

Application Document for

Pre-qualification of Indian Entities for Supply of
160 Passenger Coaches to Sri Lanka Railways

Export-Import Bank of India
Date: July 17, 2017

INVITATION FOR PREQUALIFICATION

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

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

In pursuance to the above, the Bank invites Applications from Indian entities for prequalification of Contractors for Supply of 160 Passenger Coaches in Sri Lanka under the Exim Bank's GOI-supported Line of Credit extended to the Government of Sri Lanka.

Completed Applications in accordance with the provisions of the Application Document should be delivered physically by 1500 hours, on August 16, 2017 at the following address:

Mr. Ajay Rana
Chief Manager
Lines of Credit Group
Export-Import Bank of India
Statesman House, Ground Floor
148, Barakhamba Road
New Delhi -110001
Tel : +11- 23474800
Fax: + 11- 23321719
E-mail: eximloc@eximbankindia.in

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

Part I. Scope of Supplies

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

Part II. Instructions to Applicants (ITA)

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

Part III. Data Sheet (DS) to ITA

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

Part IV. Prequalification Criteria and Requirements

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

Part V. Forms

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

Part VI Questionnaire for Applicants

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

Application Document for

Pre-qualification of Indian Entities for Supply of
160 Passenger Coaches to Sri Lanka Railways

Invitation for Pre-Qualification No.:

GOILOC-242/S-AS-LKA/SUPPLY-05

Issued on: July 17, 2017

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Part I. Scope of Supplies

The Export-Import Bank of India (Bank), on behalf of the Government of India has extended a Line of Credit to the Democratic Socialist Republic of Sri Lanka for financing various railway projects in Sri Lanka. A part of the LOC shall be utilised for Supply of 160 Passenger coaches to Sri Lanka Railways for which the Bank now seeks applications for prequalification from eligible Indian Entities for the aforementioned project. Refer Part II ITA 4 for eligibility provisions.

A] Scope of Work:

The project aims to procure 160 passenger coaches as per Sri Lanka Railways requirement briefly mentioned at para [B]. The Sri Lanka Railway has decided to build a reliable, safe and high speed rail transportation system, along with increase of the passenger share in rail transport from 6% to 10% by 2020. The Railway Department has decided to develop modern information and communication, system, rolling stock and also expand the railway network in the country.

B] Technical Specifications of the passenger coaches to be supplied

Technical Specifications for Passenger Coaches Composition of 160 Carriages is as follows:

S.no	Type of Carriage	Quantity (in Units)
TC	Third class coach	41
SC	Second class coach	41
TV	Third class coach brake van	17
SV	Second class brake van	08
TCBU	Third class coach with canteen	13
AC	Air condition 1 st class	35
PBV	Parcel brake van	05

1. General Specifications

1.1 The Coach

1.1.1 Major Dimensions

Track Gauge – Broad Gauge (5'6" or 1676 mm)

Wheel diameter (tread) 915 mm

Approximate dimensions of the coach shall be as follows:

Length of the coach	20,000mm
Width of the body	2,900mm
Height of the floor from the rail head	1,300mm
Height of the roof at the centre from the rail head	3,900mm
Height of the roof at the side from the rail head	3,400mm

1.1.2 Passenger Capacity

Approximate number of passenger seats required in various types of carriages is as follows.

Type of Carriage		Class	No. of Seats
TC	Third class Coach	3	90
SC	Second class Coach	2	64
TV	Third class brake van	3	50
SV	Second class brake van	2	38
TCBU	Third class coach with canteen	3	58 seat with provision for 3 wheel chairs
AC	Air condition 1 st class	1	50
PBV	Parcel brake van	N.A.	N.A.

The coaches shall be designed to withstand the overloading condition with 300 passengers (20 Tones).

The foot boards and external handrails shall be strong enough to withstand the load of overhanging passengers (1Ton), in a possible worst scenario of overloading.

1.1.3. Weight

The weight of a coach shall be less than 35 Tons (except AC Coach).

1.1.4 Construction, Strength and Safety

- The coach body shall be a proven design for Railway application. The draw and buffing strengths of the coach shall be according to the relevant UIC standard and which are sufficient for railway passenger coach application. Details with the values shall be furnished with the offer.
- The Coach shall be able to operate safely and efficiently to be formed as a train with 18 such coaches, running at speeds and the conditions under the track parameters specified in Section 1.1.7 & 1.2.2 respectively of this Part.
- All parts of the Coach shall be designed and manufactured to withstand the shock stresses and vibration which shall be developed while running on the track of Sri Lanka Railways. (Tracks designed by 45 feet single rail jointed with fish plates).
- The coach shall be designed and manufactured in compliance with the relevant UIC standard to ensure the safety of the passengers, even at a collision or a derailment.
- All hanging parts such as brake beams shall be secured by providing suitable cradles or hang them by chain to prevent from falling on the rail and causing derailments.
- The bogies must be secured to the body by suitable chain to prevent them from running away in a derailment.

1.1.5 Material

Coach Body

- The coach body shall be made out from proven type of weather resistance steel suitable for rolling stock applications subject to heavy shocks and vibrations and used in salty, tropical environment and according to the AAR Standards.
- The underframe shall be made out of alloy steel which is compatible with the steel used for the coach body. However the SLR track condition is to be taken into consideration when selecting the materials for underframe and coach body.
- Materials shall be weldable, having high fatigue strength, non- corrosive and durable while satisfying the required Mechanical, Chemical and Engineering

properties. The steels used for the coach shall be selected to avoid any bimetallic reactions. The materials used for the underframe, shell superstructure, side wall, end wall, roof and interior fitting of proposed coaches shall be specified with standards.

- If the material standards have not been given in AAR, the equivalent standards of AAR shall be given. In case, of which no AAR equivalents are available, the material composition and properties of them shall be given. The details of the material shall be forwarded with the offer.
- Documentary evidence shall be required to prove the performance of proposed material combination used for the underframe and shell superstructure in passenger coach applications.
- The steels to be used will not be subjected to fatigue cracks.

Other Metallic Material

All other metallic material shall be of best quality both in physical property and chemical composition and should conform to the BSS applicable to that application. The steel section used shall be of the corrosion free types.

If the material standards have not been given in BS, the equivalent standards of BS shall be given. In case, of which no BS equivalents are available, the material composition and the properties of them shall be given. The details of the material shall be forwarded with the offer.

Non-Metallic Material:

Non-Metallic Material such as materials of the panels, insulators, seat cushions and covers, plastic and rubber components shall be of best quality both in physical property and chemical composition and should conform to the BSS applicable to that material.

If the material standards have not been given in BS, the equivalent standards of BS shall be given. In case, of which no BS equivalents are not available, the material composition and the properties of them shall be given. The details of the material shall be forwarded with the offer.

Special care must be exercised to ensure that such materials are free from any kind of fungus attacks that are possible in humid tropical environment in Sri Lanka.

1.1.6 Paints

The paints for marine application shall be of an accepted chemical formula suitable for coaches used in hot, humid, rainy and salty atmosphere prevailing in Sri Lanka. The approvals of Sri Lanka Railways must be obtained by the supplier, prior to the painting of coaches, with regard to the formula of the paints, applying method, the colour scheme and nameplates and indicator symbols.

Top coat and varnish should have good resistance against Ultra Violet radiation and should guarantee up to 5 years for non-fading and absence of surface cracks. Painting should be able to carry out on accidental repairs. The detail of the material shall be forwarded with the offer.

1.1.7 Speed

Design speed of the coaches shall be 120km/hr.

1.1.8 Re-railing and Lifting

The coach body design shall be suitable for lifting by jacking underneath the centre coupler during re-railing. Also four places for lifting the entire body off from the

bogies by the overhead cranes and by jacks at the workshops shall be provided. All those lifting points shall be painted in yellow for easy identification.

1.2 The Weather and Track

1.2.1 Weather and Environmental Factors

Main operations are in the corrosive coastal atmosphere with humidity maximum 95% and temperature 10 to 40 degrees C. Maximum altitude of operation above sea level is 500 m. The coaches shall be designed and manufactured accordingly.

1.2.2 Track Parameters

The Coaches shall be able to operate in the Low country of Sri Lanka Railways with the following parameters:

1. Maximum gradient 1:80
2. Minimum radius of the curves 150 m
3. Super Elevation and Gauge Widening in curves.

Radius of Curve in m	Super Elevation in mm	Gauge Widening in mm
150	140	12

4. Stone ballasted track with rail spiked or screwed to wooden sleepers, or concrete sleepers with resilient rail fastenings.
5. Rail sections in use are 60 kg/m, BS 80, and BS 90 A / EN 45 E1.
6. Rail lengths vary from 10 to 20 meters and the welded rail have been introduced in some area. However most of the sections are with rail joints with fish plates.
7. Sleepers clearance at maximum curvature is 0.66 meters.
8. Check rail clearance at maximum curvature is 73 mm.
9. Maximum platform height is 900 mm from rail head. 750 mm is the standard. There are some platforms of lesser height also.

C] Contract Period:

One set of Passenger Coaches with 1TV, 1SV, 2SC, 1TCBU, 4TC and 1AC shall be shipped within 12 months from the date of opening of the Letter of Credit (LC) and the date of approval of the conceptual drawings whichever is later. Shipment of the balance Passenger Coaches shall be completed within 24 months from the date of opening of the LC and the date of approval of conceptual drawings whichever is later.

It has to be noted that the above descriptions are general and the design details including the requirements of Brake System, Bogies, Auto Couplers, Air Conditioned Coaches and Electrical standards will be described in the schedule of requirements and the tender documents that will be issued at the tendering stage. Provision of associated equipment, spare parts etc. will be included in the tender documents and the schedule of requirement for each item.

However, the details of the previous experience of the manufacturer pertaining to bogies, auto couplers, A/C Coaches, air brake and electrical standards as similar to passenger coaches available in Sri Lanka Railways shall be submitted along with the bid.

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]

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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 Prequalification

- 2.1 With reference to the Invitation for Prequalification (IFP) indicated in Part III, Data Sheet (**DS**), this Application Document (“Application Document”) is being issued by the Bank to prospective applicants (“Applicants”) interested in submitting applications (“Applications”) for prequalification as per the scope described in Part I, Scope of Supplies and subject to the provisions of this Application Document.

3. Ethics and Integrity

- 3.1 The Bank requires Applicants to participate in this prequalification process with the highest standards of integrity and ethics and prohibits any corrupt and/ or fraudulent practices. It is strictly forbidden to the parties involved in the prequalification process, by themselves or by a third party, to offer, ask or accept for itself or for a third party, financial or non-financial advantage or even direct or indirect promise, as offsets for prequalification, 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 prequalification 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 prequalification 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 prequalification exercise is open to **only Indian Applicants** in accordance with the provisions of ITA 4.3. Any form of association by the Applicant with ineligible entities either during this prequalification process or subsequent bidding process may be liable for rejection.
- 4.2 For the purpose of applying the eligibility criteria listed in this article 4, "Applicant" would include the single entity involved or intended to be involved with this prequalification process for any part of the prospective contract(s) including related services.
- 4.3 This prequalification exercise is open to only Indian Applicants. An Applicant shall be deemed to be Indian if the Applicant is constituted, incorporated or registered 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. Applications from Joint Venture or a Consortium, or an Association (JVCA), either incorporated or unincorporated, will not be considered for the pre-qualification.
- 4.4 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.
- 4.5 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.
- 4.6 An Applicant shall be ineligible to be prequalified if it has defaulted on any loan to any Bank/ Financial Institution (FI) or its account has been classified as Non-Performing Asset (NPA) with any Bank/FI or their companies/ promoters/ directors appear in Export Credit Guarantee Corporation (ECGC) Specific Approval List, Reserve Bank of India (RBI) Caution List, RBI Wilful Defaulter List (Suit filed as well as non-suit filed) and Credit Information Bureau India Ltd. (CIBIL) Defaulter List, updated from time-to-time. On being included in any

of the above lists post the prequalification process, the Applicant shall immediately inform Exim Bank on the inclusion and reasons for inclusion thereof.

- 4.7 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 Supplies
 - Part II. Instructions to Applicants (ITA)
 - Part III. Data Sheet (DS) to ITA
 - Part IV. Prequalification Criteria and Requirements
 - Part V. Forms
 - Part VI. Questionnaire for Applicants
- 5.2 Unless obtained directly from the Bank, the Bank shall not be responsible for the completeness of the document, responses to requests for clarification, or Addenda to the Application Document in accordance with ITA 7. In case of any discrepancies, documents issued directly by the Bank shall prevail.
- 5.3 An Applicant is expected to study all instructions, and forms in the Application Document and to furnish with its Application all information or documentation as is required by the Application Document.

6. Clarifications

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

to ITA 7.

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| 7. Corrigendum of Application Document | <p>7.1 At any time prior to the deadline for submission of Applications, the Bank may amend the Application Document by issuing a Corrigendum.</p> <p>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.</p> <p>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.</p> |
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C. Preparation, Submission and Opening of Applications

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| 8. Cost towards Application | <p>8.1 The Applicant shall bear all costs associated with the preparation and submission of its Application. The Bank will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the prequalification process.</p> |
| 9. Language | <p>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.</p> |
| 10. Documents constituting the Application | <p>10.1 The Application shall comprise the following:</p> <ul style="list-style-type: none">(a) Application Submission Form, in accordance with ITA 11.1;(b) documentary evidence establishing the Applicant's eligibility, in accordance with ITA 12.1;(c) documentary evidence establishing the Applicant's qualifications, in accordance with ITA 13; and(d) any other document required as specified in the DS. |
| 11. Application Submission Form | <p>11.1 The Applicant shall complete an Application Submission Form as provided in Part V (Forms). This Form must be completed without any alteration to its format.</p> |
| 12. Documents Evidencing the Applicant's Eligibility | <p>12.1 To establish its eligibility in accordance with ITA 4, the Applicant shall complete the eligibility declarations in the Application Submission Form and Form A.1.1, included in Part V (Forms).</p> |
| 13. Documents Evidencing the Applicant's | <p>13.1 To establish its qualifications in accordance with Part IV, Prequalification Criteria and Requirements, the Applicant shall provide the information requested in the corresponding Forms</p> |

Qualifications

included in Part V without any alteration to the format. Applicant shall also complete the Questionnaire included in Part VI without any alteration to the questions. Each Form included in Part V and the Questionnaire in Part VI shall be duly signed by the authorized representative of the Applicant. Non-compliance to this clause may result in summary rejection of the Application.

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

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

- (a) for contracts signed in the current financial year, the exchange rate prevalent as on the date of Invitation for Prequalification (IFP) shall be used to arrive at the USD equivalent;
- (b) for contracts signed prior to the current financial year, the exchange rate as on 31st March of the respective financial year in which the contract was signed shall be used to arrive at the USD equivalent as specified in the **DS**.
- (c) Exchange rates shall be taken from the publicly available source identified in the **DS**. Any error in determining the exchange rates in the Application may be corrected by the Bank during evaluation.
- (d) For data related to financial statements, the amounts shall be mentioned in Indian Rupees (INR). Equivalent amount in USD shall be arrived at using the exchange rate as on 31st March of respective financial year as specified in the **DS**.

14. Authorized Signatory and Number of Copies

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

15. Preparing the Application Envelope

15.1 The Applicant shall enclose the original and the copies of the Application in a sealed envelope that shall:

- (a) be addressed to the Bank, as per ITA 16.1;
- (b) mention the name and address of the Applicant; and
- (c) mention the specific identification of this prequalification process indicated in the **DS** ITA 2.1.

15.2 The Bank will accept no responsibility for not processing any envelope that was not prepared as required in ITA 15.1 above.

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| 16. Application Submission Deadline | <p>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.</p> <p>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.</p> |
| 17. Late Applications | <p>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.</p> |
| 18. Opening of Applications | <p>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.</p> |

D. Procedures for Evaluation of Applications

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| 19. Evaluation to be Confidential | <p>19.1 Information relating to the Applications, their evaluation and result shall be confidential and will not be disclosed to Applicants or any other person(s) not officially concerned with the prequalification process until the official notification of prequalification results is made in accordance with ITA 25.</p> <p>19.2 From the deadline for submission of Applications to the time of notification of the results of the prequalification in accordance with ITA 25, any Applicant who wishes to contact the Bank on any matter related to the prequalification process (except as specified in 20.1 below), may do so only in writing. Canvassing in any form will be grounds for disqualification.</p> |
| 20. Clarifications during Evaluation | <p>20.1 During the evaluation of Applications, in case of ambiguity, the Bank may, at its discretion, ask an Applicant for a clarification of its Application, to be submitted within a stated reasonable period of time. Any request for clarification from the Bank and all clarifications from the Applicant shall be in writing. Any clarification submitted by an Applicant that is not in response to a request by the Bank may not be considered.</p> <p>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.</p> |

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| 21. Determination of Responsiveness of Applications | 21.1 The Bank may reject any Application which is not responsive to the requirements of the Application Document and may not subsequently be made responsive by correction of the causes of non-responsiveness or by substitution or resubmission of the Application or part thereof. |
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E. Evaluation of Applications and Prequalification of Applicants

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| 22. Evaluation of Applications | <p>22.1 The Bank shall use the criteria and requirements defined in Part IV, Prequalification Criteria and Requirements, to evaluate the qualifications of the Applicants, and no other methods, criteria, or requirements shall be used. The Bank reserves the right to waive minor deviations from the prequalification criteria if they do not materially affect the technical capability and financial resources of an Applicant to perform the contract.</p> <p>22.2 The qualification and experience of sub-contractor(s), if any, proposed by the Applicant will not be considered for evaluation of the Application.</p> <p>22.3 Only the qualifications of the Applicant, in the capacity as prime contractor/member of JV to the main client, shall be considered. In particular, the qualifications of a parent or other affiliated company shall not be considered.</p> <p>22.4 The qualification and experience of the Applicant for execution of contracts in-house or for a parent/ promoter/ group concerns or for Special Purpose Vehicles (SPVs), set up by the Applicant or its group companies, shall not be considered.</p> |
| 23. Bank's Right to Accept or Reject Applications | 23.1 The Bank reserves the right to accept or reject any Application, and to annul the prequalification process and reject all Applications at any time, without thereby incurring any liability to the Applicants. |
| 24. Prequalification of Applicants | 24.1 All Applicants, whose Applications substantially meet or exceed the specified qualification requirements, will be prequalified by the Bank. |
| 25. Notification of Prequalification | <p>25.1 The Bank shall notify the result of the prequalification process through a letter to the prequalified Applicants and to the applicants not meeting the prequalification criteria.</p> <p>25.2 Applicants that have not been prequalified may write to the Bank no later than 7 calendar days after the date of intimation by the Bank, of the result of prequalification, to request clarifications regarding the grounds on which they were not prequalified.</p> |

**26. Subsequent
Invitation for Bids**

26.1 The Bank shall forward the list of prequalified firms to the Borrower for subsequent invitation of bids.

Part III. Data Sheet (DS) to ITA	
A. General	
ITA 2.1	<p>The identification of the Invitation for Prequalification (IFP) is: GOILOC-242/S-AS-LKA/SUPPLY-05</p> <p>The Bank's address is: Export-Import Bank of India Statesman House, Ground Floor 148, Barakhamba Road New Delhi -110001 Tel : +11- 23474800 Fax: + 11- 23322758 E-mail: eximloc@eximbankindia.in Website: www.eximbankindia.in</p>
ITA 4.5	<p>A list of debarred firms and individuals by: The World Bank is available on the website: http://www.worldbank.org/debarr</p> <p>The Asian Development Bank is available on the website: http://lnadbg4.adb.org/oga0009p.nsf/sancALLPublic?OpenView&count=999</p> <p>The African Development Bank is available on the website: http://www.afdb.org/en/projects-and-operations/procurement/debarment-and-sanctions-procedures/</p> <p>The European Bank for Reconstruction and Development is available on the website: http://www.ebrd.com/pages/about/integrity/list.shtml</p> <p>The Inter-American Development Bank is available on the website: http://www.iadb.org/en/topics/transparency/integrity-at-the-idb-group/sanctioned-firms-and-individuals,1293.html</p>

B. Contents of the Application Document	
ITA 6.1	<p>For clarification purposes, the Bank's address is:</p> <p>Mr. Ajay Rana Chief Manager Lines of Credit Group Export-Import Bank of India Statesman House, Ground Floor 148, Barakhamba Road New Delhi -110001 Tel: +91 11- 23474800 Fax: +91 11- 23322758 E-mail: eximloc@eximbankindia.in</p>
C. Preparation, Submission & Opening of Applications	
ITA 10.1 (d)	<p>The applicant shall forward its application along with a covering letter clearly indicating the name of the project and the Prequalification Reference No.</p> <p>The Applicant shall submit with its application, the following additional documents as attachment to the Application Submission Form:</p> <p>The Applicant shall submit a copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorized, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant. Copy (self-attested) of such relevant company Board Resolution or equivalent document should also be attached.</p>
ITA 13.2	<p>Undertaking related to Manufacturer's Authorisation in accordance with Form E.2.1 included in Part V of this Application Document.</p>

ITA 13.3	<p>The source for determining exchange rates is: For conversion of foreign currency / Indian rupees (INR) to US Dollar, the Applicants shall use the Reference Rates of Foreign Currency published by Reserve Bank of India (www.rbi.org.in)</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: http://www.oanda.com Applicants shall use the following rates for conversion between USD and INR:</p> <table><tr><td></td><td>USD 1 = INR</td><td>1 INR = USD</td></tr><tr><td>31-Mar-11</td><td>44.6500</td><td>0.0224</td></tr><tr><td>31-Mar-12</td><td>51.1565</td><td>0.0195</td></tr><tr><td>31-Mar-13</td><td>54.3893</td><td>0.0184</td></tr><tr><td>31-Mar-14</td><td>60.0998</td><td>0.0166</td></tr><tr><td>31-Mar-15</td><td>62.5908</td><td>0.0160</td></tr><tr><td>31-Mar-16</td><td>66.3329</td><td>0.0151</td></tr></table>		USD 1 = INR	1 INR = USD	31-Mar-11	44.6500	0.0224	31-Mar-12	51.1565	0.0195	31-Mar-13	54.3893	0.0184	31-Mar-14	60.0998	0.0166	31-Mar-15	62.5908	0.0160	31-Mar-16	66.3329	0.0151
	USD 1 = INR	1 INR = USD																				
31-Mar-11	44.6500	0.0224																				
31-Mar-12	51.1565	0.0195																				
31-Mar-13	54.3893	0.0184																				
31-Mar-14	60.0998	0.0166																				
31-Mar-15	62.5908	0.0160																				
31-Mar-16	66.3329	0.0151																				
ITA 14.1	<p>Additionally, one (1) scanned copy in digital – in USB flash/ pen drive shall also be submitted.</p> <p>The prequalification 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>																					
ITA 16.1	<p>The deadline for Application submission is:</p> <p>Date: August 16, 2017</p> <p>Time: 1500hrs</p> <p>For application submission purposes only, the Bank’s address is:</p> <p>Bank’s address is the same as that indicated in 2.1</p> <p><i>Attention: Mr. Ajay Rana, Chief Manager</i></p>																					
ITA 18.1	<p>The opening of the Applications shall be at the Bank’s address as that indicated in 2.1</p> <p>Date: August 16, 2017</p> <p>Time:1700 hrs</p>																					

Part IV. Prequalification Criteria and Requirements

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

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B	Past Contract Performance and Litigation	22-23
C	Financial Status and Capacity	24-25
D	Experience	25-26
E	Quality Assurance	27

A. General

A.1 Nationality	
Requirement:	<ul style="list-style-type: none"> ➤ The Applicant's Nationality shall be in accordance with ITA 4.3 ➤ Documentation and Attachments to be submitted as mentioned below
Documentation to be submitted	Form A.1.1
Attachments to be submitted	Articles & Memorandum of Association, Certificate of Incorporation of the Applicant in accordance with ITA 4.3

A.2. Eligibility	
Requirement:	<ul style="list-style-type: none"> ➤ Applications from Joint Venture or a Consortium, or an Association (JVCA) will not be considered for the pre-qualification. ➤ The Applicant shall not be under declaration as ineligible, as described in ITA 4.4 and 4.6 ➤ Documentation and Attachments to be submitted as mentioned below.
Documentation to be submitted:	Application Submission Form
Attachments	<ul style="list-style-type: none"> ➤ The Applicant shall submit a copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorized, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant. A copy (self-attested) of such relevant company Board Resolution or equivalent document should also be attached. ➤ Permanent Account Number (PAN): Self attested copy ➤ Goods & Service TAX (GST) Registration details, as applicable: Self attested copy

B. Past Contract Performance and Litigation

B.1 Past Contract Non-performance	
Requirement:	<ul style="list-style-type: none"> ➤ There shall be no instance of contract¹ non-performance as a result of Applicant's default since July 01, 2012. • Documentation and Attachments to be submitted

¹Contract 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.

	as mentioned below
Documentation to be submitted:	Form B.1.1
Attachments to be submitted:	Documents establishing details included in Form B.1.1

B.2 Pending Contract Litigation	
Requirement:	<ul style="list-style-type: none"> 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 latest audited financial statements for FY 2015-16: <ul style="list-style-type: none"> 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. Documentation and Attachments to be submitted as mentioned below. <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.3 Contract Litigation History	
Requirement:	<ul style="list-style-type: none"> There shall be no consistent history of court/arbitration award decisions related to contractual litigation against the Applicant² July 01, 2012. The aggregate amount of awards against the Applicant, if any, since July 01, 2012, shall not exceed 25% of the net worth as per the latest financial statements. Documentation and Attachments to be submitted as mentioned below
Documentation to be submitted:	Form B.3.1
Attachments to be submitted:	Documents establishing details included in Form B.3.1

² 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 may result in failure of the Applicant.

C. Financial Status and Capacity

C.1 Financial Status	
Requirement:	<p>(i) The audited balance sheets and profit & loss account/ annual report for the last 5 years (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> <ul style="list-style-type: none"> a. Positive net worth during each of the last five years. and b. Positive profit (i.e. profit before tax) for at least 2 out of last 5 years. c. Annual Revenue³ in any one (1) of the last five (5) financial years as defined above, be not less than USD 28.85 million. <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 and/ or credit facilities⁴ to be made available shall not be less than USD 7.21 million</p> <p>(ii) 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.
Attachments to be submitted:	<p>The Applicant shall provide copies of audited financial statements for the last five years (FY 2011-12 to FY 2015-16). The financial statements shall:</p> <ul style="list-style-type: none"> a) reflect the financial situation of the Applicant and not an affiliated entity (such as parent company or group member). b) be independently audited and certified by the Statutory Auditor/ Chartered Accountant in accordance with applicable legislation. c) be complete, including all notes to the financial statements. d) correspond to accounting periods already completed and audited. <p>Supporting documents for additional financial means for likely future commitments.</p>

³ 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.

⁴ Exchange rate prevalent as on the date of Invitation for Prequalification (IFP) shall apply

C.2 Value of ongoing contracts	
Requirement	<ul style="list-style-type: none"> ➤ Aggregate annual residual value⁵ of all ongoing contracts shall not be more than 350% of the highest annual turnover in the last 5 years [FY2011-12 to FY 2015-16]. ➤ Documentation and Attachments to be submitted as mentioned below
Documentation to be submitted:	Form C.2.1 (Certified by Statutory Auditor)
Attachments to be submitted:	<p>(a) Statement of Bank Credit Facilities sanctioned, availed and unutilised limits that are in force (including Source, Purpose, Amount, Validity Period)</p> <p>(b) 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)</p>

D. Experience

D.1 General Experience	
Requirement:	<ul style="list-style-type: none"> ➤ Experience of supply of railway passenger coaches in the role of a prime contractor or JV member, in India during the last 7 years, starting July 01, 2010. ➤ Documentation and Attachments to be submitted as mentioned below.
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 purchaser for each contract listed in Form D.1.1
D.2 Specific Experience	
Requirement:	(i) Experience of at least the number and value of passenger coaches supply contracts as mentioned below in the role of a prime contractor or JV member to the main client completed between July 01, 2010 and application submission deadline:-

⁵ Exchange rate prevalent as on the date of Invitation for Prequalification (IFP) shall apply to ascertain residual value in equivalent USD.

		No. of Contracts	Value of Each Contract⁶(USD Million)
	Option I	3	23.08
	OR		
	Option II	2	28.85
	OR		
	Option III	1	46.16
	<p>➤ Testimonials on past passenger coaches supplies and satisfactory performance in the last 7 years.</p> <p>(ii) The applicant shall satisfy with that the manufacturer to whom the applicant authorized to manufacturer is having sufficient experience in designing and manufacturing of coaches and shall furnish the following documentary evidence to prove same when requested:-</p> <ol style="list-style-type: none"> The manufacturing organizing shall be a reputed firm with minimum 10-years' experience in manufacturing of brand new Passenger Coaches; Experience in manufacturing brand new Passenger Coaches for India and the details of them shall be given with the year of manufacture; The end user certificates shall be enclosed with the bids with regard to the quality and performance of those coaches and The manufacturer should have experience in manufacturing of Passenger Coaches for broad gauge [1676 mm] tracks. <p>(iii) Subcontractors' experience and resumes will not be taken into account in determining the Applicant's compliance. Documentation and Attachments to be submitted as mentioned below.</p>		
Documentation to be submitted:	Form D.2.1		
Attachments to be submitted:	Final Acceptance/ Completion Certificate/ Testimonial Letters issued by the purchaser for each contract listed in Form D.2.1		

⁶In case of contracts in INR, for contracts signed in FY 2016-17, the exchange rate prevalent as on the date of Invitation for Prequalification (IFP) shall be used to arrive at USD equivalent. For other contracts, the exchange rate as on 31st March of the financial year in which the contract was signed shall be used to arrive at the USD equivalent.

E. Quality Assurance

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

E.1 Certified Management System	
Requirement:	ISO Accreditation / Certified Quality Management Systems with regard to the design and manufacture of Passenger Coaches is desirable and shall be enclosed with the bid.
Documentation to be submitted:	Form E.1.1
Attachments to be submitted:	Self-attested copy of ISO Accreditation / Quality Management System Certificate valid as on the deadline for submission of application

E.2 Manufacturer's Authorisation (Undertaking)	
Requirement:	<ul style="list-style-type: none"> In the case of an Applicant who offers to supply and/or install equipment in accordance with Part I of the Application Document that the Applicant did not manufacture or otherwise produce, the Applicant shall submit an undertaking to submit Manufacturers' Authorization(s) for all major equipment in favour of the Applicant to bid for the subsequent contract confirming warranty support, in the event of prequalification and submission of bid by the Applicant. Documentation to be submitted as mentioned below.
Documentation to be submitted:	Form E.2.1

NOTE:

The Evaluation Criteria for Prequalification of Applicants

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

Part V. Forms

Table of Forms

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Specific Supply Experience	D.2.1	40
Certified Management System	E.1.1	44
Manufacturer's Authorisation (Undertaking)	E.2.1	42

Application Submission Form

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

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

To: *[insert full name of Bank]*

We, the undersigned, apply to be prequalified for the referenced IFP 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 4.4;
- (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 Willful 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 4.6;
- (d) We understand that you may cancel the prequalification process at any time and that you are neither bound to accept any Application that you may receive nor to invite the prequalified Applicants to bid for subsequent contract(s) subject to this prequalification process, without incurring any liability to the Applicants, in accordance with ITA 23.1.
- (e) All information, statements and description contained in the Application are in all respect true, correct and complete to the best of our knowledge and belief. We understand that misrepresentation of facts in our Application and contravention to ITA 3, inter alia, may lead to rejection of our Application/ cancellation of prequalification.

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

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

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

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

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

Form A.1.1

Applicant Information Form

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>
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>
1. Attached are copies of original documents of <input type="checkbox"/> Articles & Memorandum of Association, Certificate of Incorporation (or equivalent documents of constitution or association), and/or documents of registration of the legal entity named above, in accordance with ITA 4.3. 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.

* Note: Applicant's attention is drawn to ITA 4.1 pursuant to which this prequalification 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**Applicant's Name: *[insert full name]*Date: *[insert day, month, year]*IFP No. and title: *[insert IFP number and title]*Page *[insert page number]* of *[insert total number]* pages

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

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

Form B.3.1 Litigation History, in accordance with Part IV, Prequalification Criteria and Requirements			
<input type="checkbox"/> No litigation since the date specified in Part IV, Prequalification Criteria and Requirements, Sub-Factor B.3. <input type="checkbox"/> Litigation Awards in accordance with Part IV, 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, date, value and any other identification]</i> Name of Purchaser: <i>[insert full name]</i> Address of Purchaser: <i>[insert street/city/country]</i> Matter in dispute: <i>[indicate main issues in dispute]</i> Party who initiated the dispute: <i>[indicate "Purchaser" or "Supplier"]</i> Result of dispute: <i>[Indicate if resolution was treated by the Adjudicator, under Arbitration or dealt with by the Judiciary and whether resolved in favour or against the Applicant]</i>	<i>[insert amount in USD equivalent and specify exchange rate and date]</i>

Form C.1.1

Financial Status and Capacity

[The following table shall be filled in for the Applicant and shall be certified by the Statutory 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]*

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 5 years, (amount in Indian Rupees)				
	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16
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)					
Cash Flow Information					
Cash Flow from Operating Activities					
Cash Flow from Investments					
Cash Flow from Financing Activities					

2. Sources of Finance

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
	Fund Based Limits			
	a.			
	b.			
	c.			
	Total Fund Based			
	Non-fund Based Limits			
	a			
	b			
	C			
	Total Non –fund Based			
	Total Fund and Non-Based Limit			

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

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

3. Financial documents

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

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

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

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

Form C.1.2

Annual Turnover

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

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

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

Year	Amount (INR)			Exchange rate*	USD equivalent
	Contracts in India (A)	Overseas Contracts (B)	Total Turnover (C= A+B)		
2011-2012					
2012-2013					
2013-2014					
2014-2015					
2015-2016					

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

Form C.2.1

Ongoing Contracts

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

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 supply: Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and US\$ equivalent*]</i> Name & Address of Purchaser:	<i>[insert "Supplier "]</i>				<i>[Insert period in years starting from Application Submission Deadline. In case less than a year, value to be considered shall be 1]</i>	<i>[Insert value in US\$ equivalent including amount billed but pending payment up to deadline for submission of Application]</i>	<i>[Insert value in US\$ equivalent] [7 divide by 6]</i>
							<i>[Insert Total for all Contracts]</i>

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

Form D.1.1

General Experience

Applicant's Name: *[insert full name]*Date: *[insert day, month, year]*IFP No. and title: *[insert IFP number and title]*Page *[insert page number]* of *[insert total number]* pages

[Identify contracts that demonstrate execution of contracts in India over the past 7 years (from July 01, 2010) pursuant to Part IV, Prequalification Criteria and Requirements, Sub-Factor D.1. List contracts chronologically, according to their commencement (starting) dates and attach Final Acceptance Certificates.]

1. Experience within India

Contract Identification	Start Date	Initial Contractual End Date	Actual Completion Date and Reasons for delay, if any	Role of the Applicant
Contract Title: <i>[insert full name]</i> Brief Description of the supplies by the Applicant: Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and US\$ equivalent*]</i> Name of Purchaser: <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, JV member or otherwise"]</i>

* Refer ITA 13 for date and source of exchange rate

* Final Acceptance Certificate/Completion Certificate / Testimonial Letters issued by the employer to be attached for each contract, in an orderly fashion.

2. Experience outside India

Contract Identification	Country of Supply	Start Date	Initial Contractual End Date	Actual Completion Date and Reasons for delay, if any	Role of the Applicant
Contract Title: <i>[insert full name]</i> Brief Description of the supplies by the Applicant: Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and US\$ equivalent*]</i> Name of Purchaser: <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>[indicate date as dd/ mmm/ yyyy]</i>	<i>[insert "Prime Contractor, JV member or otherwise"]</i>

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

*Final Acceptance Certificate/Completion Certificate / Testimonial Letters issued by the employer to be attached for each contract, in an orderly fashion.

Form D.2.1

Specific Supply Experience

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

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

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

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

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

Information

Similar Contract No.	[insert number] of [insert number of similar contracts required]		
Contract Identification	[insert contract name and number, if applicable]		
Contract date	[dd/mmm/yyyy]		
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>		
For the above contract, mention the following attributes			
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] in accordance with the technical aspects mentioned under Part IV D.2]</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.

* Final Acceptance Certificate/Completion Certificate / Testimonial Letters issued by the employer to be attached for each contract, in an orderly fashion.

Form E.1.1

Certified Management System

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

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

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

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

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

Copy of ISO Certificate(s) to be attached

Form E.2.1

Manufacturer's Authorisation (Undertaking)

[The Applicant shall require the Manufacturer to fill in this Form in accordance with the instructions indicated. This letter of authorization should be on the letterhead of the Manufacturer and should be signed by a person with the proper authority to sign documents that are binding on the Manufacturer. The Applicant shall include in its Application, if so indicated in the ITA & DS]

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

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

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

To: *[to be addressed to the Bank]*

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

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

Signed: *[insert signature(s) of authorized representative(s) of the Manufacturer]*

Name: *[insert complete name(s) of authorized representative(s) of the Manufacturer]*

Title: *[insert Title]*

Dated on _____ day of _____, _____ *[insert date of signing]*

Part VI. Questionnaire for Applicants

Name of Applicant:

IFP No.: [insert IFP No.]

<u>Eligibility, Confirmation and Other Important Information</u>	<u>Response*</u>
1. Is your firm currently empanelled or prequalified for similar contracts. If yes, please provide details of Client, Country and Scope of Supply. Attach additional sheets, if needed.	Confirm: Yes___/No _____
2. Export-Import Bank of India (Bank) requires that Applicants and their affiliates observe the highest standard of ethics during the selection and execution of contracts. In this context, any action taken by an Applicant or its affiliate to influence the prequalification process for undue advantage is improper. Confirm that Applicant, if applicable, has not engaged in any unethical practices in competing for this Prequalification.	Confirm: Yes___/No _____
3. Confirm that no official of the Bank has received or will be offered by your firm/organization or agents, any direct or indirect benefit arising from this prequalification or any resulting contracts.	Confirm: Yes___/No _____
4. Has your firm been suspended or debarred by any Multilateral Agency, or any government or government procuring entity, or a UN agency? If Yes, provide details, including date of reinstatement, if applicable. Attach additional sheets, if needed.	Yes___/No _____
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.	Yes___/No _____
6. Has your firm penalized for delay in contractual performance in the last 5 years prior to Application submission deadline. If yes, please provide details in a separate sheet, as necessary.	Yes___/No _____
7. Has there been a termination of your firm's services for non-performance on a contract in the last 5 years prior to the month preceding the month of Application Submission Deadline? If Yes, please describe in detail in a separate sheet, as necessary.	Yes___/No _____
8. If prequalified, and subsequently awarded a contract by the Borrower Government, would your firm be willing (i) to work in accordance with the Borrower country laws and regulations (ii) to submit requisite securities as per contract conditions (iii) to be responsible for the performance of the work executed by your firm (iv) to allow scrutiny of your work, related accounts, documentation by the Borrower/ Bank/ Government of India	Confirm: Yes___/No _____ Yes___/No _____ Yes___/No _____ Yes___/No _____
9. Please confirm that you agree to the provisions of the Government of India guidelines dated 7 th December 2015 on IDEAS Lines of Credit	Confirm: Yes___/ No ____

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

Certificate of eligibility and authority to sign Prequalification application

I, *[Name of Authorized Signatory]*, certify that I am *[Title]* and Authorized Signatory of *[Name of Applicant]*. By signing the Application Submission Form under IFP No *[insert IFP No.]* 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.

(Signature)

[Name of Authorized Signatory]

[Title of Authorized Signatory]

Date: