

NTPC Limited

(A Government of India Enterprise)



Invites

Expression of Interest

(Eoi)

From

Any Indian / Global Company / their Consortium

For

**Collaborating / Associating in Advanced Chemistry Cell Battery Manufacturing
facility in India**

DOCUMENTS OF EoI

This EOI document comprises the following sections:

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- (iv) Section IV : Consideration of Response
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Section - I

EoI Information

(GLOBAL INVITATION FOR EXPRESSION OF INTEREST)

DETAILED NOTICE INVITING EXPRESSION OF INTEREST (EoI)

EoI No.: NTPC/BD/EoI-06/2021-22

Date: 21.12.2021

NTPC invites Global Expression of Interest from Indian / Global Company / their Consortium for collaborating / associating in Advanced Chemistry Cell Battery Manufacturing facility in India

1. NTPC Limited (A Government of India Enterprise) intends to collaborate/associate in Advanced Chemistry Cell (ACC) Battery manufacturing facility in India. In this regard, NTPC Limited invites Expression of Interest (EoI) from any Indian / Global Company / their Consortium (herein after called “**APPLICANT**”) who are participating or otherwise, and meet the criteria set forth in Government of India (GoI) Production Linked Incentive (PLI) scheme i.e., “**NATIONAL PROGRAMME ON ADVANCED CHEMISTRY CELL (ACC) BATTERY STORAGE**”

Note: This EoI by NTPC is to explore the possibility to collaborate/associate with battery manufacturer, who is participating or otherwise, and meet the criteria set forth in Government of India PLI scheme on ACC Battery Storage, by offering land & infrastructure facility and possibility of equity in Special Purpose Vehicle (SPV) or in existing company. NTPC reserves the right to implement the Project through Request for Proposal (RfP) process amongst the applicants shortlisted through this EOI Process or through a separate tender.

DOWNLOAD AND TIMELINES FOR SUBMISSION OF EoI

- a. Interested APPLICANTS may download the documents of EoI free of cost from www.ntpctender.com
- b. Last date & time for submission of EoI : **20.01.2022, 23:59 HRS**
- c. Response Validity : **12 months from Last Date of EoI Submission**

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2. For consideration of EoI, APPLICANTS are required to submit softcopy of the EoI, completed in all respect, through e-mail till last date of submission of EoI to the following address: -

To: amittal@ntpc.co.in

CC to: koushiksaha@ntpc.co.in

Additional General Manager (Business Development)

NTPC Limited

Room No. - 305

EoC Noida sector - 24, Noida

3. 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. NTPC bears no responsibility or liability of any kind in reference to the EoI.

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 is ranked No. 2 Independent Power Producer (IPP) in Platts Top 250 Global Energy Company rankings. The Company is listed in Indian stock exchange with a market capitalization of INR 833.12 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 67 GW capacity spanning across the country. Further NTPC plans target capacity of 130 GW including RE target capacity of 60 GW by 2032.
- iii. NTPC Ltd. has revenues from operations INR 992.07 billion (13.36 billion USD) through its paid-up equity of INR 96.97 billion (1.31 billion USD), NTPC group achieved a net profit of INR 137.69 billion (1.85 billion USD) in the financial year 2021 and has been consistently paying dividends to its shareholders for the last 27 years.
- iv. Globally Battery has been the subject of intensive research in the recent times, owing to the energy transition towards electric mobility & integration of cleaner energy with the Grid. CEA's Optimal Generation mix report outlines the need for 27 GW/108 GWh of grid-scale battery energy storage systems by 2030.
- v. Gol has launched Production Linked Incentive (PLI) scheme, 'NATIONAL PROGRAMME ON ADVANCED CHEMISTRY CELL (ACC) BATTERY STORAGE' for implementation of giga-scale ACC manufacturing facilities in India, with the intent to optimally incentivize potential investors, both domestic & overseas, with emphasis on maximum value addition & quality output and achieving pre-committed capacity level within a pre-defined time-period. The details of the scheme can be found in the link (<https://heavyindustries.gov.in/UserView/index?mid=2487>).
- vi. In line with the Gol scheme & keeping focus on growing importance of battery in India & world over, NTPC Ltd., intends to collaborate/associate with battery manufacturer, who is participating or otherwise, and meet the eligibility criteria set forth in Government of India PLI scheme on ACC Battery Storage, by offering land & infrastructure facility and possibility of equity in Special Purpose Vehicle (SPV) or in existing company.
- vii. In this regard, it is also pertinent to mention that NTPC recently came out with an EoI to set up 1000 MWh of Grid-scale Battery Energy Storage System at single/split across multiple NTPC power plants. Similar deployments of stationary

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Battery storage are expected from other potent players of India, implying a steady market for Battery in near future.

2. INTENT OF THE EXPRESSION OF INTEREST (EoI)

- i. NTPC is exploring the possibility of collaborating/associating with battery manufacturer who is participating or otherwise, and meet the criteria set forth in Government of India PLI scheme i.e., "NATIONAL PROGRAMME ON ADVANCED CHEMISTRY CELL (ACC) BATTERY STORAGE "by offering land & infrastructure facility and possibility of equity participation up to maximum of 26% to set up and operate said manufacturing facility through Special Purpose Vehicle (SPV) or an existing company.
- ii. There are many technologies in ACC Battery Storage in various stages of development world over. The responses, received through the EoI, shall be analyzed by NTPC broadly based on Battery type / technology, APPLICANT's investment in the project, APPLICANT's annual investment in R&D, Capital & Operating cost of the project, timelines of project execution, land requirement for the manufacturing facility, scalability & reliability.
- iii. In case of equity participation in the SPV / existing company, the broad roles of the proposed SPV / existing company and its Equity Partners, as the case may be, shall include, but not limited to the following:
 - a. equity investment in the proposed ACC Battery manufacturing Project
 - b. securing project financing
 - c. selection of technology partner(s) or licensor(s) / engineering consultant(s) / environmental consultant(s) / EPC contractor(s) etc., as applicable
 - d. monitoring and reviewing the project development activities and ensuring project execution as per timelines
 - e. management of manufacturing unit O&M
 - f. statutory approvals / clearances for the Project along with arrangement of land
 - g. liaison with the Central / State governments in obtaining incentives, policy advocacy and
 - h. Marketing of the product(s) with an option for captive use at suitable price for utilization by the parties (i.e., Equity Partner & NTPC) or their subsidiaries, as the case may be.

It may be noted that the above list of broad roles is non-exhaustive and shall be mutually agreed upon in consultation with Equity Partner at a later stage.

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- iv. NTPC is promoting industrial hubs in & around NTPC plant locations which may be ideally suited for setting up said project. Please refer Annexure-1 for the list of proposed Industrial Hubs. However, the APPLICANTS may also suggest any other location for setting up the said manufacturing facility.
 - v. NTPC Industrial Hub shall offer following unique propositions:
 - a. 24x7 reliable electricity at competitive price
 - b. Availability of adequate water supply.
 - c. Multi modal connectivity (road, rail & water)
 - d. Availability of skilled labor in the neighborhood with relevant skillsets and industry ready experience
 - e. Sharing of infrastructural facilities like internet lease lines/office/township/Medical facilities/ local market etc. (wherever applicable).
 - vi. The response(s) received in the EoI will be utilized by NTPC for:
 - a. Shortlisting of APPLICANTS interested to set up manufacturing plant at NTPC's Industrial Hub
- AND/OR
- b. Shortlisting of APPLICANTS for equity investment

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

Section - III

Instructions to the Applicants

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1. The Applicants should note that:

- a. Language of responses to the Eol 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 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. In case of participation in Eol through consortium, the lead partner of the consortium shall submit the Eol.
- e. Applicants shall mention the name and contact details of two persons, with complete address, phone number and email id.
- f. 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 Eol may be sought to the following via e-mail:

To: amittal@ntpc.co.in

CC to: koushiksaha@ntpc.co.in

3. Corrigendum

At any time before the last date of submission of Eols, NTPC may, for any reason, whether at its own initiative or in response to a clarification requested by an Applicant, modify the Eol 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 Eols, and would invariably enclose documents/ information, as required, on account of the amendment, as a part of the Eol. NTPC may, at its discretion, extend the deadline for the submission of Eols.

4. Preparation of the response to Eol

The application of Eol 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 twelve (12) months 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: amittal@ntpc.co.in

CC to: koushiksaha@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 e-mail address provided in the Section-I of this EoI.

7. 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 shortlisting / selection process.

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8. 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.

9. Disclaimer

- (a) This Expression of Interest (EoI) has been prepared by NTPC Ltd. to explore the possibility to collaborate/associate with battery manufacturer, who is participating or otherwise, and meet the eligibility criteria set forth in Government of India PLI scheme on ACC Battery Storage, by offering land & infrastructure facility and possibility of equity in Special Purpose Vehicle (SPV) or in existing company.
- (b) Installation of manufacturing facility shall be subject to requisite approvals from State and Central Statutory/Regulatory Agencies.
- (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

RESPONSIVENESS/EVALUATION METHODOLOGY

1. Responsiveness check

The responses submitted by APPLICANTS shall be scrutinized to explore possibility to collaborate / associate with Battery Manufacturer to set up and operate said manufacturing facility through Special Purpose Vehicle (SPV) or an existing company in India. 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 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

Proposed Industrial Hub sites

Sl. No.	NTPC Industrial Hub	Location (State)
1.	Kudgi	Karnataka
2.	Solapur	Maharashtra
3.	Gadarwara	Madhya Pradesh

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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.: Eol No. _____, dated _____ (the "Eol")

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 Eol.

1. We give our unconditional acceptance to the Eol, issued by NTPC, as amended. In token of our acceptance to the Eol, the same have been signed & stamped by us and enclosed to the response. We hereby confirm that the provisions of the Eol shall be binding on us.
2. We have submitted our response strictly as per provisions and formats of the Eol, 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 Eol shall be binding on us. We hereby expressly waive any and all claims in respect of Eol 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 Eol.

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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: amittal@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 twelve (12) months 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: Documents in support of meeting the respective requirement shall be submitted by the Applicant.)

1. Name of the Company/Lead Partner of Consortium:
2. Legal status of the Company/Consortium:
3. Brief description of the Company/Consortium 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.

9. Any other documents considered relevant.

(Sign & Company Seal)
Authorized signatory

Annexure-4

INFORMATION TO BE SUBMITTED BY APPLICANT

1. Mode of collaboration / association with NTPC (Equity participation / Availing Land & Infrastructure facility)
2. Type of ACC Battery proposed (Stationary / Mobility / Both)
3. Chemistry of ACC Battery proposed
4. Capacity of manufacturing facility proposed to be set-up
5. Energy Density & Cycle Life of ACC
6. Estimated Capital investment with cost break up of all major equipment
7. List of input raw materials required corresponding to proposed technology & capacity, with cost & quantity.
8. Cost wise percentage (%) of imported components/raw materials proposed to be imported and likely source countries.
9. Estimated Operating cost for the manufacturing facility with break up
10. Estimated energy requirement for the manufacturing facility
11. Estimated water requirement for the manufacturing facility
12. Estimated life of manufacturing facility
13. Estimated timelines for implementing manufacturing facility
14. Land area requirement for proposed manufacturing facility
15. Investment in R&D facility & annual investment proposed in R&D.
16. Adoptability of plant with respect to new developmental technologies.
17. Strategy for waste management at the manufacturing facility.
18. Strategy for recycling of Battery.
19. Any other information the APPLICANT feels relevant.