

From,

To,

Superintending Engineer,  
Solid Waste Management,  
Corporation of Chennai,  
Rippon Buildings,  
Chennai-600 003

M/s. Ramky Enviro Engineers Ltd.  
# 6-3-1090, 5<sup>th</sup> Floor, TSR Towers,  
Above Standard Chartered Bank,  
Rajbhavan Road, somajiguda,  
Hyderabad-500 082.

S.W.M.C.No.A7/2860/2011

Dated: 01.11.2011

Sirs,

Sub:- Corporation of Chennai-Solid Waste Management-Selection of Private Operator for collection, segregation, transportation and disposal of Municipal Solid Waste in the proposed new Zones IX, X and XIII of Corporation of Chennai-Bid submitted-MOU furnished for forming consortium-Clarification sought-regarding.

Ref:- Bid document submitted by you dated.24.10.2011

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With reference to your above tender, you are hereby informed that the certificate furnished by you obtained from your auditor says that " This is to certify that M/s. Ramky Enviro Engineer Limited, "RAMKY HOUSE" Rajbhavan Road, Somajiguda, Hyderabad-500 082, A.P alongwith its subsidiaries was having the following turnover in MSW Division which includes Collection, transport, disposal and EPC of MSW facilities for the last 3 years as per the information and explanations given to us "

Therefore, you are requested to clarify that what are the subsidiaries companies whose annual turnover was taken into account and what the percentage of stake-holding of M/s. Ramky Enviro Engineers Limited in the subsidiary companies whose turnover taken into account in furnishing the financial turnover.

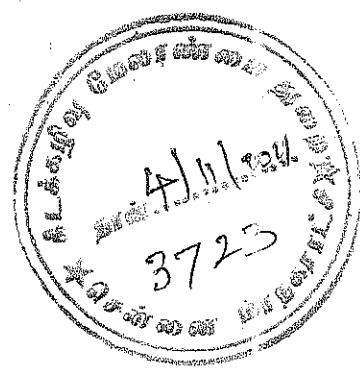
Kindly furnish clarifications for the above within three days of your receipt of this letter. Otherwise it is informed that you tender will be considered on the available documents furnished by you.

Read  
[Signature]  
02/11/11

EB  
02/11/11

[Signature]  
Superintending Engineer(SWM)

02/11



02 November 2011

To  
 The Superintending Engineer  
 Solid Waste Management  
 Corporation of Chennai  
 Rippon Buildings  
 Chennai - 600003

Sub: Clarification on the bid documents submitted by us dated 24.10.2011  
 Ref: 1. Your Letter No. S.W.M.C. No. A7 / 2860 / 2011 dated 01.11.2011  
 2. Corporation of Chennai - Solid Waste Management - Selection of Private Operator for collection, segregation, transportation, and disposal of Municipal Solid Waste in the proposed new zones IX, X and XIII of Corporation of Chennai .

Dear Sir

With reference to your above cited letter, we herewith submit the details of our subsidiary companies along with the shareholding percentage as per the audited financial statements of the respective companies as at March 31, 2011 as follows:

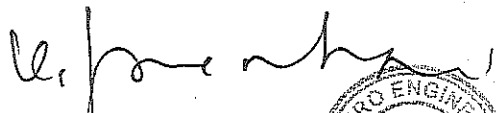
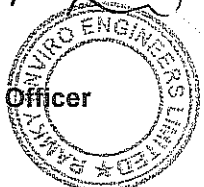
S.NO.	NAME OF THE SUBSIDIARY	% HOLDING OF RAMKY ENVIRO ENGINEERS LTD
1	Ramky Energy & Environment Limited	100%
2	Guwahati Waste Management Company Private Limited	100%
3	Delhi MSW Solutions Limited	99.76%

Kindly take note of the above.

Thanking you.

Yours faithfully

for Ramky Enviro Engineers Limited

  
 I. W. Vijaya Kumar  
 Director & Chief Financial Officer  


for VISWESWARA RAO & ASSOCIATES

Chartered Accountants  
 Firm Registration No. 005774S  
  
 Mahidhar S. G.  
 Partner  
 Membership No. 216463  


EE 2 / A7  
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 9/11/11  
 SE / SWM

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From,

To,

Superintending Engineer,  
Solid Waste Management,  
Corporation of Chennai,  
Rippon Buildings,  
Chennai-600 003

M/s. Ramky Enviro Engineers Ltd.  
# 6-3-1090, 5<sup>th</sup> Floor, TSR Towers,  
Above Standard Chartered Bank,  
Rajbhavan Road, somajiguda,  
Hyderabad-500 082.

S.W.M.C.No.A7/2860/2011

Dated: 19.11.2011

Sirs,

Sub:- Corporation of Chennai-Solid Waste Management-Selection of Private Operator for collection, segregation, transportation and disposal of Municipal Solid Waste in the proposed new Zones IX, X and XIII of Corporation of Chennai-Bid submitted by you-Pre-qualified-opening of financial bid-intimated-regarding.


Ref:- Bid document submitted by you dated.24.10.2011

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With reference to your Bid for the Selection of Private Operator for Collection, Segregation, transportation and disposal of Municipal Solid Waste in the proposed new Zones IX, X and XIII of Corporation of Chennai, you have been pre-qualified for opening of your financial bid.

Therefore, you are informed that the Opening of Financial Bid has been scheduled on 21.11.2011 at 4.00 pm at the office of the Superintending Engineer(SWM).

Therefore, you are hereby informed to be present or authorise any person to participate in the tender opening event with authority to have negotiation of rates in the financial bid and to take decision thereon.

  
19/11/11  
Superintending Engineer(SWM)

Received  
19/11/11  
SPINHAR (RAMKY)  
Dt: 2/11/11

From,

Superintending Engineer,  
Solid Waste Management,  
Corporation of Chennai,  
Rippon Buildings,  
Chennai-600 003

To,

M/s. Ramky Enviro Engineers Ltd.  
# 6-3-1090, 5<sup>th</sup> Floor, TSR Towers,  
Above Standard Chartered Bank,  
Rajbhavan Road, somajiguda,  
Hyderabad-500 082.

S.W.M.C.No.A7/2680/2011

Date: 21.11.2011

Dear Sirs,

Ref:- Your Request For Proposal for the selection of private operator for collection, transportation and disposal of Municipal Solid Waste in the proposed new Zones in Zone IX, X and XIII of Corporation of Chennai, submitted on-24.10.2011

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With reference to your tender for the selection of private operator for collection, transportation and disposal of Municipal Solid Waste in the proposed new Zones in Zone IX, X and XIII of Corporation of Chennai and the rate quoted by you in your financial bid, you are requested to kindly call on the undersigned, urgently, for negotiation of rates quoted by in you in your financial bid.

*[Signature]*  
21/11/11  
Superintending Engineer(SWM)

*[Signature]*  
21/11/11

*[Signature]*  
S.W.M.C. No. A7/2680/2011  
21/11/11

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Dated 21st November 2011

To

The Supt. Engineer,  
Corporation of Chennai  
Ripon Building.

Sir,

Sub: Price Negotiations req for Solid waste Management.  
Ref: your letter reference S.W.M.C No. A7/2860/2011  
dated 19/11/2011.

With reference to above and further to our meeting held at  
Your office regarding reduction in price, we wish to inform you  
the following.

1. The Penalties clauses are very stringent and needs extra  
Supervision.
2. The payment terms are very stringent and only 50% will be  
received initially. Hence our working Capital requirements are  
more which has to borrow more money than Normal  
Condition.
3. The Performance Requirements need to meet consistently and  
additional resources has to be deployed.
4. As the traffic Congestion is increasing day by day, night Containment  
also to be Carried out which needs extra payment to work force.

Considering the above, It is very difficult to offer any discount  
on the rate quoted as such, the rates quoted are very  
Competitive for the scope of work and tender requirements. However  
Considering our interest to Associate with Coe and good will of Coe,  
we propose a discount Rs Four per sq Metric ton.

Thanking you and assuring you our best Services. For Ramkrishna Engineers Ltd.

P. H. R. P. S.

Date 22.11.2011

-999-



RAMKY ENVIRO ENGINEERS LTD.  
#6-3-1090, 5<sup>th</sup> Floor TSR Towers  
Above Standard Chartered Bank,  
Rajbhavan Road, Somajiguda,  
Hyderabad - 500 082  
Tel: +91 - 40-44422222 (60 Lines)  
Fax: 040 - 44422008 / 44422268  
E-mail: mswcorporate@ramky.com

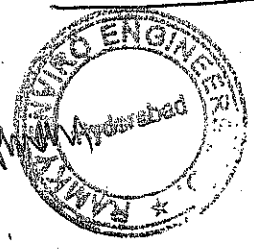
The Commissioner  
Corporation of Chennai  
Chennai

Sir

Sub: Privatization of Collection, Transportation & Sweeping in the Zones 9, 10 & 13 of CoC.  
Ref: Your letter dated 21.11.2011 calling for negotiations on the quoted price.

This has reference to your above letter calling in to discuss with Officers of CoC for negotiating the quoted tipping of Rs 1494/ton of MSW for the above tender. We refer to our discussions with the Chief Engineer, Dy. Commissioner and yourself in this regard. We have initially offered a discount of Rs 4/ton of MSW on our quoted price. Further, with your discussions we agree to a discount of a total of Rs 25/ton (inclusive of the initial Rs 4/ton) as our best tipping fee. Our confirmed, revised quoted tipping fee stands at Rs 1469/ton of Municipal waste as per scope work. We look forward to receive your agreement. CoI and to enter into

Thank you.



Respectfully,  
Ramky

Towards sustainable growth

At  
pudup.  
22/11/11  
Sep 2011



From,

Commissioner,  
Corporation of Chennai,  
Rippon Buildings,  
Chennai-600 003

To,

M/s. Ramky Enviro Engineers Ltd.  
# 6-3-1090, 5<sup>th</sup> Floor, TSR Towers,  
Above Standard Chartered Bank,  
Rajbhavan Road, somajiguda,  
Hyderabad-500 082.

S.W.M.C.No.A7/2860/2011.

Dated: 24.11.2011

Sirs,

Sub:- Corporation of Chennai-Solid Waste Management-Selection of Private Operator for collection, segregation, transportation and disposal of Municipal Solid Waste in the proposed new Zones IX, X and XIII of Corporation of Chennai-Bid submitted by M/s. Ramky Enviro Engineers Limited-Bid approved by the Competent authority-Letter Of Award issued-regarding.

- Ref:- 1 Bid submitted by M/s. Ramky Enviro Engineers Ltd., dated.24.10.2011
2. Negotiation letter from M/s. Ramky Enviro Engineers Ltd dated 21.11.2011
3. Negotiation letter from M/s. Ramky Enviro Engineers Ltd dated 22.11.2011
4. Resolution of Council No.345/2011, dated 23.11.2011

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The Bid offered by M/s. Ramky Enviro Engineers Ltd., cited in the reference 1<sup>st</sup> for the selection of Private Operator for collection, segregation, transportation and disposal of Municipal Solid Waste in the proposed new Zones IX, X and XIII of Corporation of Chennai(COC), read with the negotiation of price quoted in their Financial Bids, vide their letters cited in the reference 2<sup>nd</sup> and 3<sup>rd</sup>, has been approved by the Competent Authorities at the negotiated price for seven years as stated below as per the tender conditions.

Year	Tipping fee payable to the Bidder for the removal of MSW per Metric Tonne in INR
For 1 <sup>st</sup> year	Rs.1469.00
For 2 <sup>nd</sup> year	Rs.1542.45
For 3 <sup>rd</sup> year	Rs.1615.90
For 4 <sup>th</sup> year	Rs.1689.35
For 5 <sup>th</sup> year	Rs.1762.80
For 6 <sup>th</sup> Year	Rs.1836.25
For 7 <sup>th</sup> Year	Rs.1909.70

Therefore, this Letter Of Award (LOA) is issued to M/s. Ramky Enviro Engineers Ltd., in duplicate, accepting their bid together with the negotiation letters offered by them. M/s. Ramky Enviro Engineers are requested to return the duplicate copy of this LOA, duly endorsing that this LOA is accepted by them, in token of their acceptance of this LOA, within SEVEN DAYS of their receipt hereof.

M/s. Ramky Enviro Engineers are also requested to furnish Security Deposit/Performance Security (Performance Guarantee) for the value of INR.3,00,00,000/- (Rupees Three Crores Only) by means irrevocable Bank Guarantee obtained from the Scheduled Banks, situated within the territorial jurisdiction of COC in the format prescribed in Schedule C of the Concession Agreement, or by means of Demand Draft drawn in favour of Commissioner, Corporation of Chennai.

M/s. Ramky Enviro Engineers are also requested to execute an agreement, in duplicate, copy of which may be obtained from the undersigned, within FIFTEEN DAYS of the receipt of this letter for faithful performance of the Contract.

M/s. Ramky Enviro Engineers are also requested to submit their Micro Plan, separately for each Zone, as per clause 6.4 of the Concession agreement, within SEVEN DAYS of receipt hereof.

Kindly note that if the company fails to fulfill the above conditions and requirements within the time stipulated, the EMD furnished by them will be forfeited and further action will be initiated.

Accepted  
by  
[Signature]  
(SP/HRM Ramky)

[Signature]  
24/4/14  
Secy/HRM

[Signature]  
24/4/14  
Commissioner