

### Minutes of Pre-PQ Meeting

**Project:** Agricultural Component of the Agro-industrial Pole Project in the North (2PAI-NORD), in the Republic of Cote D’Ivoire.

**Date:** September 17, 2025

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Exim Bank has invited applications for Prequalification for preparation of DPR vide reference. no. GOILOC-284 (P13)/ EBID (Cote d'Ivoire)/CS-67 dated September 04, 2025, for “Agricultural Component of the Agro-industrial Pole Project in the North (2PAI-NORD), in the Republic of Cote D’Ivoire”. In accordance with the conditions outlined in the PQ document, Exim Bank conducted a Pre-PQ meeting for the project on September 17, 2025, at 15:00 hours.

#### **Project Brief:**

The project aims to develop an agro-industrial zone in the northern region (2PAI-NORD) of Cote d'Ivoire, with the primary objectives of enhancing agricultural productivity and improving rural infrastructure. As part of GO-CIV’s broader strategy to modernize its agricultural sector, promote industrialization, and achieve sustainable economic development, the 2PAI-NORD project is being implemented with financial and technical support from the African Development Bank (AfDB). The project seeks to increase the productivity of agro-pastoral commodity chains by upgrading hydro-agricultural facilities, improving access to agricultural inputs and services, and strengthening community resilience. It also aims to facilitate market access for agro-pastoral farmers through the development of rural infrastructure, structuring of commodity chains, and targeted capacity-building initiatives.

The major components of the project are as under:

- a) Rehabilitation of Rural Roads
- b) Rehabilitation and Construction of Hydro-Agricultural Dams – to support irrigation and water resource management.
- c) Rehabilitation and Extension of Irrigated Areas – approx 5,000 hectares.

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- d) Rehabilitation of Fish Farming Facilities in Natiokobadara
- e) Procurement of Equipment for Small Market Gardening Areas – 200 hectares.
- f) Construction of Storage Warehouses
- g) Construction of Livestock Parks
- h) Establishment of an Agricultural Mechanization Fund – Preparation of SOP
- i) Support for Mechanization and Certified Seed Production Networks
- j) Training Programs for Agricultural Equipment Beneficiaries
- k) Training for Certified Seed Producers

### Queries from prospective Applicants:

The queries received by Exim Bank along with the response to the queries is at *Annexure-I*.

The list of queries along with Exim Bank's response is as under:

Sr. No.	Clause	Query / Clarification / Modification Sought	Exim Response
1.	<p>B] Scope of Consultancy Services</p> <p>Under B1 Preparation of the DPR mentions The Consultant shall be provided with the following studies, which shall be validated by the Consultant Then the scope states that Based on the studies mentioned above and after conducting its own studies, the Consultant shall prepare the Detailed project Report.</p>	Is the consultant expected to conduct primary interactions – either telephonic or on-field with experts from West or Central Africa to prepare the DPR to validate the studies provided?	Yes. The DPR consultant is expected to undertake site visits, in consultation with the Project Authority (PA), for preparation of the DPR and validation of the studies provided by the PA. Detailed TOR shall be provided at the time of inviting RFP.
		The Agro-Industrial Pole Project in the North-East (2PAI Nord-Est) has various components. For which of the project components the current tender is onboarding consultants? Please provide details of the component and sub-component under consideration.	Please be guided by the PQ document (page 9 / 10).
		We understand that one single comprehensive DPR is expected to be prepared by incorporating the studies done for various sub-components? Is the understanding current?	Yes, the understanding is correct.
		For Procurement assistance, will there be one single tender floated for each Project Management Consultant (PMC) and the Engineering, Procurement, and Construction (EPC) Contractor?	Yes. One tender will be prepared for the Project Management Consultant (PMC) and one tender for the Engineering, Procurement, and Construction (EPC) Contractor.
		Requesting to mention the expected number of total tender documents / tender bids expected to be prepared / floated or evaluated?	The DPR consultant is required to assist the PA in conducting the tendering process for both PMC and EPC.

2.	2.1 Applicants	Are there restrictions on the numbers / role distribution among JV members, such as the lead member needing a minimum share in JV / project responsibilities?	<p>Yes.</p> <p>The maximum number of members including the Lead Member shall not exceed 3 (three). The lead member of the JV shall be the one with the highest share in the JV which shall not be less than 26%.</p> <p>The minimum value of works to be undertaken by each member shall be provided during the Bidding Stage.</p>
3.	2.2 Applicant's Nationality and Ownership	Can a joint venture (JV) include foreign entities as members, provided the lead member is Indian, or must all JV members be Indian entities?	Please be guided by the PQ Document. Each member of the JV should be an Indian Entity.
4.	Sector for General Experience: Clause 2.10.1	Please consider experience of executing international projects along with project executed in India.	The clause relating to Specific Experience is open to both domestic and international projects, and such projects will be considered for evaluation. However, under the General Experience criteria, applicants are required to submit details of projects executed in India only. This requirement has been clearly specified in the PQ Document. Accordingly, no changes are envisaged at this stage.
		Foreign Parent company experience shall also be considered.	The experience of parent / subsidiary shall not be considered for evaluation. No changes are envisaged at this stage.
		As the proposed scope includes the review of the study, and the selection of PMC and EPC contractors, we kindly request you to modify the general experience criteria as follows: "The	Please be guided by the PQ Document. No changes are envisaged at this stage.

		Applicant shall demonstrate experience in the preparation or <b>review of Detailed Project Reports (DPRs) or transaction advisory services projects</b> in the Water Sector, in India."	
5.	Cut off Date for ascertaining General and Specific Experience: Clause 2.11.1 and 2.12.1	Please consider the last 10 years of experience instead of 5 years.	Please be guided by the PQ Document. No changes are envisaged at this stage.
6.	Specific Experience 2.11.1 (a)	<p>We kindly request you to modify the specific experience criteria as follows: "At least the number and value of similar contracts for preparation of the DPR <b>or review of design and drawings pertaining to</b> Water / Irrigation Projects, as mentioned in the document.</p> <p>Water Project shall mean projects for Water Transmission / Distribution / <b>sewerage network / STP / Irrigation</b> / Rehabilitation of Dams / Fish Farming Facilities</p>	<p>Please be guided by the PQ Document. No changes are envisaged at this stage.</p> <p>It is however clarified that Sewerage, Water Treatment and Irrigation networks shall be construed to be water projects.</p>
7.	PART-III: APPENDIX TO INSTRUCTIONS TO APPLICANTS Skilled Human Resource Clause 2.13	Do we need to submit profiles for all experts mentioned at this stage of pre-qualification?	No, only a declaration is required at the PQ stage.
		Also requesting to mention any preference for local / regional profiles requirements from project geography.	Such requirements, if any, shall specified at the time of tendering. It ay be noted that Goods and Services of atleast 75% should be sourced from India as per the IDEAS Guidelines.
		Please elaborate the specialisation mentioned as procurement required for Procurement expert similar to other profiles mentioned.	At the PQ stage, only a declaration is required. Details of specialization shall be provided at the time of tendering
		Also can Civil engineering with focus on rural development or experience in rural development qualify for rural engineering engineer requirement?	Degree in Civil with focus on rural development shall be considered acceptable.

		Can Civil Engineering Specialization be considered for Rural Engineering Engineer Position under skilled Human Resource?	Degree in Civil with focus on rural development shall be considered acceptable.
		Please confirm whether Civil Engineering Specialization under Civil Engineering Position is Structural Engineer?	Yes.
		Also, the assignment calls for additional position requirements as against the listed positions viz. Hydraulic expert, Mechanical Expert, Electrical Expert, Social Expert, Quantity Surveyor. Please clarify.	Please be guided by the PQ Document.
8.	6.1 Appendix to Instructions to Applicants Application Due Date and Time: October 6, 2025 – 1500 hrs Physical Submission of Documents: October 6, 2025 –1500 hrs	We request you to kindly extend the submission deadline by two weeks.	Please be guided by the PQ Document. Any extension in the date shall be notified by way of an Addendum.

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