

Application Document For

Pre-qualification of Engineering, Procurement and Construction (EPC)/ Turnkey Contractors for Irrigation by gravity projects, as below:

- Nam Nga Dam, Sanakham Village, Sanakham District, Vientiane Province, Lao PDR; and
- Nam Xang Dam, HouayLeuk Village, Kenthao District, Xayabury Province in Lao PDR.

Export-Import Bank of India
Date: August 3, 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 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 eligible Indian entities for prequalification of an EPC/ Turnkey Contractors for Irrigation by gravity projects, under the Lines of Credit extended to the Government of Lao PDR, as below:

- Nam Nga Dam, Sanakham Village, Sanakham District, Vientiane Province , Lao PDR;and
- Nam Xang Dam, HouayLeuk Village, Kenthao District, Xayabury Province in Lao PDR.

Completed Applications in accordance with the provisions of the Application Document should be delivered physically by 15:00 hours, September 4, 2017 at the following address:

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Deputy General Manager, Lines of Credit Group
Export-Import Bank of India
Ground Floor, Statesman House
148 Barakhamba Road
New Delhi 110 001
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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/Procuring Entity 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/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 Engineering, Procurement and Construction (EPC)/ Turnkey Contractor(s) for Irrigation by gravity projects, as below:

- Package 1: Nam Nga Dam, Sanakham Village, Sanakham District, Vientiane Province, Lao PDR; and
- Package 2: Nam Xang Dam, HouayLeuk Village, Kenthao District, Xayabury Province in Lao PDR.

Invitation for Pre-Qualification No.:
GOILOC-203/Lao PDR/EPC-17
Issued on: **August 3, 2017**

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Part I: Scope of EPC

The Export-Import Bank of India (Exim Bank or the Bank) on behalf of the Government of India (GOI) has extended a Line of Credit (LOC) to the Government of Lao PDR. A part of LOC is allocated for the Construction of Storage Dams & Development of Irrigation System in Lao PDR. Exim Bank now seeks applications for pre-qualification from eligible entities. Refer Part II ITA 4 for eligibility provisions.

A] Details for Construction Irrigation by Gravity projects in Lao PDR:

Lao People's Democratic Republic (Lao PDR) is a landlocked country, spread over an area of about 236,800 square kilometers in the center of the south-east Asian peninsula. The country lies within the coordinates 14⁰N to 23⁰N latitude and 108⁰E to 100⁰E longitudes.

The country shares its international boundary with China in the north, Myanmar in the northwest, Thailand in the west, Vietnam in the east, and Cambodia in the south. Most of the western border, along Thailand is demarcated by the River Mekong. The country is largely mountainous, with the mean elevation ranging beyond 500 m above mean sea level, and is typically characterized by steep terrain and narrow river valleys.

Lao PDR is one of six riparian countries of the Mekong River Basin. About 85% of territory of Lao PDR is part of the Mekong River Basin and this water resource is key to the development the agriculture sector by planning irrigation schemes for providing assured irrigation to crops during lean and drought periods.

Administratively, Lao PDR is divided into 18 provinces plus the municipality of the capital, Vientiane. The total population of Lao PDR is estimated as 6.2 million (2010) while total land area is 23.08 million hectare. An estimated 4.12 million (66.8 per cent) population lives in rural areas and is solely dependent on farming for their livelihood. Total labour force engaged in various activities is 3.09 million accounting to about 50% of total population. Labour force engaged in agriculture accounts to 80% of the total labour force.

The Department of Irrigation (DOI), Government of Lao PDR has initiated the process for selection of EPC contractor(s) for irrigation scheme on Nam Xang River and Nam Nga River. A brief description of the projects is given below:

A) Package I- Engineering, Procurement and Construction (EPC)/ Turnkey Contractors for Irrigation by gravity projects Nam Nga Dam, Sanakham Village, Sanakham district, Vientiane Province

This project envisages construction of 25 m high (above stripped surface) and ±185 m long earthen dam across river Nam Nga in Sanakham district. A gated spillway has been proposed at left bank of main dam for flushing out sediment and escape of excess water from the reservoir. A saddle dam of 11 m maximum height and ±37 m length has been proposed in Dyke-1. An irrigation sluice shall offtake through saddle earth dam so as to ensure irrigation facility for an area of 1,000 hectares of land in the downstream. This is the first irrigation scheme by gravity dam project on Nam Nga River.

B) Package II- Engineering, Procurement and Construction (EPC)/ Turnkey Contractors for Irrigation by gravity projects Nam Xang Dam, HouayLeuk village, Kenthao district, Xayabury Province

This project envisages construction of 30m high (above stripped surface) and ± 222 m long earthen dam across river Nam Xang in Kenthao district. A gated spillway has been proposed at right saddle for flushing out sediment and escape of excess water from the reservoir. Two irrigation sluices shall offtake through main dam to ensure irrigation facility for an area of more than 1,000 hectares of land in the downstream. One saddle dam at left bank is also proposed for stopping water spillage from the reservoir. This is the first irrigation scheme on Nam Xang River.

Scope of Work:

Scope of work for both the projects includes but is not limited to:

- I. Infrastructure Development Works, like office cum guest house, rest camps etc.
- II. Construction of Earthen Dam, Spillways with NOF Section, Bridge and Irrigation Sluice
- III. Erection of hydro-mechanical works, like spillway gates (stop logs and vertical gates) and irrigation sluice gate,
- IV. Construction of rectangular main canal (RCC), rectangular secondary canal (RCC) and rectangular tertiary canal / water course (RCC),
- V. Construction of Cross Drainage Works for Canals,
- VI. Construction of Foot, Village and District road bridges,
- VII. Construction of Head / Cross Regulators,
- VIII. Installation of Gate and Gear arrangements on various canals,
- IX. Construction of Tail Clusters, Outlets, irrigation canal falls etc.
- X. Procurement and supply of 2 double-cab 4x4 pick up vehicles with minimum capacity of 4 persons and engine of minimum 2800cc with 4 cylinders.

Salient features of the Project:

A) Nam Xang Project:

Sr. No.	Description	Details
1.	Province	Xayabury
2.	District	Kenthao
3.	Latitude	17°52'32"

4.	Longitude	101°13'08"
5.	River	Nam Xang
6.	Catchment area	up to dam site 145 km ²
7.	Average annual rainfall	1358.5 mm
8.	75% Dependable flow	42.23 MCM
9.	Design flood after Flood Routing studies	1247.72 m ³ /s
10.	Standard Projected Flood	1303.3 m ³ /s
11	Reservoir Data	
	Deepest River Bed Level	El.456m
	Full Reservoir Level/ Maximum Water Level	El.483m
	Dead Storage Level	El.472.50m
	Reservoir Area	102.875 Ha
	Live Storage	7.69 MCM
	Dead Storage	1.52 MCM
	Gross Storage	9.21 MCM
12	DAM Earthen Dam (Main Dam)	
	Top of Dam	El.485m
	Length	222m
	Maximum height above stripped bed	30m
	Width of Dam at Top	6m
	Spillway at Dyke 1	(Ogee Spillway)
	Total Length	92m
	Length of Spillway	57m (5 Bays of 9*5)
	Crest Level	478m
	Width of Road on Top of Dam	6m
	Width of Pier	3m (4 Nos)
	Width of Non Overflow Blocks	10m (2 Nos)
	Energy dissipation Flip bucket of	6m radius
	Dyke 2 (Left)	

	Top of Dam El.485m	
	Maximum height above stripped level 7m	
13	Hydro mechanical works (H.M. works)	
	Type of gate	Vertical
	Number and size	5 each of 9m x 5m
	Hoisting arrangement	Drum- rope
	Stop log gates	Four units of size 9m x 1.4m
14	Irrigation Details:	
	Command Area	1000 Ha
	No of Main Canals	2
	Length of Left Main Canal	8.62 Km
	Length of Right Main Canal	13.05 Km

B. Nam Nga Project:

Sr. No	Description	Particulars
1.	Province	Vientiane
2.	District	Sanakham
3.	Latitude	17°56'57.8"
4.	Longitude	101°37'30.4"
5.	River	Nam Nga
6.	Catchment area up to dam site	61 km ²
7.	Average annual rainfall	1358.5 mm
8..	75% Dependable inflows	31.73 MCM
9.	Design floods	1152.7 m ³ /s
10.	Standard Projected Flood	1152.7 m ³ /s
11.	Reservoir Data	
	Reservoir Area	76.68 Ha
	Deepest River Bed Level	238.5m
	Full Reservoir Level/ Maximum Water Level	El. 260m
	Dead Storage Level	El. 250.50m
	Minimum Draw Down Level	
	(MDDL)(Operating level)	El. 252m

	Live Storage	5.07 MCM
	Dead Storage	0.38 MCM
	Gross Storage	5.45 MCM
12.	DAM	
	Earthen Dam(Main Dam)	262 m
	Top of Dam	
	Maximum height of dam at river bed	25 m
	Length	185 m
	Width of Dam at Top	6 m
	Saddle Dam at Dyke I	
	Top of saddle dam	262 m
	Maximum height	11 m
	Length	37 m
	Width of dam at top	6 m
	Spillway at Left bank,Main dam (Ogee Spillway)	
	Total Length	65 m
	Length of Spillway	41 m
	Crest Level	255 m
	Width of Road on Top of Dam	6 m
	Width of Pier	3 m
	Width of Non Overflow Blocks	12 m
13.	Hydro mechanical works (HM works)	
	Type of gate (main)	Vertical
	Number and size	4 no. each of size. 8m x5m
	Hoisting arrangement	Drum-rope
	Stop log gates	Four units of Size8mx1.4m

14.	Irrigation Details: Command Area	1000 Ha
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B] Contract execution period

The duration of the Contract (Each Package) is expected to be for a maximum period of Twenty-Four (24) months and Twelve (12) months defect liability period.

C] Site & Other Data

i. Location

The location of the irrigation projects is as below:

- a) Irrigation by gravity for Nam Nga Dam, Sanakham Village, Sanakham district, Vientiane Province: - Nam Nag irrigation project is located in Ban Siphoom village, Sanakham District Vientiane Province is 8 Km away North of Sanakham city.
- b) Irrigation by gravity for Nam Xang Dam: Nam Xang dam irrigation project is located in HouayLuek village, Kenthao District Xayabury Province is 30 Km far away from Kenthao capital city.

ii. Geology

The general geology of project area comprises the cover of soil layer of quaternary-Tertiary deposits of alluvium, deluvium with clay, clay stone, rock-lateritic and sand, sedimentary soil jams with stone, brownish yellow spreads in the wide area. It lies in the era Neozoic-Quaternary formation.

The sedimentary layer is mostly continental Limestone, siltstone Quartzite, Andesite, Rhyolite, era middle to low Jurassic (J1-OE2) Nampoformation, the geology technique structure zone Lao-Vietnam fault system and birthplace of Middle Indosinias rocks Granite. It lies in the era Mesozoic (MZ) formation.

Exposed hard dolomite sandstones, thick siltstone, thin claystone, shale, phyllite, volcanic rocks, quartzites and sandstone are observed along road cut sections and on top of undulating hillocks in the vicinity of dam axis and in the Reservoir area.

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/asset/pdf/loc/GOI-Guidelines-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, Scope of EPC 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, collusive, 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 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.
- 4.8 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, at its discretion, may be put up on its website and shall include a description of the inquiry (without identifying its source) and corresponding clarification. As a result of a clarification the Bank may, if necessary, amend the Application Document in accordance with the provisions of ITA 7.

6.2 Any modification to the Application Document that may become necessary as a result of the clarifications to the queries shall be made by the Bank exclusively through the use of a Corrigendum pursuant to ITA 7.

7. Corrigendum of Application Document

7.1 At any time prior to the deadline for submission of Applications, the Bank may amend the Application Document by issuing a Corrigendum.

7.2 Any Corrigendum or Addenda issued shall be deemed to be part of the Application Document and shall be published on the Bank's website.

7.3 Post Corrigendum, in order to allow sufficient time to the prospective Applicants in preparing their Applications, or for other good reason, the Bank may, at its discretion, extend the deadline for the submission of Applications in accordance with ITA 16.2.

C. Preparation, Submission and Opening of Applications

8. Cost towards Application

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

Submission Form	provided in Part V(Forms). This Form must be completed without any alteration to its format.
12. Documents Evidencing the Applicant's Eligibility	12.1 To establish its eligibility in accordance with ITA 4, the Applicant shall complete the eligibility declarations in the Application Submission Form and Forms A.1.1 and A.1.2, included in Part V (Forms).
13.Documents Evidencing the Applicant's Qualifications	<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. without any alteration to the format. Applicant shall also complete the Questionnaire included in Part VI without any alteration to the questions. Each Form included in Part V and the Questionnaire in Part VI shall be duly signed by the authorized representative of the Applicant. In case of JV, authorized representative of the respective member shall sign. Non-compliance to this clause may result in summary rejection of the Application.</p> <p>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</p> <p>13.3 Wherever a monetary amount is to be stated, Applicants should indicate the USD equivalent using the rate of exchange determined as follows:</p> <ul style="list-style-type: none"> (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 (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.

- 14. Authorized Signatory and Number of Copies**
- 14.1 The Applicant shall prepare one original of the documents comprising the Application as described in ITA 10 and clearly mark it "ORIGINAL". The original of the Application shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of the Applicant. In case the Applicant is a JV, the Application shall be signed by all members of the JV.
- 14.2 Copies of the signed original Application, in the number specified in the **DS**, and clearly marked as "COPY" shall be submitted by the Applicant. The original shall govern in case of any discrepancy between the original and the copies.
- 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 pre-qualification process indicated in the **DS** ITA 2.1.
- 15.2 The Bank will accept no responsibility for not processing any envelope that was not prepared as required in ITA 15.1 above.
- 16. Application Submission Deadline**
- 16.1 Applicants 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 clarification submitted by an Applicant that is not in response to a request by the Bank may not be considered.
- 20.2 If an Applicant does not provide (within the time allowed) clarifications and/or documents requested as per the Bank's request for clarification, its Application shall be evaluated based on the information and documents available at the time of evaluation of the Application.

21. Determination of Responsiveness of Applications

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

E. Evaluation of Applications and 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 Application.
- 22.3 Only the qualifications of the Applicant in the capacity as prime contractor/ member of JV to the project employer 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 in-house or for parent/promotor/group concerns or Special Purpose Vehicles (SPVs)/ set up by the Applicant or its group companies, shall not be considered.

23. Bank's Right to Accept or Reject Applications

23.1 The Bank reserves the right to accept or reject any Application, and to annul the 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 a letters/emails to the pre-qualified 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 7 calendar days after the date of intimation by the Bank of the result of pre-qualification, to request clarification regarding 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 bids.

Part III. Data Sheet (DS) to ITA	
A. General	
ITA 2.1	<p>The identification of the Invitation for Pre-qualification (IFP) is: GOILOC-203/Lao PDR/ EPC –17</p> <p>The Bank is: Export-Import Bank of India Ground Floor, Statesman House 148 Barakhamba Road New Delhi 110 001 Phone: 011- 23474851 Fax: 011- 011 23321719 E-mail: eximloc@eximbankindia.in Website: www.eximbankindia.in</p>
ITA 4.3	<p>The lead partner of the JV shall be the one with the highest share in the JV which shall not be less than 51%. The maximum number of other members in the JV shall be such that each of the other members should have at least 20% 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"> - Names of the Lead Partner and each of the other members - Percentage share of each JV member - Confirmation of Joint and Several Liability of all members of the JV <p>The JV is permissible at PQ Stage only. The JV which is prequalified will be sustained for the entire bidding process. No change in the ownership/ per cent (%) of share in JV is allowed subsequent to prequalification stage.</p>
ITA 4.6	<p>A list of debarred firms and individuals by: the World Bank is available on the website: http://www.worldbank.org/debarr</p> <p>The Asian Development Bank is available on the website: http://lnadbg4.adb.org/oga0009p.nsf/sancALLPublic?OpenView&count=999</p> <p>the African Development Bank is available on the website: http://www.afdb.org/en/projects-and-operations/procurement/debarment-and-sanctions-procedures/</p>

	<p>the European Bank for Reconstruction and Development is available on the website: http://www.ebrd.com/pages/about/integrity/list.shtml</p> <p>the Inter-American Development Bank is available on the website: http://www.iadb.org/en/topics/transparency/integrity-at-the-idb-group/sanctioned-firms-and-individuals,1293.html</p>
B. Composition of the Application Document	
ITA 6.1	<p>For clarification purposes, the Bank's address is:</p> <p>A Subhrahmanyam Deputy General Manager Export-Import Bank of India Ground Floor, Statesman House 148 Barakhamba Road New Delhi 110 001 Phone: 011- 23474851 Fax: 011- 011 23321719 E-mail: eximloc@eximbankindia.in Website: www.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> <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>

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>USD1= INR</td><td>1INR = USD</td></tr><tr><td>31-Mar-11</td><td>44.6500</td><td>0.0224</td></tr><tr><td>31-Mar-12</td><td>51.1565</td><td>0.0195</td></tr><tr><td>31-Mar-13</td><td>54.3893</td><td>0.0184</td></tr><tr><td>31-Mar-14</td><td>60.0998</td><td>0.0166</td></tr><tr><td>31-Mar-15</td><td>62.5908</td><td>0.0160</td></tr><tr><td>31-Mar-16</td><td>66.3329</td><td>0.0151</td></tr><tr><td>31-Mar-17</td><td>64.8386</td><td>0.0154</td></tr></table>		USD1= INR	1INR = USD	31-Mar-11	44.6500	0.0224	31-Mar-12	51.1565	0.0195	31-Mar-13	54.3893	0.0184	31-Mar-14	60.0998	0.0166	31-Mar-15	62.5908	0.0160	31-Mar-16	66.3329	0.0151	31-Mar-17	64.8386	0.0154
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ITA 14.2	<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>																								
ITA 16.1	<p>The deadline for Application submission is:</p> <p>Date: September 4, 2017</p> <p>Time: 15:00 hrs</p> <p>For application submission purposes only, the Bank’s address is:</p> <p>Bank’s address is the same as that indicated in 2.1 <i>Attention: Mr. A Subrahmanyam, Deputy General 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: September 4, 2017 Time: 16:00 hrs</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.

Contents

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A. General

A.1 Nationality	
Requirement:	<ul style="list-style-type: none"> ➤ The Applicant's Nationality shall be in accordance with ITA 4.4. ➤ Documentation and Attachments to be submitted as mentioned below.
Documentation to be submitted	Form A1.1 and A1.2
Attachments to be submitted	<ul style="list-style-type: none"> ➤ Articles & Memorandum of Association, Certificate of Incorporation/Partnership Deed of the Applicant (and each of the JV members) in accordance with ITA 4.4 ➤ 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.

A.2. Eligibility	
Requirement:	<ul style="list-style-type: none"> ➤ The Applicant shall not be under declaration as ineligible, as described in ITA 4.5 and ITA 4.7 ➤ Documentation and Attachments to be submitted as mentioned below
Documentation to be submitted:	Application Submission Form
Attachments	<ul style="list-style-type: none"> ➤ The Applicant shall submit a copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorized, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant. A copy (self-attested) of such relevant company Board Resolution or equivalent document should also be attached. ➤ In case the Applicant is a JV, the Applicant shall submit a copy (self-attested on all pages) of Power of Attorneys for each member of the JV along with copy (self-attested) of relevant Board Resolutions or equivalent documents. ➤ For an Applicant as a single entity or in case of JV, for each member: <ul style="list-style-type: none"> • Permanent Account Number (PAN): Self attested copy • GST Registration details, as applicable: Self attested copy • Documentary proof for being on the approved list of Project Exports Promotion Council of India - PEPC (MOCI)

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-

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

	<p>performance as a result of Applicant's default since July 01, 2012.</p> <p>➤ Documentation and Attachments to be submitted as mentioned below.</p>
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:	<p>➤ 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:</p> <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. <p>➤ Documentation and Attachments to be submitted as mentioned below</p> <p>➤ In case of JV, each member shall meet the requirement</p> <p><i>* Note: Networth – [25% 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:	<p>➤ There shall be no consistent history of court/arbitration award decisions related to contractual litigation against the Applicant² since July 01, 2012.</p> <p>➤ The aggregate amount of awards against the Applicant, if any, since July 1, 2012, shall not exceed 25% of the of the Net Worth as per the latest financial statements.</p> <p>➤ Documentation and Attachments to be submitted as mentioned below</p>
Documentation to be submitted:	Form B.3.1
Attachments to be submitted:	Documents establishing details included in Form B.3.1

contract and where all appeal instances available to the applicant have been exhausted.

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 or any member of a joint venture may result in failure of the application.

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 [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"> Positive net worth during each of the last five financial years. and Positive operating profit (Profit before tax) for at least 2 out of last 5 financial years. Annual EPC Revenue for any one (1) of the last five (5) financial years as defined above, be not less than USD 5.34 million for Package I and USD 6.67 million for Package II. <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 net of the Applicants other commitments. Minimum required liquid assets and / or credit facilities to be made available for project shall not be less than USD 1.33 million for Package I and USD 1.67 million for Package II.</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)
Attachments to be submitted:	<p>The Applicant and its parties shall provide copies of audited financial statements for the last five years [FY 2011-12 to FY 2015-16]. The financial statements shall:</p> <ol style="list-style-type: none"> 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).

	<p>b) be independently audited and certified by the statutory Auditor/ Chartered Accountant competent in accordance with applicable legislation.</p> <p>c) be complete, including all notes to the financial statements.</p> <p>d) correspond to accounting periods already completed and audited.</p> <p>Supporting documents for additional financial means for likely future commitments</p>
C.2 Value of ongoing contracts	
Requirement	<p>➤ Aggregate annual residual value³ of all ongoing contracts shall not be more than 350% of the highest annual turnover for the last 5 years [i.e. FY 2011-12 to FY 2015-16]. In case of JV, this shall apply to each member.</p> <p>➤ Documentation and Attachments to be submitted as mentioned below</p>
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:	<p>➤ Experience in Construction/ EPC contracts in the role of prime contractor, or JV member, in India during the last 7 financial years, starting from July 2010 and up to application submission deadline. (In case of JV, each member shall meet the requirement)</p> <p>➤ Documentation and Attachments to be submitted as mentioned below</p>
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

³ Exchange rate prevalent as on the date of Invitation for Prequalification (IFP) shall apply to ascertain residual value in equivalent USD.

Specific Experience Requirement:	At least the number and value of similar EPC/ turnkey contracts as mentioned below, in the role of prime contractor or JV member to the main client, completed between July 01, 2010 and application submission deadline:			
	Particulars	Options	No of contracts	Value⁴ of each Contract(USD million)
	Package-I	I	3	4.27
		OR		
		II	2	5.34
		OR		
		III	1	8.54
	Package -II	I	3	5.34
		OR		
		II	2	6.67
		OR		
		III	1	10.67
	<p>➤ Testimonials on past similar supplies and satisfactory performance in the last 7 years.</p> <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, who meet the value and technical aspects, can be aggregated to meet the requirement of number of contracts.</p> <p>In addition to the above, each member of JVCA shall demonstrate experience of atleast one contract of the value indicated under Option I above, demonstrating experience.</p> <p>In case, completed project has been done as contractor as JV/ Consortium/ JVCA, credential for same shall be considered on basis of percentage share of bidder in that project.</p> <p>Subcontractors’ experience and resumes, if any submitted with the Application, will not be taken into account in determining the Applicant’s compliance.</p>			

⁴In case of contracts in INR, 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 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.

	<p>Similar works refer to “Engineering, Procurement and Construction of large storage Dam and may also include canal works in the same project or Engineering, Procurement and Construction of similar irrigation structures.</p> <p>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 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

E.1 Certified Management System	
Requirement:	ISO Accreditation/ Certified Quality Management System is desirable
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 Contractor's Equipment																	
Requirement:	<p>The Applicant must confirm that it can avail and deploy the following key equipment (indicate whether owned or leased):</p> <table border="1"> <thead> <tr> <th>S. No.</th><th>Particular</th></tr> </thead> <tbody> <tr> <td>1</td><td>Hydraulic Excavator/ shovels 2.0 cum capacity - 5 nos – for each package</td></tr> <tr> <td>2</td><td>Dumper Trucks – 20 nos for each package</td></tr> <tr> <td>3</td><td>Rollers and Compactors including smooth wheeled and sheep foot – 4 nos. for each package</td></tr> <tr> <td>4</td><td>Batching Plant – 1 nos.</td></tr> <tr> <td>5</td><td>Transit Mixers (2) and hand mixers with hopper (3)</td></tr> <tr> <td>6</td><td>DG Set(2)</td></tr> <tr> <td>7</td><td>Quality Control Lab with relevant Equipment</td></tr> </tbody> </table> <p>The Applicant must confirm that it can avail and deploy all the key temporary equipment, facilities and resources required for the Construction Services and the contractor shall be responsible for the detailed design of the civil work & provide all drawings, specification & other information necessary for the civil work.</p>	S. No.	Particular	1	Hydraulic Excavator/ shovels 2.0 cum capacity - 5 nos – for each package	2	Dumper Trucks – 20 nos for each package	3	Rollers and Compactors including smooth wheeled and sheep foot – 4 nos. for each package	4	Batching Plant – 1 nos.	5	Transit Mixers (2) and hand mixers with hopper (3)	6	DG Set(2)	7	Quality Control Lab with relevant Equipment
S. No.	Particular																
1	Hydraulic Excavator/ shovels 2.0 cum capacity - 5 nos – for each package																
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3	Rollers and Compactors including smooth wheeled and sheep foot – 4 nos. for each package																
4	Batching Plant – 1 nos.																
5	Transit Mixers (2) and hand mixers with hopper (3)																
6	DG Set(2)																
7	Quality Control Lab with relevant Equipment																

	<i>Note: The above list of equipment is an indicative list. The complete list of equipment would be made available at Tender stage.</i>
Documentation to be submitted:	Form E.2.1
Attachments to be submitted:	<ul style="list-style-type: none"> • Self-attestation of Form E.2.1 • Letter of Intent/ Memorandum of Understanding/ Documents demonstrating that the above equipment can be arranged at the site

E.3 Skilled Human Resources**Requirement:**

- **Applicant must demonstrate that it has personnel for the key positions that meet the following requirements:**

Package I-

Proposed Position	Minimum Desirable Qualification / Experience	Total Experience - Post Qualification (in years)	Number of Positions Required
Sr. Project Manager	Graduate Degree in Civil Engineering or equivalent	10	1
Sr. Design Engineer	Graduate Degree in Civil Engineering or equivalent	10	1
Dam Expert	Graduate Degree in Civil Engineering or equivalent	10	1
Irrigation Expert	M.E. / M. Tech in Water Resources/ Hydraulics	7	1
Hydro Mechanical Expert	Graduate Degree in Civil/Mechanical Engineering	7	1
Quality Control Expert	Degree/Diploma in QA/QC	5	1

Package II-

Proposed Position	Minimum Desirable Qualification / Experience	Total Experience - Post Qualification (in years)	Number of Positions Required
Sr. Project Manager	Graduate Degree in Civil Engineering or equivalent	10	1
Sr. Design Engineer	Graduate Degree in Civil Engineering or equivalent	10	1
Dam Expert	Graduate Degree in Civil	10	1

		Engineering or equivalent		
	Irrigation Expert	M.E. / M. Tech in Water Resources/ Hydraulics	7	1
	Hydro Mechanical Expert	Graduate Degree in Civil/Mechanical Engineering	7	1
	Quality Control Expert	Degree/Diploma in QA/QC	5	1
Documentation to be submitted	Form E.3.1 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.			
Attachments to be submitted:	<ul style="list-style-type: none"> • <u>The applicant is required to submit an undertaking to engage & deploy personnel as above.</u> • CV of above mentioned staff along with copies of academic certificates mentioned therein 			

NOTE:

The Evaluation Criteria for Pre- Qualification of Applicants

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

Part V. 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 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 4.7;
- (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>
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 4.4. <input type="checkbox"/> In case of JV, letter of intent to form JV or JV agreement, 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 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

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

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

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

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

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 the date specified in Part IV, Pre-qualification Criteria and Requirements, Sub-Factor B.1.			
<input type="checkbox"/> Contract(s) not performed since the date 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, date , value and any other identification]</i> Name of Employer: <i>[insert full name]</i> Address of Employer: <i>[insert street/city/country]</i> Reason(s) for non-performance: <i>[indicate main reason(s)]</i>	<i>[insert amount in USD equivalent and specify exchange rate and date]</i>

Form B.2.1				
Pending Litigation, in accordance with Part IV, 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: [indicate complete contract name, number, date ,value and any other identification] Name of Employer: <i>[insert full name]</i> Address of Employer: <i>[insert street/city/country]</i> Matter in dispute: <i>[indicate main issues in dispute]</i> Party who initiated the dispute: <i>[indicate "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 since the date 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, date, value and any other identification]</i> Name of Employer: <i>[insert full name]</i> Address of Employer: <i>[insert street/city/country]</i> Matter in dispute: <i>[indicate main issues in dispute]</i> Party who initiated the dispute: <i>[indicate "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 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 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

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

1. Financial data

Type of Financial information in (currency)	Historic information for previous <i>[insert number]</i> years, <i>[insert in words]</i> (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

[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
	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 and its parties 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:

- (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 printed Audited Annual Reports are to be certified by the Statutory Auditors duly signed and stamped.

Form C.1.2**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

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

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

* Refer ITA 13 for source of exchange rate. Exchange rate prevalent on 31st 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 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 pertaining to: *[Insert name of JV Leader or JV member/s]*

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

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

[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 Certificates.]

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 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 Work Execution	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>[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 Certificate/Completion Certificate / Testimonial Letters issued by the employer 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 pertaining to: *[Insert name of JV Leader or JV member/s]*

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>		
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>

Note: Rate implies the quantity executed in unit time e.g. cubic metres of earthwork per annum, etc

* 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

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

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

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

Copy of ISO Certificate(s) to be attached

Form E.2.1

Contractor's Equipment Details

[In case of JVCA, this form shall be submitted on a combined basis]

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

Equipment Type	Make/ Model	Capacity	Number	If owned, date of purchase	If leased, valid up to
<i>[mention the generic name/ type of equipment]</i>	<i>[indicate make/ model of equipment]</i>	<i>[indicate capacity of equipment]</i>	<i>[indicate number available]</i>	<i>[dd/mmm/yyyy] or mention as "intend to purchase"</i>	<i>[dd/mmm/yyyy] or mention as "intend to lease"</i>

Above Form shall be self-attested

Form E.3.1

Skilled Human Resources

[Furnish details for key staff pursuant to Part IV, Pre-qualification Criteria and Requirements, Sub-Factor E.3. In case of JVCA, this shall be on a combined basis]

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

CV of each staff listed in Form E.3.1 to be attached

Part VI. Questionnaire for ApplicantsName of Applicant: *[In case of JV, to be filled in by each partner separately]*IFP No.: *[insert IFP No.]*

<u>Eligibility, Confirmation and Other Important Information</u>	<u>Response</u>
1. Is your firm, either singly or in joint venture currently empaneled or prequalified for similar contracts as an EPC contractor. If yes, please provide details of Client, Country and Scope of EPC. 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 pre-qualification process for undue advantage is improper. Confirm that Applicant and its JV partners, if applicable, have not engaged in any unethical practices in competing for this pre-qualification.	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 pre-qualification 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, 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/ any JV partner been penalized for delay in contractual performance in the last 5 years prior to Application submission deadline. If yes, please provide details in a separate sheet, as necessary.	Yes____/No _____
7. Has there been a termination of your firm's contract for non-performance 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. 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 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.*] 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: