NTPC is exploring to enter into Industrial park development business. This shall provide MSMEs and other interested industries to invest and rapidly grow to their potential.
- v. NTPC Industrial park shall provide unique advantages to industry as mentioned below:
 - a. 24x7 reliable Electricity at competitive prices from its own power plants
 - b. Availability of adequate water supply.
 - c. Accessibility through road and rail network as NTPC powerplants are well connected to the hinterland.
 - d. Availability of skilled labour in the neighborhood with relevant skillsets and industry ready experience.
 - e. Infrastructural facilities like internet lease lines/ township/ Medical facilities/ local market, etc.
- vi. Apart from above, NTPC may also provide material/ equipment/chemical testing facilities at our accredited labs located within the power plant premises.
- vii. NTPC shall be developing the entire Industrial park infrastructure, including land, water and electricity. To start with, NTPC has shortlisted 3 nos. of

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NTPC power plants (Annexure – 1), where development of Industrial park is planned.

2. INTENT OF THE EXPRESSION OF INTEREST (EOI)

The objective is to vitalize economic activity in the designated areas through providing MSMEs/Any Indian Company a platform for setting up energy intensive manufacturing facilities. Energy is an essential and significant cost of production and thus through this initiative NTPC shall not only enable the industries to focus on their core competence and not worry about infrastructure works but also make these competitive in world market with very competitive electricity rates.

- i. These projects shall be modelled on the lines where:
 - a. Land, electricity and water within the Industrial park area shall be provided by NTPC.
 - b. The necessary clearance with regards to developing Industrial park shall be taken-up by NTPC.
 - c. Prospective manufacturer shall have to take-up necessary statutory clearances with regards to setting up manufacturing facility.
 - d. Prospective manufacturer shall have to conduct their business as usual on their own and NTPC does not bear liability on sourcing or marketing their supplies / product or in any business operation.
- ii. Based on the experience in the first phase of implementation, the expansion of such scheme may be taken up at other NTPC power plants based on their feasibility.
- iii. The major roles and responsibilities of the major stakeholders under the projects shall be as follows:
 - a. **NTPC's Role:**
 - Setting up of Industrial park at identified NTPC power plants.
 - Developing necessary infrastructure facilities for Industrial parks as per standards.
 - Providing land, electricity and water to the manufacturing facilities within Industrial park.
 - Arranging all required statutory clearances regarding setting up of Industrial park.
 - Maintenance of Industrial park.

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b. Manufacturer's Role:

- Setting up the factory/in-plot facilities (line roads/drains/electricity network etc.)
- Arranging requisite statutory clearances for setting up manufacturing facilities within NTPC Industrial park.
- Arranging their own project finances.
- Setting up the manufacturing facility on its own resources.
- Responsible for their entire business operations including sourcing of raw material, labour and marketing products.
- Maintaining Environmental Clearance and Consent to Operate including treatment/control measures for effluents/air quality.
- Arrange their own security and manage labour related issues.

The Applicants may express their interest in respect of their offerings along with other inputs as indicated in relevant Annexures/formats.

The response(s) received in the EOI will be utilized by NTPC for:

- a. Application for various approvals (reg. land, water, electricity, etc.) with State and Central Government regarding setting up of Industrial park.
- b. Formulating the designs and specifications of Industrial park.
- c. Provisioning for electricity, land and water for Industrial park.
- d. Processing application for the approval of Industrial park.
- e. Finalizing commercial agreement with the shortlisted prospective manufacturer.

NTPC reserves the right to reject any or all submissions, even without achieving stated objective(s) of EOI, without assigning any reasons and liability thereof.

Section - III

Instructions to the Applicants

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1. The Applicants should note that:

- a. Language of the responses to EOI or any query/ clarifications/ correspondences shall be in English only.
- b. For expression of interest, Application Form and Annexures given in Section-V shall be duly filled and sent to NTPC by the APPLICANT in hard as well as soft copy.
- c. Applicants should go through Section-I and Section-II thoroughly before filling and submitting the application form and annexures in Section-V.
- d. Applicants shall mention the name and contact details of two persons, with complete address, phone number and email id.
- e. NTPC Ltd. may, at its sole discretion, ask for additional information/ documents and/ or seek clarifications from the Applicant(s) after the Deadline for submission of response, inter alia, for the purpose of removal of inconsistencies or infirmities in their responses.

2. Enquiries and clarifications

Any clarifications on the EOI may be sought to the following via e-mail:

To: mktikariha@ntpc.co.in

CC to: chandanchakraborty02@ntpc.co.in

3. Corrigendum

At any time before the last date of submission of EOIs, NTPC may, for any reason, whether at its own initiative or in response to a clarification requested by an Applicant, modify the EOI document. The amendment will be posted on the website and will be binding on the Applicants and the Applicant will give due consideration to the same, while they submit their EOIs, and would invariably enclose documents/ information, as required, on account of the amendment, as a part of the EOI. NTPC may, at its discretion, extend the deadline for the submission of EOIs.

4. Preparation of the response to EOI

The application of EOI consists of the following:

- (a) Annexure 2, 3 & 4 of Section-V

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5. Validity of the responses

The Applicant shall submit the responses which shall remain valid up to one hundred and eighty (180) days after the response Deadline (“Response Validity”). NTPC reserve the right to reject any response, which does not meet the aforementioned validity requirement.

NTPC may solicit the Applicant’s consent for an extension of the period of validity of the response. The request and the response in this regard shall be in writing. In the event any Applicant refuses to extend its response validity as requested by NTPC, NTPC shall terminate processing of such Applicant’s responses. An Applicant accepting NTPC request for validity extension shall not be permitted to modify its response.

6. Submission of the response to EOI

The responses to the EOI are to be submitted in soft copy via below e-mail format
To: mktikariha@ntpc.co.in
CC to: chandanchakraborty02@ntpc.co.in

Ref. EOI No.

Dated

Envelope: Original / Copy #

Due date of Opening: _____

Submitted to:

Name, designation & address of the concerned officer of NTPC

Submitted by:

Name, address & contact no. of the Applicant

All the pages of the response should be duly stamped and signed by the authorized signatory in whose favour the Power of Attorney is issued.

The responses to the EOI should be submitted within the Deadline at the address provided in the Section-I of this EOI.

7. Opening of responses to the EOI

The responses to the EOI shall be opened as per the time schedule 1500 Hrs at date as mentioned in Section-I and will be communicated to the Applicants via e-mail.

In the event of any of above dates falling on a day which is not a working day or which is a public holiday, the responses shall be opened on the next working day at the same venue and time.

8. Costs and expenses towards response to EOI

The Applicants shall be responsible for all the costs associated with the preparation of the response and participation in discussions and finalization & execution of the documents related with this EOI, NTPC shall not be responsible in any way for such costs, regardless of the conduct or outcome of this short-listing/ selection process.

9. Confidentiality

The Applicants undertake to hold in confidence this EOI and any document related or pursuant to this EOI and not to disclose the terms and conditions of the transaction contemplated hereby to third parties, except:

- (a) To their professional advisors;
- (b) To their officers, contractors, employees, agents or representatives, financiers, who need to have access to such information for the proper performance of their activities;
- (c) Disclosures required under applicable Law, without the prior written consent of the other parties of the concerned agreements.

Provided that the Applicant(s) agrees and acknowledges that NTPC may at any time, disclose the terms and conditions of this EOI and any document related or pursuant to this EOI to any person, to the extent stipulated under the applicable Law.

10. Disclaimer

- (a) This Expression of Interest (EOI) has been prepared by NTPC Ltd. for response from MSMEs / any Indian Company for setting up energy intensive manufacturing units/ factories within NTPC Industrial park.
- (b) Creation of Industrial park infrastructure within NTPC plant premises shall be subject to requisite approvals from State and Central Government. NTPC shall process these approvals, after receiving the desired response for EOI.
- (c) In submitting an expressed EOI in response to the EOI, the Applicants certify that it understands, accepts and agrees to the disclaimers on this page. Nothing contained in any other provision of the EOI nor any statements made orally or in writing by any person or party shall have the effect of negating or superseding any of the disclaimers set forth herewith.

Section-IV

Consideration of Response

1. Responsiveness check

The responses submitted by Applicants shall be scrutinized to establish interest in setting up of energy intensive industries at Industrial park set-up by NTPC. Responses shall be deemed non responsive for following reasons:

- a. Responses that are incomplete, i.e. not accompanied by any of the applicable formats inter alia covering letter, power of attorney, applicable undertakings, provided in more details at annexure in Section-V;
- b. Responses not signed by authorized signatory and / or stamped in the manner indicated in this EOI;
- c. Material inconsistencies in the information/ documents submitted by the Applicant
- d. An Applicant submitting more than one response to this EOI either itself or through an affiliate or subsidiary company;
- e. Response validity being less than that required as per Clause 5 of section-III of this EOI;
- f. Response being conditional in nature;
- g. Response not received by the response Deadline;
- h. Response having Conflict of Interest;
- i. Applicant delaying in submission of additional information or clarifications sought by NTPC, as applicable;

All bids that shall meet the responsive check requirements set out above in this section of the EOI document shall be considered as responsive. In case of non-submission of relevant details as above, the responses may be considered as “**Non-responsive**”, at the sole discretion of NTPC and will not be considered further.

Section-V

Application Form & Annexures

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Annexure - 1

S. No.	Power plant	State	Nearest City	Nearest Railway station	Nearest Airport	Land availability (acres) Land patches
1	Kudgi Super Thermal Power Project, Kudgi, Bijapur district, Karnataka 586216	Karnataka	Bijapur (46 kms)	Bijapur (46 kms)	Hubbli (170 kms)	Patch-1 410 Patch-2 191 Patch-3 130 Patch-4 60 Total 791
2	Gadarwara Super Thermal Power Project, Gadarwara, Madhya Pradesh 487551	Madhya Pradesh	Sagar (101 kms)	Sagar (101 kms)	Jabalpur (122 kms)	Patch -1 500 Total 500
3	Solapur Super Thermal Power Project, Solapur district, Maharashtra, 413215	Maharashtra	Solapur (15 kms)	Solapur (15 kms)	Pune (233 kms)	Patch-1 100 Patch-2 220 Patch -3 58 Patch -4 50 Total 428

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Annexure-2

FORMAT FOR COVERING LETTER CUM UNDERTAKING

(The covering letter should be on the Letter Head of the Applicant)

Date : _____

Place : _____

To,
.....

Sub.: (INVITATION FOR EXPRESSION OF INTEREST)

Ref.: EOI No. _____, dated _____ (the "EOI")

Dear Sir,

We, the undersigned [insert name of the "Applicant"] having read, examined and understood in detail the **(INVITATION FOR EXPRESSION OF INTEREST)**. We confirm that neither we nor any of our Parent Company/ Affiliate/ Ultimate Parent Company has submitted response other than this response directly or indirectly in response to the aforesaid EOI.

1. We give our unconditional acceptance to the EOI, issued by NTPC, as amended. In token of our acceptance to the EOI, the same have been signed & stamped by us and enclosed to the response. We hereby confirm that the provisions of the EOI shall be binding on us.
2. We have submitted our response strictly as per provisions and formats of the EOI, without any deviations, conditions and without mentioning any assumptions or notes.
3. We hereby unconditionally and irrevocably agree and accept that the decision made by NTPC in respect of any matter regarding or arising out of the EOI shall be binding on us. We hereby expressly waive any and all claims in respect of EOI process. We confirm that there are no litigations or disputes against us, which materially affect our ability to participate or function under the obligations with regard to EOI.

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4. Details of the contact person are furnished as below:

Name :

Designation:

Address:

Contact numbers:

email id:

5. We are enclosing herewith the entire response containing duly signed formats in electronic format sent via email to: mktikariha@ntpc.co.in as per the EOI for consideration.
6. It is confirmed that our response is consistent with all the requirements of submission as stated in the EOI and subsequent communications from NTPC, if any.
7. The information submitted in our response is complete, strictly as per the requirements stipulated in the EOI and is correct to the best of our knowledge and understanding. We would be solely responsible for any errors or omissions in our response.
8. We confirm that all the terms and conditions of our response are valid for acceptance for a period of one hundred and eighty (180) days from the response Deadline.
9. We confirm that we have not taken any deviation so as to be deemed “**Non-Responsive**” as stipulated in Section-IV of this EOI.
10. We understand that you are not bound to accept any response you receive.

We remain,

Yours sincerely

(Name, Designation and Signature of Authorized Person in whose name Power of Attorney is issued)

Annexure - 3

Information to be submitted by Applicant

(Note: Applicant can apply for more than one location with more than one manufacturing set-up. Supporting documents shall be submitted by the Applicant.)

1. Name of the Company:
2. Legal status of the Company:
3. Brief description of the Company including details of its business groups/subsidiaries/ affiliates:
4. Existing Manufacturing facilities – Locations, Capacity
5. Date of Incorporation:
6. Date of Commencement of Business:
7. Full address including Telephone nos. / Fax nos.:
 - a. Registered Office:
 - b. Head Office:
 - c. Address for communication:
 - d. Contact Details:
 - e. Office Address in India, if any:
8. Documents to be enclosed:

Technical Credentials – Relevant Product/System catalogues, Experience /Reference List, Copies of Customer Certificates, Engineering strengths, collaborations/tie-ups with manufacturer (if applicable), quality accreditations, etc.

Financial Credentials – Copies of Audited Financial statements (Annual Reports) for last 3 years, Credit Rating, Market share (Domestic/International), Segmental Revenue in the applied category (ies).
9. Any other documents considered relevant.

(Sign & Company Seal)
Authorized signatory

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Annexure – 4

S. No.	Item Description	(To be filled)
1.	Timelines for starting the execution on proposed manufacturing facility(ies).	
2.	Time for completion of manufacturing facility(ies)	
3.	Period for which allotment of the space in Industrial park is considered.	
4.	Location(s), given in Annexure -1, at which proposed manufacturing facility to be set-up.	
5.	Type of manufacturing facility(ies) proposed to be set-up at each location.	
6.	Capacity of manufacturing facility(ies) proposed to be set-up at each location.	
7.	Estimated investment for proposed manufacturing facility(ies) at each location.	
8.	Land area requirement for proposed manufacturing facility(ies) at each location.	
9.	Estimated power requirement for each location.	
10.	Estimated water requirement for each location.	
11.	Unit / location wise man power requirement.	
12.	ICT infrastructure requirements.	
13.	Types of effluents (air/water borne) and treatment before exhaust/discharge: Level(s) of residual pollutants vis-a-vis maximum allowable limits in India/Country of Origin	
14.	Cost-wise Percentage (%) of imported components and input raw material/machinery proposed to be imported and likely source countries.	
15.	Finished product market volume in India and whether intended to export	