



**Marketing Department
By Products Division**

Tel: 0891-2424656 e-mail:mktgbbp@vizagsteel.com
(Ref: Mktg/BP/19-20/27, Dt. 06.07.19)

**INVITING APPLICATIONS FOR LONG TERM AGREEMENT FOR LD SLAG
PROCESSED WTS**

1. Applications are invited from interested Parties to enter into Long Term Agreement (LTA) with RINL/VSP for purchase of LD Slag processed WTS for a period of more than 2 years and maximum 5 years and extendable provision up to 3 years. LTA period shall be Minimum 2 years with preference for longer period/ volume. LTA should be for a minimum quantity of **6 lakh tonnes** per annum.
2. Submission of applications at the following address:

Regional Manager (Andhra)
Room No- 49, Project office complex
Visakhapatnam Steel Plant
Visakhapatnam – 530 031
3. The above is applicable for both fresh generation and the existing stock of LD Slag processed WTS separately or in combination.
4. For further details may please contact the following

| <u>Design</u> | <u>Contact No</u> | <u>E-mail id</u> |
|---------------------------------|------------------------------|--|
| Sr Branch Manager (By Products) | 0891-2518030 0891-2518474 | nagendra@vizagsteel.com psaisrinivas@vizagsteel.com |

5. Interested Customers can visit our website www.vizagsteel.com for details of Application, Selection criteria, Terms and Conditions of Long Term Agreement.

SELECTION / EVALUATION CRITERIA

1. Applications are invited from interested Parties to enter into LTA (Long Term Agreement) with RINL/VSP for purchase of LD Slag processed WTS for a period of minimum 2 years and maximum 5 years(Extendable up to 8 years). LTA period shall be Minimum 2 years with preference for longer period.
2. Interested parties can visit our website www.vizagsteel.com for details of selection criteria, Terms and Conditions of LTA etc.
3. For further details may please contact the following

| <u>Design</u> | <u>Contact No</u> | <u>E-mail id</u> |
|------------------------------|-------------------|--|
| R.M(Andhra) | 0891-2422279 | roandhra@vizagsteel.com |
| Sr Branch Mgr. (By Products) | 0891-2424656 | nagendra@vizagsteel.com |
| AGM(Mktg.) – By-products | 0891-2518474 | psaisrinivas@vizagsteel.com |

4.0 Selection/Evaluation criteria:

- 4.1 If the requisitions are received for the total quantity of up to 15 lakh tones per annum, allocations shall be made to all the applicants for the periods as requested by them subject to contract period of minimum 2 years.
- 4.2 In case, the total requisitioned quantity for LD Slag processed WTS is more than 15 lakh tonnes per annum, the following criteria shall be followed while allocating the quantities.

4.2.1 Preference for longer period:

The weightage points shall be given as per the contract period as below:

| Contract Period | No. of points |
|-------------------------|---------------|
| For 2 years | 1 |
| > 2 years up to 5 years | 2 |
| > 5 years | 3 |

- 5 After receiving the requests/applications from the prospective buyers, total number of points obtained for each applicant shall be based on the criteria mentioned at SI.No.4.2.1 above. Ranking shall be given to the applicants based on the total no. of points obtained (Applicant who got highest no. of points shall be in 1st Rank). If two or more applications get the same no. of points, quantities shall be distributed in the equal ratio subject to availability
- 6 LTA Quantities for LD Slag processed WTS shall be allocated on the order of ranking i.e., Applicant who got 1st rank shall be allocated their requisitioned quantity of LD Slag processed WTS.

2nd Rank Applicant shall be allocated up to their requisitioned quantities subject to availability.

The same order shall be continued till the Total quantity earmarked for LTA is exhausted.
8. Terms and conditions of the proposed LTA are mentioned at Annexure-1.
- 9 Application to be submitted in the pro-forma placed at Annexure-2 at the following address

Regional Manager (Andhra)
Room No 49 ,
Project office complex
Visakhapatnam Steel Plant
Visakhapatnam – 530 031
Phone no : 0891-2518030/2518474
Alternatively applications can be submitted by e-mail to nagendra@vizagsteel.com
or psaisrinivas@vizagsteel.com followed by signed hard copies.

ANNEXURE-1

LONG TERM AGREEMENT FOR SALE OF LD SLAG PROCESSED WTS**LONG TERM AGREEMENT NO _____ DTD. _____**

This Agreement made this _____ day of _____, 2019

Between

Rashtriya Ispat Nigam Limited, a Company registered under the Companies Act 1956 and having its registered office at Visakhapatnam Steel Plant, Visakhapatnam – 530031, herein after referred to as the “SUPPLIER” (Which expression shall, unless excluded by or repugnant to the context to be deemed to include its Successors, assigns) of the one part,

And

M/s. _____, a Company registered under the Companies Act 1956 and having its registered office at (ADDRESS) _____ herein after referred to as the “PURCHASER/LTA Customer” (which expression shall, unless excluded by or repugnant to the context to be deemed to include its Successors, assigns) on the other part.

WHEREAS the PURCHASER has agreed to enter into a Long Term Agreement (LTA) for their captive consumption with the SUPPLIER for the purchase of LD Slag processed WTS during the period from xx-xx-xx to xx-xx-xx on the following terms and conditions, which are agreed and reduced into writing.

Now these presents witnesseth and it is hereby agreed and declared by and between the parties hereto as follows:

1.0 DEFINITIONS:

In this agreement, unless there is anything repugnant in the subject or context,

“Calendar Year” shall mean full period of twelve calendar months starting from January to December.

“Year”, “Financial Year” shall mean full period of twelve months commencing from 1st April of a calendar year and ending on 31st March of the immediately succeeding calendar year. Even a part of a year/Financial Year which may occur during the first/end year of operation of the agreement/contract shall be treated as proportionate year in operation for all purposes.

“Quarter” shall mean a period of three successive calendar months starting from April, July, October and January respectively.

“Month” shall mean Gregorian Calendar month commencing from the first of the month.

Policy guide lines for LTA for LD slag

“LD Slag processed WTS”, “LD Slag”, “LD Slag WTS” shall mean LD Slag processed WTS (from LD Slag processed WTS Storage Yard near Appikonda Gate within VSP premises at Visakhapatnam.

“Material” shall mean LD Slag processed WTS from all yards at Visakhapatnam Steel Plant.

“Annual Quantity”, “Annual LTA Quantity” shall mean the quantity of material committed to be lifted by the PURCHASER in a Financial Year.

“Quarterly Quantity”, “Quarterly LTA Quantity” shall mean the quantity of material committed to be lifted by the PURCHASER in a quarter arrived on pro-rata basis from the prevailing Annual Quantity.

“Monthly Quantity”, “Monthly LTA Quantity” shall mean the quantity of material committed to be lifted by the PURCHASER in a Month arrived on pro-rata basis from the prevailing Annual Quantity.

“Monthly Quantity”, “Quarterly Quantity” and “Yearly Quantity” for part of a month, quarter and year respectively which may occur during the first year of operation of the contract shall be calculated on pro rata basis for the respective period for which the contract is in operation during the first year of the LTA.

“Price” : Material shall be offered at Monthly Operating price as decided by RINL from time to time.

“Executive-in-charge” shall mean the Operation in-charge of the SSD of the SUPPLIER.

The SUPPLIER shall sell to the PURCHASER and the PURCHASER shall purchase and take delivery from the SUPPLIER during the period of this Agreement, LD Slag processed WTS in such quantity and in such manner and of such specification and at such price as provided herein.

2.0 PERIOD OF LTA: __ Years (xx-xx-xxxx to xx-xx-xxxx)

3.0 DELIVERY:

LD SLAG PROCESSED WTS (FROM STORAGE YARD near Appikonda Gate):

3.1 The SUPPLIER shall offer the monthly quantity of LD Slag processed WTS to the PURCHASER at the beginning of every month subject to availability or expected availability for that month.

3.2 The PURCHASER shall arrange to lift full truck loads of offered quantity of LD Slag processed WTS from the SUPPLIER’s premises and shall tie up with the Transporters for movement of the entire quantity of offered LD slag processed WTS by road from the SUPPLIER’s premises.

3.3 Delivery shall be made by Road only. The PURCHASER shall arrange trucks on their own and authorize the transporter to lift the material on behalf of the PURCHASER. The loading of the material into trucks for LD Slag processed WTS will have to be arranged by PURCHASER as per the permissions given and location identified by the SUPPLIER. The PURCHASER shall not be allowed to pick or choose the material.

Policy guide lines for LTA for LD slag

3.4 LD Slag processed WTS shall be delivered from Ex-Loading point into trucks at the SUPPLIER's premises at Visakhapatnam.

3.5 The risk and property of the material shall pass on to the PURCHASER immediately after loading the material into their trucks/closed containers at the loading point of the SUPPLIER's premises.

3.6 The PURCHASER shall follow and comply with and abide by the delivery/dispatch procedure in force at the SUPPLIER's premises from time to time.

3.7 The PURCHASER shall make all efforts to lift the material Uniformly throughout the month.

4. WEIGHMENT:

4.1 The SUPPLIER shall provide necessary facilities at their premises (near Appikonda Gate) for weighment of the material loaded into Trucks/Closed Containers. Weight recorded at the SUPPLIER's weighbridge is final and binding and no dispute regarding the same shall be entertained once the material leaves SUPPLIER's premises.

4.2 The weigh bridge at Appikonda Gate is under installation and in case of non availability of the weigh bridge, RINL may allow to supply the quantity on derived weighment basis till the weigh bridge is available for operation. **In case of derived weighment , the procedure as decided by RINL shall be final and binding.**

4.2 PURCHASER may take utmost care to load the material up to the carrying capacity of the trucks for LD Slag processed WTS. However in case any truck/closed container is under loaded or over loaded due to unavoidable circumstances, the applicable charges, if any, shall be to the account of the PURCHASER.

4.4 Invoices will be raised as per the weight recorded at SUPPLIER's weighbridge or derived weight, as the case may be.

5.0 QUANTITY AND SCHEDULE OF OFF-TAKE

5.1 The SUPPLIER undertakes to supply and deliver to the PURCHASER and the PURCHASER undertakes to purchase and take delivery from the SUPPLIER the following Quantity of Granulated Blast Furnace Slag.

| PERIOD | Material | ANNUAL QTY.(MT) | LTA |
|---------------------|-----------------------|-----------------------------------|-----|
| No of years (Min 2) | LD Slag processed WTS | Minimum 6 lakhs MT to 15 lakhs MT | |

Policy guide lines for LTA for LD slag

- 5.2** The PURCHASER undertakes to lift the ANNUAL LTA QTY, every year committed throughout the period of contract as mentioned above. Any additional quantity subject to availability can be offered by the SUPPLIER to the LTA Customer on their request.
- 5.3** The Annual Quantity along with Price and Performance Guarantee conditions shall be reviewed **every year**, if necessary in case LTA is entered for a period 2 years. If LTA is entered for more than 2 years the review shall be done as below:

Accordingly the first such review shall be on xx-xx-xxxx. Any delay in review due to any reason shall not have any effect on the subsequent review date. All such dates of subsequent reviews shall be reckoned from the date of first review mentioned as above with an interval of 1 year.

6.0 PRICE & DISCOUNTS:

- 6.1** The Prevailing monthly domestic operating Price shall be applicable for the LTA CUSTOMER AND Long Term off-take discount of 5 % on the prevailing monthly basic price net of all applicable incentives (exclusive of annual MOU bonus, if any) for the LTA customer shall be allowed on the SO stage itself. The LTA customer shall be eligible for other benefits if any as extended to other MOU Customers as declared from time to time for domestic sales.

6.2 Illustration-I:

For arriving at the long term off-take discount on monthly basic price net of all applicable incentives is given below for clarity (Say) for the month of July'19. The illustrations given below are indicative only but not exhaustive in nature.

| | | | |
|--|---|----------|--------------|
| a) Operating Price of July '19 pmt | = | | Rs.110-00 |
| b) Less QBIS at >=135% of monthly MOU quantity pmt | = | Rs 10-00 | |
| | | ----- | |
| c) Total amount pmt | = | Rs 10-00 | (-) Rs 10-00 |
| | | | ----- |
| d) Operating price net of incentives/disc | | | Rs 100-00 |

In this case 5% LTA discount shall be calculated based on the net of incentives/disc i.e on Rs 100-00 which comes to $100 \times 0.05 = \text{Rs } 5/- \text{ pmt}$

Any other new incentive(s)/ Discount(s) by whatsoever name called, made applicable to LTA customer at a later date, then such incentive(s)/ Discount(s) shall also be deducted while deriving long term off-take discount as illustrated above.

- 6.3** The annual LTA quantity shall be treated as the MOU quantity in line with other domestic MOU customers for availing the MOU benefits applicable to other MOU customers.

Policy guide lines for LTA for LD slag

- 6.4** The LTA customer shall be entitled for an additional discount of 5% on the prevailing monthly basic price as calculated at para 6.2 above at the SO stage applicable only on the quantities lifted beyond annual LTA Qty.
- 6.5** In case, LTA customer completes the annual quantity early and/or there is surplus stock available to offer, the supplier shall continue to offer quantity as may be determined. In such case, LTA customer shall be entitled for additional discount as per clause 6.4 as per illustration given below:
- Illustration: For arriving at the additional discount of 5 % applicable to the quantities lifted beyond LTA quantity per annum is calculated as below:
- Total Quantity lifted by LTA customer during 2016-17 = 5.5 lakh tones (say). Annual LTA Quantity = 4.5 lakh tones (say) i.e., 1.00 lakh tones of additional quantity in the instant case. For this additional quantity of 1.00 lakh tones, an additional discount of 5 % on monthly operating price as calculated as per para – 6.2 above, shall be given to the LTA customer.
- 6.6** Any incentives/discounts/bonus etc. shall be applicable for LD Slag processed WTS as per Monthly Pricing circulars issued from time to time.
- 6.7** All the above discounts/incentives/bonus shall be passed on to the LTA customer as a lump sum and without any adjustment on account of GST or any other statutory levies applicable from time to time.
- 6.8** The applicable prices are exclusive of all taxes, levies, cess, duties etc. (Local/State/Central) and are on ex-works basis.

7.0 TAXES & DUTIES:

- 7.1** All amounts payable by the PURCHASER under this agreement are subject to applicability of taxes, levies, cess, duties etc. (Local/State/Central) as applicable on sale of LD Slag processed WTS on date of delivery shall be payable by the PURCHASER at actual and SUPPLIER shall raise invoice accordingly. The present applicable tax is GST.
- 7.2** The PURCHASER shall be entitled to claim any admissible exemption/concessions under GST & Other Tax laws and for that purpose they shall submit all necessary concessional forms/certificates/documents under the statute within the stipulated time under the relevant Act.

8.0 BILLING OF PRICE DIFFERENCE & OTHER CHARGES:

- 8.1** In case on the 1st day of a month, the declaration of monthly price is not available for the purpose of billing, SUPPLIER may raise provisional invoice on the prevailing prices in the interim period followed by the adjustment of price by raising debit/credit notes after the fixation of monthly price.

- 8.2** Supplier shall raise debit notes for the amount due on penalties, tax differences or in respect of any other amounts payable to the SUPPLIER.
- 8.3** Invoices shall be raised as per the PURCHASER's address available with the SUPPLIER which shall preferably be their Corporate Address and various Plants (GST registration number wise) to where material is actually dispatched, shall be mentioned as Ship-to-party and Bill to party.

9.0 PAYMENTS:

- 9.1** The PURCHASER will pay in advance 100% value of materials including taxes & duties etc., by way of RTGS/NEFT,DD/Pay Order/Banker's Cheque drawn (other than co-operative Bank) in favour of Rashtriya Ispat Nigam Limited, payable at Visakhapatnam unless it is specified otherwise.
- 9.2** The amount so collected will be adjusted against the invoices for the actual quantity delivered.

10.0 PERFORMANCE GUARANTEE:

- 10.1** The PURCHASER shall submit a Performance Guarantee by way of DD/Pay Order Banker's Cheque/RTGS or BG obtained from any scheduled Commercial Bank (except co-operative bank) as per SUPPLIER's format for an amount of Rs.10 lakhs includes GST towards faithful and smooth functioning of the LTA.

The performance of the PURCHASER shall be measured yearly. The PURCHASER shall have to lift Minimum 50% of annual LTA quantity for LD Slag processed WTS. In case of failure to lift minimum 50% of LD Slag processed WTS, the total PG amount collected against the contract/LTA shall be forfeited and contract/LTA shall be foreclosed.

GST shall be calculated by grossing up the PG amount with the applicable GST rate. RINL shall issue Tax invoice in favor of purchaser for such recovery.

- 10.2** In case BG is submitted towards Performance Guarantee, it shall be kept valid for a minimum period of Two (02) years with a claim period of six months and same to be renewed thereafter every 2 years for the contract period before 30 days from the BG validity date.
- 10.3** In case the above amount is found inadequate due to revision in quantities/adjustment against any other dues, change in GST rates, the PURCHASER shall deposit further amount as to maintain the minimum guarantee as stated above. The deposit towards performance guarantee shall not carry any interest.

11.0 FORECLOSURE:

- 11.1.1** The Supplier will recover the damages/dues from the **performance guarantee amount** or any other amount of the PURCHASER available with the SUPPLIER under this LTA or any other contract/agreement, as and when such damages/dues arises.

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11.1.2 Whenever the out-standings on account of damages equal the performance guarantee amount, the performance guarantee amount shall be forfeited and the LTA shall be foreclosed with immediate effect.

11.1.3 Also, in case, the PURCHASER fails to perform as per the conditions stipulated in the Performance Guarantee Clause no.10.0 above, the entire Performance Guarantee shall be forfeited and LTA shall be foreclosed.

12.0 VOLUNTARY FORECLOSURE BY SUPPLIER:

In case the SUPPLIER wishes to foreclose the contract in the interest of the company at any point of time, during the contract period a notice of 3 months shall be given by the SUPPLIER to the PURCHASER. In that case, the entire Performance Guarantee amount available after adjusting the damages and all other dues, if any, shall be returned to the PURCHASER and the contract shall be foreclosed. During the notice period of 3 months, the PURCHASER shall perform all their obligations.

13.0 RENEWAL:

The LTA may be renewed at the request of the PURCHASER within a period of one year from the date of foreclosure at the SUPPLIER's terms and conditions, at the sole discretion of the SUPPLIER.

14.0 SPECIFICATION OF LD SLAG PROCESSED WTS :

14.1 The indicative specification of LD Slag processed WTS is as under:

| | |
|----------------------------------|-----------|
| CaO | 48-52 % |
| MgO | 9-11 % |
| SiO ₂ | 15-17 % |
| Al ₂ O ₃ | 0.8-1.2% |
| FeO | 12-18% |
| P ₂ O ₅ | 1-1.5% |
| Basicity Cao/Sio ₂ | 2.9 -3.3% |

The analysis report for LD Slag processed WTS is purely indicative and composition of the material supplied may vary to any extent. Hence SUPPLIER shall not be responsible for any variation in the material supplied. Therefore PURCHASER is advised to collect the samples

Policy guide lines for LTA for LD slag

from various placed in case of LD Slag processed WTS and get satisfied themselves with quality of the material before submitting their application for LTA. No complaint of whatsoever shall be entertained subsequently by the SUPPLIER.

- 14.2 If for any reason, the regime of the LD Slag processed WTS has to be changed with any consequential change in the chemical composition of the LD Slag processed WTS, notice shall be given by the SUPPLIER to the PURCHASER.

15.0 RIGHT OF REJECTION:

No right of rejection whatsoever shall be entertained after the commencement of loading. No dispute about quality etc. will be allowed/entertained after the material is loaded.

16.0 SAFETY:

- 16.1 The PURCHASER shall comply with all safety and Security Regulations while lifting the material from the premises of SUPPLIER as applicable from time to time. Supplier will have no liability towards any claim regarding injury to the employees of workers engaged by the PURCHASER or any damage to any of their machines/equipments etc., PURCHASER shall keep SUPPLIER indemnified against any such claim/claims.

- 16.2 The LD Slag processed WTS trucks shall be covered with tarpaulin suitably to avoid spillage of LD Slag processed WTS on the roads (inside and outside the plant) during the transportation. Cost incurred by SUPPLIER due to non-compliance of the above provision shall be recovered from the PURCHASER.

- 16.3 A penalty of Rs.1000/- per event plus GST (subject to revision, if necessary) will be levied on receipt of any communication from Safety Engineering Department of SUPPLIER regarding violation of safety rules by the PURCHASER's personnel, equipment and trucks, tankers etc.

GST shall be applicable on such penalties and shall be recovered along with GST applicable thereon. RINL shall issue tax invoice in favour of purchaser for such recovery.

17.0 JURISDICTION:

It is hereby agreed between the parties that the courts at Visakhapatnam, India with the exclusion of all other courts, shall alone have jurisdiction over all matters relating to this contract, Governing law shall be laws of India.

18.0 FORCE MAJEURE:

- 18.1 Notwithstanding anything contained in this agreement, the obligation of the SUPPLIER to supply and deliver and the PURCHASER to purchase and take delivery shall remain suspended and neither of them shall be entitled to claim compensation from the other for any

loss or damage caused by such suspension, whether total or partial, if and to the extent that either the SUPPLIER or the PURCHASER is rendered unable to perform its obligations under this agreement by reasons of restraints by Govt., War, Blockade, Revolution, Insurrection, Strikes, Acts of God, Plague or other epidemics, destruction of material by flood, fire or other natural calamity interfering with the production, loading or discharge. Provided that the Operation of the contract shall be resumed as soon as any such condition or circumstances are removed. Provided further that at all times this clause shall not be construed as releasing the SUPPLIER and/or the PURCHASER from any liability in respect of willful refusal to effect or receive supplies or willful default or neglect in doing so.

- 18.2 On the concurrence of Force Majeure as above, the affected party shall give to the other, notice in writing of such occurrence with all details and supporting evidence thereof, within 30 days of such occurrence.
- 18.3 In case of Force Majeure conditions prevail for the period in excess of nine months either party shall have the option to cancel the contract without any liability to pay compensation to the other party on account of such cancellation. Upon such cancellation, the SUPPLIER shall return the performance guarantee and the balance amount of Security Deposit after adjusting the outstanding damages and all other dues, if any, till the date of such notice.

19.0 ARBITRATION:

- 19.1 All disputes/differences whatsoever any between the parties shall be referred to a Sole Arbitrator to be appointed by RINL/VSP. The seat and venue of Arbitration shall be at Visakhapatnam, Andhra Pradesh. The Fee payable to the Arbitrator shall be in line with the Fourth Schedule (inserted by Amendment Act No.3 of 2016) and the Rules framed if any under the Arbitration and Conciliation Act, 1996 in force at the time of invocation, with a maximum ceiling of Rs.10,00,000/-.The costs and incidental expenses etc., for conducting the Arbitration proceedings and the fee payable to the Arbitrator shall be born equally by both parties. The Arbitrator shall make a reasoned Award and the award shall be final and binding on both the parties
- 19.2 Both parties agree that no interest shall be awarded by the arbitrator in the arbitration proceedings.
- 19.3 Work under the contract shall be continued by the Purchaser during the arbitration proceedings unless otherwise directed in writing by the RINL or unless the matter is such that the work cannot possibly be continued unless the decision of the arbitrator is obtained and save as those which are otherwise expressly provided in the contract, no payment due or payable by the RINL shall be with-held on account of such arbitration proceedings unless it is a subject matter or one of the subject matters thereof.
- 19.4 The courts at Visakhapatnam, India with the exclusion of all other courts, shall alone have jurisdiction over all matters relating to this contract, Governing law shall be laws of India.

20.0 LIQUIDATION:

If the PURCHASER commences to be wound up, not being a member's voluntary winding up for the purpose of amalgamation or reconstruction, or carries on its business under a receiver for the benefit of its creditors, the SUPPLIER shall be at liberty to:

- 20.1 Terminate the agreement forthwith AND forfeit the performance guarantee upon coming to know of the happening of any such event as aforesaid by notice in writing to PURCHASER or to the receiver or liquidator or to any person in whom the Agreement may become vested or,
- 20.2 Give such receiver, liquidator or other person the option of carrying out the performance under this Agreement subject to the receiver, liquidator or other person providing a guarantee upon an amount to be agreed upon by the SUPPLIER and such receiver, liquidator or other person for the due and faithful performance of the PURCHASER's obligations under this Agreement.

21.0 ASSIGNMENTS:

The PURCHASER/SUPPLIER shall not assign their rights and obligations under the terms of this agreement to any party other than its legal successor without the written consent of the other party.

22.0 ENTIRE AGREEMENT:

The terms and conditions herein contained shall constitute the entire Agreement and understanding between the parties hereto and shall supersede all other communications which were made prior to signing of this Agreement, whether written or oral, between the parties hereto with respect to the subject matter hereof.

23.0 AMENDMENT OF AGREEMENT:

Any clause which is hindering the operation of the LTA or due to any changes in ground situation at either end, can be reviewed every two years along with the review of annual quantity on mutual agreement by way of an amendment. Any amendment to this agreement shall be made in writing by both parties hereto and specifically stated to be an amendment to this agreement.

24.0 WAIVER:

- 24.1 Non-enforcement by either party of any of the provisions of this Agreement shall not operate or constitute as a waiver of the provision itself or any subsequent breach thereof.
- 24.2 The validity of the Agreement shall not be affected should one or more of its stipulations be or become legally invalid. In such a case, the parties shall negotiate in good faith to replace the invalid clause by a stipulation which is in accordance with the applicable law and which shall be as close as possible to the party's intent.

24.3 Should the fulfillment of this contract be rendered impossible by any Executive or Legislation Act done by or on behalf of the government, this contract or any unfulfilled part thereof shall be cancelled without any financial liabilities whatever, to either party.

25.0 **DISCLAIMER:**

RINL reserves the right to change the scope or close the EOI, without any shortlisting at any time without giving any reason thereof.

Each bidder is responsible and liable for all costs, expenses and liabilities incurred by it in connection with or incidental to the submission of EOI.

RINL reserves the right to differ, answer to any such questions/clarifications sought or to decline answers to such question or provide any such supplemental information at any stage

IN WITNESS WHEREOF the parties have set and subscribed their respective hand the day, month and year first above written.

Executed for and on behalf of Visakhapatnam Steel Plant, RASHTRIYA ISPAT NIGAM LIMITED by:

NAME : _____ SIGNATURE _____

WITNESS-1: _____ SIGNATURE _____

WITNESS-2: _____ SIGNATURE _____

Executed for and on behalf of M/s. _____ by:

NAME: _____ SIGNATURE _____

WITNESS-1: _____ SIGNATURE _____

WITNESS-2: _____ SIGNATURE _____

Application for Long Term Agreement (LTA)

1.0. Format for details of requirement of LD Slag processed WTS

PART A: ORGANIZATION PROFILE

- (1) Short notes/tables on:
 - (i) About organization
 - (ii) Its Set-up
 - (iii) When it was established (With Proof)
 - (iv) Year of Experience
 - (v) List of clients

- (2) List and brief details of Professionals in rolls or associated with experience.

- (3) List of offices/Centres/Field Units etc. to be shown as per given format:
 - S. No.
 - Name of City/State
 - Name of Contact Person
 - Address, Telephone, Fax,
 - E-mail Address
 - No. of Staff available

- (4) Infrastructure & Equipment available (in brief)
 - 1.
 - 2.
 - 3.
 - 4.

Note: (i) Please add columns as per requirement.

- (5) Any other details (if desired to be submitted by organization)

- (1) The applicant is required to furnish the information pertaining to material requirement i.e LD slag per annum. Details of purchases made during the last three financial years (2016-17,2017-18,2018-19) for these items i.e. LD Slag processed WTS may be furnished in the following format..

| Year | Consumption of LD Slag processed WTS (Metric Tons) |
|---------|--|
| 2016-17 | |
| 2017-18 | |
| 2018-19 | |

Policy guide lines for LTA for LD slag

PART C: Financial Strength & Turnover for the previous three years.

| Sr. No. | Financial year | Gross turnover (in ` Cr.) | Net worth in Rs.Crores |
|----------------|-----------------------|----------------------------------|-------------------------------|
| 1 | 2016-17 | | |
| 2 | 2017-18 | | |
| 3 | 2018-19 | | |

Note: 1) The above turnover statement must be supported with audited copy of Balance Sheet profit & loss Account, preferably complete Annual Report.

2) Positive Net worth statement must be supported with audited copy of Balance sheet.

PART -D : QUANTITY PROPOSED FOR LTA FOR MINIMUM 2 YEARS UP TO MAXIMUM 7 YEARS(Extendable up to 10 years):

| PRODUCT DESCRIPTION | QUANTITY IN MT PER ANNUM | PERIOD IN YEARS |
|----------------------------------|---------------------------------|------------------------|
| (A) LD SLAG PROCESSED WTS | | |

MAY PL REFER RINL WEB SITE www.vizagsteel.com FOR FURTHER DETAILS LIKE EVALUATION CRITERIA/ALLOTMENT CRITERIA, PRICE , TERMS AND CONDITIONS OF LTA ETC
