



HARYANA AGRO INDUSTRIES CORPORATION LIMITED

(A Government of Haryana Undertaking)
Panchkula Haryana - 134109



हरियाणा सरकार

— INVITATION FOR EXPRESSION OF INTEREST —

The Haryana Agro Industries Corporation Limited (HAICL) and Haryana Dairy Development Federation Ltd., (HDDCF) having its strong retail network of approximately 5000 retail sale outlets of FMCG products in rural and urban areas, invites expression of interest (EOI) from eligible entities (Companies / LLPs / Firms / Consortia / FPOs / Cooperatives) for setting up a **Kinnow Juice and Fruits/Vegetable processing Plant** at Sirsa (Haryana) under PPP mode.



PROJECT HIGHLIGHTS

Land	3 Acres land of HDDCF on lease basis
Capacity	3 TPH
Concession Period	33 Years (extendable)
Kinnow Processing	Mandatory
Strong Raw material base	(Kinnow Belt)
High Grown Potential	In Indian Market and Export Opportunities



SCAN TO DOWNLOAD
EOI INFORMATION

Facilitation from HAICL and HDDCF

- Access to applicable Central and state govt schemes, subsidies and incentives.
- Coordination with the department of horticulture, agriculture and allied state agencies and liaison with the local authorities
- Marketing facilitation:
 - Leverage to Retail network of Har-Hith and Vita booth network
 - Institutional linkages for B2B and institutional sales

Interested parties having relevant experience in food processing/ juice processing/ allied agro processing industries and adequate technical and financial capacity may submit their EOI in a sealed envelope superscribed as "**EOI for Kinnow Juice & Fruits/ Vegetables Processing Plant**" addressed to Managing Director, Haryana Agro Industries Corporation Limited, Bays No. 15-20, Sector-4, Panchkula, Haryana - 134109 or through email haicpkl@gmail.com on or before 15.05.2026 up to 5:00 PM.

Purpose of EOI is to obtain structured feedback from prospective private partners. This is a non-binding EOI. RFP will be issued subsequently. Complete details of EOI are placed at website: haic.co.in, which can also be downloaded from the QR code.

- A pre EOI meeting will be held on 11/05/2026 at 12:00 Noon through VC link (meet.google.com/qej-qkca-xzt).

MANAGING DIRECTOR, HAICL

Haryana Agro Industries Corporation Limited (HAICL)

EXPRESSION OF INTEREST (EOI)

For

**Setting up of Kinnow Juice & Fruits/Vegetables Processing Plant at Sirsa
(Haryana) on Public-Private Partnership (PPP) Mode**

EOI Reference No.: HAICL/PPP/Kinnow-Juice/2026/_____

Date of Issue: 30.04.2026

Last Date for Submission: 15.05.2026, up to 17:00 Hrs (IST)

Issuing Authority

Managing Director

Haryana Agro Industries Corporation Limited
Bays No. 15-20, Sector -4, Panchkula, Haryana. Pin: 134112.INDIA.

Email: haic.pkl@gmail.com **Website:** <https://haic.co.in>

DISCLAIMER

This Expression of Interest (EOI) document is issued by the Haryana Agro Industries Corporation Limited (HAICL) inviting expressions of interest, assessing market interest, obtaining structured stakeholder feedback, and facilitating finalisation of an appropriate project structure, concession framework, risk allocation mechanism, bid parameters and procurement approach before issuance of the Request for Proposal (RFP).

This EOI is not a tender, offer or invitation for submission of bids. It does not confer any right on any party to participate in the subsequent RFP process or to be awarded the project. The Authority reserves the right, at its sole discretion and without assigning any reason, to accept, reject, modify, withdraw, supplement, or amend any part of this EOI, to shortlist or not shortlist any respondent, to extend or cancel the EOI process, and to vary any timeline indicated herein.

Information provided in this document is indicative only and the Authority makes no representation or warranty, express or implied, as to the accuracy, completeness, adequacy or reliability of any information contained herein. Respondents shall independently satisfy themselves regarding all aspects of the proposed project including, but not limited to, site conditions, applicable laws and regulations, commercial viability, raw-material availability, and market dynamics.

No cost incurred by any respondent in the preparation, submission, clarification or presentation of its response to this EOI shall be reimbursed by the Authority under any circumstances whatsoever. Submission of a response to this EOI shall constitute unconditional acceptance of the terms of this Disclaimer by the respondent.

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1. Introduction & Invitation

The Haryana Agro Industries Corporation Limited (HAICL) invite Expressions of Interest (EOI) from eligible Companies, Limited Liability Partnerships (LLPs), Partnership Firms, Farmer Producer Organisations (FPOs), Cooperatives and Consortia for participation in the proposed Kinnow Juice & Fruits/Vegetables Processing Facility at Sirsa (Haryana) on Public-Private Partnership (PPP) mode.

The purpose of this EOI is to:

- assess market interest in the proposed project;
- obtain structured feedback from prospective private participants on project structure, risk allocation and commercial viability;
- refine the business model, concession framework and bid parameters; and
- facilitate issuance of a robust and bankable Request for Proposal (RFP) in the next stage.

2. Background and Project Rationale

Haryana is one of the leading producers of Kinnow (a mandarin-orange variety) in India, with Sirsa district being the State's principal Kinnow belt. Despite abundant production, the region suffers from limited local processing infrastructure, leading to seasonal gluts, distress sales, and post-harvest losses. There is therefore a strong economic and developmental case for value-addition through a modern juice and fruit/vegetable processing facility in the region.

To address this, the Authority proposes to set up a modern Kinnow Juice and Fruits/Vegetables Processing Plant at the Vita Milk Plant campus, Sirsa, on PPP mode. Approximately 3 acres of land at this site shall be leased by HDDCF to the selected private partner. The entire investment in plant, machinery, civil works, infrastructure and operations shall be made by the selected private partner.

This EOI has been issued pursuant to the directions of the Committee of Secretaries on Infrastructure (CoSI), Government of Haryana, dated 06.04.2026, as a stakeholder-consultation step preceding finalisation of the RFP.

3. Objective of the EOI

The Authority invites EOIs from eligible entities for the design, development, financing, installation, commissioning, operation, maintenance, management, and marketing of a Kinnow Juice and other Fruits/Vegetables Processing Facility at Sirsa under PPP mode for a concession period of 33 years (extendable). The project is to be primarily focused on fruit and vegetable processing, with main emphasis on Kinnow juice processing, as directed by the Committee of Secretaries on Infrastructure (CoSI), Government of Haryana.

4. Project Snapshot

Particulars	Details
Project Name	Kinnow Juice & Fruits/Vegetables Processing Plant, Sirsa
Location	Vita Milk Plant Campus, Sirsa, Haryana
Land	Approx. 3 acres, on lease from HDDCF (as per applicable policy)

Installed Capacity	3 Tonnes per Hour (TPH) — indicative; multi-fruit/vegetable capable
Indicative Project Cost	Approx. ₹26.39 Crore (indicative estimate only; actual investment to be decided by the PPP Partner)
Mode of Implementation	Public-Private Partnership (PPP) — DBFOOT / equivalent
Concession Period	33 years (extendable as per agreement)
Lock-in Period	10 years from Commercial Operations Date (COD) (to be finalised in RFP)
Primary Feedstock (Mandatory)	Kinnow — minimum indicative processing of approx. 9,000 MT per annum
Secondary Feedstock	Other fruits/vegetables (Guava, Litchi, Lemon, Tomato, etc.) during off-season
Land Lease Rent	To be discovered competitively through bidding (highest quoted rent to win, subject to eligibility)
Primary Bid Parameter	Annual Lease Rent (₹/acre/annum) — highest wins
Marketing Channel Support	Access to Harhith and Vita retail networks on mutually agreed terms (no assured offtake)

5. Project Vision

The project aims to create a farmer-centric, commercially sustainable and scalable fruit and vegetable processing ecosystem in Haryana. Specifically, it seeks to:

- enhance farmer income through assured and remunerative procurement of Kinnow;
- promote value addition of Kinnow and other fruits/vegetables grown in the region;
- reduce post-harvest losses and seasonal price distress;
- develop a modern fruit-processing cluster anchored on Sirsa;
- strengthen backward and forward market linkages, including branded retail and institutional channels; and
- leverage Haryana's agri-logistics and cooperative networks (Harhith and Vita) for distribution of processed products.

6. Scope of the Proposed Facility

In accordance with the directions of the Committee of Secretaries on Infrastructure (CoSI) dated 06.04.2026, the project shall be primarily focused on establishing a fruit and vegetable processing unit, with main emphasis on Kinnow juice processing. The scope of the proposed facility accordingly is as follows:

- **Primary activity:** Processing of Kinnow into juice and allied products (pasteurised / aseptic / UHT), in retail and bulk packaging formats.
- **Secondary activity:** Processing of other fruits and vegetables (such as Guava, Litchi, Lemon, Tomato, Amla, etc.) during the Kinnow off-season to optimise plant utilisation and improve commercial viability.

- **Product mix:** Juice, fruit pulp, concentrates, purees, jams, sauces, ready-to-serve (RTS) beverages, and similar value-added products derived from fruits and vegetables.
- **Mandatory minimum processing:** Approximately 9,000 MT of Kinnow per annum (indicative).
- **Plant flexibility:** Multi-fruit and multi-vegetable processing capability, with line-modification flexibility to handle diverse feedstocks. Any line modification or adaptation for other fruits/vegetables shall be undertaken by the PPP Partner at its own cost.

The scope of the project is limited to fruit and vegetable processing and allied value-added products as described above. Integration of unrelated agri-processing lines (such as grain, pulse, edible-oil or dairy-processing lines) is not within the scope of this EOI or the subsequent RFP.

7. Scope of Work

The selected PPP Partner shall be solely responsible, at its own cost, risk and expense, for the following activities over the concession period:

7.1 Project Development

- Design, engineering, and installation of the processing plant, including civil, mechanical, electrical, instrumentation, utilities and allied works.
- Procurement and installation of plant and machinery — the PPP Partner shall have full discretion to select the make, model, origin (Indian or international), capacity, technology and specifications of the plant and machinery, subject only to meeting the minimum performance standards set out in Section 12 and such further standards as may be specified in the RFP. The indicative list at Annexure-7 is provided for reference only and is not binding on the PPP Partner.
- Development of full civil and building infrastructure within the 3-acre leased site, including processing halls, utilities block, offices, boundary wall, internal roads, drainage and landscaping — with cold storage, warehousing and other infrastructure at the bidder's discretion, subject to operational requirements.
- Ensuring multi-fruit / multi-vegetable processing capability, with primary focus on Kinnow. Any additional machinery, line modification or adaptation for processing other fruits/vegetables shall be undertaken by the PPP Partner at its own cost.
- All plant and machinery installed shall be new (not refurbished or second-hand), of reputed make, and shall comply with FSSAI, BIS and all other applicable standards.

7.2 Operation and Maintenance

- Operation of the plant throughout the concession period in accordance with applicable standards.
- Preventive and breakdown maintenance of the plant, machinery, utilities and site infrastructure.
- Deployment of skilled manpower and implementation of quality management and food-safety management systems (including FSSAI, BIS, HACCP and ISO certifications as applicable).

7.3 Raw Material Procurement

- Procurement of Kinnow locally from Sirsa belt and surrounding districts, including other fruits and vegetables as per seasonal availability.
- Development of direct farmer linkages, FPO tie-ups, contract farming arrangements and forward procurement contracts.

- Support to farmers through price signalling, extension support and, where feasible, backward integration.

7.4 Marketing and Sales

The PPP Partner shall develop independent retail, distributor, institutional and e-commerce networks for marketing and sale of processed products, including:

- branding and product development;
- retail and modern-trade distribution;
- institutional and HoReCa sales;
- e-commerce and quick-commerce channels; and
- exports, where feasible.

8. Support from HAICL and HDDCF

8.1 Land

HDDCF shall provide approximately 3 acres of land at the Vita Milk Plant campus, Sirsa, on a long-term lease basis to the selected PPP Partner as per applicable policy and the terms of the Concession/Lease Agreement to be executed. Title and ownership of the land shall remain with HDDCF throughout and after the concession period.

8.2 Facilitation Support

HAICL and HDDCF shall extend best-endeavours facilitation support to the PPP Partner for:

- power and water connectivity at the project site;
- obtaining statutory approvals, clearances and no-objection certificates;
- access to applicable Central and State Government schemes, subsidies and incentives (including MoFPI, PMKSY, PM-FME, Mega Food Park, and Haryana State schemes);
- coordination with the Department of Horticulture, Department of Agriculture & Farmers' Welfare, and allied State agencies; and
- liaison with local authorities.

8.3 Marketing Facilitation

Subject to separate mutually agreed commercial terms, the PPP Partner may leverage:

- the retail network of Harhith (Haryana Agro retail outlets) for sale of processed products;
- the Vita booth network of HDDCF; and
- HAICL/HDDCF institutional linkages for B2B and institutional sales.

No assured offtake or minimum sales guarantee shall be provided by the Authority.

9. Processing Requirements

- Kinnow processing shall be mandatory. The PPP Partner shall ensure minimum indicative processing of approximately 9,000 MT of Kinnow per annum.
- Multi-fruit / multi-vegetable processing (e.g., Guava, Litchi, Lemon, Tomato, Amla, etc.) during the Kinnow off-season is strongly encouraged to improve plant utilisation and commercial viability.
- The plant and machinery shall be designed or modified to enable flexible processing of multiple fruits and vegetables, with primary emphasis on Kinnow.

- The PPP Partner shall comply with all applicable quality, food-safety, environmental, labour and statutory norms.

10. Business Model

The project shall be implemented on a Public-Private Partnership (PPP) basis, broadly on a Design-Build-Finance-Own-Operate-Transfer (DBFOOT) or equivalent structure to be finalised in the RFP. Salient features include:

- The entire investment in plant, machinery, civil works, infrastructure and working capital shall be borne by the PPP Partner.
- HDDCF shall lease approximately 3 acres of land to the PPP Partner for the concession period; the land shall continue to vest with HDDCF.
- The PPP Partner shall be responsible for all commercial operations, raw-material procurement, processing, marketing and sales, and shall retain all revenues generated from the project.
- The PPP Partner shall pay an annual land-lease rent to HDDCF as discovered through competitive bidding (see Section 14).
- At the end of the concession period, treatment of assets (transfer / removal / renewal) shall be governed by the Concession Agreement to be finalised in the RFP.

11. Viability Gap Funding (VGF) and Government Support

The Authority recognises that first-of-its-kind fruit-processing projects in the Kinnow belt may require targeted Viability Gap Funding (VGF) or equivalent support to achieve commercial viability, particularly in the initial years of operation. Accordingly, the Authority proposes to examine, as part of the project structuring, the desirability and form of VGF / support measures, which may include (illustratively):

- capital grant / capital subsidy linked to project milestones;
- interest subvention or soft-loan support;
- reimbursement or assistance for Kinnow procurement support during price crashes;
- State GST / SGST reimbursement, stamp-duty waiver or exemption of electricity duty, as per applicable Haryana State industrial/agri-processing policies;
- leverage of Central Government schemes such as PMKSY, PM-FME, MoFPI mega food park / unit scheme, APEDA export-promotion support; and
- dovetailing of Horticulture Mission and MIDH benefits for the Kinnow cluster.

Respondents are specifically invited to indicate, in Annexure-5 (Concept Note), Section I (Suggestions/Feedback):

- the quantum of VGF or capital/operational support they consider necessary to make the project commercially viable;
- the preferred form of such support (capital grant, soft loan, subsidy, interest subvention, procurement-price support, tax concession, etc.);
- the milestones to which such support should be linked; and
- any alternative forms of Government support they propose.

Feedback received at this EOI stage shall be considered by the Authority while finalising the RFP; however, no commitment of VGF or any specific form of support is made at this stage.

12. Indicative Technical Features & Minimum Performance Standards

Consistent with the Authority's approach of prescribing only outcomes and minimum performance standards — and not specific makes, models or detailed technical specifications — the PPP Partner shall have full freedom to design the plant, select equipment and adopt technology of its choice, subject to meeting the standards set out below. Detailed performance standards, acceptance tests and commissioning requirements shall be specified in the RFP.

12.1 Mandatory Minimum Performance Standards

- Minimum installed processing capacity of 3 TPH (Tonnes per Hour) for Kinnow / fruits.
- Multi-fruit and multi-vegetable processing capability, with design or line-modification flexibility to handle Kinnow, Guava, Litchi, Lemon, Tomato, Amla and similar feedstocks.
- Aseptic processing and/or UHT / pasteurisation system of proven technology.
- Modern packaging line(s) suitable for retail and/or bulk formats.
- Food-contact parts in stainless steel (SS 304 or better).
- Effluent Treatment Plant (ETP) and environment-friendly utilities, in compliance with pollution-control norms.
- In-house or tied-up quality-control laboratory for raw-material and finished-product testing.
- Compliance with FSSAI, BIS, HACCP and ISO 22000 standards, and all applicable food-safety, labour, environment and statutory norms.
- All plant and machinery shall be new (not refurbished or second-hand) and of reputed make, with proven installations in similar plants.

12.2 Optional Features (Bidder's Choice)

The following features are optional and may be included by the PPP Partner based on its own assessment of commercial viability, plant utilisation and product strategy. Inclusion or exclusion of any of these shall be at the sole discretion of the PPP Partner:

- Cold storage / controlled-atmosphere storage — capacity and design as per bidder's business plan.
- Ripening chambers, grading, sorting, waxing and packhouse lines.
- Reverse Osmosis (RO) plant and water-treatment systems beyond statutory minimum.
- Diesel generator (DG) set, captive power, rooftop solar or other backup power arrangements.
- Automation level (manual / semi-automatic / fully automatic), SCADA-based monitoring and digital traceability systems.
- By-product utilisation (peel-oil extraction, pomace handling, animal feed, bio-energy).
- Warehousing, dispatch and logistics infrastructure beyond operational minimum.
- Export-grade packaging, product certifications and allied value-added facilities.

A purely indicative machinery and equipment list is placed at Annexure-7 for reference. It is not a mandatory list, and the PPP Partner is free to include, exclude, substitute or augment any equipment, subject to meeting the minimum performance standards set out in Section 12.1.

13. Eligibility Criteria

At this EOI stage, respondents should broadly satisfy the following indicative eligibility parameters. Detailed qualification criteria (including specific turnover and experience thresholds) shall be finalised in the RFP.

13.1 Legal Status

- The respondent may be a Company incorporated under the Companies Act, 2013 (or the erstwhile Companies Act, 1956), an LLP registered under the Limited Liability Partnership Act, 2008, a Partnership Firm, a Farmer Producer Organisation (FPO) or Farmer Producer Company, a Cooperative Society, or a Consortium of such entities.
- In case of a Consortium, a Lead Member shall be identified, and a Consortium Agreement / Memorandum of Understanding shall be submitted along with the EOI.

13.2 Technical Experience

- Preferred: experience in food processing, fruit/vegetable processing, juice/beverage manufacturing, dairy, cold-chain or allied agri-processing industries.

13.3 Financial Capacity

- Positive net worth as per the latest audited financial statements.
- Demonstrated ability to raise debt and equity for a project of the proposed scale; sound banker relationships.

13.4 Other

- The respondent (and each Consortium member, where applicable) shall not have been blacklisted, debarred or suspended by any Central or State Government or its agencies at the time of submission of the EOI.
- The respondent shall be in good standing with statutory authorities (Income Tax, GST, EPFO, ESIC, etc.).

14. Proposed Bid Criteria

Pursuant to the directions of the Committee of Secretaries on Infrastructure (CoSI) dated 06.04.2026, the Authority proposes that the project shall be awarded under the subsequent RFP on the following basis:

Primary Bid Parameter:

The highest quoted Annual Land Lease Rent (in ₹per acre per annum) payable by the PPP Partner to HDDCF for the use of the approximately 3-acre site, subject to the bidder fulfilling the eligibility and qualification criteria set out in the RFP.

Key features of the proposed bid criteria:

- a minimum reserve price (floor) for the annual land-lease rent shall be prescribed in the RFP;
- the Annual Land Lease Rent shall be subject to pre-defined periodic escalation over the concession period, as per terms to be notified in the RFP;
- the highest quoted rent, above the reserve price, from a technically and financially qualified bidder, shall be selected for award; and
- in the event of a tie, the selection mechanism (e.g., best-and-final offer) shall be as specified in the RFP.

Respondents are invited to provide their feedback on this proposed bid parameter (including reserve price, escalation, tie-breaker, and alternatives such as revenue-share or hybrid parameters) in Annexure-5 (Concept Note), Section I.

15. Indicative Contract Highlights

The following indicative contract parameters are proposed; final terms shall be set out in the Concession / Lease Agreement forming part of the RFP:

Parameter	Indicative Position
Concession Period	33 years from the Effective Date (extendable as per agreement)
Lock-in Period	10 years from Commercial Operations Date (COD)
Commercial Operations Date (COD)	To be defined in the RFP (indicatively within 12 months of Effective Date)
Performance Security	To be prescribed in the RFP (e.g., bank guarantee equivalent to a specified percentage of project cost / annual rent)
Compliance	FSSAI, BIS, HACCP, ISO, pollution-control, labour and all applicable laws
Insurance	Comprehensive project, plant & machinery, public liability, and business-interruption insurance by the PPP Partner
Change of Scope / Variation	As per the Concession Agreement
Events of Default and Termination	Standard PPP provisions to be specified in the RFP
Handling of Assets at End of Term	As per the Concession Agreement (transfer / removal / renewal)
Dispute Resolution	Amicable settlement, followed by arbitration under the Arbitration and Conciliation Act, 1996, seat at Chandigarh / Panchkula
Governing Law	Laws of India; jurisdiction of courts at Panchkula / Chandigarh

16. Tentative Project Timeline

The indicative timeline for the overall procurement process is set out below. The Authority reserves the right to modify these dates.

Milestone	Indicative Date
Issue of EOI	30.04. 2026
Pre-EOI / Stakeholder Consultation Meeting	11.05.2026
Last date for submission of EOI responses	15.05. 2026 (up to 17:00 Hrs IST)
Evaluation of EOI responses	Within 2–3 weeks of submission deadline

Individual meetings / presentations (if required)	Subsequent to evaluation
Issue of Request for Proposal (RFP)	To be notified
Bid submission and evaluation under RFP	As per RFP
Award of Project (Letter of Award)	As per RFP
Execution of Concession / Lease Agreement	As per RFP
Commercial Operations Date (COD)	Within 18–24 months of Effective Date (indicative)

17. Submission Requirements

Interested parties shall submit their EOI response in the following format, in the prescribed Annexures:

1. Covering Letter on letterhead of the respondent, signed by the authorised signatory.
2. Annexure-1: Company Profile.
3. Annexure-2: Legal Details, along with self-attested copies of supporting documents.
4. Annexure-3: Technical Experience.
5. Annexure-4: Financial Details, along with audited financial statements of the last three completed financial years.
6. Annexure-5: Concept Note (MANDATORY).
7. Annexure-6: Declaration, duly signed by authorised signatory.
8. Supporting documents: Certificate of Incorporation / Partnership Deed / LLP Agreement / Consortium Agreement / Registration Certificate, PAN, GST, MoA/AoA, power of attorney of authorised signatory, and any other document supporting the information furnished.

All pages of the submission shall be serially numbered, signed and stamped by the authorised signatory. Submissions must be in English.

18. Selection Process

This EOI is a non-binding stage and is intended primarily for market consultation and structured feedback. The Authority may, at its sole discretion:

- review and evaluate the submissions received;
- shortlist respondents based on their profile, experience and Concept Note;
- hold individual meetings, presentations, site visits or structured discussions with one or more respondents;
- incorporate stakeholder feedback into the project structuring and the RFP; and
- subsequently issue a Request for Proposal (RFP), which shall be the binding procurement document for selection of the PPP Partner.

Participation in this EOI does not confer any preferential right or entitlement to participate in, or be awarded under, the subsequent RFP process.

19. Key Advantages of the Project

- Strong and assured raw-material base in the Kinnow belt of Sirsa and adjoining districts.
- Strategic location with access to NH-9 corridor, Delhi NCR, Punjab and Rajasthan markets.
- Government facilitation for approvals, utilities and access to Central/State schemes.
- Established institutional networks (Harhith retail, Vita booth chain) for distribution support.
- Long concession period of 33 years providing stability for investment recovery.
- High growth potential in the Indian fruit-juice and processed-food markets.
- Export opportunities for Kinnow juice concentrate and allied products.
- Opportunity to build a branded, farmer-centric fruit-processing business anchored on a State-supported platform.

20. Instructions for Submission

Responses to this EOI may be submitted:

- **In physical form:** in a sealed envelope, super-scribed "Expression of Interest — Kinnow Juice & Fruits/Vegetables Processing Plant, Sirsa (PPP)", addressed to:
Haryana Agro Industries Corporation Limited, Bays No. 15-20, Sector-4, Panchkula, Haryana, 134112.
By e-mail: as a single PDF attachment to haicpkl@gmail.com, with the subject line "EOI — Kinnow Juice Plant, Sirsa (PPP)".

All submissions must be received on or before the last date and time notified in Section 16 / the EOI Notice. Submissions received after the deadline shall be liable to rejection without assigning any reason.

21. Queries, Clarifications and Pre-EOI Meeting

Respondents may seek clarifications by writing to haicpkl@gmail.com, with a copy marked to the Managing Director, HAICL. A Pre-EOI / Stakeholder Consultation Meeting shall be convened by the Authority, the date and venue of which shall be notified on the HAICL website <https://haic.co.in>. Responses to the clarifications received, and the proceedings of the stakeholder meeting, shall be suitably considered while finalising the RFP.

22. Right to Reject and General Terms

- This EOI is non-binding on the Authority.
- The Authority reserves the right to accept or reject any or all EOI responses, at its sole discretion and without assigning any reason.
- The Authority reserves the right to modify, supplement, amend or withdraw this EOI at any stage.
- The Authority reserves the right to vary the project scope, structure, timelines and bid parameters.
- No cost incurred by respondents in connection with this EOI shall be reimbursed.
- All information provided by respondents shall be treated as confidential by the Authority and used solely for the purposes of this EOI and the subsequent RFP process.
- Any attempt by a respondent to influence the evaluation process or to enter into any understanding with other respondents may result in disqualification.
- The decision of the Authority in all matters relating to this EOI shall be final and binding.

Annexure-1: Company Profile

1.1 General Information

Particulars	Details
Name of Entity	
Type (Company / LLP / Partnership / FPO / Cooperative / Consortium)	
Date of Incorporation / Registration	
CIN / Registration Number	
PAN	
GSTIN	
Registered Office Address	
Corporate Office Address	
Contact Person — Name & Designation	
Mobile No.	
Email ID	
Website	

1.2 Promoters / Directors / Partners

S. No.	Name	Designation	Qualification	Experience (Years)
1				
2				
3				
4				

1.3 Nature of Business

(Provide a brief description of core business activities, group structure, presence in food processing / agri sector, key milestones, and any accreditations or awards. Use additional sheets if required.)

Annexure-2: Legal Details

Particulars	Details / Attached (Yes/No)
Certificate of Incorporation / Registration Certificate	
PAN Number	
GST Number	
Memorandum & Articles of Association / LLP Agreement / Partnership Deed (as applicable)	
Consortium Agreement / MoU (if applicable)	
Power of Attorney in favour of Authorised Signatory	
Latest Income Tax Return (acknowledgement)	
FSSAI Licence(s), where applicable	
Any other industrial / food-safety / quality certifications (ISO, HACCP, BIS, etc.)	
Details of any litigation / arbitration (past 5 years)	
Details of any blacklisting / debarment (if any) — mandatory declaration	

Annexure-3: Technical Experience

3.1 Summary of Relevant Projects / Experience

S. No.	Project Name	Location	Product / Type	Capacity	Role	Year
1						
2						
3						
4						
5						

3.2 Details of Key Relevant Project(s) — provide one block per project

Particulars	Details
Name of Project	
Location	
Type (Juice / Fruit & Vegetable Processing / Dairy / Other Food Processing)	
Installed Capacity (TPH / TPD / MTPA)	
Scope handled (Design / EPC / O&M / Full)	
Client / Owner	
Year of Commissioning	
Project Value (₹ Cr)	
Brief description of technology and products	
Current operating status	

(Please use additional copies of this format for each relevant project.)

Annexure-4: Financial Details

4.1 Financial Summary — Last Three Audited Financial Years + Current Year (Provisional)

Particulars (₹ Crore)	FY 2022-23 (Audited)	FY 2023-24 (Audited)	FY 2024-25 (Audited)	FY 2025-26 (Provisional / Audited, if available)
Total Turnover / Gross Revenue				
Profit Before Tax				
Profit After Tax				
Net Worth				
Total Debt				
Cash & Cash Equivalents				

4.2 Banker Details

S. No.	Bank Name	Branch	Account Type	Relationship (Years)
1				
2				
3				

4.3 Attachments

- Audited Balance Sheets and Profit & Loss Accounts for FY 2022-23, FY 2023-24 and FY 2024-25 (and provisional / audited for FY 2025-26, if available).
- Net-worth Certificate issued by a practising Chartered Accountant.
- Latest bank solvency / reference letter (optional).

Annexure-5: Concept Note (MANDATORY)

A. Project Understanding

Please confirm your understanding of and agreement with the scope of the proposed project as set out in Section 6 of the EOI:

- We confirm that we propose to set up a Kinnow Juice and other Fruits/Vegetables Processing Facility at Sirsa, with primary focus on Kinnow juice processing, in accordance with Section 6 of the EOI.

B. Project Concept

- Proposed project overview and rationale.
- Key objectives and anticipated outcomes (farmer income, capacity utilisation, product mix, branding strategy).
- Alignment with the scope set out in Section 6 of the EOI.

C. Technology & Processing

Particulars	Details
Proposed Processing Technology (aseptic / UHT / cold-press / NFC / FC etc.)	
Indicative Processing Capacity (TPH / MTPA)	
Multi-fruit / multi-vegetable capability	
Level of Automation (manual / semi-automatic / fully automatic)	
Proposed Product Mix (juice / pulp / concentrate / RTS / jams etc.)	
Proposed Packaging Formats (aseptic bricks / PET / bulk / others)	
Quality Systems (FSSAI / HACCP / ISO / BIS / other)	

D. Business Model

- Indicative investment plan (broken down across civil, plant & machinery, utilities, working capital).
- Proposed funding structure (equity, debt, internal accruals).
- Proposed revenue streams (retail, institutional, export, private-label, by-products).

- Understanding of the PPP structure and proposed risk mitigation approach.
- Indicative financial returns (payback, IRR, break-even year) — high-level basis only.

E. Marketing & Sales Strategy

Channel	Proposed Strategy
Retail (Modern Trade / General Trade)	
Distribution (Depot / Super-stockist / Distributor)	
Institutional (HoReCa, Government, Rail/Air catering, bulk buyers)	
E-commerce / Quick commerce	
Exports	
Use of Harhith / Vita networks	
Branding strategy	

F. Raw Material Sourcing & Farmer Linkage

- Proposed Kinnow sourcing strategy (direct from farmers / FPOs / mandis / agents).
- Farmer engagement model (contract farming, price-assurance, advisory, inputs, credit).
- Indicative procurement plan for Kinnow (volumes, geography, pricing approach).
- Strategy for off-season fruits/vegetables to maximise plant utilisation.

G. Value Addition / Innovation

- Proposed product mix — juice, pulp, concentrate, RTS, jams, sauces, dehydrated, frozen, etc.
- By-product utilisation (peel oil, pomace, animal feed, bio-energy).
- Innovation and differentiation — functional beverages, organic lines, premium products.
- Sustainability / ESG features (water, energy, waste, renewable energy).

H. Implementation Plan

S. No.	Activity / Milestone	Indicative Timeline (from Effective Date)
1	Financial Closure	
2	Land hand-over and site mobilisation	
3	Civil construction completion	

S. No.	Activity / Milestone	Indicative Timeline (from Effective Date)
4	Plant & machinery installation	
5	Trial runs and commissioning	
6	Commercial Operations Date (COD)	
7	Ramp-up to full capacity	

I. Suggestions & Feedback for RFP Finalisation

Respondents are specifically invited to provide structured feedback on the following. This input will be considered in finalising the RFP.

- **1. Project Structure:** views on the proposed PPP structure (DBFOOT / BOT / Lease / other).
- **2. Bid Parameter:** views on "highest annual lease rent (₹/acre/annum)" as the primary bid parameter; suggestions on reserve price, escalation formula, tie-breaker, and any alternative or hybrid bid parameters (e.g., revenue share, minimum guaranteed procurement).
- **3. Viability Gap Funding (VGF):** whether VGF or equivalent support is required to make the project commercially viable; if yes — indicative quantum (₹ Cr or % of project cost), preferred form (capital grant / soft loan / interest subvention / procurement-price support / tax concession / other), and proposed milestone linkage.
- **4. Concession Terms:** views on concession period (33 years), lock-in period (10 years), COD timeline, and termination payments.
- **5. Risk Allocation:** views on allocation of key risks — land, raw-material availability and price volatility, demand, regulatory, force majeure, political, currency (if export-oriented).
- **6. Support Required:** specific support required from HAICL / HDDCF / State Government (approvals, utilities, procurement, marketing).
- **7. Plant Utilisation:** strategy to improve plant utilisation during the Kinnow off-season through other fruits and vegetables; suggested product mix and capacity planning to de-risk the business.
- **8. Other Suggestions:** any other structural, commercial, technical or policy suggestions to improve project viability and bankability.

Annexure-6: Declaration

(On the letterhead of the Respondent)

To,

The Managing Director

Haryana Agro Industries Corporation Limited

Bays No. 15-20, Sector -4,Panchkula, Haryana. Pin: 134112.INDIA.

Subject: Declaration in response to the Expression of Interest for Setting up of Kinnow Juice & Fruits/Vegetables Processing Plant at Sirsa under PPP Mode.

Sir / Madam,

With reference to the above EOI, we, the undersigned, hereby declare and confirm as follows:

9. That we have read, understood and accepted the terms and conditions of this EOI.
10. That all information, data, statements and documents submitted by us as part of this EOI response are true, correct, complete and accurate to the best of our knowledge and belief.
11. That we are legally competent and authorised to submit this EOI and that the authorised signatory has the requisite power of attorney / board resolution to bind the respondent.
12. That we are not blacklisted, debarred or suspended by any Central Government / State Government / Public Sector Undertaking / Government agency as on the date of submission of this EOI.
13. That there is no litigation or arbitration pending that would materially and adversely affect our ability to participate in the subsequent RFP or execute the proposed project, except as disclosed in Annexure-2.
14. That we have no conflict of interest with HAICL, HDDCF or the Government of Haryana in respect of the proposed project.
15. That we understand that this EOI is non-binding on the Authority and that no right or entitlement accrues to us by virtue of submitting this EOI.
16. That we agree to participate in the stakeholder consultation process and provide such further information or clarifications as may be sought by the Authority.

For and on behalf of [Name of Respondent Entity]:

Name	Designation	Signature	Date

Place: _____

(Affix Company Seal)

Annexure-7: Indicative Machinery & Equipment List

This list is purely indicative and non-binding. It has been provided solely to give respondents a reference point for conceptualising the plant. The PPP Partner shall have full discretion to select the make, model, origin (Indian or international), capacity, technology and specifications of plant and machinery, and to include, exclude, substitute or augment any equipment, subject only to:

- meeting the minimum performance standards set out in Section 12.1 of the EOI (and such further standards as may be specified in the RFP);
- complying with FSSAI, BIS, HACCP and all other applicable standards; and
- ensuring that all plant and machinery installed is new (not refurbished or second-hand) and of reputed make with proven installations in similar plants.

The optional nature of cold storage, DG set, RO plant, automation level and other items is as set out in Section 12.2. Inclusion or exclusion of any item in the lists below shall not constrain the PPP Partner.

A. Kinnow Juice Processing System

S. No.	Equipment	Indicative Specifications	Qty
1	Flotation washing machine	Capacity: 3,000 kg/h	1
2	Brush washing machine	Capacity: 3,000 kg/h	1
3	Sorting table	Capacity: 3,000 kg/h	1
4	Elevator	Capacity: 3,000 kg/h	1
5	Kinnow juice extractor	Model CABZ5 or equivalent; fruit size 55–80 mm; 80–100 rpm; approx. 1600×1400×2550 mm; 5 heads	1
6	Fruit return belt	Frame: SS 304	1
7	Working platform	Main structure: carbon steel; plate & handrail SS 304	1
8	Horizontal screw conveyor (peels & residue)	SS 304	1
9	Oil/water screw conveyor	SS 304	1
10	Waste screw conveyor (to outside)	SS 304	1
11	Electric control system	Complete, interlocked	1
12	Juice buffer tank	1,000 L; SS 304; with manhole, breather, sight-glass, CIP valve	1
13	Centrifugal pump	Capacity: 5 m ³ /h	1
14	Juice buffer tank	1,000 L; SS 304; complete	1
15	Centrifugal pump	Capacity: 5 m ³ /h; head 60 m	1

S. No.	Equipment	Indicative Specifications	Qty
16	Cyclone separator	Capacity: 5 t/h; SS 304	2
17	Pulp refiner	Capacity: 3–4 t/h; mesh 0.5 mm; 11 kW	1
18	Juice refiner	Capacity: 3–4 t/h; mesh 0.5 mm; 11 kW	1
19	Water tank	500 L	1
20	High-pressure pump	Capacity: 17 t/h; 15.7 bar; 11 kW	1
21	Juice buffer tank	3,000 L; SS 304	1
22	Juice pump	Capacity: 3 m ³ /h; head 24 m	1
23	Disc separator	Capacity: 1.5 t/h	1
24	Juice buffer tank	3,000 L; SS 304	1
25	Juice pump	Capacity: 3 m ³ /h; head 24 m	1
26	Electric control system	Complete	1

B. Sterilisation System

S. No.	Equipment	Indicative Specifications	Qty
1	UHT tube sterilizer	Capacity: 1,000 L/h; SS 304	1
2	Homogenizer	Capacity: 1,000 L/h; contact parts SS 304	1
3	Automatic de-aerator	Contact parts SS 304	1

C. Aseptic Filling System

S. No.	Equipment	Indicative Specifications	Qty
1	Aseptic filling machine (1 L)	2,000–3,000 bricks/h; SS 304	1
2	Cap applicator (1 L)	2,000–3,000 bricks/h; SS 304	1
3	Aseptic filling machine (500 ml)	2,000–3,000 bricks/h; SS 304	1
4	Cap applicator (500 ml)	2,000–3,000 bricks/h; SS 304	1
5	Conveyor	40 m with 4 turns, 4 motors	1
6	Batch printer	Standard	1
7	Paper reel trolley	Carbon steel	1

S. No.	Equipment	Indicative Specifications	Qty
8	Paper truck	Carbon steel	1

D. Utilities

S. No.	Equipment	Indicative Specifications	Qty
1	Boiler	Capacity: 500 kg/h; max pressure 1.0 MPa; complete set	1
2	Air compressor	Capacity: 2 m ³ /min; screw type; complete set	1
3	Cooling tower (for sterilizer)	60 t/h with water pump	1
4	Main electric control ark	With breaker of each system	1
5	Tools & installation materials	Welding machine, spanners, rods, cutting & polishing materials, etc.	1 set
6	Steam pipes, valves, fittings	Seamless mild steel; from boiler to each machine	1 set
7	Cold storage (OPTIONAL — bidder's choice)	500 MT (indicative only; capacity and design at bidder's discretion; not mandatory)	As applicable
8	RO plant (OPTIONAL)	5,000 LPH (indicative; bidder's discretion beyond statutory minimum)	As applicable
9	DG set (OPTIONAL)	Adequate backup capacity as per bidder's plan	As applicable
10	Laboratory	For raw material and product quality testing	1 set

E. Other

S. No.	Equipment	Indicative Specifications	Qty
1	Product pipes, valves, fittings	SS 304	1 set
2	Installation & commissioning	Turnkey	1
3	Wire square pipe, cable trays with cover	SS 304; from electric control panel to each machine	1 set
4	Wires and cables	From main electric control ark to machines	1 set

S. No.	Equipment	Indicative Specifications	Qty
5	CIP system	Capacity 3,000 L; with water / acid / soda tanks; semi-automatic control	1

The Selected Bidder shall ensure that the installed plant and machinery are suitably designed or modified to enable processing of multiple fruits and/or vegetables, including Kinnow, as may be required from time to time. All activities related to the establishment, running and day-to-day functioning of the plant — including operations, management, maintenance, procurement of raw material, deployment of skilled manpower, use of technology and equipment, adherence to safety and quality standards, routine maintenance, repair and replacement of machinery, compliance with statutory norms, and ensuring smooth and uninterrupted production — shall be entirely undertaken by the Selected Bidder at its own cost and risk.