

F.No.3/5/2021-DIPAM-V
Ministry of Finance
Department of Investment and Public Asset Management
(DIPAM)

Subject: Request for Proposal for Empanelment of Merchant Bankers - cum-Selling Brokers for the disinvestment of Government of India shareholding through the Offer for Sale through Stock Exchange Mechanism/Sale of Shares in Stock Market (Dribbling).

RESPONSES TO PRE-BID QUERIES

The queries and responses thereto raised in pre-bid conference held **on 12.10.2021 at 3:00 P.M. (as re-scheduled)** through video conferencing are as under:

S.No.	Query	Clarification
1	Categorization of empaneled bankers: Does this mean that a banker which has empaneled in say A++ category not be eligible to bid for say a transaction falling in the A+ or A category?	Merchant banker empaneled in one category, will not be eligible to bid for transactions falling under other categories. Merchant bankers have the option to apply in multiple categories for empanelment. After being empaneled in multiple categories, they would be eligible to bid in all such categories.
2	Will the fees be decided based on a further RFP which comes out at that point of time?	Fees will be decided for each transaction separately. Limited financial bids would be called among the empaneled merchant bankers.
3	Will the banker have the option of not bidding for an OFS transaction when the transaction is announced later-on?	DIPAM expects the empaneled bankers to actively participate in the limited bids.
4	Please clarify, if a Merchant Banker can apply for all the four categories. (Clause 3.1, Page no. 6 of RFP)	Yes, the Merchant bankers can apply for all the four categories if they meet the prescribed eligibility criteria for all the categories.
5	Please clarify, if the annexures related to (Pre-Qualification Proposal and Technical	The annexures related to the Pre-qualification Proposal &

	Proposal) to be kept in single cover or in separate covers marked as Cover 1 & Cover 2. (Clause 9.4, Page no. 15,16 of RFP)	Technical proposal will be kept in a single cover (Cover-1)
6	Please clarify the number of Merchant Bankers that would be empanelled. (Clause 10.1, Page no. 16)	All the merchant bankers meeting the prescribed eligibility criteria would be empaneled.
7	Kindly clarify on the earnest money deposit. (Annexure III, Bid form F-1, Page no. 26,27 of RFP)	The Earnest Money deposit is Rs.1 lakh rupees, which is a refundable fee.
8	Please clarify on the number of years of data required (Annexure III, Bid form F-11, Page no. 37)	The current details of the research team as required in Annexure-III, Bid form F-11 is to be submitted as on date. Past data is not required.
9	Empanelment Categories - Would it be feasible to provide a rough estimate of number of transactions likely to be awarded under each category. This would enable us to form a view regarding applying for which all categories. (Clause 3.1)	The numbers of transactions likely to be awarded under each empanelment category depends on several factors and an estimate of the same cannot be provided at present.
10	"The payment would be reimbursed by DIPAM after successful completion of each tranche on submission of the invoice. Successful completion of a transaction would mean that the base size in the OFS tranche for the public has been completely subscribed": We hope that in case DIPAM does not accept the amount received in the OFS, the regulatory/statutory fees mentioned in Clause 4.1 (xii) will still be reimbursed to the Merchant Bankers. (Clause 4.1 (xii))	Yes, The regulatory/statutory fees mentioned in Clause 4.1 (xii) will still be reimbursed to the Merchant Bankers.
11	Tie-Breaker Rules - "The Merchant Banker doing least number of transactions at that point of time will be engaged": We understand that the number of transactions here refers to transactions awarded through the empanelment process. Request you to clarify if our understanding is correct. (Clause 10.3 (1))	Under the Tie Breaker rule, The Merchant banker doing least number of transactions with DIPAM at that point of time will be engaged.
12	As per clause 3.1 of the said RFP	The Merchant Banker applying

	<p>document, the bidders can apply for empanelment with the DIPAM under four categories, i.e, A++, A+, A and B. Further, Clause 6.4 states the eligibility criteria for Empanelment under Category B, i.e, Sale of Shares on the Stock Exchanges (Dribbling).</p> <p>In respect of Empanelment under Category B, i.e, Sale of Shares on the Stock Exchanges (Dribbling), we have the following query:</p> <p>Kindly clarify if a Merchant Banker which is not itself a Stock Broker but its parent Company is a Stock Broker which fulfils requirement of Category B, can apply for empanelment in consortium with such Stock Broking Company as given under Clause 2.3.</p>	<p>for empanelment is required to meet the eligibility criteria as specified in clause 6.4 for sale of shares (dribbling), however the Merchant banker, if itself is not a stock broker may apply for empanelment in consortium with a stock broker having a valid broking licence issued by SEBI.</p>
13	<p>Will the bidder applying for empanelment under category A++ will also be eligible to participate in A+ or below category OFS or bidder can bid only in one category, kindly clarify.</p>	<p>Merchant banker empaneled in one category, will not be eligible to bid for transactions falling under other categories.</p> <p>Merchant bankers have the option to apply in multiple categories for empanelment. After being empaneled in multiple categories, they would be eligible to bid in all such categories.</p>
14	<p>Kindly clarify, will the cost of counsel and other intermediary appointed for the transaction be borne by DIPAM or BRLMs have to bear the same and later reimbursed by DIPAM.</p>	<p>The Legal advisors for the OFS transactions will be hired directly by DIPAM.</p>
15	<p>Total number of Bankers proposed to be empanelled by DIPAM</p>	<p>All the merchant bankers meeting the prescribed eligibility criteria would be empaneled.</p>
16	<p>Will the number of Bankers be empanelled based on the Category of bid or in general</p>	<p>Yes, The empanelment will be category wise.</p>
17	<p>We humbly request you to clarify whether Annexure III (Bid Form:7) pertaining to "No adverse order by</p>	<p>Annexure-III (Bid Form F-7) is to be provided with respect to the organization</p>

	Regulator” is to be provided only pertaining to Merchant Banking division or organization in general.	
18	Request you to confirm how many Merchant Bankers will be empanelled in both the categories and at the individual categories? (Page 5 Pt. 1)	All the merchant bankers meeting the prescribed eligibility criteria would be empaneled.
19	Request you to clarify will a separate PR agency be hired for the said purpose, who will bare the cost of hiring the said agency; will it be borne by the Company or Government? (Page 10 Pt. D)	No such requirement has been specified by DIPAM.
20	Request you to clarify whether Empanelment category can be decided on cumulative amount of transactions closed or amount raised in one transaction. (Page 11 Pt. 6.3)	The Bidder is required to meet the eligibility requirements as stated in clause 6.3, which clearly states that the Bidder should have advised, handled, and completed at least one equity capital market transaction of prescribed minimum size under each category within prescribed period.
21	Will the empanelment under the current RFP include all holdings of SUUTI (Specified Undertaking of the Unit Trust of India) in relevant listed entities in India	The empanelment of Merchant Bankers-cum-Selling Brokers is for the disinvestment of GoI shareholding in its CPSE’s through the Offer for sale through Stock Exchange Mechanism/Sale of Shares in Stock Market (Dribbling).
