



EOI No: EOI/IGL/BD/Allied/02

Dt: 29.10.2021

INDRAPRASTHA GAS LIMITED

Invitation for Expression of Interest for Partnering with Indraprastha Gas Limited (IGL) for Setting-up a Type IV Cylinder Manufacturing facility in India

INDRAPRASTHA GAS LIMITED, a leading City Gas Distribution company invites proposal from Parties (referred thereof as “Potential Partner”) engaged in the field of manufacturing of Type IV Cylinder, for partnering with IGL (referred thereof as “Client”) for setting up a Type IV Cylinder manufacturing facility in India.

1. Indraprastha Gas Limited (IGL), termed as Client in this document is a joint venture company of GAIL (India) Limited, Bharat Petroleum Corporation Limited (BPCL) and Govt. of NCT of Delhi (GNCTD). IGL is engaged in City Gas Distribution of natural gas under two business segments – Piped Natural Gas (PNG) to domestic, commercial and industrial consumers and Compressed Natural Gas (CNG) to variety of vehicles as automotive fuel. IGL is one of India's leading natural gas distribution company and has a large network of CNG Stations, Commercial & Industrial Gas customers, as well as domestic PNG connections. Besides consolidating its position in existing areas of operation, IGL has been entering into new geographical areas for development of City Gas Distribution network. For details, please visit client’s website: www.iglonline.net
2. IGL is committed to further consolidate its leader position as the clean energy solution provider through customer centricity, innovative technology and diversification, with international presence. IGL has annual turnover of over US\$ 725 Million (March 2021). IGL started its journey more than 20 years back and has been successful in its mission of providing greener energy solutions and pollution-free environment.
A brief about the current operational status (as on 30/09/2021) of IGL in CNG Segment:
 - CNG Compression capacity: ~8.8 million kg/day
 - No. of CNG stations: above 600
 - No. of CNG vehicles in Delhi, Noida, Greater Noida, Ghaziabad, Hapur, Muzaffarnagar, Shamli, Meerut, Kanpur, Fatehpur, Hamirpur, Rewari, Gurugram, Karnal and Kaithal: ~1.3 million



3. Government of India is giving thrust to “Aatma Nirbhar Bharat” (self-reliant India) and as well to natural gas and intends to make India as a self-reliant gas-based economy. In this background, landscape of City Gas Distribution (CGD) industry is fast changing with coverage of many geographical areas in various parts of the country. The changing CGD scenario would give a boost to IGLs business also.
4. The Client, under its vision and mission of diversification of its business activities, intends to setup manufacturing plant of Type IV Cylinders in India and supply them to automotive sector, CGD industry, Industrial & Commercial gases, etc.
5. The brief technical specifications of the Type IV Cylinder are attached as per **Appendix-A**.
6. The Client intends to establish a partnership through Joint Venture/Technology Transfer or and under long term licensing agreement as specified in **Appendix-B**.
7. The prospective bidders are requested to submit the EOI along with requisite information as per formats specified in **Appendix-C (C-1 TO C-2)**. The Potential Partner are requested to carefully read **Annexure-I (Instructions to Potential Partners)**

Proposals are invited from Potential Partners (PP) as per following eligibility criteria / requirement:

1. Pre-Qualification Requirements (PQRs):

The Potential Partner (PP) should meet all Pre-Qualification Requirements as mentioned below:

- a. Should have its own global manufacturing facility of Type IV Cylinder as per the specifications of **ISO:11439:2013, ISO 11119-3** and its subsequent amendments for CNG applications and similar for ‘Industrial/commercial gases, with all IPR/Patents/Third-party rights residing with the Potential Partner ONLY.
- b. Should be willing to invest and/or set-up (through technology transfer) a greenfield manufacturing facility in India, in collaboration and investment from IGL. The facility is expected to serve primarily Indian market however it intends to serve the



global markets as well (subject to common understanding between the Potential Partner and IGL).

- c. The Potential Partner should have supplied Type IV Cylinders for industrial/commercial gases, LPG, CNG applications, over the last 3 years. (Refer **Appendix-A** for technical specifications)
- d. Should meet the exclusivity requirements as per the **Exclusivity Clause** (Clause 4).
- e. Should have positive net worth and positive operating profit from relevant business for the last 3 financial years
- f. Qualification of quoted product/solution will be subject to the applicable notifications, directives and laws as published by the Government of India from time to time

2. The scope of the work:

a. The Potential Partner is expected to provide the following:

1. Technical support and transfer of technology for setting-up Type IV Cylinders.
2. Assist in procurement of plant and machinery and its installation, commissioning setup
3. Hand-holding and operational support for initial period (18 months from commencement of commercial operation) of the facility
4. Should be willing to invest and/or set-up a greenfield manufacturing facility in India, in collaboration and investment from Client.

b. The detailed specifications of Type 4 Cylinders are attached as per **Appendix-A**

c. Assist client in obtaining all necessary certificates, approvals, permits and clearances required from statutory authorities towards manufacturing and sales of Type-IV Cylinders. (Refer **Appendix-A** for details)



3. Agreement: Client shall enter into a long term partnership/technology tie up with the selected partner.

4. Exclusivity clause:

During the agreement period, the selected partner will enter in to a binding and definitive agreement exclusively with client and selected partner will not, directly or indirectly:

- i) Solicit, initiate, or encourage submission of any Alternative Proposal of Partnering to any third party in India.
- ii) Assign partnering agreement hereunder to any third party or setup manufacturing facility of Type-IV Cylinders by himself in India.
- iii) Non-compete agreement by the Selected Partner in India and other international territories, as may be mutually discussed and agreed.

5. Brief Technical Specification of Type IV Cylinder:

It is not the intent to specify completely herein all the details of technical design and construction of material. However, the material shall conform in all respects to high standards of engineering, design and workmanship and shall be capable of performing in continuous commercial operation in manner acceptable to the purchaser. The brief technical specifications of the Type IV Cylinder are attached as per **Appendix-A**.



ANNEXURE-I

INSTRUCTIONS TO POTENTIAL PARTNERS (ITPP)

1.0 The Notice inviting EOI shall be read carefully and considered while preparing the response. All details are to be made and submitted in accordance with the ITPP. Only suitable parties will be requested for further discussions on the partnership to take the process further and to reach a logical conclusion. Potential Partner needs to self-certify the information submitted and carry an undertaking as per the format provided in Appendix-D from their parent company/JV partner/ Consortium.

2.0 It shall be understood that these documents are not final documents, and the Client reserves the right to change any or all conditions/information set in this EOI by way of revision, deletion, updating or annulment through issuance of appropriate addendum as the Client deems fit without assigning any reason thereof.

3.0 SCOPE OF WORK

The broad scope of work is described at clause no. 2 of notice inviting EOI. Any other services not specifically mentioned but which are relevant for completion of project are deemed to be included.

4.0 COMPLETION SCHEDULE

The Potential Partner shall propose PERT chart with phase-wise development of the Indian facility. The final timeline, however, will be worked out after discussion with the Client.

5.0 COST OF SUBMISSION OF EOI

All the costs and expenses incidental to preparation of EOI, discussions conferences, meetings, if any, including any discussions, technical and other presentation including any demonstrations, etc. shall be to the account of the potential partner and the client shall bear no liability whatsoever on such costs and expenses.

6.0 CONTENT OF EOI



6.1 The potential partners are requested to submit following details along with relevant documentary evidence. However, if potential partner wishes to share additional relevant information then the same may be provided separately during submission of EOI response:

a) Letter of Interest with details of the Company/Firm like

- Company Profile,
- Core Strength,
- List of Resources,
- Manpower details,
- Organization Structure,
- Office Locations, Markets (Countries) catered

b) Experience details

- As per **Appendix-C2**

c) Financial projections of Type IV Cylinder (Capacity per annum to be proposed by Potential Partner based on *Economies of Scale*) for the proposed project in India

- Project Cost
- Plant Operations & Maintenance Cost (Fixed and Variable)
- If potential partner wants to invest as a JV partner then shareholding for the JV Structure
- Cash Flows
- Pre-Tax Project & Equity IRR (%)

6.2 The potential partner has to confirm that its proposal meets the technical specifications of the Type IV Cylinder as specified in **Appendix-A**

6.3 The potential partner should also clearly indicate new design features/new technologies used by them in the previous/existing jobs executed by them.

6.4 Potential partner to provide list of Plant & Machinery and testing equipment required for the said project.

6.5 Potential partner to provide list / details of Critical components which will be supplied by potential partner and what components will be localized to reduce the cost of Type IV Cylinder over a period of time.

6.6 The potential partner is expected to examine all documents submitted by them. Failure to furnish all information required or submission of a document not substantially responsive in every respect will be at the potential partner's risk and may not be considered for further review.



7.0 QUALIFYING REQUIREMENT

- 7.1** Potential partner to submit the Forms as per **Appendix C1 & C2**
- 7.2** The Potential partner to attach Certification of meeting the technical specifications as per **Appendix-A** from third-party certified agencies
- 7.3** The Potential partner to confirm that their engineering and design team is familiar with internal codes and standard, as the plant is intended to attain ISO 9001, IS 14001, OHSAS 1800, ISO 10012 Certifications
- 7.4** The Potential partner to confirm that they have sufficient technical and process specialist for training of newly constructed manufacturing facility for the first three months of stabilization period till it reached full production capacity. This includes testing and calibration setup too.

8.0 CLARIFICATION

The potential partner may notify the Client regarding any clarification via email at the Client's email address indicated below.

9.0 ADDRESS FOR COMMUNICATION

All the communication must be addressed as per details given below:

To

Mr. Sanjeev Kumar Bhatia
Vice President (BD, CS & GS)
Indraprastha Gas Limited
IGL Bhawan, Plot No. 4, Community Centre, RK Puram, New Delhi 11002
T (+91) 11 46074885 ; (+91) 11 46074607
Email: iglbdcnp@igl.co.in

10.0 POTENTIAL PARTNER TO APPRISE ITSELF ON :

10.1 Local Conditions

It is imperative for each Potential partner to get himself fully informed on all local conditions, factors and legislation that may have any effect on the planning & setup of manufacturing plant.

10.2 Site Condition



The location of manufacturing plant shall be shared to selected Potential Partner at an appropriate stage.

10.3 Amendment of scope of work

At any time prior to the deadline for submission of EOI, the Client may, for any reason whether at its own initiative or in response to a clarification requested by a prospective potential partner, amend the scope of work, which shall be suitably communicated.

11.0 PREPARATION OF EOI

11.1 Language of EOI Response

The EOI prepared by the potential partner and all supporting documents submitted along with EOI shall be written in English language. The printed literature furnished by the potential partner may be written in another language is also acceptable, as long as such literature is accompanied by a translation in English language.

11.2 The potential partner shall submit the documentary evidence in the support of their credentials, which would highlight their adequate financial ability, technical knowledge/ tie-ups, supply-chain management, production and other capabilities require towards setting up of Type-IV cylinder manufacturing facility in collaboration with client in India.

11.3 The potential partner can either be a sole company or Joint venture/ consortium of companies, preferably of relevance for the intended partnership.

11.4 The potential partner shall provide satisfactory evidence that he and/or, where applicable, his collaborator/associate/partner(s) of Joint Venture/Consortium:

(i) is capable of executing the type of work specified and has adequate technical knowledge and relevant experience for setting up of manufacturing facility of Type-IV cylinder in collaboration with client in India.

(ii) Copy of Performance Certificate, Balance sheets, P&L Account, Solvency Certificate from Bankers etc. Copy of Agreement/ Award Letter and completion certificates/payment certificates pertaining to the relevant work and period and



partnership deed/proprietorship certificate/ Article and Memorandum of Association etc, as the case may be depending upon the constitution of the firm

- (iii) does not anticipate a change in Ownership of client/Control during the proposed period of execution of Work (If such a change is anticipated, the scope and effect thereof shall be defined).
- (iv) has adequate financial stability and capability to meet the financial obligations pursuant to the Works.
- (v) has an established project management organization covering the areas related to engineering and manufacturing of Type-IV Cylinders /systems, interface engineering and the necessary field services required for successful completion of work covered in the scope.
- (vi) has established quality assurance system and organization designed to achieve high level of equipment/system reliability, during manufacturing.

Please Note: The documents mentioned in clause no 11.4 can be submitted up to one week after submission of the EOI, in case not submitted along with the initial proposal/EOI.

12.0 SUBCONTRACTORS

The Potential partner shall include details of all major items of supply or services that it proposes to purchase or sublet and shall give details of the name, their experience, their reference list and nationality of the proposed Subcontractor including Sub-vendors, for each of those items.

13.0 SUBMISSION OF EOI

13.1 Signing of EOI

- i) The EOI must be submitted by the authorized person of the company.
- ii) EOI by a JV/Consortium firm must indicate the details of the partners/members, with the brief **DOR** (Division of Responsibilities) between the partners.



- iii) Satisfactory evidence of authority of the person, submitting the EOI, shall be furnished.
- iv) EOI not conforming to the above requirements of submitting may be disqualified.

13.2 Procedure for submission of EOI

- (i) Proposals may be submitted electronically, indicating clearly the name and address of the potential partner.
- (ii) All documents shall be addressed to
Mr. Sanjeev Kumar Bhatia
Vice President (BD, CS & GS)
Indraprastha Gas Limited
IGL Bhawan, Plot No. 4, Community Centre, RK Puram, New Delhi 11002
T (+91) 11 46074885 ; (+91) 11 46074607
Email: iglbdnpc@igl.co.in

14.0 DEADLINE FOR SUBMISSION OF EOI

- 14.1** The Potential Partner has the option of submitting the EOI by courier or registered post or submitting it in the person and shall ensure that it reaches to the Client by 19-11-2021 before 17:45 (IST).
- 14.2** The Client may, at its discretion, extend this deadline for submission by amending the documents, in which case all rights and obligations of the Client and Potential partners will thereafter be subject to the deadline as extended.

NOTE: The Client reserves the right to accept/reject any or all EOIs or cancel/withdraw the EOI without giving any reasons thereof. The Client will not entertain or be liable for any claim for cost and expenses in relation to the preparation of EOI to be submitted.



APPENDIX - A

TECHNICAL SPECIFICATIONS

1.0 BRIEF TECHNICAL SPECIFICATION OF TYPE IV CYLINDER

1	Cylinder Type	:	Type IV
2.	Design Parameters	:	Material
			Reinforced composite gas cylinder with non-metallic liner
			Temperature Range
			-40°C to 85°C
			Minimum Working Pressure
			290 bar
			Test Pressure
			300 bar
			Service Pressure
			250 bar @ 21°C
		:	Size
			Diameter
			Length
			9 inches to 20 inches Up to 3.25 metres
3	Certificates & Codes	:	ISO:11439:2013, ISO 11119-3 and its subsequent amendments for CNG applications, and as per applicable specifications for industrial/commercial gases.
4	Safety & Standards	:	The design, manufacturing, testing and other general requirements of the Type-IV Cylinder shall be strictly in accordance with the applicable Gas Cylinder Rule, PESO Guidelines, IS 5844 – 1970 Hydrostatic Stretch Test, IS 5903 – 1970 Safety Devices of Gas Cylinders, OISD – 179 and shall comply fully with National/ International standards
5	Traceability	:	All relevant documentations should be provided .
6			
7	Leakage protection	:	As per standards and guidelines EN 1779 Leak testing – criterion for method and technique selection.
8	Life Expectancy	:	20 years



*EOI for setting up of Type IV Cylinder
manufacturing facility in India*

2.0 Additional features/ documents can be submitted by Potential Partner in support to their
EOI responses



APPENDIX - B

TECHNOLOGY TRANSFER & LICENSING STRUCTURE

1.0 TECHNOLOGY & LICENSING STRUCTURE

The following are the key points for technology transfer and licensing structure:

- The Potential partner and the Client would enter into a technology transfer, manpower training and licensing agreement, executed under the Laws of India, with Arbitration at a neutral country
- The Potential partner to provide inputs to detailed project report (bankable feasibility study report), which is intended to be submitted as a part of Client's approval from key stake holders, banks and/or financing institutions, permits and approvals.
- Potential partner will be required to submit a copy of Business License and attach approval for entering into a technology transfer and licensing agreement at the time of JV agreement.
- Potential partner to certify that there is no exclusivity to any local partners in the India or the Indian region
- Potential partner to ensure that all latest technology in hardware or software will be shared with the Client, in the JV, without any additional cost to the Client.



APPENDIX C-1- Experience Details

1. Details of the firm/company:

Name	Year of Establishment	Country of Origin	Type of Organization			
			Individual	Partnership	Corporation	Others (please brief)

- Office / Business Address / Telephone Nos. / Cable Address (Registered Office, Head Office, India Office)
- Narrative description of the firm including detailed credentials (Use other sheet, if necessary)
- Financial statement of the last three financial years (Note- In case of Consortium, details of all Consortium partners to be provided separately)

S. No.	Particulars	2020	2019	2018
I	Annual turnover			
II	Total Assets			
III	Current Assets			
IV	Total Liabilities			
V	Current Liabilities			
VI	Net Worth			
VII	Revenue from Relevant Operations			
VIII	Operating Profit (from Relevant Segment)			
IX	Net Profit before Tax			
X	Profit after Tax			
XI	Depreciation			
XII	Equity share capital including premium			



XIII	Current Ratio			
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Note: The amount shall be stated in US \$, the exchange rate at the end of the respective accounting year shall be considered and the companies are requested to submit the copies of the relevant audited balance sheets at the later stage.



APPENDIX C-2

EXPERIENCE DETAILS DURING THE PAST THREE (3) YEARS AS MANUFACTURERS/ TECHNOLOGY SUPPLIERS

Name and Address of the License/JV Partner/ Consortium:

S. No.	Description	Manufacturing Facility 1	Manufacturing Facility 2	Manufacturing Facility 3
A	Experience as Technology Supplier (specify as applicable)			
I	Name of License and its production capacity			
II	Brief details of the Business Structure, and Equity Structure			
III	In-house Production – NG Type IV Cylinders			
IV	NG Type IV Cylinders Sales (Nos.)			
V	NG Type IV Cylinders Sales (in US\$)			
VI	Year of Start of Production, if complete; or Status of Manufacturing Setup			
VII	Certifications, Codes & standard compliance			
VIII	Level of automation (Manual/Semi-automatic/fully automatic)			
IX	Type of facility: Owned/JV/ Consortium			



APPENDIX - D

UNDERTAKING BY IPR HOLDER

(ON COMPANY LETTERHEAD)

**LETTER OF UNDERTAKING TO BE SUBMITTED BY PARENT COMPANY/JV
PARTNER/CONSORTIUM OF THE POTENTIAL PARTNER RESPONDING TO INDRAPRASTHA GAS
LIMITED'S EOI FOR SETTING UP TYPE IV CYLINDER MANUFACTURING FACILITY IN INDIA**

We, M/s _____, confirm that we are OEM and hold the IPR/Patents/Third-party rights for manufacturing of Type IV Cylinders and would be interested to participate in the EOI floated by IGL for setting up Greenfield Type IV Cylinders manufacturing facility in India.

We have read the notice inviting EOI and confirm to submit our proposal in line with the technical requirements and terms & conditions stated in the notice inviting EOI.

We authorize Mr./Ms. _____ of M/s _____ (if different from OEM) to submit, sign and further to take part in meeting & discussions with IGL on the said EOI on our Behalf.

Mr. /Ms. _____ (details of Authorized person)

Designation: _____

Email: _____

Contact details: _____

Regards

XXXXXXX

(Authorized Signatory of the Company)