

Expression of Interest

The Embassy of India, Moscow invites 'Expression of Interest and Bids' with proposed terms of reference from reputed research firms, institutes and organizations with proven track record, to undertake a study on "Opportunities for India-Russia cooperation in Chemicals and Chemical Products sector, including Petrochemicals." The terms of reference for the study are enclosed.

2. The Study will be bilingual (English & Russian) and it should be completed within six weeks from the date of acceptance of the bid or proposal.
3. Interested parties with sound financial background and experience in undertaking market studies are required to submit technical and financial bids in two separate envelopes. In the prequalification stage, only the technical bids will be opened and examined and in the second stage, the financial bids will be opened, only of those who fulfill the technical requirements.
4. Parties that are applying should have at least 05 years of experience in undertaking market studies and must submit the following documents as part of technical bid:
 - a) Detailed profile mentioning registration detail, technical expertise and experience in conducting market studies
 - b) Copy of similar contract/s already executed
 - c) Copy of sample report of market study already conducted
5. **The bid may be sent in a sealed envelope, superscribed 'Market Study for Chemical Sector', and containing two separate sealed envelopes superscribed "Technical Bid" and "Financial Bid" respectively, latest by 22nd November, 2020.** The bid may either be dropped at Reception, Embassy of India, Moscow or sent by registered post addressed to Anand Shankar, Second Secretary, Embassy of India, Moscow, 4, Vorontsovo Polye, Moscow- Russia 105064 (Email: com1.moscow@mea.gov.in)
6. The final award for the study will be declared based on evaluation of both technical and financial criteria. The decision of Embassy of India, Moscow on selection of the companies will be final.

Terms of Reference

- **Definitions and classification of chemicals/chemical products, including petrochemicals**
- **Overview of Russia's Chemical Industry:**
 - general description and overall performance (current);
 - major producers (indicating output volume, value, %, ownership);
 - availability of raw materials in Russia (deposits, reserves, ownership);
 - export potential
 - Factors contributing to the growth of chemicals and chemical products market of Russia
- **Structure of the Russian market of chemicals and chemical products (with charts and tables):**
 - market size (over past 5 years)
 - total demand of chemicals and chemical products in Russia (in dynamic, over the past 5 years, value, volume, types of chemical products);
 - share of domestic production, imports and exports (%, value, volume; over past 5 years);
 - share of state procurement/private sector (%, value, volume; over past 5 years);
 - industry-wise consumption highlighting the main consumers of chemicals and chemical products (%, value, volume; over past 5 years);
 - identification of the top buyers/retailers, industry associations and groups including key influencers;
 - buying pattern;
 - price structure;
 - distribution channels
- **Detailed analysis of Russia's imports (last 5 years with charts and tables)**
 - general trend
 - Top-10 items of import and top10 importers of these items (4 or 6 digit HS-Code, its value, volume, %);
 - Top-10 countries exporting to Russia (value, volume, %)
 - top-10 importing companies (indicating items of import, volume, value, exporting country, and brief description of the company);
 - Logistics: main points (ports) of entry, means of transportation, companies involved;
 - for all the above – India's position with same indicators.
 - Marketing strategies of major exporters to Russia
- **Regulations and barriers**

- Customs procedures in Russia: general overview, import duties, points of entry, relevant rules and regulations with brief description.
 - Customs procedures in Eurasian Economic Union (EAEU)
 - Laws and regulations associated with the sector
 - Russia's strategy for chemical sector
 - Government agencies involved with area of their responsibility
 - **Illustrating with a “case study” of a chemical product produced in India to be imported to Russia.**
 - Barriers to entry of India in the market (tariff/non-tariff)
- **Opportunities for India**
 - Analysis of chemicals trade between India and Russia in last 5 years
 - Estimation of potential of India-Russia trade in the sector – supply-demand analysis (potential items of trade, volume, value, competitors, perspectives);
 - Potential Russian partners for India
 - Concrete steps to be taken by India in order to occupy greater share on the Russian market in the sector
 - Potential for forming joint ventures in development and innovations
 - Potential investment projects
 - Regional analysis- which regions offer greater opportunities for Indian companies

Others

- Enclosures in the report may contain:
 - Details of major government entities dealing with Chemicals sector in Russia;
 - List of major associations in the sector (brief description, contact details);
 - List of major Russian manufacturers (brief description, contact details);
 - List of major World manufacturers (brief description, position on the Russian market);
 - List of major importing companies, Russian/foreign (brief description, contact details)
 - List of government bodies involved in ExIm process in the sector;
 - Laws and regulations;
 - List of major exhibitions/events in Russia in the sector (brief description, next session)
- An executive summary of the report (this must cover all salient findings of the report)
- The sources of information used for the study are to be indicated
- The study will be the property of the Government of India, and logos, and/or other identification symbols of the company performing the study should not be used.

- Upon completion of the study 2 hard copies and a soft copy in pdf and word format are to be handed over
