



**Expression of Interest  
For**

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**Selection of a Hub Developer to Engineer, Build, Finance and Operate the  
Gujarat Rare Earth Elements (REE) Downstream Hub**

**EOI NO: GMDC/KEP/01/25-26**

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**Response to Queries**

**Gujarat Mineral Development Corporation**

**March 2026**

| Sr. No. | Area  | Query   | Answers  |
|---------|---|---|--|
| 1       | Land  | Status of land acquisition / identification by GMDC with details of boundaries & layout   | Land has been identified in the Bharuch District within the PCPIR Zone. Additional detailed information will be provided at the time of onboarding of the partners.  |
|         |   | Will the developer opting for Option A and B be eligible to get encumbrance-free certification from GMDC  | GMDC can generally issue an "encumbrance status declaration" only to the extent of the records it controls.  |
|         |   | Details of forest, CRZ, wildlife or eco-sensitive constraints on the identified land parcel   | No such constraints are there in the identified land parcel.   |
|         |   | Topography, geotechnical studies and radiation baseline availability on the identified land parcel including historical data related to land, Land feasibility study or survey report by GMDC | Will be provided later at the time of onboarding the partner.  |
|         |   | Process for Potential Developers to do site inspection.   | Will be facilitated by GMDC post land acquisition.   |
|         |   | Whether any land ceiling act is applicable in Gujarat? If so, can the developer/ SPV get the waiver from land ceiling?  | Yes, the Gujarat Agricultural Lands Ceiling Act (GALC Act) is applicable. However, Gujarat has made significant amendments (such as in 2018) to allow certain exemptions, including the use of surplus agricultural land for bona fide industrial purposes. These amendments enable industrialists to purchase land for factories by following prescribed procedures, including potential land exchange or obtaining the necessary approvals. This approach balances land reform |
| 2       | Land Parcel for Hub Development                 | Is Other Area (Green Cover, Roads, Social and Residential Infra) of 175-200 Ha included in the total area of the hub (350-400 Ha)   | Yes, it is included in the given area within the total area of the hub.  |
|         |   | Timelines for Phase 1 and Phase 2 development for commencement of construction and commencement of operations   | The tentative timelines are as below:<br>Phase 1: 2027-28<br>Phase 2: 2029 Onwards   |
| 3       | Availability of Utilities and logistics support | Details of reliability of essential utilities (Electricity, water supply, gas) at the proposed site including Last mile connectivity support  | Development of trunk infrastructure for utilities inside the Hub is under scope of developer.  |
|         |   | • Phase-wise infrastructure capex estimates?  | Details are under development and will be shared shortly.  |
|         |   | • Division of on-site vs off-site infrastructure responsibilities?  | Details are under development and will be shared shortly.  |
|         |   | • Power, water and effluent capacity commitments and tariffs?   | Details are under development and will be shared shortly.  |
|         |   | • Scope for shared utilities (steam, gases, chemicals)?   | Details are under development and will be shared shortly.  |
| 4       | Compliances                                     | List of all compliance's developer will have to comply and take requisite approvals   | Industries setting up in the Gujarat PCPIR must obtain various environmental, building, and operational clearances from both central and state authorities. The Gujarat Industrial Development Corporation (GIDC) acts as the Project Development Agency, and a single-window clearance system facilitates this process.   |
|         |   | Project proponent for Environmental Clearance (GMDC or SPV)?  | Will be based on the partnership model.  |
|         |   | Status of EC, CTE, CTO and radiation approvals?   | Will be applied in later stages, as required.  |
|         |   | Applicability of ZLD / marine outfall requirements?   | The PCPIR zone has a CTEP facility where discharge can be done in accordance with its specifications.  |
|         |   | Single-window facilitation support by GMDC?   | GMDC will provide necessary assistance.  |
|         |   | In Option A and B, will GMDC bring land as equity? Or will GMDC put equity into the project along with the land?  | In Option A, GMDC will primarily provide land in exchange for equity. In Option B, GMDC will invest equity in the project in addition to providing land.   |
| 5       | Financials                                      | Minimum Debt to Equity ratio requirement of GMDC in case Developer is funding Capex   | The criteria are under discussion and will be finalized during the RFP stage. However, suggestions on the recommended debt-to-equity ratio are welcome.  |
|         |   | Any tax incentives, subsidiaries, viability gap funding or other support for Hub developers.  | Any such requirements should be submitted as part of the EoI response, along with an appropriate justification and supporting rationale. These requirements will be evaluated, and GMDC will provide necessary and feasible support to enable them, where possible.  |
|         |   | Covenants for Developers to exit / sale Equity stake during the duration of Contract  | This will be discussed jointly and finalized at a later stage, during final contract negotiations.   |
|         |   | In Option A and B, will GMDC bring land as equity? Or will GMDC put equity into the project along with the land?  | In Option A, GMDC will primarily provide land in exchange for equity. In Option B, GMDC will invest equity in the project in addition to providing land.   |
| 6       | Strategic Alignment                             | Role of branded industrial city developers in placemaking and ESG   | To be discussed jointly and finalized in due course.   |
|         |   | Guidelines for Joint branding as a National REE Industrial City   | The nature of joint branding will depend on the partnership structure and the engagement model (e.g., partner-led, pure EPC, pure O&M, etc.)   |
|         |   | Guidelines for Skill development and R&D integration expectations   | To be discussed jointly and finalized in due course.   |
| 7       | Marketing                                       | Guidelines for global marketing and scope for GMDC in "co-lead marketing"   | In principle, GMDC is expected to support the hub developer in marketing and positioning the hub. The developer would be responsible for identifying and onboarding tenants, while GMDC would ensure governance and retain final approval over tenant selection. The exact division of marketing roles and responsibilities will be mutually discussed and finalized during the final contracting stage.   |
|         |   | Will developer Opting for Option A and B will be granted branding/naming rights for the industrial park or if a specific government naming convention must be followed                        | A developer opting only for Option A, where the development capex is funded by the developer as a partner through a JV/SPV, may be granted partial branding and naming rights for the industrial park, subject to finalization of the contract and in accordance with its terms. For developers opting for Options B and C, branding/naming rights provisions will be discussed at the time of contracting   |

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| 8  | Leases                      | Can the Hub Development and activities relating finalization of lease tenants be executed concurrently?   | Yes, it can run concurrently.  |
|    |                             | Guidelines for Tenant approval and on boarding timelines  | This will be developed jointly with the developer partner; however, GMDC will retain final approval rights for the hub's tenants.  |
|    |                             | Guidelines for Sectoral or nationality-based tenant preferences   | This will be developed jointly with the Hub developer partner.   |
|    |                             | Has GMDC executed any Letter of Intent or made anchor downstream commitments?   | No. However, discussions and market engagements are ongoing for the same.  |
|    |                             | Is GMDC willing to be anchor tenant for Phase 1   | Yes. GMDC will act as the anchor tenant through its separation plant in the hub.   |
|    |                             | What would be the cap for achieving the Saleable area efficiency (in % terms), considering the nature of client profile, social infrastructure, residential and earmarked safety spaces / treatment plants? What is the efficiency as per the current design?   | This will be discussed mutually and finalized at the time of partner onboarding.   |
|    |                             | Is there any restriction, especially set back requirement from hazardous plants? What would be the safe assumption in achieving eligible efficiency, given the profile of the hub.  | No, there is no restriction. Details on eligible efficiency criteria are under development and will be shared in due course  |
| 9  | Operations, KPIs & Exit     | Please assist us to Define the scope for "operationalization of hub" Detailed Operational & Maintenance KPIs and SLA penalty regime?  | This will be defined during the RFP stage. We are open to suggestions as part of the EoI response.   |
|    |                             | Tenure of the agreement for O&M Partner   | This will be discussed mutually and finalized. We are open to suggestions as part of the EoI response.   |
| 10 | Radioactive Elements        | Per our understanding, radioactive elements are a serious challenge in the REE production process - both at the time of mining as well as at the time of beneficiation (separation)<br><br>While both these processes are proposed to be done at Ambadunagar (outside of the hub); please lets us know if there would be any radioactive elements would be released/need to be handled at the separation stage, which will be done inside the GMDC REE Hub. | Separation will be carried out at the REE Hub. Thorium will be handled in accordance with AERB guidelines (Atomic Energy Regulatory board).  |
|    |                             | Safety is going to paramount in this project as the hub is going to be REE hub. Do we have safety expert on board for project? Whether Surbana Jurong takes care of safety aspects in master plan?  | Safety experts will be onboarded within the required timelines. The master planner will embed safety-by-design principles (such as buffers, corridors, and emergency access), while operator-level safety cases must be owned by the process owner and validated through statutory pathways.                                     |
| 11 | Update on Refining Partners | India doesn't have any refining capabilities except some lab scale capabilities that Entellus Industries has developed - so important to understand where GMDC is in their conversations with potential partners - given it's a key bottleneck to success of the ecosystem  | GMDC is engaging with global technology providers and potential JV partners across the separation, metal, alloy, and magnet value chain, with relevant past experience and expertise.  |
| 12 | Land & Location             | Does the land provided for the Beneficiation & Concentration (B&C) plant include any portion of the mining lease area, or is it   | This EOI is specifically for the hub developer. Questions relevant to other elements of the REE program will be addressed in the respective  |
|    |                             | Is the land allocation for the REE Hub (including downstream players) planned in a single phase or in multiple phases based on demand?  | The hub development will be carried out in two phases.<br><br>Phase I will focus on establishing GMDC's separation plants, metal and alloy production units, and Nd-Pr oxide-based downstream value creation (such as permanent magnets and electric motors), along with supporting facilities like an R&D center.               |
|    |                             | What is the exact location of the REE Hub? Will it be adjacent to the Ambadungar mine site or in a nearby industrial cluster/city?  | Phase II will focus on the expansion of existing facilities and the Bharuch District within the PCPIR Zone.  |
| 13 | Commercial & Tenure         | What will be the lease tenure for the allotted land? Is it aligned with the life of the mine or fixed-term renewable?   | The lease tenure will be at least 30 years, in line with the mine life. However, the final lease tenure will be decided through mutual discussion  |
|    |                             | What are the indicative rental charges or land lease rates for the hub developers and downstream players?   | This will be finalized through mutual discussion with the Hub developer partner.   |
|    |                             | Will GMDC offer any incentives or concessional land pricing for early movers or strategic investors?  | No such plans are envisaged at this stage. However, any such suggestions should be submitted as part of the EoI response, along with appropriate justification and supporting rationale. These will be evaluated, and GMDC will provide necessary and feasible support, where possible.  |
|    |                             | Are there any conditions on sub-leasing or JV-based land utilization within the hub?  | To be finalized in a later phase during the final contracting stage. However, the hub is expected to be exclusively for tenants involved in the REE value chain.   |
| 14 | Infrastructure & Utilities  | Will housing and social infrastructure for workforce be part of the hub master plan?  | Yes, social and residential infrastructure will be planned as part of the master plan.   |
| 15 | Regulatory & Compliance     | Will GMDC facilitate statutory clearances for hub developers, or will each entity need to obtain them independently?  | Industries setting up in the Gujarat PCPIR must obtain various environmental, building, and operational clearances from both central and state authorities. The Gujarat Industrial Development Corporation (GIDC) will act as the Project Development Agency, and a single-window clearance system will facilitate this process. |
|    |                             | Are there any environmental or zoning restrictions for setting up chemical separation or metallurgical units within the hub?  | The hub will be located within the PCPIR zone, which is specifically designed for chemical units.  |
| 16 | Downstream Integration      | Is GMDC planning to anchor the hub with its own separation facility first and then invite downstream players, or will all phases be developed concurrently?   | GMDC's anchoring of the hub and the onboarding of downstream players will occur concurrently.  |

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|    |                                   | Will GMDC sign MoUs with magnet manufacturers, EV OEMs, and alloy producers before land allotment to ensure demand linkage?  | Yes. Such MoUs will be signed with metal, alloy, and magnet producers etc.   |
|    |                                   | Is there any policy framework for prioritizing domestic players vs. foreign investors in hub development?  | No such framework exists at this stage. However, policy frameworks across the rare earth value chain are evolving rapidly.   |
| 17 | Additional Queries                | Can the units in the industrial park source mineral rocks like Monazite, etc. from other entities or are they required to source the mineral rocks exclusively from GMDC?                            | Units in the industrial park will procure a certain percentage from GMDC, which will be decided on a case-by-case basis. However, the players will also be open to other sources.  |
|    |                                   | Can the entities be global organizations or only Indian?   | Will be both Global and Indian players.  |
|    |                                   | What is the depth of downstream that would be allowed in the ecosystem?  | At this stage, this will be permitted up to motor manufacturing and applications such as FCC catalysts, glass polishing, etc. Further downstream players may be discussed and finalized, subject to GMDC's approval.   |
|    |                                   | Neodymium is used in magnets; magnets are used in motors and motors are used in Electric vehicles. So, would electric vehicle manufacturers be allowed to set up in the planned location for hub?    | Will be discussed and finalized in later Phases.   |
|    |                                   | Are there any additional fiscal and non-fiscal benefits/ incentives that the players that would set up the units would get?  | This is dependent on government policies. Certain policies are currently under development or awaiting approval (for example, those related to magnet manufacturing).  |
|    |                                   | Can any entity other than GMDC set up separation facilities at the hub?  | Yes, in addition to GMDC's separation facility.  |
|    |                                   | What would be the output capacity (per annum) of the GMDC operated separation plant and what all REOs would be produced and in what ratio?   | A total output capacity of ~2 KT of NdPrO is planned at this stage. The exact details will be finalized later.   |
|    |                                   | How does interfaces and tie-ins arrangement (mentioned on page 14) work?   | It will be co-developed during the final contracting stage.  |
| 18 | Private Unit & Operatic           | Does the hub framework allow for the setup of a independent separation unit within the estate?   | Yes. Separation units apart from GMDC will be permitted within the hub.  |
|    |                                   | Will it be permitted to manage the complete internal operations of the plant independently, provided we adhere to the hub's safety and environmental SLAs?   | Internal operations may be managed independently, subject to the concession/park rules and full adherence to all agreed contractual terms (including but not limited to safety and environmental SLAs). Common trunk infrastructure and shared facilities will be operated and governed by the hub operator / O&M partner. |
| 19 | Commercial Autonomy & Sales Model | Does the hub framework allow Kumar Industries to sell separated oxides directly to external domestic and international customers, or is the off-take of all final products centralized through GMDC? | A defined portion of separated oxides production will be reserved for downstream offtake within the hub as per the unit's commitments agreed mutually. Domestic sales of surplus output beyond these commitments will be permitted. International exports will be dependent upon the government's policy.                  |
|    |                                   | In the event of direct sales, will there be any revenue-sharing obligations to GMDC beyond the standard land lease, O&M fees, and utility charges?   | No revenue sharing is currently planned, other than the purchase of MREC from GMDC. However, the commercial framework is under discussion and will be finalized in due course.   |
| 20 | Feedstock (MREC) Supply & Pricing | What are the guaranteed technical specifications (Total Rare Earth Oxide % and individual oxide distribution) of the MREC to be supplied from the Ambadungar mine?                                   | This EOI is specifically for the hub developer. Questions relevant to other elements of the REE hub & program will be addressed in the respective EOIs, as required.   |
|    |                                   | Will the transfer pricing for the MREC feedstock be market-linked or follow a cost-plus model?   | This EOI is specifically for the hub developer. Questions relevant to pricing of MREC will be addressed in respective EOIs, as required.   |
|    |                                   | Can GMDC provide a long-term supply guarantee to ensure raw material security for separation units?  | Separation units in the hub will be able to procure a certain percentage from GMDC, which will be decided on a case-by-case basis. However, the players will also be open to other domestic sources.   |
| 21 | Land & Technical Infrastructure   | What will be the typical land parcel size available for setting up separation unit and when can the setting up of the unit done?   | Land parcel sizes will be allotted based on the nature and function of the plant, as per requirements. Units may begin setting up their plants after final land acquisition and the establishment of the necessary trunk infrastructure.   |
|    |                                   | Given that REE separation is a intensive process, what will the capacity of the Common Effluent Treatment Plant (CETP) regarding high-TDS and acidic waste generated during separation?              | The exact capacities and technical details of the CETP in the hub will be finalized at a later stage during hub engineering. However, the necessary trunk infrastructure for units within the hub will be provided.  |
| 22 | Regulatory & Waste Handling       | Will GMDC provide a single-window interface for specialized permits, such as those required by the Atomic Energy Regulatory Board (AERB) for separation activities?                                  | GMDC will provide necessary support, within its control, for permits related to hub development.   |
|    |                                   | What is the protocol for the disposal of hazardous solid waste generated post-separation?  | As per applicable laws, including the MoEFCC Hazardous and Other Wastes Rules and CPCB/SPCB guidelines.  |