

Sl.	Existing Clause	Queries	Inputs for framing replies to Queries
		<p>I. Power Charges (Rs per kwh) - 10 marks 2. Water Charges (Rs per KL) - 10 marks</p> <p>(b) Total area of the proposed Manufacturing zone [20 marks]</p> <p>I. Land area above 225 acres - 10 marks 2. Quoted land price per sq. meter - 10 marks</p> <p>(c) (A) Capital Subsidy (%) on CAPEX (Payment may be linked to milestones but full subsidy should be paid in the period not exceeding five (5) years from the date of commissioning) [15 marks]</p> <p>I. Percentage capital subsidy of CAPEX investment for project below INR 100Crore-5marks II. Percentage capital subsidy of CAPEX investment for project above INR 100 Crore and upto INR 500 Crore - 5 marks III. Percentage capital subsidy of CAPEX investment for project above INR 500Crore-5marks.</p> <p>(d) (B) Policy incentives of Proposer applicable for Renewable and power Equipment Industry [15 marks]</p> <p>I. SGST reimbursement against investment - 10 marks II. Any other subsidy - 5 marks</p> <p>(e) Connectivity of the Manufacturing Zone [15 marks]</p> <p>I. Distance of site from nearest existing and functional Railheads - 5 marks II. Distance of site from nearest existing and functional National Highway - 5 marks III. Distance of site from nearest existing and functional Air Cargo/Airport - 5 marks</p>	

Sl.	Existing Clause	Queries	Inputs for framing replies to Queries
		<p>(f) Others [15 marks]</p> <p>I. Manufacturing zone located within Project of National Importance / Significance - 5 Marks</p> <p>II. Industrial Ecosystem developed around the land within hundred (100)km - 5 marks</p> <p>II. Project Preparedness in terms of Environmental Clearances (at the time of submission of proposal) - 5 marks.</p>	
	Odisha		
55.	<p>2.2.1 [Objectives of the process]; Page 8</p> <p>Setting up of one (1) Brownfield Manufacturing Zone for Power and Renewable energy equipment</p>	<p>We request the authorities to kindly define “Brownfield Manufacturing Zone” as the EOI doesn’t provide much clarity about the difference between “Brownfield Manufacturing Zone” and “Greenfield Manufacturing Zone”</p>	<p>Brownfield Project. i.e. Land is readily available free of encumbrance and is in the possession of Proposer</p>
56	<p>6.i[Role of a Proposer]; Page 11</p> <p>2.4.1. Successful Proposer shall be responsible for:</p> <p>(a) Formation of SPV within 1 one (1) month after receiving in-principle approval from the SSC, if the proposer is a State Government.</p> <p>(b) Facilitating the SPV for getting distribution license, where possible from Appropriate Commission under Clause (b) of section 14 of Electricity Act 2003.</p>	<ul style="list-style-type: none"> Most of the States have Industrial Infrastructure Development Authorities/Corporations which are 100% state-government owned entities which are responsible for development of industrial park and manufacturing zone. <p>Therefore, we would request if the clause pertaining to formation of SPV may be relaxed to allow the state’s Industrial Infrastructure Development Authorities/Corporations to take up the task of development of this Manufacturing Zone</p>	<p>Please refer to response to Sl. 2.</p>
57	<p>5.1.3 [Evaluation Methodology]; Page 21</p> <p>3A. Policy incentives of proposer applicable for renewable and power equipment industry</p>	<p>We request the authorities to kindly clarify on two issues:</p> <p>a. How will capital subsidy be evaluated in case there is an incentive ceiling, e.g. Capital subsidy of 20% up to INR 10 Crores vs Capital subsidy of 20% without any upper limit?</p> <p>b. How will capital subsidy be evaluated in case where capital subsidy is being provided at</p>	<p>Prevailing terms are clear in this regard. The Proposer has to commit to incentives as per given format. No marks shall be assigned against a parameter where information provided is not as per format(s) prescribed in the EOI.</p>

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		<p>different rates for different investments within the pre-defined slabs of <100 Crs, INR 100 – INR 500 Crs, > INR 500 Cr? E.g. for Odisha, our Electronics policy prescribes –</p> <ul style="list-style-type: none"> • Capital subsidy of 20% for investment upto INR 50 cr, • Capital subsidy of 10% for incremental investments between 50 cr – 300 cr, • Capital subsidy of 30% without any upper cap for all investments > 300 cr (as per Industrial Policy 2015) 	
58.	<p>5.1.3 [Evaluation Methodology]; Page 22</p> <p>B. Capital Subsidy (%) on CAPEX (Payment may be linked to milestones but full subsidy should be paid in the period not exceeding five (5) years from the date of commissioning)</p>	<p>We would request the authorities to kindly provide a relaxation on the time period for providing full subsidy from 5 years to 10 years as:</p> <ul style="list-style-type: none"> • This incentive is generally provided in multiple tranches and <p>For large, mega and ultra-mega projects, the time frame for disbursal of such incentives is generally much longer than 5 years period due to budgetary constraints.</p>	No change envisaged.
59.	<p>5.1.3 [Evaluation Methodology]; Page 22</p> <p>Connectivity of the Manufacturing Zone</p>	<p>We would request the authorities to also include the distance of ports from the proposed manufacturing zone location as a criterion of evaluation as the export potential of products manufactured in the zone will be quite high and hence, access to sea-ports would become critical in such as case.</p>	No change envisaged.
60.	<p>5.1.3 [Evaluation Methodology]; Page 22</p> <p>6.i. Rating of Industrial parks (Ranked by DPIIT)</p>	<ul style="list-style-type: none"> • The IPRS was introduced on a pilot basis and states were not provided with enough time to take on improvement measures. • Also, as this is a pilot project and may/may not involve the parks rated under IPRS, we request that this clause may be relaxed entirely for the purpose of this project. 	Please refer to amendments issued in this regard.
61.	5.1.3 [Evaluation Methodology]; Page 22	<ul style="list-style-type: none"> • We would request the authorities to kindly define 	Please refer to amendments issued in this regard.

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	6.ii. Industrial Ecosystem developed around the land within fifty (50) km for the last three (3) years	<p>the elements which will be considered under “Industrial Ecosystem”</p> <ul style="list-style-type: none"> Also, we would request the authorities to consider if the time period could be increased from last 3 years to last 5 years as a lot of infrastructure development work across the globe was hampered due to the covid-pandemic. An increase of evaluation period from last 3 years to last 5 years will be highly appreciated. 	
62.	6.1.5 [Format IV(b): Utility Charges], Page 29 Sl. No. 2, Col. 2 in the table states “Electricity”	It is our belief that Sl. No. 2 should be “Water” instead of “Electricity” as Sl. No. 1 is “Power” and the unit for Sl. No. 2 is mentioned in INR/KL	Noted. The word “Electricity” shall be read as “Water” in the table under Clause 6.1.5 of EOI. Please refer to amendments in this regard.
	APIIC Limited		
63.	The EOI Process Authority, acting on behalf of the Government of India is intending to select the Successful Proposer for setting up of one (1) Brownfield Manufacturing Zone for power and renewable energy equipment.	<p>Please confirm our understanding regarding the following:</p> <ul style="list-style-type: none"> It is understood that "Brownfield" shall mean that the Proposer is having an encumbrance and litigation free land readily available for the purpose of development of the manufacturing zone. It is understood that the current process is only for establishment of 1 Brownfield zone. And there would be a separate process for identifying successful Proposer for 1 more Brownfield Zone and 1 Greenfield zone, as a total of 3 zones are envisaged under the scheme. Please confirm. 	<p>Brownfield Project. i.e. Land is readily available free of encumbrance and is in the possession of Proposer</p> <p>Instant Eoi is for 1 Brownfield Manufacturing Zone</p>
64.	The area offered by the Proposer for setting up Manufacturing Zone shall not be less than One Hundred Fifty (150) acres. For development of CTF, separate area has to be kept.	It is understood that CTF would have to be demarcated within the manufacturing zone area proposed by the Proposer. Is there any requirement on minimum extent of land to be demarcated for CTF?	<p>An area of 150 acres shall be made available for allotment to individual manufacturing units.</p> <p>For development of CTF, separate area has to be kept.</p> <p>The provision of land for CTF should be sufficient for testing facilities that may be required for the renewable and power equipment to be</p>

Sl.	Existing Clause	Queries	Inputs for framing replies to Queries
			manufactured in the Manufacturing Zone.
65.	SPV while asking Proposal for manufacturing unit shall not specify minimum percent for export or local value addition for establishing the manufacturing units in the Manufacturing Zone.	It is understood that the SPV cannot specify minimum percent for export or local value addition for establishing the manufacturing units in the Manufacturing Zone, but can it ask for the minimum investment and employment commitment from the manufacturing units in alignment with the prevailing Allotment Regulations of the state.	The purpose of the proposed Manufacturing Zone is to facilitate domestic manufacturing of new and emerging technology equipment required for the renewable energy and power sector. Additional conditions imposed by the Proposer may be seen in the same light.
66	Land area above 150 acres (Proposer shall get 1 mark for every additional 15 acres of developed land over and above 150 acres minimum stipulated developed land. E.g.: for offering 165 acres land - 1 mark; for offering 180 acres of land – 2 marks)	It is understood that land area to be proposed shall be quoted on "gross area" basis and not on "net area" basis. As per the marking scheme, a Proposer proposing 225 acres of gross area for the manufacturing zone shall attain full marks allocated for this criterion. Please confirm.	Yes.
67.	Ratings of Industrial Parks (Ranked by DPIIT) - 10 marks	It is suggested to remove this evaluation criteria as there is no direct linkage between the rankings undertaken by DPIIT and the proposed establishment of Power Renewable Energy Equipment manufacturing zone. The ratings of existing industrial parks shall not have bearing for these new initiatives. And therefore, it is requested that 10 marks for the referred parameter may be adjusted in some other criteria already outlined in Table provided in the Clause 5.1.3.	Please refer to amendments issued in this regard.
68.	For the above Common Infrastructure Facilities (CIF) an amount of Rs.160 crores (approx.) is estimated (for Greenfield zone) and will be apart of the Central Grant to the State	It is understood that the grant-in-aid for CIF in greenfield zones is capped at Rs. 160 crores, then does it mean that the balance amount i.e., Rs.240 crore (Rs.400 crore minus Rs.160 crore) is reserved for CTF? Also, will these thresholds be the same in case of Brownfield Zones as well? Please confirm.	The Instant EoI is for a Brownfield project. Please refer to clause 2.2.3 (b) and amendments to the EoI.



GOVERNMENT OF INDIA
MINISTRY OF POWER



GOVERNMENT OF INDIA
MINISTRY OF NEW
AND RENEWABLE ENERGY

Expression of Interest

For

**Setting up Manufacturing Zone for Power and Renewable Energy
Equipment (Pilot Project)**

EOI No: [11/32/2021-Th.I]

Revised as on Date:27 May, 2022

Issued by:

Ministry of Power, Government of India

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Disclaimer

The information contained in this EOI or any other information provided to Proposers, whether verbally or in writing or in any other form by or on behalf of the EOI Process Authority and its employees or advisors is provided to Proposers on terms and conditions set out in this EOI and such other specific terms and conditions subject to which such information is provided.

This EOI is not an agreement by itself and is neither an offer nor an invitation by EOI Process Authority to Proposers or any other Person. The purpose of this EOI is to set the terms for the selection process and to provide Proposers with information that may be useful to them in preparation and submission of their Proposals.

This EOI includes statement which reflect various assumptions and assessments arrived at by the EOI Process Authority and its employees or advisors. Such assumptions, assessments and statements do not purport to contain all information that Proposers may require. The information contained in this EOI may not be appropriate for all persons and it is not possible for the EOI Process Authority and its employees or advisors to consider the data requirements, investment objectives, financial situation and particular needs of each Person who reads this EOI. The assumptions, assessments, statements and information contained in this EOI may not be complete, accurate, adequate or correct. Each Proposer should therefore conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this EOI.

The information provided in this EOI to Proposers is on a wide range of matters, some of which may depend upon interpretation of the law. The information given is not intended as a complete or authoritative statement under any law. The EOI Process Authority and its employees and advisors accept no responsibility or otherwise any obligation on any interpretation or opinion on laws expressed in this EOI.

Except as specifically provided in this EOI, the EOI Process Authority and its employees and advisors make no representation or warranty, expressed or implied, and shall have no liability to any Person, including any Proposer, under any law, statute, rules or regulations or contract or tort or any principle of restitution or unjust enrichment or otherwise for any loss, damage, cost or expense which may arise from or that may be incurred or suffered on account of or in connection with anything contained in this EOI, including the accuracy, adequacy, correctness, completeness or reliability of this EOI and any assessment, assumption, statement or information contained in this EOI or deemed to form part of this EOI or otherwise supplied or arising in any way from the selection process.

It shall be deemed that by submitting Proposal, a Proposer agrees and releases the EOI Process Authority and its employees, agents and advisers, irrevocably, unconditionally, fully and finally from any and all liability for any claims, losses, damages, costs, expenses or liabilities in any way related to or arising from the exercise of any rights or performance of any obligations under this EOI or in connection with the EOI Process, to the fullest extent permitted by Applicable Law and waives any and all rights or claims it may have in this respect, whether actual or contingent, whether present or in the future.

The EOI Process Authority and its employees and advisors also accept no liability of any nature, whether resulting from negligence or otherwise, arising from reliance of any Proposer upon the content of this EOI. The EOI Process Authority may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment, statement or assumptions contained in this EOI.

The issuance of this EOI does not imply that the EOI Process Authority is bound to qualify any Proposer or to select any Proposer for the stated purpose. The EOI Process Authority reserves the

right to reject all or any of the Proposals or cancel or withdraw the entire EOI process without assigning any reasons whatsoever and without any liability.

This EOI, along with its Annexures, is not transferable. The EOI and the information contained therein is to be used only by the person to whom it is issued. It may not be copied or distributed by the recipient to third parties (other than in confidence to the recipient's professional advisors).

1. Definitions and Interpretations

1.1. Definitions

1.1.1. The words and expressions beginning with capital letters and defined in this EOI shall, unless the context otherwise requires, have the meaning ascribed thereto herein.

Act	shall mean (Indian) Electricity Act, 2003 and amendments issued thereof;
Addendum or Addenda	shall mean an addendum or addenda to this EOI;
Address	shall mean the address as per Clause 2.6.6;
Annexure	shall mean an annexure to this EOI;
Appropriate Commission	shall mean the Central Electricity Regulatory Commission referred to in sub-section (1) of section 76 of the Electricity Act 2003, or the State Electricity Regulatory Commission, referred to in section 82 of the Electricity Act 2003 or the Joint Commission referred to in section 83 of the Electricity Act 2003 or any other regulatory commission or authority established under the Electricity Act 2003, as the case may be;
Authorized Signatory	shall refer to the person duly authorized by Competent Authority to sign Proposal on behalf of Proposer;
Clause	shall mean a clause of this EOI;
Common Infrastructure Facility or CIF	shall mean the common facilities which shall be provided by SPV for setting up manufacturing units in the Manufacturing Zones. List of the indicative activities under the common facilities/ centres are mentioned in Annexure 6.4. However, Proposer are expected to provide basic common infrastructure facilities as mentioned in Annexure 6.4;
Common Testing facility or CTF	shall mean establishment of testing laboratory as per NABL/CPRI/ International/National standards to meet National and International level testing requirements. The indicative activities under the common facilities/ centres are mentioned in Annexure 6.5;
Companies Act	shall mean the (Indian) Companies Act, 2013, as amended from time to time, and any previous Companies Act in India as the context may require;
Company	means a company incorporated under the Companies Act;
Consents, Clearances and Permits	shall refer to all such authorizations, licenses, approvals, registrations, permits, waivers, privileges, acknowledgements, agreements, or concessions required to be obtained from or provided by any concerned authority for the development, execution and performance as a distribution licensee by the SPV, including without any limitation on the construction, ownership, operation, and maintenance of the distribution assets and system;
CPRI	shall mean Central Power Research Institute;
Distribution Licensee	shall have the same meaning as defined in the Act;
Eligible Manufacturing Units	shall mean renewable and power equipment manufacturing units who are eligible to establish their facility in the Manufacturing Zone as mentioned in Annexure 6.3;
EOI	shall mean this Expression of Interest document along with all schedules, annexures and shall include any modifications, amendments or alterations or clarifications thereto;
EOI Process	shall mean the process undertaken by EOI Process Authority to select a Proposer for "Setting up Manufacturing Zone for Power and

	Renewable Energy Equipment (Pilot Project)" as per the terms and conditions set out in this EOI;
EOI Process Authority	shall mean Ministry of Power for carrying out the EOI Process for selection of Proposer for "Setting up Manufacturing Zone for Power and Renewable Energy Equipment (Pilot Project)";
EOI Schedule	shall mean the schedule of EOI Process set out in Clause 2.6.5, as may be amended from time to time;
Financial Year	shall mean each 12-month period commencing on 1 st of April of a calendar year and ending on 31 st of March of the next calendar year;
Manufacturing Zone	shall mean a designated contiguous area of land with CIF and CTF for the manufacturing and testing of renewable and power equipment;
MoP	shall mean Ministry of Power;
MNRE	shall mean Ministry of New and Renewable Energy;
NISE	shall mean National Institute of Solar Energy;
NIWE	shall mean National Institute of Wind Energy;
Person	means any individual, company, corporation, partnership, joint venture, trust, society, sole proprietor, limited liability partnership, co-operative society, government company, unincorporated organization or any other legal entity;
Pre-EOI Meeting	shall mean the meeting to be held in accordance with Clause 3.5;
Project	shall mean setting up Manufacturing Zone including CIF and CTF for power and renewable energy equipment;
Project Cost	shall mean the cost of establishing CIF and CTF in a Manufacturing Zone;
Project Management Agency or PMA	shall have the same meaning as ascribed in Clause 2.3.3 of this EOI;
Proposal	shall mean the required documents submitted by the Proposer in response to this EOI, in accordance with the terms and conditions hereof;
Proposal Due Date	means the last date and time for submission of the Proposal as specified in the EOI Schedule and as extended from time to time in accordance with Clause 2.6.5 of this EOI;
Proposer	shall have the same meaning as ascribed in Clause 3.1 of this EOI;
Rupee or INR	means Indian Rupee, the lawful currency of India;
Scheme	shall have the same meaning as ascribed in Clause 2.1.3 of this EOI;
Scheme Steering Committee or SSC	shall have the same meaning as ascribed in Clause 2.3.2 of this EOI;
Special Purpose Vehicle or SPV	shall mean the company incorporated under Companies Act and as described in Clause 3.1 of this EOI;
State	shall mean State or Union Territory of Republic of India;

State Authorization Letter	shall mean authorization letter from State to a State PSU/ private entity/ CPSU as per format at Clause 6.1.13 in accordance with Clause 3.1;
Successful Proposer	shall mean the Proposer selected pursuant to this EOI Process for setting up of Manufacturing Zone for power and renewable energy equipment.

1.2. Rules of Interpretation

1.2.1. In this EOI

- (a) Table of Contents, headings and sub-headings are for convenience only and shall not affect construction and interpretation of this EOI;
- (b) the singular includes the plural and vice versa;
- (c) references to Articles, Sections, Clauses, Schedules, Appendix and Annexure are, unless the context otherwise requires, references to Articles, Sections, Clauses, Schedules, Appendix and Annexure of this EOI;
- (d) "includes" and "including" shall mean "including without limitation" or "but not limited to" whether or not they are followed by such phrases;
- (e) reference to any law or regulation having the force of law includes amendments, modifications, supplements, extensions or re-enactments thereof in future;
- (f) Any reference to time is a reference to the time in India.

2. Project Details

2.1. Background

- 2.1.1. Power Sector plays a vital role in the economic and industrial growth of the country. Reliability, availability of 24x7 quality power at reasonable price is the key to industrial growth in the country. The disruption of power supply can have significant adverse impact on any industry.
- 2.1.2. The growth of Indian Power Sector in last decade has been impressive. However, India is largely reliant on imports to meet its growing domestic demand of power and renewable energy equipment and this trend is likely to continue unless domestic capacity is ramped up with suitable policy support. The target of 450 GW of Renewable Energy capacity offers a tremendous opportunity to create skilled jobs, bring about technology transfer, and contribute to the Make in India campaign, in addition to reducing the country's trade deficit and reliance on imports.
- 2.1.3. MNRE and MoP have therefore jointly proposed a scheme for establishment of three (3) Manufacturing Zones (two (2) Brownfield Manufacturing Zones already having developed land and a Greenfield Manufacturing Zone in a coastal area) in the country ("**Scheme**") with a total financial outlay of Indian Rupees One Thousand Crore (INR 1000,00,00,000.00).
- 2.1.4. The proposed funding of Indian Rupees One Thousand Crore (INR 1000,00,00,000.00) for the two (2) Brownfield Manufacturing Zones and one Greenfield Manufacturing Zone has been kept flexible for supporting CIF and CTF with a ceiling of Indian Rupees Four Hundred Crore (INR 400,00,00,000.00) in any Manufacturing Zone. The duration of the Scheme is five (5) years from FY 2022-23 to FY 2026-27.
- 2.1.5. The Proposer will submit Proposals for setting up a Manufacturing Zone in the State.
- 2.1.6. SPV will be responsible for preparation of the DPR and creation of CIF and CTF in selected Manufacturing Zone.
- 2.1.7. The grant in aid will be provided for creation of CIF/CTF for operationalization of the Manufacturing Zone.

2.2. Objectives of the Process

- 2.2.1. The EOI Process Authority, acting on behalf of the Government of India is intending to select the Successful Proposer for **setting up of one (1) Brownfield Manufacturing Zone for power and renewable energy equipment.**
- 2.2.2. The purpose of this selection is:
 - (a) To establish manufacturing facility based on cutting edge, clean and energy efficient technology for minimizing dependency on import of equipment/ critical component/ critical spares etc. required for Power sector and renewable energy equipment;
 - (b) To promote 'Make in India' and 'Atmanirbhar Bharat' and to make India a global leader in the field of power and renewable equipment manufacturing;
 - (c) To promote indigenisation through domestic manufacturing of items presently being imported;
 - (d) To promote setting up of an exclusive Manufacturing Zone in the country by providing hassle free allotment of land and clearances, state of the art CTF) and CIF to bring down the manufacturing cost significantly thereby making domestic industry competitive and self-reliant in manufacturing of power and renewable energy equipment; and

- (e) To exploit the benefits arising due to optimization of resources and economies of scale.

2.2.3. Financial Assistance

- (a) Grant-in-aid shall be released in four (4) instalments spread over a period of five (5) years in the following manner:

Installment	Percentage of Funds	Remarks/ Pre-requisite
1 st	30	On final approval of the Project by the SSC, thirty percent (30%) grant shall be released in the Trust and Retention Account (TRA) or Escrow or No Lien Account as the case may be subject to the condition that all relevant clearances are in place.
2 nd	30	Sixty percent (60%) utilization of the 1 st installment and after proportionate expenditure has been incurred by the SPV with proportionate physical progress of the Manufacturing Zone as per the DPR.
3 rd	30	One hundred percent (100%) utilisation of 1 st installment and at least 60% utilization of 2 nd installment and after proportionate expenditure has been incurred by the SPV with proportionate physical progress of the Manufacturing Zone as per the DPR.
4 th	10	After submission of completion certificate.

- (b) SSC will be authorized to decide the requisite amount of CIF and CTF based on overall ceiling of Indian Rupees Four Hundred Crore (INR 400,00,00,000.00).
- (c) Year-wise requirement of fund has been estimated and mentioned below on the basis of timelines given for different activities, such as formation of SPV, submission of DPR, completion of CIF and CTF work:

Components	1 st Year	2 nd Year	3 rd Year	4 th Year	5 th Year
CIF + CTF (INR Crore)	40	100	100	100	60

Note: The budget is inclusive of administrative charges of maximum upto one percent (1%)

- (d) The assets created/acquired by the SPV by utilising the grant of Central Government shall not be disposed, encumbered or utilized for the purposes other than for which the funds have been released.
- (e) A register of permanent and semi-permanent assets acquired wholly or mainly out of the funds provided by Central Government shall be maintained as per GFR.
- (f) If, for any reasons, SPV is liquidated, Government of India will have the first right to recover the grant-in-aid released for the Project in case any surplus is left in the process of liquidation.
- (g) Escalation in the cost of Project due to any reason will be borne by the Proposer. The Central Government shall not accept any financial liability arising out of operation of any CIF and CTF.