



CO: Investors Services Cell

No	Pg No.	Clause No.	Original RFP Clause	Query	Reply
1.	1		Cost of RFP document : Rs.10000/- (Non-refundable)	Does the cost of RFP document include GST	It includes GST.
2.	2	2	We invite proposals from interested Merchant Bankers, registered as such with SEBI independently and not in consortium	Request to modify the clause as; Registered as such with SEBI either singly or as a consortium	No change proposed. As per RFP only.
3.	6	3.3.5	The selected BRLMs will be required to ensure media management and public relation so as to generate adequate publicity for the Bank within the realms as permitted by SEBI.	Kindly clarify if the expenses for such public relation exercise will be borne by the Bank?	This will be applicable only in case of FPO process, in which case will be borne by the Bank.
4.	6	4	Eligibility criteria: The bidding merchant bankers should not have been prohibited by any regulatory authority in offering such services and should not have been blacklisted / debarred or penalized by any <u>authority</u> in the past.	Trust the underlined term refers to regulatory authority and is also in relation to offering of such services contemplated under RFP.	The term refers to all authorities including regulatory authorities and in relation to offering of such services contemplated under RFP.
5.	6	4	The bidding Merchant Bankers should give an undertaking that no action has been initiated against it by SEBI/CVC/RBI or any	<ul style="list-style-type: none"> Trust this pertains to actions initiated and outstanding as on date? 	Yes. But last five years details to be furnished



		other Govt./ Statutory agency with regard to any financial irregularities. Undertaking letter from the authorised signatory on the letter head of the firm / company is required duly certified / attested by the entities' statutory auditor.		<ul style="list-style-type: none"> Kindly confirm whether it is mandatory to obtain certification / attestation from Statutory Auditor or alternatively can this be obtained from any other external professional. Kindly clarify if the confirmation can be provided for past 5 years. 	Please provide from Statutory Auditor only.
6.	6	4	The selected merchant bankers would be required to sign the non-disclosure agreement with the Bank. Failure to sign the same would make their appointment null and void.	Request if the Bank could please share the draft format of the same.	NDA format will be shared at a later date and the agreement has to be signed by the selected BRLMs - with the consent of all BRLMs.
7.	7	5.2(d)	Requires submission of IT returns.	Kindly confirm being a listed entity, just submission of Annual Report is sufficient or submission of IT returns is mandatory for this application.	Copies of IT return is mandatory
8.	7	5.3	Requires the Technical Bids to also contain detailed list / documentary proof in support of various information furnished therein.	Hope this only refers to the back-up required for Annexure III and Annexure V where we will be able to provide relevant pages of the offer documents mentioning our role as a documentary evidence of our past deal credentials. Trust this should be fine.	In addition, documentary proof is required, wherever applicable as per Clause 7 (Page No.8) of RFP.
9.	7	6	Time frame: Last date for submission of bid.	Is the date of bid submission final or is there a scope of revision?	Last date extended upto 19.06.2019. (Ref our website)



10.	8	6	Deposit of bids at Corporate Office, Chennai	Can the bids be submitted to any other Indian Bank Zonal office apart from the Chennai address as mentioned in the RFP?	Bid can be submitted to Zonal Office, Mumbai also within due date. (Refer our Website)
11.	8	7-F	Technical Presentation	Does this refer to the presentation that the BRLM proposes to make to the Bank on the suggested date of June 17, 2019.	Yes. The date of technical presentation will be June 24, 2019.
12.	9	9.1	Amount canvassed by the Bank from financial institutions like LIC will not be considered for calculation / payment of fees.	<ul style="list-style-type: none"> As per Clause 9.1 is it fair to assume that Bank will not pay any commission to BRLM's for amount mobilized by bank through LIC or any other financial institutions? Kindly confirm which other financial institutions will be covered. 	As per RFP to be adhered to. As per RFP to be adhered to.
13.	9	9	Financial Bid	<p>In case of QIP, whether the Processing fee to be paid to the Stock exchanges for in principle approval to be included in our financial bid.</p> <p>In case of FPO, whether the following charges to be included in our financial bid:</p> <ul style="list-style-type: none"> Payment to be made to other intermediaries like Registrar to the Issue, Bankers to the Issue, Sponsor Bank, Advertising agencies etc. SEBI, Stock Exchanges processing Fee, Book building software fee, Depositories Fee. 	<p>For QIP: Stock exchange fees and charges and Depository charges will be borne by the Bank.</p> <p>For FPO: Printing & stationery expenses, SEBI filing fees, stock exchange fees and charges, Depository charges, Payment to Registrar to the Issue and Advertising agency will be borne by the Bank.</p> <p>For FPO & QIP: All Road show expenses have to be borne by the BRLMs. The expenses for the Bank officials for road shows will be</p>



				<ul style="list-style-type: none"> Printing and stationary charges. Management cost for road show expenses. Is there any other fees that are to be paid by the bidder 	borne by the Bank. Other than the above, all expenses to be borne by BRLMs.
14.	9	9.2.i.	Fees for FPO	Trust the fixed fee component of 50% will be shared equally by all the appointed BRLMs.	Yes
15.				Is the Bank looking at a Rule 144A offering for the equity fund raise (either through FPO or QIP) – i.e: Marketing the Offering in the US Geography?	Will be decided by the Bank on the advice of the BRLMs.
16.	11	10	Termination of contract	The clause pertains to rights of the Bank and events for termination by the Bank. However, it does not include similar events /rights of termination by the Merchant Bankers. Request you to please clarify the same.	No provision for right of termination to merchant bankers.
17.	15	Annex II	Financial Bid	Wherein the fees has to be separately quoted for FPO and QIP. W.r.t FPO, we are assuming that the fee quote will also cover the underwriting fees. Kindly clarify.	Fees for FPO and QIP to be quoted separately. For FPO, underwriting fees, if any, to be borne by the BRLMs.
18.	16& 18	Annex III& V	Details of domestic / international public offerings	Kindly clarify if the same would include QIP and Rights issues in addition to other public offering.	QIPs can be included.



19.	17	Annex IV	Pending litigations and contingent liabilities	<ul style="list-style-type: none"> Kindly confirm if this pertains to pending litigations of the Merchant Banker with the regulatory authorities. Further kindly confirm if the details of Contingent liabilities are to be provided for the latest Financial Year and can be submitted in a different format 	This pertains to all authorities including regulatory authorities.
20.	19	Annex VI B & C	Details of Team	Requires to list details of sales and Research members and information about them. Trust details like No. of issues handled and Amount in Crs would not be applicable in case of Sales and Research team.	Details to be furnished as per the format in the RFP. Point 'B' refers to all teams of the Bidder and Point 'C' refers to the team proposed to be allocated to Bank's issue.
21.	20	Annex VII	Statement showing details of public offerings mobilisation	Kindly confirm the period for which this information is to be provided.	All data are to be provided for last three years.
22.	21	Annex VIII	Statement showing details of research reports	<ul style="list-style-type: none"> Kindly confirm the time period for which the information on research reports has to be provided. "No of Research Publication" – Trust this refers to the number of companies covered under each sector? 	Information for last three years to be provided Yes.



23.	22	Annex IX	Undertaking	<ul style="list-style-type: none"> • "Date of publication of last report"- Since multiple reports of various companies covered under each sector are released, trust this refers to the latest report released for any company in that particular sector? • "Target Price": Since target price are listed for various companies covered under each sector. Please confirm if could mention "Not Applicable" in case of "sector" disclosures. • Does the statement "It is further certified that there is no investigation pending against us or our sister concern(s) or the CEO, Directors / Managers / Employees of our concern or of our sister concern(s)" refer to investigation by any Regulatory Authority only? • Trust disclosures on sister concerns includes the Bidder company and all the companies/ entities below the Bidder company. 	<p>Yes</p> <p>Target price for each company for which report is published is to be given for each sector.</p> <p>Refers to investigation by all authorities including regulatory authorities.</p> <p>Yes. It refers to all sister concerns in India and abroad.</p>
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				<ul style="list-style-type: none"> • Further Note to Annexure IX states that "The content of the undertaking should not be changed. Clarification, if any, is to be provided separately". In the event there are any such cases which may be against the Bidding party or its sister concerns and outstanding as on date, kindly confirm is we can add the words "except as stated in Annexure [•]" in the undertaking and enclose relevant disclosure as an Annexure if there are any details which are required to be provided for the mentioned point. 	<p>A noting by way of asterisk (*) may be made below place and date and detailed clarification to be provided separately as already given in the RFP.</p>
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Date : 12.06.2019
Place ; Chennai

