



गार्डेन रीच शिपबिल्डर्स एंड इंजीनियर्स लिमिटेड Garden Reach Shipbuilders & Engineers Ltd.

(भारत सरकार का उपक्रम, रक्षा मंत्रालय)
(A Government of India Undertaking, Ministry of Defence)
CIN NO.: L35111WB1934GOI007891

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CORRIGENDUM (I): FOR EXTENSION OF DUE DATE OF EOI

□□□□□□ □□□□□□ □□ EOI Ref. No.: 25-26/01/EOI-0

□□□□ Item: Notice Inviting “EXPRESSION OF INTEREST(EOI)” for “Collaboration with a Suitable firm Towards setting up of a Container Manufacturing company in India”

□□□ □□□□ Existing Due date: 02.07.2026

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REQUEST PARTICIPATE WITHIN EXTENDED DUE DATE & TIME.

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ALL OTHER TERMS & CONDITIONS OF THE EXPRESSION OF INTEREST(EOI) REMAIN UNALTERED.

1. Ref. No.	25-26/01/EOI-0
2. Date of EOI	11 June 2026
3. Date of Interactive Session / Pre bid session	18 June 2026 at 1400 Hrs at GRSE BHAVAN
4. Last date for submission of EOI	02 July 2026 at 14:00 Hrs.
5. EOI opening date and time	03 July 2026 at 12:00 Hrs.
6. Contact Person	Mr. Arnab Saha e-mail: Saha.Arnab@grse.co.in Tel: 033-24698130
7. Validity of EOI	120 days from date of submission

The EOI can be viewed from www.grse.in.

The address for submission of EOI :

KIND ATTN : Arnab Saha, SM (B&TD,CC,NPD)
GRSE BHAVAN (D BLOCK-2ND FLOOR)
GRSE LTD , 61 Garden Reach Road
Kolkata- 700024

N.B:

- GRSE reserves the right to cancel this EOI at any stage
- No proposal shall be admissible after due date / extended due date and time (as stated above). Decision of GRSE shall be final and binding in this regard.
- Please visit GRSE website regarding extension of due date / time (if any)

SECTION A

Introduction

1. Garden Reach Shipbuilders & Engineers Ltd (GRSE), is a premier Warship building Company in India, under the administrative control of Ministry of Defence and enjoys 'Mini Ratna' status. GRSE since 1960 has built and delivered warships for various roles, starting from state-of-the-art Frigates & Corvettes to Fast Patrol Boats. GRSE, as a premier Defence Public Sector Shipyard, has played a very important role in the defence preparedness of the country and has always spearheaded the national mission of indigenous design and construction of warships.

2. GRSE has built and delivered more than warships for varied roles, ranging from Advanced Frigates & Corvettes to Fast Patrol Boats, making it a cornerstone of India's naval defence capabilities. As a premier Defence Public Sector Shipyard, GRSE has played a very important role in the nation's maritime defence preparedness and has always been at the forefront of the national mission of indigenous design and construction of warships. While defence vessels remain GRSE's core focus, the shipyard, in the last few years, revitalised its non-defence segment and has made successful forays in the research Vessels and commercial vessels for domestic and international market. The modernised infrastructure enables the shipyard to undertake construction of large and complex ships using latest modular construction technology. The Company's strong design team leverages an extensive database of past projects across Hull, Engineering, Electrical, Weapon, and outfitting domains, to integrates all these know-hows to realize a customer centric product design.

3. GRSE now aims to leverage its inherent strengths by expanding its footprint in the Marine Container Manufacturing sector, catering to growing demand in both Indian and foreign markets.

4. GRSE has a facility in Kolkata area with built up Workshops and buildings. The details of the same would be shared with firms that are signing NDA with GRSE. The firms before entering into NDA are to qualify the PQRs that are stipulated hereinafter.

5. **Objective of this Notice Inviting EOI.**

GRSE intends to short list vendor(s) for entering into a long-term collaboration to establish a container manufacturing facility with the capability to build and deliver upto 50,000 (indicative) containers (size / dimension 20' and 40' and other applicable types) per year. Long term collaboration is intended for 10 years with identified partner in the first instance and amenable for renewal subsequently **based on the mutual intent / future business visibility. Firm finalised through EOI, followed by Tender process, will be engaged for ten (10) years (from the date of finalisation through Tender).**

Container with ISO Certifications, ISO 9001 (Quality Management Systems) and **ISO 14001** (Environmental Management) complied container manufacturing and the

containers to comply with **ISO 1496** / or specifications decided /suitable for the End customer.

6. Procedure

a) The EOI procedure to be followed is given below.

(Attending the Pre bid interactive session is mandatory)

The selection shall be carried out through a multi-stage process. Interested firms are requested to submit their company credentials for evaluation. Based on the evaluation outcome (to be done by an Empowered committee of GRSE), shortlisted firms will be invited to enter into a Non-Disclosure Agreement (NDA). Upon execution of the NDA, detailed information / requirements/documents will be shared with the shortlisted firms, who shall thereafter submit their detailed techno-commercial offers. Detailed steps are enumerated below :-

b) **Pre-Bid Session: Submission of Company Credentials**

Interested firms are invited to submit their company credentials, including relevant experience, technical capability, financial strength, and other supporting documents, for preliminary evaluation during the pre-bid meeting. **(Refer Annexure-1) Attending Pre bid meeting is mandatory.**

Note: Revenue-sharing frameworks between GRSE and the potential partner for a sustainable collaboration will be discussed at length during Pre-bid meeting. While GRSE will propose revenue sharing models, same also be proposed by participants. Any decision on the revenue-sharing structure will be mutually discussed and agreed upon.

c) **Evaluation & Execution of NDA**

Based on the evaluation of the submitted credentials(as stated in Para 5a above), pre-bid minutes will be published and shortlisted firms (based on the evaluation by GRSE committee against the documents submitted during Prebid meeting) shall be invited to execute a Non-Disclosure Agreement (NDA) with GRSE and a site visit will be conducted.

d) **Submission of Detailed Offer**

Shortlisted firms shall submit their detailed proposal in accordance with the requirements and timelines specified in this EOI documents. Final shortlisting based on the proposal received from the firm shall be done by GRSE .(**Refer Annexure-2 for shortlisting criterion**)

e) **Submission of Proposal** :- The Applicant shall prepare and submit response to this EOI through **Sealed envelope** along with all requisite documents within due date only. The EOI must be signed, at the time of submission, by the Applicant or a person or persons duly authorized to bind the Applicant to by an authorized representative who has the legal authority to bind the applicant to the terms of the EOI. The letter of authorization shall be indicated by a Board Resolution in case the applicant is a Company or through registered power of

attorney in case of LLP. All the pages/ documents of the EOI shall be signed by the authorized signatory.

- f) Proposals not conforming to the submission of required documents as listed in this Eoi may be liable for rejection. The Applicant must submit the Proposal strictly in accordance with the requirements specified in the Eoi.
- g) The Proposal received after the stipulated due date and time shall not be considered under any circumstances. GRSE shall not be held responsible for any delays in receipt of documents for the reason, whatsoever. Any proposal received after the prescribed deadline is liable to be summarily rejected without further consideration.
- h) After shortlisting of the potential partner(s), GRSE may float tender to the short-listed firms (selected through this EOI) for manufacturing of containers with execution of works that are part of the vendor's scope.
- i) After receipt of due response in the prescribed mode and format, the proposal of the firm(s) shall be assessed by the Empowered Committee (EC) constituted by GRSE , based on the defined assessment criteria. Based on this evaluation, firm may be shortlisted and/or selected. GRSE reserves the right to reject any or all of the responses/applications received under this Eoi, without assigning any reasons whatsoever and also to discontinue the process at any stage. The decision of GRSE in this regard shall be Final.

7. **GRSE's Scope of Work**

- a. Providing a **land and relevant infrastructure** in and around Kolkata for set up of facility
- b. GRSE shall make water and electricity connections available at one or more points on the project site. The bidder / partner shall install metered connections at their own cost and shall reimburse for all consumption charges at prevailing commercial tariffs throughout the contract period.
- c. Any other scope of work that is mutually agreed based on the plan submitted by prospective and shortlisted vendor(s).

8. **BIDDER'S Scope of Work**

- a) Design of the container manufacturing facilities within the indicated GRSE infrastructure
- b) Listing of various infrastructures with detailed specifications
- c) Renovation/ adaptation of workshops and technical buildings in addition to the existing if required
- d) All manufacturing equipment and machinery indicated and accepted to be in Vendor's scope. Vendor may indicate if they proposed certain

equipment to be part of GRSE scope

- e) Full design, Execution, Operation & maintenance responsibility
- f) Manpower planning and operational readiness
- g) Inputs for Business Planning for Short term, Midterm and Long-term
- h) Technology roadmap for future scalability

Eligibility Criteria for the Applicants

1. Turnover should be more than 450 Crores (in last FY)
2. Indian firms, or organizations having expertise in Container Manufacturing or marine steel manufacturing & fabrication
 - a. Criteria of experience is compliance to at least 02 (Two) parameter out of these 03 (Three) parameters mentioned hereunder:-
 - i. Presently operating at least a Steel fabrication / Manufacturing facilities of area > 10 acres
 - ii. Undertaking Steel fabrication manufacturing activities in main makers/ OEMs premises > 1000 tons (cumulative) **in last 02 calendar years**
 - iii. Having been associated with firms (as in having undertaken steel fabrication/ manufacturing) that have undertaken Container manufacturing.
3. Bidder / Firm must be certified by DNV / IRS or similar IACS Class approved Society for steel manufacturing activity.
4. Applicants must disclose any actual or potential conflicts of interest that could influence their participation in this EOI. GRSE reserves the right to disqualify any applicant if a conflict of interest is deemed to impair the fairness or integrity of the evaluation process.
5. The following eligibility criteria shall apply:
 - a. Bidder / firms should submit Company Profile and details of relevant experience.
 - b. An overview of the technical personnel employed by the Company.
 - c. Supporting documents evidencing experience in the industry must be submitted.
 - d. Company Registration Certificate.
 - e. Relevant ISO Certificates.
 - f. Audited Balance Sheet of the Company /firm for the preceding 03 Financial Years (duly certified) must be submitted.
 - g. For the purpose of this EOI, the 'Firm' means a company recognized under Indian laws.

6. List of queries (To be responded by the firm)

Sr. No	Question	Bidder's response (YES/NO)
1	Is the bidder a registered company in India? If yes, the details of shareholding patterns should be submitted.	
2	Details of the Promoters and Directors of the Bidder. If the bidder has any subsidiary or JV incorporated outside India, the details thereof should be provided.	
3	Whether the bidder or any of its principal officers/ directors have been prosecuted or is currently under prosecution (within the last 10 years) under Revenue laws e.g., GST, Income Tax, Customs, Excise, FEMA, PMLA etc.? If yes, furnish the details	
4	Details of online litigations involving the bidder, including those involving monetary claims exceeding 5% of the Net Worth of the Bidder. A Certificate from a Practising Chartered Accountant (CA) must be submitted in this regard.	

QUALIFYING CRITERIA MATRIX

1. The Applicant shall submit proposal, post visit of site, duly incorporating the following information:

- ii. Proposed layout
- iii. Proposed investment.
- iv. Scope and Components of work to be undertaken by the Applicant.
- v. Proposed Revenue model such as revenue share, annual premium, Upfront fee etc. in collaboration with GRSE.
- vi. Estimate timeframe for commencement of production
- vii. Division of responsibilities including job segregation between GRSE and the applicant, along with any support required from GRSE.
- viii. Additional suggestion or specific views, if any.

Min Qualifying Marks > 70, duly qualifying in each Essential Qualifying Criteria		Remarks / Criterion	Max Marks
1.	Experience : Certification of bidder firm by IACS member for manufacturing of containers or steel fabrication		25
2.	Availability of Skilled Manpower: No of qualified Welders as per regulatory framework	(less than 25 Nos. Greater than 25 Nos .)	10 15
3.	Quality Control: Detailed note of existing quality control mechanism (To handle incoming materials quality check, In process quality control including welding test, coating and paint inspection and thermal shock and chemical resistance check etc.)		5
4.	Detailed Layout plan of the proposed facility in the indicated GRSE land		10
5.	Detailed list of equipment with specifications that the firm proposes to install (including list of heavy equipment that firm proposes GRSE to install)	Less than 1000 T More than 1000 T	10 15
6.	Indicative Financial implication of the plant set up with targeted through put		10

7.	Turnover in last FY	➤ 400 Cr or More	20
		➤ 350- 400	15

2. **FINANCIAL ELIGIBILITY CRITERIA.**

The Applicant must demonstrate the ability to invest a minimum of INR 5 (Five) crore towards the project (This will be the cost of equipment proposed to be installed by vendor in their scope and cost of manpower for 1 year). A detailed breakdown of the proposed investment, along with verifiable proof of availability of funds, must be submitted as part of the Final proposal.

The Bidder must have a net-worth of more than Rs. 150 Cr.

Company must have been Profitable for last 3 financial years

SECTION B

General Terms and Conditions

1. EOI must be submitted in the prescribed format only. Submissions in any other format will not be accepted.
2. EOI received after due date and time shall not be accepted under any circumstances and will be returned unopened. No further correspondence in this regard shall be entertained.
3. Respondents may, if so desire, be present during the 'EOI Opening' upon production of authorization / Identity certificate. Only one representative from each firm will be allowed to be present.
4. EOI submitted should be free from corrections, over-writing, use of white Ink etc. However, if any correction is inevitable, the same must be authenticated with signature and seal of the firm.
5. All required information/details must be filled completely and accurately in the EOI. No column should be left blank or filled with ambiguous/ incorrect information. All documents, as indicated above and depending on the applicability, must be submitted by the Bidder along with the response. Any unfilled or incorrectly filled information, or non-submission of requisite documents, shall render the response liable to be rejected without consideration by GRSE.
6. Each page of the EOI, including annexures, must be dated and signed along with seal of the firm.
7. Canvassing in any form shall render the response submitted to the EOI, liable for rejection.
8. The Bidder shall submit a Non-Disclosure Agreement (NDA) in the prescribed format along with its bid, and an Integrity pact in the attached format on conclusion of MoU/ JV/ arrangement, as deemed fit.
9. The decision of GRSE shall be final and binding.
10. Standard Note: -
 - a. For the purpose of this EOI, 'Firm' or collaborator means a Company recognized under Indian laws.

- b. Applicants are advised to regularly visit the GRSE website for updates regarding clarifications, amendments, time extension, etc, related to this EOI.
 - c. No separate communication will be issued by GRSE , and all corrigenda or modifications to the EOI terms shall be published exclusively on the website.
 - d. The bidder / interested firm must have a valid GST registration certificate.
11. Cost of Response to EOI. All the costs associated with the preparation and submission of the proposal shall be borne by the firm. Under no case, GRSE shall be responsible or liable for any costs, regardless of the conduct or outcome of the evaluation process including cancellation of the EOI.
 12. Content of Response to EOI Documents. The firm is expected to thoroughly review the EOI documents, including all instructions, forms, terms, and specifications. Failure to furnish all required information or to comply with terms of the EOI may result in rejection of the response. GRSE decision in this regard is final.
 13. Clarification on Response. To assist in the examination, evaluation, and comparison of applications, GRSE may at its discretion, seek clarification from the applicant. Any such request for clarification and the corresponding response shall be in writing, fax or e-mail.
 14. GRSE's Right to Accept or to Reject Applications: GRSE reserves the right to accept or reject any or all the applications, either in part or full, or annul the process together, without assigning any reason. In case of any dispute, the decision of GRSE Evaluation Committee shall be final and binding.
 15. Language: All submissions, annotations, and accompanying documentation in response shall be in English only.
 16. All copies of documents submitted along with EOI must be clear, legible, and self-certified by the authorized representative of the applicant.
 17. GRSE reserves the right to physically verify the original documents / certificates submitted along with EOI. GRSE also reserves the right, at its discretion, to conduct a physical inspection of the land of Bidder during the EOI stage.
 18. The response shall be signed by a duly authorized officer of the firm. In the case of a corporate entity, it should be executed under seal, or with an equivalent formal authorisation.

19. The firm shall clearly indicate its legal constitution and submit documentary evidence thereof through authenticated copies of relevant documents. The person signing the proposal shall state its capacity and the source of his authority to bind the firm. The power of Attorney, authorization letter, or any other document constituting adequate proof of the authority of the signatory to bind the firm, shall be annexed to the proposal. GRSE reserves the right to reject outright any response not supported by adequate proof of the signatory's authority.
20. The response documents must be submitted complete in all respects. Incomplete or late submissions will be summarily rejected.
21. GRSE expects the response to meet all qualifying requirements as stipulated in this document, without any deviations or exceptions.
22. GRSE may nominate reputed members of the Industry or Academia to assist the Evaluation Committee in scrutinizing the response/application received under this EOI.
23. All queries must be submitted through e-mail only. Queries submitted through any other mode shall not be entertained. The queries must be submitted in the following format. Queries (if any) are to be submitted at least 48 working hours before the date of Pre bid meeting.

S. No.	Page No of EOI	Clause of the EOI	Clarification required

Note: GRSE will endeavour to provide timely response to all queries. However, GRSE makes no representation or warranty regarding the completeness or accuracy of any response provided in good faith, nor does it undertake to answer all the queries submitted by the applicants. The responses to queries may be published or made available online for transparency.

For any query please contact:

Mr. Arnab Saha, Sr Mgr (BD&M) 033-2469-8130; or email at Saha.Arnab@grse.co.in

All queries are to be sent within the shortest possible time before the due date of closure of EOI.

24. Patent and Copyrights

- (i) The firm shall assure GRSE that there is no infringement of any patent, industrial design, Intellectual Property (IP) rights arising from the supply, transfer, of use of designs, documents and related materials that may form

the subject matter of any Supply / Purchase order or Contract, if the firm is selected.

- (ii) The firm must submit an undertaking to indemnify GRSE against all costs, expenses, claims, and damages arising from the third-party claims or arising from any alleged infringement of patent or industrial/ intellectual property rights arising or resulting from use of the materials. All documentation, data, reports, and results developed under this engagement shall be sole property of GRSE

25. **Confidentiality:** All information exchanged during the EOI process shall be treated as confidential. Both parties agree not to disclose such information to third parties without prior written consent, unless such disclosure is required by law or regulatory authorities.

26. **NDA:** The Non-Disclosure Agreement (NDA) is to be signed and submitted along with the EOI. A copy of the same is enclosed at Annexure-3.

27. **Return of Information:** The Technical inputs handed over mutually by both parties to each other shall be the Intellectual Property of the respective parties and shall be returned (if requested for) without copying into any form. The same data shall not be used in any other project without prior written permission.

28. **Jurisdiction:** This Eoi shall be governed under Indian Laws. Any disputes/ issues arising out of or in connection with this Eoi shall be subject to the jurisdiction of the Courts in Kolkata City, including the District Court at Alipore.

29. **Accuracy of Information:** The Bidder must ensure that all information submitted is true and correct. Submission of any false or misleading information shall lead to immediate rejection of the response. GRSE also reserves the right to take appropriate action against the Bidder for applicable Indian laws for providing false or incorrect information.

NON – DISCLOSURE AGREEMENT

(to be submitted in Rs 100/- Stamp Paper)

This Non-Disclosure Agreement executed thisDay of 2026.

Between

GARDEN REACH SHIPBUILDERS & ENGINEERS LIMITED, a company incorporated under the provisions of the Companies Act, 1956, having its Registered Office at 61, Garden Reach Road, Kolkata – 700024, hereinafter referred to as “**GRSE**” (which expression shall unless excluded by or repugnant to the subject or context be deemed to mean and include its successors-in-interest, administrators and assigns) of the **FIRST PART**.

AND

M/s _____(with full address)., (which expression shall unless excluded by or repugnant to the subject or context be deemed to mean and include its successors-in –interest, administrators and assigns) of the **SECOND PART**.

WHEREAS

For purpose of this Agreement, GRSE discloses confidential information is herein after referred to as the “Disclosing Party” and M/s _____., that receives and or accesses confidential information here under is herein after referred to as ‘Recipient’

WHEREAS - being considered inter alia for the purpose of GRSE and as such some of the drawings/documents in connection with the said work are required to be disclosed which shall be treated as confidential and the said_., shall not disclose or part with such drawings/documents to any other third party, without prior written consent from GRSE

AND WHEREAS the said M/s_., is obliged to execute an undertaking in the form of “Non-Disclosure Agreement” on handing over of GRSE and/or Designated Buyer owned data drawings/ documents and also confidential/proprietary drawings or technical information of any other party, as the case may be, to them by GRSE , duly promising and/or undertaking to keep and treat such data, drawings/documents as strictly ‘confidential’.

NOW THEREFORE both and M/s _____., do hereby agree as follows in the premises aforesaid:-

1. In the Premises aforesaid it is agreed as follows :

a) During all discussion and subsequent agreement if any between the parties herein, if any, for execution of the job and also after Expiry and/or foreclosure and/or termination of the said agreement, M/s

_____., the recipient, undertakes that the data, drawings/ documents so received in any form whatsoever shall be:

- i) Protected and kept as strictly confidential by them.
- ii) Disclosed to and used only by the persons within the organization of M/s_., who have a need to know solely for the purpose as described above and for execution of the work if awarded by GRSE subsequently subject to their taking due care and protection of the system and data.
- iii) Used in whole or in part solely for the purpose intended and for execution of the work if awarded by GRSE subsequently in the manner as ordered by GRSE or to be ordered from time to time exclusively and shall not be exploited for any other purpose or customers. iv) Neither disclosed nor cause to be disclosed directly or indirectly to any third party.
- v) Neither be copied nor otherwise be reproduced, in whole or in part without prior express consent from GRSE
- vi) Returned to GRSE forthwith on demand at any point of time and upon immediate foreclosure /expiry of the contract if subsequently entered.

2. Nothing in this agreement or the disclosure of the information or data or systems, to be intended to be granted or shall be construed as granting to M/s _____., any rights, title, interest or license other than the right to use such data, drawings/documents etc for the purpose intended and for the execution of the contract/job if subsequently awarded by GRSE and shall not be exploited for any other purpose or customers and the property in all the information/data/ drawings or documents disclosed by GRSE to M/s

_____. In this regard for the purpose of post-bid meeting/discussions or for execution of job if any, to be subsequently awarded by GRSE shall, subject to the rights of the owner, rest with GRSE

3. Neither party shall resort to any publicity or advertising in respect of this agreement or the subject matter thereof and the subject matter of PO and/ or any Agreement, if any, to be entered into subsequently.

4. M/s _____ shall not make any copies or duplicate in anyway in whole or part any information without the prior written consent of GRSE and where such copies or reproductions are permitted in accordance with this clause, M/s _____ shall treat them strictly confidential in accordance with the provisions of this agreement and comply with the instructions of GRSE with regard to the protection and disposal of them.
5. Expiry, foreclosure or termination of PO or any or all of the subsequent agreements entered into by GRSE and the said M/s _____, if any, in pursuance of the agreed scope, shall not relieve M/s_ of their obligations under these presents which shall be effective and remain effective and in full force, even after expiry/foreclosure/termination.
6. In the event of expiry, foreclosure or termination, M/s _____ shall forthwith return to GRSE , all data and drawings/documents as received by them during tenure of the PO and/or subsequent agreements.
7. Neither party shall assign any PO and / or any Agreement, if any, to be subsequently entered into, without the written consent of the other and should there be any re-organization, merger, take over or the like, its successor- in interest shall be bound by the conditions of this Agreement.
8. Failure to enforce any provision of this agreement and/or failure to initiate timely action, will not construe to be waiver and GRSE shall be freely entitled to enforce the provisions of this agreement at any appropriate time thereafter.
9. M/s _____ shall indemnify and hold harmless GRSE from and against any action, claim or proceeding and any loss, damage, costs, expenses or liabilities arising out of such action, claim or proceedings, brought by any third party pursuant to any unauthorized disclosure or use of any data/document/drawings/ information by M/s_., or by any person for whom M/s_., is responsible under this agreement, or pursuant to any breach of any undertaking, warranty or representation contained in this Agreement.
10. This agreement shall be governed under the Indian Laws and the Courts in the city of Kolkata shall have exclusive jurisdiction to try determine and adjudicate any disputes arising between the parties in relation to this agreement.

11. GRSE standard arbitration clause shall apply to this agreement for resolution of disputes between the parties.

IN WITNESS WHEREOF the parties have hereunto set and subscribed their respective hands and seals on the day, month and year first above written.

FOR GARDEN REACH SHIPBUILDERS & ENGINEERS LTD	FOR M/s _____
Signature :	Signature :
Name :	Name :
Address :	Address :

WITNESS 1	WITNESS 2
Signature :	Signature :
Name :	Name :
Address :	Address :

**Minutes of Pre-bid Meeting for “EXPRESSION OF INTEREST(EOI)”
for “Collaboration with a Suitable firm towards setting up of a Container
Manufacturing company in India”**

Document Ref : B&TD/AS/EOI/F-26

Date : 23 June 2026

1.0 BACKGROUND:

- 1.1. Expression of Interest number 25-26/01/EOI-0, dated 11/06/2026 for Collaboration with a Suitable firm towards setting up of a Container Manufacturing company in India, the Pre-bid meeting was held on 18.06.2026.
- 1.2. As per EOI , participation in Prebid meeting was mandatory and following four (04) firms participated in Pre-bid meeting.

Sl.	Firm Name
a	M/s Vrinda Engg.
b	M/s Braithwaite & Co. Ltd.
c	M/s Nav Bharat Infrastructure Co.
d	M/s M/S Krishna Defence Projects Ltd.

- 1.3. List of Representatives, who attended the Prebid meeting are mentioned hereunder :-

Sl.	Name of the representatives
a	M/s Vrinda Engg. <div style="border: 1px solid black; padding: 5px; margin-top: 5px;"> Mr. Pawan Kumar Goenka Mr. Aniruddha Chattopadhyay </div>
b	M/s . Braithwaite & Co. Ltd. <div style="border: 1px solid black; padding: 5px; margin-top: 5px;"> Mr. Dilip Saha Mr. Prince Kumar, Mr. Tanmoy Adhikari </div>

**Minutes of Pre-bid Meeting for “EXPRESSION OF INTEREST(EOI)”
for “Collaboration with a Suitable firm towards setting up of a Container
Manufacturing company in India”**

c	M/s Nav Bharat Infrastructure Co. Mr. Bhaskar Sanyal Mr. Susanta Phani Mr. Anup Srivastava
d	M/s Krishna Defence Projects Ltd Mr. Ramesh Chandra Chattopadhyay

1.3.1. List of GRSE officers, attended Pre-Bid Meeting:

- i) CMDE Vinith Aerat Executive Director B&TD,CC,NPD)
- iii) Shri Arnab Saha, SM(B&TD)

2. At the pre-bid conference, GRSE team welcomed all participants and clarified that the pre-bid meeting is organized to address any queries related to this EOI raised by the bidders for the said tender. The committee clarified all the queries pointwise raised by the bidders during the Prebid meeting and the same is recorded herein.

3. The queries / request raised by M/s. Vrinda Engg., are as follows: -

Sl.no	EOI Page no/ Clause no.	Query raised by the bidder	Clarification given for the query
(i)	Clause 7 a “ Providing a land and relevant infrastructure in and around Kolkata for set up of facility “	Please clarify the exact place of the proposed Land	As mentioned in EOI ,the location is in Kolkata and further details shall be shared after signing of NDA with the firm.
(ii)	Annexure-2 clause 1(v) Proposed Revenue model	No revenue model suggested or shared by GRSE in EOI.	GRSE requested the firm /bidder to respond with their proposal as per EOI. However indicative

**Minutes of Pre-bid Meeting for “EXPRESSION OF INTEREST(EOI)”
for “Collaboration with a Suitable firm towards setting up of a Container
Manufacturing company in India”**

	such as revenue share, annual premium, Upfront fee etc. in collaboration with GRSE.	Please share GRSE's proposed revenue sharing model.	proposals from GRSE were shown.
(iii)	Clause 6 procedure and clause 8 operation	How this entity will perform. What will be the Modus operandi? Whether a separate JV / consortium will be formed.	As of now we will shortlist the firms based on this EOI and shortlisted firms will be invited to enter into a Non-Disclosure Agreement (NDA). Upon execution of the NDA, detailed information / requirements/documents will be shared with the shortlisted firms, who shall thereafter submit their detailed techno-commercial offers.

4. The queries / request raised by M/s . Braithwaite & Co. Ltd. are as follows: -

Sl.no	Tender Page no/ Clause no.	Query raised by the bidder	Clarification given for the query
(i)	Clause 5 Objective :to build and deliver upto 50,000 (indicative) containers per year	This is a bit optimistic target. At present all of the existing Indian companies(including Braithwaite & Co).are well below this target limit ,considering very poor demand. Before initiation of any such activity order assurance are to be taken / finalised	GRSE already done a preliminary market survey and some market leaders (both Government and Private) expressed interest to place order of considerable quantity.

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			However as per clause 5 of EOI number of containers (50K p.a) mentioned is indicative figure only.
(ii)	Clause 5 Objective :to build and deliver upto 50,000 (indicative) containers per year	<u>Braithwaite & Co. Ltd</u> fully appreciate the ambitious growth objectives envisaged, however the production target of 50,000 units per annum warrants a practical reassessment. If its translated into monthly production requirements, the target would necessitate a robust manufacturing capacity, supply chain readiness, manpower deployment, that are currently beyond realistic expectations. Considering the existing industrial ecosystem and the time required for capacity ramp-up, achieving such a production rate would be extremely challenging.	It is already clarified that the number of container to be manufactured per annum is only an indicative target and same is also mentioned in EOI.
(iii)	Clause 5 Objective :to build and deliver upto 50,000 (indicative) containers per year	Since <u>Braithwaite & Co. Ltd</u> is doing this for a considerable period , the primary challenges to this sector is to face the step price competition sometimes competitor countries are willing to sell at a very low price and hence Govt subsidy /regulatory support is very crucial to sustain	Noted
(iv)	Clause 7 a “ Providing a land and relevant infrastructure in and around Kolkata for set up of facility “	What is the nature of the land at present. Any existing infrastructure is available or everything needs to be build from scratch.	Land is available for commercial purpose / activity with basic infrastructure for initiation of industry activity. However, any specific machinery related to Container

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			manufacturing is to be set up.
(v)	Last date for submission of EOI	Since the EOI is a preliminary document for such a new venture <u>Braithwaite & Co. Ltd.</u> requires an Extension of offer submission period at least one month i.e till 03.08.2026.	Extension is subject to GRSE Management approval as of now the existing date/ time will prevail..
(vi)	Clause 6 procedure and clause 8 operation	Please explain the next step and modality of this association.	<u>Addressed above</u>
(vii)	Annexure-2 clause 1(v) Proposed Revenue model such as revenue share, annual premium, Upfront fee etc. in collaboration with GRSE.	Please share GRSE's proposed revenue sharing model.	<u>Addressed above</u>

5. The queries / request raised by M/s. Nav Bharat Infrastructure Co., are as follows: -

Sl.no	EOI Page no/ Clause no.	Query raised by the bidder	Clarification given for the query
(i)	Clause 7 a “ Providing a land and relevant infrastructure in and around Kolkata for set up of facility	Please clarify the exact place of the proposed Land	As mentioned in EOI further details shall be shared after signing NDA with the firm(s)

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	“		
(ii)	Annexure-2 clause 1(v) Proposed Revenue model such as revenue share, annual premium, Upfront fee etc. in collaboration with GRSE.	No revenue model suggested or shared by GRSE in EOI. Please share GRSE’s proposed revenue sharing model.	Addressed above
(iii)	Clause 6 procedure and clause 8 operation	Please suggest the working methodology in detail. Any possibility regarding raw materials supply from GRSE .At present Nav Bharat is working closely with GRSE for shipbuilding project and hence similar/ same model will be appreciated.	Steel will be supplied by GRSE
(iv)	clause 8 operation	Apart from raw materials (steel) balance working capital arrangement and relation of same to revenue sharing model.	Please propose revenue sharing model as per your proposal.
(iv)	Annexure- 2 clause 1(iii) - Investment	At present Nav Bharat is working closely with GRSE for shipbuilding project and hence similar/ same model <u>without investment</u> as a subcontractor is feasible or not	As per the EOI clause No 2 (Financial eligibility) minimum investment of 05 Cr is mentioned.

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(v)	Clause 5 Objective :to build and deliver upto 50,000 (indicative) containers per year	Turnaround / per month roll out target	Indicative figure is mentioned in EOI, subject to mutual agreement.

There being no further discussions, meeting was adjourned.