

**PREQUALIFICATION OF SUPPLIER
FOR
PROCUREMENT OF NEW OFFSHORE PATROL
VESSELS (OPV) FOR VIETNAM COAST
GUARD, GOVERNMENT OF THE SOCIALIST
REPUBLIC OF VIETNAM**

**REFERENCE NO:
GOILOC-347/Vietnam/Supply-27**

Minutes of Pre-PQ Meeting

Project: Procurement of New Offshore Patrol Vessels for Vietnam Coast Guard

Pre-PQ Meeting Date: June 12, 2025

Pre-PQ Meeting:

Exim Bank invited applications for Prequalification of Supplier for Procurement of New Offshore Patrol Vessels for Vietnam Coast Guard, Government of the Socialist Republic of Vietnam (GO-VNM) vide reference. no. GOILOC-347/Vietnam/Supply-27 dated June 05, 2025. In accordance with the conditions outlined in the PQ document, Exim Bank conducted Pre-PQ meeting for the project on June 12, 2025, at 15:00 hours.

Project Brief:

4 Offshore Patrol Vessels (OPVs) are proposed to be procured by GO-VNM, out of which 02 OPVs shall be built in India and 02 OPVs shall be built in Vietnam. The scope includes the design, construction, and delivery of two Offshore Patrol Vessels (OPVs) to the Government of Vietnam and provision of materials and equipment, design, and technical services for shipbuilding of the two remaining OPVs in Vietnamese shipyard.

Pre-PQ Meeting Minutes:

The prospective applicants submitted their queries on PQ document via email and also raised additional queries during the meeting. Exim Bank addressed these queries and provided suitable responses during the meeting. List of participants of the Pre-PQ Meeting dated June 12, 2025:

- a) Goa Shipyard Limited
- b) Mazagon Dock Shipbuilders Limited
- c) L&T Shipbuilding
- d) Dineshchandra R Agrawal Infracon Pvt Ltd
- e) Shoft Shipyard Private Limited

The list of queries, along with Exim Bank's response, is at ***Annexure-I***.

Pre-Qualification for selection of Supplier for Procurement of New Offshore Patrol Vessels for Vietnam Coast Guard (VCG) under the LOC of USD 180 million

Pre-PQ Meeting Date: June 12, 2025

The Pre-PQ meeting for Procurement of New Offshore Patrol Vessels for Vietnam Coast Guard was conducted by Exim Bank on June 12, 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. | <u>Part-I: Scope of Works</u> [B] Scope of Supply Contract | Clarifications regarding Vietnamese Shipyard, List of Equipment, Adequacy of Online Design and production Support, Steel Superstructure, MCR, Cruising Speed, Number of crew, Type of Propulsion, Weapon and Sensors details, Seakeeping capabilities (Sea State / Survivability), Ship-wise Delivery Schedule, and Classification Society | The details shall be shared during Tendering Stage. |

| Sr. No. | Clause | Clarification / Modification Sought | Response |
|---------|---|--|--|
| 2. | <p><u>Part I : Scope of Works</u></p> <p>[B] Scope of Supply Contract</p> <p>Length of the Vessel (About 79 meters)</p> | <p>Indian Shipyards build OPVs ranging from 90 meters to 115 meters. The preferred length should be at least 90 meters +- 5% and width 12.6 meters, tonnage 1850 tons.</p> | <p>Noted. Changes, if any, shall be shared during tendering stage.</p> |
| 3. | <p><u>Part-I: Scope of Works</u></p> <p>[C] Execution Period</p> <p>Delivery Period: 42 months (excluding Defect Liability Period).</p> <p>Warranty Period: Minimum 5 years for operational systems.</p> <p>Defect Liability Period: 24 months (after the Minutes of acceptance is signed in Vietnam).</p> <p>Maintenance Period: 10 years for spare parts supply</p> | <p>a) Representations were received seeking clarification on the Delivery Period under the Scope of work</p> <p>b) Scope be aligned with the conventions followed by the Indian Navy/Coast Guard, wherein a 12-month warranty is applicable from the date of ship acceptance, and long-term spares support (e.g., 5 to 10 years) is ensured by the OEMs of major equipment and systems.</p> <p>c) It was proposed that the defect liability period be limited to 12 months</p> | <p>Noted. Changes, if any, shall be shared during tendering stage.</p> |

| Sr. No. | Clause | Clarification / Modification Sought | Response |
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| | | from the date of acceptance, and that base and depot spares be provided by OEM. | |
| 4. | Part-II to Instructions to Applicants (ITA) 2.10.1 Bid Capacity Aggregate annual residual value of all ongoing contracts of the Applicant shall not be more than 350% of the highest annual turnover in one of the last five (5) years | Modification: Aggregate annual residual value of all ongoing contract of the applicant shall not more than 500% on the highest annual turnover in one of the last 5 years. | Please be guided by the PQ Document. No change in the condition is envisaged at this stage. |
| 5. | Part-II to Instructions to Applicants (ITA) 2.17 Compliance with IDEAS and Public Procurement Order 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, | IC content of 75% is too high considering the main engines which is a major cost element coming from sources outside India (High Speed Engines). As per Gol guidelines, request consider relaxation of 10% value and make the IC content to be 65%. | Please be guided by the PQ Document. No change in the condition is envisaged at this stage. |

| Sr. No. | Clause | Clarification / Modification Sought | Response |
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| | in accordance with the IDEAS Guidelines or such other condition as may be stipulated during the Bidding Process. | | |
| 6. | <p>Part-II to Instructions to Applicants (ITA)</p> <p>SECTION-5</p> <p>OTHER CONDITIONS 5.8</p> <p>In further pursuance of this policy, the Applicant shall permit and shall cause its agents (whether declared or not), Sub-contractors, sub-consultants, service providers, or suppliers and any personnel thereof, to permit Exim Bank / Government of India to inspect all accounts, records and other documents relating to any prequalification process, Bid submission, and contract performance (in the case of award), and to have them audited by auditors appointed by Exim Bank.</p> | <p>Agents, subcontractors, consultants, service providers etc. are separate legal entities providing certain services / goods to the Bidder and not the subsidiaries of the Applicant. Further, they could be located in different countries across the globe and even Govt agencies may not have jurisdiction over them to enforce this clause. Hence, the Applicant may not be in a position to compel or legally bind them to have all their accounts, records and related documents examined by either the Exim Bank or Government of India.</p> <p>View above, it is proposed that this clause may be deleted.</p> | <p>Please be guided by the PQ Document. No change in the condition is envisaged at this stage.</p> |

| Sr. No. | Clause | Clarification / Modification Sought | Response |
|---------|--|---|--|
| 7. | <p><u>Part III – AITA</u></p> <p>2.11.1 Sector for General Experience</p> <p>Experience in design, construction and delivery of Destroyer/Frigates/Corvettes/Missile Vessels/ Anti-Submarine Warfare Shallow Water (ASW) Craft/ Missile Boat / Landing Platform Dock (LPD)/ LST(L)/ Hospital Ship/ Offshore</p> | Understand that only the ships designed “in-house” by the Applicant will be considered for the General Experience. | As per the Pre-Qualification Document, requirement of only manufacturing in its own facility is prescribed. |
| 8. | <p><u>Part III – AITA</u></p> <p>2.12.1 (a) Specific Experience</p> <p>Similar Contracts shall mean: Design, Construction and Delivery of Destroyer/Frigates/Corvettes/Missile Vessels/ Anti-Submarine Warfare Shallow Water (ASW) Craft/ Missile Boat/ Landing Platform Dock (LPD)/ LST(L)/ Hospital Ship/ Offshore Patrol Vessel (OPV)/ Multi-</p> | Understand that only the ships designed “in-house” by the Applicant will be considered for the Specific Experience. | As per the Pre-Qualification Document, requirement of only manufacturing in its own facility is prescribed. |

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| | Purpose Vessel (MPV), of minimum length of 70 meters, which is manufactured by Applicant. | | |
| 9. | <p><u>Part III – AITA</u></p> <p>2.12.1 (a) Specific Experience</p> <p>At least three vessels in Similar Contracts as mentioned below. Similar Contracts shall mean: Design, Construction and Delivery of Destroyer/Frigates/Corvettes/Missile Vessels/ Anti-Submarine Warfare Shallow Water (ASW) Craft/ Missile Boat/ Landing Platform Dock (LPD)/ LST(L)/ Hospital Ship/ Offshore Patrol Vessel (OPV)/ Multi-Purpose Vessel (MPV), of minimum length of 70 meters, which is manufactured by Applicant.</p> | <p>At least three vessels in Similar Contracts as mentioned below. Similar Contracts shall mean: Design, Construction and Delivery of Destroyer/Frigates/Corvettes/Missile Vessels/ Anti-Submarine Warfare Shallow Water (ASW) Craft/ Missile Boat/ Landing Platform Dock (LPD)/ LST(L)/ Survey Vessel (Large)/ Hospital Ship/ Offshore Patrol Vessel (OPV)/ Multi-Purpose Vessel (MPV), of minimum length of 70 meters, which is manufactured by Applicant.</p> | Necessary changes are being notified through Addendum. |
