

| Draft responses to pre-Bid queries | | | |
|------------------------------------|---|--|---|
| S.no. | Bidder / participant | Query | Management Replies |
| 1 | Trust Investment Advisors Private Limited | Will DME Development Limited/tendering authority map more than one arranger at the time of EBP issue setup? "Note: taking reference from word lead arranger" | As per clause 2 (bullet-point no.5)-OBJECTIVE of RFP document, the selected bidder has to 'act as lead arranger for the green bond issuance'. Hence, there can be multiple arrangers apart from the selected bidder, but no fee will be paid to them for arranging the funds. |
| 2 | Trust Investment Advisors Private Limited | All the aspects mentioned under clause "Arranger to the issue" are of an ADVISOR to the issue, tender document does not specify on the role of an entity (Arranger), who may arrange funds on behalf of an issuer (Proprietary bid and/or bids from investors). Does tendering authority classify role of an advisor to the issue and arranger to the issue executed by single entity as conflict of interest? "Note: at NHAI, DME and other PSU, arrangership is granted to an entity whose bids (Prop or client) are accepted by the issuer after competitive bidding at EBP." | The RFP was issued with the intent of appointing a single entity which shall assist and advice on the end-to-end process right from development of green bond framework to the fund raising. However, as per clause 2 (bullet-point no.5)-OBJECTIVE of RFP document, the selected bidder has to 'act as lead arranger for the green bond issuance'. Hence, there can be multiple arrangers apart from the selected bidder, but no fee will be paid to them for arranging the funds. |
| 3 | Axis Bank | In recent RFP floated by DME DL dated 19.04.2023 for appointment of Transaction advisor similar query was responded as below: Bidder can work either in the capacity of merchant banker / arranger / investor in the bond issuance or as Transaction Advisor for DMEDL. Acting as both will be treated as conflict of interest. Please guide if the understanding prevails for current appointment as well i.e. Bidder can work either in the capacity of Advisor/ Project Consultant or as Arranger. | Selected bidder will be Advisor, Project Consultant & Arranger as well. As per clause 2 (bullet-point no.5)-OBJECTIVE of RFP document, the selected bidder has to 'act as lead arranger for the green bond issuance'. Hence, there can be multiple arrangers apart from the selected bidder, but no fee will be paid to them for arranging the funds. |
| 4 | Axis Bank | Due to Budget and FOMC on 1 st Feb 2024, we would request you to keep the pre-bid meeting 2 nd Feb 2024 or any date post that. | Pre-bid meeting was held at DME Development Limited's office on 1st February 2024, as per schedule. |
| 5 | J M Financial Products Limited | As per RFP, we understand that pre-bid meeting will be held at NHAI office so we request you to also provide virtual mode link so our other team members can also join in. | Pre-bid meeting was held through physical mode at DME Development Limited's office on 1st February 2024, as per schedule. |
| 6 | J M Financial Products Limited | We request you to clarify whether DME Development Ltd wishes to appoint different entities for each role i.e. Bidder will be appointed either in the capacity of Advisor/Project Consultant or Arranger to avoid any conflict of interest. | Selected bidder will be Advisor, Project Consultant & Arranger as well. As per clause 2 (bullet-point no.5)-OBJECTIVE of RFP document, the selected bidder has to 'act as lead arranger for the green bond issuance'. Hence, there can be multiple arrangers apart from the selected bidder, but no fee will be paid to them for arranging the funds. |
| 7 | A K Capital Services Limited | Please clarify will the selected bidder will be allowed to participate in Merchant Banking/Arranger for the proposed bond issue and a separate competitive bidding process for selection of Merchant Banking/Arranger would be undertaken. | Selected bidder will be Advisor, Project Consultant & Arranger as well. As per clause 2 (bullet-point no.5)-OBJECTIVE of RFP document, the selected bidder has to 'act as lead arranger for the green bond issuance'. Hence, there can be multiple arrangers apart from the selected bidder, but no fee will be paid to them for arranging the funds. |
| 8 | A K Capital Services Limited | Please clarify whether key experts proposed for this assignment can participate in other assignments or not? | Key experts have to put minimum required days as per cl.5(e) of the RFP document subject to not having any conflict of interest. |
| 9 | A K Capital Services Limited | We request DMEDL to disclose amount of funds proposed to be raised and tenure as this would aid the Advisor, Project Consultant and Arranger in drafting the proposal in term of cost computation and resource allocation. | Amount of funds to be raised under green bonds issuance can be quantified once the frame work is fixed. The current RFP covers the job. |

| | | | |
|----|---|--|---|
| 10 | ICICI Securities Primary Dealership Limited | If the roles of the Green Bond Advisor, Project Consultation and Arranger to the issue are done by a single entity then will not lead to a conflict of interest? There are separate skill sets/experience required for the green bond advisory/project consultation and arranging funds through bond issuance. We request you to bifurcate the roles of the Green Bond Advisor, Project Consultation through a different tender and a separate tender for Arrangers for the Bond Issuance. This will ensure that DME will get the best green bond advisor/project consultant and the best Arrangers to the bond issuance which will surely lead to raising the funds at the most competitive cost. | Selected bidder will be Advisor, Project Consultant & Arranger as well. As per clause 2 (bullet-point no.5)-OBJECTIVE of RFP document, the selected bidder has to 'act as lead arranger for the green bond issuance'. Hence, there can be multiple arrangers apart from the selected bidder, but no fee will be paid to them for arranging the funds. |
| 11 | Ernst & Young LLP | While we understand that, Authority is seeking inputs from a firm which has rich pedigree in assignments of such nature. We request the Authority to kindly consider firms having an experience in providing assistance in financing and raising funds through issuance of domestic bond rupee of atleast Rs.10,000 crores instead of being a top 10 lead arranger for domestic rupee bond issuance. | Clause shall remain unchanged. |
| 12 | Ernst & Young LLP | We request the Authority to kindly consider firms having an experience of at least 5 projects in Central / State Government Authorities/PSUs/ JV of PSUs/ Govt. companies / Infrastructure Companies/ Assets, with the value of the total transaction being INR 1,000 crore or more, during the last 5 (five) Financial Years. | Clause shall remain unchanged. |
| 13 | Ernst & Young LLP | We understand that, though assistance in raising funds through Bonds is a common practice having various laws, guidelines and regulations are in order; raising funds through Green Bond is relatively a new concept, requiring keen intervention and deliberation from experts from firms which may have expertise in specific domain and may not be available under the same group. We request the Authority to kindly allow bidders to participate in consortium for an efficient and thought driven advisory and delivery. | Clause shall remain unchanged. Joint Venture / Consortium not allowed. |
| 14 | Ernst & Young LLP | Kindly let us know, if the pre-bid meeting is being conducted virtually or at DME Development Limited's office on 1st February 2024. Request you to kindly share with us the link for pre-bid meeting, if it's being conducted virtually. | Pre-bid meeting was held through physical mode at DME Development Limited's office on 1st February 2024, as per schedule. |
| 15 | SBICAPs | We understand that detailed cost break for each of the green project identified will be given to the bidder by DME or its third party consultant. Bidder will be responsible for using the initial funding estimate shared by DME and assess the overall debt requirement for green project. | SBICAPs is already working as Transaction Advisors currently with M/s DME Development Ltd and hence, not to have any conflict of interest, they should not bid for this RFP. |
| 16 | SBICAPs | Whether this RFP is specific to "green bond" or DME is also open to consider option for "sustainability linked bonds" (bond raising with an objective to achieve certain environmental and social goals) and "sustainability bond" (considering social as well as environmental criteria). | |