

**Clarification No. 1 Queries of the Prospective Applicant for Request for EOI for Coal Supply:**

Sl. No.	Cl. Ref. of Request for EOI	Applicant's Query	BIFPCL's Clarification
1.	Cl.1.2 and Cl. 1.6.1(i) (b)	In case the Bidder intends to use the "Authorised Coal Seller" route to participate in the subject Eoi; is the prospective Bidder allowed to propose supply of coal from more than one Mine from a single Country of Origin. Needless to say, all the coal proposed to be supplied will be as per the requirements specified in the above-referred Eoi document. For further clarity, prospective Bidder will ensure that the coal for any individual shipment will always be from a single mine; however, for ensuring Sources rather than a single multiple uninterrupted supply, it would be prudent to rely on Source.	Please refer the Addenda-2 to the Request for EOI Document in this regard. The same is enclosed at Annexure-I.
2.	Cl.1.2 & Cl.1.6.1(i)	In case the answer to the point no.1 above is in the affirmative; then kindly specify the maximum number of mines allowed to be proposed by the Bidder. It would be helpful, if the qualifying criteria like past supply tons and/or the production capacity and/or the reserve capacity of the mine will apply individually to each such proposed mine or can be considered cumulatively.	
3.	Cl.1.6.1(iii)	This Clause requires Authorized Coal Seller to furnish a copy of the agreement between the Authorized Coal Seller and the Coal Mine Owner. As you will no doubt agree that such contracts are highly confidential in nature and any company will not want to disclose the terms and conditions to any third party. Moreover, the Form 6B format sufficiently Covers the basic conditions that any Buyer would want to ascertain as both the entities are signing on the same page and committing their support to the business. As a further comfort and in line with existing industry practice, one could also seek a Letter of Support from the Coal Mine Owner issued in favour of the Authorized Coal Seller.	Provision of Cl. No. 1.6.1(iii) of the Request for EOI document shall prevail. Applicant may share redacted copy of the agreement instead of the copy of complete agreement between the Coal Mine Owner and the Authorised Seller corroborating the relevant details as required in the Request for EOI document. Applicant may also refer to Form-5 (Non-Disclosure Agreement) of Appendix-B of Request for EOI document in this regard.

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4.	Appendix-A of Request for EOI	While it is reasonably possible to adhere to the quality specified in this clause; it may be a bit challenging to meet every parameter of Ash Analysis specified under Appendix-A. For instance, can we propose to supply a coal with Na <sub>2</sub> O of 7.0 max instead of 1.6 % max as stated in Appendix-A.	The provisions of Appendix-A of the Request for EOI document shall prevail in this regard. Also refer Note in Appendix A.
5.	Cl.1	What is meant by "Short/ Medium/ Long Term"; and	For the purpose of the Request for EOI document, following definition shall apply: Short: spot or less than 12 months Medium: 12 months to 2 years; Long Term: 2 years and above
6.	Cl.1	If it is possible to supply with a lesser quantity such as 500,000 metric tons annually?	Please refer to the cl. 1 of the Request for EOI document. The exact procurement quantity shall be specified during RFP stage.
7.	Appendix-A of Request for EOI	Please advise the Chlorine parameter which is currently indicated as "Nil" in the specifications,	The desired level of chlorine is zero; however, traces of chlorine may be considered in line with "Note" of "Appendix-A".
8.	Form-2 (Company Information) Appendix-A of Request for EOI	One of the requests of Form 2 is incomplete, please advise the full sentence: "Please describe how the operation ..."	Form-2 of the Request of EOI document is hereby revised and is placed at Annexure-II. Applicants are required to use the Form-2 (Revised) in their Application.
9.	Cl.1.6.1	Consider the Participation of Long Term Coal Suppliers of Power Stations (LTC Suppliers) alongside the other three categories already defined in the EOI document in Art 1.6.1  Limit such LTC suppliers to companies who have continuously supplied identified power station with imported coal in excess of 5 Million Tons per year over the last five year.	The provision of Cl. No. 1.6.1. of the Request for EOI document shall prevail.



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10.	Cl.1.6.1	<p>Include Trading Companies (supplying pre-approved coal from multiple origins) as Applicants.</p> <p>Then the details of the Coal Mine Owner and Joint Undertaking (Form 6B) and Form 4 with the exception of Annexure-1 to Form-4 would no longer be necessary to provide in the EOI however, supporting documents evidencing such Trading Companies capabilities to supply can be provided during the RFP stage.</p>	The provision of Cl. No. 1.6.1. of the Request for EOI document shall prevail.
11.	1.6.1(i) & 1.6.(ii)	To consider amending the EOI to allow an applicant capable of supplying coal from different origins to ensure that BIFPCL's supply of coal is secured of coal is secured from a diverse supply base of approved qualities.	Please refer BIFPCL's clarification mentioned at Sl. No.1 above in this regard.
12.	1.6.1(iii) and Table at 1.2.2(iv) Form-4 of Appendix-B	<p>An Authorised Coal Seller of a Coal Mine Owner/Trader, in which the Coal Mine Owner/Trader should meet the requirements specified in Clause 1.6.1(i)(a) above. The Authorized Seller can be a subsidiary of the Coal Mine Owner/Trader or will have contractual authority to sell the coal on behalf Coal Mine Owner/Trader. A copy of the agreement between the coal Mine Owner/Trader and the Authorized Seller will be provided along the Application. In such a case, the Applicant is required to furnish a Joint Undertaking with the Coal Mine Owner/Trader in EOI along with their Application.</p> <p>Table at 1.2.2(iv) Form-4 of Appendix-B to be deleted.</p>	The provision of Cl. No. 1.6.1. and Table 1.2.2(iv) of Form-4 of Appendix-B of the Request for EOI document shall prevail.
13.	Cl.1.5	Extension of EOI Submission by further 6 weeks	The last date for submission of EOI Application has been extended vide Addenda-1 dated 23.07.2019. Further, last date for submission of Query has also been extended vide Addenda-1. Please refer to Addenda-1.

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14.	Cl.1	What are the penalties in case some the inherent properties such as FE <sub>2</sub> O <sub>3</sub> and CaO are higher then the specified max limits. As you are aware these are intrinsic values on natural product which cannot be managed or controlled.	The detailed terms and conditions shall be provided in the Request for Proposal (RFP) document. The RFP document shall be issued to the Qualified Applicants after completion of EOI process. Further, refer to Appendix A along with Note.
15.	Cl.1	Which banks are usually used for opening the LC?	The detailed terms and conditions shall be provided in the Request for Proposal (RFP) document. The RFP document shall be issued to the Qualified Applicants after completion of EOI process.
16.	Cl.1	Is it possible to limit the quantity to 1mtpa if we need to commit to a specific quality parameter? Alternatively, can we supply different specs as per the technical requirements for the total quantity required?	Please refer to Cl.1.2, Cl.1.6.1(i) (b) and Cl.1.6.4. Applicants are required to comply with the stipulations of the Request for EOI document.
17.	Cl.1	Is it a must to supply 50% of the quantity require by one supplier?	This is a pre-qualification stage. The detailed requirement of coal as well as the terms and conditions shall be provided in the RFP document to all the Qualified Applicants after completion of EOI process.
18.	Cl.1	Can we only load maximum panama size vessel?	Please refer to Cl.1.1. However, this is a pre-qualification stage. The detailed requirement of coal as well as the terms and conditions shall be provided in the RFP document to all the Qualified Applicants after completion of EOI process.
19.	Cl.1.6.2	Can we still participate in the bidding if cannot meet the financial requirement of \$126 million?	Provision of Cl. No. 1.6.2. of the Request for EOI document shall prevail.

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20.	Cl.1.6.1(iii) and 1.6.2	If the bidder is an Authorized Coal Seller of a Coal Mine Owner, please confirm that if the Coal Mine Owner meeting the Financial Requirement, the Authorized Coal Seller does not require to meet such Financial Requirement individually (for example , Authorized Coal Seller has no audited financial statement and only the last 1 year meeting the annual turnover).	Please refer to the provision of Cl.1.6.1(iii) and Cl. No. 1.6.2 (to be read in conjunction with "Note") of the Request for EOI document.

*Note: The Request for EOI document shall be read in conjunction with all subsequent addenda and clarification issued.*



## Annexure-I

## Addenda-2 to the Request for Expression of Interest (EOI) for Coal Supply for 2x660MW Maitree STPP.

Sl. No.	Cl. Ref. of Request for EOI	Existing Provisions	Amended Provision
1.	Cl.1.2 and	"Uninterrupted supply of homogenous quality coal on FOB basis from a single designated coal mine as per the desired coal quality parameters outlined in <b>Appendix-A</b> of this EOI document."	"Uninterrupted supply of homogenous quality coal on FOB basis from a single designated coal mine as per the desired coal quality parameters outlined in <b>Appendix-A</b> of this EOI document. <i>However, for uninterrupted supply during emergency / extra ordinary situation / force majeure condition, another mine of the same Mine Owner company and same country of origin may be allowed with the approval of BIFPCL</i> "
2.	Note of Appendix-A	If the Applicant's coal quality is marginally outside the maximum/minimum limits as specified in the above Quality Specifications, BIFPCL will assess whether that coal quality is acceptable for use at the Maitree Power Station and advise the Applicants accordingly.	If the Applicant's coal quality parameter(s) other than parameters at Clause No. 1.6.4 of this Request for EOI document is marginally outside the maximum/minimum limits, as specified in the Quality Specifications mentioned at Appendix-A of the Request for EOI document, BIFPCL will assess whether that coal quality is acceptable for use at the Maitree Power Station and advise the Applicant accordingly.

Note: The Request for EOI document shall be read in conjunction with all subsequent addenda and clarification issued.

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## FORM 2 (REVISED) COMPANY INFORMATION

Please, fill the table provided below with requested information, and attach requested documents.

To  
Chief Procurement Officer  
**Bangladesh-India Friendship Power Company (Pvt.) Limited (BIFPCL)**  
Borak Unique Heights (Level-17),  
117 Kazi Nazrul Islam Avenue,  
Eskaton Garden  
Dhaka-1000, Bangladesh

<b>Company Information</b>	
Company name	
Office Address	
Registered Office Address	
Website	
Legal Status	
Corporate structure	
Establishment date	
Ownership structure, including details of the ultimate parent company(ies)	
Main areas of activity	
Number of employees	
Presence/Offices available in Bangladesh (yes/no, please describe, if yes)	
Please describe how the operation of Coal supply on FOB basis is done by the applicant	
Information regarding any current litigation in which Companies / Partners are involved, the parties concerned, the disputes and the disputed amount if any (in a separate sheet to be enclosed)	
<b>Contact person information</b>	
Contact person name	
Designation / Position in the Company	
Email address	
Phone number	

Documents to be provided:

- ✓ Company Profile to briefly present what are the competencies of the Company and what are the business sectors in which it is mostly involved, its specific skills, its offices, its number of employees, etc;

- ✓ Declaration that there is no pending legal action against the Company and it is not under bankruptcy;
- ✓ Organization Chart;
- ✓ A copy of the Business registration certificate, a Copy of VAT registration certificate or similar document;
- ✓ Certifications: List, with evidence, of all the relevant Certifications held e.g. Mining Permit, Export Permit etc. as on the date of submission of this EOI;
- ✓ Standard Compliance: List, with evidence, of standard compliances (i.e. ISO 9000 family of standards, etc.);
- ✓ Highlight on the following aspects: Quality Management System, Environmental procedures, Training procedures, Health and safety procedures.

Signature of Authorized Person	
Name and designation	
Name of the Company	
Address	

Date:	
Place:	

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