

Talwandi Sabo Power Limited

Pre Bid Queries and clarifications & Addendum_TN/1/CM/TSPL/2021-22-RO Dated 28th Feb 2022 (Supply of Imported Non-Coking Coal on FOR Delivered basis)

Description	Clause No.	As per tender specification	Queries raised by Parties	Query raised on	Pre-Bid clarifications by TSPL dated 14-Mar-2022
Pre-Bid Query-1	Volume 1: Instructions to Bidders Clause No: 10, Page No:-15 <u>Earnest Money Deposit</u>	The bidders are required to deposit the Earnest Money of INR 1,00,00,000/- (Indian Rupees One Crore only) through RTGS in favour of Talwandi Sabo Power Limited. In page No:-15 mentioned that Bidders who has submitted EMD in form RTGS/DD then their EMD shall be rolled over with CPS & Balance value have to pay by the bidder for CPS	Can we submit DD or BG for EMD Payments? As per Volume 1 : ITB Clause No:-11 PBG/CPS : Successful Bidder who has submitted the EMD in the form of Demand Draft(DD) or through RTGS, their EMD will be rolled over as part of CPS and the balance CPS shall be submitted by the Successful Bidder within the above specified period. The	08-Mar-22	in case of DD submission required to submit in two days advance from date of technical bid opening. In case of RTGS same can be done before opening of technical bid.
Pre-Bid Query-2	Volume 1: Instructions to Bidders Clause No: 10, Page No:-15 <u>Price Bid Validity</u>	The price bid will remain valid till 180 Days to order at any point of time within the validity.	Price Bid Validity to a maximum of 7 Days as per Market Volatility.	08-Mar-22	Bidder to follow terms & conditions of tender
Pre-Bid Query-3	Volume 2 : Technical Specification Clause No: 4.1, Page No:-22 <u>Schedule of Supply</u>	Commencing dispatch of 1st Rake from loading siding: As per firm LOT schedule given by TSPL after clearance through email/LOA/PO. Lot wise Schedule for dispatch: Lot wise firm schedule for dispatch (as per RR invoice date) will be communicated 21 days prior to the Contractor/Supplier through a letter/ email.	It should be minimum 45 days considering various activities including nomination of vessel, loading of vessel, voyage period, unloading and other related scope of works for supply to TSPL Plant.	08-Mar-22	Bidder to follow terms & conditions of tender
Pre-Bid Query-4	Volume 2 : Technical Specification Clause No: 4.1, Page No:-22 <u>Schedule of Supply (Re-starting the Supplies)</u>	In case TSPL advises to stop supplies for a period more than 15 days, then TSPL would confirm in writing for restart of the balance supplies allowing 14 days lead time from the day of written communication of re-start. Liquidated damages applicability will be suitably relaxed for balance rakes.	Upon Vessel arrival as per delivery schedule, supply should not be stopped. Due to space constraint and other operational issues, cargo has to be evacuated within 45 Days, otherside all damages including but not limited to Quality, Quantity, Demurrage & Detention & Indent Cancellation charges etc. shall be in Buyer Account.	08-Mar-22	Bidder to follow terms & conditions of tender

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Pre-Bid Query-5	Volume 2 : Technical Specification Clause No: 4, Page No:-22 & 23 <u>Quantity and Delivery Schedule</u> Note-1, Note-2 & Note-5	<p>Note:-1 This Schedule for supply of Coal will be subject to and adjusted to technical requirements of power generation from TSPL and approval of its off-take, including governing rules and policies as applicable from time to time, including that of Punjab State Power Corporation Limited (PSPCL) and/or Punjab State Electricity Regulatory Commission (PSERC)/ Statutory Authorities.</p> <p>Note:-2 It may be noted that as per the directions of the authorities, TSPL cannot make any take or pay commitment.</p> <p>Note:-5 Tolerance on supplied quantity on TSPL total received weight basis: Quantity specified in the PO less than 4000 MT (1 rake quantity) so as to ensure that dispatches will be in full rake quantities. In case of requirements during part of the month, proposed ordering quantities will be pro-rated based on the offered quantity of a month divided by 4 weeks. Schedule/changes to schedule will be indicated through separate letter.</p>	<p>Note-1 The Cargoes for which delivery schedule has been given and cargo has been planned, full payment will be paid by TSPL. How can supplier plan the shipments under long term supplies considering such conditions. It should not be conditional i.e. Necessary approvals post award of the long term contract.</p> <p>Note:-2 The Cargoes for which delivery schedule has been given and cargo has been planned, full payment will be paid by TSPL</p> <p>Note:-5 Tolerance should be in accordance with the Vessel size i.e. +/-10% of Vessel Quantity.</p>	08-Mar-22	Bidder to follow terms & conditions of tender
Pre-Bid Query-6	Volume 2 : Technical Specification Clause No: 6, Page No:-24 <u>Specifications of Coal:</u>	In case of evidence of slagging/fouling, further supplies of that coal may be suspended.	This is unacceptable as Coal specifications are derived by TSPL for Source. Slagging/Fouling is not Bidder scope of works as supplier cannot control over issues during routine plant operations.	08-Mar-22	Bidder to refer TSPL Addendum-1 ref no:- TN/1/CM/TSPL/2021-22/R1 Dated 15th March'22 for "SUPPLY OF 10 LMT IMPORTED NON-COKING COAL ON FOR DELIVERED BASIS" to TSPL

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Pre-Bid Query-7	Volume 2 : Technical Specification Clause No: 6, Page No:-24 <u>Specifications of Coal:</u>	As per Tender terms has mentioned for bidding against 7 types of Coal.	Bidder is seeking for addition of 8th type of Coal i.e. Australian coal (BRAVUS). We request you to include our Australian Coal from BRAVUS (4800 GAR) in list of Coal specifications.	08-Mar-22	Bidder to follow terms & conditions of tender
Pre-Bid Query-8	Volume 2 : Price and Methodology Clause No: 7, Page No:-29 <u>(i) Index Based Methodology</u> <u>Discount on Index</u> (Point No:-3)	Bidder may quote a firm discount on the prevailing index. The discount will remain firm throughout the contract period.	Discount can be firm upon confirmation of Delivery schedule and there should no changes in Delivery schedule timelines during PO Performance.	08-Mar-22	Bidder to follow terms & conditions of tender
Pre-Bid Query-9	Volume 2 : Price and Methodology Clause No: 7, Page No:-30 <u>(ii) Ocean Freight</u>	Ocean Freight quoted in USD will remain firm throughout the contract. However, Ocean freight in INR terms shall vary as per the change in Exchange rate throughout the period of Contract.	Ocean firm should be variable accounting for market movement. In recent tenders of SEBs/NTPC, the same has been linked with VLSFO movement.	08-Mar-22	Bidder to follow terms & conditions of tender
Pre-Bid Query-10	Volume 2 : Price and Methodology Clause No: 7, Page No:-31 <u>(vii) Railway Freight</u> <u>Note No:-4</u>	In case of any deferment of dispatch schedule, no storage / cargo holding charges would be payable by TSPL.	If Buyer defer the dispatch Schedule beyond 15 Days, plot rent will be applicable for the period, Moreover the Quality parameters may vary during such deferment	08-Mar-22	Bidder to follow terms & conditions of tender

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Pre-Bid Query-11	Volume 2 : Price and Methodology Clause No: 7.1, Page No:-29 <u>(j) Index Based Methodology</u> <u>Base FOB Price</u> (Point No:-2)	For Price variation purpose during payment the average of applicable indices of the preceding 4 Fridays of railway dispatch date (Railway dispatch date is RR invoice date) of 1st rake of the lot shall be considered and the average of SBI TT selling rate shall be of preceding 4 Friday's railway dispatch date (RR invoice date) of the 1st rake of the particular lot.	There should be firm schedule for delivery and average of preceding 8 weeks of dispatch of 1st Rake of the lot.	08-Mar-22	Bidder to follow terms & conditions of tender
Pre-Bid Query-12	Volume 2 : Base Price Adjustments & Damages Clause No: 10 (iv) <u>Penalty on Excess Moisture</u> (Page No:-37)	Penalty on account of Excess Moisture over base TM	Penalties should be apply on GCV ARB, Sulphur & Ash as per Internationally accepted norms.	08-Mar-22	Bidder to follow terms & conditions of tender
Pre-Bid Query-13	Volume 2 : <u>Payment Terms</u> Clause No: 12 Note A & B (Page No:-39)	Usance LC covering 80% basis RR and Balance 20% after adjustments.	Workable LC for 30 Days usance to be established covering 90% payment basis RR Docs & Balance 10% after adjustment.	08-Mar-22	Bidder to follow terms & conditions of tender
Pre-Bid Query-14	Volume 2 : <u>Security Deposit</u> Clause No: 13 (Page No:-41)	Security deposit for the performance during contract by supplier is to be submitted to buyer within 10 days of signing of LOI or contract for the amount 2 Crore. PBG shall be adjusted as per timeline 90 days beyond schedule dispatch of last rake or settlement of dues, if any, whichever is later.	PBG Shall be adjusted within 60 Days beyond schedule dispatch of last rake or settlement of dues.	08-Mar-22	Bidder to follow terms & conditions of tender

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<p align="center">Pre-Bid Query-15</p>	<p>Volume 2 : <u>Liquidated Damages (LD)</u> Clause No: 15 (Page No:-41) Note-A & Note-B</p>	<p>Note-A In case of restriction imposed by Railways, the LD schedule will be correspondingly extended as mentioned in clause 4.1 of Vol. 2 unless the restriction is attributable to the specific Supplier/ Contractor/Bidder.</p> <p>Note-B Liquidated damages applicability will be relaxed suitably in case TSPL desires amendments/ changes to schedules. In case TSPL advises to stop supplies for a period more than 15 day, then TSPL would confirm in writing for restart of the balance supplies allowing 14 days lead time from the day of written communication of re-start. Liquidated damages applicability will be suitably relaxed for balance rakes. TSPL will not bear / reimburse any storage / cargo handling cost due to whatsoever may be the reason. Bidder to furnish evidence of indents placed at loading Railway siding for TSPL's reference.</p>	<p>Note-A LD Imposes should not be restrict to railways restrictions only due to geographically challenges and their overall impacts on business performance. It should also incorporate with restriction impose by country out-side the india for sourcing of Coals from countries such as Indonessia, Austrailia, South africa and stopping of loading of vessels should be covered as Force Mejure.</p> <p>Note-B 14 Days lead time is very less for restarting of balance supplies. Additionally what about losses to Bidder towards Quality, Quantity, Demurrages, Detention and Indent Cancellation charges etc. for sudden changes in delivery schedule.</p>	<p align="center">08-Mar-22</p>	<p align="center">Bidder to follow terms & conditions of tender</p>
<p align="center">Pre-Bid Query-16</p>	<p>Volume 1 : BID Opening & Evaluation Methodology Clause No: 8, Page No:-8 <u>(j) Reverse Bidding</u></p>	<p>Bases of Bidding as per Price BID</p>	<p>In case of Multiple of Bids/Quality options, can all L1, L2, L3 bids be from one suplier? Can Supplier choose to match any different Quality option with same landed INR/Mcal to L1?</p>	<p align="center">08-Mar-22</p>	<p align="center">Please refer Tender Clause no:-4 page no:-21 for clarification.</p>

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Pre-Bid Query-17	Volume 1: Instructions to Bidders Clause No: 3, Page No:-4 <u>Time Schedule for Bidding process.</u>	Last date for receipt of comments/suggestions (latest by 18:00 Hrs) till 08th March'22	Ref to Tender No. TN/1/CM/TSPL/2021-22/R0 for SUPPLY OF 10 LMT IMPORTED NON - COKING COAL FOR DELIVERED BASIS TO TSPL, MANSA, PUNJAB , We request you to please extend the timelines for at least 2 weeks. Current market is very volatile and things cannot be predicted at this moment . Indices are going up strangely . Other Tenders of NTPC and other State Genco have also extended all their tender of similar nature in view of this situation.	10-Mar-22	Bidder to follow terms & conditions of tender
Pre-Bid Query-18	Volume 1: Instructions to Bidders Clause No: 15, Page No:-17 <u>Qualifying Requirement:-</u> Financial Qualification requirement:-	i.) The annual turnover of the Bidder in any one Financial Year from the preceding five financial years (FY 2020-21, FY 2019-20, FY 2018-19, FY 2017-18 and FY 2016-17) is 700 Crore. ii.) Net worth of the Bidder as on 31st March 2021 is 55 Crore	1. Our total supply has been close to 1 MMT with a total turnover of approx Rs 600 crs in 20-21 & Net Worth is 20 Crores 2. On study of the tender bidding criteria we notice that the total revenue criteria has been kept at Rs 700 cr and company's networth criteria has been kept at Rs. 55 Cr. Such a high criteria will remove healthy competition as many bidders will loose their right to bid. This will neither be in the interest of bidders nor it will benefit the power companies. 3. requested to re-consider the eligibility criteria so that bidders having turnover of more than Rs. 200 Cr. and positive net worth of Rs. 20 Cr. are eligible to participate in the tender.	09-Mar-22	Bidder to refer TSPL Addendum-1 ref no:- TN/1/CM/TSPL/2021-22/R1 Dated 15th March'22 for "SUPPLY OF 10 LMT IMPORTED NON-COKING COAL ON FOR DELIVERED BASIS" to TSPL