



**OWNER:  
THE TATA POWER COMPANY LIMITED**

**PROJECT MANAGER:  
THE TATA POWER COMPANY LIMITED**

**TITLE OF WORK TO BE AWARDED:  
SHIPMENT OF NON-COKING (THERMAL) COAL FROM INDONESIA TO WEST COAST OF  
INDIA**

**ENQUIRY REFERENCE NO.:  
TPCL/CC/COA-22/01**

**NOTICE INVITING EXPRESSION OF INTEREST (EOI) FOR-**  
**SHIPMENT OF NON-COKING (THERMAL) COAL FROM INDONESIA TO WEST COAST OF INDIA**

<b>Enquiry reference no.:</b> TPCL/CC/COA-22/01
<b>Title of Work:</b> Shipment of Non-Coking (Thermal) Coal from Indonesia to West Coast of India
<b>Type of Bidding:</b> E-tendering / Two-Part
<b>Contact Details:</b> EOI (Expression of Interest) shall be submitted strictly as per instructions given herein under Point no. 3 (a), (b), (c), (d) and addressed to both the following Email Ids:  Mr. Meet Shah Contact no.: 022-67173945 / +91-9920880060 Email: <a href="mailto:meet.shah@tatapower.com">meet.shah@tatapower.com</a>  Copy of all communications must be marked to (CC): Mr. Surendra Chandolkar Email: <a href="mailto:schandolkar@tatapower.com">schandolkar@tatapower.com</a>  EOI submission mail must bear proper subject/title indicating " <b>EOI submission for - Shipment of Non-Coking (Thermal) Coal from Indonesia to West Coast of India</b> "  Website: <a href="https://www.tatapower.com/tender/tenderlist.aspx">https://www.tatapower.com/tender/tenderlist.aspx</a>

The Tata Power Company Limited ("Project Manager") invites Expression of Interest (EOI) from interested parties for the e-Tendering Process of following Work Package:

Description	Tender Fee	Bid Security
Shipment of Non-Coking (Thermal) Coal from Indonesia to West Coast of India	NIL	NIL
Deadline for submission of EOI	10 <sup>th</sup> Jan 2022	

## 1. INTRODUCTION:

The Tata Power Company Limited (hereinafter referred to as "TPCL") is a leading Private Independent Power Purchaser (IPP) operating and maintaining Thermal, Hydro & Renewable Generation, Transmission & Distribution assets with capacity over 10000 MW across India. Tata Power imports about 2 to 2.5 Million Metric Tonnes per annum of Non-Coking (Thermal) Coal from Indonesia for their Trombay Thermal Power Station with Coal based Generation capacity of 770 MW. Coal Vessels are unloaded at Mumbai Harbour. TPCL is hereby inviting Expression of Interest from reputed and experienced parties for **Shipment of Non-Coking (Thermal) Coal from Indonesia to Mumbai in Geared Panamax or Geared Supramax Vessels.**

Bids are invited for entering into **Contract of Affreightment (COA)** starting **1st April 2022 to 31st March 2023** for a period of 12 Months for 2400000 MT (+/- 20%) or up to **31st March 2024** for period of 24 Months for 4800000 MT (+/- 20%) at the option of Tata Power.

Interested parties fulfilling the qualification criteria will be required to submit their bids (upload in Ariba online platform) as per the Instructions to Bid.

## 2. SCOPE OF WORK:

Scope of work under this proposed contract shall include **shipment of 3-4 cargos a month** of Non-Coking (Thermal) Coal of 60,000 to 70,000 MT  $\pm$  10 pct MOLOO during non-monsoon / 50,000 to 55,000 MT +/-10% MOLOO during monsoon from Indonesia to Mumbai in Geared Panamax or Geared Supramax Vessels starting 1st April 2022 to 31st March 2023 for a period of 12 Months for 2400000 MT (+/- 20%) or up to 31st March 2024 for period of 24 Months for 4800000 MT (+/- 20%) at the option of Tata Power.

Bidders to note that above is generic description of scope of work and detailed Scope of Work/ Technical Specifications, Terms & Conditions shall be provided in the Bid Documents (at stage of Tender RFQ), which shall be made available to interested parties' submitting valid EOI.

## 3. TIMELINES:

a) Interested parties meeting the "Bidder Pre-Qualification Requirements" specified under point no. 4 in this document can request tender document and participate in the bidding process by submitting the Expression of Interest (EOI) Letter to the contact details mentioned below not later than deadline specified above. Request for Bid Document/EOI will not be entertained beyond this deadline.

**b) Expression of Interest letter to be submitted should include the following details:**

- A covering letter duly stamped and signed by an authorized signatory clearly indicating the Tender Reference, your Expression of Interest to participate in the tendering process.
- Authorized person name, contact number and e-mail id (mandatory) of the person to whom RFQ/ tender and all other communications to be addressed for this tender.

- Attach the supporting documents substantiating your fulfillment of Bidder's Pre-Qualification Requirements (PQR), with the EOI. In case of supporting documents are not readily available, bidder to provide confirmation that they shall arrange to share PQR supporting documents later on as required by owner.

**c) Interested bidders should submit the Expression of Interest (EOI) letter to below mentioned email addresses:**

- Mails shall be addressed to (To): [meet.shah@tatapower.com](mailto:meet.shah@tatapower.com)
- Must Mark a copy to (Cc): [schandolkar@tatapower.com](mailto:schandolkar@tatapower.com)

EOI/ requests without complete information and communication as above within deadline shall be liable to be rejected and will not be considered further.

- d) Detailed Bid Document (also referred as RFQ) shall be issued through Tata Power e-tender portal (Ariba System) only to the parties submitting a valid EOI as per terms mentioned in this document.

**4. BIDDER PRE-QUALIFICATION REQUIREMENTS (PQR):**

Interested parties to note that Bidder shall be required to fulfill the following bidder pre-qualification requirement/ criteria in order to qualify for the subject work. Bidder will be required to submit relevant supporting documents to demonstrate their qualification during the bid submission stage against Tender document/RFQ and bidders not found meeting the pre -qualification requirements given below will be disqualified from the tender.

**4.1 TECHNICAL REQUIREMENTS:**

1. Bidder should be a vessel owner of minimum of 2 ships (a combination of Geared Panamax / Geared Supramax) and these vessels' age shall not be exceeding 15 years as on 31st Dec 2021. The vessels shall have rating of Lloyds 100 A1 or equivalent ISM accredited.

OR

Bidder should have a long-term charter of minimum 4 ships (a combination of Geared Panamax or Geared Supramax) in their name or their subsidiary's name at the time of submission of Tender and these vessels' age shall not be exceeding 15 years as on 31st Dec 2021. The vessels shall have rating of Lloyds 100 A1 or equivalent ISM accredited. Bidders to submit the necessary documents to this effect at the time of submission of response to Global Tender.

2. The Bidder should have carried at least 1.5 Million MT of coal/iron-ore/dry bulk mineral on annual average basis during last 3 financial years to South Asia. Bidder should also provide details of the quantity of coal they have carried in the last 5 years in different trade lanes worldwide.
3. Bidder should be a designated shipping company in the country where they are having registered office. Bidder to provide details about organization (additional information if any may be further to support their Bid).

4. Bidder should submit their current fleet list. Such fleet should include geared bulk carriers which can operate between the designated loading ports/ anchorages and the anchorages at Mumbai where coal would be discharged. The list should include details such as year of built, IMO Number, Flag, Class, GT, NT, DWT and all other particulars that are necessary for operating in Indian Ports.
5. Details of existing COAs (unpriced) and clients for whom this coal/iron-ore/dry bulk is carried should be provided.
6. THE U.S. GOVERNMENT / UNITED NATIONS have in place sanctions against certain Countries, Related Entities & Individuals. Vessel Owners / Vessels / Agents should not fall in any of the purview of these sanctions.
7. The Bidders should warrant that they have not defaulted in past in performing their obligation. They should not have been blacklisted / debarred by any Indian PSU, Power Utility in India. Declaration to this effect to be furnished in their letter head.
8. The Bidder should provide the present pattern of trade of their fleet.
9. The Bidder should have experience of satisfactory execution of long term contract with leading companies in India.
10. The Bidder should have a designated office or an agent in Mumbai.
11. The Bidder should provide necessary proof of having arrangements in India to be assessed for Indian Income Tax, which may be levied if the regulations so require.
12. The Bidder should provide the details of their principal bankers with contact details in the country of their origin.
13. The Bidder should provide a list of any new buildings, if any, ordered by them in the categories of ships to be used in this trade.
14. The Bidder should provide copy of the Registration Certificate in the Country of Incorporation.
15. Bidder to provide major safety incidents in last 5 years.

Note for Technical Requirements: Specified experience shall be evaluated as on 31<sup>st</sup> Dec 2021. Bidder shall submit the relevant contract copy/order copy/performance certificate from client for substantiating above experience credentials. Formats for above requirements will be provided post submission of valid EOI. Reference work contracts which are not completely executed as on date and are presently under execution, shall be considered valid reference provided it has successfully completed atleast 1 year of execution for such contract as on 31<sup>st</sup> Dec 2021.

#### **4.2 FINANCIAL REQUIREMENTS:**

The Bidder shall have adequate financial resources to execute the Contract concurrently with their other commitments and shall meet the following conditions:

1. Bidder shall have during the last three financial years an Average Annual Turn Over of not less than INR 5 Billion or its equivalent in any other currency. Bidder to provide annual turnover data and other financial details.

2. Bidder shall be able to provide documentary evidence from its bankers / financial institutes / promoters to the satisfaction of Charterer for working capital adequacy to simultaneously execute contracts worth INR 5 Billion or its equivalent in any other currency.
3. The Bidder should submit copies of their profit and loss account and audited Balance Sheet for the last three preceding financial years along with the Bid Document.

Notes for Financial Requirements:

Net Worth means the sum total of the paid-up share capital and free reserves for private / public limited companies and the Surplus Capital employed by owners in a proprietorship / partnership companies. Free reserves means all reserves credited out of the profits and share premium account but do not include reserves credited out of the revaluation of assets, write back of depreciation provisions and amalgamation. Further, any debit balance of profit and loss account and miscellaneous expenses to the extent not adjusted or written off, if any, shall be reduced from Reserves & Surplus. Other income shall not be considered for arriving at annual turnover.

Bidder will be required to submit copies of their profit and loss account and audited Balance sheet for the last three preceding financial years along with the Bid Document. In cases, where audited results for the last preceding financial year are not available, certification of financial statements from a practicing Chartered Accountant shall also be considered acceptable. Formats for above requirements will be provided post submission of valid EOI.

**5. PERFORMANCE BANK GUARANTEE:**

Interested parties to note that Bidder will not be required to furnish a performance bank guarantee.

**6. BIDDING PROCESS:**

Detailed Bid Document (also referred as RFQ) shall be issued through Tata Power e-tender portal (SAP Ariba System) only to the parties submitting a valid EOI as per terms mentioned in this Tender Notice.

Bidder to note that bidding for subject tender may be conducted through e-auction. Detailed bidding and auction process shall be detailed during RFQ/Bidding Stage.

The tendering/procurement activities for this Project are being managed from Tata Power's following Office address:

"The Tata Power Company Limited,  
Smart Center of Procurement Excellence,  
2nd Floor, Sahar Receiving Station,  
Near Hotel Leela, Sahar Airport Road,  
Andheri East, Mumbai-400059."

Pls note that, Bidders are currently required to submit EOI and relevant documents through Email addresses mentioned above only. No need to send physical mail/courier.