

Summary of Request for Qualification Results

Sangam Power Generation Company Limited

1.1 SPGCL has initiated competitive bidding processes for selection of developer for setting up 2x660 MW Sangam Thermal Power Project for long-term power procurement in line with the Competitive Bidding Guidelines issued by the Ministry of Power, Government of India under Case II.

1.2 SPGCL acting as The Authorised Representative, on 7th August 2008, invited "Request for Qualification (RFQ)" from competent, experienced and capable parties either as sole bidder or in the form of a consortium for the supply of power on a long-term basis. In response to the same the bidders have submitted their RFQ on or before the last date for submission of responses i.e. 1st September 2008.

1.3 Financial and Technical Qualification requirement

1.3.1 The bidders were required to meet the financial and technical capability criteria as prescribed in the RFQ document. A bidder meeting the qualification criteria shall qualify for the RFP stage. The criteria and the broad principles of determination of capability are as follows –

Criteria 1. Financial Criteria

The Bidder has option to meet any one of the first two conditions i.e. Internal Resource Generation or Annual Turnover AND has to compulsorily meet the criteria of Net Worth

i. **Internal Resource Generation:** Rs. 396 Crores or equivalent US\$, computed as five times the maximum internal resources generated during any of the last five years business operations,

OR

ii. **Annual Turnover:** Rs. 1584 Crores or equivalent US\$. The above computation shall be derived from any of the past three years audited annual accounts.

iii. **Networth:** Rs. 660 Crores or equivalent US\$. The above computation shall be derived from any of the past three years audited annual accounts,

Criteria 2. Technical Criteria

The Bidder has an option of meeting any one of the following two technical criteria

- a. The Bidder must own or operate power plant(s) of minimum aggregate gross capacity not less than 500 MW. For this purpose the power plants which have been commissioned at least 7 (seven) days before the RFQ submission date shall be considered.

OR

- b. The Bidder must have the experience of "Developing Projects" (not necessarily in the power sector) in the last 10 years whose aggregate capital costs must not be less than Rs. 990 Crores or equivalent US\$. Out of these projects, the capital cost of at least one project should be equivalent to or more than Rs. 400 Crores or equivalent US\$.

For this purpose, capital expenditure on projects that have been completed at least 7 (seven) days before the last date for submission of RFQ shall be considered.

1.4 Information Submitted by bidders for Qualification

As per clause 2.1.2 and 2.1.3 of the RFQ document issued, bidders are required to fulfill certain minimum qualification criteria to establish their Financial and Technical capabilities to execute the project. After detailed evaluation and scrutiny of the responses submitted with respect to information submitted for financial and technical qualification, it is found that all the bidders qualify at the RFQ stage and are eligible to be part of the for further bidding process and issuance of RFP/PPA document.

Table 2-1: Summary of Financial and Technical information submitted by the Bidders

Sr No.	Name of Member	Bidding Company/ Lead Member /Consortium Member	Internal Resource Generation Qualifying Criteria Rs.396 Crores		Networth Qualifying Criteria Rs.660 Crores		Annual Turnover Qualifying Criteria Rs.1584 Crores		Aggregate cost of projects in last 10 years/ Gross Capacity in MW of Power Plants (Rs. Crores) Qualifying Criteria Rs. 990 Crores or 500 MW	Cost of single project (Rs. Crores) Qualifying Criteria Rs. 400 Crores
			FY	Amount (Rs. Crores)	FY	Amount (Rs. Crores)	FY	Amount (Rs. Crores)		
1	Seeta Estates & Brokers Limited	Lead Member	2006-07	2151.3	2007-08	1074.84	-	-	1153.05	436.01
	KSK Energy Ventures Limited	Consortium Member	2007-08	2107	2006-07	634.26	-	-	-	-
2	Devona Thermal Power & Infrastructure Limited	Bidding Company	-	-	2007-08	1725.25	2007-08	27897.30	1746.00	1746.00
3	Jaiprakash Associate Limited	Bidding Company	-	-	2007-08	4289.77	2007-08	3985.11	4198.71	1667.34
4	Housing Development and Infrastructure Ltd	Bidding Company	-	-	2007-08	3635.69	2006-07	2432.32	2257.39	1122.45
5	Bhushan Steel Limited	Bidding Company	-	-	2007-08	1625.31	2007-08	4672.73	2002.00	1516.00
6	Videocon Industries Limited	Bidding Company	-	-	As at Sept 2007	5502.08	As at Sept 2007	8710.26	1035	560

Sr No.	Name of Member	Bidding Company/ Lead Member /Consortium Member	Internal Resource Generation Qualifying Criteria Rs.396 Crores		Networth Qualifying Criteria Rs.660 Crores		Annual Turnover Qualifying Criteria Rs.1584 Crores		Aggregate cost of projects in last 10 years/ Gross Capacity in MW of Power Plants (Rs. Crores) Qualifying Criteria Rs. 990 Crores or 500 MW	Cost of single project (Rs. Crores) Qualifying Criteria Rs. 400 Crores
			FY	Amount (Rs. Crores)	FY	Amount (Rs. Crores)	FY	Amount (Rs. Crores)		
7	Lanco Infratech Limited	Bidding Company	2007-08	1091.60	2007-08	1593.10	-	-	501 MW	-
8	GVK Developmental Projects Pvt Ltd	Bidding Company	2006-07	1186.35	2006-07	1308.48	-	-	2863.87	1471.27
9	Adhunik Metaliks Ltd	Lead Member	-	-	2007-08	576.55	2007-08	1166.03	1000.37	875.91
	Adhunik Alloys & Power	Consortium Member	-	-	2007-08	122.47	2007-08	200.35	-	-
	SREI Infrastructure Finance Ltd	Consortium Member	-	-	2007-08	658.08	2007-08	527.51	-	-
10	Adani Enterprise Limited	Bidding Company	-	-	2007-08	1335.47	2007-08	11624.61	2652.34	2652.34
11	JSW Energy Limited	Bidding Company	2007-08	4267.00	2007-08	1270.54	-	-	1104.10	1104.10
12	L & T Power Development Ltd	Bidding Company	-	-	2007-08	9434.11	2007-08	25187.48	1922	842
13	CESC Limited	Bidding Company	-	-	2007-08	2959.81	2007-08	2930.34	1147.79	1147.79
14	Reliance Power Limited	Bidding Company	-	-	2007-08	10248.69	2007-08	7501.20	3834.96	656.65

1.5 Conclusion

The detailed analysis of the Financial and Technical Qualification Criteria submitted by the Bidders in their response to RfQ, response to subsequent correspondences with the bidders seeking further clarifications and due elaborate discussion between the consultants and SPGCL officials, following is the conclusion on Qualifications / Dis-Qualifications of the bidders for further process of Request For Proposal;

Table 3-2: Conclusion

Sr. No.	Name of the Bidder	Bidding Company/ Lead Member /Consortium Member	Status
1	Seeta Estates & Brokers Limited	Lead Member	Qualified
	KSK Energy Ventures Limited	Consortium Member	
2	Devona Thermal Power & Infrastructure Limited	Bidding Company	Qualified
3	Jaiprakash Associate Limited	Bidding Company	Qualified
4	Housing Development and Infrastructure Ltd	Bidding Company	Qualified
5	Bhushan Steel Limited	Bidding Company	Qualified
6	Videocon Industries Limited	Bidding Company	Qualified
7	Lanco Infratech Limited	Bidding Company	Qualified
8	GVK Developmental Projects Pvt Ltd	Bidding Company	Qualified
9	Adhunik Metaliks Ltd	Lead Member	Qualified
	Adhunik Alloys & Power	Consortium Member	
	SREI Infrastructure Finance Ltd	Consortium Member	
10	Adani Enterprise Limited	Bidding Company	Qualified
11	JSW Energy Limited (JSWEL)	Bidding Company	Qualified
12	L & T Power Development Ltd	Bidding Company	Qualified
13	CESC Limited	Bidding Company	Qualified
14	Reliance Power Limited	Bidding Company	Qualified