

## 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 Automobiles and Auto-components sector". 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 Automobile and Auto Components Sector', and containing two separate sealed envelopes superscribed "Technical Bid" and "Financial Bid" respectively, latest by **30<sup>th</sup> November 2020**. The bid may either be dropped at Reception, Embassy of India, Moscow or sent by registered post addressed to Navodit Verma, Third Secretary, Embassy of India, Moscow, 4, Vorontsovo Polye, Moscow- Russia 105064 (Email: navodit.verma18@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.

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## Terms of Reference

- **Overview of Russia's Automobile Industry:**

- General description and overall performance (current);
- Major manufacturers (indicating output volume, value, %, ownership);
- Future potential of Automobile market (predictive analysis for at least 2 years)
- Factors contributing to the growth of Automobiles and Auto-components market of Russia at present and in future.

- **Structure of the Russian market of Automobiles and Auto-components** (with charts and tables):

*(Mentioning under sub headings of LCV & Passenger cars, buses, trucks, tractors and auto components sector)*

- Market size (over past 5 years)
  - Total demand of Automobiles and Auto-components in Russia (in dynamic, over the past 5 years, value, volume, types);
  - Share of domestic production, imports and exports (% , value, volume; over past 5 years);
  - Balance of production and demand.
  - Identification of the top manufacturers, importers companies, automotive clusters, industry associations, dealership networks and groups including key influencers;
  - Customer preferences and buying patterns;
  - Price structure;
  - Distribution channels.
- **Detailed Analysis of current trends in Electrical Vehicles segment and future possibilities in Russia.** Also mentioning:
    - Future outlook of hybrid vehicles.
    - Future possibilities of adopting Hydrogen as a fuel for Automobiles.

- **Detailed analysis of Russia's Automobile and auto components imports** (last 5 years with charts and tables)

- General trend
- Top-10 countries exporting to Russia (value, volume, %)
- Major auto components products of demand in Russia.
- Logistics: main points (ports) of entry, means of transportation, companies involved;
- Transportation costs

- Major importer companies.
  - Dealership networks
  - Marketing strategies of major exporters to Russia
  - Russia's outlook in future in relation to the imports of Automobiles.
- **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 Automobile sector.
    - Government agencies involved with area of their responsibility
    - **Illustrating with a "case study" of any Automobile/ component produced in India to be imported to Russia.**
    - Barriers to entry of India in the market (tariff/non-tariff)
    - Problems faced by existing exporters to Russian Federation.
- **Opportunities for India**
    - Analysis of trade in Automobiles 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 (*illustration with best examples and success stories*)
    - Potential for forming joint ventures in development and innovations
    - Potential investment projects
    - Regional analysis- which regions offer greater opportunities for Indian companies
    - Russian manufacturers with possibilities of joint ventures.
    - Possibilities of Russian manufacturers localizing their production in India.

- Possibilities of Indian manufacturers localizing their production in Russia, further exploring possibilities of exporting to CIS countries.
- Possibilities in the Electric Vehicle segment.

## **Others**

- Enclosures in the report may contain:
  - Details of major government entities dealing with Automobiles 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

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