

Minutes of Pre-PQ Meeting

Project: Stung Sva Hab Water Resources Development Project, Cambodia.

Date: May 30, 2025

Pre-PQ Meeting:

Exim Bank invited applications for Prequalification of Engineering Procurement Construction (EPC) Contractor vide reference. no. GOILOC-202(P-1)/Cambodia/EPC/100 dated May 23, 2025, for “Stung Sva Hab Water Resources Development Project, Cambodia”. In accordance with the conditions outlined in the PQ document, Exim Bank conducted Pre-PQ meeting for the project on May 30, 2025, at 16:00 hours.

Project Brief:

The project broadly envisages the construction of Dam including a spillway, hydro mechanical works and other miscellaneous works. Command area development works does not form part of the works in current phase. The project work would also include preliminary works like construction of approach roads, project colony and a diesel operated power-house for construction power and project colony.

Previous PQ:

The PQ for the project was earlier launched by Exim Bank in February 2025, which was subsequently cancelled. The Bank has now re-invited the PQ Applications based on updated PQ Application Document. Key changes have been made on the following parameters:

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- a) Experience in construction of Dam on Item Rate basis will be considered eligible, provided experience in designing of dam is submitted separately or sub-consultant can be appointed with experience in designing.
- b) Experience in construction of Earthfill dams shall be considered acceptable for establishing eligibility under specific experience.
- c) For establishing eligibility under specific experience, value of dam / barrage constructed has been added as a criteria to broad base the parameters.

Current PQ and Pre-PQ Meeting Minutes:

The prospective applicants submitted their queries on PQ document via email and also raised additional questions during the meeting. Exim Bank addressed these queries and provided suitable responses during the meeting. The list of queries, along with Exim Bank's response, is at ***Annexure-I***.

Pre-Qualification for Engineering Procurement Construction (EPC) Contractor for Stung Sva Hab Water Resources Development Project in Cambodia

Pre-PQ Meeting Date: May 30, 2025

The Pre-PQ meeting for the Stung Sva Hab Water Resource Development Project was conducted by Exim Bank on May 30, 2025. The list of queries along with the clarifications provided thereof is as under.

It may be noted that in case of discrepancy between the clarifications provided herein and the PQ document, the terms of the PQ document shall prevail. Change in the PQ document, if any, shall be done solely by way of Addendum to the Document. Any clarification provided herein should not be construed as an Amendment / Addendum to the PQ document.

Sr. No.	Clause	Clarification / Modification Sought	Response
1.	Part-II to Instructions to Applicants (ITA) Clause 2.7 Pending Contract Litigation 2.7.3 Form-II: Pending Contract Litigation for the Applicant / each JV Member in case of a JV Applicant, duly certified by an independent Chartered Accountant.	We kindly request you to accept a self-undertaking signed by the authorized signatory of the Applicant in place of a Chartered Accountant certification for Form-II, since as per the Chartered Accountant it is outside the professional scope of a CA's certification.	Please be guided by the PQ Document. No change in the condition is envisaged at this stage.
2.	Part-II to Instructions to Applicants (ITA) Clause 2.9 Financial Status and Capacity 2.9.1 c) Annual EPC Revenue in any 1 (one) of the last 5 (five) financial years of not less than the amount as specified in AITA.	Our submission is to replace the word "EPC turnover" to "Construction Work Turnover" to enhance participation and healthy competition among companies.	Noted. Changes if any shall be notified through an addendum.

3.	<p>Part-II to Instructions to Applicants (ITA)</p> <p>2.19 Compliance with IDEAS and Procurement</p> <p>2.19.1 The Applicant (including each member of JV, as applicable) shall adhere to the applicable guidelines, including the IDEAS Guidelines, inter alia including the requirement of meeting minimum 75% Indian Content in the contract awarded, in accordance with the IDEAS Guidelines or such other condition as may be stipulated during the Bidding Process.</p>	Kindly provide clarity on the Indian Content of 75%.	The "Indian Content" refers to the component of Goods and services, in the value of the contract, which is sourced from India. For the purpose of clarification, Goods and services for minimum 75% of the value of the EPC contract, shall be sourced from India.
4.	<p>Part-II Instructions to Applicants (ITA)</p> <p>Clause 2.11 General Experience</p> <p>Clause 2.12 Specific Experience</p> <p>2.11.1 The Applicant shall have experience [...] has been satisfactorily completed during the period as specified in AITA.</p>	<p>Kindly confirm if contracts awarded by private entities shall be eligible for consideration under both the clauses.</p> <p>Whether works that are 90% physically and financially completed may be considered as "Completed Works" for the purpose of technical evaluation.</p>	<p>Contracts awarded either by private or government entities are eligible to be considered under both the clauses.</p> <p>Substantially completed contracts shall not be considered for evaluation. Only the contracts</p>

	2.12.1 The Applicant shall demonstrate following experience by way of contracts completed during the period as specified in the AITA:	For wider participation of bidders, we request you to allow projects with substantial completion also under these criteria wherein the major activities such as Dam/ Barrage/HRT etc. have been completed. You would appreciate that all major PSUs such as NHPC, SJVNL etc. also allows substantial / ongoing projects also under these criteria. Kindly allow.	which have been fully completed shall be considered for evaluation.
5.	Part-III Appendix to Instructions to Applicants (AITA) Clause 1.1.3 Estimated Cost of Contract: USD 33.04 Mn	We would like to highlight that we have executed similar nature of work in the past. However, as per the scope outlined in the tender documents, the estimated cost appears to be on the lower side. In order to thoroughly understand the scope of work, technical requirements and the macro and micro environmental aspects surrounding the project, we kindly request you to share the Detailed Project Report (DPR) of the project.	No financial bids are sought at this stage. the Information Memorandum shall be shared at the time of inviting financial bids.
6.	Part-III Appendix to Instructions to Applicants (AITA) Clause 1.3 Schedule of Prequalification Process Application Due Date and Time: June 23, 2025 - 1500 hrs (IST)	Any possibility of extension of date for submission of PQ application?	No change is envisaged in the Application Due Date at this stage. Changes, if any, shall be notified by way of an Addendum.

7.	<p>Part-III Appendix to Instructions to Applicants (AITA)</p> <p>Clause 2.12 Specific Experience</p> <p>2.12.1 The Applicant shall demonstrate Experience in executing at least the number and value of similar contract(s) for construction of Concrete or Rockfill or Earthfill or Concrete Face Rockfill, Dam / Barrages as mentioned below, in the role of prime contractor or JV member to the main client / project employer, that have been satisfactorily completed during the period specified above.</p>	<p>For wider participation of bidders, we request you to allow projects with substantial completion also under these criteria wherein the major activities such as Dam/ Barrage/HRT etc. have been completed. You would appreciate that all major PSUs such as NHPC, SJVNL etc. also allows substantial / ongoing projects also under these criteria. Kindly allow.</p> <p>We kindly request that you consider substantially completed project</p>	<p>Substantially completed contracts shall not be considered for evaluation. Only the contracts which have been fully completed shall be considered for evaluation.</p>
8.	<p>Part-III Appendix to Instructions to Applicants (AITA)</p> <p>Clause 2.12 Specific Experience</p> <p>2.12.1 (a) The Applicant shall demonstrate Experience in executing at least the number and value of similar contract(s) for construction of Concrete or Rockfill or Earthfill or Concrete Face Rockfill, Dam / Barrages as mentioned below, in the role of prime contractor or JV member to the main client / project employer, that have been satisfactorily completed during the period specified above: The Applicant should meet either Criteria 1, or Criteria 2 or Criteria 3 to meet the requirement under this clause:</p>	<p>We understand that an Applicant is required to meet - Any one of the three criteria options (Criteria 1 or 2 or 3) - Under either Option I (3 Nos. Contracts) or II (2 Nos. Contracts) or III (1 No. Contracts) to qualify under this clause.</p>	<p>Yes, the applicant can submit completed contracts meeting eligibility under either Criteria 1, 2 or 3 or combination thereof.</p> <p>Refer illustration in the PQ Document.</p>

9.	<p>Part-III Appendix to Instructions to Applicants (AITA)</p> <p>Clause 2.12 Specific Experience</p> <p>2.12.1 (b) Additionally, the Applicant shall demonstrate either under the above contracts or under other completed contracts, completed during the period as defined in SubClause 2.12.1, experience in preparation of detailed construction design for Dam / Barrage projects in India or overseas for a Dam / Barrage with minimum height of 14.40 meters.</p> <p>Alternatively, the Applicant may appoint a Sub-Consultant with experience in undertaking detailed construction design of Dam / Barrage Projects. The subconsultant shall demonstrate under completed contracts, completed during the period as defined in Sub-Clause 2.12.1, experience in preparation of detailed construction design for Dam / Barrage projects in India or overseas for a Dam / Barrage with minimum height of 14.40 meters.</p>	<p>a. We request you to kindly confirm is there any restriction on the number of Sub-Consultants that an Applicant can propose for the assignment</p> <p>b. Please confirm a Sub-Consultants will be not considered as a JV partner.</p> <p>c. Add-on to that please confirm submission of all application forms is not mandatory for Sub-Consultant, a Letter of Support from the Sub-Consultant, clearly outlining their commitment and scope of involvement shall be sufficient for bid submission.</p>	<p>a. Only one design consultant shall be accepted for each application.</p> <p>b. A sub-consultant shall not be considered as a JV member, unless applied as JV member.</p> <p>c. The Application submission form contains declaration pertaining to Sub-Consultant meeting eligibility under clauses 2.2, 2.3, 2.4, 2.5 and 2.6 of the application document. Additionally, Form-I(A) and Form-IX(A) shall be filled for the Sub-Consultant.</p>
10.	<p>Part-II: Instructions to Applicants (ITA)</p> <p>Clause 4.3 Evaluation of application</p> <p>4.3.4.b The qualification and experience of the Applicant for execution of contracts in- house or for a parent /</p>	<p>Whether Parent/Holding Company can use the experience of Subsidiary Company.</p>	<p>Please be guided by the PQ Document. The experience of the Parent / Subsidiary shall not be considered for evaluation.</p>

	promoter / subsidiary / group concerns or for Special Purpose Vehicles (SPVs), set up by the Applicant or its group companies, shall not be considered.		
11.	<p>Part-II Instructions to Applicants (ITA)</p> <p>Clause 2.12 Specific Experience</p> <p>2.12.2 In addition to the above requirements stipulated in clause 2.11.1 a. above, in case of JV, each member of JV shall demonstrate experience of at least one completed contract of value not less than 50% of the value indicated under Option I in clause 2.11.1 a. above. For meeting the requirements stipulated in clause 2.11.1 b., the Specific Experience of all the Members of JV on a cumulative basis would be considered.</p>	The Clause 2.11.1a & 2.11.1b are General Experience Clause and the above should be replaced by 2.12.1a & 2.12.1b which are the Specific Experience Clause.	Noted. Changes if any shall be notified through an addendum.
12.	Site Visit	Will there be a field visit and expected date?	No site visit is envisaged at this stage. The same may be conducted at the time of tendering in line with the conditions of the Tender Document.
