

Application Document

For

Prequalification of Indian Manufacturers of
90 HP and 70 HP tractors for supply to
Ministry of Agriculture, Livestock and
Irrigation [MOALI], Government of Myanmar

Export-Import Bank of India

Date: September 30, 2020

INVITATION FOR PREQUALIFICATION OF INDIAN ENTITIES FOR GOVERNMENT OF INDIA LINE OF CREDIT (LOC) PROJECT

The Export–Import Bank of India [hereafter Exim Bank, or the Bank], on behalf of the Government of India (GOI), extends from time to time, concessional credit facilities under the Indian Development and Economic Assistance Scheme (IDEAS) to overseas governments/ their nominated agencies in developing countries for financing projects involving procurement of goods, civil works, consultancy and non-consultancy services to be contracted to Indian entities.

These Lines of Credit (LOCs) are governed by the Guidelines issued by the GOI from time to time. As per the extant guidelines issued vide letter No.21/3/2015-IDEAS dated December 7, 2015, the Bank is required to carry out a prequalification exercise and provide a list of prequalified bidders to the Borrower for invitation of bids for specific contract packages under the project(s) financed by the LOCs.

In pursuance to the above, the Bank invites Applications from eligible Indian Manufacturer of 90 HP, 70 HP tractors for supply to Ministry of Agriculture, Livestock and Irrigation [MOALI], Government of Myanmar, financed under Exim Bank's GOI-supported Line of Credit extended to Myanma Foreign Trade Bank.

The project is proposed to be executed in two separate Lots. Hence, the Prequalification of the Indian Manufacturers shall be done for two Lots. The Applicant may apply through a single Application for any or both the Lots and clearly indicating the Lot(s) applied for in the Application Submission form. Subsequent to prequalification, the Borrower may undertake bidding for supply of the required equipments. However, it may be noted that the two lots may not necessarily be awarded to the same contractor.

An upfront and non-refundable Processing Fee of INR 25,000 plus applicable GST (presently 18%) is payable through NEFT transfer as per details given below:

[i]	Applicant Name	<Applicant Name>
[ii]	Name of Beneficiary	Export-Import Bank of India
[iii]	Beneficiary's Bank Name	Export-Import Bank of India
[iv]	Account No.	HO00INR11011004
[v]	IFSC Code	EIBI0HO0001
[vi]	GST Number	27AAACE2769D1ZS

The preparation and submission of Application for prequalification is **required in dual mode (on-line as well as off-line)** in accordance with the provisions of the Application Document.

Completed Applications (off-line) in accordance with the provisions of the Application Document along with NEFT acknowledgement receipt should be delivered physically by October 30, 2020, 15:00 hours, at the following address:

Mr. Ashok Kumar Vartia
Deputy General Manager
Export-Import Bank of India,
Office Block, Tower 1,
7th Floor, Adjacent to Ring Road
Kidwai Nagar [East]
New Delhi 110 001
Email: eximloc@eximbankindia.in
Website: www.eximbankindia.in

This Application Document [AD] consists of the following Parts:

Part I. Scope of the Supply

This Part includes a summary description and other data on this Prequalification process and of the prospective project to be contracted by the Borrower Government / Procuring Entity subsequent to this Prequalification.

Part II. Instructions to Applicants (ITA)

This Part provides information to the Applicants in preparing and submitting their applications for Prequalification (“Applications”) and the procedures for this prequalification process.

Part III. Data Sheet (DS) to ITA

This Part includes specific provisions that supplement Part II, Instructions to Applicants.

Part IV. Prequalification Criteria and Requirements

This Part specifies the criteria and requirements and the procedure to be used to determine how Applicants shall be prequalified and later to be invited to bid by Borrower Government/Procuring Entity.

Part V. Forms

This Part includes the Application Submission Form and other forms required to be submitted with the Application.

Part VI Questionnaire for Applicants

This questionnaire requires the prospective Applicants to furnish certain basic information, and confirm certain facts relating to their firm/ joint venture with respect to past performance and prospective engagement.

Application Document

for

Prequalification of Indian Manufacturers of
90 HP and 70 HP tractors for supply to
Ministry of Agriculture, Livestock and
Irrigation [MOALI], Government of Myanmar

Invitation for Prequalification

No.: GOILOC-180/Myanmar/Supply-14

Issued on: September 30, 2020

Contents

Application Document for Prequalification of Indian Entities

Part I	Scope of Supply	7
Part II	Instructions to Applicants (ITA)	9
Part III	Data Sheet (DS) to ITA	19
Part IV	Prequalification Criteria and Requirements	23
Part V	Forms	32
Part VI	Questionnaire for Applicants	53

PART I: SCOPE OF SUPPLIES

The Export-Import Bank of India (Exim Bank), on behalf of the Government of India has approved financing of supply of procurement of farm machinery and implements out of a Line of Credit extended to the Myanmar Foreign Trade Bank [MFTB] for which Exim Bank now seeks applications for prequalification from eligible Indian manufacturers. Refer Part II ITA 4 for eligibility provisions.

A] Background

The Ministry of Agriculture, Livestock and Irrigation [MOALI], Government of the Republic of the Union of Myanmar proposes to promote farm mechanization and utilization of modern state-of-the-art farm machinery. As part of these efforts, tractors and other innovative farm machineries are proposed to be made available to the farmers to update and upgrade the process of farm mechanization in the country.

B] Scope of Supplies

The Applicant for pre-qualification shall be a manufacturer of tractors with its own manufacturing facility (ies) and shall supply the tractors and farm machinery as described hereunder:

Details of Lots:

S. No.	Indicative Quantity (units)	Description
LOT I		
- Tractors		
1	650	90 HP Tractor
- Other Items		
2	650	Front Dozer for 90HP Tractor
3	650	Rotavator (90Hp) (2.5 m Width)
4	513	Poly Disc (7 Disc)Plough
LOT II		
- Tractors		
1.	750	70 HP Tractor
- Other Items		
2.	750	Front Dozer for 70HP Tractor
3.	750	Rotavator (70HP) (2 m Width)
4.	600	Poly Disc (7 Disc)Plough
5.	50	9-Tyne Spring Loaded Field Cultivator
6.	50	11-Tyne Spring Loaded Field Cultivator
7.	50	13-Tyne Spring Loaded Field Cultivator
8.	50	15-Tyne Spring Loaded Field Cultivator
9.	50	6- row multi crop seed planter, inclined cell plate
10.	50	Zero till seed-fertilizer drill
11.	80	Engine Operated self-propelled reaper binder

Additionally, the manufacturer of tractor has to make suitable arrangements for after sales service set up.

This common Application Document for Prequalification is applicable for the two Lots distinctly. The Applicant may apply through a single Application for any or both the Lots and clearly indicate the Lot(s) applied for in the Application Submission form. Subsequent to prequalification, the Borrower may undertake bidding for the two lots separately.

C] Contract execution period

The tractors and farm machinery are to be delivered within 36 months.

D] GOI Guidelines

As per the approval of GOI, goods, works and services for minimum 50% value of the contracts covered under this Lines of Credit, must be sourced from India. Applicants are advised to refer to the GOI guidelines mentioned above which are also available at <https://www.eximbankindia.in/assets/pdf/loc/GOI-Guidelines-on-LOC.pdf>

Part II. Instructions to Applicants [ITA]

Table of Articles

A.	General	
1	Background	11
2	Scope of Prequalification	11
3	Ethics and Integrity	11
4	Eligibility of Applicants	12
B.	Composition of the Application Document	
5	Contents of this Document	13
6	Clarifications	14
7	Corrigendum of Application Document	14
C.	Preparation, Submission and Opening of Applications	
8	Cost towards Application	14
9	Language	14
10	Documents constituting the Application	15
11	Application Submission Form	15
12	Documents Evidencing the Applicant's Eligibility	15
13	Documents Evidencing the Applicant's Qualifications	15
14	Authorized Signatory and Number of Copies	16
15	Preparing the Application Envelope	16
16	Application Submission Deadline	16
17	Late Applications	16
18	Opening of Applications	16
D.	Procedures for Evaluation of Applications	
19	Evaluation to be Confidential	17
20	Clarifications during Evaluation	17
21	Determination of Responsiveness of Applications	17
E.	Evaluation of Applications and Prequalification of Applicants	
22	Evaluation of Applications	17

23	Bank's Right to Accept or Reject Applications	18
24	Prequalification of Applicants	18
25	Notification of Prequalification	18
26	Subsequent Invitation for Bids	18

Part II. Instructions to Applicants (ITA)

A. General

- | | |
|-------------------------------------|---|
| 1. Background | 1.1 The Export-Import Bank of India (hereinafter called “the Bank”), on behalf of the Government of India (GOI), extends from time to time, concessional credit facilities (hereinafter called “Lines of Credit”) under the Indian Development and Economic Assistance Scheme (IDEAS) to overseas governments or their nominated agencies (hereinafter called “Borrower or Purchaser/Project Employer”), for financing projects to be executed by Indian entities. Payment by the Bank to the Indian exporters will be made only at the request of the Borrower and upon approval by the Bank, and will be subject, in all respects, to the terms and conditions of the credit (or financing) agreement. |
| 2. Scope of Prequalification | 2.1 With reference to the Invitation for Prequalification (IFP) indicated in Part III, Data Sheet (DS), this Application Document (“Application Document”) is being issued by the Bank to prospective applicants (“Applicants”) interested in submitting applications (“Applications”) for prequalification as per the scope described in Part I, I Scope of the project and subject to the provisions of this Application Document. |
| 3. Ethics and Integrity | <p>3.1 The Bank requires Applicants to participate in this prequalification process with the highest standards of ethics and integrity. It is strictly forbidden to the parties involved in the prequalification process, by themselves or by a third party, to offer, ask or accept for itself or for a third party, financial or non-financial advantage or even direct or indirect promise or any acts¹, as offsets for prequalification or bidding or contract award and execution as applicable, if susceptible of being qualified as criminal unlawful acts in accordance with national laws of any party involved.</p> <p>3.2 In pursuance of ITA 3.1 above, Applicants shall permit the Bank to inspect all accounts, records and other documents relating to the submission of the Application, bid submission (in case prequalified), and contract performance (in the case of award), and to have them audited by auditors appointed by the Bank.</p> <p>3.3 If, in accordance with the administrative procedures of the Bank, it is demonstrated that an Applicant in this prequalification process,</p> |

¹These acts shall include, but not limited to, corrupt practice, fraudulent practice, collusive practice, coercive practice, obstructive practice and conflict of interest.

or during the subsequent bidding for the contract(s) has violated the provisions stated in ITA 3.1 above, the Bank, inter alia

- a. Shall reject any Application for prequalification or proposal to award a contract in connection with the subsequent procurement process, as applicable; and/ or
- b. May declare an Applicant, temporarily or permanently, ineligible to be awarded future contracts under Bank funding.

4. Eligibility of Applicants

- 4.1 This prequalification exercise is open to only Indian Applicants in accordance with the provisions of ITA 4.4. Any form of association by the Applicant with ineligible entities either during this prequalification process or subsequent bidding process may be liable for rejection.
- 4.2 For the purpose of applying the eligibility criteria listed in this article 4, "Applicant" would include the single entity or in case of a joint venture ("JV"), each member of the JV, involved or intended to be involved with this prequalification process (as mentioned in Form A.1.2 Applicant's/ JV Member's Information Form), for any part of the prospective contract(s) including related services.
- 4.3 An Applicant may be a single entity or, if permitted in the **DS**, a combination of entities in the form of a JV either existing or with the intent to enter into a JV supported by a letter of intent or JV Agreement listing out the names of all the JV members. In the case of a JV, all members shall be jointly and severally liable for the execution of the contract(s) in accordance with the respective contract terms. The JV shall be represented by an authorized representative who shall have the authority from all members of the JV to conduct all business for and on behalf of the JV during the prequalification process. The limit on the number of members in a JV would be as specified in the **DS**.
- 4.4 This prequalification exercise is open to only Indian Applicants. An Applicant shall be deemed to be Indian if the Applicant is constituted, incorporated or registered, and operates in accordance with the provisions of the laws of India, as evidenced by its articles of incorporation and its registration documents, as the case may be.
- 4.5 An Applicant that has been blacklisted/ debarred/ sanctioned by any Multilateral Development Agencies (MDA) or any authority in India or the borrowing country in accordance with extant rules and procedures, shall be ineligible to participate in the prequalification/bidding process as applicable, during such period of time as the sanctioning authority shall have determined. In case the Applicant is blacklisted/debarred/sanctioned post the

prequalification process (i.e. including during bidding process and /on Project implementation phase), the Applicant shall immediately inform Exim Bank of such blacklisting/debarment/sanction and reasons thereof. This may lead to cancellation of prequalification / contract.

- 4.6 The list of debarred firms and individuals by certain leading MDAs is available as specified in the **DS**. This may not be an exhaustive list of debarred entities but those which are made available centrally on the respective MDA's website. Additionally, there could be lists of debarred entities issued by various government departments/procuring entities/ corporations and maintained offline.
- 4.7 An Applicant shall be ineligible to be prequalified if [a] it is currently under default on any loan to any Bank/Financial Institution (FI) and its account has been classified as Non-Performing Asset (NPA) as per Central Repository of Information on Large Credits (CRILC) database; and [b] its promoters/directors appear in Negative List, RBI Wilful Defaulter List (Suit filed as well as non-suit filed), Credit Information Bureau India Ltd. (CIBIL) Defaulter List and/or any other negative list of central and/or state government agencies, updated from time to time. On being included in any of the above lists post the prequalification process (i.e. including during bidding process and/or Project implementation phase), the Applicant shall immediately inform Exim Bank on the inclusion and reasons thereof. This may lead to cancellation of prequalification / contract.
- 4.8 An Applicant shall furnish such evidence of eligibility satisfactory to the Bank, as the Bank shall reasonably request.

B. Composition of the Application Document

5. Contents of this Document

- 5.1 This Application Document consists of the Parts indicated below, and which should be read in conjunction with any Corrigendum issued in accordance with ITA 7.
- Part I. Scope of Supply
 - Part II. Instructions to Applicants (ITA)
 - Part III. Data Sheet (DS) to ITA
 - Part IV. Prequalification Criteria and Requirements
 - Part V. Forms
 - Part VI. Questionnaire for Applicants
- 5.2 Unless obtained directly from the Bank, the Bank shall not be responsible for the completeness of the document, responses to requests for clarification, or Addenda to the Application Document

in accordance with ITA 7. In case of any discrepancies, documents issued directly by the Bank shall prevail.

- 5.3 An Applicant is expected to study all instructions, and forms in the Application Document and to furnish with its Application all information or documentation as is required by the Application Document.

6. Clarifications

- 6.1 A prospective Applicant requiring any clarification of the Application Document shall contact the Bank in writing at the Bank's address indicated in the **DS**. The Bank will respond in writing to any request for clarification provided that such request is received no later than fourteen (14) days prior to the deadline for submission of the applications. The Bank's response, at its discretion, may be put up on its website and shall include a description of the inquiry (without identifying its source) and corresponding clarification. As a result of a clarification the Bank may, if necessary, amend the Application Document in accordance with the provisions of ITA 7.
- 6.2 Any modification to the Application Document that may become necessary as a result of the clarifications to the queries shall be made by the Bank exclusively through the use of a Corrigendum pursuant to ITA 7.

7. Corrigendum of Application Document

- 7.1 At any time prior to the deadline for submission of Applications, the Bank may amend the Application Document by issuing a Corrigendum.
- 7.2 Any Corrigendum or Addenda issued shall be deemed to be part of the Application Document and shall be published on the Bank's website.
- 7.3 Post Corrigendum, in order to allow sufficient time to the prospective Applicants in preparing their Applications, or for other good reason, the Bank may, at its discretion, extend the deadline for the submission of Applications in accordance with ITA 16.2.

C. Preparation, Submission and Opening of Applications

8. Cost towards Application

- 8.1 The Applicant shall bear all costs associated with the preparation and submission of its Application. The Bank will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the prequalification process.

9. Language

- 9.1 The Application documentation and printed literature that are part of the Application, if in another language, shall be accompanied by an accurate translation of the relevant passages in English language,

which shall be the governing language.

**10. Documents
constituting the
Application**

- 10.1 The Application shall comprise the following:
- (a) Application Submission Form, in accordance with ITA 11.1;
 - (b) documentary evidence establishing the Applicant's eligibility, in accordance with ITA 12.1;
 - (c) documentary evidence establishing the Applicant's qualifications, in accordance with ITA 13; and
 - (d) any other document required as specified in the **DS**.

**11. Application
Submission Form**

- 11.1 The Applicant shall complete an Application Submission Form as provided in Part V (Forms). This Form must be completed without any alteration to its format.

**12. Documents
Evidencing the
Applicant's
Eligibility**

- 12.1 To establish its eligibility in accordance with ITA 4, the Applicant shall complete the eligibility declarations in the Application Submission Form and Forms A.1.1 and A.1.2, included in Part V (Forms).

**13. Documents
Evidencing the
Applicant's
Qualifications**

- 13.1 To establish its qualifications in accordance with Part IV, Prequalification Criteria and Requirements, the Applicant shall provide the information requested in the corresponding Forms included in Part V without any alteration to the format. Applicant shall also complete the Questionnaire included in Part VI without any alteration to the questions. Each Form included in Part V and the Questionnaire in Part VI shall be duly signed by the authorized representative of the Applicant. In case of JV, authorized representative of the respective member shall sign. Non-compliance with this clause may result in summary rejection of the Application.

- 13.2 If permitted in the **DS**, an Applicant, who does not manufacture or produce the goods it offers to supply, shall submit documentation related to Manufacturer's Authorisation as specified in the **DS**.

- 13.3 Wherever a monetary amount is to be stated, Applicant should indicate the USD equivalent using the rate of exchange determined as follows:

- (a) Exchange rates shall be taken from the publicly available source identified in the **DS**. Any error in determining the exchange rates in the Application may be corrected by the Bank during evaluation.
- (b) For data related to financial statements, the amounts shall be mentioned in Indian Rupees (INR). Equivalent amount in USD shall be arrived at using the exchange rate as on 31st March of respective financial year as specified in the **DS**.
- (c) for data related to applicable requirements stipulated with respect to Liquid Assets, Annual Residual Contract Value and

contracts signed in the current financial year, unless otherwise specified in the **DS**, the exchange rate prevalent as on the working day preceding the date of Invitation for Prequalification (IFP) shall be used to arrive at the USD equivalent as specified in the **DS**; and

- (d) for contracts signed prior to the current financial year, the exchange rate as on 31st March of the respective financial year in which the contract was signed shall be used to arrive at the USD equivalent as specified in the **DS**.

14. Authorized Signatory and Number of Copies

- 14.1 The Applicant shall prepare one original of the documents comprising the Application as described in ITA 10 and clearly mark it "ORIGINAL". The original of the Application shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of the Applicant. In case the Applicant is a JV, the Application shall be signed by all members of the JV.

15. Preparing the Application Envelope

- 15.1 The Applicant shall enclose the original Application in a sealed envelope that shall:
- (a) be addressed to the Bank, as per ITA 16.1;
 - (b) mention the name and address of the Applicant; and
 - (c) mention the specific identification of this prequalification process indicated in the **DS** ITA 2.1.
- 15.2 The Bank will accept no responsibility for not processing any envelope that was not prepared as required in ITA 15.1 above.

16. Application Submission Deadline

- 16.1 Applicants must submit their Applications in dual mode (on-line as well as off-line). Applications shall be received by the Bank at the address and no later than the deadline indicated in the **DS**.
- 16.2 The Bank may, at its discretion, extend the deadline for the submission of Applications by amending the Application Document in accordance with ITA 7.

17. Late Applications

- 17.1 Applications received after the deadline for submission of applications shall not be admissible, and if received, shall be returned unopened to the Applicant.

18. Opening of Applications

- 18.1 The Bank shall open all Applications at the date, time and place specified in the **DS**. Applicants' representatives may be present during opening.

D. Procedures for Evaluation of Applications

19. Evaluation to be Confidential

19.1 Information relating to the Applications, their evaluation and result shall be confidential and will not be disclosed to Applicants or any other person(s) not officially concerned with the prequalification process until the official notification of prequalification results is made in accordance with ITA 25.

19.2 From the deadline for submission of Applications to the time of notification of the results of the prequalification in accordance with ITA 25, any Applicant who wishes to contact the Bank on any matter related to the prequalification process (except as specified in ITA 20.1 below), may do so only in writing. Canvassing in any form will be grounds for disqualification.

20. Clarifications during Evaluation

20.1 During the evaluation of Applications, in case of ambiguity, the Bank may, at its discretion, ask an Applicant for a clarification of its Application, to be submitted within a stated reasonable period of time. Any request for clarification from the Bank and all clarifications from the Applicant shall be in writing. Any clarification submitted by an Applicant that is not in response to a request by the Bank may not be considered.

20.2 If an Applicant does not provide (within the time allowed) clarifications and/or documents requested as per the Bank's request for clarification, its Application shall be evaluated based on the information and documents available at the time of evaluation of the Application.

21. Determination of Responsiveness of Applications

21.1 The Bank may reject any Application which is not responsive to the requirements of the Application Document and may not subsequently be made responsive by correction of the causes of non-responsiveness or by substitution or resubmission of the Application or part thereof.

E. Evaluation of Applications and Prequalification of Applicants

22. Evaluation of Applications

22.1 The Bank shall use the criteria and requirements defined in Part IV, Prequalification Criteria and Requirements, to evaluate the qualifications of the Applicants, and no other methods, criteria, or requirements shall be used. The Bank reserves the right to waive minor deviations from the prequalification criteria if they do not materially affect the technical capability and financial resources of an Applicant to perform the contract.

- 22.2 The qualification and experience of sub-contractors(s), if any, proposed by the Applicant will not be considered for evaluation of the Application.
- 22.3 Only the qualifications of the Applicant, in the capacity as prime contractor/ member of JV to the purchaser /project employer, shall be considered. In particular, the qualifications of a parent or subsidiary or any other affiliated company of the Applicant, who is not member of the JV except as permitted by ITA 4.3 shall not be considered.
- 22.4 The qualification and experience of the Applicant for execution of contracts in-house or for a parent/ promoter/ group concerns or for Special Purpose Vehicles (SPVs), set up by the Applicant or its group companies, shall not be considered.
- 23. Bank's Right to Accept or Reject Applications**
- 23.1 The Bank reserves the right to accept or reject any Application, and to annul the prequalification process and reject all Applications at any time, without thereby incurring any liability to the Applicants.
- 24. Prequalification of Applicants**
- 24.1 All Applicants, whose Applications substantially meet or exceed the specified qualification requirements, will be prequalified by the Bank.
- 25. Notification of Prequalification**
- 25.1 The Bank shall notify the result of the prequalification process through a letter to the prequalified Applicants and to the applicants not meeting the prequalification criteria.
- 25.2 Applicants that have not been prequalified may write to the Bank no later than 7 calendar days after the date of intimation by the Bank, of the result of prequalification, to request clarifications regarding the grounds on which they were not prequalified.
- 26. Subsequent Invitation for Bids**
- 26.1 The Bank shall forward the list of prequalified firms to the Borrower for subsequent invitation of bids.

Part III. Data Sheet (DS) to ITA	
A. General	
ITA 2.1	<p>The identification of the Invitation for Prequalification [IFP] is: GOILOC- 180/Myanmar/Supply-14</p> <p>The Bank's address is: Export-Import Bank of India, Office Block, Tower 1 7th Floor, Adjacent to Ring Road Kidwai Nagar [East] New Delhi 110 023 Tel: +91 11-2347 4829/2347 4800 Email: eximloc@eximbankindia.in Website: www.eximbankindia.in</p>
ITA 4.3	Applications from Joint Venture or a Consortium, or an Association (JVCA), either incorporated or unincorporated, shall not be considered for the Prequalification.
ITA 4.6	<p>A list of debarred firms and individuals by: The World Bank is available on the website: http://www.worldbank.org/debarr</p> <p>The Asian Development Bank is available on the website: http://lnadbg4.adb.org/oga0009p.nsf/sancALLPublic?OpenView&count=999</p> <p>The African Development Bank is available on the website: http://www.afdb.org/en/projects-and-operations/procurement/debarment-and-sanctions-procedures/</p> <p>The European Bank for Reconstruction and Development is available on the website: http://www.ebrd.com/pages/about/integrity/list.shtml</p> <p>The Inter-American Development Bank is available on the website: http://www.iadb.org/en/topics/transparency/integrity-at-the-idb-group/sanctioned-firms-and-individuals,1293.html</p>
B. Contents of the Application Document	
ITA 6.1	<p>For clarification purposes, the Bank's address is: Mr. Ashok Kumar Vartia Deputy General Manager Export-Import Bank of India Office Block, Tower 1 7th Floor, Adjacent to Ring Road Kidwai Nagar [East] New Delhi -110023 Email: eximloc@eximbankindia.in</p>

C. Preparation, Submission & Opening of Applications	
ITA 10.1 (d)	<p>The preparation and submission of Application Form will be in dual mode (on-line as well as off-line).</p> <p>i) <u>On-line mode of Application</u> The applicant shall submit the application through Exim Bank's portal https://locprocure.eximbankindia.in</p> <p>For details for submitting Online Application, please refer the above portal.</p> <p><u>Minimum Requirements:</u></p> <ol style="list-style-type: none"> 1. Computer/Laptop with Internet connection. 2. Operating System: Windows Version: Windows 7/8/10 – 32 or 64 Bit. 3. Java Version: 1.8 or above 4. Mozilla version should be 45.0 and above(x86 only i.e. OS of 32 Bit Version) 5. Digital Certificate: Class III, Signing + Encryption and it should be organizational certificate.
	<p><u>For any Online technical clarification, kindly contact:</u></p> <p>BoB E Procure Pvt. Ltd. 3 / 4, 3rd Floor, Maruthi Towers, Madivala, SBM, Bangalore Karnataka – 560069 Email: pqsupport@bobeprocure.net</p> <p>ii) <u>Off-line mode of Application</u></p> <p>The applicant shall forward a hard copy of its application along with a covering letter clearly indicating the name of the project and the Prequalification Reference No.</p> <p>The Applicant shall submit with its application, the following additional documents as attachment to the Application Submission Form:</p> <p>The Applicant shall submit a copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorized, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant. Copy (self-attested) of such relevant company Board Resolution or equivalent document should also be attached.</p> <p><u>Note: It is mandatory for Applicants to submit the Application in both On-line and Off-line modes. Any Application not submitted in accordance with the requirements mentioned in this clause will be liable for rejection. In the event of any discrepancy in Application submitted On-line and Off-line, the information submitted in the hard copy (Off-line submission) will prevail</u></p>

ITA 13.2	Applicant shall be a manufacturer of tractors and shall offer products manufactured in its own manufacturing facility (ies). Application from an entity, who is not a manufacturer of tractors being offered, or the tractor being offered was not manufactured in a facility owned by the Applicant, is liable for rejection.																																	
ITA 13.3	<p>The source for determining exchange rates is: For conversion of foreign currency / Indian rupees (INR) to US Dollar, the Applicants shall use the Reference Rates of Foreign Currency published by Financial Benchmark India Private Ltd (FBIL) (https://www.fbil.org.in/)</p> <p>In case a particular currency rate is not published by FBIL, then the selling rate of such currency shall be taken from the following website: http://www.oanda.com</p>																																	
ITA 13.3(b) & (d)	<p>Applicants shall use the following rates for conversion between USD and INR:</p> <table><tr><td></td><td>USD 1 = INR</td><td>INR 1 = USD</td></tr><tr><td>31-Mar-11</td><td>44.6500</td><td>0.0224</td></tr><tr><td>31-Mar-12</td><td>51.1565</td><td>0.0195</td></tr><tr><td>31-Mar-13</td><td>54.3893</td><td>0.0184</td></tr><tr><td>31-Mar-14</td><td>60.0998</td><td>0.0166</td></tr><tr><td>31-Mar-15</td><td>62.5908</td><td>0.0160</td></tr><tr><td>31-Mar-16</td><td>66.3329</td><td>0.0151</td></tr><tr><td>31-Mar-17</td><td>64.8386</td><td>0.0154</td></tr><tr><td>31-Mar-18</td><td>65.0441</td><td>0.0154</td></tr><tr><td>31-Mar-19</td><td>69.1713</td><td>0.0145</td></tr><tr><td>31-Mar -20</td><td>75.3859</td><td>0.0133</td></tr></table>		USD 1 = INR	INR 1 = USD	31-Mar-11	44.6500	0.0224	31-Mar-12	51.1565	0.0195	31-Mar-13	54.3893	0.0184	31-Mar-14	60.0998	0.0166	31-Mar-15	62.5908	0.0160	31-Mar-16	66.3329	0.0151	31-Mar-17	64.8386	0.0154	31-Mar-18	65.0441	0.0154	31-Mar-19	69.1713	0.0145	31-Mar -20	75.3859	0.0133
	USD 1 = INR	INR 1 = USD																																
31-Mar-11	44.6500	0.0224																																
31-Mar-12	51.1565	0.0195																																
31-Mar-13	54.3893	0.0184																																
31-Mar-14	60.0998	0.0166																																
31-Mar-15	62.5908	0.0160																																
31-Mar-16	66.3329	0.0151																																
31-Mar-17	64.8386	0.0154																																
31-Mar-18	65.0441	0.0154																																
31-Mar-19	69.1713	0.0145																																
31-Mar -20	75.3859	0.0133																																
ITA 13.3(c)	<p>Applicants shall use the following rates for conversion between USD and INR:</p> <table><tr><td>USD 1 = INR</td><td>INR 1 = USD</td></tr><tr><td>73.8521</td><td>0.0135</td></tr></table>	USD 1 = INR	INR 1 = USD	73.8521	0.0135																													
USD 1 = INR	INR 1 = USD																																	
73.8521	0.0135																																	

ITA 14.1	<p>Additionally, one (1) copy in a pen drive shall also be submitted.</p> <p>The prequalification application document (off line version) shall be submitted in spiral or hard bound form only and not as loose sheets in plastic folders. All the pages shall be machine numbered and a table of contents shall be included in the beginning of each volume of documents referring the page numbers of the indexed items.</p>
ITA 16.1	<p>Submission of Application is required in dual mode i.e. on-line as well as off-line as mentioned in ITA 10.1(d).</p> <p>The deadline for Application submission is:</p> <p>Date: October 30, 2020</p> <p>Time: 15:00 hrs</p> <p>For application submission purposes only, the Bank's address is:</p> <p>Bank's address is the same as that indicated in ITA 2.1</p> <p>Attention: Mr. Ashok Kumar Vartia, Deputy General Manager</p>
ITA 18.1	<p>The opening of the Applications shall be at the Bank's address as that indicated in ITA 2.1</p> <p>Date: October 30, 2020</p> <p>Time: 15:30hrs</p>

Part IV. Prequalification Criteria and Requirements

This Part contains all the criteria, requirements and procedures that the Bank shall use to evaluate Applications. The information to be provided in relation to each requirement and the definitions of the corresponding terms can be referred to in the respective Forms.

Contents

A	General	24
B	Past Contract Performance and Litigation	24-25
C	Financial Status and Capacity	26-27
D	Experience	27-28
E	Quality Assurance	29- 30

A. General

A.1 Nationality	
Requirement:	<ul style="list-style-type: none"> ➤ The Applicant's Nationality shall be in accordance with ITA 4.4 ➤ Documentation and Attachments to be submitted as mentioned below
Documentation to be submitted	Form A.1.1 and A.1.2
Attachments to be submitted	<ul style="list-style-type: none"> ➤ Articles & Memorandum of Association and Certificate of Incorporation/Partnership Deed (in case of Partnership firm) of the Applicant in accordance with ITA 4.4.

A.2. Eligibility	
Requirement:	<ul style="list-style-type: none"> ➤ Applications from Joint Venture or a Consortium, or an Association (JVCA) shall not be considered for the Prequalification. ➤ The Applicant shall not be under declaration as ineligible, as described in ITA 4.5 and ITA 4.7. ➤ Documentation and Attachments to be submitted as mentioned below
Documentation to be submitted:	Application Submission Form
Attachments	<ul style="list-style-type: none"> ➤ The Applicant shall submit a copy [self-attested on all pages] of Power of Attorney in favour of the person who has been authorized, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant. A copy [self-attested] of such relevant company Board Resolution or equivalent document should also be attached. ➤ For an Applicant as a single entity : <ul style="list-style-type: none"> • Permanent Account Number [PAN]: Self attested copy • GST Registration details, as applicable: Self attested copy

B. Past Contract Performance and Litigation

B.1 Past Contract Non-performance	
Requirement:	<ul style="list-style-type: none"> • There shall be no instance of contract² non-performance as a result of Applicant's default since September 01, 2015. • The Applicant shall inform Exim Bank of any such

² Contract non-performance must be based on all information on fully settled disputes or litigation, i.e. dispute or litigation that has been resolved in accordance with the dispute resolution mechanism under the respective contract and where all appeal instances available to the applicant have been exhausted.

	<p>instances post submission of the Prequalification Application.</p> <ul style="list-style-type: none"> • Documentation and Attachments to be submitted as mentioned below.
Documentation to be submitted:	Form B.1.1
Attachments to be submitted:	Documents establishing details included in Form B.1.1

B.2 Pending Contractual Litigation	
Requirement:	<p>➤ Applicant shall have a positive 'Adjusted Net Worth' [as defined below] determined as per financial statements for the latest financial year FY 2018-19 (FY 2019-20 if available).</p> <ul style="list-style-type: none"> • 'Pending Contractual Litigation Value' shall be deemed to be 25% of the aggregate value of pending litigation across all contracts, net of provisions made in the latest audited financial statements (FY 2018-19), which shall be deducted from the net worth to arrive at the 'Adjusted Net Worth'. <p>*Adjusted Net Worth:</p> <p>Net worth as per the latest financial statements less [25% of Pending Contractual Litigation Value less provisions made in the latest audited financial statements for pending contractual litigations] = Positive</p> <p>➤ Documentation and Attachments to be submitted as mentioned below.</p> <p>➤ In case of JV, each member shall meet the requirement.</p>
Documentation to be submitted:	Form B.2.1
Attachments to be submitted:	Documents establishing details included in Form B.2.1

B.3 Litigation History	
Requirement:	<ul style="list-style-type: none"> • The aggregate amount of awards against the Applicant, if any, since September 01, 2015 shall not exceed 25% of the net worth as per the latest financial statements. • Documentation and Attachments to be submitted as mentioned below.
Documentation to be submitted:	Form B.3.1
Attachments to be submitted:	Documents establishing details included in Form B.3.1

C. Financial Status and Capacity

C.1 Financial Status													
Requirement:	<div>(i) The audited balance sheets, statements of profit & loss and annual reports for the last 5 financial years [FY 2014-15 to FY 2018-19] (FY 2015-16 to FY 2019-20 if available) shall be submitted and must demonstrate the current soundness of the Applicant’s financial position and indicate its prospective long-term profitability in terms of:<div><div>a. Positive adjusted net worth for each of the last five (5) financial years defined above;</div><div>b. Profit (i.e. Profit Before Tax) for at least two (2) out of last five (5) financial years defined above;</div><div>c. Annual Revenue³ in any one (1) of the last five (5) financial years as defined above, be not less than as under:</div></div><table><tr><th>Lot 1</th><th>Lot 2</th><th>Both Lots</th></tr><tr><td>USD 8 million</td><td>USD 8 million</td><td>USD 16 million</td></tr></table><div>In order to qualify for both the lots, the Applicant shall meet aggregated requirement under above criteria.</div></div> <div>(ii) The Applicant shall demonstrate that it has access to, or has available, liquid assets, lines of credit and other financial means [independent of any contractual advance payment] sufficient to meet the project cash flow requirements of ongoing contracts, including the present contract, net of the Applicants’ other commitments. Minimum required liquid assets and/or credit facilities to be made available for execution of the contract shall not be less than:<table><tr><th>Lot 1</th><th>Lot 2</th><th>Both Lots</th></tr><tr><td>USD 2 million</td><td>USD 2 million</td><td>USD 4 million</td></tr></table><div>In order to qualify for both the lots, the Applicant shall meet aggregated requirement under above criteria.</div></div>	Lot 1	Lot 2	Both Lots	USD 8 million	USD 8 million	USD 16 million	Lot 1	Lot 2	Both Lots	USD 2 million	USD 2 million	USD 4 million
Lot 1	Lot 2	Both Lots											
USD 8 million	USD 8 million	USD 16 million											
Lot 1	Lot 2	Both Lots											
USD 2 million	USD 2 million	USD 4 million											

³In case of Contracts in INR, the exchange rate of 31st March of the financial year in which the contract was signed will be used to arrive at the USD equivalent.

	(iv) Documentation and Attachments to be submitted as mentioned below.
Documentation to be submitted:	<ul style="list-style-type: none"> • Form C.1.1 and Form C.1.3 both certified by the Statutory Auditor of the Applicant • Form C.1.2
Attachments to be submitted:	<p>The Applicant shall provide copies of audited financial statements for the last five (5) years defined above. The financial statements shall:</p> <ol style="list-style-type: none"> a) reflect the financial situation of the Applicant and not an affiliated entity [such as parent company or group member]. b) be independently audited and certified by the Statutory Auditors/ Chartered Accountants in accordance with applicable legislation. c) be complete, including all notes to the financial statements. d) correspond to accounting periods already completed and audited. <p>Supporting documents issued by the Banks for additional financial means for likely future commitments to be attested by the respective banks. These documents shall be of latest available date and shall be valid beyond the last date of submission of the Prequalification Application.</p>
C.2 Value of ongoing contracts	
Requirement	<ul style="list-style-type: none"> ➤ Aggregate annual residual value⁴ of all ongoing contracts shall not be more than 350% of the highest annual turnover in last five (5) years defined above. In case of JV, this shall apply to each member. ➤ Documentation and Attachments to be submitted as mentioned below.
Documentation to be submitted:	Form C.2.1 certified by a Chartered Accountant
Attachments to be submitted:	None.

D. Experience

D.1 General Experience	
Requirement:	<ul style="list-style-type: none"> • Experience as manufacturer of Tractors manufactured in the Applicant's own facilities, in India, continuously

⁴ Exchange rate prevalent as on the working day preceding the date of Invitation for Prequalification (IFP) shall apply [Refer ITA 13.3(c)].

	for (7) years, starting from September 01, 2013 and up to Application submission deadline. <ul style="list-style-type: none"> Documentation and Attachments to be submitted as mentioned below.
Documentation to be submitted:	➤ Form D.1.1 certified by an independent Chartered Accountant.

D.2 Specific Experience	Refer Part I: Scope of Supplies																																	
Requirement:	<p>A.</p> <p>LOT-1: Experience in manufacture and supply, of not less than the number of units indicated in the time period mentioned below, of Tractors (90 HP Capacity) at manufacturing facility(ies) owned by the Applicant in India:</p> <table><tr><td></td><td>Manufacturing in No of Years</td><td>Experience of Manufacturing Tractors(90HP) (No. of units)</td></tr><tr><td>Option I</td><td>Over any one of the last three financial years</td><td>260</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option II</td><td>Over any two of the last three financial years</td><td>325</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option III</td><td>Over the last three financial years</td><td>520</td></tr></table> <p>LOT-II:</p> <p>Experience in manufacture and supply, of not less than the number of units indicated in the time period mentioned below, of Tractors (70 HP Capacity) at manufacturing facility(ies) owned by the Applicant in India:</p> <table><tr><td></td><td>Manufacturing in No of Years</td><td>Experience of Manufacturing Tractors (70HP) (No. of Units)</td></tr><tr><td>Option I</td><td>Over any one of the last three financial years</td><td>300</td></tr><tr><td colspan="2">OR</td><td></td></tr><tr><td>Option II</td><td>Over any two of the last three financial years</td><td>375</td></tr><tr><td colspan="2">OR</td><td></td></tr></table>		Manufacturing in No of Years	Experience of Manufacturing Tractors(90HP) (No. of units)	Option I	Over any one of the last three financial years	260	OR			Option II	Over any two of the last three financial years	325	OR			Option III	Over the last three financial years	520		Manufacturing in No of Years	Experience of Manufacturing Tractors (70HP) (No. of Units)	Option I	Over any one of the last three financial years	300	OR			Option II	Over any two of the last three financial years	375	OR		
	Manufacturing in No of Years	Experience of Manufacturing Tractors(90HP) (No. of units)																																
Option I	Over any one of the last three financial years	260																																
OR																																		
Option II	Over any two of the last three financial years	325																																
OR																																		
Option III	Over the last three financial years	520																																
	Manufacturing in No of Years	Experience of Manufacturing Tractors (70HP) (No. of Units)																																
Option I	Over any one of the last three financial years	300																																
OR																																		
Option II	Over any two of the last three financial years	375																																
OR																																		

	Option III	Over the last three financial years	600
	<p>B. Subcontractors' experience, if any, submitted with the Application shall not be taken into account in determining the Applicant's compliance.</p> <p>C. In order to qualify for both lots, Applicant shall meet aggregate requirements under D.2.A Specific Experience, under each lot.</p> <p>The Applicant shall clearly indicate the priority for the lot/s the Applicant wishes to be prequalified. Evaluation and prequalification will be made based on the priority indicated by the Applicant for different lots as per Form D.2.2. In case no priority is indicated, Exim Bank's evaluation shall be final.</p> <p>D. Documentation and Attachments to be submitted as mentioned below</p>		
Documentation to be submitted:	<p>Form D.2.1 certified by an independent Chartered Accountant.</p> <p>Form D.2.2</p>		

E. Quality Assurance

E.1 Certified Management System	
Requirement:	ISO Accreditation / Certified Quality Management System
Documentation to be submitted:	Form E.1.1
Attachments to be submitted:	Self-attested copy of ISO Accreditation/Quality Management System Certificate valid as on the deadline for submission of application.

E.2 Manufacturer's Authorization (Undertaking)	
Requirement:	<ul style="list-style-type: none"> In the case of an Applicant who offers to supply and/or install Other Items (i.e. equipments except Tractors) in accordance with Part I of the Application Document that the Applicant does not manufacture or otherwise produce, the Applicant shall submit an undertaking to submit Manufacturer's Authorization(s) for all major equipment in

Part IV – Prequalification Criteria and Requirements

	<p>favour of the Applicant to bid for the subsequent contract confirming warranty support, in the event of prequalification and submission of bid by the Applicant.</p> <ul style="list-style-type: none">• Documentation to be submitted as mentioned below
Documentation to be submitted:	Form E.2.1

NOTE:

The Evaluation Criteria for Pre- Qualification of Applicants

Sr. No.	Description	Remarks
A.	General	Evaluation on Pass/ Fail basis
B.	Past Contract Performance and Litigation	Evaluation on Pass/ Fail basis
C.	Financial Status and Capacity	Evaluation on Pass/ Fail basis
D.	Experience	Evaluation on Pass/ Fail basis
E.	Quality Assurance	Evaluation on Pass/ Fail basis

Part V. Forms

Table of Forms

Application Submission Form	:	33
Checklist for Various Forms and Documents to be Submitted	:	35
Applicant Information Form	:	38
Past Contract Non-Performance, Pending Litigation and Litigation History	:	39
Financial Status and Capacity	:	42
Source of Finance	:	43
Annual Turnover	:	45
General Experience	:	46
Specific Experience	:	47
Certified Management System	:	48

Application Submission Form

Date: *[insert day, month, and year]*

IFP No. and title: *[insert IFP number and title]*

To: *[insert full name of Bank]*

We, the undersigned, apply to be prequalified for the referenced IFP *[if lots are applicable, mention the lot number(s) as appropriate]* and declare that:

- (a) We have examined and have no reservations to the Application Document, including Corrigendum No(s)._____, issued in accordance with Instructions to Applicants (ITA) 7: *[insert the number and issuing date of each corrigendum or “nil” if no corrigendum is issued]*.
- (b) We meet the eligibility requirements as stated in ITA 4.1, we have not been currently blacklisted/debarred/ sanctioned in accordance with ITA 4.5. Subsequent to the deadline for Application submission, in case we are blacklisted/debarred/sanctioned, we shall immediately inform Exim Bank of such blacklisting/debarment/sanction and reasons thereof, in accordance with ITA 4.5;
- (c) We confirm that we are currently not under default in any loan to any Bank/FI and our account has not been classified as Non-Performing Asset (NPA) with any Bank/FI. We further confirm that none of our companies/promoters/directors appear in RBI Caution List, RBI Willful Defaulter List (Suit filed as well as non-suit filed), Credit Information Bureau India Ltd. [CIBIL] Defaulter List and any other negative list of central and state government agencies, updated from time to time. On being included in any of the above lists, we shall immediately inform Exim Bank on the inclusion and reason for inclusion thereof, in accordance with ITA 4.7;
- (d) We understand that you may cancel the prequalification process at any time and that you are neither bound to accept any Application that you may receive nor to invite the prequalified Applicants to bid for subsequent contract(s) subject to this prequalification process, without incurring any liability to the Applicants, in accordance with ITA 23.1.
- (e) We hereby confirm that we have not appointed any agent and we have not paid any agency commission for this Prequalification process. If prequalified, we also confirm that we will not appoint any agent and nor will we pay any agency commission for the corresponding tendering process or execution of the contract.

- (f) We further declare that we are/are not (Note: strike off whichever is not applicable) facing any investigation by any Government procuring entity / corporation or Multilateral Development Agencies (MDA). (If yes, please provide details in a separate sheet, as necessary.)
- (g) All information, statements and description contained in the Application are in all respect true, correct and complete to the best of our knowledge and belief. We understand that misrepresentation of facts in our Application and contravention to ITA 3, inter alia, may lead to rejection of our Application/ cancellation of prequalification.

Signed *[insert signature(s) of an authorized representative(s) of the Applicant]*

Name *[insert full name of person(s) signing the Application]*

In the capacity of *[insert capacity of person(s) signing the Application]*

Address *[insert street number/town or city/country address]*

Dated on *[insert day number]* day of *[insert month]*, *[insert year]*

Encl: Checklist of forms and documents

Checklist for Various Forms and Documents to be submitted

Form No.	Details of Forms and Documents	Page no.
	NEFT acknowledgement receipt towards payment of Processing Fee	
A.1.1	Applicant Information Form	
	1. Articles & Memorandum of Association	
	2. Certificate of Incorporation (or equivalent documents of constitution or association), and/or documents of registration	
	3. PAN and GST Registration Details	
	4. Letter of intent to form JV or JV agreement, in case of JV	N.A.
	5. Organizational chart	
	6. List of Board of Directors with their complete designation in case of nominee directors	
	7. The beneficial ownership with respective shareholding and nationality of shareholders	
	8. A copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorised, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant	
	9. A copy of relevant Company Board Resolution referred to in item No. 8 above	
A.1.2*	Applicant's JV Member's Information Form [in case Applicant is a JV]	N.A.
*	1. Articles & Memorandum of Association of the JV Member	
*	2. Certificate of Incorporation (or equivalent documents of constitution or association), and/or documents of registration, of the JV Member	
*	3. PAN and GST Registration Details of the JV Member	
*	4. Organizational chart of the JV Member	
*	5. List of Board of Directors with their complete designation in case of nominee directors of the JV Member	
*	6. The beneficial ownership with respective shareholding and	

	nationality of shareholders of the JV Member	
*	7. A copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorised, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant	
*	8. A copy of relevant Company Board Resolution referred to item No. 7 above.	
B.1.1 *	Non-Performed Contracts	
*	1. Documents establishing details included in Form B.1.1	
B.1.2 *	Pending Litigation	
*	1. Documents establishing details included in Form B.2.1	
B.1.3 *	Litigation History	
*	1. Documents establishing details included in Form B.3.1	
C.1.1 *	Financial Status & Capacity, certified by the Statutory Auditor of the Applicant	
C.1.2 *	Sources of Finance	
*	1. Audited Annual Reports for the last 5 years	
*	2. Statement of Consolidated Credit Facilities (sanctioned, utilised and available) from Lead Banker or respective Bank statements duly attested by the respective banks.	
C.1.3 *	Annual Turnover, certified by the Statutory Auditor of the Applicant	
C.2.1 *	Ongoing Contracts (Certified by a Chartered Accountant)	
D.1.1 *	General Experience	
*	1. Form D.1.1 certified by a Chartered Accountant	
*	2. Supporting documents demonstrating manufacturing facilities owned by the Applicant along with the installed capacities for manufacturing.	
D.2.1 *	Specific Experience	
*	1. Form D.2.1 Certified by a Chartered Accountant	
*	2. Product brochures of Tractors of 90 HP and 70 HP with technical specifications demonstrating substantial similarity to the requirements stipulated for Lot I and/ or II as applicable.	

Part V -Forms

D.2.2	Priority Order for Lots for Prequalification	
E.1.1	Certified Management System	
	Self-attested copy of ISO Accreditation / Quality Management System Certificate	
E.2.1	Manufacturer's Authorisation (Undertaking)	N.A.
Part VI. *	Questionnaire for Applicants	

Note : Please insert page numbers

Form A.1.1

Applicant Information Form

[to be filled in for the Applicant]

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page*[insert page number]*of *[insert total number]*pages

<p>Applicant's name</p> <p><i>[insert full name]</i></p>
<p>Applicant's country* of registration:</p> <p><i>[indicate country of Constitution]</i></p>
<p>Applicant's actual year of incorporation:</p> <p><i>[indicate year of Constitution]</i></p>
<p>Applicant's legal address [registered in India]:</p> <p><i>[insert street/ number/ town or city/ country]</i></p>
<p>Applicant's authorized representative information</p> <p>Name: <i>[insert full name]</i></p> <p>Address: <i>[insert street/ number/ town or city/ country]</i></p> <p>Telephone/Fax numbers: <i>[insert telephone/fax numbers, including country and city codes]</i></p> <p>E-mail address: <i>[indicate e-mail address]</i></p>
<p>1. Attached are copies of original documents of</p> <p><input type="checkbox"/> Articles & Memorandum of Association, Certificate of Incorporation (or equivalent documents of constitution or association), and/or documents of registration of the legal entity named above, in accordance with ITA 4.4.</p> <p>2. Included are the PAN& GST Registration details, organizational chart, a list of Board of Directors with their complete designation in case of nominee directors, and the beneficial ownership with respective shareholding and nationality of shareholders.</p>

* Note: Applicant's attention is drawn to ITA 4.1 pursuant to which this prequalification process is open to only Indian entities.

Form B.1.1/ B.2.1/ B.3.1**Past Contract Non-Performance, Pending Litigation and Litigation History**

[Each of the following tables shall be filled in for the Applicant]

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

Form B.1.1			
Non-Performed Contracts in accordance with Part IV, Prequalification Criteria and Requirements			
<input type="checkbox"/> Contract non-performance did not occur since the date specified in Part IV, Prequalification Criteria and Requirements, Sub-Factor B.1.			
<input type="checkbox"/> Contract(s) not performed since the date specified in Part IV, Prequalification Criteria and Requirements, requirement B.1			
Year	Non-performed portion of contract	Contract Identification	Total Contract Amount (current value, currency, exchange rate and US\$ equivalent)
<i>[insert financial year]</i>	<i>[insert amount and percentage]</i>	Contract Identification: <i>[indicate complete contract name/ number, date, value and any other identification]</i> Name of Employer: <i>[insert full name]</i> Address of Employer: <i>[insert street/city/country]</i> Reason(s) for non-performance: <i>[indicate main reason(s)]</i>	<i>[insert amount in USD equivalent and specify exchange rate and date]</i>

Form B.2.1				
Pending Litigation, in accordance with Part IV, Prequalification Criteria and Requirements				
<input type="checkbox"/> No pending litigation in accordance with Part IV, Prequalification Criteria and Requirements, Sub-Factor B.2				
<input type="checkbox"/> Pending litigation in accordance with Part IV, Prequalification Criteria and Requirements, Sub-Factor B.2 as indicated below.				
Year of dispute	Amount in dispute (currency)	Contract Identification	Total Contract Amount (currency), USD Equivalent (exchange rate)	Amount of specific provision already made, if any
<i>[insert financial year]</i>	<i>[insert amount]</i>	Contract Identification: [indicate complete contract name, number, date, value and any other identification] Name of Employer: <i>[insert full name]</i> Address of Employer: <i>[insert street/city/country]</i> Matter in dispute: <i>[indicate main issues in dispute]</i> Party who initiated the dispute: <i>[indicate "Purchaser" or "Supplier"]</i> Status of dispute: <i>[Indicate if it is being treated by the Adjudicator, under Arbitration or being dealt with by the Judiciary]</i>	<i>[insert amount]</i>	<i>[insert amount in USD equivalent and specify exchange rate]</i>

Form B.3.1			
Litigation History, in accordance with Part IV, Prequalification Criteria and Requirements			
<input type="checkbox"/> No litigation since the date specified in Part IV, Prequalification Criteria and Requirements, Sub-Factor B.3.			
<input type="checkbox"/> Litigation Awards in accordance with Part IV, Prequalification Criteria and Requirements, Sub-Factor B.3 as indicated below.			
Year of award	Outcome as percentage of Net Worth	Contract Identification	Total Contract Amount (currency), USD Equivalent (exchange rate)
<i>[insert financial year]</i>	<i>[insert percentage]</i>	Contract Identification: <i>[indicate complete contract name, number, date, value and any other identification]</i> Name of Employer: <i>[insert full name]</i> Address of Employer: <i>[insert street/city/country]</i> Matter in dispute: <i>[indicate main issues in dispute]</i> Party who initiated the dispute: <i>[indicate "Purchaser" or "Supplier"]</i> Result of dispute: <i>[Indicate if resolution was treated by the Adjudicator, under Arbitration or dealt with by the Judiciary and whether resolved in favour or against the Applicant]</i>	<i>[insert amount in USD equivalent and specify exchange rate and date]</i>

Form C.1.1**Financial Status and Capacity**

[The following table shall be filled in for the Applicant and shall be certified by the Statutory Auditors. Failure to comply with this requirement may result in rejection of the Application]

Applicant's Name: [insert full name]

Date: [insert day, month, year]

IFP No. and title: [insert IFP number and title]

Page [insert page number] of [insert total number] pages

Financial data

Type of Financial information in	Historic information for previous five [5] years (amount in Indian Rupees)					
	FY 2014-15	FY 2015-16	FY 2016-17	FY 2017-18	FY 2018-19	FY 2019-20
Sources of Fund						
Share Holder's Fund						
Loan Fund						
Application of Fund						
Fixed Assets						
Investments						
Net Current Assets						
(i) Current assets, loans and advances						
Less: (ii) Current liabilities & provisions						
Misc. exp. to the extent not W/Off or adjusted						
Profit and Loss Account						
Net Worth						
NetWorth						
Information from Income Statement						
Income						
Expenditure						
Profit/(Loss) Before Tax (PBT)						
Profit/(Loss) After Tax (PAT)						
Information From Cashflow Statement						
Cash Flow from Operating Activities						
Cash Flow from Investments						
Cash Flow from Financing Activities						

Registration No/ Membership No:
(of the Statutory Auditors of the Applicant)

Stamp

Date:

Place:

Form C.1.2

Sources of Finance

[The following table shall be filled in for the Applicant]

Applicant's Name: [insert full name]

Date: [insert day, month, year]

IFP No. and title: [insert IFP number and title]

Page [insert page number] of [insert total number] pages

Specify sources of finance to meet the cash flow requirements for works currently in progress

A. Details of Credit Facilities available to the Applicant

(amount in Indian Rupees)

Sr No	Type of Facility	Sanctioned Limit	Utilised Limit	Unutilised Limit
	Fund Based Limits			
	a.			
	b.			
	c.			
	Total Fund Based			
	Non-fund Based Limits			
	a			
	b			
	C			
	Total Non –fund Based			
	Total Fund and Non-Funds Based Limits			

B. Details of Liquid Assets such as cash and bank balance, marketable securities and any other financial means which may be used meet the cash flow requirements for works currently in progress by the Applicant

Sr. No	Type of Liquid Assets	Amount
1.		
2.		
3.		

Financial documents

The Applicant and its parties shall provide copies of audited financial statements for last five years as defined in Part IV, Prequalification Criteria and Requirements, Sub-factor C.1. The financial statements shall:

- (a) reflect the financial situation of the Applicant, and not an affiliated entity (such as parent company or group member).
- (b) be independently audited or certified in accordance with local legislation.
- (c) be complete, including all notes to the financial statements.
- (d) correspond to accounting periods already completed and audited.

☐ Attached are copies of financial statements for the **five** years required above; and complying with the requirements.

Please note that printed Audited Annual Reports are to be certified by the Statutory Auditors duly signed and stamped.

☐ Please submit Statement of Consolidated Credit Facilities (sanctioned, utilised and available) from Lead Banker or respective Bank statements.

Form C.1.3
Annual Turnover

[The following table shall be filled in for the Applicant and shall be certified by the Statutory Auditors. Failure to comply with this requirement may result in rejection of the Application.]

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

Year	Annual Turnover through Manufacture & Sale of Tractors (INR)	Exchange rate*	USD equivalent
<i>FY 2014-15</i>			
<i>FY 2015-16</i>			
<i>FY 2016-17</i>			
<i>FY 2017-18</i>			
<i>FY 2018-19</i>			
<i>FY 2019-20</i>			

* Refer ITA 13.3 for source of exchange rate. Exchange rate prevalent on 31st March shall be used to calculate turnover for respective financial year.

Registration No/ Membership No:
(of the Statutory Auditors of the Applicant)

Stamp

Date:

Place:

Form C.2.1

Ongoing Contracts

[The following table shall be filled in for the Applicant and for each member of a Joint Venture and shall be certified by a Chartered Accountant. Failure to comply with this requirement may result in rejection of the Application.]

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

Joint Venture Member Name: *[insert full name]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

Information pertaining to: *[Insert name of JV leader or JV member/s]*

Contract Identification	Role of Applicant	Start Date	Contractual Completion Date	Intended/ Revised Completion Date	Residual period for completion	Residual value of Work	Annual Residual value of Work
1	2	3	4	5	6	7	8
Contract Ref: Brief Title of the works: Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and US\$ equivalent*]</i> Name & Address of Employer:	<i>[insert "Prime Contractor" or "JV Member"]</i>				<i>[Insert period in years starting from Application Submission Deadline. In case less than a year, value to be considered shall be 1]</i>	<i>[Insert value in US\$ equivalent including amount billed but pending payment up to deadline for submission of Application]</i>	<i>[Insert value in US\$ equivalent, [7 divide by 6]</i>

							<i>[Insert Total for all Contracts in USD]</i>

* Exchange rate prevalent as on the working day preceding the date of Invitation for Prequalification (IFP) shall apply to ascertain residual value in equivalent USD. Refer ITA 13.3 for source of exchange rate

Registration No/ Membership No:
(of the Independent Chartered Accountant of the Applicant)

Stamp

Date:

Place:

Form D.1.1

General Experience

[The following table shall be filled in for the Applicant, as applicable, pursuant to Part IV, Prequalification Criteria and Requirements, Sub-Factor D.1 and certified by an independent Chartered Accountant]

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

S. No.	Address of Manufacturing Unit in India	Type of tractors manufactured <i>[use separate rows for each type/capacity]</i>	Year Wise*	Year Wise* No. of units manufactured

* For 7 (seven) years prior to the Application Submission Deadline.

Registration No/ Membership No:
(of the Independent Chartered Accountant of the Applicant)

Stamp

Date:

Place:

Form D.2.1

Specific Experience

[The following table shall be filled in by the Applicant, as applicable, pursuant to Part IV, Prequalification Criteria and Requirements, Sub-Factor D.2 and certified by an independent Chartered Accountant.]

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

This is to certify that the following equipment were manufactured and supplied by _____ *[insert the name of the manufacturer which shall be same as the Applicant]* at manufacturing facilities owned by them in India.

[Note: To be filled in by the applicant based on the LOT applied for]

Year	Total No. of Tractors of 90HP manufactured	Total No. of Tractors of 70HP manufactured
<i>[insert Year 1]</i>		
<i>[insert Year 2]</i>		
<i>[insert Year 3]</i>		

Registration No/ Membership No:
(of the Independent Chartered Accountant of the Applicant)

Stamp

Date:

Place:

Form D.2.2

Priority Order of Lots for Prequalification

Lots	Priority Preference
Lot 1	_____ [First/Second]
Lot 2	_____ [First/Second]

[To be attested by the authorized representative of the Applicant]

Comments:

Default Priority List, if priority list is not supplied by the Applicant, is as under:

Lots	Priority Preference
Lot 1	First
Lot 2	Second

Form E.1.1

Certified Management System

[The following table shall be filled in for the Applicant]

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

ISO Accreditation/ Certified Management System	Process/ Discipline Certified/ Inclusions	Certification Start Date	Certification Valid up to	Certifying Organization
[indicate the quality management system accreditation]	[indicate certificate identification number and mention which process or discipline has been certified and inclusions]	[dd/mmm/yyyy]	[dd/mmm/yyyy]	[indicate the name of the certifying organization and contact details]

Copy of ISO Certificate(s) to be attached duly self-attested.

Form E.2.1

Manufacturer's Authorisation (Undertaking)

[The following form shall be filled in for the Applicant]

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

We, *[insert Applicant's full name]* hereby undertake, in the event that we are prequalified and invited to submit a bid, to submit manufacturer's authorization(s) in our favour:

- (a) to bid for the supply of equipment for the tender under reference;
- (b) confirming guarantee/ warranty support for the equipment bid for by us; and
- (c) confirming that the equipment being bid for to be supplied shall be new and unused.

[To be attested by the authorized representative of the Applicant]

Part VI. Questionnaire for Applicants

Name of Applicant: []

IFP No.: [insert IFP No.]

<u>Eligibility, Confirmation and Other Important Information</u>	<u>Response*</u>
<p>1. Is your firm, either singly or in joint venture currently empanelled or prequalified as upplier/manufacturer.</p> <p>If yes, please provide details of Client, Country and Scope of project. Attach additional sheets, if needed.</p>	<p>Confirm:</p> <p>Yes____/No _____</p>
<p>2. Export-Import Bank of India (Bank) requires that Applicants and their affiliates observe the highest standard of ethics during the selection and execution of contracts. In this context, any action taken by an Applicant or its affiliate to influence the prequalification process for undue advantage is improper.</p> <p>Confirm that Applicant and its JV partners, if applicable, have not engaged in any unethical practices in competing for this prequalification.</p>	<p>Confirm:</p> <p>Yes____/No _____</p>
<p>3. Confirm that no official of the Bank has received or will be offered by your firm/organization or agents, any direct or indirect benefit arising from this prequalification or any resulting contracts.</p>	<p>Confirm:</p> <p>Yes____/No _____</p>
<p>4. Has your firm been suspended or debarred by any Multilateral Agency, or any government or government procuring entity, or a UN agency? If Yes, provide details, including date of reinstatement, if applicable. Attach additional sheets, if needed.</p>	<p>Yes____/No_____</p>
<p>5. Has your firm's account been classified as Non-Performing Asset (NPA) with any Bank/FI or your companies/ promoters/ directors appear in Reserve Bank of India (RBI) Caution List, RBI Wilful Defaulter List (Suit filed as well as non-suit filed), Credit Information Bureau India Ltd. (CIBIL) Defaulter List or any other negative list of central and state government agencies, updated from time to time? If yes, please provide details in a separate sheet, as necessary.</p>	<p>Yes____/No_____</p>
<p>6. Has your firm/organization ever filed or petitioned for bankruptcy? (If Yes, furnish details of the case including filing date and current status.). Attach additional sheets, if needed.</p>	<p>Yes____/No ____</p>
<p>7. Has your firm/ any JV partner been penalized for delay in contractual performance in the last 5 years prior to Application submission deadline. If yes, please provide details in a separate sheet, as necessary.</p>	<p>Yes____/No_____</p>
<p>8. Has there been a termination of your contract for non-performance in the last 5 years prior to the month preceding the month of Application</p>	<p>Yes____/No_____</p>

Part IV – Prequalification Criteria and Requirements

Submission Deadline? If Yes, please describe in detail in a separate sheet, as necessary.	
9. If prequalified and subsequently awarded a contract by the Borrower Government, would your firm be willing (i) to work in accordance with the Borrower country laws and regulations (ii) to submit requisite securities as per contract conditions (iii) to be responsible for the performance of the work executed by your firm (iv) to allow scrutiny of your work, related accounts, documentation by the Borrower/ Bank/ Government of India	Confirm: Yes___/No ____ Yes___/No ____ Yes___/No ____ Yes___/No ____
10. Please confirm that you agree to the provisions of the Government of India guidelines dated 7 th December 2015 on IDEAS Lines of Credit	Confirm: Yes___/ No ____

** Note: To confirm, print "Yes", else "No"*

(Signature)

[Name of Authorized Signatory]

[Title of Authorized Signatory]

Date: