

Expression of Interest (EOI)
For Establishment & Operation of
Biomass Pellet Manufacturing Units
Under Meghalaya State Agricultural
Marketing Board (MSAMB)

1. Introduction and Context

a. The State of Meghalaya is primarily an agrarian economy, with nearly 80% of its population dependent on agriculture and allied activities for livelihood. The state generates significant quantities of agricultural residues such as broomgrass, arecanut husk, paddy straw, sawdust, pineapple crown/peel and other biomass.

b. Due to structural challenges such as fragmented landholdings, limited value addition infrastructure, and inadequate market linkages, these residues remain underutilized, often leading to environmental issues including open burning and disposal issues.

c. At the same time, there is an increasing demand for clean and renewable energy sources across industries. Biomass pellets, produced from agricultural residues, offer a sustainable and eco-friendly alternative to conventional fossil fuels.

d. Recognizing this opportunity, the Meghalaya State Agricultural Marketing Board (MSAMB) aims to promote value addition of agricultural waste through the establishment of Biomass Pellet Manufacturing Units in the state.

e. The initiative is aligned with the broader objectives of:

- Enhancing farmer incomes through aggregation and sale of biomass
- Promoting renewable energy and sustainability
- Generating rural employment
- Strengthening market-driven value chains

Guidelines of NTPC regarding requirements

f. MSAMB intends to develop these units through a Community Public Private Partnership (CPPP) model, wherein government support, community participation, and private sector expertise are integrated for sustainable operations.

g. Under this initiative, MSAMB proposes to facilitate establishment of biomass pellet units at strategic locations across Meghalaya, with access to:

- Land and basic infrastructure (where available)
- Aggregated biomass resources from nearby clusters
- Institutional support and facilitation

h. While the state will facilitate infrastructure and ecosystem support, there is a need for technical expertise, efficient operations, and market linkages, which can be provided by experienced private sector players.

i. Therefore, MSAMB invites Expression of Interest (EOI) from eligible private entities for participation in this initiative.

2. Objective of the Expression of Interest

To onboard private sector players to collaborate with MSAMB and community stakeholders for:

- Establishment and operationalization of biomass pellet manufacturing units
- Development of commercially viable and sustainable business models
- Ensuring efficient procurement of biomass from local farmers
- Creating market linkages for biomass pellets

3. Scope of Work for the Private Player

The selected private entity shall undertake the following:

- a. Develop a detailed business model and project plan for biomass pellet manufacturing ensuring commercial viability and sustainability.
- b. Establish and/or install required machinery and processing lines for biomass pellet production.
- c. Develop a structure or system for procurement of raw material on sustainable basis from local farmers, FPOs, and community groups ensuring fair pricing.
- d. Operate and manage the unit in collaboration with MSAMB/community stakeholders for a period of minimum 3 years to maximum 10 years, based on mutually agreed terms.
- e. Establish strong market linkages for the sale of biomass pellets to industries, thermal plants, and other institutional buyers.
- f. Provide technical training and capacity building to local workforce and stakeholders for long-term sustainability.
- g. Coordinate with MSAMB and other relevant stakeholders for smooth implementation and operations.

4. Partnership Model (CPPP Model)

The Community Public Private Partnership (CPPP) model involves a collaborative effort from various stakeholders to ensure the success of projects. The model is summarized as follows:

- **Community:** Provides raw materials (biomass), local labour, and participation through farmer collectives/FPOs.
- **Public (MSAMB / Government):** Provides land (where applicable), infrastructure support, facilitation, investment in machinery and policy support.
- **Private Player:** Provides working capital, technology, operational expertise, and market linkages.
- **Partnership:** Ensures successful implementation through coordinated efforts of all stakeholders.

5. Benefits for Stakeholders

5.1 Benefits for the Private Player

- Opportunity to establish a long-term revenue-generating business (3–10 years)

- Profit sharing model between the private entity and the farmer collective based on the contributions in the Working capital expenditure and profitability of the overall business plan.
- Access to biomass-rich region with strong raw material availability
- Institutional support from MSAMB and Government
- Opportunity to expand renewable energy portfolio

5.2 Benefits for the Community

- Funding support from MSAMB, GoM towards additional Capital expenditure in consultation with private player.
- Additional income through sale of agricultural residues & long-term revenue-generating business with Private payer
- Employment opportunities in rural areas
- Skill development and capacity building
- Reduction in environmental pollution

5.3 Benefits for MSAMB / Government

- Promotion of clean and renewable energy
- Reduction in agri-waste burning
- Strengthening rural economy and value chains

6. Short-listing Process

A Technical committee under MSAMB will conduct a preliminary short listing of applications received (as mentioned in Section 7) based on the following considerations:

- Prior experience in biomass, manufacturing, renewable energy, or similar sectors
- Sustainable and viable business plan with clear market linkages
- Plan for procurement from local farmers at fair prices
- Capacity building and community engagement strategy

Shortlisted applicants will be invited to make a detailed presentation covering:

The presentation will include the following aspects:

- Detailed business plan including CAPEX (existing & additional) and OPEX
- Cost Benefit Analysis – Revenue, EBITDA, PAT, Cashflow, NPV, IRR
- Impact on farmers – Procurement quantity and prices
- Employment generation – Employment for Skilled, semi-skilled, casual labour (from the Community and from Private enterprise)
- Profit sharing model (to be proposed by private player based on their investments)

Detailed contract between the private enterprise, farmer collective and MSAMB will be finalised post the selection process. Based on the business model economics, investment commitments of the private players and proposed profit-sharing model, final decision on the location and contract will be taken by the technical committee under MSAMB.

7. Guidelines for Submission of Proposals

a. Proposals towards EOI must be delivered in a written form as per Annexure C to the address below through registered post/ speed post/ courier/ by hand on or email on or before **15th August 2026, 5 PM.**

b. Applicants who have any queries/clarifications shall e-mail the same on ambmg-meg@nic .in before **EOD 31st July 2026.** No queries will be entertained post **31st July 2026.** An online meeting will be held at 2PM **on 31st July 2026** in the following link: **<https://meet.google.com>** to consolidate the queries.

c. Address for submission:

Managing Director
Meghalaya State Agricultural Marketing Board (MSAMB)
Address: Shillong, Meghalaya
Email: ambmg-meg@nic

ANNEXURE C

a. Detailed Project Report (DPR)

Applicants must submit a DPR including:

- i. Details of the private sector player – Introduction, Location, Past experience etc.
- ii. Overview of business plan
- iii. Objectives and product details (biomass pellets)
- iv. Value chain analysis of biomass
- v. Technical details of processing and machinery
- vi. Market assessment and demand analysis
- vii. Budget, processing capacity, and output
- viii. Financial analysis
- ix. Working capital requirement
- x. Profit sharing model (to be proposed based on investment commitments and feasibility)
- xi. Impact on community and farmers
- xii. Annexure – Documents to support your past experience in establishing large processing units, market linkages etc (balance sheets, media coverage, invoices, purchase orders, certifications, self-attested machinery line list of your unit etc)
- xiii. Any other relevant details have to be added for creating a comprehensive business plan.

b. Business Model Excel Sheet

Applicants must submit a detailed financial model including:

- CAPEX (existing & proposed)
 - OPEX
 - Procurement pricing
 - Revenue projections
 - Profitability (EBITDA, PAT)
 - Financial indicators (NPV, IRR)
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Disclaimer

MSAMB reserves the right to accept or reject any or all proposals without assigning any reason. Final terms of engagement will be mutually agreed upon with the selected applicant.