

## Expression of Interest

Consulate General of India, Vladivostok 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 cooperation between Indian states and Russian Far East in Agricultural sector**”. The terms of reference for the study are enclosed.

2. The Study should be submitted in English Language and it should be completed within four 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 pre-qualification 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) Hard Copy of similar contract/s already executed
- c) Hard Copy of sample report of market study already conducted

5. The bid must be sent in a sealed envelope, superscribed 'Market Study for Agricultural sector', and containing two separate sealed envelopes superscribed "Technical Bid" and "Financial Bid" respectively, latest by 20th February 2021. The bid may either be dropped at the Reception, Consulate General of India, Vladivostok or sent by registered post addressed to **Consulate General of India, Vladivostok**, 46 Verkhneportovaya street, 4th floor, Vladivostok, Russia 105064 (Email: [cg.vladi@mea.gov.in](mailto:cg.vladi@mea.gov.in) / [hoc.vladi@mea.gov.in](mailto:hoc.vladi@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 Consulate General of India, Vladivostok on selection of the companies will be final.

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## Terms of Reference

- **Overview of the agriculture in Russia (with separate emphasis on Russian Far East):**
  - General description and overall performance;
  - Major regions and cropping pattern (indicating output volume, value, %, ownership);
  - Future potential of Agriculture (predictive analysis for at least 2 years)
  - Factors contributing to the growth of Agricultural market of Russia at present and in future.
- **Structure of the Russian market (with separate emphasis on Russian Far East) for agricultural products (with charts and tables):**
  - Market size (over past 5 years)
  - Total demand of Agricultural products in Russian Far East and Russia (in dynamic, over the past 5 years, value, volume, types);
  - Share of domestic production, imports and exports (% , value, volume; over past 5 years);
  - Identification of the top farms, importers companies, farming clusters, industry associations, including key influencers;
  - Customer preferences and buying patterns;
  - Price structure;
  - Distribution channels.
- **Detailed Analysis of agricultural trade (last 5 years with charts and tables)**
  - General trend
  - Top-10 countries exporting to Russia (separately for Russian Far East) (HS Code, value, volume %)
  - Major agricultural products of demand in Russia (separately for Russian Far East)
  - Logistics: main points (ports) of entry, means of transportation, companies involved;
  - Transportation costs
  - Major importer companies
  - 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 Agricultural sector (with separate emphasis on Far East)
- Government agencies involved with area of their responsibility
- **Illustrating with a “case study” of any Agricultural produce from 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 Agriculture between India and Russia (separately for Russian Far East) 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 companies with possibilities of joint ventures.
  - Possibilities of Indian manufacturers localizing their production in Russia, further exploring possibilities of exporting to CIS countries.
  
- **Major Indian states with potential for cooperation**
  - List of Indian agricultural exporting states with products which can be potential trading partners of Russia.
  
- **Others**
  - Enclosures in the report may contain:
    - Details of major government entities dealing with Agricultural sector in Russia;
    - List of major associations in the sector (brief description, contact details);
    - List of major Russian companies (brief description, contact details);
    - List of major World exporters (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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