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MINAS DE BENGA LDA, MOZAMBIQUE**GLOBAL TENDER FOR SALE OF THERMAL COAL****And****On-Line Reverse Auction (Dynamic Bidding for reduction the Discount) conducted by
M/s Mjunction Services Limited ,Kolkata , India****PART – I OF BIDDING DOCUMENTS**

Minas de Benga, Lda (hereinafter “MBL”) invites bids for the sale of 228,000 (Two Hundred and Twenty Eight thousand tonnes), i.e. 6 (Six) shipments of 38,000 Metric Tonne + 2.5 %/- 10% (including shipping tolerance) of Thermal Coal (size 0–50mm) to be shipped during December 2018 to February 2019. The seller reserves the right to postpone delivery up to March 2019.

The Bidders may quote for higher quantities which may be considered by MBL in the event excess coal is available.

MBL is a subsidiary of International Coal Ventures Pvt. Ltd. (ICVL) group of companies. ICVL is a JV with M/s Steel Authority of India Ltd (SAIL), M/s Coal India Ltd (CIL) , M/s NTPC Ltd (NTPC), M/s Rashtriya Ispat Nigam Ltd (RINL) and NMDC Ltd. (NMDC) as its promoters.

1. DEADLINE FOR SUBMISSION OF BIDS: 1400 HRS MT MOZAMBIQUE STANDARD TIME ON 19th NOVEMBER 2018.
2. DATE AND TIME FOR OPENING OF TECHNOCOMMERCIAL BIDS : IMMEDIATELY AFTER EXPIRY OF THE DEADLINE FOR SUBMISSION OF BIDS i.e. 14.30 HRS MOZAMBIQUE STANDARD TIME ON 19th NOVEMBER 2018.
3. OFFERS BY THE BIDDERS TO BE VALID UPTO 20TH OF DECEMBER 2018 FOR DECIDING AWARD OF TENDER BY MBL.
4. TECHNICAL SPECIFICATIONS OF THERMAL COAL (SIZE 0 – 50 mm):

Characteristics	Basis	Typical Values
Net Calorific Value kcal/kg	AR	5500
Total Moisture %	AR	5
Total Sulphur %	AD	0.9
Ash %	AD	28
Volatile Matter %	AD	19
Hardgrove Grindability Index		70



PART – II OF BIDDING DOCUMENTS
GLOBAL TENDER NO. MBL/TC/2018-06/dated 09th November 2018

INSTRUCTIONS TO BIDDERS

A. Cost

1. Cost of Bidding

The Bidder shall bear all costs associated with the preparation and submission of its bid, and Minas de Benga Lda., hereinafter referred to as "The SELLER," will, in no case, be responsible or liable or accountable for those costs, regardless of the conduct or outcome of the bidding process.

B. The Bidding Documents

2. Content of Bidding Documents

2.1 The detailed specifications of the goods, bidding procedures and Agreement terms are prescribed in the Bidding Documents. The Bidding Documents include:

Part – I	Introduction and Specifications of Thermal Coal
Part – II	Instructions to Bidders
Part – III	Proforma for Price Bid
Part – IV	Form of Agreement
Annxure – I	General Conditions of Agreement
Annxure – II	Technical Specifications
Annexure – IIA	Bonus and Penalties
Annxure – III	Terms & Conditions for delivery on the basis of FOB(Trimmed) Named Port(s) of Loading
Annxure – IV	Form of Performance Bank Guarantee ("PG")

2.2 The Bidder is expected to examine all instructions, forms, terms and specifications in the Bidding Documents. Failure to furnish all information and documents required by the Bidding Documents in every respect will be at the Bidder's risk and may result in the rejection of its Bid.

3. Clarification of Bidding Documents

A prospective Bidder requiring any clarification of the Bidding Documents may notify the SELLER in writing or by email to thermal.coal.clarification@icvl.co.mz. The SELLER will respond in writing or by email to any request for clarification of the Bidding Documents which it receives no later than five (5) days prior to the deadline for the submission of bids prescribed by the SELLER. The SELLER's response (including an explanation of the query, but without identifying the source of inquiry) will be posted on ICVL website i.e. www.icvl.in. BIDDERS ARE



THEREFORE ADVISED TO VISIT THE WEBSITE FOR CLARIFICATIONS AND UPDATES ON A REGULAR BASIS.

4. Amendment of Bidding Documents

4.1 At any time prior to the deadline for submission of bids, the SELLER may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Bidder, modify the Bidding Documents by issuing an amendment.

4.2 The amendment will be put in the same website, i.e, www.icvl.in and will form part of the tender document. BIDDERS ARE THEREFORE ADVISED TO VISIT THE WEBSITE AT REGULAR INTERVALS.

4.3 Where the SELLER issues an amendment within three (3) days prior to deadline for submission of bids, in order to afford prospective Bidders reasonable time in which to take the amendment into account in preparing their bids, the SELLER may at its own discretion simultaneously extend the deadline for the submission of bids by three (3) or more working days.

C. Preparation of Bids

5. Language of Bid

5.1 The Bid prepared by the Bidder and all correspondence and documents relating to the bid exchanged by the Bidder and the SELLER, shall be written only in the English language.

6. Documents comprising the Bid

The Bid prepared by the Bidder shall comprise the following components:

- a) A “Techno-Commercial Bid” (Part 1) and a “Price Bid” (Part 2), completed in accordance with Instructions to Bidders stated in Part – II of Bidding Documents;
- b) Documentary evidence to be established in accordance with Para 10 that the Bidder is capable to perform the Agreement if its Bid is accepted;
- c) Earnest Money (“EMD”) furnished in accordance with Para 11.

7. Bid Form

The Bidder shall submit its Bid complete in all respects alongwith the Price Bid and all details as desired in the Bidding Documents including quantity, etc.



8. Submission of Bids

8.1 The price of Thermal Coal should be quoted using the format enclosed as Part – III of Bidding Documents, on the basis of FOB (Trimmed) Beira port.

8.2 Firm Discount: Discount quoted by the Bidder shall be firm during the performance of the Agreement and shall not be subject to variation on any account whatsoever.

8.3 Minimum Bid Quantity: Bidder must quote for a minimum quantity of 3 (three) shipments i.e. about 114,000 (One Hundred Fourteen thousand) Metric Tonne +2.5%/-10% %. The bidder has to quote at the rate of 1 (one) shipment per month during the period of December 2018 to February 2019. The Bidder may also quote for more than 3 shipments and provide the shipment schedule in the price bid format.

The allotment of quantity over and above three shipments, shall be at the discretion of the seller. Based on the availability of the shipment, in a particular month, this additional quantity can be allotted to the Purchaser by the seller.

Allotment of this additional quantity, over and above , 114,000 MT shall be as under:-

1. The preference shall be given to the bidder who quotes the lowest discount (H1 bidder) and quotes for this higher quantity over and above three shipments in the original offer.
2. If the H1 bidder does not quote this additional quantity in the original offer to be submitted with this tender, the balance qty shall be offered to H2, H3, H4... at the discount offered by H1.
3. The additional balance qty can be offered to the bidders in the order of H2, H3 ,H4 **at H1 rate** in the month of December 2018 to March 2019, if this additional balance qty is not taken by H1 bidder, in spite of quoting the same with the original offer or otherwise.
4. If the additional qty is not taken by any of the Purchaser (H2,H3,H4....) then this additional qty shall be offered (if requirement of sale is there with MBL) to H1 again at the discount offered by H1 bidder.

This offer for additional quantity can be made to the Purchaser during the month of March 2019.

9. Currency and unit of Weight

The Unit of Measurement (UOM) will be Metric Tonne ("MT") and the price should be quoted in US Dollars.

10. Documents Establishing Bidder's capability

10.1 Pursuant to para 6, the bidder in Part-I of the bid, shall furnish details of coal purchased/traded in the last three (3) years, up to the last date of submission of bid.



10.2 Bidders shall furnish detailed information of Company/Individual alongwith the last three (3) years published Annual Accounts and Annual Report. These documents should clearly show the exact nature of ownership.

10.3 MBL may use documents/information of the bidder available with it from earlier tenders, in case they are found missing in the current bid, at MBL's discretion.

10.4 MBL may seek additional documents from Bidder, if required, to establish capability.

10.5 The bidders have to submit all the relevant documents in this tender also for being declared technocommercially qualified as specified in the current tender. However, MBL may consider earlier documents submitted for qualification of the bidder.

10.6 MBL will maintain the confidentiality of all information provided by Bidder.

11. Earnest Money Deposit

11.1 Each bid should be accompanied by proof of transfer (SWIFT, etc.) or deposit of the Earnest Money (hereinafter also referred to as "EMD") of US \$ 20,000.00 (twenty thousand United States Dollars) to the bank accounts of MBL given below:

Bank Name : Standard Bank (Mauritius) Limited
Branch Name : Head Office
Account Holder Name : Minas de Benga, Limitada
Account Number : 9090000111939
IBAN Number : MU61SBIC2201900001119390000USD
BIC (SWIFT) : SBICMUMU
Currency : USD
Account type : Current Account

11.2 The Earnest Money is required to protect the SELLER against the risk of Bidder's conduct which would warrant the security's forfeiture pursuant to Para 11.6. The Earnest Money shall not bear any interest.

11.3 A Bid which is not accompanied by Earnest Money of requisite value shall be rejected by the SELLER.

11.4 An unsuccessful Bidder's Earnest Money will be returned to the Bidder.

11.5 The successful Bidder's Earnest Money will be adjusted alongwith the payment for the last shipment.

11.6 The Earnest Money shall be forfeited:

a) if a Bidder withdraws or modifies its Bid during the period of Bid validity specified by the Seller;



- b) in the case of a successful Bidder, if the Bidder fails:
 - (i) to sign the Agreement in accordance with Para 29; or
 - (ii) to furnish the Performance Bank Guarantee or the deposit of USD 60,000.00 (sixty thousand US Dollars), in accordance with Para 30.

11.7 Bidders should provide their bank details alongwith their bid.

12. Validity of the offer

12.1 Each Bidder shall keep its **offer firm** and **valid** for acceptance by MBL upto 20th December 2018.

12.2 In exceptional circumstances, prior to expiry of the original Bid validity period, the SELLER may solicit the Bidder's consent to an extension of the period of Bid validity. The request and the responses thereto shall be made in writing or by email. In such a case the validity of the EMD provided under Para 12 shall also be suitably extended. A Bidder may refuse the request without forfeiting its EMD. A Bidder granting the request will not be required nor permitted to modify its Bid.

13. Format for the Bid

13.1 The Bidder shall prepare one (1) copy of the Bid (i.e., Part 1 – Techno-Commercial Bid and; Part 2 – Price Bid).

13.2 Each page will be numbered consecutively, referring to the total number of pages comprising the entire part, at the top right hand corner of each page.

13.3 Each page of the offer should be signed and stamped by the authorised officer(s) of the Bidder.

14 Each Bidder should ensure that the aforesaid conditions for submission of Bids are duly complied with.

15. Complaints

15.1 The Bidder, if feel aggrieved, may raise complaint / pass on information, if any, to :

- (i) The Competent Authority / Operating Authority of the Tender

D. Submission of Bids

16. Bids shall be submitted electronically only

16.1 The detailed offer shall be submitted in two (2) parts:

PART 1: TECHNO-COMMERCIAL BID ALONGWITH EARNEST MONEY



Should contain the proof of submitting the Earnest Money, blank price bid duly signed & stamped with quantity and other information/data and documents, etc. required to be furnished with Part 1 of the Bid; (To be submitted mandatorily with this bid for consideration)

and

PART 2: PRICE BID

Only duly filled in Price Bid should be submitted as per the prescribed proforma enclosed as Part – III of the Bidding documents. Price Bid proforma should not contain any conditions, otherwise the Bid will be rejected and EMD will be forfeited. **Price Bid shall be submitted to mjunction only.**

16.2 The detailed offer of Technocommercial Bid together with its enclosures should be submitted to coalsale.tender@icvl.co.mz

PART 1: TECHNO-COMMERCIAL BID ALONGWITH EARNEST MONEY (To be submitted to coalsale.tender@icvl.co.mz); and

PART 2: PRICE BID. (To be submitted to mjunction)

16.3 On the e–mail containing TechnoCommercial Bid, the Bidder will write “**TECHNO COMMERCIAL BID (PART-1) "OFFER IN RESPONSE TO GLOBAL TENDER NO. MBL/TC/2018-06 'Bidder's Short Name' DATED 9TH November 2018"** and price bid shall be submitted to mjunction.

The technocommercial bid shall be submitted on the mail id coalsale.tender@icvl.co.mz

If the file size of the TechnoCommercial Bid exceeds 10 MB, the Bid can be submitted in parts, e.g. TechnoCommercial Bid Part 1 - 1 of 6; 2 of 6, so on and so forth.

<p>Online Sealed Price Bid as per Annexure-III (Template for submission of On Line Price Bid).</p>	<p>Online sealed Price Bid (The bidder shall quote Discount per Metric Tonne over API#4 in US \$ at Part III of the Bidding document.) in Annexure-III of the RFQ shall be submitted on-line directly to M/s mjunction services Ltd., Kolkata, within due date of submission of tender.</p>
<p>Online sealed Price Bid to be submitted online to :</p>	<p>Process of Placement of Online Sealed (Price) Bid : Steps :</p> <ol style="list-style-type: none"> 1. Visit www.buyjunction.in 2. Click on “login” link . 3. On Next page Click on “View live auction & Tenders. 4. On next Page List of Open tenders would be displayed. <p>Select desired tender & click on the same. On Next page Click on New User/ Existing User (as applicable) to create your account and proceed for bid submission .</p> <p>Once you are logged in Accept auction Term & go to Bids → live auction for id submission.</p>
<p>M/s mjunction services limited, Kolkata:</p>	<p>7. Submit your Online Sealed Price Bid and take a print out of receipt of bid submitted. The bid receipt is to be submitted along with the techno-commercial bid</p> <p>Contact Person for Online Bid Submission : Ms. Vineeta Verma/Anjan buda</p>



Mobile No : +91 8336939663/9163348263

E-Mail : vineeta.verma@mjunction.in/anjan.buda@mjunction.in

Contact Person for Buyer Management : [Sayantan Dutta Chowdhury/Arijit Paul](#)

Mobile No : [9163348262/9163348277](tel:9163348262)

E-Mail : sayantan.duttachowdhury@mjunction.in / paul.arijit@mjunction.in

Please note that Reverse Auction process will be initiated among techno-commercially eligible parties.

Further details of Reverse Auction process will be made available in Auction Notice to be sent to the techno-commercially qualified bidders.

The process through which online bidding will take place is explained below :-

8 [General Terms and Conditions governing conduct of On-line Bidding\(ICVL here to be read as MBL\)](#)

1. Brief description of the tender processing for On-line Bidding is given below:

1. Bidders submit their techno commercial bid along with all the required documents as per the terms of enquiry, which are opened on the due date of opening of quotation.

2. All the Bidders whose offers are found techno-commercially acceptable become eligible for participating in price bidding through On-line Bidding over Internet.

3. Non-placement of bid by an eligible bidder during the online bidding event may adversely affect consideration of the bidder for the subsequent RFQ's.

4. The mjunction would intimate Date & Time for Start of Online Bidding & duration of auction to the Bidders in advance. Login ID & Password specific to each Bidder is given and demonstration of bidding (On-line) process is given to enable each Bidder fully understand the process of bidding On-line.

5. Thereafter, at scheduled time the screen for On-line bidding is launched wherein the Bidder would put in their best offers through On-line bids in which the Start Bid Price can be reduced or increased by the Bidders to . buy Coal

6. All eligible Bidders having password can view the bidding screen after acceptance of online declaration on the computer screen and also enter their prices any number of times during the duration of bidding.

Service Provider:

For conducting the online bidding , MBL has engaged the services of mjunction services Limited. mjunction is fully authorized to give

Global Tender No.MBL/TC/2018-06Dated 09th of November 2018

mjunction services limited

Corporate Office:

Address : 3rd Floor, Tower – 1,
Godrej Waterside, Plot – V, Block –
DP, Sector – V,

Salt Lake, Kolkata – 700091,
West Bengal

Contact Name : Ms.Vineeta Verma

Phone : +01 8336939663

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clarifications / coordinate with the Bidder on behalf of MBL w.r.t. conduct of online bidding . Their address and contact details are as given alongside.

2. *Role of Service Provider*

mjunction services limited is the agency (operator) primarily providing the platform for conducting the online bidding. As the agency providing the auction engine, the role of SP would include:

- i. Setup the auction based on tendered item details and bidding rules as mentioned in tender document.
- ii. Providing access through user-id protected by password to the approved bidders to participate in the auction.
- iii. Enhancing bidder awareness by providing them the details / steps of auction process to enable them participate in online bidding and comfort with the auction mechanism and bidding rules.
- iv. Summarizing auction proceedings and communicating the outcome to MBL.

3. *Role of the Bidder*

The role of the bidder is outlined below:

- Give consent to online declaration containing Terms and Conditions pertaining to auction before the participation in online auction. Access to auction mechanism shall be provided only after such consent. Failure to provide any response to online declaration will be considered as rejection of the declaration & participation of vendor for such event will be denied.
- Ensure that user-id and password to access the auction is not revealed to unauthorized persons.
- mjunction will explain the online bidding process to all the prospective bidders and clarify issues, if any. It will be the responsibility of the tenderers to get them acquainted to their satisfaction with the On-line bidding process by thoroughly interacting with the mjunction. Only MBL will be empowered to approve any deviations from the RFQ document asked for by the SupplierParticipate in the online bidding with the aim of bidding to secure the auctioned items in the auction (being selected for



supplying MBL's requirement in a online bidding).

- Convey last quoted price in writing to mjunction immediately after close of online bidding.
- In the event of winning an allotment, fulfill all obligations under the contract.

4. Conduct of the online bidding.

The online bidding shall be conducted on pre-specified date & time communicated to all approved & eligible bidders through Auction notice.

In the event of any problems being faced in the smooth conduct of the auction, mjunction shall have the right to undertake one or more of the following steps:

- Cancellation of auction/bid.
- Locking of bidders account (suspension of operations in the account) etc.

Such intervention may even happen without seeking prior concurrence of MBL. MJ shall notify MBL, clearly stating reasons, of such cancellation / suspension.

5. Standard Instruction and General Terms & Conditions:

The **Standard Instruction and General Terms & Conditions** provided herein govern the conduct of On-line bidding operated by mjunction. These rules cover the roles and responsibilities of the parties in the On-line bidding on the mjunction platform. **Unconditional Acceptance to these General Terms & Conditions is a prerequisite for securing participation in the On-line bidding on the mjunction platform.**

1. During the Auction Bidders shall contact the Auction Room nos. (as mentioned in the auction notice) **ONLY** for any assistance/clarification regarding online bid submission. All calls to the auction room numbers are recorded for future reference and training. Calls made to any other contact numbers or mobiles (hand phones) will not be entertained during the auction period. Bidders are required to keep sufficient time in hand while calling to auction room during auction. Auction room numbers may be engaged and in case of call being made during last minutes their call may not be connected. mjunction would not be responsible for any issue arising out of non-reachability /non – accessibility of auction room numbers.
2. Bidders shall ensure stable connectivity & use a fast and reliable internet connection. It is advisable to keep an alternate internet connectivity option in case of exigencies as mjunction or MBL will not be responsible for any dis-connectivity or infrastructure failure at bidder's end and / or for reasons not attributable to mjunction. Manual Extensions (forceful extensions) of auctions will not be



provided at the request of a bidder.

Bidders are required to clarify all their technical/RFQ and/ or training related queries prior to commencement of the auction. No training related support shall be provided to bidders after commencement of online auction. For any training requirement during the run-time of auction, bidders are required to refer the training module sent to them prior to auction.

3. Bidders are required to be agile and alert during bidding. They shall keep their contact numbers free from any other calls so that mjunction's representatives can reach them easily whenever required.

Do not register your number with "National Do not Call" service as you may receive auction intimation related SMS on the mobile number provided to us. Bidders are also requested to keep their email inbox open and accessible to receive any mail, if sent, during the event from mjunction's side.

4. Bidders are required to click on "Sign out" whenever they wish to leave the website. If they do not "sign out" properly and leave the website by closing the window directly they may receive a message at your next login attempt as "You are already logged in .Do you want to close the previous session and continue working". In case of such message please ensure that no other representative of their company is logged in already with their credential before login. In case any bidder has signed out properly from your last session and no other representative of your company is logged in but still receiving the above mentioned message kindly change your password and/or inform mjunction for any required help.
5. The bids placed by any bidder will only be accepted once they are registered in our server. There may be some delay in the same depending upon the speed and traffic of the internet connection used at bidder's end. To ensure registry of bids please bid at least 3 minutes prior to auction closing time. Bidder's submitting their bid in last moments would be doing so at their own risk.
6. Auction will start as per the prefixed time schedule intimated in Annexure-01 of the Auction Notice. The time indicated in notice is fixed and under no circumstance will this time be changed on bidder's request. It is the responsibility of bidders to take part in the auction on scheduled date and time for which mjunction would be providing all the necessary training and technical requirement like creating, scheduling the auctions and providing access to bidders to



participate in the auctions. In case you are unavailable/not reachable prior to the auction, mjunction reserves the right to launch and conclude the event on scheduled time without your participation.

7. MJunction services limited retains the right to cancel or reschedule or relaunch of the Online price negotiation on any of the followings reasons:
 - a. On advice of MBL
 - b. The number of confirmed Bidders is deemed to be insufficient to conduct the online price negotiation.
 - c. Majority of the confirmed Bidders are unable to access the module due to infrastructural problems such as sustained/Planned power failure or telecommunication breakdown.
 - d. If there is infrastructural failure at mjunction's end, resulting in unavailability of auction engine to Bidders for bidding purpose.

The duration of auction may also vary from the pre-specified period of time on account of termination of the auction by M/s mjunction services limited on the advice of the MBL or on its own accord in case of situations where it is felt that continuance of the auction proceedings is prejudicial to the smooth conduct and/or the integrity of the auction process.

8. Bidders will be eligible for participation in the subsequent /next stage of the online price negotiation only if they have participated (placed an accepted & valid bid) in immediate previous stage.
9. Events which constitute of multiple stages may take more than one day to conclude and/or these stages may be conducted on different days. Please note the completion date-time of the last stage would be considered as completion time of the event.
10. All organization should note that the executive of the participating organization placing bids online shall be treated as an authorized representative of the organization for participating in the auctions.
11. User Id and password are the unique combination to ensure that only bidder or their authorized personnel can login to our auction website and participate in auction procedure. Bidders are requested to change the system generated password provided to them at the time of first login. mjunction or MBL will not be responsible for any misuse of their Login ID and password. Bidders are responsible for maintaining the confidentiality of their User ID and Password (as also that of "secret question"/ "secret answer" combination, if any) and for restricting access to their computer, computer system and



computer network and they shall be held responsible for all activities that occur using their User ID and Password.

12. Multi log in using the same User ID & Password is not permitted. Please note that you can login with your user id and password from one connection only. In case multiple login happens then second logger will receive a message indicating that someone is already logged in using the login ID. In this scenario, mjunction request you to ensure y whether any authorized representative from your side is logged in to the system or not. In case it is not fact, please intimate any mjunction representative for the same on immediate basis.
13. Bids once placed cannot be cancelled / withdrawn/ reversed and Bidders shall be bound to honour their prices submitted at any/all stage of the auction proceedings. If they back out and not supply the materials/service as per the rates quoted, MBL may take appropriate action against them as deemed fit.
14. In the event when the stage-2 (online reverse auction / dynamic bidding) is initiated considering the L1 of the previous stage (Stage – 1: Online Sealed Bid event) as the start bid price and the L1 price is accepted by a bidder other that the bidder who placed the L1 bid in the stage-1 and further if there is no more bids, the system shall declare the bidder who has placed / accepted the start bid price in the stage-2 as the L1 bidder of the event. For e.g – Bidder A is the L1 bidder in stage - 1 and in stage-2 the L1 bid is considered as the start bid price. Now in stage - 2, bidder-B accepts the start bid price and there in no further bids in this stage. In such case Bidder- B will be considered as L1 as Bidder-B has accepted the price in stage2.
However, in case there is not a single bid in stage-2 where the start bid price considered is the L1 of stage-1, MBL shall reserve the right to place the order to L1 bidder of the stage 1 (online sealed bid).
15. mjunction is not liable for the expired instruments in the form of EMD/ DD / BG submitted for participation against any particular tender.
16. mjunction services limited, does not guarantee continuous, uninterrupted or secure access to its services, and operation of the Website/Portal may be affected by numerous factors beyond its reasonable control. mjunction services limited shall not have any liability to Bidders for any interruption or delay in access to the site irrespective of the cause.

Force Majeure : If at any time during the continuance of this Agreement, the performance of any obligation under this Agreement, in whole or in part by mjunction, be prevented or delayed by reason



of any war, hostility, act of public enemy, civil commotion, sabotage, fires, floods, explosions, epidemics, quarantine restrictions, strikes, lock-outs, failure of Internet of mjunction, Technical /Connectivity failure etc. or acts of God (hereinafter referred to as “events”) the Bidder shall by reason of such events have no claim for damages, direct and/or indirect, against mjunction in respect of such non-performance and/or delay in performance.

17. **Confidentiality** : Bidder recognizes that the information on mjunction that it will come across during the course of e-Auction is confidential and accordingly for a period of five (5) years after the date of this Agreement shall treat as confidential any and all information hereafter made available to BIDDER directly or indirectly by mjunction, including verbal explanations as well as any and all documents such as reports, proposals and drawings furnished by mjunction or by third parties having access to information, shall not use information received for any purpose other than the purpose agreed between the parties and shall not disclose any of the said information to any third parties including affiliated companies, either in writing or verbally or by any other means, except to the extent needed for such exercise.
18. **Arbitration**: Dispute or differences arising out or relating to this undertaking/Agreement shall be resolved amicably by the parties. Failing such amicable resolution of dispute / differences either party may refer the matter to arbitration of a Sole Arbitrator to be appointed by the Managing Director of mjunction services limited. The Arbitration proceedings shall be governed and regulated by the provisions of Indian Arbitration and conciliation Act, 1996 and the rules framed thereunder along with amendment made thereto-up-to-date. The award of the Arbitrator shall be final, binding and conclusive on the parties. The venue for arbitration shall be at Kolkata.
19. **Jurisdiction** : Bidder consents that Courts at Kolkata shall have exclusive jurisdiction.

6. Limitation of Liability of mjunction

- a. All commercial/ contractual terms are offered by and agreed to between buyers and sellers alone. mjunction does not have any control or does not determine or advise or in any way involve itself in the offering or acceptance of such commercial/ contractual terms between buyers and sellers.



- b. mjunction is not responsible for any non-performance or breach of any contract entered into between users/ Registered Users/Bidders. mjunction cannot and does not guarantee that the concerned users/ Registered Users/Bidders will perform any transaction concluded on the Website/ Portal. mjunction shall not mediate or resolve in any manner whatsoever any dispute or disagreement between users.
- c. mjunction expressly excludes liability for consequential loss or damage or loss of profit, business, revenue, goodwill or anticipated savings, which may arise in respect of the services.
- d. MBL's decision on award of Contract shall be final and binding on all the Bidders.
- e. mjunction services limited will not be held responsible for consequential damages, including but not limited to systems problems, inability to use the system, loss of electronic information etc.
- f. mjunction shall not be liable to the MBL / bidders in the auction or any other person(s) for any delays in initiating the online auction or postponement / cancellation of the online auction proceedings due to any problem with the hardware / software / infrastructural facilities or any other shortcomings.

7. Right of MBL

MBL reserves the right to fully / partly accept the bids or completely reject the same at any stage at its sole discretion.

8. Definition of Key Terms – online bidding

Seller i.e. MBL: MBL is the individual/business entity who has contracted mjunction to conduct such Reverse Auction. In case of Reverse Auction, the purpose would be to meet their requirement for Tendered items from among the sellers desiring to sell the Tendered items to the MBL.

1. **Bidder:** Bidder is the individual/business entity participating in the Reverse Auction, intending to supply the Tendered items to the MBL. To become a Bidder in the auction, a business entity has to secure MBL's approval for participation and also provide written consent to the General Rules and Regulations.
2. **Auction Engine:** Auction Engine refers to the software that encapsulates the entire auction environment, processing logic and information flows.
3. MJunction is the sole owner of the auction engine and retains exclusive right over the utilization of the same.
4. **Auction Notice:** The Auction Notice refers to the document provided by mjunction service ltd prior to the online reverse auction. The purpose of the Auction Notice is to provide approved bidder with the required information and terms specific to the



auction as well as general terms & condition pertaining to participation in online reverse auction. Generally an auction notice includes:

- i. Start Time and duration of the Auction stages.
- ii. Item/market description along with bidding quantity.
- iii. Bidding basis for the auction.
- iv. Auto extension time.
- v. General terms & conditions
- vi. Last bid confirmation & Price break up format
- vii. Special instructions (if any)
- viii. Declaration (To be accepted online)

5. Start Time: Start time refers to the time of commencement of the conduct of the On-line auction. It signals the commencement of the Price Discovery process through competitive bidding.

6. Duration of the online bidding : It refers to the length of time the price discovery process is allowed to continue by accepting bids from competing bidders. The duration of the auction would normally be for a pre-specified period of time. However, the bidding rules may state the conditions when the pre-specified duration may be extended/ curtailed. The conditions include:

- a. On sole advice of MBL
- b. Automatic extension in the event of bids being entered towards the end of the scheduled duration to facilitate the other bidders to view and react to the bid.

7. Auto Extension of the Auction Timings: In the event of bids in the last few minutes of the scheduled bid time, the Bid Timings are automatically extended for a specified period from each such bid. Such Auto Extension shall continue until no bids are placed for the specified period (Engine remains inactive for the specified period). The Inactivity Time for Auto Extension purpose will be specified in the auction Notice. Auto extension is only applicable for Reverse auction stage.

8. End of the online bidding : End of the Auction refers to the termination/closure of the auction proceedings signaling an end to the price discovery process.

9. ID and Pass Word: Password and ID shall be given to all the eligible Bidders by the mjunction for enabling them to participate in the Reverse Auction.

10 Start Bid Price: Wherever indicated, Start Bid Price, is the Maximum Price, which will be accepted by the Reverse Auction engine. Bidder have to quote a price lesser than the Start Bid Price for participating in the Reverse Auction. The auction system shall not accept price higher than start Bid Price for a lot. Start bid price (Wherever applicable) would be displayed on line during reverse auction stage).



11. Minimum decrement: Minimum decrement is the minimum amount by which, a Bidder has to reduce his discount value from lowest discount in order of their bid to be accepted.. This minimum discount shall be pre-decided by MBL & would be displayed as “Change” on the bidding screen

Depending upon the auction strategy Bidder may be able to provide idcrement in multiple of minimumdecrement amount or may be able to increase any value higher than minimum bid decrement.

Further, the following Brief steps for Bid submission in MJ platform :-

- Step 1: Please get Login in to <https://auction.buyjunction.in> site through internet explorer 11 versions or Mozila Firefox, Google Chrome.
- Step 2: Give your user id and password.
- Step 3: Go to Auction term and click on View Term without DSC.
- Step 4: Accept the on-line declaration for the same item.
- Step 5: Go to Bids then click on Live Auction
- Step 6: Put your login password as transaction password
- Step 7: Select the Check box present before the auction id and click on add to watch list.
- Step 8: click on “T” icon net to the line item to open Template evaluation form .
- Step 9: Input your values as per price bid format and click on Evaluate and confirm
- Step 10: Your quoted discount would be displayed in the New bid box.
- Step 11: Click on the check box present at left side of the respective auction id.
- Step 12: Click on Submit for submitting your discount.
- Step 13: If your bid is accepted , it would be reflected under last bid column. If the bid is rejected, then please check in the reason displayed and revise your bid.
- Step 14: To revise your bid follow steps from 8 to 12.

16.4 Price will be quoted as the Discount over API#4 average price of 2 (two) weeks immediate prior to actual shipment.

16.5 If the FOB price at Beira port works out to be below USD 65.00 (Sixty Five United States dollars), then also the sale will be done, but the price of the coal shall be USD 65 (Sixty Five United States dollars) per MT FOB .

16.6 Pricing Mechanism

16.6.1 The bidder shall quote **Discount per Metric Tonne over API#4** in US \$ at Part III of the Bidding document.

16.6.2 For the purpose of API#4, Argus/McCloskey’s Coal price Index Report shall be used.



16.6.3 The API#4 price considered for reference shall be average of 2 (two) weeks price immediately prior to the week in which Bill of Lading is issued. Hence forth this price shall be called "**Base Price**". Base Price is rounded to nearest two digits.

16.6.4 The discount given by the Bidder at Annexure III of the document shall be subtracted from the "**Base Price**". This price shall be called the "**Derived Price**".

16.6.5 The **FOB price** shall be obtained as follows:

FOB Price = (Derived price x NCV of the coal despatched)/5500

FOB Price is rounded to nearest two digits.

16.6.6 The Penalty, if any, shall be deducted from the above FOB price as per Annexure IIA.

16.6.7 Monday will be counted as first day of the week

17. Deadline for Submission of Bids

17.1 Bids must be received by the SELLER at the electronic mail address specified above **no later than 1400 HRS (Mozambique Standard Time) on 19th of November 2018.**

18. Late Bids

Any bid received by the SELLER after the deadline for submission of Bids will be rejected.

19. Modification and Withdrawal of Bids

19.1 The Bidder may modify or withdraw its Bid after the Bid's submission, prior to the deadline prescribed for submission of Bids, provided that written notice of the modification or withdrawal is received by the SELLER. The withdrawal of bid shall be applicable for Technocommercial bid (part I) only. [Withdrawal is not applicable for price bid submission to be done in MJ platform](#)

19.2 A withdrawal notice may be sent by email and received before the deadline for submission of Bids. The withdrawal of bid shall be applicable for Technocommercial bid (part I) only. [Withdrawal is not applicable for price bid submission to be done in MJ platform](#)

19.3 No Bid may be modified subsequent to the deadline for submission of Bids.

19.4 No Bid may be withdrawn in the interval between the deadline for submission of Bids and the expiration of the period of Bid validity specified by the Bidder on the Bid Form. Withdrawal of a Bid during this interval shall result in the forfeiture of EMD.

19.5 In case of multiple bids by the same Bidder, the latest one shall only be considered.

19.6 Any withdrawal of the price bid shall lead to forfeiture of the EMD



E. Bid Opening and Evaluation

20. Opening of Bids by SELLER

20.1 The SELLER will open Techno-Commercial Bid (Part 1) immediately after expiry of the deadline for submission of the Bid, as specified hereinabove. Bidder's representatives may attend the tender opening.

21. Clarification of Bids

The SELLER may, at its discretion, ask the Bidder for a clarification of its Bid.

22. Preliminary Examination of Bids

22.1 The SELLER will examine the Bids to determine whether they are complete, whether required sureties have been furnished and whether the Bids are generally in order.

22.2 The SELLER may waive any minor infirmity or non-conformity or irregularity in a Bid which does not constitute a material deviation, provided such waiver does not prejudice or affect the relative ranking of any Bidder.

23. Evaluation and Comparison of Bids

23.1 The bid shall be compared on the basis of discount quoted.

23.2 If there is a discrepancy between words and figures, the amount in words will prevail.

24. Contacting the SELLER

24.1 Any effort by a Bidder to influence the SELLER in the SELLER's Bid evaluation, Bid comparison or Agreement award decision may result in the rejection of the Bidder's Bid and forfeiture of EMD.

F. Award of Agreement

25. Award Criteria

From the successful Techno-Commercial Bids, the highest Bidder shall be declared based on the lowest discount quoted. The SELLER will award the Agreement to the successful Techno-Commercial Bidder whose Bid has been determined as the highest Bid. In case the highest Bidder offers to purchase quantity less than the total quantity offered, the balance shipment quantity shall be offered to the next highest Bidder subject to accepting the highest Bidder's discount and so on & so forth.

26. SELLER's right to vary quantities at time of Award



The SELLER reserves the right to award a quantity more or less than the offered quantity, for the purpose of completion of shipment, without any change in unit prices or other terms & conditions.

27. SELLER's Right to Accept Any Bid and to Reject Any or All Bids

The SELLER reserves the right to accept any Bid in full or in part, or to reject any Bid or all Bids.

28. Notification of Award

28.1 The notification of award by e-mail/mail will constitute the formation of the Agreement.

29. Signing of Agreement

29.1 Within 2 (two) days from the date of receipt of the Notification of Award from MBL, the successful Bidder will send the signed and accepted scanned copy of the Agreement through email, followed by the original through hand delivery or through secured express courier.

30. Performance Bank Guarantee

30.1 Within 5 (five) days from the date of the Agreement, the successful Bidder shall furnish a Performance Bank Guarantee (hereinafter "PG") in the form of a bank guarantee as per the Form (vide Annexure – IV to Part – IV of this Document), for an amount of USD 60,000.00 (Sixty Thousand United States Dollars), valid for a period of 6 (six) months after the date of Bill of Lading of the last consignment of the MATERIALS under the Agreement. No change in the prescribed Form of the bank guarantee for PG is acceptable. The PG shall be established in favour of MBL through the specified banks and should be received in the office of MBL within 5 (five) days of the date of Agreement.

30.2 As an alternative to the above PG, the bidder may submit Security Deposit of USD 60,000.00 (Sixty Thousand United States Dollars) in the bank account mentioned in 11.1 above.

30.3 In the event of the failure of the successful Bidder to furnish PG in the prescribed form or in the stipulated time, or the Security Deposit within the stipulated time, MBL shall have the right to terminate the Agreement and forfeit the EMD furnished by the Bidder without giving any prior notice.

31. Action for misrepresentation/ submission of false documents

All the information/ documents furnished with the bid are liable for verification and in case of misrepresentation/ fraud noticed at any stage, the SELLER shall take action such as non-consideration of bid/ termination of order along with forfeiture of EMD. SELLER shall also be entitled to proceed for banning/ suspend business dealings as per rule/ norm. Decision of the SELLER in such case shall be final and binding.



**PART – III OF BIDDING DOCUMENTS
(To be submitted to mjunction only)**

GLOBAL TENDER NO. MBL/TC/2018-06/ dated 09th November

PROFORMA FOR PRICE BID

1. Name of the Bidder:
2. Address:
.....
3. Thermal Coal from Benga Mine, Mozambique
4. Discount per Metric Tonne over API#4: US \$
(in figures as well as in words)
..... United States dollars
5. Quantity offered: : MT
(in figures as well as in words) Metric Tonnes

(Minimum Bid Quantity of 114,000 Metric Tonne (Three shipments) +2.5%/-10%

6. Shipment Schedule

<i>Month</i>	<i>DECEMBER 2018</i>	<i>JANUARY 2019</i>	<i>FEBRUARY 2019</i>
<i>No of shipments (Each shipment contains 38,000 MT +2.5% -10%)</i>	<i>One</i>	<i>One</i>	<i>One</i>

Bidder has to agree to the above shipment schedule in any case.

7. Bidder to provide Shipment Schedule in the below table if they want to take more than Three shipments.

<i>Month</i>	<i>DECEMBER 2018</i>	<i>JANUARY 2019</i>	<i>FEBRUARY 2019</i>
<i>No of shipments (Each shipment contains 38,000 MT +2.5% -10%)</i>			

The allotment of additional qty above (Clause no 7) shall solely be at the discretion of the seller depending on the availability at any particular point of time.

**NAME & SIGNATURE OF
THE AUTHORISED SIGNATORY OF THE BIDDER**

(NAME OF THE BIDDER)

Note: No conditions shall be mentioned in this Format. Any conditional offer is liable for rejection and forfeiture of EMD. **The price bid shall be submitted to mjunction only . Price bid submitted to any other mail id shall be liable to rejection.**



PART – IV OF BIDDING DOCUMENTS

GLOBAL TENDER NO. *MBL/TC/2018-06/ dated 09th November.....*

FORM OF AGREEMENT FOR THE SUPPLY OF THERMAL COAL ON

FOB (TRIMMED) BEIRA PORT OF LOADING BASIS

AGREEMENT NO.

DATED: __/__/____

AGREEMENT FOR SALE AND PURCHASE OF THERMAL COAL

This Agreement made this _____ day of _____ two thousand and _____ between M/s. _____, a Company incorporated in _____ and having its Registered Office at _____, hereinafter called the "PURCHASER" (which term or expression unless excluded by or repugnant to the context shall include its successors and permitted assigns) of the FIRST PART, and **Minas de Benga Limitada**, a Company incorporated in Mozambique under the Laws of Mozambique, having its registered office at Av. 24 de Julho, 4^o Piso, No. 1123, Maputo, Mozambique, hereinafter called the "SELLER", (which term or expression unless excluded by or repugnant to the context shall include its successors and permitted assigns) of the SECOND PART.

WHEREAS acting on such representation of the PURCHASER and other commercial consideration, the PURCHASER has agreed to buy Thermal Coal from the SELLER and the SELLER has agreed to supply the said Thermal Coal on the price and other terms & conditions contained herein in this Agreement and according to the Tender Documents as per the Global Tender No. ***MBL/TC/2018-06/ dated 09th November.***

NOW THIS AGREEMENT WITNESSETH as follows:

CLAUSE 1 : MATERIALS, QUANTITY, QUALITY AND DELIVERY PERIOD

1.1 The SELLER shall sell and the PURCHASER shall buy a total quantity of (.....) Metric Tonne (of one thousand kilograms each), subject to a tolerance of plus or minus 10 % (ten percent) at PURCHASER's option including shipping tolerance, of Thermal Coal, hereinafter referred to as the MATERIALS, in conformity with the Technical Specifications incorporated in Annexure – II to this Agreement and which shall constitute an integral part of this Agreement.

1.2 For the purpose of this Agreement, the delivery period shall be reckoned as from _____ to _____. The SELLER reserves the right to postpone the deliveries upto _____ without any additional financial liability to the SELLER.



CLAUSE 2 : PRICE

2.1 The price of the MATERIALS shall be API#4 average of 2 (two) weeks, price immediately prior to actual shipment less USD ____ PMT. Port of Loading will be Beira. The FOB price shall be as per clause 16.6 , Part II of the bidding document.

2.2 The discount quoted shall be firm and shall not be subject to any escalation for any reason, whatsoever, until the completion of delivery of the entire Agreement quantity within the agreed delivery period with such extensions as might be mutually agreed upon between the SELLER and the PURCHASER.

2.3 The payment of the price of the MATERIALS delivered by the SELLER under this Agreement shall be made by the PURCHASER in United States Dollar by means of an Irrevocable Without Recourse to Drawer revolving Letter of Credit towards payment of the full Invoice value of the materials at sight on presentation of the documents mentioned in Para 5.2 of Annexure – I to the Agreement. To facilitate processing of the documents, the SELLER shall email the documents mentioned in Para 5.2.1 to 5.2.7 of Annexure – I of the Agreement to the PURCHASER.

The documents referred to hereinabove should be delivered by *e-mail* at the following address:

All bank charges at the PURCHASER'S end shall be borne and paid for by the PURCHASER. All bank charges at the SELLER'S end shall be borne and paid for by the SELLER.

CLAUSE 3: GENERAL CONDITIONS OF AGREEMENT (GCA)

This Agreement is subject to the terms & conditions contained in the General Conditions of Agreement (hereinafter referred to as "GCA") annexed to this Agreement (Annexure-I) which shall form an integral part of this Agreement. In case of any conflict between GCA and any provision hereinabove, the provision contained hereinabove shall prevail over "GCA".

CLAUSE 4 : PERFORMANCE BANK GUARANTEE/ SECURITY DEPOSIT

4.1 The PURCHASER shall deposit a Security deposit in SELLER'S Bank Account or establish a Performance Bank Guarantee (hereinafter also referred to as "PG") in the prescribed binding Form (Annexure – IV to the Agreement), to be received in the office of the SELLER within 5 (five) days of the date of this Agreement, for an amount of USD _____ (_____ United States Dollars) in favour of the SELLER.

4.2 The aforesaid PG established by the PURCHASER in favour of the SELLER for the due, timely and satisfactory performance and fulfilment of all the SELLER'S obligations under this Agreement in all respects, shall remain in full force and effect during the entire period required for satisfactory performance and fulfilment of the Agreement by the SELLER in all respects and



shall continue to be in full force and effect for a period of six (6) months after the date of Bill of Lading of the last consignment of the MATERIALS under the Agreement.

OR

4.3 The PURCHASER shall deposit USD _____ (_____ United States Dollars) as Security deposit in SELLER’s Bank Account:

Bank Name : Standard Bank (Mauritius) Limited
Branch Name : Head Office
Account Holder Name : Minas de Benga, Limitada
Account Number : 9090000111939
IBAN Number : MU61SBIC2201900001119390000USD
BIC (SWIFT) : SBICMUMU
Currency : USD
Account type : Current Account

4.4. After the last shipment, the Security Deposit amount will be refunded to the PURCHASER, after adjustment, if any required.

4.5 The Performance Guarantee/ Security Deposit shall be forfeited in case of breach of any conditions of the Agreement.

CLAUSE 5 : COMPLIANCE TO ISPS CODE

The SELLER has agreed to comply with the International Ship and Port Facility Security (ISPS) Code stipulated by the International Maritime Organisation, which has come into effect w.e.f. 1st July 2004. Failure on the part of the SELLER to comply with the ISPS Code’s requirements and/ or the Loadport not conforming with the ISPS Code and any delays caused by such failures shall be to SELLER’S account.

CLAUSE 6: LEGAL ADDRESS OF PARTIES

REGISTERED OFFICE

THE PURCHASER

.....

THE SELLER

Minas de Benga, Limitada
Av 24 de Julho,
4º Piso, No. 1123,
Bairro da Polana,
Cimento B, Maputo,
Moçambique.

ADDRESS FOR CORRESPONDENCE

1.

THE PURCHASER

2. Minas de Benga, Limitada
Deputy General Manager (Procurement)

THE SELLER



ICVL Training Centre
Bairro Comunal de Matundo, Parcela No. 1049
Estrada Nacional No. 103
Tete, Moçambique

- ANNEXURE – I GENERAL CONDITIONS OF AGREEMENT (GCA)**
- ANNEXURE – II TECHNICAL SPECIFICATIONS**
- ANNEXURE – IIA BONUS AND PENALTIES**
- ANNEXURE – III TERMS & CONDITIONS FOR DELIVERY OF THE MATERIALS ON THE BASIS OF FOB (TRIMMED) PORT(S) OF LOADING**
- ANNEXURE – IV FORM FOR PERFORMANCE BANK GUARANTEE**

IN WITNESS WHEREOF the **parties** hereto have executed these presents at _____ on the day, month and year first above written:

**FOR AND ON BEHALF OF
THE SELLER**

Signature:
Name:
Designation:
Company: Minas de Benga Lda
Place: Maputo, Mozambique

**FOR AND ON BEHALF OF
THE PURCHASER**

Signature:
Name:
Designation:
Company:
Place :

IN THE PRESENCE OF:

1. Signature:
Name:
Designation:
Company : Minas de Benga, Lda
Place : Maputo, Mozambique

IN THE PRESENCE OF:

Signature:
Name:
Designation:
Company:
Place :

2. Signature:
Name:
Designation:
Company: Minas de Benga Lda
Place : Maputo, Mozambique

Signature:
Name:
Designation:
Company:
Place :



ANNEXURE – I

TO

AGREEMENT No _____ DATED _____

GENERAL CONDITIONS OF AGREEMENT (GCA)

PARA 1.: SAMPLING AND ANALYSIS

1.1 The SELLER shall, at his own expense, arrange to carry out loadport sampling and analysis of the MATERIALS delivered in each consignment, in accordance with the relevant Specifications of the International Organisation for Standardisation (ISO Specifications), through an Independent Inspection Agency. SELLER shall employ Bureau Veritas, who are the reputed independent Agency providing such services, based at Beira. Should the PURCHASER wish to appoint another Independent Inspection Agency instead of Bureau Veritas, any fee/cost differences shall be borne by the PURCHASER. The PURCHASER may, at his option and at his own expense, depute his representative(s) to witness the sampling and analysis by inspection agency at loadport. The SELLER shall provide necessary assistance in this regard to the PURCHASER'S representative(s).

Seller may engage Intertek as the testing agency based on Seller's satisfaction regarding Intertek's ability to provide service at Beira and thereafter if agreed by the Purchaser.

1.2 The SELLER shall furnish to the PURCHASER the Certificate of Sampling and Analysis issued by the independent inspection agency at the loadport indicating:

LOADPORT ANALYSIS:

- (a) Total Moisture
- (b) Ash
- (c) Volatile Matter
- (d) Total Sulphur
- (e) Net Calorific Value on as received basis in kcal/kg.
- (f) HGI

Note: i) The Certificate of Sampling and Analysis shall be got prepared in 10 (Ten) copies, of which 6 (six) copies shall be air mailed by the SELLER to the PURCHASER within 7(seven) days from the date of Bill of Lading in respect of the consignment and 2 (Two) copies shall be submitted by the SELLER alongwith other shipping documents for drawing payment.



- ii) The Certificate shall clearly specify that the coal loaded on the vessel, sample of which was analysed by the Independent Inspection Agency at Loadport is Thermal Coal from Benga mine in Mozambique.

1.3 For the purpose of this Agreement, the results of analysis of the MATERIALS carried out by the approved independent inspection agency at loadport, shall be final and shall form the basis of the SELLER'S invoice.

1.4 The supplies of the MATERIALS will be as per the specifications specified in Annexure – II to the Agreement. However, for any deviations in exceptional cases, in the Certificate of Sampling and Analysis at the Loadport, referred to in Para 1.2 hereinabove, from the quality specifications laid down in Annexure – II to this Agreement, the SELLER shall allow rebate(s)/diminution in price in the invoice covering the delivery of the MATERIALS in the consignment where such deviations are noticed, as specified in Annexure IIA.

PARA 2.: CHARGEABLE WEIGHT

2.1 THE SELLER shall, at his cost, determine the weight of the MATERIALS delivered at the port of loading by means of draught survey which shall be conducted by the independent inspection agency at the loadport, appointed by the SELLER (through approved licensed marine surveyors) who shall issue the Certificate of Loadport Draught Survey Weight. Where the Total Moisture (on "As received" basis) in the MATERIALS as disclosed in the Certificate of Sampling and Analysis at Loadport is in excess of 6%, the Loadport Draught Survey Weight shall be subject to adjustment for the purpose of invoicing i.e. the invoice weight shall be reduced by the excess percentage of Total Moisture over 6% @ 1.3% for every 1% increase over 6% (fractions pro-rata).

PARA 3. : QUALITY AND WEIGHT VARIATIONS MATERIAL DIFFERENCES

3.1 Results certified by the Independent Inspection Agency shall form the basis of payment which will be considered as final and binding on both the parties.

Note: Name and Address of the Independent Inspection Agency at loadport is

Bureau Veritas

PARA 4. : INSURANCE

4.1 The PURCHASER shall, at his own expense, arrange for suitable marine insurance cover for the MATERIALS delivered by the SELLER. For this purpose, the SELLER shall, if required, on completion of loading intimate to the PURCHASER by FAX/EMAIL at Nos. _____ or by e-mail at _____, the Agreement number, the port of loading, the name of the vessel, the quantity of the MATERIALS loaded on board the vessel as per Loadport Draught Survey Weight and Approximate value thereof, the Bill of Lading number and date, the date of sailing of the vessel, the name of the destination port and the expected date of arrival of the vessel at the destination port.



PARA 5. :TERMS OF PAYMENT

5.1 The purchaser shall make payment equivalent to the quantity to be delivered against each shipment in Advance to the following bank account of the Seller. Seller shall provide Proforma Invoice to the Purchaser to enable them to transfer the fund. Purchaser should send the SWIFT details of such transfer well in advance before placing the vessel for berthing :-

Bank Name	: Banco Comercial de Investimentos S.A.
Name	: Minas de Benga Limitada
Account Number	: 137311358-1300-1
IBAN No	: MZ59000800003731135813105
Swift Code	: CGDIMZMA
NIB Number	: 000800003731135813105
Currency	: USD

If there is any excess/shortage in payment for the shipment, as per the Proforma Invoice and the Final Invoice, the differential shall be refunded/paid on the strength of the final invoice or shall be adjusted against payables by seller for next shipment.

5.2 Documents

5.2.1 2/3 sets of original clean on Board Bill(s) of Lading made out to order and blank endorsed marked Notify _____. The Bill of Lading must be issued in 'CONGENBILL FORM' only.

Note : Charter Party Bill(s) of Lading marked "Freight payable as per Charter Party" will be acceptable.

5.2.2 Signed Commercial Invoices – in quadruplicate.

5.2.3 Certificate of Sampling and Analysis issued by the independent inspection agency at loadport clearly specifying that the sampling and analysis pertains to Thermal Coal loaded on the vessel – in duplicate.

5.2.4 Certificate of Origin issued by Chamber of Commerce or a similar authorised agency – in duplicate.

5.2.5 Loadport Draught Survey Weight Certificate issued by the independent inspection agency at loadport – in triplicate.

5.2.6 SELLER'S Certificate – in quadruplicate, confirming that (a) 1 (one) negotiable copy of the Bill of Lading alongwith 4 (four) non-negotiable copies of Bill of Lading (b) 2 (two) non-negotiable copies of Commercial Invoice(c) 6 (six) copies of the Certificate of Sampling and Analysis at loadport (d) 2 (two) copies of Certificate of Origin (e) 2 (two) copies of Loadport Draught Survey Weight Certificate and (f) copy of SELLER'S FAX/EMAIL advice of shipment to the PURCHASER referred to in Para 4.1 hereinabove, have been sent through Courier Service



direct to the PURCHASER at _____ within 7 (seven) days from the date of Bill(s) of Lading.

5.2.7 Copy of SELLER'S FAX/EMAIL advice of shipment to the PURCHASER referred to in Para 4.1 and 5.4 – in quadruplicate.

5.3 Within 7 (seven) days from the date of Bill of Lading in respect of each consignment, the SELLER or SELLER's Bank shall send through Courier Service, to the PURCHASER at _____, the following documents in respect of each shipment:

- (a) One (1) negotiable copy of Bill of Lading alongwith four non-negotiable copies.
- (b) Two (2) non-negotiable copies of Commercial Invoice.
- (c) Six (6) copies of the Certificate of Sampling and Analysis at loadport.
- (d) Two (2) copies of Certificate of Origin.
- (e) Two (2) copies of Loadport Draught Survey Weight Certificate.
- (f) Copy of SELLER'S FAX/ EMAIL advice of shipment to the SELLER referred to in 4.1 hereinabove.

5.4 The SELLER shall FAX/EMAIL copies of signed Bills of Lading, Commercial Invoice, Certificate of Sampling and Analysis, Certificate of Origin and Loadport Draft Survey Certificate, Seller's certificate stated at Para 5.2.6 hereinabove and PURCHASERS's advice to shipment stated at Para 5.2.7 hereinabove to the PURCHASER by FAX/EMAIL at Nos.: _____ or by e-mail at _____ with the scanned documents within 5 (five) working days after the Bill of Lading Date.

5.5 Any additional Tests, Certificates, documents, etc, required by the PURCHASER, may be directly obtained from the concerned agency, in consultation with the SELLER. Any additional charges/Fees that need to be paid on this account, has to be paid directly by the PURCHASER to such agency.

PARA 6 : DELIVERY

6.1 SELLER will deliver the MATERIALS in Handymax vessels in shipments of about 38,000 Metric Tonne +2.5/- 10% each, at about 1 shipment every 10-15 days.

6.2 The date of the Bill of Lading shall be the date of delivery in respect of the shipment. Immediately after signing of this Agreement and submission of the PG as per Clause No. 4 of the Agreement, the PURCHASER shall arrange for chartering suitable vessels for taking delivery of the MATERIALS on the basis of FOB (Trimmed) Port of Loading. The PURCHASER shall endeavour to place the vessel at the loadport to start taking delivery of the consignment of the MATERIALS within 10 days from the date of the Agreement.

6.3 The SELLER shall take necessary steps to ensure that sufficient quantity of the MATERIALS is ready for delivery at the loadport before the nomination of vessels.

6.3.1 To facilitate smooth nomination of vessels, the SELLER may indicate stem availability with proposed laydays and quantity, at least 2 (two) weeks in advance. The PURCHASER shall



endeavour to nominate vessels accordingly. The SELLER may, however, accept vessels with minor changes in laydays and quantities.

6.4 The terms of delivery of the MATERIALS shall be as per Annexure – III, which shall constitute an integral part of this Agreement.

6.5 The shipment will be subject to the condition that the SELLER is in possession of the Letter of Credit complete in all respects and subject to acceptance by the SELLER of vessel nominated by the PURCHASER and subject to the arrival of such vessel(s) at the load port within the agreed lay can with such extensions as may be mutually agreed upon in writing (in which event the validity of the Letter of Credit for shipment and negotiation shall be promptly extended by the PURCHASER), the Seller shall deliver the materials on FOB(T) basis.

6.6 The PURCHASER shall lift the full contracted quantity by 28th of February 2019, unless agreed by MBL, failing which the Performance Bank Guarantee shall be encashed and the Agreement terminated. In case the extension is granted by the SELLER, then in that case the Performance Guarantee shall not be encashed.

PARA 7. : TERMINATION

If the SELLER/PURCHASER commit breach of any provisions of this Agreement, the SELLER/PURCHASER shall notify the SELLER/PURCHASER to remedy such breach within a reasonable period. If breach continues to occur, the SELLER/PURCHASER shall have the right to terminate this Agreement.

PARA 8. : RESPONSIBILITY

The SELLER on one hand and the PURCHASER on the other hand shall be responsible for the performance of all their respective obligations under this Agreement.

PARA 9. : TRANSFER AND SUB-LETTING

The PURCHASER shall not sublet, transfer, assign or otherwise part with the Agreement or any part thereof, either directly or indirectly, without the prior written permission of the SELLER.

PARA 10. : EXPORT LICENCE

It shall be the responsibility of the SELLER to obtain the requisite Export Licence and comply with other relevant laws of its country for export of the MATERIALS.

PARA 11. : TAXES AND DUTIES

The PURCHASER shall be entirely responsible for all taxes, stamp duties, Licence fees and other such levies imposed outside the SELLER's country.

PARA 12. : COMPLETENESS OF THE AGREEMENT AND MODIFICATION



This Agreement cancels all previous negotiations between the parties hereto. There are no understandings or agreement between the PURCHASER and the SELLER which are not fully expressed herein and no statement or agreement, oral or written, made prior to or at the signing hereof shall affect or modify the terms hereof or otherwise be binding on the parties hereto. No change in respect of the terms covered by this Agreement shall be valid unless the same is agreed to in writing by the parties hereto specifically stating the same as an amendment to this Agreement.

PARA 13 : WAIVER

Failure to enforce any condition herein contained shall not operate as a waiver of the condition itself or any subsequent breach thereof.

PARA 14. : FORCE MAJEURE

14.1 If the SELLER be prevented from discharging its or their obligation under this Agreement by reason of an unforeseeable and unavoidable event beyond its reasonable control inter alia including arrests or restraints by Government or people, war, blockade, revolution, insurrection, mob violence, strikes, terrorist activities, civil commotions, civil, political or social unrest, Acts of God, plague or other epidemics, destruction of the MATERIALS by fire or flood or other natural calamity, incidents and issues interfering with the production, transportation, loading, then the time for delivery shall be extended by the time or times, during which production, transportation or loading is prevented by any such causes as hereinabove mentioned. The party invoking protection under this clause shall put the other party on notice and shall likewise intimate/notify the cessation of such causes. The delivery shall be resumed by the Party/Parties within 15 (fifteen) days from the cessation of the *Force Majeure* causes.

14.2 Should there be any interruptions in the delivery of the MATERIALS due to *Force Majeure* circumstances, the period of offtake of the MATERIALS by the PURCHASER/ period of loading of the MATERIALS by the SELLER shall automatically stand extended, equal to the actual duration of the causes interrupting the delivery of the MATERIALS by the SELLER plus a period of 2 (two) weeks to enable the affected party to make suitable arrangements for normalization of shipments.

14.3 Notwithstanding the above, once a vessel is nominated by the PURCHASER and has been accepted by the SELLER, Force Majeure event relating to the transportation of Material to the port shall not apply except if invoked by the SELLER for extension of delivery period only. However, any Force Majeure condition relating to the port and related facilities, which prevent the loading of the vessel, shall be fully applicable.

PARA 15. : ARBITRATION

All disputes arising in connection with the present Agreement shall be settled under the Rules of Arbitration of the International Chamber of Commerce, Paris by the Sole Arbitrator appointed in accordance with the said Rules and the Award made in pursuance thereof shall be binding on the parties. The Arbitrator shall give a reasoned award. The venue and seat of arbitration shall be New Delhi, India.



PARA 16. : LEGAL INTERPRETATIONS

16.1 This Agreement shall be governed by and construed according to the laws of Mozambique for the time being in force.

16.2 To interpret all the commercial terms and abbreviations used herein which have not been otherwise defined, the rules of "INCOTERMS 2010" shall be applied.

**FOR AND ON BEHALF OF THE
PURCHASER**

**FOR AND ON BEHALF OF THE
SELLER**

ANNEXURE – II

TO

AGREEMENT NO. _____ DATED _____

TECHNICAL SPECIFICATION OF THERMAL COAL

Parameters	Basis	Value	Rejection Limit
Net Calorific Value kcal/kg	Ar	5500	Less than 5300
Total Sulphur % (ISO 19579)	Ad	1 max	More than 1.2
Ash % (ISO 1171)	Ad	28 max	More than 31
Total Moisture % (ISO 589)	Ar	6 max	
Volatile Matter % (ISO 562)	Ad	17 min	
Hardgrove Grindability Index		65-75	
Size (ISO 1953)	Mm	0-50	



ANNEXURE – IIA

AGREEMENT NO. _____ DATED _____

BONUS & PENALTIES

S. N.	Technical Paramaters	Basis for application of Bonus/ Penalty in price	Penalty in US \$ per Metric Tonne
(1)	(2)	(3)	(4)
1.	Ash	Penalty for every increase of 1% (fractions pro-rata) in Ash content in excess of the specification of 28% Max upto 31%	1.2% of the FOB Price
2.	Sulphur	Penalty for every increase of 0.1% (fractions pro-rata) in Sulphur content in excess of 1% upto 1.2%	1% of the FOB Price
3.	Total Moisture	If the Total Moisture (on "As received" basis) in the MATERIALS as disclosed in the Certificate of Sampling and Analysis at Loadport is in excess of 6%, the Loadport Draught Survey Weight shall be subject to adjustment for the purpose of invoicing i.e. the invoice weight shall be reduced by the excess percentage of Total Moisture over 6% @ 1.3% for every 1% increase over 6% (fractions pro-rata).	



ANNEXURE – III

AGREEMENT NO. _____ DATED _____

TERMS & CONDITIONS FOR DELIVERY OF THE MATERIALS ON THE BASIS OF FOB (TRIMMED) PORT OF LOADING

1. The PURCHASER shall charter vessels required for carriage of the MATERIALS under this Agreement upon the terms of the AMERICANISED WELSH COAL CHARTER PARTY with such variations or deletions therein or additions thereto as are necessary to make it conform to the provisions of this Agreement and as further elaborated herein below.

2. The PURCHASER shall charter single-decker vessels with maximum 5 hatches suitable for loading of 38,000 Metric Tonne (Handymax Vessel) with a tolerance of +2.5/- 10% per voyage, at ship owner's or Charterer's (i.e. PURCHASER'S) option. In case vessels of other size are available for meeting the requirements, the PURCHASER shall have the option of chartering and nominating such vessels also. While chartering the vessels, the PURCHASER shall take into account the details furnished by the SELLER to the PURCHASER regarding the coal loading facilities, acceptable dimensions of the vessels, clearance dimensions of the coal loading gantries and sailing draught at the loadport(s).

2.1 Keeping in view the limitations at the BEIRA port, the PURCHASER shall ensure that the vessels engaged by them for shipment of the MATERIALS under this Agreement have (a) 5 hatches and LOA not exceeding 199 MTR (b) stern of vessel up till the centreline of Hatch #3 should not be more than 120 meter (c) minimum deballasting capacity of 1800 tph (d) the notified draft alongside quay no. 8, the coal loading berth is 9.5 m and vessels are regularly loaded to this draft (e) loading on NAABSA basis. Due to river flowing through the port there is soft mud buildup against the quay wall which is regularly touched by vessels without any damage reported by vessels.

2.2 The vessel nominated by the PURCHASER shall be classed highest Lloyds or equivalent, be in thoroughly seaworthy condition, comply in every respect with all International and Local regulations, comply with all regulations governing the carriage by sea of coal in bulk and shall be maintained as such for the duration of the voyage.

3. The Charter Party/ Parties between the Ship-owner(s) and the PURCHASER in respect of the vessel(s) fixed by the PURCHASER for carriage of the MATERIALS under this Agreement shall, *inter-alia*, provide for the following:

3.1 The Ship-owner shall bear and pay all port dues (except port loading charges), tonnage dues, light dues and all other taxes, assessments and charges which are customarily payable at the loadport(s) on or with respect to the vessel(s).



3.2 The Master of the vessel shall give FAX/EMAIL / *e-mail* advice(s) at the intervals of 7 days, 72 hours and 24 hours to the SELLER regarding the ETA of the vessel and the quantity required to be loaded into the vessel at the loadport to _____

3.3 The Master of the vessel shall provide free use of light on board the vessel as may be required for working the vessel at the loadport(s) and in each case free of expense to the SELLER.

3.4 The Master of the vessel shall allow on board the vessel the authorised representative(s) of the Independent Inspection Agency/ Marine Surveyors at the loadport(s) to witness/ inspect and supervise the loading of the MATERIALS into the hatches of the vessel as well as to carry out draught surveys.

3.5 Bills of Lading shall be prepared on the basis of the Draught Survey Weight determined by the Independent Inspection Agency through approved Marine Surveyors at the loadport and such Bill(s) of Lading shall be endorsed by the Master of the vessel or the agents of the Ship owner at the loadport within 24 hours after completion of loading. The Bill(s) of Lading must be issued in "CONGENBILL FORM" only.

3.6 The Master of the vessel or the agents of the Shipowner at the loadport shall release Bill(s) of Lading marked "Freight payable as per Charter Party" immediately after completion of loading.

4. Based on the delivery schedule agreed upon between the PURCHASER and the SELLER, the PURCHASER shall nominate vessel about two (2) weeks prior to effecting of the shipment. The SELLER shall confirm to the PURCHASER by EMAIL at _____, the acceptance of such vessel(s) within 1 (one) working days of the nomination thereof. The laydays for each vessel shall be narrowed down to 6 (six) days, in advance of the ETA of the vessel at the loadport.

5. Upon the fixture of any vessel by the PURCHASER for carriage of the MATERIALS under this Agreement, the PURCHASER shall intimate to the SELLER relevant particulars of such vessel. The PURCHASER reserves the right to appoint his own agent(s) at the loadport(s).

6. The SELLER shall arrange to deliver/ load the MATERIALS FOB (TRIMMED) into the vessel(s) nominated by the PURCHASER and accepted by the SELLER at the port of loading.

7. The SELLER shall arrange for a safe loading berth for the vessel at the notified loading port.

8. The SELLER shall guarantee to deliver/ load the MATERIALS into the vessel(s) (FOB Trimmed), at the following rate:

Guaranteed rate of loading per Weather Working Day (WWD) of twenty four (24) consecutive hours, Saturday, Sundays, Holidays Included, (SSHINC) except for 25th December and 1st January unless used.



18000 Metric Tonne

8.1 If any overtime work is performed by the crew of the vessel at the port of loading, crew's overtime shall be borne and paid for by the Ship-owner and/or PURCHASER.

9. Upon arrival of the vessel at the outer anchorage or at the pilot station of the loadport, whether the vessel is in free pratique or not and in berth or not, Master of the vessel shall serve on the SELLER the Notice of Readiness of the vessel to load cargo (MASTER'S N/R).

10. If the vessel, whether in free pratique or not, is found by the SELLER not to be ready in any other respect to load after its berthing, the specific grounds on which the vessel is found not to be ready to load, shall be recorded by the SELLER in the STATEMENT OF FACTS which is also to be accepted and signed by the Master/ Agent of the vessel at the loadport. In such an event, the laytime shall not be deemed to have commenced until the vessel is in fact ready to load in all respects. In the Statement of Facts there should be proper notation as to the delays attributable to shoreside or to the Vessel. Statement of Facts should be signed by all concerned.

11. Laytime (i.e. loading time) shall commence 24 hours after the time at which MASTER'S N/R is served, whether the vessel is in berth or not and in free pratique or not, unless the loading of the MATERIALS sooner commenced, in which event laytime shall count from the actual time of commencement of loading. Any time lost by the vessel in waiting for berth shall also count as loading time. If the vessel arrives and commences loading before the agreed laycan, then the laytime shall commence from the time of commencement of loading.

Excepted periods

If, after berthing, the vessel is found by the Port Authorities/ SELLER not ready in all respects to loading, laytime will not commence until the vessel is in fact ready in all respects to loading.

Loading interruptions that occur as a result of any act of the PURCHASER, due to the vessel's requirements (which includes a draft survey and draft check time), even if the vessel is already on demurrage.

Time lost by reason of any or all of the following causes preventing loading of the cargo shall not be computed as Laytime even if the vessel is already on demurrage:

War, rebellion, Tumult, Political disturbances, Insurrection.

Lockouts, Strikes, Riots, Civil Commotion, Terrorist activities.

Epidemics, Quarantine, Landslips, Floods, Frost or Snow, bore tides, bad weather.

Stoppage of work, whether partial or general, by Workmen, Longshoremen, Tug-boat men or other hands essential to the working of the vessel or loading of cargo from the vessel.

Accidents at the wharf.



Intervention of Sanitary, Customs and/or other constituted authorities.

Any other cause beyond the control of the SELLER.

12. The SELLER shall arrange to deliver/load the MATERIALS into the vessel and to trim the MATERIALS inside the hatches of the vessel by mechanical or manual means at the option of the SELLER in accordance with the instructions of and to the satisfaction of the Master or the Chief Officer of the vessel free of risk and all expenses either to the vessel or to the PURCHASER. Claims for damage caused to the vessel by stevedores, if any, are to be settled between the SELLER and the Ship owners.

The Master/ Agent of the vessel at the loadport should notify in writing of any alleged damage to the vessel by the stevedores and failure to so notify shall bar any claim therefor. In any event, any such claim shall be barred if not made prior to the departure of the vessel from the loadport where damage is alleged to have occurred.

13. Should the SELLER fail to deliver/ load the MATERIALS into the vessel(s) in full or in part for reasons other than *Force Majeure*, the SELLER shall be liable to the PURCHASER for all payment or expenses which the PURCHASER may incur by reason of such non-delivery including dead freight or extra freight, demurrage to the vessel and/or any other charges and expenses of whatsoever nature which may be incurred by the PURCHASER.

14. Immediately on completion of loading of the MATERIALS into the vessel, the SELLER shall give regular loading updates to the PURCHASER. Immediately on completion of loading of the MATERIALS into the vessel, the SELLER shall furnish the following details by FAX/EMAIL at Nos.: _____ or by e-mail at _____ to the PURCHASER to enable the PURCHASER to take necessary marine insurance cover, (i) Name of the vessel (ii) Quantity loaded as per Loadport Draught Survey Weight and approximate value thereof (iii) Name of the loadport, (iv) Date and time of commencement and completion of loading and (v) Date and time of sailing of the vessel from the loadport (vi) No. and date of Bill of Lading.

15. Immediately on completion of loading, the SELLER shall obtain from the Master of the vessel or the Agents of the vessel at the loadport 'CLEAN ON BOARD' shipped Bill(s) of Lading.

16. Immediately after completion of loading, a STATEMENT OF FACTS shall be made out at the loadport duly signed by the Master of the vessel /Agents of the vessel at the loadport and the SELLER or their Agents at the loadport. Before the sailing of the vessel from the loadport, copies of the Statement of Facts shall be handed over to the Master of the vessel/ Agents of the vessel at the loading port.

17. In the TIME SHEET based on the aforesaid STATEMENT OF FACTS, the computation of laytime allowed and laytime used shall be based on the terms & conditions contained in Para 8, 8.1, 9, 10 and 11 hereinabove. Despatch, if any, shall be calculated on the basis of "working time saved". The rate of demurrage/ despatch shall be as stipulated in Charter Party relating to the vessel. In the case of demurrage, the SELLER shall remit the agreed amount of demurrage to the PURCHASER. In the case of despatch, the PURCHASER shall remit the agreed amount of



despatch to the SELLER. The final settlement of the account of demurrage/ despatch in respect of each vessel shall be effected directly between the SELLER and the PURCHASER on the above basis, within 90 days from the date of receipt of claim with supporting documents. Laytime calculation to be forwarded by SELLER within 30 (thirty) days from the date of sailing of the vessel from the Loadport on vessel to vessel basis.

18. The SELLER has agreed to comply with the International Ship and Port Facility Security (ISPS) Code stipulated by the International Maritime Organisation, which has come into effect w.e.f. 1st July 2004. Failure on the part of the SELLER to comply with the ISPS code's requirements and/ or the Loadport not conforming with the ISPS Code and any delays caused by such failures shall be to the SELLER's account who shall be fully responsible for all the consequences arising out of it.

Note :

1. Name, Address, FAX/EMAIL / e-mail and telephones numbers for serving Notice regarding ETA of the vessel and Notice of Readiness of the vessel to the SELLER at the Loadport as per Para 3.2 and 9 hereinabove:

Minas de Benga, Limitada
Prédio dos CFM
Bairro Chaimite
Rua do Príncipe, 5º A/E
Beira – Moçambique
e-mails: Sudhir.Kumar@icvl.co.mz; and Ircilio.Godinho@icvl.co.mz
Ph: + 258 82 512 21 70
+ 258 84 302 32 93

2. *(i) Parcel size has been indicated in Clause 2 as per MBL's requirement. However, alternate parcel size, due to loadport restrictions, if any, can be considered by MBL.*

(ii) Clause 8 indicates Guaranteed Rate of Loading as per MBL's requirement. However, alternate Guaranteed Rate of Loading to suit loadport requirements/ restrictions can be considered by MBL.

**FOR AND ON BEHALF OF THE
PURCHASER**

**FOR AND ON BEHALF OF THE
SELLER**



ANNEXURE – IV

AGREEMENT NO. _____ DATED _____

FORM OF PERFORMANCE BANK GUARANTEE

TO
MINAS DE BENGA, LIMITADA
Av. 24 de Julho, nº 1123, 4º Piso
Maputo – Moçambique

Bank Guarantee No. _____ Dated ___/___/_____

LETTER OF GUARANTEE

1. WHEREAS MESSRS **Minas de Benga, Limitada** (hereinafter referred to as the SELLER) and MESSRS. _____ (hereinafter referred to as the PURCHASER) have entered into the Agreement No. _____ Dated _____ (hereinafter called the "said AGREEMENT") for the supply of _____ (_____) Metric Tonne of Thermal Coal (hereinafter referred to as the MATERIALS) on the terms & conditions mentioned therein.

2. WE, _____ at the request of the PURCHASER, do hereby undertake and indemnify and keep indemnified the SELLER to the extent of US\$ _____ (United States Dollar _____ only) against any loss or damage that may be caused to or suffered by the SELLER, by reason of any breach by the PURCHASER of any of the terms & conditions of the said AGREEMENT and/or in the performance of the said AGREEMENT by the PURCHASER. We agree that the decision of the SELLER as to whether any breach of any of the terms & conditions of the said AGREEMENT or in the performance thereof has been committed by the PURCHASER and the amount of loss or damage that has been caused to or suffered by the SELLER shall be final and binding on us and the amount of the said loss or damage shall be paid by us forthwith to the SELLER on first demand and without protest or demur.

3. WE, _____, hereby further agree that the guarantee herein contained shall remain in full force and effect during the period that would be taken for satisfactory performance and fulfilment in all respects of the said AGREEMENT and that it shall continue to be enforceable for (a) six (6) months after the date of Bill of Lading of the last consignment of the MATERIALS under the said AGREEMENT or, (b) in the event of any dispute(s) between the PURCHASER and the SELLER, until such period(s) the dispute is fully settled, whichever date is later, and that if any claim accrues or arises against us, _____, by virtue of this Guarantee before the dates referred to at (a) and (b) herein above, the same shall be enforceable against us, _____, notwithstanding the fact that the same is enforced after the dates referred to at (a) or (b) hereinabove, whichever date is later, provided that notice of any such claim has been given by the SELLER before the



dates referred to at (a), or (b) hereinabove, as the case may be. Payments under this LETTER OF GUARANTEE shall be made promptly upon our receiving the notice to that effect from the SELLER on demand and without protest or demur.

4. It is fully understood that this Guarantee shall become effective from the date of the said AGREEMENT and that WE, _____, undertake not to revoke this Guarantee during its currency without the prior written consent of the SELLER.

5. WE, _____, hereby further agree that the SELLER shall have the fullest liberty, without affecting in any manner our obligations hereunder, to vary any of the terms & conditions of the said AGREEMENT or to extend the time of performance of the said AGREEMENT by the SELLER from time to time or to postpone for any time or from time to time any of the powers exercisable by the SELLER against the SELLER and to forbear or to enforce any of the terms & conditions relating to the said AGREEMENT and WE, _____ shall not be released from our liability under this Guarantee by reason of any such variation or extension being granted to the SELLER or any forbearance and/or omission on the part of the SELLER or any indulgence by the SELLER or by any other matter or thing whatsoever which under the law relating to sureties would, but for this provision, have the effect of so releasing us from our liability under this Guarantee.

6. WE, _____, hereby further agree that the Guarantee herein contained is initially valid upto _____ and that the same shall be extended further according to the provisions contained hereinabove.

7. WE, _____, hereby further agree that the Guarantee herein contained shall not be affected by any change in the constitution of the SELLER and/or the SELLER.

FOR AND ON BEHALF OF

Signature:

Name: _____

DULY CONSTITUTED ATTORNEY
& AUTHORISED SIGNATORY

Designation: _____

Place.....

dated:

The Performance Bank guarantees should be established in favour of Minas de Benga, Lda. through any Mozambique Bank (preferrably Standard Bank or BCI) or through a branch of a reputed Foreign Bank having high safety for credit rating