EXPRESSION OF INTEREST (EOI)

For

Aggregation of Demand for Facilitation of Procurement for CargoZEVs (N2 / N3 Category) at Competitive Price

Date of Issue: 18/11/2026 | EOI Ref. No.: MAHAPREIT/EOI/EV/E1

MAHATMA PHULE RENEWABLE ENERGY & INFRASTRUCTURE TECHNOLOGY LTD. (MAHAPREIT),

A Govt. of Maharashtra Undertaking Pinnacle Corporate Park B-501, Next to Trade Center, Bandra Kurla Complex, Bandra East, Mumbai 400051. https://mahapreit.in

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1. Background, Objective and Definitions

Electric trucks offer several advantages over conventional internal combustion engine (ICE) vehicles, including zero tailpipe emissions, higher energy efficiency, lower operating and maintenance costs, reduced noise levels, and stronger alignment with ESG and sustainability objectives. Continuous advancements in battery technology and substantial declines in battery costs have significantly enhanced the commercial viability of electric heavy-duty vehicles. In addition, electric trucks are a future-ready transportation solution, well-positioned to meet increasingly stringent emissions regulations and sustainability requirements, while potentially benefiting from evolving policy incentives. They can also reduce fuel expenditure, lower dependence on imported fossil fuels, and mitigate greenhouse gas emissions and air pollution, particularly for fleet operators and freight users with recurring transportation requirements.

Government of India has launched the PM E-DRIVE Scheme to accelerate the adoption of electric vehicles, support the development of charging infrastructure, and promote the establishment of a robust domestic electric vehicle manufacturing ecosystem. Further, the Government of India, through NITI Aayog's India Electric Mobility Index (IEMI), has established a national benchmarking framework to assess and encourage States' and Union Territories' progress in electric mobility, wherein the adoption of Medium- and Heavy-Duty Electric Trucks (MHDTs) constitutes an important component of freight decarbonization efforts towards achieving India's Net Zero commitment by 2070.

In furtherance of these objectives, ministries in the government of India have adopted measures to promote E-Mobility. Also, various State Governments have notified fiscal and non-fiscal incentives to encourage the deployment of electric vehicles. Such incentives may include, inter alia, exemption or concession in road tax, vehicle permit requirements, toll charges, parking fees, registration charges, and other applicable levies, subject to the respective policies and regulations of the concerned State Government. Subject to the receipt of confirmed demand and procurement commitments for N2 and N3 category electric goods transportation vehicles, MAHAPREIT may engage with the Government of India and the concerned State Governments for facilitating, securing, or enabling the availability of applicable fiscal and non-fiscal incentives, concessions, approvals, or support measures under the PM E-DRIVE Scheme and other relevant policy frameworks. However, the availability, extent, and applicability of such benefits shall remain subject to the prevailing laws, policies, eligibility conditions, approvals, and decisions of the competent authorities.

Adoption is constrained by high upfront costs, uncertain vehicle availability, charging-infrastructure requirements and the absence of aggregated demand. MAHAPREIT proposes to aggregate demand for electric trucks from interested freight users and facilitate deployment through a transparent, competitive and demand-driven procurement mechanism. This EOI invites responses to assess and aggregate potential demand, identify operational requirements and establish a consolidated demand base for subsequent competitive procurement from eligible electric truck manufacturers (OEMs). The core idea of aggregation of demand is to reduce the cost of procurement through economies of scale. Demand aggregation is expected to leverage economies of scale and enhance collective bargaining power, thereby enabling the procurement of electric vehicles (EVs) at competitive prices. This approach would make EV adoption more commercially attractive and financially viable, while enabling participating organisations to improve their Environmental, Social and Governance (ESG) performance and benefit from the associated advantages. It may also create opportunities to earn carbon credits, subject to applicable eligibility criteria and regulatory requirements, while contributing to environmental protection, reduced emissions and sustainable mobility.

Definitions:

MAHAPREIT means Mahatma Phule Renewable Energy & Infrastructure Technology Limited, Mumbai, Maharashtra;

Project means the CargoZEV initiative;

Applicant or **Shipper** means any entity submitting a response to this EOI;

LAA means LexApex Advisory;

E-truck means an Electric Goods Vehicle of category N2 or N3 under the CMVR (Central Motor Vehicle Rules) ;

RFP means the request for proposal to be issued to OEMs.

2. Role of MAHAPREIT

MAHAPREIT is the initiator and facilitator of the Project and acts as a catalyst and process facilitator only. It will: (a) receive and collate EOI responses and aggregate the confirmed demand for e-trucks, whether owned directly or taken on long-term transport contracts; (b) issue the RFP to OEMs, manage pre-bid queries and evaluate bids to identify the L1 bidder in each category; (c) facilitate delivery orders and Electric Mobility Service Agreements between Shippers, transport service providers and OEMs, and make model template contracts available; and (d) explore financing tie-ups with institutions such as SIDBI, IREDA and public sector banks.

MAHAPREIT has appointed LAA to assist with outreach, documentation and follow-up; LAA's communications are made on behalf of MAHAPREIT. MAHAPREIT is not a party to, and has no liability under, any delivery order, service agreement, supply agreement or financing arrangement entered into under the Project, and does not guarantee truck price, specifications, delivery, subsidies, finance or charging readiness. Each Shipper remains responsible for its own procurement decisions and approvals. Information submitted will be used solely for the Project and disclosed to OEMs only in aggregated form, unless the Shipper consents otherwise.

3. Scope, Eligible Entities, Minimum Lot and Expectation

Vehicles covered. Electric goods vehicles under the CMVR: **N2** (GVW exceeding 3.5 tonnes but not exceeding 12 tonnes) and **N3** (GVW exceeding 12 tonnes but not exceeding 55 tonnes). Indicative applications: Cargo, distribution and parcel delivery trucks, container carriers, refrigerated and construction material vehicles, specialised industrial vehicles, utility and municipal service vehicles, solid waste collection vehicles, refuse compactors, hook loader, tipper, and water tankers.

Eligible entities. Any individual, sole proprietorship, partnership firm (Indian Partnership Act, 1932), LLP (LLP Act, 2008), trust, society (Societies Registration Act, 1860 or applicable State law), company (Companies Act, 2013 or predecessor enactment), co-operative society, or other body corporate, statutory corporation, institution or legal entity established under any Central or State Act, subject to the other conditions of this EOI. Indicative categories: (i) urban local bodies and development authorities; (ii) Government departments, agencies, boards, Central and State PSUs and defence establishments; (iii) industrial, manufacturing and commercial establishments, including retail and e-commerce; (iv) utilities, energy, oil and gas and mining companies; (v) shippers, cargo owners, logistics, 3PL, fleet, warehousing and cold-chain operators; (vi) ports, railways, metro and freight corridor entities, inland waterways, shipyards, airports and cargo terminals; (vii) SEZ and industrial park developers, EPC contractors and infrastructure and township developers; (viii) APMCs, dairy and agricultural federations, food processing parks, FCI and warehousing agencies; (ix) waste management and circular economy operators; and (x) universities, hospitals and other institutional or campus fleet operators.

Minimum lot. Not less than five (5) e-vehicles are required for procurement.

Expectation from EOI. To enable a well-informed but non-binding decision to opt for electric vehicles; the final decision to procure rests with the Applicant and will be a function of price discovery and its convenience.

4. Documents Required

Each Applicant shall submit the following, as applicable to its legal constitution and operations, in legible electronic form:

(1)the duly signed EOI Response Form (Annexure I);
(2)proof of legal constitution and registration (public bodies may submit the relevant notification or constituting instrument);
(3)authorisation of the signatory (board resolution, authorisation letter or power of attorney);
(4)PAN No.
(5)GSTIN registration, Number or a declaration of exemption;
(6)a brief organisational profile (business, freight requirements, operating locations);
(7)a demand declaration, covering indicative number, category, GVW or payload of e-trucks, cargo, route, daily distance and frequency, deployment locations and timeline, intended mode of procurement (purchase, lease, hire or other) and charging requirements and infrastructure;
(8)the signed Declaration (Annexure II); and
(9)Where a document is inapplicable, the Applicant shall say so.
(10) Any other document reasonably requested by MAHAPREIT to verify particulars or assess demand.

Explanation: Failure to furnish documents or satisfactory clarifications within the stipulated period may result in the response being treated as incomplete and not considered for demand aggregation.

5. Participation Fee

Each Applicant shall pay a non-refundable Participation Fee of **INR 50,000 (Rupees Fifty Thousand) plus 18% GST** at the time of submission. The fee supports the demand-aggregation and market-development process and is not adjustable against any future procurement price. Payment shall be made online at https://www.mahatenders.gov.in/ or, alternatively, by crossed Demand Draft in favour of "MAHAPREIT" payable at Mumbai from a nationalised or scheduled bank, in the prescribed format. MAHAPREIT bank details:

Beneficiary	Mahatma Phule Renewable Energy & Infrastructure Technology Limited
Bank	SBI
Account No.	42806014198
IFSC	SBIN0009995
MICR	400002133
Branch Code	9995

6. Submission of EOI and Clarifications

Applicants may submit the duly completed Annexure I, the Declaration in Annexure II, and proof of payment of the Participation Fee in the manner specified in this EOI within a period of Sixty (60) days from the date of publication of EOI. MAHAPREIT may, at its sole discretion, extend the stipulated timeline, if it deems such extension appropriate.. Applicants may seek clarifications regarding the EOI from MAHAPREIT, within the stipulated submission period, if any. Applicants shall ensure that the information furnished is accurate and based on a reasonable internal assessment of their requirements.

Submission mode / portal	Online: https://www.mahatenders.gov.in/	**Last date and time**	09/12/2026 at 16.00 Hrs
Nodal officer / designation	I/c CGM (BD-RESCO)	**Email / telephone**	cgm.geca@mahapreit.in
Address for submission and correspondence	MAHAPREIT, B-501 Pinnacle Corporate Park, 5th Floor, next to Trade Centre, Bandra Kurla Complex, Bandra East, Mumbai, Maharashtra 400051	**Email IDs**	cgm.geca@mahapreit.in; gm.bdresco@mahapreit.in

Clarifications and Interaction with Applicants. Applicants may seek clarifications or submit suggestions in writing by email to MAHAPREIT or its authorised personnel. A video conference shall be organised by MAHAPREIT, on a date and time to be notified, for discussion of the queries, clarifications and suggestions received from Applicants and for providing further information regarding the EOI and the proposed Project.

MAHAPREIT may consider the suggestions and requests received from Applicants, but shall not be obliged to accept any suggestion or request for modification. Any clarification, amendment or modification to the EOI shall be effective only if issued in writing by MAHAPREIT through a corrigendum, addendum or other formal communication. Such communication shall be binding on all Applicants. MAHAPREIT reserves the right to modify or extend the timelines for the EOI process, as it may deem appropriate.

Note: After the EOI process, Mahapreit may call for RFQ/ RFP from the respective bidders.

Key Dates: -

EOI Publishing Date	27/11/2026
Pre-Proposal Meeting Date (Online & Offline)	10/12/2026 at 12.00 Hrs
Last Date of Submission	21/12/2026 at 16.00 Hrs
Technical Opening Date	21/12/2026 at 17.00 Hrs

Pre proposal meeting's link will be uploaded 2 days before on Mahapreit's website

7. Non-Binding Nature and General Conditions

7.1 Nature of EOI. While such estimates are primarily indicative and constitute neither a purchase commitment by the Applicant or a guarantee by MAHAPREIT that any quantity will be procured, allotted or supplied, Applicants having approved procurement plans, budgeted requirements, or a reasonably firm assessment of demand are encouraged to indicate the number and categories of electric vehicles that they presently intend to procure. Any such declared procurement intent solely for the purposes of demand aggregation, project planning, engagement with OEMs, financing institutions and Government authorities, and assessment and facilitation of potential applicable incentives and economies of scale. Notwithstanding the nature or extent of the requirements so indicated, the submission of such information shall not, by itself, create any binding obligation, purchase commitment, right, entitlement or assurance on the part of either the Applicant or MAHAPREIT, including any obligation to procure, purchase, allocate, supply or finance the electric vehicles so indicated.

7.2 MAHAPREIT's discretion. MAHAPREIT shall make all reasonable efforts to identify suitable suppliers of N2 and N3 category electric trucks to meet the Applicants' aggregated demand and to take the Project forward. However, this will be subject to factors beyond the control of MAHAPREIT including but not limited to market conditions, the availability of vehicles, suppliers, technical specifications, commercial terms and delivery schedules, inadequate supplier response, and technological or operational constraints. Accordingly, MAHAPREIT may, at its discretion, exclude or defer the aggregation or procurement of any type or class of electric trucks; alter, restructure or extend the timelines, scope or implementation strategy of the Project; or discontinue, cancel or withdraw the process, in whole or in part, or decide not to proceed with procurement, in each case without any liability towards the Applicants.

MAHAPREIT and its authorised advisors may use the information submitted for the purpose of evaluating and consolidating demand, planning the Project and designing subsequent processes, subject to applicable law and MAHAPREIT policies.

7.3 Integrity and Confidentiality. Applicants shall maintain the highest standards of integrity and transparency and shall not engage in bribery, fraud, collusion, coercion, misrepresentation or any other corrupt or unethical practice in connection with this EOI. Any conflict of interest shall be disclosed promptly. Violation may result in rejection of the response or other action under applicable law and PSU policies.

7.4 Data Protection. The Applicant shall comply with the Digital Personal Data Protection Act, 2023, applicable rules and other Indian data-protection laws. Personal data received from or processed for MAHAPREIT shall be used only for this EOI, kept secure and confidential, and not shared with third parties without prior written approval or as required by law. The Applicant shall promptly notify MAHAPREIT of any actual or suspected data breach.

7.5 Indemnity. The Applicant is responsible for the accuracy, completeness and lawfulness of its submission, including the authority of the signatory and, where applicable, its authority to submit demand on behalf of the relevant shipper, company, transporter or end user, and shall

promptly notify MAHAPREIT of any material change or error. The Applicant shall indemnify MAHAPREIT and its officers and employees against direct losses, damages, liabilities, costs and expenses, including reasonable legal costs, arising from: (a) any material misrepresentation, inaccuracy or omission in its EOI; (b) its fraud, wilful misconduct or negligence in connection with the EOI; (c) any third-party claim that information or material it submitted infringes intellectual property or other rights; or (d) its breach of applicable law in preparing or submitting the EOI. MAHAPREIT shall give reasonable notice of any claim and opportunity to participate in its defence (delay relieves the Applicant only to the extent of material prejudice), and the Applicant shall not settle any claim so as to impose any admission, payment or continuing obligation on MAHAPREIT without its prior written consent.

The indemnity does not apply to the extent a loss is caused by MAHAPREIT's own fraud, wilful misconduct or negligence, and does not cover indirect, consequential, punitive or loss-of-profit damages, except as payable to a third party under a covered claim.

7.6 Force Majeure. A Force Majeure Event is an event beyond the reasonable control of the affected party that it could not have prevented or overcome through reasonable diligence, including natural phenomena (storms, cyclones, floods, lightning, earthquakes); explosions or fires not attributable to the invoking party; and war, armed conflict, terrorism, epidemics or pandemics, civil disturbance, riots or sabotage, where prohibitory orders make movement of goods or persons impossible in the affected area. Economic hardship, lack of financing or changed market conditions are not Force Majeure. The affected party shall notify the other party in writing within three (3) days of the event and of its cessation (or, if communication is not possible, within one (1) day of its restoration), failing which it forfeits relief. MAHAPREIT may, after reviewing the facts, grant an extension of time for the affected obligations.

7.7 Governing Law and Jurisdiction. This EOI is governed by the laws of India, and the courts at Mumbai, Maharashtra shall have exclusive jurisdiction over any dispute arising out of or in connection with it, including its interpretation, implementation or validity.

8. Instructions to Applicant

8.1 To View-Tender Document, Notice, Detailed Time Schedule, Tender Document for any Tender and subsequently purchase the Tender Document and its supporting documents, kindly visit following e-Tendering website of Government of Maharashtra: https://mahatenders.gov.in

8.2 Applicants should enroll themselves in https://mahatenders.gov.in (https://mahatenders.gov.in/nicgep/app?component=%24WebHomeBorder.%24WebRightMenu.%24DirectLink&page=Home&service=direct&session=T)

8.3 Applicants should have Class-3 Digital Signature for the submission of Bids.

8.4 To purchase a Class 3 digital signature online in India, you can visit websites like e-Mudhra, ID Sign, or Sign your doc, which offer various options for individuals and organisations,

including signing-only, encryption, and combo certificates with different validity periods. https://emudhradigital.com/

8.5 For new Applicants please go through the following video link for more details of enrolment https://www.youtube.com/watch?v=JzU117fCSTk

8.6 If Applicant is facing Digital sign issue at the time enrolment or after login - https://www.youtube.com/watch?v=njbZRuh-koM&list=PL2kwg9QSaSkpCp1ItGgi4b5BNhTwNOLNo or https://www.youtube.com/watch?v=Z85aG4LpqtY

8.7 To search MAHAPREIT tenders Select Organisation as "Social Justice and Special Assistance" Under its Sub-Department as "MAHATMA PHULE RENEWABLE ENERGY & INFRASTRUCTURE TECHNOLOGY".

8.8 For new Applicants kindly go through the Bidders Manual Kit https://mahatenders.gov.in/nicgep/app?page=BiddersManualKitsservice=page particularly Registration of Bidders document.

8.9 For FAQ's pls go through https://mahatenders.gov.in/nicgep/app?page=FAQFrontEnd&service=page

8.10 For paying EMD and Tender Fees through Net Banking using other banks (Other than SBI Bank) we are requested to make online payment four days in advance.

8.11 From 15th August 2024 application fees of Rs 500 + 18 % GST per bid shall be charged from the bidders by Government of Maharashtra.

8.12 For online Payment related issues, kindly send an email with Bank Reference Number to this email ID merchant@sbi.co.in for clarifications.

8.13 For any technical related queries please call at 24 x 7 Help Desk Numbers as below 120-4001, 0120-4001 005, 0120- 4493395

8.14 For any Issues or Clarifications relating to the published tenders, Applicants are requested to contact the respective Tender Inviting Authority Technical - support-eproc@nic.in

8.15 Each format has to be duly signed and stamped by the authorized signatory of the Applicant. In case of a Consortium, it has to be signed by authorised representative of the Lead Applicant. Strict adherence to the necessary documents required to be submitted as original hard copies in Envelope, as per clause 4.10 shall be ensured, failure on this account may lead to rejection of Bid.

ANNEXURE I – EOI RESPONSE FORM

To be completed by the authorised representative of the participating organisation.

A. Organisation Details

Name of Organisation	
Legal Status / Entity Type (Refer to Clause 3 of EOI Document for Entity Types)	
Sector / Industry	
Registered Office	
Responding for itself or Identified End Users	
Principal Deployment Location(s)	
Authorised Contact Person	
Designation	
Email	
Telephone	

B. Indicative E-Truck Requirement

Instructions: Fill only the rows relevant to you. Tick the applicable weight class(es) against each truck type and enter the number of E-trucks (Nos.) under direct ownership and/or long-term contract. Total = direct ownership + long-term contract.

S. No.	Truck Type	Weight Class – tick applicable class(es)					E-trucks proposed for direct ownership (Nos.)	E-trucks proposed under long-term transport / mobility contract (Nos.)	Total indicative requirement (Nos.)	Target deployment period
		Truck 3.5 – 7.5 t GVW	Truck 7.5 – 12 t GVW	Truck 12 – 18.5 t GVW	Truck 18.5 – 35 t GVW	Truck >35 – 55 t GVW				
A	**Industrial Applications**									
1	Cargo Trucks	☐	☐	☐	☐	☐				
2	Material Transport Vehicles	☐	☐	☐	☐	☐				
3	Internal Logistics Vehicles	☐	☐	☐	☐	☐				
4	Plant-to-Warehouse Vehicles	☐	☐	☐	☐	☐				

S. No.	Truck Type	Weight Class – tick applicable class(es)					E-trucks proposed for direct ownership (Nos.)	E-trucks proposed under long-term transport / mobility contract (Nos.)	Total indicative requirement (Nos.)	Target deployment period
		Truck 3.5 – 7.5 t GVW	Truck 7.5 – 12 t GVW	Truck 12 – 18.5 t GVW	Truck 18.5 – 35 t GVW	Truck >35 – 55 t GVW				
5	Utility Service Vehicles	☐	☐	☐	☐	☐				
B	**Logistics Applications**									
6	Distribution Trucks	☐	☐	☐	☐	☐				
7	Parcel Delivery Trucks	☐	☐	☐	☐	☐				
8	Box Trucks	☐	☐	☐	☐	☐				
9	Container Carriers	☐	☐	☐	☐	☐				
10	Tractor-Trailers	☐	☐	☐	☐	☐				
11	Reefer Trucks	☐	☐	☐	☐	☐				
C	**Infrastructure Applications**									
12	Tipper Trucks	☐	☐	☐	☐	☐				
13	Construction Material Transport Vehicles	☐	☐	☐	☐	☐				
14	Equipment Carriers	☐	☐	☐	☐	☐				
15	Mining Haulage Vehicles	☐	☐	☐	☐	☐				
D	**Specialised Applications**									
16	Fuel Tankers	☐	☐	☐	☐	☐				
17	Water Tankers	☐	☐	☐	☐	☐				
18	Fly Ash Transport Vehicles	☐	☐	☐	☐	☐				
19	Cement Bulkers	☐	☐	☐	☐	☐				
20	Mobile Workshops	☐	☐	☐	☐	☐				
21	Emergency Logistics Vehicles	☐	☐	☐	☐	☐				
E	**Municipal Applications**									
22	Refuse Compactors	☐	☐	☐	☐	☐				

S. No.	Truck Type	Weight Class – tick applicable class(es)					E-trucks proposed for direct ownership (Nos.)	E-trucks proposed under long-term transport / mobility contract (Nos.)	Total indicative requirement (Nos.)	Target deployment period
		Truck 3.5 – 7.5 t GVW	Truck 7.5 – 12 t GVW	Truck 12 – 18.5 t GVW	Truck 18.5 – 35 t GVW	Truck >35 – 55 t GVW				
23	Garbage Collection Vehicles	☐	☐	☐	☐	☐				
24	Hook Loaders	☐	☐	☐	☐	☐				
25	Skip Loaders	☐	☐	☐	☐	☐				
26	Water Tankers	☐	☐	☐	☐	☐				
27	Vacuum Tankers	☐	☐	☐	☐	☐				
28	Road Washing Vehicles	☐	☐	☐	☐	☐				
29	Street Maintenance Vehicles	☐	☐	☐	☐	☐				
Grand Total										

C. Operating and Charging Information

Particulars	Response	Remarks / Supporting information
Primary cargo / use case		
Typical route / operating area		
Existing depot / captive charging availability		
Proposed charging location, if known		
Estimated charging power / requirement, if known		
Key operational constraints / dependencies		

D. Additional Comments

_____

_____

_____

_____

ANNEXURE II – DECLARATION

We, the undersigned, acting for and on behalf of the participating organisation, hereby state as follows:

1. We are authorised to provide the response.
2. We have reviewed the ZEVCARGO EOI and understand the purpose and indicative nature of the demand-aggregation exercise.
3. The information furnished in Annexure I is true and accurate to the best of our knowledge and is based on reasonable internal assessment.
4. We hereby express our in-principle interest in participating in the ZEVCARGO initiative and indicate the e-truck requirement stated in Annexure I for planning and demand-aggregation purposes.
5. We understand that the EOI response does not, by itself, constitute a purchase order, procurement contract or unconditional commitment to purchase electric trucks, and that any final commitment shall be subject to subsequent technical, commercial and contractual arrangements.
6. We authorise MAHAPREIT and its authorised advisors / consultants to contact us for clarification and validation of the information submitted in this EOI.
7. We consent for MAHAPREIT to use the information for demand aggregation, planning and preparation of a competitive procurement, and to share it for those purposes as described in the EOI.

For and on behalf of the Respondent:

Name of Authorised Signatory	
Designation	
Organisation	
Date / Place	
Signature and Seal	
Participation Fee Confirmation: Amount paid: INR 50,000 plus 18% GST | Transaction / reference no.: _____ | Date: _____	

End of EOI Document