



Blue Star Limited
Door No 1-10-60 To 62, 4th Floor,
Asoka Raghupathi Chambers,
Begumpet, Hyderabad - 50001.
Tel: +91 40 4400 4000.
Fax: +91 40 4400 400.
www.bluestarindia.com

Our Ref : CAD/NOV/23-24
November 3, 2023

To:
M/s. Paramount Estates,
Hyderabad

Dear Sir,

Sub: Air-Conditioning proposal for Ducted Machines

We thank you very much for inviting us to quote for the subject project. Based on the discussions with you and the design details furnished, we are pleased to submit our offer vide the following annexures:

Annexure I Company profile
Annexure II Scope of Work & Price
Annexure III Excluded Work & Services
Annexure IV Conditions of Contract

We trust our offer is in line with your requirements and now look forward to the pleasure of being associated with you in this prestigious project.

Thanking you and assuring you of our best attention at all times.

Yours sincerely,

For Blue Star Limited

Anuj V
Assistant Manager
Commercial Air-Conditioning Division
M: +91-7337593300

Annexure I

COMPANY PROFILE

Blue Star is India's leading air-conditioning and commercial refrigeration company, with an annual turnover of over ₹5100 crores, a network of 32 offices, 5 modern manufacturing facilities, 2500 employees, 2200 dealers and 500 retailers. Blue Star's integrated business model of a manufacturer, contractor and after-sales service provider enables it to offer an end-to-end solution to its customers, which has proved to be a significant differentiator in the market place. In fact, every third commercial building in the country has a Blue Star product installed.

The Company fulfils the cooling requirements of a large number of corporate, commercial as well as residential customers. The Company also offers expertise in allied contracting activities such as electrical, plumbing, fire-fighting and industrial projects, in order to offer turnkey solutions, apart from execution of specialised industrial projects.

Blue Star has business alliances with world-renowned technology leaders such as Rheem Mfg Co, USA; Hitachi Medical Corporation, Japan; Carel, Italy; Danfoss, Denmark; Bitzer, Germany; Emerson, USA; Aeroflex, USA; Kitz, Japan; and many others, to offer superior products and solutions to customers.

The Company has manufacturing facilities at Dadra, Himachal, Wada and Ahmedabad, which use modern, state-of-the-art manufacturing equipment to ensure that the products have consistent quality and reliability. The Company has a manufacturing footprint of about 1 lakh sq m, manufacturing over 300 models across 25 product lines. The Company's mainstay of product development and R&D has been energy efficiency, coupled with eco-friendly and sustainable products.

CORE COMPETENCIES

Our core competencies are:

- Engineering & project management skills.
- Technical expertise
- Latest technology through technology transfer arrangements with world leaders.



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RANGE OF AIR-CONDITIONING & REFRIGERATION SOLUTIONS

The building blocks of Blue Star's solutions are its products. The most comprehensive range of products in the country. A wide range of models are available in each product. All products have been designed on the energy-efficiency platform and offer a host of advanced features.

Central Air-conditioning

VRF Systems
Centrifugal Chillers
Screw Chillers
Scroll Chillers
Process Chillers
Packaged ACs & Ducted Splits
Condensing units
Energy efficient products like HiSen and HiPer Plus ACs

Room Airconditioners

Window Airconditioners
Split Airconditioners
Cassette Airconditioners
Verticool Split AC's

Commercial Refrigeration

Deep Freezers
Ice Machines
Water Coolers
Bottle Coolers
Milk Coolers
Bottled Water Dispensers

Cold Storages

Modular Cold Rooms
Refrigeration Units
PUF Insulated Panels
Ripening Chambers



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Annexure II

Scope of Work

The equipment and tentative bill of quantities which shall be used for this project is as per the attached BOQ.

Offer for Condensing Units					
S.No.	Description	Model No.	Basic Price (Rs.)	Qty	Amount (Rs.)
1	16.5TR DX Ducted Unit (R410A)	DSA1982R3	2,40,380.00	1	240380
Sub-Total				1	240380
GST @ 28%					67306.4
Grand Total					307686.4

ORDER PLACEMENTS:

EQUIPMENT SUPPLY :

M/s. Blue Star Limited,
No 1-10-60 to 64, 4th Floor,
S P Road, Begumpet, Hyderabad - 500016

ANCILLARY WORKS:

On our Authorised Channel Partner :
Will be furnished later

Terms:

1. Delivery Timelines: 2 to 3 weeks from the date of commercially cleared order.
2. Warranty: 12 months from the date of commissioning or for a period of 15 months from the date of invoice whichever is earlier.
3. Freight Cost: Included for Delivery of machines within the City.
4. Payment Terms: Equipment Supply :-50% Advance & 50% against Proforma Invoice prior to Despatch.



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Also,

- The price quoted for supply is excluding taxes as indicated in the BOQ. For Equipment GST will be 28%.
- Any item not specifically mentioned above is not covered in our scope.
- Unit rates shall be applicable for variations in quantities.

Annexure III

EXCLUDED WORK AND SERVICES

Unless otherwise specifically mentioned this proposal does not provide for following items:

1. Provision of adequate 415 V $\pm$ 10%, 50 Hz $\pm$ 5%, 4 wire 3 Phase power supply and 220 V $\pm$ 10 %, 1 phase power supply, terminating in suitable fused isolating switches at points to be nominated by us, as well as electrical wiring to the various places of equipment, including the supply of main switch-board (if required) individual isolating switches and suitable earthing. Power load shall be linear one and should be free from significant harmonic content without interference of non-linear load for both indoor and outdoor power supply.
2. All necessary plumbing complete with fittings and suitable valves for condenser water re circulation in the system, make-up water connection to the cooling tower as its agreed location and for overflow and drain connections from the cooling tower and other components wherever required.
3. All masonry and builder's work, such as provision of suitable plant room with adequate lighting and ventilation, foundations for various components of the system, scaffolding, breaking and making good of holes in structures/walls for passages of pipes, cables, ducts, etc.
4. All carpentry work such as provision of enclosures for system components (with sound proofing if required), provision for false ceilings, work involved in duct concealment and provision of wooden frames for the grilles and diffusers.
5. Thermal/Acoustic Insulation of ducts/ceilings/exposed roofs/component rooms or any other space that may be required.
6. Provision of adequate soft filtered water or brine in the case of chilled water or chilled brine systems.
7. Provision of free electric power supply for erection, testing & commissioning.
8. Any other item or work not provided for in Annexure IV of this proposal.

Annexure IV

Conditions of Contract

This Proposal is subject to the following conditions. No variation/s or alteration/s or addition/s to these conditions will be binding on Blue Star, notwithstanding that such variation/s, alteration/s are contained in your acceptance of this proposal, except when they are specifically accepted in writing by Blue Star.

1. **Specifications** - In line with Blue Star's policy of continual improvement the company reserves the right to modify the design and change the specifications of any material, if in its opinion such modification constitutes an improvement or is in accordance with revised standards or manufacturing methods. Therefore, specifications, illustrations, dimensions and weights given in our catalogues, drawings or photographs are not binding in detail.
2. **GST** - The price quoted is exclusive of GST. If there is any change in the rate or method resulting in variation in the amount of GST payable at the time of despatch of goods, the same will be to your Account.
3. **Sales Tax & other levies** -
It is a condition of this contract that any increase in taxes, duties, levies or rates imposed by any State or Central Government or local authority or any fresh levies imposed by such authorities on components, raw materials, or the installation as a whole after the date of the quotation and up to the time of billing, for any reason whatsoever, will be paid by the customer without demur.
4. **Delivery Period & Completion of Work** - We anticipate that we will be able to delivery the equipments in 3 to 4 weeks for VRFs, from the date of receipt of the order along with advance payment and erection works shall be indicated during our discussion. The delivery period and completion of work is also subject to timely receipt of necessary technical information/ clearance as may be required from your end. This time period is based on the assumption that essential raw materials will be readily available to us/our suppliers and while we use our best endeavors to perform the contract within the time stipulated, we shall be under no liability for damages, cancellations or otherwise for failure in meeting the above date.
5. **Variation in Scope of Work** - If there are any additions or changes to the scope of work outlined in the proposal and its annexures, the value of the contract will be enhanced accordingly and payment will be made in accordance

with the terms of payment outlined in this Proposal. All the measurements will be carried out as per regulations.

Terms of Payment - 50% Advance & 50% against Proforma Invoice prior to Despatch for the Equipment's. Ancillary Works :- 50% advance along with order, 40% against delivery of material at site & 10% Balance against commissioning.

6. **Suspension/Delay by Customer** - If we are required by the customer to delay supplies, the customer shall in such cases bear the increase in cost of materials / equipment as well as other expenses such as inventory carrying cost, transportation, insurance etc. Blue Star and its authorised dealer shall cease the works in case of issues with regard to delay in payments
7. **Warranty** - Subject to the terms of payment agreed upon being punctually complied with, and the equipment installed and used as per the norms applicable thereto, the equipment covered by this contract carries a warranty against defective materials or workmanship for a period of 12 months from the date of commissioning or for a period of 15 months from the date of sale whichever is earlier, provided that such defects are not attributable to any negligence or misuse of the equipment. Blue Star agrees to replace or repair such parts of the equipment covered by the warranty. Blue Star's decision whether to replace or to repair such parts shall be final.

The defective parts must be sent to Blue Star duly insured and freight prepaid for examination and our agreement that they are defective. The return freight and insurance charges on such repaired or replaced parts will be borne by the customer. No travel charges will be levied for work involved in the repair or replacement of defective parts during the warranty period in the case of installations within the Municipal limits of any city where Blue Star is located. Should however, the services of qualified men be required outside these limits, standard travel charges for such service will apply.

This warranty

- does not extend to consequential damages or losses
- is null & void if repairs and modifications are carried out without approval in writing from Blue Star.
- does not cover scaling or deterioration of the condenser/chiller cooling coil water passages and connected piping system due to circulation of hard or contaminated water.
- does not cover parts subject to normal wear and tear, such V-belts, air filters etc



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- does not cover deterioration or failure of equipment, controls and piping etc. due to corrosive atmosphere
 - does not cover supply of consumable items like refrigerant, oil etc.
8. **Limitation to Liability** - In no event shall Blue Star be liable for any consequential loss or damage arising out of or connected with this contract in any way whatsoever.
9. **Property Rights & General Lien** - Property in all materials/supplies/equipments etc, brought to site in execution of the contract and work in progress shall at all times lie with Blue Star, notwithstanding the fact that the progress bills have been paid for. The ownership right in the job performed shall be deemed to rest in the customer only upon full payment of all the dues of Blue Star and upon formally being handed over to the customer. Blue Star shall at all times be entitled to remove any of such goods, materials, equipment etc. whether in loose condition or in installed condition or the work in progress without any hindrance from the customer from the work site.
10. **Force Majeure** - No penalty/liability shall be attached to Blue Star for non performance or delayed execution of this contract as a result of force majeure, including but not limited to acts of God, labour disputes involving acts like go-slow, strike, lockouts, etc., and other circumstances beyond the control of Blue Star.
11. Disputes, if any, arising out of this Contract in any respect whatsoever shall be subject to arbitration in accordance with the Arbitration and Conciliation Act 1996. The arbitration proceedings shall be held in Mumbai / Kolkata / Delhi / Chennai.
12. **Validity** - This offer is valid for your acceptance for a period of 30 days from the date of the offer.

For Blue Star Limited

Anuj V
Assistant Manager
Commercial Air-Conditioning Division
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