

कोल इण्डिया लिमिटेड

(महाराष्ट्र कंपनी)

(भारत सरकार उपक्रम)

व्यवसाय विकास - ऊर्जा व्यवसाय

"कोल भवन", प्रेमिसेस नं० 04-MAR, प्लॉट नं० AF-III,

एक्शन एरिया IA, न्यू टाउन, राजारहाट,

कोलकाता 700163

Website: www.coalindia.in

CIN: L23109WB1973GOI028844



5 DECADES OF UNEARTHING ENERGY

COAL INDIA LIMITED

(A Maharatna Company)

(A Govt. of India Undertaking)

BUSINESS DEVELOPMENT - ENERGY BUSINESS

"Coal Bhawan", Premises No. 04-MAR,

Plot No. AF-III, Action Area IA

New Town, Rajarhat, Kolkata - 700163

Website: www.coalindia.in

CIN: L23109WB1973GOI028844

Ref No.: CIL/BD/2025/Listing/CMPDIL/WO/6551

Date: 06-02-2025

To,

M/s CRISIL LIMITED

CRISIL Limited, Plot-46,

Sector 44, Opp. PF Office,

Gurugram 122003, Haryana

Kind Attention: Shri Satnam Singh (satnam.singh@crsil.com)

Dear Sir/Madam,

Sub: Work Order for the Job of "Engagement of CRISIL Limited ("CRISIL") as the Industry Research Agency for proposed public issue and listing of equity shares of Central Mine Planning & Design Institute Limited (CMPDIL/Issuer) through partial disinvestment of Coal India Limited (CIL/Selling Shareholder) equity shareholding in CMPDIL (Offer)" on Nomination basis

Ref: Bid submitted against Tender ID: CIL/BD/2025/Listing/CMPDIL/6536 dated 10.01.2025

With reference to the above, CIL Management is pleased to place Work Order on the above mentioned subject to **M/s CRISIL Limited** with the following terms and conditions:

- 1. Scope of Work:** Refer Annexure-A for Scope of Industry Research Agency
- 2. Timelines & Deliverables:**
 - 2.1. Draft Industry Report from CRISIL - 5 weeks from the receipt of work order.
 - 2.2. Final Industry Report - 2 weeks from the comments from CMPDIL / CIL
- 3. Total Contract Price & Payment Milestone :**
 - 3.1. Part-I: 60% Payment on Issuance of consent letter for Industry report
 - 3.2. Part-II: 20% on incorporating final comments received from SEBI on Industry report
 - 3.3. Part-III: 20% on Launch of IPO/ Listing of shares
 - 3.4. Total lump sum contract price, inclusive of incidental expenses and out-of-pocket expenses, shall be ₹ 20,00,000.00+ ₹ 3,60,000.00 (GST @ 18%) amounting to ₹ 23,60,000.00 (Rupees Twenty Three Lakh Sixty Thousand Only).
- 4. Period of Contract:** The total Contract period is for 75 (seventy) days from the date of issuance of Work Order.
- 5. Payment Terms:**
 - 5.1. All payment by CIL shall be made in INR only.
 - 5.2. Fee quoted by the Industry Research Agency would be paid by CIL along with applicable GST after deducting Tax Deducted at Source (TDS) as applicable.
 - 5.3. Milestone based payment will be made to the Consultant on submission of the deliverables within the prescribed timelines.
 - 5.4. TDS certificate shall be issued to the Firm by CIL

- 5.5. In general, payment will be made within twenty-one (21) days of the submission of specified documents, along with three (3) copies of the tax invoices (separately indicating basic price and GST applicable), subject to the veracity of the bill/invoice submitted by the Firm.
- 5.6. The bills shall be raised as per the payment milestones which will be paid within 21 (twenty-one) days after receipt and acceptance of the same. During this period, no interest is payable on any amount whatsoever to the Firm.
- 6. Bills:**
- 6.1. GST compliant bills shall be raised in triplicate along with acceptance certificate.
- 6.2. No interest is payable on any amount whatsoever to the Firm.
- 6.3. The invoice will be raised in the name of Coal India Limited (GSTN: 19AABCC3929J1ZH)
- 6.4. The bill raised by the Firm will be certified/accepted by the designated Project Coordinator / General Manager (Min./BD), CIL.
- 7. Paying Authority:** General Manager/HoD (Finance) of CIL.
- 8. General Terms & Conditions:**
- 8.1. The Industry Research Agency would be expected to discuss their findings, observations, analyses and their suggestions with CIL/Subsidiary officials either over conference calls or through meetings in person during the course of the assignment.
- 8.2. The Industry Research Agency would need to complete the assignment in the stipulated time span from the date of issuance of WO.
- 8.3. The Firm must ensure the confidentiality of the information supplied by CIL and take necessary care to protect the confidentiality.
- 8.4. Any mandatory disclosures by any government authorities should be promptly intimated to CIL in writing.
- 8.5. The Firm must act, at all times, in the interest of the employer / client and render any advice / service with professional integrity.
- 8.6. The Firm shall avoid any conflict of interest while discharging contractual obligations and bring, before-hand, any possible instance of conflict of interest to the knowledge of the employer / client, while rendering any advice or service.
- 8.7. The Firm shall cooperate fully with any legitimately provided / constituted investigative body, conducting inquiry into processing or execution of the consultancy contract / any other matter related with discharge of contractual obligations by the Consultant.

Thanking you.

On behalf of Coal India Limited
Digitally signed by SAGAR

SEN

Date: 2025.02.06 17:40:30

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General Manager (Mining/Business Development)
COAL INDIA LIMITED

Annexure A

Scope of work for the Industry Research Agency**1. India Macro-economic Overview**

- a. World economy and Indian economy snapshot
- b. DP growth in India compared to the world's major economies including advanced and emerging markets (last 5 years)
- c. GDP growth for world's major economies including advanced economies, emerging markets and India (next 5 years)
- d. Growth drivers for increase in GDP in India till fiscal 2030
- e. India GDP trends and composition by sectors (Historical growth scenario (5 years) & 5-year growth forecast only at overall GDP)
- f. Last 5 year trends of key macro-economic indicators such as Index of Industrial Production (IIP) covering growth in mining and other sectors, per capita income, Inflation, fiscal deficit etc.
- g. Sector wise contribution to GVA for last 5 years from fiscal 2020 (focus on Industry, mining/ coal industry)
- h. Overview of other demographic factors - 1. Per capita electricity consumption, 2. Urbanization
- i. Outlook on Carbon Reduction Emission measures and corresponding developments- United Nations Climate Change Conference- COP 26, Total energy demand,
- j. Mining/ coal industry contribution to % of India GDP in last 10 years
- k. Steel/Power/Cement industry contribution to % of India GDP in last 10 years and forecast till 2030

2. Indian Mining Consultancy and Coal Mining Industry Overview

- a. Overview of the structure of Indian Mining consultancy services industry and major business drivers including:
 - Trends in mining consultancy services, major developments and technology enablement like use of AI and remote sensing; and other services like Geomatics and project planning
 - R&D involved in the sector along with the budgetary allocation by Centre and State
 - Role of mine exploration and resource evaluation in mining industry and estimation of market size
 - Policies regarding sustainable mining and its impact on the need for innovation in mining techniques
 - Industry concerns including safety, environmental laws etc. and role of mining consultancy services on the same
- b. Analysis of regulatory frameworks and policies governing the coal sector in detail
 - Central laws and policies
 - State level laws and implementation
 - Market structure since last 10 years specially with opening up of market for commercial miners
 - Effect of global events on coal sector and focus on renewal power.
- c. Central government focus on coal sector- Economic Survey and Union Budget analysis
- d. India's energy requirements, share of energy requirement from different sources and positioning of India on energy requirements by comparing to world including

- Energy requirements and availability, peak demand and energy deficit for last 5 years and projections for next 5 years.
- Per capita power consumption in India and benchmark with global economies
- e. Coal's dominance in India's energy and power sectors with share of consumption.
- f. Overview on the Indian coal demand and supply scenario since last 10 years covering key regions of coal reserves in India and state-wise mining output
- g. Expected gap/ surplus historical for last 5 years and way forward for next decade 2030 and 2035 with focus on non-coking and coking coal separately
- h. Import trends for last 5 years of coal in India for coking and non-coking coal separately
- i. Market assessment of exploration and allied services related to coal/ consultancy etc. covering historical data of last 5 years and projections till fiscal 2030 including
 - Overview of key consultancy markets like metal mining, mineral mining and renewable energy
 - Overview of export of consultancy services to South Asian and African countries
- j. Market Drivers, Restraints & Opportunities for mining consultancy sector
- k. Key threats and challenges for the sector
- l. Overview of the key end use segments of the coal e.g. Power, CPPs, Steel, Sponge, Cement and other sectors
 - installed capacity analysis,
 - coal requirement in 2024,
 - expected installed capacity by 2030,
 - expected coal demand for each end user industry
 - type of coal requirement (coking/ non-coking).
- m. Importance of coal in steel/ sponge sector coking coal and thermal coal.
- n. Correlation of Steel sector with GDP growth.
- o. Correlation of Power with GDP growth.
- p. Correlation of Cement with GDP growth.

3. Profiling of CMPDI

- a. Business profile for the client
- b. Corporate History Group and recent acquisitions
- c. Key Milestones/ Key Firsts of the company (TBD with company team, statements critical to bring out strengths and business positioning)
- d. Role of CMPDI as advisor to government and facilitator for projects funded by MoC
- e. Past performance review, strengths, key customers, capability differentiators, quality etc.
- f. Existing footprint across Indian market
 - Location of projects
- g. Our Market Opportunity and Our Strategies
- h. Experienced team in energy project execution and procurement as well as operating and Maintenance
- i. Growing revenues along with strong credit ratings that enable a low cost of capital employed
- j. Operating Capacity by State / Order-book of Projects (Operating, Contracted, Awarded, Pipeline, etc.)
- k. Intellectual Property Rights
- l. Seasonality effect on Business
- m. Future expansion plans on exploration projects, allied services and exports

- n. Pricing point and margins/ profitability, pricing strategy
- o. Operational improvement initiatives (digital, outsourcing services) to improve profitability
- p. SWOT Analysis for clients including USPs
- q. Diversity in terms of client segments as well as industry verticals
- r. Risk management and stability of margins
- s. Revenue mix (client wise/industry wise) over the last 3/5 years
- t. Medium and long-term strategic initiatives including Diversification (solar and critical minerals).

4. Competition Benchmarking across key players

- a. *Financial benchmarking* - Position of client with respect to Indian/global peer group (including both public and private players) in same business profile (eg EIL/ RITES or others)
- b. Revenue, EBITDA margin, PAT margin, Revenue growth rate (CAGR), Net worth and Capital employed
 - Key financial ratios
 - Any other benchmarking as required
- c. *Operational benchmarking* covering
- d. Exploration capacity
 - Other services capacity
 - Manpower
 - Order book
 - Revenue realization
 - Diversification of operations like mine planning & design, R&D initiatives, laboratory services, management services, geological investigations and PMC services.
 - Market catered
 - Scale of operation
 - Partnerships/ Joint Ventures/ MoUs/ Collaborations with various institutions, accreditation

Note: The above scope of work is subject to any inputs from the Legal Counsels for the proposed Offer