

Evaluation and Scoring of Bids

Parameter for selection of Lead Manager

Sr. No.	Parameters	Maximum Marks (Weightage)
1	Technical Parameter	70%
2	Financial Bid	30%

For example:

Three bidders namely A, B and C participated in the bid process and their technical scores are as under:

A=49, B=63 C= 56

After converting them into percentile, we get

$$A = (49/63) * 100 = 77.77$$

$$B = (63/63) * 100 = 100$$

$$C = (56/63) * 100 = 88.89$$

The quoted prices by bidders are as under:

A= Rs 8000,

B=Rs 9000,

C=Rs10000

The final cost (lower cost quoted in price bid, in this case it Rs 8000) quoted by the bidders converted into percentile score shall be as under:

$$A = (8000/8000) * 100 = 100$$

$$B = (8000/9000) * 100 = 89$$

$$C = (8000/10000) * 100 = 80$$

As the weightage for technical parameter and cost are 70% and 30% respectively, the final scores shall be calculated as under:

$$A = (77.77 * 0.7) + (100 * 0.3) = 84.54$$

$$B = (100 * 0.7) + (89 * 0.3) = 96.70$$

$$C = (88.89 * 0.7) + (80 * 0.3) = 86.22$$

Hence, the offer of 'B' (being highest score) would be considered.

Annexure B (Updated)
Technical Bid: Bidder's Profile

RfP for appointment of Lead Manager(s) for issue of Masala Bonds
Reference Number 400/2019/___/BYO/TRMV dated May __, 2018

To be furnished in Lead Manager's letterhead
(to be submitted in sealed envelope)

To

The Chief General Manager (TRMV)
Small Industries Development Bank of India
Treasury and Resource Management Vertical
MSME Development Centre, 4th Floor,
Plot No. C-11, G Block, Bandra Kurla Complex
Bandra (E), Mumbai- 400 051

Sir,

We the undersigned offer our services as Lead Manager to the issue of Masala Bonds to be taken up by SIDBI. We also furnish hereunder the status towards the technical criteria listed under the RfP.

Details of Bank	
Name	
Contact Person	
Contact Number	
Email ID	
PAN of Bank	

S No	Technical Criteria	Score calculation	To be filled by Bank/ FI
1	Bidder as Financial Sector Incentive company in Singapore. (SIDBI should be able to claim grant under Asian Bond Grant Scheme notified by MAS circular)	15 points	(Yes/ No) (Pls provide evidence of FSI company, Singapore)
2	International Credit rating Minimum Investment Grade Credit Rating from any of three International	15 points	(pls provide the latest international rating along

	Rating Agency (if under group company then Parents company rating)		with documentary proof)										
3	Number of Asia ex-Japan (USD and/or Masala) bond issuance Lead Manager / Joint Lead Manager from 01.04.2016 to 31.03.2018	<p>20 points</p> <p>No of Issue : Maximum 10 points</p> <table border="1"> <tr> <td>Upto 2</td> <td>5 points</td> </tr> <tr> <td>3-5</td> <td>8 points</td> </tr> <tr> <td>More than 5</td> <td>10 points</td> </tr> </table> <p>Quantum (USD Mn) Maximum 10 points</p> <table border="1"> <tr> <td>Upto USD 200 Mio</td> <td>5 points</td> </tr> <tr> <td>Above USD 200 Mio</td> <td>10 points</td> </tr> </table>	Upto 2	5 points	3-5	8 points	More than 5	10 points	Upto USD 200 Mio	5 points	Above USD 200 Mio	10 points	<p>(Details of issue)</p> <p>(Total Issue size)</p>
Upto 2	5 points												
3-5	8 points												
More than 5	10 points												
Upto USD 200 Mio	5 points												
Above USD 200 Mio	10 points												
4	Masala Bond Issuances for Indian issuer as Lead Manager/ Joint Lead Manager from 01.04.2016 to 31.03.2018	<p>10 Points</p> <p>(5 Points for running awarded mandate as JLM/ Manager and 5 points for completed/ settled mandated as JLM/ Manager)</p> <p>Quantum (USD Mn)</p> <table border="1"> <tr> <td>Upto USD 100 Mio</td> <td>5 Points</td> </tr> <tr> <td>USD101-200 Mio</td> <td>8 Points</td> </tr> <tr> <td>Above USD 200 Mio</td> <td>10 Points</td> </tr> </table> <p>(Maximum 10 Points)</p> <p>(Total 20 Points)</p>	Upto USD 100 Mio	5 Points	USD101-200 Mio	8 Points	Above USD 200 Mio	10 Points	<p>(Details of issue)</p> <p>(Total Issue size)</p>				
Upto USD 100 Mio	5 Points												
USD101-200 Mio	8 Points												
Above USD 200 Mio	10 Points												

5	International distribution physical presence (No of sales team location for Branches) (if under group company then physical presence of Parents company)	Europe	Upto 5	3
			More than 5	4
		UK	Upto 5	3
			More than 5	4
		Asia (excluding India)	Upto 5	3
			More than 5	4
		Middle East	Upto 5	3
			More than 5	4
Maximum 15 points				
6	Total Deposits (Globally) (if under group company in Banking business then Parent's Deposit size) (As per latest audited or published results)	Amount (USD)	Points	
		10 Bn -20 Bn	5	
		21 Bn -40 Bn	10	
		More than 41 Bn	15	
(Maximum 15 points)				

Note : All the relevant details & documentary evidence are to be furnished. The above is only a format. Information may be submitted in additional sheet.

B) Details of past assignments on issue of Masala Bonds provided

(Signature)

(In the capacity of)

Duly authorized to sign Proposal for and on behalf of _____