

INVITATION FOR EXPRESSION OF INTEREST ON BUSINESS EXPANSION MODEL FOR EXPORTS WITH RINL

A. THE COMPANY

Rashtriya Ispat Nigam Limited (RINL) – a Navratna Public Sector Enterprise with 100% ownership of Govt. of India, is the corporate entity of Visakhapatnam Steel Plant (VSP). VSP is India's first shore based integrated steel plant, located at Visakhapatnam and has a rated capacity of 7.3 Mtpa of liquid steel. RINL completed its expansion and modernization projects, enhancing the capacity to 7.3 Mtpa. Stabilization of the units is in progress for ramping up production from the new units progressively. It is a modern integrated steel plant with State of the Art facilities. Well laid out with basic infrastructure and in possession of land for facilitating expansion to 16 Mtpa or more.

RINL has established itself as a market leader in Bars and Rods segment of Long steel products and caters to diverse applications in Manufacturing and Construction sectors. The principal products of VSP include steel products comprising of Re-bars, Wire rods, Rounds, Structural, Blooms & Billets and Pig iron. 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 in India and abroad.

At present, RINL capital expenditure during the year 2019-20 was Rs.1408 Crores against the plan of Rs.1400 Crores, a fulfillment of 100.6%. Turnover of RINL in 2019-20 was Rs.15,819 Cr. (~USD 2.11 billion) and registered Exports of around 5 lakh tons of Saleable steel, with a growth of 33% and Foreign Exchange Earnings of USD 209 Million.

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-16 passing along the plant boundary thus offering good logistical infrastructure.

To know more about RINL, visit <http://www.vizagsteel.com>

B. OBJECTIVE OF THE NOTICE:

In congruence with the growth objective of RINL to expand/diversify its business activities in Steel and Steel associated global markets, RINL invites Business Proposal for potential investment opportunities from reputed Global Business houses by providing structured Long-term Trade Financing support for Export of Iron & Steel products.

Such Business proposals may facilitate

1. Long term funding for future growth secured by committed Exports of steel products outside India
2. Captive supply of various steel products by RINL over the term of Advance Payment and Supply Agreement
3. Achieving incremental volume of sales in export markets leveraging the wide spread global network of business partners.
4. Any other Business Proposal in line with Expansion/Diversification of RINL's business activity, where synergy of core strengths of RINL could be achieved.

C. PROPOSAL DOCUMENT.

- I. Profile of the Company (as given in Form No.1)
- II. Details of the Business activities
- III. Net worth of the firm along with copy of the latest Annual report with Audited Balance Sheet and P & L Account.

Form No. 1: Profile of the Applicant

Profile of the Company	<ol style="list-style-type: none"> 1. <i>Name of the Company</i> 2. <i>Registered address for communication</i> 3. <i>Contact person(s) with their e-mail, contact number, FAX etc.</i>
Profile of the organization	<ol style="list-style-type: none"> 1. <i>Nature of the constitution of the Organisation</i> 2. <i>Date of establishment/ incorporation as entity</i> 3. <i>No of years of presence globally & No of offices globally</i> 4. <i>Brief description of Major Business Activities</i>
The Business Proposal (Please attach separate Sheet)	<ol style="list-style-type: none"> 1. <i>Brief details of the project proposed.</i> 2. <i>Business plan with</i> <ol style="list-style-type: none"> a. <i>Market analysis (growth potential, segment etc.)</i> b. <i>Technical analysis (plans with focus on profitability & productivity. Providing handholding support and assistance to client for successfully implementing measures for Export of Iron & Steel products in global markets.</i> c. <i>Financial analysis</i> 3. <i>Financials (Capex, mode of finance etc.)</i> 4. <u>Capability Statement:</u> <i>Brief (not exceeding 2 A4 pages) illustrating skills and experience possessed for business tie-up</i> 5. <i>Description of approach, methodology, tools, work plan etc. to be adopted at RINL</i> 6. <i>Way forward, if any.</i>

D. EOI SUBMISSION ADDRESS

Interested parties may submit EOI in a sealed envelope at the following address:

The General Manager (Mktg)
International Trade Division
“D” Block, Administrative Building
Rashtriya Ispat Nigam Limited
Visakhapatnam- 530 032 (AP) INDIA

The proposal may also be sent through e-mail at rinlexp@vizagsteel.com

E. CONTACT PERSON:

Mr. Bansidhar Rout,
General Manager (Mktg.)-ITD
Rashtriya Ispat Nigam Limited
Contact no. +91 891 2518226

F. TIMELINE AND EVALUATION.

Last date for receiving EOI is 31.08.2020, 17.00 Hrs. All business proposals received shall be examined by RINL on merit in a time bound manner and such proposals which are considered potentially prospective after preliminary review will be taken forward. Upon examination of EOI, parties may be called for a brief presentation at Visakhapatnam and/or Virtual presentation.

G. 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.
