

No. O-15012/8/2023-Research  
Government of India  
NITI Aayog  
(Governance & Research Vertical)

Sansad Marg, New Delhi-110001

Dated: 19th October, 2023

**PUBLIC NOTICE**

**Subject: Request/Invitation for Expression of Interest (REoI) for Research Projects -reg.  
1a Research Study on sectors for India to be global manufacturing hub  
1b India-China Trade: How to bridge the trade deficit?**

1. NITI Aayog hereby requests/invites Expressions of Interest (EoI) for conducting research/study from institutions/organisations of repute (including university/deemed university). The details of the studies are placed as **Annexure I** to this Request for Expressions of Interest (REoI). The detailed Research Scheme of NITI Aayog-2021 (RSNA-2021) guidelines and its amendments, if any: read with this REoI will govern the process and may be seen at NITI Aayog's website at <http://www.niti.gov.in/guidelines>.
2. All the institutions/organisations are requested to go through the Guidelines of the **Research Scheme of NITI Aayog 2021 (Guidelines/RSNA-2021)** before responding to this public notice, especially to satisfy themselves that they fulfill all the eligibility criteria regarding consultancy and also that they can conduct the research study project as per the Guidelines.
3. No Applicant or its Associate shall submit more than one Application for the Consultancy. An Applicant applying individually or as an Associate or as part of consortium shall not be entitled to submit another application either individually or as a member of any consortium, as the case may be. Applicants are advised to provide sufficient details in their applications to allow for an informed and fair evaluation/review.
4. The hard copy of EoI as per the format prescribed at **Annexure- II** along with the undertaking as per the **Annexure -III** on the specific study the applicants wishes to respond (stated under the respective **Annexure-I**), must be submitted by hand or by Registered post to **Mr Sanchit Jindal (Governance & Research), Room # 435**, NITI Aayog, Sansad Marg, New Delhi-110001. The EoI must be sent in envelopes superscribed with the words "EoI on (name of the topic as mentioned in the corresponding Annexure)". Further, the scanned version of the EoI must be transmitted by E mail to [jindal.sanchit@gov.in](mailto:jindal.sanchit@gov.in). Both physical and electronic submissions must reach NITI Aayog within 21 days from the notified date of Public Notice and before 5.00PM as on the last submission date.
5. For any query in this regard, **Mr Sanchit Jindal** may please be contacted over email [jindal.sanchit@gov.in](mailto:jindal.sanchit@gov.in).



(Dr. Yogesh Suri)

Sr. Adviser, (Governance & Research)  
NITI Aayog

**Annexure I****Terms of Reference (ToR)**

<b>S No</b>	<b>Title of the Research Study</b>	<b>Vertical/Subject Matter Division (SMD)</b>	<b>TOR Placed at</b>
1.	Research Study on sectors for India to be global manufacturing hub	Industry	<b>Annexure I a</b>
2.	India-China Trade: How to bridge the trade deficit?	Economic & Finance	<b>Annexure I b</b>

**Research Study on sectors for India to be global manufacturing hub**

India has immense potential to transform itself into a global manufacturing hub. With its favourable demographics, skilled workforce, and increasing economic growth, India can attract significant investments and become a preferred destination for manufacturing. In view of above, a research study is proposed to be undertaken by Industry Vertical on identifying the key sectors for India to become Global Manufacturing Hub.

**2. Objective of the Study:**

The purpose of this research study is to identify the key sectors in India that have the potential to transform the country into a global manufacturing hub. The study will focus on analyzing various factors, including future trends in manufacturing, industrial capabilities, infrastructure, policy framework, and market potential, to determine the sectors that offer the most significant opportunities for India's manufacturing growth.

**3. Terms of References (ToRs) of the Study:**

- i. Mapping India's manufacturing sector with Global landscape
- ii. Sector wise future trends in Global manufacturing. At least 12 sectors may be covered.
- iii. Detailed analysis of Indian manufacturing sector and its mapping with global trends/benchmark
- iv. Identification of key sectors in India with high growth potential for manufacturing considering the value of product, manufacturing efficiency and global demand etc.
- v. Assessment of the existing industrial capabilities, infrastructure, and other factors of production in the identified sectors.
- vi. Recommend strategies and interventions to overcome challenges and promote growth in the identified sectors in order to make India a Global Manufacturing Hub.

**4. The scope of this research study will encompass the following aspects:**

- i. Analyzing the future trends in Global manufacturing and India's position in this regard
- ii. Analyzing the current state of various sectors in terms of production capacity, technology adoption, and export potential.
- iii. Identifying the key sectors for India to become Global Manufacturing Hub.
- iv. Assessing the infrastructure requirements, including transportation, logistics, power supply, and digital connectivity, for each identified sector.
- v. Examining the policy framework, including regulatory environment, tax structure, trade agreements, and ease of doing business, relevant to manufacturing in India.
- vi. Identifying global market trends, competitive landscapes, and export potential for the selected sectors.
- vii. Conducting primary research through surveys, interviews, and case studies to gather insights from industry experts, policymakers, and relevant stakeholders.
- viii. Developing recommendations and strategies to overcome challenges and promote growth in the identified sectors in order to make a Global Manufacturing Hub.

2. **Proposed Timeline:** The estimated timeline for completing this research study is 4 months, including data collection, analysis, and report writing.

**India-China Trade: How to bridge the trade deficit?****Introduction:**

India's merchandise trade with the world reached more than USD 1 trillion in 2021-22. During the year, India exported USD 422 billion worth of goods while importing USD 613 billion, implying a merchandise trade deficit of USD 191 billion. About 38% (USD 73.3 billion) of India's merchandise trade deficit of India was with China alone in 2021-22.

During 2022-23, India exported USD 450 billion worth of goods while importing USD 714 billion, implying a merchandise trade deficit of USD 263 billion. About 32% (USD 83.1 billion) of India's merchandise trade deficit of India was with China alone in 2022-23. As of 2022-23, among top trading partners, India runs the highest trade deficit with China.

On analysing the composition of exports and imports with China, it's observed that India largely imports capital goods (USD 47 billion in 2021) from China, followed by intermediate goods (USD 30 billion), consumer goods (USD 9.4 billion) and raw materials (USD 1 billion) while it mainly exports intermediate goods (USD 11 billion) to China followed by raw materials (USD 6 billion), consumer goods (USD 3.4 billion) and capital goods (USD 2.4 billion). India had a trade deficit with China in three of these four product groups in 2021, namely, capital goods (USD 45 billion), intermediate goods (USD 19 billion) and consumer goods (USD 6 billion).

**Objective:**

The centrality of China to India's supply chain in certain industries raises dependency and vulnerability of the Indian supply chains and production networks particularly during crisis situations such as the COVID-19 and geo-political conflicts. The study would aim to develop a comprehensive action plan to bridge the trade deficit over time and align trading strategies with emerging geopolitical situation and potential risks to safeguard supply chains.

**Terms of Reference:**

1. Analyse the trends in India-China trade (at product category level) over the recent years to discern patterns of trade dependency and underlying reasons for the same.
2. Analyse the supply chains of India-China trade and also comparable supply chains of India's trade with other Asian countries to derisk India's trade.
3. Examine product categories where India has comparative advantage and a sizeable market in China to scale up exports to China.
4. Analyse goods and services with potential for increased exports from India, particularly in the context of the global value chains where India has demonstrable market leadership elsewhere.
5. Identify strategies for India to derisk and leverage opportunities among global supply chains.
6. Examine tariff, non-tariff barriers, regulatory ecosystem and market access concerns for

Indian exports to China.

7. Examine the global trade flows to recommend how India may diversify its imports to other trading partners in specific product categories.
8. Recommend key policies to boost domestic production and productivity in sectors comparable to the global economy not only to reduce the trade deficit with China, but also to capitalise on global supply chain shifts. Analyse the type and quantum of foreign investment which may bridge the technology gap and utilize the abundant domestic manpower for competitive products. Provide recommendations to resolve the same.
9. Measures to enable India to diversify supply chains to India. What are the sectors to focus, incentives to offer and reforms required to achieve the objective of attracting global supply chains from to India.
10. An analysis of the tools available to counter the trade deficit with China, including the potential for Indian producers to enter value chains of China's key global importables, both in the goods and services sectors

**Timeline:**

The timeline for data & specification gathering, analysis and designing recommendations is 6 months

**Deliverable:**

- a. Final deliverable to be submitted as a written report.
- b. Intermediate deliverable milestones to be decided.



### Format of Expression of Interest (EoI)

**Respondents Ref No.:**

**Date:**

Name-

NITI Aayog,  
Sansad Marg, New Delhi

Dear Sir/Madam,

Subject: RESPONSE TO – EOI FOR \_\_\_\_\_

We, the undersigned, offer the following information in response to the Expression of Interest sought by you vide your Notification No. \_\_\_\_\_, dated \_\_\_\_\_

#### 1. Scope of work and organisation

- a. Eligibility of the Applicant(s) for the EoI/study (Lead Applicant as applicable):

Type of organisation	Address of Organisation	Registration details as legal entity	Single or Joint or collaboration (Name and Particulars of associate applicants/ JV members/ consortium members/ sub-contractors/collaborators of the EoI)

- b. The broad scope of work or service (briefly in about 100 words -May please remember to tailor the content to the specific project/study or opportunity you're expressing interest in.)
- c. Type of Inputs to expected be provided by NITI Aayog on the subject and the proposed strategy in brief for execution/implementation.
- d. Relevant Past experience (of the lead organization in similar assignments)
- e. Merits of the team and Key Personnel:

#### 2. Required Documents:

- Copy of Registration Certificate based on Applicant's status (as applicable for Public Ltd./ Pvt. Ltd./ NGO/ Society/ Trust/ University/ Autonomous Body/ Deemed University)
- Registration number (Copy) in NGO-Portal "Darpan" of NITI Aayog, if applicable.
- True copy of PAN card of the organisation.
- Other Enclosures as cited in the EoI including the copy of the document related to the authorisation of the signatory.

**3. Undertaking:** As per **Annexure – III** [To be given separately on A4 size on the letter head of the Applicant/ Lead Applicant)

**4. Information of PI/Team Lead and Organisation**

Details		
1.	Name of the Principal Investigator (PI)/ Team Lead	
	Designation of the contact person:	
	Telephone No. (with STD code)	
	Mobile Number	
	Email of the Contact/ key person	
	Fax No. (with STD code)	
2.	Particulars of authorised signatory and the authorising document (Board resolution or GB resolution or extract of MoA or AoA in case of Public Ltd.co. / Pvt. Ltd.co. / LLP/NGO/ Society OR letter of authorisation in case of Institutes etc.)	

- A. We have examined and have no reservations to the EoI Document including the self-declaration or any addendum that may be issued by NITI Aayog.
- B. We are duly authorized to represent and act on behalf of all collaborating applicants, which shall include jointly and severally / JV/ consortium/ sub-contractors as applicable.
- C. Our response is valid till \_\_\_\_\_ (Minimum validity is of three months from the submission deadline)

Yours sincerely,

(Sign)

NAME OF THE ENTITY

NAME OF THE AUTHORIZED PERSON

DESIGNATION

NATURE OF AUTHORISATION- BOARD RESOLUTION/LETTER OF AUTHORITY/  
MOA/OM/POA

DATE

OFFICE SEAL/STAMP

**SELF-DECLARATION FORM (to be printed on the applicants' letter head)**

----- hereby declares to NITI Aayog  
that:

1. In the last three years, we, the lead applicant or any of our Associates / partners/ consortium members have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.
2. We as Respondent(s) do not have any Conflict of Interest in accordance with the scope of the EOI in terms of projects or studies or assignments either ongoing or completed: having competing interests or constituting the same key personnel, during the preceding year as on the deadline of EoI submission.
3. We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, in respect of any tender or request for proposal or convicted by a Court of Law or indicted or adverse orders passed by a regulatory authority which would cast a doubt on our ability to undertake the Consultancy for the Project.
4. In regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a Court of Law for any offence committed by us or by any of our Associates.
5. We are solvent and **are not** having our management affairs administered by the Courts or IBC. We are in the position to continue being sustainable in connection to performance of the obligations for this Consultancy procurement action.
6. We shall abide by all the conditions of the REoI and the terms in respect of any matter arising out of the detailed RFP Document if to be submitted on being shortlisted or concerning or relating to the Selection Process including the award of Consultancy.

Yours sincerely,

(Sign)

NAME OF THE ENTITY

NAME OF THE AUTHORIZED PERSON

DESIGNATION

NATURE OF AUTHORISATION- BOARD RESOLUTION/LETTER OF AUTHORITY/  
MOA/OM/POA

DATE

OFFICE SEAL/STAMP