

Invitation for Expression of Interest  
from  
Business groups engaged in steel rerolling & forging operations.

A. The Company:

Rashtriya Ispat Nigam Ltd. (RINL), incorporated on 18<sup>th</sup> Feb, 1982, operates Visakhapatnam Steel Plant (VSP), which is India's first port based integrated steel plant located at Visakhapatnam in Andhra Pradesh, India. It is wholly owned by the Government of India under Ministry Of Steel. It is a modern integrated steel plant with State of the Art facilities including captive power plant, air separation plants and auxiliary facilities. Well laid out with basic infrastructure and in possession of land for facilitating expansion to 16 mtpa or more. VSP is a leading producer of longs in India and caters to the construction, wire drawing, forging, foundry and re-rolling industries and enjoys a strong brand image in all major markets.

With a mission to expand to 16 Mt by 2020, RINL-VSP is in its current phase of expansion to 6.3 Mtpa liquid steel from the present level of 3.6 Mt of liquid steel.

At present, RINL is a debt free company, operating at more than rated capacity, making profits continuously in the last seven years. Turnover of RINL in 2008-09 was Rs.10, 411 Cr. (~USD 2.12 billion) and net profit after tax was Rs.1, 336 Cr. (~USD 0.27 billion).

The plant is located in the proximity of two major ports, Visakhapatnam Port Trust (VPT) and Gangavaram Port Limited (GPL) with GPL being the deepest port in India with 21 Mtrs draft and modern mechanised unloading facilities for fast turn around of large vessels of up to 250,000 DWT. It has dedicated berths for RINL. RINL is surrounded by a large network of rail and road linkages with the National Highway-5 passing along the plant boundary thus offering good logistical infrastructure.

**B. Objective of Notice**

It is likely that the production from the new Blast Furnace and the Steel Melt Shop will be commissioned by December 2010. Subsequent to commissioning of these units, substantial quantities of Cast Billets in the sizes 150x150 mm and 200x200 mm and Cast Rounds in the sizes of 220 mm, 280 mm and 350 mm would be available every month. During the period of December 2010 to March 2011, about 3.0 lakh tonnes of Cast Billets/Rounds will be available. In the subsequent years also more than 7.0 lakh tonnes of Cast Billets would be available.

RINL invites Expression of Interest from the potential consumers, re-rolling mills, forging units, spring steel manufacturers, low alloy steel manufacturers, tube manufacturers in domestic and international markets for the above material.

Such EOI may include

1. Outright purchase of cast billets & cast rounds for manufacturing / trading purpose.
  2. Entering into conversion agreement for rolling products to service a target market.
  3. Entering into wet leasing agreement on a long term basis.
  4. Any other Business proposal.
- C. Interested parties can download the form: 1 and filled in application form along with the details of business activities of the firm to be submitted to the following address by 30.04.2010.
- D. EOI submission address :

A.Narayana Rao,  
Deputy General Manager,  
Marketing Department,  
Visakhapatnam Steel Plant,  
Rashtriya Ispat Nigam Limited.  
Mobile: 9866504333  
Email: [anrao@vizagsteel.com](mailto:anrao@vizagsteel.com)

E. Disclaimer:

The issue of this document, does not, in any way commit, or otherwise oblige RINL to proceed with all or any of the proposals received.

The EOI request is not the subject of any process contract or any contractual obligation between RINL and the applicant or potential applicants.

RINL may at its absolute discretion, elect to abandon any part or whole of the process without giving prior intimation to the applicant or potential applicants.

RINL reserves the right to consider or reject any proposal at any point of time without assigning any reasons, whatsoever.

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**FORM No1: Profile of the applicant & organisation with proposal**

**A. Applicant's profile**

Name of the applicant

Address for communication

Contact person(s) with their email, contact number, FAX etc.

**B. Organisation's profile**

Nature of the constitution of the Organisation

Date of establishment:

Major Business activities

**Requirement :**

**BILLET in sizes 150 & 200 mm**

<b>Size &gt;</b>					
<b>Grade &gt;</b>					
Qty required per month during <b>2010 (Min &amp; Max)</b>					
Qty required per month during <b>2011 (Min &amp; Max)</b>					
Present market price <b>incl ED &amp; excl of tax.</b>					
Existing Source					

<b>ROUND in 220 / 280 / 350 mm</b>					
<b>Size &gt;</b>					
<b>Grade &gt;</b>					
Qty required per month during <b>2010 (Min &amp; Max)</b>					
Qty required per month during <b>2011 (Min &amp; Max)</b>					
Present market price <b>incl ED &amp; excl of tax.</b>					
Existing Source					
<b>In case of Conversion / Wet leasing:</b>					
<i>Mill Capacity details:</i>					
<i>Expected conversion charges:</i>					
<i>In case VSP wants to enter into conversion contract what products/size/quantity can be rolled as per BIS / International standards:</i>					
<i>Any other information :</i>					

