

INFORMATION MEMORANDUM

FOR

EXPRESSION OF INTEREST (EOI)

FOR

SETTING UP CYCLE MANUFACTURING PLANTS IN WEST BENGAL
(October2021)

EOI Submission Due Date:13th December, 2021

EOI Reference No. *WBIDCL/EPC/2020-21/918*

WEST BENGAL INDUSTRIAL DEVELOPMENT CORPORATION LIMITED

"Protiti"

23, Abanindranath Thakur Sarani
Kolkata - 700017, West Bengal, India

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- a) It does not constitute an invitation to offer or an offer in relation to the transaction.
- b) This document does not constitute any contract or agreement of any kind whatsoever.
- c) This document does not purport to contain all the information that interested applicants would desire or require in reaching decisions pertaining to any transaction. Interested applicants should form their own view as to what information is relevant to such decisions and make their own independent investigations in relation to any additional information.
- d) Neither the information in this memorandum nor any other written or oral information in relation to the transaction or otherwise is intended to form the basis of or the inducement for any investment activity or any decision to enter into any contract or arrangement in relation to the transaction and should not be relied on as such. Neither WBIDCL nor its officers, employees, advisors, agents, successors or assignees shall be responsible / liable to any party in any way for costs associated in preparation & submission of EOI.
- e) WBIDCL is not bound to accept any or all of the EOIs. WBIDCL reserves the right to reject any or all EOIs without assigning any reasons. No applicant shall have any cause of action or claim against WBIDCL or its officers, employees, advisors, agents, successors or assignees for rejection of this EOI.
- f) WBIDCL shall be entitled to invite proposals from entities other than the applicants who have submitted EOI.
- g) Failure to provide information that is essential to evaluate the applicant's qualifications or substantiation of the information supplied, shall result in disqualification of the applicant from the EOI process.
- h) While this Information Memorandum has been prepared in good faith, neither WBIDCL nor any of its officers or employees or advisors or agents make any representation or warranty or shall have any responsibility or liability whatsoever in respect of any statements or omissions here from. Any liability is accordingly expressly disclaimed by WBIDCL or any of its officers, employees, advisors or agents, whether negligent or otherwise.

NOTICE INVITING EOI

**West Bengal Industrial Development Corporation Limited
(A Government of West Bengal Undertaking)**

"Protiti"

23, Abanindranath Thakur Sarani
Kolkata - 700017, West Bengal, India
Phone: +91 33 2255 3700 - 705
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EOI Reference No. *WBIDCL/EPC/2020-21/918*

Date: 29.10.2021

1. West Bengal Industrial Development Corporation Limited (hereinafter referred to as WBIDCL) is the premier nodal agency of West Bengal's Industry, Commerce and Enterprises Department, responsible for conceptualization, development, growth and facilitation of industry, investment and infrastructure in West Bengal. Over the years the Corporation is actively engaged in catalyzing investment through promotion and marketing of West Bengal as an investment destination.
2. WBIDCL hereby invites Expression of Interest (EOI) from eligible and qualified cycle manufacturing companies (herein after referred to as "Manufacturers") for setting up cycle manufacturing plants in West Bengal.
3. Intending Manufacturers may download the Information Memorandum document for EOI from the website <https://wbtenders.gov.in>. The same can also be available in WBIDCL website <https://www.wbidc.com/>
4. The EOI shall have to be submitted in the website <https://wbtenders.gov.in> not later than the time specified on the prescribed last date of submission of EOI.
5. WBIDCL, may, at its discretion, extend this deadline for submission of EOI by amending the EOI document, in which case all rights and obligations of WBIDCL and applicants previously subject to the deadline will thereafter be subject to the deadline as extended.
6. All details including any due date extensions, clarifications, amendments, addenda, corrigenda, etc., in respect of this notice will be uploaded on <https://wbtenders.gov.in>
7. At this EOI stage no financial bid is required to be submitted.
8. Important information date and time schedule:

Sl.	Particulars	Date & Time
1	Publication of Information Memorandum document for EOI	29-10-2021
2	Pre- Bidmeeting	17-11-2021 at 11:00 hrs.
3	Start date and time of submission of EOI	06-12-2021, 10:00 hrs.
4	Last date and time of submission of EOI	13-12-2021 up to 15:30 hrs.

9. In the event, any of the specified dates as above being declared a holiday by WBIDCL, the event of the specified date will be taken up on the next working day at the same time.
10. WBIDCL reserves the right to reject any or all EOIs and to accept or reject any or all submissions without assigning any reason whatsoever and would not be liable for any cost that might have incurred by any applicant for submitting the EOI.

Sd/-
Managing Director

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1. Project Introduction

1.1. Background

India is the second largest manufacturer of bicycles in the world currently producing 22 million bicycles per year. As per the NitiAayog Report 2020, West Bengal stood at 1st place in terms of free bicycle distribution scheme by state governments during the tenure of FY2015 to FY2019 with the quantum of 76 lakhs of bicycles freely distributed.

Free bicycle distribution scheme by state governments

Sl..	State	Bicycles distributed during FY15 to FY19 (in lakh)	Years since scheme in force
1.	Tamil Nadu	30.04	16
2.	Karnataka	25.70	12
3.	West Bengal	76.00	5
4.	Assam	10.00	7-8
5.	Gujarat	11.55	8-9
6.	Rajasthan	15.65	8-9
7.	Punjab	1.50	Not regular
8.	Madhya Pradesh	19.83	3-4
9.	Andhra Pradesh	3.70	2
10.	Chhattisgarh	5.08	7-8
11.	Tripura	0.73	4-5
12.	Jharkhand	3.00	4-5
13.	Himachal Pradesh	0.20	3-4
14.	Uttarakhand	0.48	5
15.	Telangana	2.10	5
16.	Haryana	0.2	5

- Source: Promoting Bicycles in India, NitiAayog Report 2020

1.2. Cycle Distribution Scheme of West Bengal

The Government of West Bengal (GoWB) had launched the “SaboojSathi” scheme in 2015 to enhance access of students to Secondary Education. Under the scheme, bicycles are distributed to students between class IX and XII studying in government run and government aided schools and madrasahs in West Bengal. The scheme is aimed to minimize drop-outs in schools, besides, inculcate a sense of confidence among girl students by promoting mobility, and promote environment-friendly and healthy means of transportation.

For this purpose, there is a need to procure 10 lakh bicycles every year in West Bengal. Apart from that environment friendly bicycles are the need of the hour for reducing pollution related health hazards in the State of West Bengal. Demand for bicycles rose in various urban areas of India amid COVID-19 pandemic.

1.3. Advantages of setting up Cycle Manufacturing plants in West Bengal

West Bengal is the sixth largest state of India in economic size with a GSDP of INR 14.44 lakh crore (US\$ 206.64 billion) in 2020-21. State GDP has been growing at an average of 12.6% between 2015-16 and 2020-21, faster than the national average. Industry support backed by clear policies, plentiful natural resources, domestic and international connectivity, robust infrastructure, export ecosystem, large pool of skilled workers and low operating costs have all contributed the edge in positioning West Bengal amongst one of the leading industrial states in the country.

The State is home to India's second highest number of MSMEs and indeed accounts for 14% of India's total MSMEs. These enterprises play a vital role in Bengal's economy, contributing to production, exports and employment and leading the economic growth of the State.

Apart from the geography-determined industries like jute and tea, Bengal still holds the pole position in sectors like iron and steel, cement, foundry/ forging, fertilizer, heavy and light engineering, chemical, plastics, rubber, apparel/ garments, leather, gems & jewelry amongst others. Bengal also hosts almost all the big IT companies.

Today, Bengal means Business.

- Ready to allot land with developed infrastructure for industries at industrial parks (govt and private)
- Low cost of doing business in Bengal
- Single window clearance facilitation and time bound services for industries
- Strategic location and gateway to North-Eastern India and South-East Asia
- 2 international airports and 2 major ports at Kolkata and Haldia
- Excellent rail and road network
- Robust infrastructure – availability of power, gas, water supply and telecom infrastructure
- Resource abundance – 3rd largest in India in mineral production accounting for about one-fifth of total mineral production in the country
- Robust export ecosystem contributing 12% of country's Leather & 10% of Iron & Steel exports
- Large number of foundries, forging units, steel manufacturers, light-engineering hubs are the traditional strength of the State.
- IT and ITES, IoT companies' presence in the state with a large pool IT-skilled HR.
- Presence of a large number of plastics and rubber industries.
- Semi-skilled/ skilled human resource ready availability for industrial activities
- Conducive labour policies – 'no bandh' (meaning there are no strikes/lockouts) and slew of initiatives are heralding a new era in labour management
- Excellent urban and social infrastructure – house to many multinational and 7orporate; some of the oldest public sector companies are headquartered in the State (Coal India, SAIL, etc); 36 foreign high commissions have presence in the State
- Incentives provided for MSMEs under "Banglashree" scheme. Details of the scheme and fiscal incentives provided are available in the website of Directorate of MSME <https://wbmsme.gov.in/> and also at https://myenterprisewb.in/home/important_schemes

2. Project Overview & Support

2.1. Overview

The EOI shall be based on specific location as per manufacturing sites. The private player selected location-wise shall be responsible for design, construction, finance, operation, and maintenance of proposed Bicycle Production Complex.

Land for setting up the plants shall be allotted in an earmarked Industrial Park. Eligible Manufacturers may be required to apply for plots of land at advertised price for setting up the plants.

2.2. Vision

To establish the State as the preferred investment destination for Bicycle Industry for boosting the scenario of economy, employment and environment in the state of West Bengal in a sustainable way.

2.3. Mission

- 2.3.1. To promote, facilitate and financially incentivize investment in production of bicycle and bicycle related spare parts in West Bengal, through an enabling environment.
- 2.3.2. To create local employment opportunities through promotion of production of bicycle and bicycle related spare parts in West Bengal.
- 2.3.3. To nurture MSMEs/ Start-ups to support localization of production of bicycle and bicycle related spare parts in West Bengal.

2.4. Support extended from GoWB

For the development of proposed Bicycle Production Complex, both MSME/ Large Industries are welcome for which following support shall be provided:

2.4.1. Financial Incentives

- 2.4.1.1. **Land Conversion fees**
To provide waiver of the land conversion fees.
- 2.4.1.2. **Stamp Duty**
To provide 100% exemption of Stamp duty and registration fees.
- 2.4.1.3. **Electricity Duty**
To provide waiver of electricity duty on the electricity consumption for 5 years from the date of commencement of commercial production, upper limit being 20% of project cost.
- 2.4.1.4. **Preferential Purchase**
The purchase preference plan of 50% of committed buying of cycles by the State from the manufacturers setting up unit in the State. In other words, 50% of orders raised by GoWB will be procured from units setting up cycle manufacturing plants in the State on matching of L1 price.

2.4.2. Non-financial Incentives

2.4.2.1. Water Supply

To ensure 24X7 uninterrupted water supply to the unit.

2.4.2.2. Electricity Supply

To provide uninterrupted 24X7 power supply to the units.

2.4.2.3. Skill Training

To provide funding for skill training under 'Utkarsh Bangla' Scheme.

2.4.2.4. Permits/ Clearances

Procurement of all applicable permits including environmental and forest clearances will be assisted.

2.4.2.5. Publicity & Marketing

Wide publicity and marketing endeavor to be provided to the selected bidders through various State Government platforms.

Interested applicants are advised to submit their suggestions with respect to support required from Govt. of West Bengal on the above mentioned items.

3. Eligibility criteria

3.1. Essential eligibility criteria: Manufacturers shall have to meet the minimum eligibility criteria in respect of all of the following:

- a. The Manufacturers shall be in the business of cycle manufacturing in India for at least last 3 (three) financial years
- b. The Manufacturers must have Positive Net Worth in all the last 3 (three) financial years.
- c. The Manufacturer has not been barred by any ministry/ department/ organization of Government of India (GoI) or GoWB for participation in any project and the same subsists on the day of submission of the EOI.

3.2. Non-essential but desirable criteria:

- a. The Manufacturers should have a minimum average Annual Turnover of INR 25 crores (Rupees Twenty Five Crores) in the last 3 (three) financial years.
- b. The Manufacturers must have ISO 9001 certification.

4. Submission of EOI

An applicant Manufacturer shall have to furnish the following documents:

- 4.1. Letter of Transmittal as per Form-1
- 4.2. Manufacturers Information Sheet as per Form-2
- 4.3. Copy of Certificate of Incorporation or copy of partnership deed in case of Partnership firm or copy of Certificate of Incorporation and partnership deed in case of LLP/copy of proof of Proprietorship Firm.
- 4.4. Copy of PAN Card
- 4.5. Copy of GST Registration Certificate
- 4.6. Copy of Trade License
- 4.7. Statement of Annual Turnover & Net Worth during last 3 (three) financial years certified by a qualified Chartered Accountant as per Form – 3
- 4.8. Income Tax certificate for last 3 (three) financial years ending 31st March, 2021.
- 4.9. Valid ISO Certificate
- 4.10. Other supporting documents in support of the Eligibility Criteria
- 4.11. The applicant Manufacturers may also submit their suggestions and views, which are considered important by them in a separate sheet
- 4.12. At this EOI stage no financial bid is required to be submitted.

5. Steps subsequent to submission of EOI

- 5.1. WBIDCL may get in touch with the applicant Manufacturers who have submitted EOI to get further clarifications, if required.
- 5.2. A meeting may be conducted with interested applicant Manufacturers post the submission of EOI to discuss their views and suggestions submitted by them as part of their respective EOIs.
- 5.3. After assessing the responses from the applicant Manufacturers, WBIDCL may initiate the bidding process if required (through the issuance of Request for Qualification/ Proposal/ Bid document and Notice Inviting Tender) for selecting Manufacturer(s) for setting up plants in the earmarked plot of land.
- 5.4. It is made clear that the bidding process if undertaken would not be confined only to the applicant Manufacturers who have submitted Expressing of Interest. The bidding would be an independent process consisting of the Request for Qualification/ Proposal/ Bid document and Notice Inviting Tender (NIT) for submission of bids in the Tender process to be undertaken by WBIDCL.

6. Proposed Bidding Process

- 6.1. WBIDCL has envisaged adopting a single-stage bidding process for the selection of Manufacturer(s). The bidding process will be undertaken via online mode only.
- 6.2. Technical and financial criteria would be defined in Request for Qualification/ Proposal/ Bid document and Notice Inviting Tender which will be issued later.
- 6.3. All interested Manufacturers would be required to submit their Technical Bid and Financial Bid in response to the Request for Qualification/ Proposal/ Bid document and Notice Inviting Tender which will be issued later.

7. Information and Instructions to Applicants

- 7.1. All information called for in the enclosed forms should be furnished against the relevant columns in the Forms. If for any reason, information is furnished on a separate sheet, this fact should be mentioned against the relevant column. Even if no information is to be provided in a column, a „nil“ or „no such case“ entry should be made in that column. If any particulars/ query are not applicable in case of the applicant, it should be stated as “not applicable“. The applicants are cautioned that not giving complete information called for in the application forms or not giving it in clear terms or making any change in the prescribed forms or deliberately suppressing the information shall result in the applicant being summarily disqualified.
- 7.2. The application should be typewritten. The applicant should sign each page of the application.
- 7.3. The applicant may furnish any additional information, which is deemed necessary to establish capability. Superfluous information need not be furnished, and no information shall be entertained after submission of EOI document unless specifically called for.
- 7.4. Any information furnished by the applicant found to be incorrect either immediately or at a later date, would render him liable to be debarred from taking up the supply.
- 7.5. The EOI in prescribed form duly completed and signed should be submitted on the website <https://wbtenders.gov.in>. Documents submitted in connection with EOI will be property of WBIDCL.
- 7.6. The particulars of the Manufacturer given in the Information Memorandum are indicative only, subject to change and may be considered only as advance information to assist the applicant.
- 7.7. The applicants are requested to submit their suggestions and views, which are considered important by them in a separate sheet
- 7.8. At this EOI stage no financial bid is required to be submitted.

FORM-1
LETTER OF TRANSMITTAL

Reference No.

Dated

To
Managing Director
West Bengal Industrial Development Corporation
"Protiti"
23, Abanindranath Thakur Sarani
Kolkata – 700017, West Bengal, India

Sub: Expression of Interest for setting up cycle manufacturing plant in West Bengal

We, the undersigned, declare that:

- (a) We have examined and have no reservations to the Information Memorandum for Expression of Interest, including Addenda, if any issued in accordance with Notice Inviting EOI.
- (b) We offer to set up cycle manufacturing plant in conformity with the Information Memorandum for Expression of Interest document.
- (c) Our company/ LLP/ partnership firm/ proprietorship firm has been constituted in accordance with the laws of India and governed by them.
- (d) Our company/ LLP/ partnership firm/ proprietorship firm (as applicable) has its manufacturing facilities in India/ West Bengal (as applicable) and is duly registered under the Factories Act, 1948.
- (e) Our company/ LLP/ partnership firm/ proprietorship firm does not have any conflict of interest that may contribute to or constitutes a prohibited practice by WBIDCL or Govt of West Bengal.
- (f) Our company/ LLP/ partnership firm/ proprietorship firm is participating in the EOI having satisfied the eligibility criteria.
- (g) Our company/ LLP/ partnership firm/ proprietorship firm, its affiliates or subsidiaries, has not been declared ineligible by WBIDCL, GoWB, any Corporation of the Government of India or any State Government or Government Undertaking, Corporations or Statutory Bodies.
- (h) We understand that:
 - a. The EOI inviting authority can amend the scope under the Information Memorandum for Expression of Interest.
 - b. The EOI inviting authority reserves the right to reject any EOI without assigning any reason.
 - c. All the statements made in the attached documents are true and correct. In case of any information submitted proved to be false or concealed, the EOI may be rejected and no objection/claim will be raised by us.

Encl:

- 1. Statutory Documents
- 2. Non Statutory Documents

Place:

For.....(Name of applicant)
..... (Signature)
..... (Name of authorized signatory)
..... (Designation)

FORM-2

MANUFACTURER'S INFORMATION SHEET

To establish qualifications for setting up cycle manufacturing plant in West Bengal, the Manufacturer shall provide the information requested in the corresponding Information Sheet included hereunder.

Name	
Year of constitution	
Address of registered office	
ISO Certification Details	
Name of authorized representative	
Designation	
Address	
Telephone Number	
E-mail address(es)	
Facsimile:	
BRAND name	
Manufacturing Facility address in India	
Production Capacity of Cycles per year	
Bank details:	Name: Branch: Account No.: IFS Code:
Attachments:	

FORM - 3

FINANCIAL CAPACITY OF MANUFACTURER

(On the letterhead of a qualified Chartered Accountant)

Dated: [●]

Certificate of Financial Capacity

We certify that M/s _____, which is a Company/ LLP/ Partnership Firm/ Proprietorship Business (please tick), as per its audited books of accounts, has the following Turnover in the last three financial years:

Financial Year	Turnover
2019 - 2020	
2018 - 2019	
2017 - 2018	

We further certify that the said Turnover have been calculated in accordance to the formula specified in the Bidding Documents.

M/s have Positive Net Worth in all the last three financial years.

Name of Chartered Accountant:

Seal of Chartered Accountant:

[Signature]

[Name of Chartered Accountant]

[Registration no. & UDIN]