



सत्यमेव जयते

Embassy of India

Kuwait

NOTICE INVITING TENDER/REQUEST **FOR PROPOSAL**

Closed bids are invited from competent and experienced market research agencies:

Market Study on Real Estate & Construction Materials Sector in Kuwait and Opportunities therein for Indian Manufacturers / Exporters.

Detailed Terms of Reference are available on Embassy's website
www.indembkwt.gov.in.

For further queries, kindly contact the Commerce Wing of the
Embassy at Email: com1.kuwait@mea.gov.in or
Tel: 00965 22571193 (8:00 AM to 4:30 PM).

Last Date for Submission of Bids:
17 July 2025 | 04.00 PM Kuwait Time

Embassy of India Kuwait

Market Study on Real Estate and Construction Materials Sectors of Kuwait and Opportunities therein for Indian companies

TERMS OF REFERENCE

1. **Introduction**: The Embassy of India, Kuwait, hereinafter referred to as the 'Client' is seeking proposals from qualified firms, agencies and consultants, hereinafter referred to as the 'Bidder,' with experience in Market Research for conducting a study on '**Real Estate & Construction Materials Sectors in Kuwait, and Opportunities therein for Indian companies**'.
2. **Scope**: The market study will focus on the following aspects:
 - a. **Market Size and Segmentation**: Provide an overview of the real estate market in Kuwait, with data on market size, growth rate, and segmentation – Commercial / Residential / Investment / Others. Brief overview of the sectors in GCC region – similarities and differences in Kuwait.
 - b. **Trends in Real Estate metrics**: sales /volumes of transactions, land prices, rental rates, area-wise demographic distributions, ownership laws and other major real estate laws in Kuwait etc.
 - c. **Growth Drivers**: Growth Drivers for real estate and construction market in Kuwait for the next 5 years
 - d. **Barriers to Entry**: Potential Entry barriers for operations of foreign companies.
 - e. **Project Execution Delays**: Delays in Project execution in Kuwait that has deterred foreign players
 - f. **Increasing cost of raw material imports**: Cost analysis of various imported products

- g. **Trade data:** Key trade partners for construction materials and historical trend of imports, top imports and sources, regulatory and quality metrics.
 - h. **Key Drivers & Stakeholders:** Major construction & infrastructure projects, key entities and Ministries involved, real estate and construction materials contracting companies, their market share, and country-wise participation of companies.
 - i. Construction Industry's value chain and its complexities and uncertainties/risks.
 - j. **Opportunities for Indian companies in construction related industries like** electrical fixtures with associated wires, pipes & fittings, sanitary ware - porcelain, ceramic, acrylic, metals, washbasins, glass, tiles, marble, granite and in hardware – doors, hinges, handles, alarms, fire extinguishers, paints etc.
 - k. **Opportunities for Indian skilled and unskilled manpower** in Kuwait in the backdrop of a rise in wages for expatriates due to demand emanating from ongoing large scale construction projects in Kuwait.
 - l. **Tendering Processes:** Key steps in registering with CAPT as a contractor/service provider, types of tenders, average tendering duration and project execution
 - m. **Kuwait Economy and 5-year outlook:** Growth of the Real Estate Sector – based on growth in demand, expected trends in demographic shifts, types of projects in pipelines: projects currently being executed and future plans aligning with Kuwait Vision 2035, Credit Growth, recent changes in ownership laws, effects of the approval of the public debt law.
 - n. **Case Studies of Foreign Construction companies:** Success stories of foreign construction companies operating in Kuwait.
3. **Eligibility:** Market Research Agencies who can establish credentials as a consultant in the concerned field, with documentary proof of having done similar work in the past, is eligible to be a 'Bidder' and participate in the bidding process. The internal evaluation and decision of the 'Client' in this regard shall be binding and as such no explanation is to be offered or expected in this regard.
4. **Deliverables:** Upon completion of the market study, the following deliverables will be expected by the Client:
- a. **Comprehensive report** in English Language summarizing the research findings, including detailed analysis and recommendations.

- b. **Statistical data**, charts if any, and comparative analysis – especially trends in selection of suppliers/contractors based on parameters such as bidding values, quality perception and origin country.
 - c. **Recommendations** with regards to sector specific stakeholders with potential for collaboration between India and Kuwait.
5. **Timeline**: The market study is expected to be completed within a time frame of **two months**, with the following key milestones:
- a. Research planning and methodology development.
 - b. Data collection and analysis.
 - c. Comparative analysis and report writing.
 - d. Presentation of the final report.
6. **Confidentiality**: All data and information collected during the market study will be treated with strict confidentiality. Any personal data collected will be anonymized and used for research purposes only.
7. **Custodian of Report**: The end product that is the Market Research shall be the sole propriety of the Client and the Client will have the full freedom to use its contents as deemed appropriate. The report shall prominently carry the emblems and logos as provided and desired by the Client and shall not in any direct or indirect way carry endorsements, emblems, logos, credits or mention of affiliations with the Bidder and/or any agency or individual involved in generating/ printing the report.
8. **Submission of Bids**: Closed Financial Bids (in in Kuwaiti Dinar only) for the Market Study, covering all deliverables as per para 4, should be submitted in a large sealed envelope, marked as **Tender for Market Study on Real Estate and Construction Materials Sectors in Kuwait and Opportunities therein for Indian Manufacturers and Exporters**, addressed to ‘**Commercial Representative**’ Embassy of India, Diplomatic Enclave, Arabian Gulf Street, Safat 13015, Kuwait, no later than **17 July at 04:00 pm Kuwait Time**. Any tender received after this date and time will not be considered.

9. **Opening of Bids:** Bids will be opened at **03.00 pm on 23 July 2025** in the Embassy of India, Kuwait. Applicants may send their representative to be present during opening of bids after obtaining prior permission from the Embassy of India, Kuwait.
10. **Payment Terms:** The payment for the services provided will be 100% upon completion of the assigned task and as such **no advance payment shall be made**. The payment will only be made in the form of a cheque to firm/agency name as provided by the Bidder.
