



DREDGING CORPORATION OF INDIA LTD

'Dredge House' Port Area, Visakhapatnam – 530 001 (A.P)

Telephone: +91 – 891 – 2871312 / 2871202

Email: hodmtkg@dcil.co.in

INVITATION FOR "EXPRESSION OF INTEREST"

TO ENTER INTO M.O.U

FOR JOINT PARTICIPATION IN

A) MARINE CONSTRUCTION WORKS

B) OIL AND GAS EXPLORATION AND RELATED WORKS

C) SAND MINING/ BLASTING/ QUARRYING AND RELATED WORKS

DREDGING CORPORATION OF INDIA LIMITED

"DREDGE HOUSE", Port Area
VISAKHAPATNAM

1. SUBMISSION OF EXPRESSION OF INTEREST**1.1. Introduction**

1.1.1 Dredging Corporation of India ("DCI" or the "Company") is the largest dredging company in India, and the sixth largest in the world. 73.47% of the share capital of the company is held by four Major Ports of the Country-Visakhapatnam Port Trust, Jawaharlal Nehru Port Trust, Deendayal Port Trust and Paradip Port Trust. DCI plans to enter into Memorandum of Understanding (MoU) with leading Companies in India and in Overseas markets for undertaking following activities with or without related to dredging works:-

- a) Marine constructions works and/ or
- b) Oil and Gas exploration and related works and/ or
- c) Sand mining, blasting, quarrying and related works.

1.1.2 This Invitation ("Invitation") has been prepared to enable potentially interested Firms to submit their Expression of Interest ("EoI").

1.1.3 For the purposes of this Transaction, the potential Firm shall ascertain the applicability of all laws including Indian laws and shall ensure compliance with the same.

1.2. Inviting EoI

1.2.1. Expression of Interest (EoI) is published in company's website www.dredge-india.com and Central public procurement portal (CPPP) (www.eprocure.gov.in). Details will be available with High Commissions of India. DCI reserves the right to terminate or alter the process at any stage, without prior notice or assigning any reasons and without any liability on DCI.

1.3. The Process

1.3.1. This is the first stage in the process of entering into MoU. In this stage, all interested parties are required to submit an **Expression of Interest ("EoI")**, which shall comprise of

- Expression Letter (provided in Annexure 1),
- Request for Qualification ("RFQ", provided in Annexure 2) and
- Statement of Legal Capacity (provided in Annexure 3).

The EoI will be used for prequalifying the interested parties on the criteria specified, without conferring any right or expectation whatsoever.

1.3.2. The process thereafter would be as specified by DCI in further communication to pre-qualified parties.

1.4. Memorandum of Understanding (MoU)

1.4.1. DCI plans to enter into MoU for Joint participation in tenders in India and overseas markets consisting of:

- a) Marine constructions works and/or
- b) Oil and Gas exploration and related works and/ or
- c) Sand mining, blasting, quarrying and related works.

1.4.2. Countries of Overseas Operation:

South East Asia - Key countries include but not limited to

- Singapore
- Malaysia
- Hong Kong
- Thailand
- Indonesia
- Taiwan
- Sri Lanka
- Bangladesh

Middle East - Key countries include but not limited to

- UAE
- Israel
- Bahrain
- Oman
- Qatar
- Saudi Arabia

1.4.3 The MoU will be in the nature of an exclusive agreement between DCI and the Firm for the identified markets.

1.4.4 Parties wishing to exclude any of the above - mentioned countries from the ambit of the MoU, need to specifically identify such countries in their EoI.

1.5. Minimum Eligibility Criteria

- 1.5.1 The EoI may be submitted by domestic or foreign incorporated entities either as a sole Firm or as part of a consortium.
- 1.5.2 For submitting the EoI and for being considered for subsequent qualification process, the interested parties must satisfy the following eligibility criteria:
- i. Registration : The Company shall be registered / incorporated in India or abroad.
 - ii. Turnover : Average Annual financial Turnover during last three years ending 31/3/2019 should be at least Rs.500 Cr.
 - iii. Experience : Having completed similar works in "Marine constructions works" and/or "Oil and Gas exploration and related works" and/or "Sand mining, blasting, quarrying and related works" during last seven years ending 31/3/2019 - either of the following: -
 - a) Three similar completed works costing not less than Rs.200 Cr.
 - b) Two similar works costing not less than Rs.250 Cr.
 - c) One similar work costing not less than Rs.400 Cr.
- 1.5.3 In the case of consortium, the above criteria would apply to the consortium as a whole and the annual turnover of the lead member must be at least 51% of the stipulated turnover.
- 1.5.4 Where the financial statement is expressed in currency other than Indian Rupees, the eligible amount as described above shall be computed by taking the equivalent amount at the exchange rates (RBI Rate) as applicable 7 days prior to the due date of Submission of EOI, and if the day as on the date happens to be a non-trading date, the first subsequent trading date thereafter. The date and the exchange rate used must be mentioned.
- 1.5.5 This Invitation along with its enclosures does not constitute any commitment on the part of DCI. Furthermore, this invitation confers neither any right nor expectations to any party to participate in the said process. Further, this process would be in accordance with the provisions of the Articles of Association of DCI.
- 1.5.6 DCI reserves the right to withdraw from the process or any part thereof without assigning any reason whatsoever. No liability whatsoever shall accrue to DCI in such an event.

1.6. Disqualification

- 1.6.1 DCI shall not consider for the purpose of qualification, an EoI, which is found to be incomplete in content and/or attachments and/or authentication, etc.

1.6.2 Without prejudice, a sole Firm or a consortium may be disqualified and its EoI dropped from further consideration for, but not limited to, any of the reasons listed below:

- misrepresentation by the potential Firm or any member of the consortium; or
- failure by the parties mentioned above to provide necessary and sufficient information required to be provided in the EoI; or
- where a party has already submitted an EoI as sole interested Firm and such party submits another EoI as a member of a consortium; or
- where a party has already submitted an EoI as a member of a consortium and such party submits another EoI either as a sole interested Firm or a member of another consortium.

1.6.3 The parties shall be disqualified if:

- Parties convicted by a Court of law
- Parties against whom any adverse order has been passed by a regulatory authority that casts a doubt on the ability of the party to manage the public sector enterprise.

The interested party(ies) shall be required to provide with their EoI an undertaking to the effect that no investigation by a regulatory authority is pending against them. In case any investigation is pending against the concern or its sister concern or against its chief executive officer ("CEO") or any of its Directors/Managers/employees, full details of such investigation including the name of the investigating agency, the charge/offence for which the investigation has been launched, name and designation of persons against whom the investigation has been launched and other relevant information should be disclosed, to the satisfaction of DCI.

1.6.4. Where the interested party is a consortium, DCI may disqualify the entire consortium for any of the reasons (but not limited to) specified above, even if it applies to only one member of the consortium.

1.6.5. If an information becomes known which would have entitled DCI to reject or disqualify the interested party(ies), DCI reserves the right to reject such interested party(ies) at any time after such information becomes known to DCI.

1.6.6. The sole interested Firm, lead member/ other member of a consortium and the consortium as a whole not satisfying the eligibility and requisite qualification criteria specified in the above sections are not eligible. It must be noted that the sole interested Firm, lead member/ other member of a consortium and the consortium as a whole must be eligible, as per the criteria mentioned above, on the date of submission of the EoI and should continue to be eligible throughout the process.

1.7. Terms and Conditions for Submission

- 1.7.1 The interested parties should submit their EoI, in duplicate. The EoI is to be duly signed by the authorized signatory of the interested party / designated lead member of the consortium. However in the case of a consortium, the Statement of Legal Capacity and RFQ will also have to be submitted by each member of the consortium duly signed by an authorized official of the member of such consortium.
- 1.7.2 The RFQ as given in Annexure 2 should be duly filled in and accompanied by the following details.
- 1.7.3. In case of a sole interested Firm, the following shall be furnished together with the EoI:
- Audited Balance Sheet and Profit & Loss Account of the sole interested Firm as approved by the Board of Directors (Indian /Foreign incorporated entity) for the last 5 financial years.
 - List of Marine constructions works and/or Oil and Gas exploration and related works and/or Sand mining, blasting, quarrying and related works carried out in the last three years and the contact persons in the customer organizations along with their contact particulars. Works carried out for the central/ state governments and their organizations may also be indicated.
 - Annual billing of Marine constructions works and/or Oil and Gas exploration and related works and/or Sand mining, blasting, quarrying and related works during last three years in aggregate certified by the statutory auditors.
 - Copy of registration / incorporation certificate.
 - List of branches / offices in India.
 - List of offices in the countries mentioned in Clause 1.4.2 including the nature of presence (Joint Venture, Subsidiary, Branch Office)
 - List of Marine constructions works and/or Oil and Gas exploration and related works and/or Sand mining, blasting, quarrying and related works and the size of projects carried out in the last three years in the countries mentioned in Clause 1.4.2 including the estimated market share in each of these countries.

Write -up on:

- Background of the Firm. (As per point 1 to 5 of Annexure 2)
- A statement of reasons for interest in DCI.
- Details of litigation and/or legal/ statutory enquiry if any, including litigation against DCI.

- Any other information considered material.
 - Statement as regards any indictment by any income tax, sales tax, customs and excise authorities.
- 1.7.4. In case of a consortium interest, the following shall be furnished together with the EoI:
- Audited Balance Sheets and the Profit & Loss Accounts as approved by the Board of Directors for the last 5 financial years of all the members (Indian /Foreign incorporated entity(ies)) of the consortium.
 - List of Marine constructions works and/or Oil and Gas exploration and related works and/or Sand mining, blasting, quarrying and related works carried out in the last three years of all the members (Indian/Foreign incorporated entity(ies)) of the consortium and the contact persons in the customer organizations along with their contact particulars. Works carried out for the central/ state governments and their organizations may also be indicated.
 - Annual billing during last three years in aggregate certified by the statutory auditors of all the members (Indian /Foreign incorporated entity(ies)) of the consortium individually.
 - Copy of registration / incorporation certificate of all the members (Indian /Foreign incorporated entity(ies)) of the consortium.
 - List of branches / offices in India of all the members (Indian /Foreign incorporated entity (ies)) of the consortium individually.
 - List of offices in the countries mentioned in Clause 1.4.2 including the nature of presence (Joint Venture, Subsidiary, Branch Office) of all the members (Indian /Foreign incorporated entity(ies)) of the consortium individually.
 - List of Marine constructions works and/or Oil and Gas exploration and related works and/or Sand mining, blasting, quarrying and related works carried out in the last three years in the countries mentioned in Clause 1.4.2 including the market share (in percentage and in Rs. Crores) in each of these countries of all the members (Indian /Foreign incorporated entity(ies)) of the consortium individually.

Write -up on:

- Background of the Firm (As per point 1 to 5 of Annexure 2)
- A statement of reasons for interest in DCI.
- Background of all member companies in the consortium. (As per point 1 to 5 of Annexure 2)

- Details of litigations and/or legal/statutory enquiry, if any, of the lead member and every member of the consortium including litigation by any of them against DCI.
 - Any other information / material considered.
 - Statement as regards any indictment by any income tax, sales tax, customs and excise authorities.
- 1.7.5. The EoI and all documents submitted along with it must be in English, wherever such documents are not in English, the EoI and / or the documents should be accompanied by a translated version duly certified by the authorized person signing the EoI. Each copy of the EoI shall be bound in separate volumes. Submission of the aforesaid documents by electronic means and/or facsimile will not be accepted. The EoI duly completed should be submitted not later than 15:00 hours Indian Standard time (IST) on 15th May 2019 in a sealed envelope super scribed **“PRIVATE AND CONFIDENTIAL-EXPRESSION OF INTEREST FOR DCI” AT THE FOLLOWING ADDRESSES:**
- Mr. V. K. Praviraj**
Head of Department (Marketing)
Dredging Corporation of India Limited
“Dredge House”, Port Area,
Visakhapatnam – 530 001
Phone +91 – 891 – 2871312 / 2871202
Email: hodmtkg@dcil.co.in
- 1.7.6. The EOI applications received before due date and time shall be opened at 1530 Hours IST on 15th May 2019 at DCI head office Visakhapatnam in the presence of applicants who wish to be present
- 1.7.7. Any change by way of withdrawal/substitution of any member of the consortium or any change affecting the composition of the consortium or formation of a consortium by a sole interested Firm may be permitted by DCI up to such time as DCI may in its sole discretion decide. DCI has the sole discretion to determine the impact of the change in membership on the quality of the consortium and reject a proposal for such reason.
- 1.7.8. The EoI submitted by interested parties shall be evaluated on the basis of the criteria specified in the Preliminary Eligibility Criteria, the EoI submitted, public sources of information and the Disqualifications in this document. If at any time during the evaluation process, DCI require any clarifications, they reserve the right to request such information from the interested party(ies) and such interested party(ies) shall be obliged to provide the same forthwith.
- 1.7.9. DCI reserves the right to accept or reject any EoI without stating any reasons thereof. Only those parties that are found eligible, in the sole

discretion of DCI will be informed of the same, and provided further information. No liability whatsoever shall accrue to DCI in such an event.

1.7.10. The interested Firm shall bear all costs associated with the preparation and submission of the EoI. DCI shall not, under any circumstances, be responsible or liable for any such costs, whether direct, incidental or consequential.

1.8 Evaluation Criteria

The Firms which qualify the minimum eligibility criteria as per Clause 1.5 will only be considered for evaluation. The evaluation will be as under:

I. Category A: Marine Construction works

A. Technical Capacity

Sl. No.	Criteria	Awarding of Marks
1.	<p><u>Similar Experience:</u> (maximum marks 25)</p> <p>i. Three (3) similar works successfully completed each costing not less than the amount of Rs. 200.0 Crores</p> <p style="text-align: center;">(OR)</p> <p>ii. Two (2) similar works successfully completed each costing not less than the amount of Rs. 250.0 Crores</p> <p style="text-align: center;">(OR)</p> <p>iii. One (1) similar work successfully completed costing not less than the amount of Rs. 400.0 Crores</p>	<p>a. Base marks 15 will be allotted for complying the criteria at (i), (ii) and (iii).</p> <p>b. Additional 5 marks will be given for each additional work of value not less than 200 Crs and it is limited to maximum of two additional works only, for achieving maximum marks of 25.</p>
2(i)	<p><u>Minimum Manpower</u> (maximum marks 10)</p> <p>Minimum experienced manpower in the related field of operations - minimum 2 nos</p>	<p>a. Base marks 8 will be allotted for complying the criteria.</p> <p>b. Additional 1 mark will be given for each additional experienced manpower and it is limited maximum marks of 10.</p>
2 (ii)	<p><u>Minimum Equipment</u> (maximum marks 10)</p> <p>Required Minimum Equipments in the</p>	<p>a. Base marks 8 will be allotted for complying the criteria.</p>

	<p>field of marine construction like.,</p> <ul style="list-style-type: none"> i. Floating Barges for transportation / Crane barges / Derrick barges / Semi submergible barges / Jack up barges ii. Launching jackets iii. Anchor handling boats iv. Floating concrete plant v. Drilling rigs vi. Floating cranes 	<ul style="list-style-type: none"> b. Additional 1 mark will be given for each additional equipment/ machinery and it is limited to maximum of two additional equipment/ machinery, for achieving maximum marks of 10.
3	<p>Presentation: (maximum marks 15)</p>	<ul style="list-style-type: none"> i. Base marks for presentation of the company's profile will be allotted 4 marks for complying the criteria. ii. Additional 11 marks will be allotted by the DCI's Committee and will be depends on road map prepared by the Firm to take up the relevant works along with DCI as JV/consortium

B. Financial Capacity

1	<p><u>Average Turn Over :</u> (maximum marks 20)</p> <p>Average Annual turnover during the last 5 financial years in the relevant field of operations shall be more than Rs 500 Crs.</p>	<ul style="list-style-type: none"> a. Base marks 10 will be allotted for complying the criteria. b. Additional 5 marks will be given for each additional average turnover of 100 crs and it is limited to maximum marks of 25.
2	<p><u>Net worth:</u> (maximum marks 20)</p> <p>The net worth of the firm shall be more than RS 1000 Crs</p>	<ul style="list-style-type: none"> a. Base marks 10 will be allotted for complying the criteria. b. Additional 5 marks will be given for each projected net worth of RS 500 crs and more and it is limited to maximum marks of 25.

Note:

1. A minimum qualification mark of the bid is 55.

2. JV/consortium will be formed with the firms in the relevant field of Operations separately.

II. Category B: Oil and Gas exploration and related works - for under water trenching / filling works:

A. Technical Capacity

Sl. No.	Criteria	Awarding of Marks
1.	<p><u>Similar Experience:</u> (maximum marks 25)</p> <p>i. Three (3) similar works successfully completed each costing not less than the amount of Rs. 200.0 Crores</p> <p style="text-align: center;">(OR)</p> <p>ii. Two (2) similar works successfully completed each costing not less than the amount of Rs. 250.0 Crores</p> <p style="text-align: center;">(OR)</p> <p>iii. One (1) similar work successfully completed costing not less than the amount of Rs. 400.0 Crores</p>	<p>a. Base marks 15 will be allotted for complying the criteria at (i), (ii) and (iii).</p> <p>b. Additional 5 marks will be given for each additional work of value not less than 200 Crs and it is limited to maximum of two additional works only, for achieving maximum marks of 25.</p>
2(i)	<p><u>Minimum Manpower</u> (maximum marks 10)</p> <p>Minimum experienced manpower in the related field of operations - minimum 2 nos</p>	<p>a. Base marks 8 will be allotted for complying the criteria.</p> <p>b. Additional 1 mark will be given for each additional experienced manpower and it is limited maximum marks of 10.</p>
2(ii)	<p><u>Minimum Equipment</u> (maximum marks 10)</p> <p>Minimum Equipments in the field of operations – equipments/ machinery like.,</p> <p>i. Under water subsea trenching ii. Subsea cable trencher iii. Hydro jet trencher iv. Jetting ROVs</p>	<p>a. Base marks 8 will be allotted for complying the criteria.</p> <p>b. Additional 1 mark will be given for each additional equipment/ machinery and it is limited to maximum of two additional equipment/ machinery, for achieving maximum marks of 10.</p>
3	<p><u>Presentation:</u></p>	<p>i. Base marks for presentation of</p>

	(maximum marks 15)	<p>the company's profile will be allotted 4 marks for complying the criteria.</p> <p>ii. Additional 11 marks will be allotted by the DCI's Committee and will be depends on road map prepared by the Firm to take up the relevant works along with DCI as JV/consortium</p>
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B. Financial Capacity

1	<p><u>Average Turn Over :</u> (maximum marks 20)</p> <p>Average Annual turnover during the last 5 financial years in the relevant field of operations shall be more than Rs 500 Crs.</p>	<p>a. Base marks 10 will be allotted for complying the criteria</p> <p>b. Additional 5 marks will be given for each additional average turnover of 100 crs and it is limited to maximum marks of 25.</p>
2	<p><u>Net worth:</u> (maximum marks 20)</p> <p>The net worth of the firm shall be more than RS 1000 Crs</p>	<p>a. Base marks 10 will be allotted for complying the criteria.</p> <p>b. Additional 5 marks will be given for each projected net worth of RS 500 crs and more and it is limited to maximum marks of 25.</p>

Note:

1. A minimum qualification mark of the bid is 55.
2. JV/consortium will be formed with the firms in the relevant field of Operations separately.

III. Category C: Sand Mining / Blasting / Quarrying and Related works:

A. Technical Capacity

Sl. No.	Criteria	Awarding of Marks
1.	<u>Similar Experience:</u>	a. Base marks 15 will be allotted for complying the criteria at

	<p>(maximum marks 25)</p> <p>i. Three (3) similar works successfully completed each costing not less than the amount of Rs. 200.0 Crores</p> <p style="text-align: center;">(OR)</p> <p>ii. Two (2) similar works successfully completed each costing not less than the amount of Rs. 250.0 Crores</p> <p style="text-align: center;">(OR)</p> <p>iii. One (1) similar work successfully completed costing not less than the amount of Rs. 400.0 Crores</p>	<p>(i), (ii) and (iii).</p> <p>b. Additional 5 marks will be given for each additional work of value not less than 200 Crs and it is limited to maximum of two additional works only, for achieving maximum marks of 25.</p>
2(i)	<p><u>Minimum Manpower</u></p> <p>(maximum marks 10)</p> <p>minimum experienced manpower in the related field of operations - minimum 2 nos</p>	<p>a. Base marks 8 will be allotted for complying the criteria.</p> <p>b. Additional 1 mark will be given for each additional experienced manpower and it is limited maximum marks of 10.</p>
2(ii)	<p><u>Minimum Equipment</u></p> <p>(maximum marks 10)</p> <p>Minimum Equipments in the field of operations –equipments /machinery</p> <p>Sand mining:</p> <p>i. Underground mining equipment -</p> <p>ii. Draglines</p> <p>Blasting:</p> <p>i. Automatic sandblast equipment</p> <p>ii. Wet/Liquid Sandblaster</p> <p>iii. High Pressure Abrasive Blasters</p> <p>iv. Pipeline Sandblaster</p> <p>Quarrying:</p> <p>i. Crushers</p> <p>ii. Grinders</p>	<p>a. Base marks 8 will be allotted for complying the criteria.</p> <p>b. Additional 1 mark will be given for each additional equipment/ machinery and it is limited to maximum of two additional equipment/ machinery, for achieving maximum marks of 10.</p>

	iii. Feeder and conveyor iv. Frequency screen and washers	
3	<u>Presentation:</u> (maximum marks 15)	i. Base marks for presentation of the company's profile will be allotted 4 marks for complying the criteria. ii. Additional 11 marks will be allotted by the DCI's Committee and will be depends on road map prepared by the Firm to take up the relevant works along with DCI as JV/consortium

B. Financial Capacity

1	<u>Average Turn Over :</u> (maximum marks 20) Average Annual turnover during the last 5 financial years in the relevant field of operations shall be more than Rs 500 Crs.	a. Base marks 10 will be allotted for complying the criteria b. Additional 5 marks will be given for each additional average turnover of 100 crs and it is limited to maximum marks of 25.
2	<u>Net worth:</u> (maximum marks 20) The net worth of the firm shall be more than RS 1000 Crs	i. Base marks 10 will be allotted for complying the criteria. ii. Additional 5 marks will be given for each projected net worth of RS 500 crs and more and it is limited to maximum marks of 25.

Note:

1. A minimum qualification mark of the bid is 55.
2. JV/consortium will be formed with the firms in the relevant field of Operations separately.

1.8.2 A pre Bid meeting is scheduled to be held on 07-05-2019 @ 1100 hours IST at DCI head office, Visakhapatnam, AP. Phone no 0891-2871312, 2871202. The Queries shall be submitted by mail addressed to hodmktg@dcil.co.in, to DCI

at least 3 (three) days prior to the date of pre bid meeting i.e. on or before 03-05-2019.

- 1.8.3. DCI reserves the right, in their sole discretion, not to respond to any questions raised or provide clarifications sought, if considered inappropriate or prejudicial to do so. Nothing in this section shall be taken or read as compelling or requiring DCI to respond to any question or provide any clarification. No extension of any time and date referred to in this Invitation will be granted on the basis or grounds that DCI has not responded to any question or provided any clarification.
- 1.8.4 Firms will be empanelled based on the categories that are defined in the EOI under each category. The firm can be empanelled in more than one category depends on the requirement.

2. Dredging Corporation of India Limited

2.1 Dredging Corporation of India (“DCI” or the “Company”) is the largest dredging company in India, and the sixth largest in the world. 73.47% of the share capital of the company is held by four Major Ports of the Country- Visakhapatnam Port Trust, Jawaharlal Nehru Port Trust, Deendayal Port Trust and Paradip Port Trust. A substantial part of its activity is in the area of capital & maintenance dredging for the creation of new harbors, deepening of existing harbors and maintenance of draught navigation channels.

2.2 Fleet Details

DCI owns a fleet of two Cutter Suction Dredgers with a total capacity of 23571 KW and Twelve Trailer Suction Dredgers with a total capacity of 62,470 cubic meters, one Backhoe dredger and one inland cutter suction dredger along with other ancillary crafts.

Details of Dredgers Owned by DCI as on March 31, 2019

Dredger name	Capacity	Year built
TRAILER SUCTION HOPPER DREDGERS	62,470 cu.m.	
Dredge-VI	3,770 cu.m.	1975
Dredge-VIII	6,500 cu.m.	1977
Dredge-XI	4,500 cu.m.	1986
Dredge-XII	4,500 cu.m.	1990
Dredge-XIV	4,500 cu.m.	1991
Dredge-XV	7,400 cu.m.	1999
Dredge-XVI	7,400 cu.m.	2001
Dredge-XVII	7,400 cu.m.	2001

Dredge-XIX	5,500 cu.m.	2012
Dredge-XX	5,500 cu.m.	2013
Dredge-XXI	5,500 cu.m.	2014
CUTTER SUCTION DREDGERS	Total Power	
Dredge Aquarius	12909 KW	1976
Dredge XVIII	10662 KW	2009
INLAND CUTTER SUCTION DREDGER – ID GANGA	1828 KW	2016
Backhoe Dredger		
DCI Backhoe- I	1342 KW	2011

In terms of the dredging works at the major ports in India, the Company commands a market share of around 60% in the domestic maintenance dredging market.

2.3 Key Projects

- Maintenance dredging projects at most of the major ports in India including Kolkata, Paradip, Visakhapatnam, Cochin, Mangalore, JNPT, Mormugao, Kandla ports, and other Maritime establishments etc. Annual maintenance dredging volumes undertaken by DCI are estimated at 65 million cubic meters.
- Capital dredging projects in India at ports like Paradip, Chennai, Mangalore, Ennore, JNPT, Kandla, Cochin and Visakhapatnam etc.
- Recently, DCI completed capital dredging project at Kanakesanthurai Harbour, Sri Lanka and currently carrying out a capital dredging project at Bangladesh.

2.4 Key Financials

		2015-16	2016-17	2017-18
Operating Earnings	(A)	66586	58587	59187
Interest Income		953	832	447
Other Income		579	550	1578
Total Income	(B)	68118	59969	61212
Operating Expenses	(C)	53621	46888	45694
Interest Expenses		1761	1894	2023

Depreciation	9331	9960	11318
Exceptional items	(1110)	0	0
Total Expenses	63603	58742	59035
Profit Before Tax	4515	1227	2177
Tax Liability	323	487	463
Profit after Tax (D)	4192	740	1714
Other Comprehensive income (OCI) (E)	159	(28)	(50)
Total Comprehensive income for the period (OCI) (D+E) (F)	4350	712	1664
Operating Expenses Vs. Operating Earnings	81%	80%	77%
Operating Profit [A-C] (G)	12965	11699	13493
Operating Profit Margin [G/A]	19%	20%	23%
Net Profit Margin [F/B]	6%	1%	3%
Fixed Assets			
Gross Block	320080	317761	325355
Less: Depreciation(Cum)	127317	137008	143694
Net Block	192763	180753	181662
Capital Working Progress.	3836	2600	4284
Working Capital	54851	50414	49911
Financial Assets (Investments, other Financial assets)	1087	907	921
	252537	234673	236778
Secured Loans	101328	81778	80948
Unsecured Loans & Other Non-current liabilities	1026	832	1420

	102355	82610	82368
NET WORTH OF THE COMPANY			
Share Capital	2800	2800	2800
Reserves & Surplus	147383	149262	151610
	150183	152062	154410
Capital Employed (Net block+working capital)	247614	231166	231573
Dividend %	30%	0%	0%
Debt/ Equity Ratio	0.68:1	0.54:1	0.53:1
Earnings per Share [PAT/2.8 crore (no. of shares)]	14.97	2.54	5.94

2.5 Employee Details:

Total manpower in DCIL as on March 31, 2019 is 759 comprising of Floating and Shore establishments having 512 and 247 employees respectively.

ANNEXURE- 1

Expression Letter

(To be forwarded on the letter head of the sole interested Firm /lead member of consortium submitting the Eol)

Reference No._____

Date_____

To

Mr. V.K.Praviraj
Head of Department (Marketing)
Dredging Corporation of India Limited
"Dredge House", Port Area,
Visakhapatnam – 530 001
Phone +91 – 891 – 2871312 / 2871202
Email: hodmtkg@dcil.co.in

Sub: Invitation of Expression of Interest to enter into MoU for Joint participation with Dredging Corporation of India Limited (DCI) in Marine constructions works and/or Oil and Gas exploration and related works and/or Sand mining, blasting, quarrying and related works.

Sir,

- 1) This is with reference to the advertisement dated _____ inviting Expression of Interest to enter into MoU for Joint participation with Dredging Corporation of India Ltd. (DCI) in Marine constructions works and/or Oil and Gas exploration and related works and/or Sand mining, blasting, quarrying and related works, we have read and understood the contents of the Invitation of Expression of Interest (Invitation) and are desirous of entering into MoU with DCI, and for this purpose:
- 2) We propose to submit our Eol in individual capacity as _____ (insert name)

OR

We have formed a consortium comprising of ____members as follows:

1. _____ (Insert name)
2. _____ (Insert name)
3. _____ (Insert name)

- 3 We believe that we/our consortium satisfies the eligibility criteria set out in the Invitation in Public Sector Enterprises through the process of disinvestment issued by the Government of India vide Department of Disinvestment OM No. 6/4/2001-DD-II dated 13th July, 2001 and clarification issued on 10th January 2002.
- 4 We certify that as regards matters other than security and integrity of the country, we have not been convicted by a Court of law or indicted or adverse orders passed by a regulatory authority which would cast a doubt on our ability to manage with a public sector unit or which relates to a grave offence that outrages the moral sense of the community.
- 5 We further certify that in regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a Court of Law for any offence committed by us or by any of our sister concerns.
- 6 We further certify that no investigation by a regulatory authority is pending either against us or against our sister concerns or against our CEO or any of our directors/managers/ employees.
- 7 We undertake that in case, due to any change in facts or circumstances during the pendency of the process, we are attracted by the provisions of disqualification in terms of the Invitation and/or such other communication as may be addressed to us by DCI we would intimate DCI of the same forthwith.
- 8 The Statement of Legal Capacity and Request for Qualification as per formats indicated hereinafter, duly signed by us/respective consortium members, who jointly satisfy the eligibility criteria, are enclosed.

We shall be glad to receive further communication on the subject.

Yours faithfully,

Authorized Signatory

For & on behalf of the Party/Consortium.

Enclosure:

1. Request for Qualification
2. Statement of Legal Capacity
3. Undertakings in terms of Eligibility Guidelines

ANNEXURE 2
Request for Qualification

(To be submitted in respect of interested party/each member of the consortium)

Name of the interested Party (ies)/Member(s)_____

1. Constitution (Tick, wherever applicable)

- i) Public Limited Company
- ii) Private Limited Company
- iii) Others, if any (Please specify)

If the interested party is a foreign company/ OCB, specify list of statutory approvals from GoI/ RBI/ FIPB applied for/ obtained/ required:

2. Sector (Tick, wherever applicable)

- i) Public Sector
- ii) Joint Sector
- iii) Others, if any (Please specify)

3. Details of Shareholding

4. Role/ Interest of each Member in the Consortium (if applicable)

5. Nature of business/products dealt with:

6. Date & Place of incorporation:

7. Date of commencement of business:

8. Full address including Phone No./Fax No/e-mail.:

- i) Registered Office:
- ii) Head Office:

9. Address for correspondence:

10. The Audited Balance Sheets and the Profit & Loss Accounts as approved by the Board of Directors for the last 5 financial years is attached. Also attached is a certificate from the chartered accountant/auditor certificate, certifying

the Net Worth according to the latest audited financial statements as approved by the Board of Directors.

11. List of Marine constructions works and/or Oil and Gas exploration and related works and/or Sand mining, blasting, quarrying and related works carried out in the last three years and the contact persons in the customer organizations along with their contact particulars. Works carried out for the central/ state governments and their organizations.
12. Annual billing of Marine constructions works and/or Oil and Gas exploration and related works and/or Sand mining, blasting, quarrying and related works during last three years in aggregate certified by the statutory auditors.
13. Copy of registration / incorporation certificate.
14. List of branches / offices in India.
15. List of offices in the countries mentioned in Clause 1.4.2 including the nature of presence (Joint Venture, Subsidiary, Branch Office) and the name of local partners, if any
16. List of Marine constructions works and/or Oil and Gas exploration and related works and/or Sand mining, blasting, quarrying and related works carried out (and their respective project size) in the last three years in the countries mentioned in Clause 1.4.2 including the estimated market share in each of these countries.
17. Please provide details of all contingent liabilities that, if materialized, would have or would reasonably be expected to have a material adverse affect on the business, operations (or results of operations), assets, liabilities and/or financial condition of the Company, or other similar business combination or transaction.
18. Contact Person(s):
 - i) Name:
 - ii) Designation:
 - iii) Phone No.:
 - iv) Mobile No.:
 - v) Fax No.:
 - vi) Email:
19. Please find attached the relevant information pursuant to Clause 1.7 of the Invitation.

Yours faithfully,

Authorized Signatory
For & on behalf of the (party/member)

Authorized Signatory
For & on behalf of the
Consortium.

Place:

Date:

Note: Please follow the order adopted in the Format provided. If the interested party is unable to respond to a particular question/ request, the relevant number must nonetheless be set out with the words "No response given" against it.

ANNEXURE 3

Statement of Legal Capacity

(To be forwarded on the letter head of the interested party/each member of the consortium submitting the EoI).

Reference No._____

Date_____

To

Mr. V.K.Praviraj
Head of Department (Marketing)
Dredging Corporation of India Limited
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Sir,

This is with reference to the advertisement dated _____ inviting Expression of Interest for Joint Venture with DCI.

We have read and understood the contents of the Invitation and the advertisement and pursuant to this hereby confirm that:

We satisfy the eligibility criteria laid out in the Invitation and the advertisement.

We are a member of the consortium (constitution of which has been described in the Expression of Interest) which jointly satisfies the eligibility criteria as detailed in the Invitation.*

We have agreed that _____ (insert member's name) will act as the lead member of our consortium.*

We have agreed that _____ (insert individual's name) will act as our representative on our behalf and has been duly authorized (vide board resolution dated _____**) to submit the Eol. Signatures of _____ (insert individual's name) are attested herein below. Further, the authorized signatory is vested with requisite powers to furnish such letter and Request for Qualification and authenticate the same.*

We have agreed that _____ (insert the name of the individual) will be the representative of our consortium and is duly authorized (vide board resolution dated _____**) to submit the Eol on our behalf. Further, the authorized signatory is vested with requisite powers to furnish such letter and Request for Qualification and authenticate the same.*

Yours faithfully,
For and on behalf of (party/member)

Authorized Signatory

Signatures of _____ (insert individual's name) Attested

Attested

Authorized Signatory

For and on behalf of (party/member)

**Strike off whichever clause is not applicable*

***Please attach a certified true copy of the extract of the relevant board resolution*