

HPL: Response to queries raised by Interested Bidders

S. No.	Query from Interested Bidder	Response												
1	Annual report of Financial Year Ending 31st March 2017	The AGM of HPL was held on 29.9.2017. The annual report is finalized and under printing.												
2	Operating Margin (EBITDA) in percentage on the balance order book as on 20th September 2017 before fixed costs such as Employee Benefits Expenses, Finance Cost, Depreciation, Amortization, other income and other expenses.	All the information which is confidential in nature, including details of the order book and projections of income, expenses and cash flow will be part of Confidential Information Memorandum which will be shared with shortlisted IB bidders after signing of confidentiality undertaking.												
3	Projected Turnover and other income for 5 years beginning from 1st April 2017.													
4	Projected fixed costs, employee benefits expenses, finance cost, and other expenses for next five years beginning from 1st April 2017.													
5	Whether Real Estate holding will form part of the Strategic Sale of the PSU and status of titles of property/land is clear or some issue is pending for resolution.	As per decision of competent authority for hiving off land and other immovable assets as listed in section 3.3 of PIM titled real estate asset holding the real estate holding will not form part of strategic sale.												
6	Whether during the half year ended on 30th September 2017 have declared any interim/special dividend/buy back proposal/special dividend proposal, if yes then please provide the quantification of same.	There has been no decision/declaration regarding interim/special dividend/buy back proposal/special dividend proposal in 1 st half of FY 2018.												
7	Manpower nos. in position of HPL as on 31st March 2017 and 30th September 2017 respectively	<table border="1"> <thead> <tr> <th>Position</th> <th>Manpower as on 31st Mar 17</th> <th>Manpower as on 30th Sep 17</th> </tr> </thead> <tbody> <tr> <td>Regular</td> <td>247</td> <td>234</td> </tr> <tr> <td>Contractor</td> <td>149</td> <td>142</td> </tr> <tr> <td>Total</td> <td>396</td> <td>376</td> </tr> </tbody> </table>	Position	Manpower as on 31 st Mar 17	Manpower as on 30 th Sep 17	Regular	247	234	Contractor	149	142	Total	396	376
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Regular	247	234												
Contractor	149	142												
Total	396	376												
8	How much time will IB get for finalization of due diligence/valuation for bidding after the opening of EoI	IB will get 8 to 10 weeks to carry out due diligence and valuation to submit the financial bid. Timelines may change at GoI's discretion and would be communicated accordingly.												