

## FINANCIAL PRE-QUALIFICATION

The bidder needs to score minimum qualifying marks of 15 ( total of all the parameters) based on the financial data as per the below Table :

| SL NO. | PARAMETER   | CRITERIA  | MARKS                      | Maximum Marks | PARAMETER ACHIEVED | MARKS AWARDED |
|--------|---|---|----------------------------|---------------|--------------------|---------------|
| 1      | Growth of Net Worth over previous year (%)<br>Average of three years to be worked out | >20%<br>10-20%<br>5-10%<br>>0 & < 5%<br>0 or below                        | 5<br>4<br>3<br>2<br>0      | 5             |                    |               |
| 2      | Debt Equity Ratio<br>Long term Debt / (share capital+free reserves)                   | 1:1<br>1.1 upto 1.5:1<br><br>1.6 upto 2.0:1<br>2.0 & above                | 5<br>4<br><br>3<br>2       | 5             |                    |               |
| 3      | Quick Ratio<br>(Current Assets- Inventories) / Current Liabilities                    | 1:1<br><br>1:1 upto 1.5<br>1:1.5 upto 1.75<br>1:1.75 upto 2.5<br>1:>2.5   | 5<br><br>4<br>3<br>2<br>0  | 5             |                    |               |
| 4      | Growth in Sales over previous year %<br>Average of three years to be worked out       | More than 35%<br>20-35%<br>10-20%<br>5-10%<br>>0 & < 5%<br><0 ( negative) | 5<br>4<br>3<br>2<br>1<br>0 | 5             |                    |               |
| 5      | PROFIT BEFORE TAX<br>Growth over previous year  | More than 20%<br>10-20%<br>5-10%<br>>0 & < 5%<br>0 or below               | 5<br>4<br>3<br>2<br>0      | 5             |                    |               |
| 6      | Whether the bidder has been referred to BIFR/NCLT/any other similar Govt. Agency      | Yes<br>No   | -5<br>0                    | 0             |                    |               |
| 7      | Whether the bidder is a potentially sick company                                      | Yes<br>No   | -3<br>0                    | 0             |                    |               |
|        | TOTAL SCORE   |   |                            | 25            |                    |               |

- a) The bidder has to submit financial accounts for last four years (audited, if applicable), as on tender due date to review the above data.
- b) Net worth means the sum total of the paid up share capital and Free Reserves. Free reserve means all reserves credited out of the profits and share premium account but does not include reserves credited out of the revaluation of the assets, write back of depreciation provision 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 and surplus.
- c) Other Income shall not be considered for arriving at Annual Turnover/Sales.
- d) The above parameter/marks filled by bidder are subject to verification by BHEL. BHEL assessment/decision shall be binding.

Notes-

- 1) Financial pre-qualification of the foreign bidder (other than Indian Bidders) will be evaluated on the basis of the report from a reputed third party business rating agency like Dun & Bradstreet, Credit reform etc. The foreign bidder is to submit the report from reputed third party.
- 2) The bidders, who are already registered with BHEL PEM, without any financial limit, need not submit Financial PQR. In case of limit, the registered bidder may submit the documents required for review of limit alone, if the bidder wants re-assessment of the limit.
- 3) For evaluation of foreign bidders, exchange rate (Bills selling rate of SBI) as on scheduled date of tender opening (Part-I bid in case of two part bid) shall be considered.