

<b>BID EVALUATION MATRIX - UNITECH TRANSFORMERS PVT. LTD.</b> <b>(Under Corporate Insolvency Resolution Process)</b>				
<b>S. No.</b>	<b>PARAMETERS</b>	<b>WEIGHTAGE</b>	<b>TOTAL SCORE (RANGE)</b>	<b>RATIONALE</b>
<b>A</b>	<b>QUANTITATIVE PARAMETERS</b>			
1	Upfront cash recovery as per resolution plan. (Resolution Plan involving upfront cash payment shall specify the sources of funds, with evidences to the satisfaction of RP/CoC - To be paid within 90 days from NCLT approval of the Resolution Plan)	30%	0-100	Bidder offering maximum upfront cash recovery will get a score of 100 and for other bidders the score will reduce proportionately
2	Net present value (NPV) of total debt (including upfront cash) NPV to be arrived at tiered discount rate corresponding to the various tenors. (Maximum tenure of 5 years)	50%	0-100	Bidder offering highest NPV of total debt will get a score of 100 and for other bidders the score will reduce proportionately. The discount rate applicable would be as under: - 12% for recovery upto 24 months - 14% for recovery from 24 months to 48 months - 15% for recovery from 48 months to 60 months
3	Fresh fund introduced (equity) for the purpose of restoration of operations	10%	0-100	Bidder offering highest amount of fresh fund to be introduced will get a score of 100 and for other bidders the score will reduce proportionately.
4	Interest of other stakeholders apart from financial creditors	10%	0-100	Resolution Plan that offers: (i) maximum cash flow for other stakeholders including future estimated tax payments in the case of tax authorities as an operational creditor
	<b>Total score of quantitative parameters</b>	<b>100%</b>		
	<b>Weighted score of quantitative parameters (A)</b>	<b>75%</b>		

S. No.	PARAMETERS	WEIGHTAGE	TOTAL SCORE (RANGE)	RATIONALE
<b>B QUALITATIVE PARAMETERS</b>				
1	Financial strength of resolution applicant/group (Applicants' net worth, group net worth, revenue, EBITDA would be equally considered) Where a comfort letter is produced from a strategic investor, that entity's net worth will also be considered.	40%	0-100	The financial strength of applicant would be important as the implementation of the resolution plan would depend upon the financial capacity of the applicant. The score will be awarded by COC based on presentation by resolution applicant along with documentary evidences. Total weight allocated to each parameter is; a) Company networth.....25% b) Group networth.....25% c) Company Revenue.....25% d) Company EBITDA.....25%
2	Availability of additional collateral security and personal/corporate guarantee and value thereof	40%	0-100	a) Additional collateral security will be given weightage of 50%; b) Corporate guarantee will be given weightage of 25%; c) Personal guarantee of Promoter(s)/ Director(s)/ Partner(s) of the Resolution applicant will be given weightage of 25%.
3	Ability to turnaround distressed companies- a) Managerial competence and technical abilities, b) Key managerial personnel, c) Track record in implementing turnaround of stressed assets, etc	10%	0-100	
4	Standing of Bidder/group in sector/external rating/adherence to financial discipline/Financial strength/ record of regulatory compliance/whether NPA, including group companies <12 months etc.	10%	0-100	(Based on the track record of the Bidder)  If NPA, including group companies <12 months, will fetch a score of "0"
<b>Total score of qualitative parameters</b>		<b>100%</b>		
<b>Weighted score of qualitative parameters (B)</b>		<b>25%</b>		
<b>Total score of resolution applicant (A+B)</b>		<b>100%</b>		
<p>Notes:</p> <ol style="list-style-type: none"> <li>Bid evaluation matrix is required for making comparison between bids received during resolution process.</li> <li>The bid evaluation matrix would only be used in case resolution plans are received from more than one resolution applicants.</li> <li>The committee of creditors (COC) will have right to reject a resolution plan even if the resolution applicant has top score and COC may opt for another bid inviting process with different evaluation matrix or may opt for liquidation of the corporate debtor.</li> <li>The COC will have all rights to accept or reject any presentation done by any resolution applicant regarding qualitative parameters.</li> <li>Upfront cash recovery would be payable within 90 days of NCLT approval.</li> <li>Score of each applicant based on qualitative parameter would be decided by COC.</li> <li>In case the entire consideration is received as upfront payment, then the CoC may not consider the above parameters.</li> </ol>				