



ANDREW YULE & COMPANY LIMITED
(A Government of India Enterprise)
YULE HOUSE
8 Dr. Rajendra Prasad Sarani
Kolkata-700001

NOTICE FOR EXPRESSION OF INTEREST

EOI Ref. No: EOI/Business Ventures-GZB/2025-26

Dated: 02.07.2025

ANDREW YULE & CO. LTD. (A Govt. of India Enterprise) invites EOI for empanelment of parties for new business ventures at the following site leased by UP Govt. to AYCL.

Sl. No.	Name and Address of the Property	Total Area in Sq mtr.
1	Land parcel at C193, 9A, Site No 1, Industrial Area, Bulandshahr Road, Ghaziabad, Uttar Pradesh-201001	4052.00

Schedule of EOI

1.	EOI Ref No.	EOI/ Business Ventures-GZB/2025-26
2.	Date of publication of EOI through AYCL web portal	02.07.2025 at 18:00 hr.
3.	Date of availability of EOI to the Bidders for downloading	02.07.2025 at 18:00 hr.
4.	Last date of submission of EOI with desired documents to AYCL	11.08.2025 at 17:00 hr.
5.	Pre-bid meeting (Virtual)	17 .07.2025 at 15:30 hr.

EOI can be submitted physically or through courier/post in sealed envelope super scribed as “EOI/ Business Ventures-GZB/25-26” addressed to Dy. General Manager (Operations & Business Development), 8, Dr. Rajendra Prasad Sarani, Yule House, Andrew Yule & Co. Ltd., Kolkata-700001, within the specified date.

Corrigenda or clarifications, if any, shall be posted on our website – **www.andrewyule.com** only.

AYCL reserves the right to accept or reject any EOI without assigning any reason thereof.

General Guidelines

- 1) Interested applicants intending to associate with AYCL for business venture at the site leased by UP Govt. to AYCL at the location mentioned in 1st page of this EOI, are requested to go through the **Details of Work** and furnish their credentials.
- 2) **About AYCL:** Andrew Yule & Company Ltd (AYCL), a Govt. of India Enterprise under Ministry of Heavy Industries, is a multi-product, multi Locations Company having Electrical-Chennai Operation, Engineering Division-West Bengal and Tea Gardens in West Bengal, Assam. It was established in 1863 and it became CPSE in 1979. The present business of Andrew Yule comprises of the Tea, Electrical and Engineering.
- 3) **Pre-Bid Meeting:** A virtual pre-bid meeting will be held on 17.07.2025. The interested parties shall attend the pre-bid meeting via the link mentioned below:
Google Meet Link: <https://meet.google.com/ptk-unsf-vcq>
Time: 3:30 PM
Date: 17.07.2025
- 4) **Application Fees:** Demand Draft for Rs. 5000/- + GST (18%) towards cost of Non Refundable application in favor of Andrew Yule & Co. Ltd.
- 5) **Purpose of the EOI:** AYCL is intending to empanel parties for optimal utilization of the property through business venture or optimal Utilization of land on revenue sharing model or any other option at Ghaziabad. The land available is strategically located at the prime locality.
- 6) **Details of work:**
 - Interested parties may visit the sites between 10 A.M – 5.00 P.M. The contact details of the concerned officials for site visit are given below.

Sl. No.	Name of the Property	Contact Details
1.	Land Parcel at C193,9A, Site No: 1, Industrial Area, Bulandshahr Road, Ghaziabad, Uttar Pradesh- 201001	Shri Uday Kumar Pandey (AGM-Business Development -NR) Telephone: 011-26439381/ 9873724879 E-mail ID: uday.pandey@andrewyule.com

- The property will be available on as is where is basis.
- The Possession of the premises was taken on 20.03.1990 with a Lease Period of 90 years. The area of land to be offered will be 4052 sq. mtr. The location of plot and site map will be shared in the pre-bid meeting among the prospective agencies.
- The leasehold interest on the land shall not be subject to transfer by assignment. In case the Unit fails to sustain or desires to exit from Contract, the land and building (excluding machinery/equipment) shall have to be surrendered to the “Lessor” as is where is basis.
- The arrangement with AYCL shall remain in force for initial period of 05 years which may be extended up to another 10 years (05 years of each term) on satisfactory completion of initial 05 years.
- The legal and statutory licenses and approvals, if any, to be obtained by the party. The selected business partner has to do all documentations and expense for incurring such license / approvals.
- Interested parties should submit their proposals in a sealed envelope which should include the followings:

- (i) Credentials of the proposer
- (ii) Copy of a valid PAN / TAN /GST NO & other statutory document
- (iii) Detail Project Report should include
 - (a) Project details
 - (b) Expected Time to be taken for completion of the project
 - (c) Feasibility of the proposal
 - (d) Expected minimum guaranteed revenue & % revenue share
 - (e) Detail calculation on NPV of the project for the first 5 years
- Preference shall be given to the project which,
 - (a) Has shorter completion period
 - (b) Higher Return to AYCL.
- **Eligibility criteria for participation:**
 1. Experience in Installation & Commissioning of at least one Single similar work.
 2. Minimum average annual turnover of Rs. 5 Cr. in last three financial years.

Relaxation for Micro and Small Enterprises (MSE'S) and Startups:

MSEs and Startups shall be eligible to participate even if their average annual turnover is less than the above requirement, provided they have an average annual turnover of at least 50% of the stipulated turnover.

Proof of Eligibility:

All claim(s) for relaxation must be accompanied by a valid UDYAM Registration Certificate for MSEs (and valid certificate from DPIIT in case of Startups), clearly indicating the category of enterprise (micro or small) and the item(s) for which the enterprise is registered.

General Conditions:

The relaxation as above shall apply only to the financial criteria; all other technical and commercial terms and conditions of the EOI shall remain unchanged.

Should an MSE bidder win the contract by virtue of this relaxation, it will be required to furnish the same performance security/guarantee as stipulated for other bidders.

- **Responsibility for executing Contract:**
 1. The successful bidder is to be entirely responsible for the execution of the contract in all respects in accordance with the terms and conditions which will be specified in the sub-lease agreement.
 2. The successful bidder shall not sublet, transfer, or, assign the contract to any part thereof without the written permission of AYCL. In the event of the bidder contravening this condition, the agreement will be cancelled and the bidder shall be liable for any loss or damage, in consequence or arising out of such cancellation.
- The proposals should be submitted in a sealed envelope to Dy. General Manager (Operations & Business Development), 8, Dr. Rajendra Prasad Sarani, Yule House, Andrew Yule & Co. Ltd., Kolkata-700001, within the specified date.
- The party submitting EOI for a particular project with declared minimum guaranteed revenue sharing should not change the nature of the project during actual execution. However, in case need be, the change may happen subject to approval of AYCL and with upward revision of minimum guaranteed revenue and revenue sharing. Hence, bidders are requested to examine their proposal before submission
- AYCL may call the proposer to deliver a presentation before AYCL.
- After shortlisting, based on best beneficial option to AYCL, Request for Proposal (RFP) shall be floated among the shortlisted parties where the partner shall be selected based on highest revenue earning to AYCL.
- The business model will be on revenue sharing, which will be decided while formulating RFP.
- AYCL reserves the right to cancel the EOI at any stage without assigning any reason thereof.

APPLICATION FORM FOR STRATEGIC PARTNER

Empanelment Format

NAME OF THE UNIT

Application for Empanelment Form

The applicants are required to furnish full information to the queries included in this form. In giving the particulars, the supporting documents/ certificates, as called for per queries at places, must be tagged with the application for evidencing the information furnished in the application for empanelment.

This application form should be submitted along with the application fee of INR (Rupees)
by crossed Postal Order/ Bank Draft in favour of Andrew Yule & Company Ltd.

- 1) Date of Advertisement for Registration:
- 2) Name of the Firm in Full:
- 3) Address of the Firm:
 - a) Registered Office
 - b) Head Office
 - c) Branches
 - d) Workshop/ Godown
 - e) Depot
- 4) Telephone/Telegram/Fax No./E-mail:
 - a) Registered Office
 - b) Head Office
 - c) Branches
 - d) Workshop
 - e) Depot
- 5) Status of the Organization:
- 6) Whether Manufacturer/Contractor/: Fabricator/ Sub-contractor/ Stockist/ Agent/Dealer
- 7) Item for which empanelment is sought:
- 8) Banker's Name:
 - a) Name of the Branch
 - b) Address of the Branch
 - c) Account Number

Note: Confidential Report of financial position will be requested for by AY & Co. Ltd. from the Bankers.

- 9) Trade Licence No. : (Please attach a Xerox copy)
- 10) Factory Licence No. : (Please attach a Xerox copy)
- 11) Whether registered as an SSI Unit. : If yes, Registration No. (Please attach a Xerox copy)
- 12) Sales Tax Registration No. :
 - a) Central
 - b) State(Please attach a Xerox copy of Registration Certificate)
- 13) I.T. Permanent Account No.
- 14) Photo copies of current I.T. & Tax : clearance Certificates are to be attached

15) Whether the applicant is already empaneled: in this enterprise. If so, the details are to be furnished stating the types of jobs executed, etc. i.e.

(a) Description of the job, (b) Year (c) Amount & (d) Authorized by

16) Whether the applicant is empaneled with any other Public Sector Undertaking/ other reputed manufacturers.

If so, the details are to be furnished

17) Financial Capacity (Year)

a) Fixed Capital

b) Working Capital

(Copies of Balance Sheet & Profit & Loss A/c for last 3 years should be attached)

18) Technical capacity:

(i) Tools & Equipment list (to be attached)

(ii) Manufacturing Capacity: (to be quantified)

19) Manpower on Rolls Total Manpower in Roll

a) Skilled workers

b) Unskilled workers

c) Others

d) Supervisors

e) Engineers

20) Unskilled workers Others Supervisors Engineers: Name & Residential address of: Partners/ Directors/ Proprietors, as the case may be

21) Whether any Govt. Servant(s) or: dismissed Employee(s) of Andrew Yule & Co. Ltd./ any other Govt. Undertaking is in employment under the applicant

22) Whether the applicant or any of its Partners/ Directors has been banned or removed from the approved list of suppliers by the Enterprise or Undertaking / any other Enterprise or Undertaking in the past.

I/ We hereby certify that the particulars furnished by me/ us above are true to the best of my/ our knowledge and belief and misrepresentations of facts will render me/ us liable to any action as may be deemed fit by Andrew Yule & Co. Ltd. Unit/ Division have the sole discretion to reject or accept my / our candidature for empanelment.

Place:

(Signature of the Applicant) Official

Stamp/Seal Date: _____

Declaration

(To be executed on a non-judicial stamp paper of Rs. 50/ - duly attested by notary public)

I/We certify that the above information is correct and true to the best of our/my knowledge and belief. In the event of any information being found false or incorrect, action can be taken against us.

We declare that we have never been arrested / prosecuted or convicted by a Criminal Court or involved in any other case, registered by the police.

We declare that we have not been barred / black-listed by any central/ state government Department
/ Organization / PSUs

We also declare that there is no pending litigations and contingent liability against our company.

Place:

Date:

Signature of the applicant