

**Application Document for Pre-qualification of EPC/Turnkey Contractor for "Establishment of Tomato Processing Plant for Agro-Processing & Value Addition under "Export Targeted Modern Irrigated Agriculture Projects in Republic of Rwanda"**

**Ref No: GOILOC-201/Rwanda/EPC-04/Re-invitation**

In accordance to clause 23.1 of the ITA of the Application document, Exim Bank has decided to annul the previously held Pre-Qualification process for the said project and now re-invites Applications for Pre-Qualification in accordance with the enclosed revised Application document.

Completed applications in accordance with the provisions of the revised Application Document should be delivered physically by 1800 hours, on January 16, 2017. The opening of the Applications shall be at the Bank's address at 1500 hours, on January 17, 2017.

Any questions or clarifications on the above may be addressed to:

Ms. Meghana Joglekar  
Deputy General Manager  
Export-Import Bank of India  
Maker Chamber IV, 8th Floor,  
222, Nariman Point,  
Mumbai – 400 021  
Phone : 022- 22861569/1563  
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# Application Document for

Pre-qualification of Engineering, Procurement  
and Construction (EPC)/Turnkey Contractor for  
Establishment of Tomato Processing Plant for  
Agro-Processing & Value Addition under Export  
Targeted Modern Irrigated Agriculture Project  
in Republic of Rwanda.

**Export-Import Bank of India**  
**Date: December 16, 2016**

## INVITATION FOR PREQUALIFICATION

The Export-Import Bank of India [hereafter Exim Bank, or the Bank], on behalf of the Government of India, 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, consulting and non-consulting 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 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 Line(s) of Credit.

In pursuance to the above, the Bank invites Applications from Indian firms for prequalification of an EPC/Turnkey Contractor for Establishment of Tomato Processing Plant for Agro-Processing & Value Addition ("the Project") under Export Targeted Modern Irrigated Agriculture Projects in the Republic of Rwanda, under the Lines of Credit extended to the Government of the Republic of Rwanda.

Completed Applications in accordance with the provisions of the Application Document should be delivered physically by 1800 hours, 16/January/2017 at the following address:

Ms. Meghana Joglekar  
Deputy General Manager  
Lines of Credit Group  
Export-Import Bank of India  
Maker Chamber IV, 8th Floor,  
222, Nariman Point,  
Mumbai – 400 021  
Phone : 022- 22861566/1563  
Fax : 022- 22823394  
E-mail: [eximloc@eximbankindia.in](mailto:eximloc@eximbankindia.in)

This Application Document (AD) consists of the following Parts:

**Part I.            Scope of EPC**

This Part includes a summary description and other data on this pre-qualification process and of the prospective project to be contracted by the Borrower government subsequent to this pre-qualification.

**Part II.           Instructions to Applicants (ITA)**

This Part provides information to the Applicants in preparing and submitting their Applications for Pre-qualification (“Applications”) and the procedures for this pre-qualification process.

**Part III.          Data Sheet (DS) to ITA**

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

**Part IV.          Pre-qualification Criteria and Requirements**

This Part specifies the criteria and requirements and the procedure to be used to determine how Applicants shall be pre-qualified and later to be invited to bid by Borrower government.

**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.

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Pre-qualification of Engineering, Procurement  
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Establishment of Tomato Processing Plant for  
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Targeted Modern Irrigated Agriculture Projects  
in Republic of Rwanda.

Invitation for Pre-Qualification No.:  
GOILOC-201/Rwanda/EPC-04/Re-invitation  
Issued on: December 16, 2016

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## **PART I: SCOPE OF EPC**

The Exim Bank, on behalf of the Government of India (GOI) has extended a Line of Credit (LOC) of USD 120.05 million to the Government of the Republic of Rwanda for (i) Export Targeted Modern Agriculture Project (USD 60.22 mn) and (ii) Extension of Export Targeted Modern Irrigated Agriculture Project (USD 59.83 mn). A part of the amount under Export Targeted Modern Agriculture Project is allocated for the establishment of tomato processing plant for agro-processing & value addition for which the Bank now seeks applications for pre-qualification from eligible firms. Refer Part II ITA 4 for eligibility provisions.

### **A)Details for Tomato processing plant for Agro processing and value addition in Republic of Rwanda**

The Rwanda Agriculture Board, Ministry of Agriculture and Animal Resources, has initiated a project for Tomato processing plant for Agro processing and value addition in Republic of Rwanda. The Project includes all civil, structural, mechanical, electrical/electro-mechanical works.

#### **Scope of Work**

1. The EPC Contractor is to ensure Engineering, Procurement, Installation, Testing, and Commissioning with one year's defect liability period of the Project as per the following Scope of Work, but not limited to:

- To establish a Tomato Processing Plant in parallel to the Irrigation Project for Value Addition to local agricultural produce
- Two Production lines are proposed:
  - ❖ Tomato Paste / Puree Production Line
  - ❖ Tomato Ketchup Production Line
- To construct workshops, laboratories, repair and maintenance facilities related to Tomato Processing Plant
- To procure, install and commission machineries, workshop machinery & tools, Laboratory Equipments according to Indian and international machinery quality & safety standards
- To offer after sale services & facilities including supply of spare parts & repair workshops in or around Republic of Rwanda with Major equipment certification from regional regulatory authorities
- **Capacity Building and Trainings:**
  - a) Training for top management personnel - 2 weeks training to top management personnel in an institute in India is proposed. The institute like Central Food Technology Research Institute (CFTRI), Central Institute Of Post Harvest Engineering and Technology (CEPHET) etc will be identified to conduct this training.
  - b) Trainings and modules for Tomato Processing Plant to be imparted to machine operators, boiler operators, refrigeration mechanics, plumbers, machinists, welders, fire fighters. Training is also envisaged for lower management and marketing personnel as well as for Hazard Analysis and Critical Control Point (HACCP)

## 2. SALIENT FEATURES

### a) Capacity of Tomato Processing Plant:

Tomato Proposed to processed Annually(M.T)	Capacity of plant/hour (T/Hr)	Shifts/day	Running Hours per Day	Capacity/day (T/day)	Running periods (months)
26,000	5	2	16	80	10-11

### b) Tomato Processing

#### (i) Production of Tomato Paste (Puree)

##### Technical Details:

- Maximum Capacity :80 Ton/day
- Input Fruit :5 T/hr
- Operation :16hr/day (2 shifts)
- Input :Fresh Ripe (Tomatoes at 5°Brix)
- Product :Tomato Paste (Puree) at 28-30°Brix
- Production Method: Hot break for Tomato
- Output: 25% of raw tomato (1.25 ton paste/ hr)
- Average Paste Production (25% of raw material): 250 kg/Ton=1,250 kg/hr
- Total production of paste from 26,000 MT tomato is approx. 6,500 MT/annum
- Amount of seed, fiber and skin etc. @ 5% of raw material = 1,400 MT/annum

#### (ii)Raw Material Characteristics

- Ripe fresh, sound, healthy, uniform quality fruits, suitable for industrial processing
- Colour: Brick Red
- Avg. wt of fruit: 30 Gms
- Avg. Size of fruit: 50mm
- pH at 20° C: 3.9 – 4.5
- Initial Brix: Min 4.5
- Average amount of pulp = 94- 96 %
- Skin , seed and fiber = 4-6% depending on variety.

#### (iii) Physical and Organoleptic Characteristics of Final Product

As per Republic of Rwanda standards the quality parameters of tomato paste are as follows;



- Appearance: uniform homogenous and smooth.
- Colour : Blood red (depending on the raw material)
- Flavour: Characteristics to tomatoes.
- Taste: Characteristics to the ripe fruit free from off taste.
- Final Brix : 28- 30°Brix ( Hot break)
- Microbial standards: Commercially sterile and fit for human consumption.
- Packaging: product packed in the pre-sterilized aseptic bag in drums.
- Storage condition : Ambient

**(iv) Production of Tomato ketchup:**

**Characteristics of Tomato Ketchup:** The characteristics and quality standards of tomato ketchup will be as per Republic of Rwandan Standards:

Characteristic	Limit
Total dissolved solids content, % by mass	26 – 29
Natural tomato soluble solids content, % by mass	Min. 8.5
Edible salt, % m/m	Max. 6
Benzoic acid content	Max. 650 ppm
pH	3.3 to 4.2
Total acidity, % as acetic acid	1.5 to 2.0
Volatile acidity, % as acetic acid	0.60 to 1.2
Refractive index at 20 °C	1.37
Colorants, preservatives, thickeners, % mass	Max 5

Average ketchup production (30% of raw material) = 300KG/Tonne

Total production of ketchup = 4,200 MT per annum

**Cold store for Storage of excess produce:** The cold store of 5,000 MT capacity is proposed. This cold store will have 3 chambers of 1,700 MT capacity each. Each chamber will be provided with 2 no. hermetically sealed reciprocating compressors of 5 ton rating capacity. At a time one compressor will work in a cycle of ½ or hour.

**(v) Building requirements:**

Name of building	Size (meter)	Area (meter square)
Administrative block containing offices, lab, committee room, pantry room, control room etc.	25 x 10	250
Quality testing lab	10 x 10	100
Main processing hall	80 x 25	2,000
Control room (electrical )	10 x 10	100
Store for raw material	20 x 30	600
Store for spare parts	10 x 10	100

Store for finished products	20 x 30	600
Weighing bridge structure	10 x 10	100
Weighing bridge attendant room	3 x 3	9
Tomato unloading platform (dock)	10 x 10	100
Tomato unloading dock for cold store	10 x 10	100
Workshop for repairing	10 x 10	100
Generator room, generator operator room , oil storage room (P.O.L)	10 x 10	100
Boiler room	10 x 10	100
Store room (oil)	5 x 5	25
Boiler attendant room	3 x 3	9
Spare parts for generator and boiler	5 x 5	25
Water softening plant room	10 x 10	100
Operator room	3 x 3	9
Fire fighting system room (pump house)	10 x 10	100
Operator room	3 x 3	9
Air compressor room	5 x 5	25
Water chilling plant room	10 x 30	300
Cold storage (main hall)	100 x 30	3,000
Verandah/pre cooling area	30 x10	300
Machine room for cold storage (refrigeration room)	50 x 20	1,000
Administrative block for cold store (offices ,toilets ,record rooms)	25 x 15	375
Control room (cold store)	10 x 5	50
Canteen hall and kitchen	8x 10	80
Dispensary room	8 x 8	64
Security guard office and rooms	3 x 3	9
Refrigerant store room	3 x 3	9
Main power station (transformer, generator etc.)		
Fresh water storage tank	20 x 15 x 3	
Water pumping station	3 x 3	9
Affluent disposal plant (two tanks)	20 x 15 x 3 each	
Total covered area (sq m)		<b>9,857, say 10,000sq.m</b>

### **B] Contract Period**

The project is expected to be completed within 12 months.

**C] Location of Tomato Processing Plant**

The proposed project is to be located near Lake Cyambwe in Mpanga Sector in Kirehe District, Eastern Province, Republic of Rwanda. This area is being connected by the Kigali - Tanzania National Roads.

The project location is not very far from the Republic of Rwanda (Rusumo) - Tanzania border, The site is located on the Kigali – Rusumo– Dare Salaam (Tanzania) Highway, which is likely to facilitate import of machinery & equipment via Dar es Salaam Port, Furthermore, the proposed site is strategically located close to Rusumo Bridge, which has direct road connections to all major cities in the surrounding countries like Burundi and Tanzania, ensuring round the clock, all weather road connectivity to the project.

**D] GOI Guidelines**

As per the GOI guidelines, goods and services for minimum 75% value of the contracts covered under these Lines of Credit, must be sourced from India. Applicants are advised to refer to the GOI guidelines mentioned above for details available at

<http://www.eximbankindia.in/assets/pdf/loc/GOI-Guidelines-on-LOC.pdf>

**Part II. Instructions to Applicants [ITA]****Table of Articles**

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## Part II. Instructions to Applicants

### 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 “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 Pre-qualification**
  - 2.1 With reference to the Invitation for Pre-qualification (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 pre-qualification as per the scope described in Part I, General Scope and subject to the provisions of this Application Document.
- 3. Ethics and Integrity**
  - 3.1 The Bank requires Applicants to participate in this pre-qualification process with the highest standards of integrity and ethics and prohibits any corrupt, collusive and / or fraudulent practices. It is strictly forbidden to the parties involved in the pre-qualification 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, as offsets for pre-qualification, if susceptible of being qualified as criminal unlawful acts in accordance with national laws of any party involved.
  - 3.2 In pursuance of article 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.
  - 3.3 If, in accordance with the administrative procedures of the Bank, it is demonstrated that an Applicant in this pre-qualification process, or during the subsequent bidding for the contract(s) has committed corrupt, fraudulent, or unethical practices, the Bank, inter alia, shall:
    - a. Reject any Application for pre-qualification or proposal to award a contract in connection with the subsequent

procurement process, as applicable; and/or

- b. Declare an Applicant involved in corrupt practices, temporarily or permanently, ineligible to be awarded future contracts under Bank funding.

#### **4. Eligibility of Applicants**

- 4.1 This pre-qualification 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 pre-qualification 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 pre-qualification 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 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 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 subsequent 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 so as to conduct all business for and on behalf of the JV during the pre-qualification process. The limit on the number of members in a JV would be as specified in the **DS**.
- 4.4 This pre-qualification exercise is open to only Indian Applicants. An Applicant shall be deemed to be Indian if the Applicant is constituted, incorporated or registered in, 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 debarred/ sanctioned by the Bank in pursuance of ITA 3.1, including debarment/ sanction by any government procuring entity/ corporation or Multilateral Development Agencies (MDA) in accordance with extant rules and procedures, shall be ineligible to be prequalified, during such period of time as the Bank/ sanctioning authority shall have determined.
- 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 The Applicant shall confirm that it has not defaulted in any loan to any Bank/FI and its account has not been classified as Non-Performing Asset (NPA) with any Bank/FI. The Applicant has to further confirm that none of their companies/promoters/directors appear in ECGC Specific Approval List, RBI Caution List, RBI Wilful Defaulter List (Suit filed as well as non-suit filed) and CIBIL Defaulter List, updated from time to time. On being included in any of the above lists, the Applicant shall immediately inform Exim Bank on the inclusion and reason for inclusion thereof.
- 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 EPC
  - Part II. Instructions to Applicants (ITA)
  - Part III. Data Sheet (DS) to ITA
  - Part IV Pre-qualification 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, which shall be put up on its website, 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 pre-qualification 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**

11.1 The Applicant shall complete an Application Submission Form as



<b>Submission Form</b>	provided in Part V (Forms). This Form must be completed without any alteration to its format.
<b>12. Documents Evidencing the Applicant's Eligibility</b>	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).
<b>13. Documents Evidencing the Applicant's Qualifications</b>	<p>13.1 To establish its qualifications in accordance with Part IV, Pre-qualification Criteria and Requirements, the Applicant shall provide the information requested in the corresponding Forms included in Part V. Each Form included in Part V 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 to this requirement may result in summary rejection of the Application.</p> <p>13.2 Wherever a monetary amount is to be stated, Applicants should indicate the USD equivalent using the rate of exchange determined as follows:</p> <p>Value of single contract - Exchange rate prevailing on the date of the contract shall be used.</p> <p>Exchange rates shall be taken from the publicly available source identified in the <b>DS</b>. Any error in determining the exchange rates in the Application may be corrected by the Bank during evaluation.</p> <p>For data related to financial statements, the amounts shall be mentioned in Indian Rupees (INR).</p>
<b>14. Authorized Signatory and Number of Copies</b>	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.
<b>15. Preparing the Application Envelope</b>	<p>15.1 The Applicant shall enclose the original of the Application in a sealed envelope that shall:</p> <ul style="list-style-type: none"> <li>(a) be addressed to the Bank, as per ITA 16.1;</li> <li>(b) mention the name and address of the Applicant; and</li> <li>(c) mention the specific identification of this pre-qualification process indicated in the <b>DS</b> ITA 2.1.</li> </ul> <p>15.2 The Bank will accept no responsibility for not processing any</p>

envelope that was not prepared as required in ITA 15.1 above.

**16. Application  
Submission  
Deadline**

16.1 Applicants may either submit their Applications by mail or by hand. Applications submitted electronically shall not be admissible. 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 pre-qualification process until the official notification of pre-qualification 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 pre-qualification in accordance with ITA 25, any Applicant who wishes to contact the Bank on any matter related to the pre-qualification process (except as specified in 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.

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.

**E. Evaluation of Applications and Pre-qualification of Applicants**

**22.Evaluation of Applications**

22.1 The Bank shall use the criteria and requirements defined in Part IV, Pre-qualification 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 pre-qualification 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 Applicant.

22.3 Only the qualifications of the Applicant shall be considered. In particular, the qualifications of a parent or other affiliated company that is not party to the Applicant under a JV in accordance with ITA 4.3 shall not be considered.

22.4 The qualification and experience of the Applicant for execution of contracts for Special Purpose Vehicles (SPVs)/Group Companies, promoted by the Applicant or same promoter group, 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 pre-qualification process and reject all Applications at any time, without thereby incurring any liability to the Applicants.

**24. Pre-qualification of Applicants**

24.1 All Applicants whose Applications substantially meet or exceed the specified qualification requirements will be pre-qualified by the Bank.

**25.Notification of Pre-qualification**

25.1 The Bank shall notify the result of the pre-qualification process through letters/emails to all the prequalified applicants and to the applicants not meeting the prequalification criteria.

25.2 Applicants that have not been pre-qualified may write to the Bank no later than 15 calendar days after the date of intimation by the Bank of the result of pre-qualification, to request the grounds on which they were not pre-qualified.

**26.Subsequent Invitation for Bids**

26.1 The Bank shall forward the list of pre-qualified firms to the Borrower for subsequent invitation of proposals.

Part III. Data Sheet (DS) to ITA	
<b>A. General</b>	
<b>ITA 2.1</b>	<p>The identification of the Invitation for Pre-qualification (IFP) is:  <b>GOILOC-201/Rwanda/EPC-04</b></p> <p>The Bank is:  Export-Import Bank of India  Maker Chamber IV, 8th Floor,  222, Nariman Point,  Mumbai – 400 021  Email: <a href="mailto:eximloc@eximbankindia.in">eximloc@eximbankindia.in</a>  Website: <a href="http://www.eximbankindia.in">www.eximbankindia.in</a></p>
<b>ITA 4.3</b>	<p><b>The lead partner of the JV shall be the one with the highest share in the JV which shall not be less than 26%.</b> The maximum number of other members in the JV shall be such that each of the other members should have at least <b>20%</b> share. The JV can be either an incorporated JV company or an unincorporated consortium/ association (JVCA) based on a memorandum of understanding. In case of unincorporated JVCA, the share shall be determined based on the share in the proceeds of the contract (in terms of percentage) being bid for. In other words, if prequalified and invited to bid, the share of JV members in the contract in terms of value shall be in the proportion as stated above.</p> <p>The Letter of Intent to enter into a JV or JV agreement should contain, inter alia, the following:</p> <ul style="list-style-type: none"> <li>- Names of the Lead Partner and each of the other members</li> <li>- Percentage share of each JV member</li> <li>- Confirmation of Joint and Several Liability of all members of the JV</li> </ul>
<b>ITA 4.6</b>	<p>A list of debarred firms and individuals by:  the World Bank is available on the website:  <a href="http://www.worldbank.org/debarr">http://www.worldbank.org/debarr</a></p> <p>The Asian Development Bank is available on the website:  <a href="http://lnadbg4.adb.org/oga0009p.nsf/sancALLPublic?OpenView&amp;count=999">http://lnadbg4.adb.org/oga0009p.nsf/sancALLPublic?OpenView&amp;count=999</a></p> <p>the African Development Bank is available on the website:  <a href="http://www.afdb.org/en/projects-and-operations/procurement/debarment-and-sanctions-procedures/">http://www.afdb.org/en/projects-and-operations/procurement/debarment-and-sanctions-procedures/</a></p> <p>the European Bank for Reconstruction and Development is available on the website:  <a href="http://www.ebrd.com/pages/about/integrity/list.shtml">http://www.ebrd.com/pages/about/integrity/list.shtml</a></p> <p>the Inter-American Development Bank is available on the website:  <a href="http://www.iadb.org/en/topics/transparency/integrity-at-the-idb-group/sanctioned-firms-and-individuals,1293.html">http://www.iadb.org/en/topics/transparency/integrity-at-the-idb-group/sanctioned-firms-and-individuals,1293.html</a></p>

<b>B. Contents of the Application Document</b>	
<b>ITA 6.1</b>	<p>For <b>clarification purposes</b>, the Bank's address is:  Ms. Meghana Joglekar  Deputy General Manager  Export-Import Bank of India  Maker Chamber IV, 8th Floor,  222, Nariman Point,  Mumbai – 400 021  Fax : +91 (22) 22823394  Email: <a href="mailto:eximloc@eximbankindia.in">eximloc@eximbankindia.in</a></p>
<b>C. Preparation, Submission &amp; Opening of Applications</b>	
<b>ITA 10.1 (d)</b>	<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>In case the Applicant is a JV, the Applicant shall submit a copy (self-attested on all pages) of Powers of Attorney for each member of the JV along with a copy (self-attested) of relevant Board Resolutions or equivalent documents.</p>
<b>ITA 13.2</b>	<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 Reserve Bank of India (<a href="http://www.rbi.org.in">www.rbi.org.in</a>)</p> <p>In case a particular currency rate is not published by Reserve Bank of India, then the selling rate of such currency shall be taken from the following website: <a href="http://www.oanda.com">http://www.oanda.com</a></p>
<b>ITA 14.1</b>	<p>Additionally One (1) copy in digital – in USB flash/ pen drive shall also be submitted.</p> <p>The pre-qualification application document 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>
<b>ITA 16.1</b>	<p><b>The deadline for Application submission is:</b></p> <p><b>Date: January 16, 2017</b></p>

	<p><b>Time: 1800 hrs</b></p> <p>For <b>application submission purposes only</b>, the Bank's address is:</p> <p>Bank's address is the same as that indicated in 2.1</p> <p><i>Attention: Ms. Meghana Joglekar, Deputy General Manager</i></p>
<b>ITA 18.1</b>	<p>The opening of the Applications shall be at the Bank's address as that indicated in 2.1</p> <p><b>Date: January 17, 2017</b></p> <p><b>Time: 15:00 hrs</b></p>

## **Part IV. Pre-qualification 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.

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## A. General

<b>A.1 Nationality</b>	
<b>Requirement:</b>	<ul style="list-style-type: none"> <li>• The Applicant's Nationality shall be in accordance with ITA 4.4</li> <li>• Documentation and Attachments to be submitted as mentioned below</li> </ul>
<b>Documentation to be submitted</b>	Form A.1.1 and A1.2
<b>Attachments to be submitted</b>	<ul style="list-style-type: none"> <li>➤ Articles &amp; Memorandum of Association, Certificate of Incorporation/Partnership Deed of the Applicant (and each of the JV members) in accordance with ITA 4.4.</li> <li>➤ In case of JV, letter of intent to form JV or JV agreement, in accordance with ITA 4.3 and documents as above for each member of the JV.</li> </ul>

<b>A.2. Eligibility</b>	
<b>Requirement:</b>	<ul style="list-style-type: none"> <li>• The Applicant shall not be under declaration as ineligible, as described in ITA 4.5</li> <li>• Documentation and Attachments to be submitted as mentioned below</li> </ul>
<b>Documentation to be submitted:</b>	Application Submission Form
<b>Attachments</b>	<ul style="list-style-type: none"> <li>➤ 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.</li> <li>➤ In case the Applicant is a JV, the Applicant shall submit a copy (self-attested on all pages) of Powers of Attorney for each member of the JV along with copy (self-attested) of relevant Board Resolutions or equivalent documents.</li> <li>➤ For an Applicant as a single entity or in case of JV, for each member: <ul style="list-style-type: none"> <li>○ Permanent Account Number (PAN): Self attested copy</li> <li>○ TIN/ Service Tax Registration details, as applicable: Self attested copy</li> <li>○ Documentary proof for being on the approved list of Project Exports Promotion Council of India - PEPC (MOCI)</li> </ul> </li> </ul>

## B. Past Contract Performance and Litigation

<b>B.1 Past Contract Non-performance</b>	
Requirement:	<ul style="list-style-type: none"> <li>There shall be no instance of contract<sup>1</sup> non-performance as a result of Applicant's default since <b>1<sup>st</sup> April 2011</b>. (In case of JV, each member shall meet the requirement).</li> <li>Documentation and Attachments to be submitted as mentioned below</li> </ul>
Documentation to be submitted:	Form B.1.1
Attachments to be submitted:	Documents establishing details included in Form B.1.1

<b>B.2 Pending Contract Litigation</b>	
Requirement:	<ul style="list-style-type: none"> <li>Applicant shall have a * positive adjusted net worth determined as per the financial statements for the financial year (FY 2015-16) and the contractual litigation value as considered below net of provision made in the audited financial statements for FY 2015-16: <ul style="list-style-type: none"> <li>Litigation value shall be deemed to be 25% of the aggregate value pending litigation across all contracts and net of provisions, this value will be deducted from the net worth to arrive at the adjusted net worth.</li> </ul> </li> <li>Documentation and Attachments to be submitted as mentioned below</li> </ul> <p><i>* Note: Networth – [25% of Litigation value – provisions already made] = positive</i></p>
Documentation to be submitted:	Form B.2.1
Attachments to be submitted:	Documents establishing details included in Form B.2.1

<b>B.3 Contract Litigation History</b>	
Requirement:	<ul style="list-style-type: none"> <li>There shall be no consistent history of court/arbitration award decisions related to contractual litigation against the Applicant<sup>2</sup> since <b>1<sup>st</sup> April 2011</b></li> <li>The aggregate amount of awards against the Applicant, if any, shall not exceed 10% of the total value of contracts executed by the Applicant during</li> </ul>

<sup>1</sup>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.

<sup>2</sup> The Applicant shall provide accurate information on the related Application Form about any litigation or arbitration resulting from contracts completed or ongoing under its execution over the last five years. A consistent history of awards against the Applicant or any member of a joint venture may result in failure of the application.

	<p>the last five (5) financial years.</p> <ul style="list-style-type: none"> <li>Documentation and Attachments to be submitted as mentioned below</li> </ul>
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

<b>C.1 Financial Status</b>	
Requirement:	<p>(i) The audited balance sheets and profit &amp; loss account/ annual report for the last 5 years (i.e. FY 2011-12 to FY 2015-16) 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:</p> <ol style="list-style-type: none"> <li>Positive net worth during the last five years;</li> <li>Positive profit (i.e. Profit before tax) for at least 2 out of last 5 years;</li> <li>Average Annual EPC Revenue<sup>3</sup> for the last five financial years defined above be not less than <b>USD 4.65 million</b></li> </ol> <p>In case of JVCA, requirement (a) and (b) above shall be met by each member and requirement under (c), each member shall meet at least 25%, lead member shall meet at least 40% and all members together shall meet 100%.</p> <p>(ii) The Applicant shall demonstrate that it has access to, or has available, liquid assets, unencumbered real 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 liquidity<sup>3</sup> needed for execution of the contract shall be <b>USD 0.78 million</b>.</p> <p>In case of JVCA, for requirement (ii) above, each member shall meet at least 25%, lead member shall meet at least 40% and all members together shall meet 100%.</p> <p>(iii) Documentation and Attachments to be submitted as mentioned below</p>
Documentation to be submitted:	Form C.1.1 and Form C.1.2 both certified by the statutory auditor of the Applicant (in case of JV, for each member of the JV)

<sup>3</sup>Prevailing exchange rate on the date of opening of the applications would be applied.

Part IV. Pre-qualification Criteria and Requirements

Attachments to be submitted:	<p>The Applicant and its parties shall provide copies of audited financial statements for the last <b>five</b> years (FY 2011-12 to FY 2015-16). The financial statements shall:</p> <ol style="list-style-type: none"> <li>reflect the financial situation of the Applicant or in case of JV for each member, and not an affiliated entity (such as parent company or group member).</li> <li>be independently audited and certified by the Statutory Auditor/Chartered Accountant in accordance with applicable legislation.</li> <li>be complete, including all notes to the financial statements.</li> <li>correspond to accounting periods already completed and audited.</li> </ol> <p>Supporting documents for additional financial means for likely future commitments</p>
<b>C.2 Value of ongoing contracts</b>	
Requirement	<ul style="list-style-type: none"> <li>Aggregate annual residual value of all ongoing EPC/Turnkey contracts shall not be more than 350% of the highest annual EPC/Turnkey turnover for last 5 years. In case of JV, this shall apply to each member.</li> <li>Documentation and Attachments to be submitted as mentioned below</li> </ul>
Documentation to be submitted:	Form C.2.1
Attachments to be submitted:	<ol style="list-style-type: none"> <li>Statement of Bank Credit Facilities sanctioned and availed and unutilized limits that are in force (including Source, Purpose, Amount, Validity Period)</li> <li>Contract-wise Statement of Non-funded Facilities (such as Bank Guarantees) availed for execution of contracts (including Contract Title, Source/ Bank, Purpose, Amount, Validity Period)</li> </ol>

**D. Experience**

<b>D.1 General Experience</b>	
Requirement:	<ul style="list-style-type: none"> <li>Experience in Design Engineering/ Construction/ EPC contracts in the role of prime contractor, or JV member, in India during the last 7 years starting from November 01, 2009. (In case of JV, each member shall meet the requirement)</li> <li>Documentation and Attachments to be submitted as mentioned below</li> </ul>
Documentation to be submitted:	Form D.1.1 (to be prepared separately for experience in India and outside India)
Attachments to be submitted:	Final Acceptance / Completion Certificate / Testimonial Letters issued by the employer for each contract listed in Form D.1.1

D.2 Specific Experience	Refer Part I: Scope of EPC for details																		
Requirement: <sup>4</sup>	<p><b>At least the number and value of similar EPC/ Turnkey contracts as mentioned below</b> completed between the period from <b>September 01, 2009</b> and application submission deadline:</p> <table><tr><th></th><th>No. of Contracts</th><th>Value<sup>4</sup> of Each Contract (USD mn)</th></tr><tr><td>Option I</td><td>3</td><td>1.24</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option II</td><td>2</td><td>1.55</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option III</td><td>1</td><td>2.48</td></tr></table> <p>The EPC/ Turnkey scope under the above contracts shall collectively demonstrate:</p> <ol style="list-style-type: none"><li>Experience in Engineering, Procurement, Installation, Testing, and Commissioning of a Multiple Fruits / Food Processing Plant.</li><li>Experience in construction of workshops, laboratories, cold storages for excess produce, repair and maintenance facilities related to Food Processing Plants.</li></ol> <p>In case of JVCA, requirement shall be met by the JVCA on a combined basis i.e. contract values of each member shall not be aggregated but number of contract(s) by individual members meeting the value and technical aspects can be aggregated to meet the requirement on number of</p>		No. of Contracts	Value <sup>4</sup> of Each Contract (USD mn)	Option I	3	1.24	OR			Option II	2	1.55	OR			Option III	1	2.48
	No. of Contracts	Value <sup>4</sup> of Each Contract (USD mn)																	
Option I	3	1.24																	
OR																			
Option II	2	1.55																	
OR																			
Option III	1	2.48																	

<sup>4</sup> In 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.

Part IV. Pre-qualification Criteria and Requirements

	<p>contracts.</p> <p>Notwithstanding the above, each member of JVCA shall demonstrate experience of at least one contract of 50% of the value indicated under Option I above, demonstrating experience in either or both of (1) or (2) above.</p> <p>Subcontractors' experience and resumes will not be taken into account in determining the bidder's compliance.</p>
Documentation to be submitted:	Form D.2.1
Attachments to be submitted:	Final Acceptance/ Completion Certificate/ Testimonial issued by the employer for each contract listed in Form D.2.1

**E. Quality Assurance**

**Result of evaluation to the following criteria may lead to full prequalification or conditional prequalification**

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

**E.2 Skilled Human Resources**

<b>Requirement:</b>	<ul style="list-style-type: none"> <li>Applicant must demonstrate that it can deploy personnel for the key positions that meet the following requirements:</li> </ul>			
	<b>Position</b>	<b>Minimum Desirable Qualification / Experience</b>	<b>Experience in similar works (No.of Years)</b>	<b>Number</b>
	<b>Resident Project Manager</b>	M.E/M.Tech in Civil Engineering	10	1
		B.E/B.Tech in Civil Engineering	15	
	<b>Food Processing Machinery Development Engineer</b>	M.E/M.Tech in respective branch of Engineering	5	1
		B.E/B.Tech in respective branch of Engineering	10	
	<b>Construction engineer</b>	B.E/B.Tech in respective branch of Engineering	10	1
	<i>Civil Engineer</i>			
	<i>Electrical Engineer</i>		15	
	<i>Mechanical Engineer</i>			
	<b>Agricultural Engineer/ Processing Engineer</b>	M.E/M.Tech in respective branch of Engineering	5	1
		B.E/B.Tech in respective branch of Engineering	10	
	<b>Training Engineer for Food Processing Plants in Agro Processing and</b>	M.E/M.Tech in respective branch of Engineering	5	1

Part IV. Pre-qualification Criteria and Requirements

	<b>Value Addition</b>	B.E/B.Tech in respective branch of Engineering	10	
	<b>Food Processing or Post Harvest Expert</b>	M.Sc in respective branch of Engineering	5	1
		B.Sc in respective branch of Engineering	10	
	<b>Lab Technicians</b>	Bachelor in Science and experience in an Engineering Lab	5 years experience in an Engineering Lab	3
<p>The applicant is required to submit an undertaking to engage &amp; deploy personnel as above</p> <ul style="list-style-type: none"> <li>Documentation and Attachments to be submitted as mentioned below</li> </ul>				
Documentation to be submitted:	<p>Form E.2.1</p> <p>CVs should, inter alia, incorporate qualifications, experience in the sector and should also list professional memberships / accreditations and knowledge of languages including foreign languages, countries of work experience.</p>			
<b>Attachments to be submitted:</b>	CV of abovementioned staff along with copies of academic certificates mentioned therein			



**NOTE:**

The Evaluation Criteria for Pre- Qualification of Applicants

<b>Sr. No.</b>	<b>Description</b>	<b>Remarks</b>
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

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## 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 pre-qualified for the referenced IFP 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 debarred/sanctioned in accordance with ITA 4.5;
- (c) We confirm that we have not defaulted 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 ECGC Specific Approval List, RBI Caution List, RBI Wilful Defaulter List (Suit filed as well as non-suit filed) and CIBIL Defaulter List, 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 pre-qualification process at any time and that you are neither bound to accept any Application that you may receive nor to invite the pre-qualified Applicants to bid for subsequent contract(s) subject to this pre-qualification process, without incurring any liability to the Applicants, in accordance with ITA 23.1.
- (e) 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 pre-qualification.

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]*

[For a joint venture, all members shall sign. Failure to comply with this requirement may result in rejection of Application]

## Form A.1.1

### Applicant Information Form

(to be filled by Applicant if being a Single Entity or as Lead member of JV)

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

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

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

Applicant's name <i>[insert full name]</i>
In case of Joint Venture (JV), name of each member: <i>[insert full name of each member in JV]</i>
Applicant's country* of registration: <i>[indicate country of Constitution]</i>
Applicant's actual year of incorporation: <i>[indicate year of Constitution]</i>
Applicant's legal address [registered in India]: <i>[insert street/ number/ town or city/ country]</i>
Applicant's authorized representative information Name: <i>[insert full name]</i> Address: <i>[insert street/ number/ town or city/ country]</i> Telephone/Fax numbers: <i>[insert telephone/fax numbers, including country and city codes]</i> E-mail address: <i>[indicate e-mail address]</i>
<p>1. Attached are copies of original documents of</p> <p><input type="checkbox"/> Articles 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><input type="checkbox"/> In case of JV, letter of intent to form JV or JV agreement, in accordance with ITA 4.3.</p> <p>2. Included are the 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 pre-qualification process is open to only Indian firms.

## Form A.1.2

### Applicant's/ JV Member's Information Form

*[The following form is in addition to Form A.1.1 (in case the Applicant is a JV)], and shall be completed separately to provide information relating to each JV member*

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

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

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

Applicant name: <i>[insert full name of the JV]</i>
Applicant's JV Member's name: <i>[insert full name of Applicant's JV Member]</i>
Applicant's JV Member's country* of registration: <i>[indicate country of registration]</i>
Applicant JV Member's date of constitution: <i>[indicate date of constitution in dd/mmm/yyyy]</i>
Applicant JV Member's legal address registered in India: <i>[insert street/ number/ town or city/ country]</i>
Applicant JV Member's authorized representative information Name: <i>[insert full name]</i> Address: <i>[insert street/ number/ town or city/ country]</i> Telephone/Fax numbers: <i>[insert telephone/fax numbers, including country and city codes]</i> E-mail address: <i>[indicate e-mail address]</i>
1. Attached are copies of original documents of Memorandum and Articles of Association, Certificate of Incorporation (or equivalent documents of constitution or association), and/or registration documents of the legal entity named above, in accordance with ITA 4.4.  2. Included are the organizational chart, a list of Board of Directors, and the beneficial ownership.

\* Note: Applicant's attention is drawn to ITA 4.1 pursuant to which this pre-qualification process is open to only Indian firms

## 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 and for each member of a Joint Venture]*

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

Form B.1.1			
Non-Performed Contracts in accordance with Part IV, Pre-qualification Criteria and Requirements			
<input type="checkbox"/> Contract non-performance did not occur since 1 <sup>st</sup> April 2011 specified in Part IV, Pre-qualification Criteria and Requirements, Sub-Factor B.1.			
<input type="checkbox"/> Contract(s) not performed since 1 <sup>st</sup> April 2011 specified in Part IV, Pre-qualification 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, 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]</i>

<b>Form B.2.1</b> Pending Litigation, in accordance with Part IV, Pre-qualification Criteria and Requirements				
<input type="checkbox"/> No pending litigation in accordance with Part IV, Pre-qualification Criteria and Requirements, Sub-Factor B.2 <input type="checkbox"/> Pending litigation in accordance with Part IV, Pre-qualification 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 year]</i>	<i>[insert amount]</i>	Contract Identification: <i>[indicate complete contract name, number, 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 "Employer" or "Contractor"]</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, Pre-qualification Criteria and Requirements			
<input type="checkbox"/> No litigation in accordance with Part IV, Pre-qualification Criteria and Requirements, Sub-Factor B.3. <input type="checkbox"/> Litigation Awards in accordance with Part IV, Pre-qualification 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, 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 "Employer" or "Contractor"]</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]</i>



## Form C.1.1

### Financial Status and Capacity

*[The following table shall be filled in for the Applicant and for each member of a Joint Venture and shall be certified by the statutory auditor. 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

#### 1. Financial data

Type of Financial information in (currency)	Historic information for previous (insert number) years				
	<i>(insert in words)</i>				
	(amount in Indian Rupees)				
	Year 1	Year 2	Year 3	Year 4	Year 5
Statement of Financial Position (Information from Balance Sheet)					
Total Assets (TA)					
Total Liabilities (TL)					
Total Equity					
Current Assets (CA)					
Current Liabilities (CL)					
Working Capital (WC)					
Net Worth (NW)					
Information from Income Statement					
Total Revenue (TR)					
Profits Before Taxes (PBT)					
Profit Before Interest & Taxes (PBIT)					
Cash Flow Information					
Cash Flow from Operating Activities					
Cash Flow from Investments					
Cash Flow from Financing Activities					

## Part V. Forms

### 2. Sources of Finance

*[The following table shall be filled in for the Applicant and each partner in case of a Joint Venture]*

Specify sources of finance to meet the Cash Flow Requirements for works currently in progress

#### A. Details of Credit Facilities available to the Applicant

Sr No	Type of Facility	Sanctioned Limit	Utilised Limit	Unutilised Limit
1.	Fund Based Limits			
	a.			
	b.			
	c.			
2.	Non-fund Based Limits			
	a.			
	b.			
	c.			

#### B. Details of Other Liquid Assets such as fixed deposits, other liquid assets and any other financial means which may be used to meet the cash flow requirements for works currently in progress by the Applicant

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

### 3. Financial documents

The Applicant and its parties shall provide copies of audited financial statements for last five years [FY 2011-12 to FY 2015-16] pursuant Part IV, Prequalification Criteria and Requirements, Sub-factor C.1. The financial statements shall:

- (a) reflect the financial situation of the Applicant or in case of JV for each member, 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 the printed Audited Annual Reports are to be certified by the Statutory Auditors duly signed and stamped.

## Form C.1.2

### Average Annual EPC/Turnkey Turnover

*[The following table shall be filled in for the Applicant and for each member of a Joint Venture and shall be certified by the statutory auditor. 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

Annual EPC/ Turnkey Turnover Data						
Year	Amount (INR)			EPC Turnover as % of Total Turnover	Exchange rate*	USD equivalent
	Contracts in India [A]	Overseas Contracts [B]	Total EPC Turnover C = [A + B]			
2011-2012						
2012-2013						
2013-2014						
2014-2015						
2015-2016						
	Total: Average:	Total: Average:	Total: Average:			Average Annual EPC/ Turnkey Turnover **

\* Refer ITA 13 for source of exchange rate. Exchange rate prevalent on 31<sup>st</sup> March shall be used to calculate turnover for respective financial year

\*\* Total USD equivalent for 5 years divided by 5 (five).

## Form C.2.1

### Ongoing Contracts

*[The following table shall be filled in for the Applicant and for each member of a Joint Venture]*

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

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]</i>  <i>[7 divide by 6]</i>
							<i>[Insert Total for all Contracts]</i>

\* Refer ITA 13 for date and source of exchange rate

## Form D.1.1

### General Experience

*[The following table shall be filled in for the Applicant and in the case of a JV Applicant, each Member]*

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

*[Identify contracts that demonstrate Design Engineering/ Construction/ EPC/ Turnkey work over the past 7 years pursuant to Part IV, Pre-qualification Criteria and Requirements, Sub-Factor D.1. List contracts chronologically, according to their commencement (starting) dates and attach Final Acceptance/Completion Certificates/Testimonial Letters.]*

#### 1. Experience within India

Contract Identification	Start Date	Initial Contractual End Date	Actual Completion Date and Reasons for delay, if any	Role of Applicant
Contract name: <i>[insert full name]</i> Brief Description of the works performed by the Applicant: <i>[describe works performed briefly]</i> Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and US\$ equivalent*]</i> Name of Employer: <i>[indicate full name]</i> Address: <i>[indicate street/number/town or city/country]</i>	<i>[indicate date as dd/ mmm/ yyyy]</i>	<i>[indicate date as dd/ mmm/ yyyy]</i>		<i>[insert "Prime Contractor" or "JV Member"]</i>

\* Refer ITA 13 for date and source of exchange rate

Final Acceptance / Completion Certificate / Testimonial Letter to be attached for each contract

**2. Experience outside India**

<b>Contract Identification</b>	<b>Country of Work Execution</b>	<b>Start Date</b>	<b>Initial Contractual End Date</b>	<b>Actual Completion Date and Reasons for delay, if any</b>	<b>Role of Applicant</b>
Contract name: <i>[insert full name]</i>  Brief Description of the works performed by the Applicant: <i>[describe works performed briefly]</i>  Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and US\$ equivalent*]</i>  Name of Employer: <i>[indicate full name]</i>  Address: <i>[indicate street/number/town or city/country]</i>		<i>[indicate date as dd/mm/yyyy]</i>	<i>[indicate date as dd/mm/yyyy]</i>	<i>[indicate date as dd/mm/yyyy]</i>	<i>[insert "Prime Contractor" or "JV Member"]</i>

\* Refer ITA 13 for date and source of exchange rate.

Final Acceptance / Completion Certificate / Testimonial Letter to be attached for each contract

## Form D.2.1

### Specific EPC Experience

*[The following table shall be filled in for contracts performed by the Applicant, and each member of a Joint Venture, as applicable]*

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

Similar Contract No.	<i>[insert number] of [insert number of similar contracts required]</i>		
Contract Identification	<i>[insert contract name and number, if applicable]</i>		
Contract date	<i>[dd/mmm/yyyy]</i>		
Completion date	<i>Contractual:</i>		<i>Actual: [dd/mmm/yyyy]</i>
Role in Contract <i>[check the appropriate box]</i>	Prime Contractor <input type="checkbox"/>		Member in JV <input type="checkbox"/>
Total Contract Amount	<i>[insert total contract amount in contract currency]</i>		US\$ <i>[insert Exchange rate and total contract amount in US\$ equivalent]*</i>
If member in a JV, specify participation in total Contract amount	<i>[insert a percentage amount]</i>	<i>[insert total contract amount in local currency]</i>	<i>[insert exchange rate and total contract amount in US\$ equivalent]*</i>
Employer Details	Employer's Name:  Address:  Telephone, fax number, E-mail:		
Description of the similarity in accordance with Sub-Factor D.2 of Part IV:	<i>[Name the Sector/ Sub-sector]</i>  <i>[Briefly mention the similarity in terms of sectoral characteristics]</i>		
<b>For the above contract, mention the following attributes</b>			
1. Capacity/ Physical size of key works items	<i>[insert capacity/ physical size of key work items]</i>		
2. Complexity	<i>[insert description of complexity]</i>		
3. Methods/ Technology	<i>[insert specific aspects of the methods/ technology involved in the contract]</i>		
4. Rate of execution for key items	<i>[insert execution rates for key items]</i>		
5. Other Characteristics	<i>[insert other characteristics as appropriate]</i>		

\* Refer ITA 13 for date and source of exchange rate.

## Form E.1.1

### Quality Management System

*[The following table shall be filled in for the Applicant and in the case of a JV Applicant, each Member]*

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

Quality 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/mm/yyyy]	[dd/mm/yyyy]	[indicate the name of the certifying organization and contact details]



## Form E.2.1

### Skilled Human Resources

*[Furnish details for key staff pursuant to Part IV, Pre-qualification Criteria and Requirements, Sub-Factor E.2. In case of JVCA, this shall be on a combined basis]*

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

Position	Name of key staff	Academic Qualification	Specialization	Years of Experience	Experience in Countries

## Part VI. Questionnaire for Applicants

Name of Applicant: *[In case of JV, to be filled in each partner separately]*

IFP No.: *[insert IFP No.]*

<b><u>Eligibility, Confirmation and Other Important Information</u></b>	<b><u>Response</u></b>
<p>1. Is your firm, either singly or in joint venture currently empanelled or prequalified as an EPC contractor.</p> <p>If yes, please provide details of Client, Country and Scope of EPC. 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 pre-qualification 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 pre-qualification.</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 pre-qualification 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 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/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>6. Has your firm/ any JV partner been penalized for delay in contractual performance since 1<sup>st</sup> April 2010 to Application submission deadline. If yes, please provide details in a separate sheet, as necessary.</p>	<p>Yes____/No _____</p>
<p>7. Has there been a termination of your firm's services for non-performance on a contract in the last 5 years? If Yes, please describe in detail in a separate sheet, as necessary.</p>	<p>Yes____/No _____</p>
<p>8. Please confirm that you agree to the provisions of the Government of India guidelines dated 7<sup>th</sup> December 2015 on IDEAS Lines of Credit</p>	<p>Confirm:</p> <p>Yes___/ No ____</p>

**Certificate of eligibility and authority to sign Pre-qualification application**

I, *[Name of Authorized Signatory]*, certify that I am *[Title]* and Authorized Signatory of *[Name of Applicant or JV member as applicable]*. By signing the Application Submission Form under IFP No *[insert IFP No.]* and on behalf of *[Name of Applicant/ JV member]* I also certify that all information stated here and in the Application Document is accurate and true and that signing the Application Submission Form is within the scope of my powers as *[Title]* and Authorized Signatory.

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*(Signature)*

*[Name of Authorized Signatory]*  
*[Title]* and Authorized Signatory

Date: