



ADDENDUM TO LIMITED REQUEST FOR PROPOSAL [“LRFP”]

for

Engagement of Investment Banker/Advisor to advise, assist IDBI Capital Markets & Securities Limited for identifying potential strategic investor(s) (Ref. No. ICMS/CS/RFP/21-22/2 dated June 22, 2021)

EXTENSION OF TIMELINES

In view of the rising cases of COVID-19, impending lockdown and to bring more clarity for the successful selection of bidders, it has been decided to extend the timeline for receipt and opening of bid and modify certain clause of the LRFP.

The revised timelines are as given below:

Last Date for submission of Bids	July 19, 2021
Technical Bid opening Date	July 20, 2021
Presentation Date	July 26, 2021
Financial Bid opening Date	July 28, 2021

The Clauses of the LRFP shall stand modified as under:

3.2 Eligibility Criteria of Investment Banker(s)/Advisor(s)

The Bidder must have an experience of 5 (five) years or more in the area of managing the entire deal process in relation to strategic sale, Private Placement/acquisitions

(Collectively referred to as “Deals”) and should have executed (successfully closed) at least 4 (four) such assignments for companies with aggregate transaction size of Rs. 500 crore (Rupees Five Hundred crores only) or more and one transaction of at least Rs. 200 crore during the period starting from 31.12.2015 to 30.06.2021.

5.2 Separate emails with password protected PDF files shall be sent containing the Financial and technical bids respectively latest by July 19, 2021.

5.3 The email for the Technical bid should be **marked “IDBI Capital – Appointment of Investment Banker/Advisor – Technical Bid”** latest by July 19, 2021

5.4 Email for the Financial bid should be marked “**IDBI Capital – Appointment of Investment Banker/Advisor – Financial Bid**” latest by July 19, 2021

5.5 Separate email providing password for the Technical Bid shall be sent after the timeline for submission of Bid and latest by 12.00 noon on July 20, 2021

5.6 Separate email providing password for the Financial Bid shall be sent after July 26, 2021 and latest by 12.00 noon on July 28, 2021.

5.7 The date and time of the presentations will be mailed to the respective Bidders separately. The presentations are tentatively slated on July 26, 2021.

6.2 The weightage of evaluation of the eligible Bidder in respect of each criterion has been indicated against each Section.

SI No	Evaluation Parameters	Max Marks	
1.	Standing of the firm. <ul style="list-style-type: none"> Existence of Bidder for more than 10 years. Existence of Bidder for 5-10 years. Existence for less than 5 years. 	5 3 0	5
2.	Experience in managing deal process including deals in BFSI		35
A.	Experience of Managing deal process for last 5 years, where the number of Successfully Closed Deals (as defined in Para 3 above) are: <ul style="list-style-type: none"> above 10 Deals 7 to 10 Deals 4 to 7Deals less than 4 Deals 	10 6 3 0	10
B.	Experience of Managing deal process for last [5] years, where the aggregate Deal (as defined in Para 3 (2) above) values of Successfully Closed Deals are: <ul style="list-style-type: none"> above INR 1500 crore Between INR 500 crore to INR 1500 crore Upto INR 500 crore 	10 5 0	10

C	<p>No. of Successfully Closed Deals in BFSI sector</p> <ul style="list-style-type: none"> • 3 or more Deals • 2 Deals • 1 Deal 	<p>5</p> <p>3</p> <p>1</p>	5
D	<p>Experience in Managing Deal process for Successfully Closed Deals (involving foreign strategic investors) in sector</p> <ul style="list-style-type: none"> • 3 or more Deals • 2 Deals • 1 Deal 	<p>5</p> <p>3</p> <p>1</p>	5
E	<p>International Presence of the Bidder</p> <ul style="list-style-type: none"> • Presence in 3 or more International locations • Presence in 2 International locations • Presence in 1 International location 	<p>5</p> <p>3</p> <p>1</p>	5
5.	<p>Presentation and Q&A</p> <p>(i) Positioning Thesis and Key Investment Highlights</p> <p>(ii) Details of the valuation methodology to be followed in determining the price of the transaction and preliminary valuation views</p> <p>(iii) Strategy for pre-marketing, marketing and identification of Target Investors Group.</p> <p>(iv) Strength in extending after-transaction support, with specific reference to procedural aspects</p> <p>(v) Indicate realistic time schedule for completion of the transaction</p>		30
Total weightage for technical criteria			70

8.1 Qualified and eligible Bidders would be required to make a presentation at IDBI Capital Markets & Securities Ltd, 6th floor, IDBI Tower, WTC complex, Cuffe Parade, Mumbai - 400 005. The presentation shall be held tentatively on July 26, 2021 and time schedule will be emailed to the respective Bidders separately.

8.7 The combined score of Technical and Financial will determine the ranking of the Commercial Bidders. In case of a tie in the combined score between the Commercial Bidders, the Commercial Bidder with higher Technical score will be given a higher rank.

Clause 8.8 stands deleted

All other terms and conditions of the original LRFP remain unchanged.

Sd/-

Company Secretary

IDBI Capital Markets & Securities Limited

Date: July 8, 2021

Place: Mumbai