

**KRISHNA BHAGYA JALA NIGAM LTD.,**  
**(A GOVERNMENT OF KARNATAKA UNDERTAKING)**

**TENDER EVALUATION REPORT**  
**DATED 27.11.2014**

**APPOINTMENT OF ARRANGERS FOR SERIES 2014-C**  
**BOND ISSUE OF KBJNL**

**REGD OFFICE**  
**PWD OFFICES ' ANNEXE' .**  
**III FLOOR, K.R.CIRCLE,**  
**BANGALORE – 560 001**

KBJNL had invited bids from category - I SEBI Registered Merchant Bankers, for mobilization of ₹ 248.40 crore for Series 2014-C Bond Issue through Private Placement of Bonds during December 2014, vide tender notification no. KBJNL/FD/RES/MB-2014C/2014-15 dated October 14, 2014 through e-procurement, two cover system. The following were the calendar of events:

Sl.	Particulars	Schedule
1	Publishing of Tender Notification	14.10.2014
2	Last date for submission of bids	24.11.2014, 5.00 pm
3	Date of opening of Technical bids	26.11.2014, 11.00 am
4	Date of opening of Financial bids of technically qualified bidders.	26.11.2014, 3.00 pm

In all 9 no. of Merchant Bankers had accessed E-Procurement Portal. Out of them 8 Merchant Bankers have successfully up loaded their bids and the EMD in the e-procurement portal and the Bid of 1 Merchant Banker was rejected by the E-procurement portal itself due to non submission of EMD. Following are the list of Merchant Bankers whose bids are considered for Technical Evaluation by E-procurement portal:

1. M/s. Axis Bank Ltd.
2. M/s. ICICI Securities Primary Dealership Limited.
3. M/s. Real Growth Securities Private Limited.
4. M/s. Trust Investment Advisors Pvt. Ltd.
5. M/s. SPA Capital Advisors Ltd.
6. M/s. Tipsons Consultancy Services Limited.
7. M/s. ICICI Bank Limited.
8. M/s. Darashaw and Co. Pvt. Ltd

All the eight bidders were considered for technical evaluation based on the pre-qualification and technical qualification criteria as given below:

Sl.	Eligibility Criteria	Document to be uploaded
a	Should be a Category - 1 SEBI Registered Merchant Banker and should have SEBI License valid till 31.12.2014.	<b>Document required:</b> copy of SEBI Registration Certificate certified by a Practicing Chartered Accountant.
b	Should have mobilized ₹ 1,000.00 crore in Debt Private placement, of all Issuers category during the financial year 2013-14 and/or 2014-15.	<b>Document to be uploaded:</b> Certificate by a practicing Chartered Accountant as per the format given in Annexure 4 of the RFP document

c	Should have participated in Private placement / public issue of State Level Undertakings and/ or State Financial Institutions during the financial year 2013-14 or 2014-15.	<b>Document required:</b> CA certified copy of Prime League Table for Arrangers, Debt Private Placements under State Level Financial Institutions & State Level Undertakings for the year 2013-14 or 2014-15
d	It shall be on firm commitment basis for ₹ 248.40 Crore	<b>Declaration</b> in the letter head of the bidding firm shall be uploaded at the time of bidding. After short listing same has to be submitted to KBJNL in ₹ 200.00 non judicial stamp paper before issue of mandate letter.
e	Other documents	Profile of the bidder as per the format specified in RFP document

Since all the eight Merchant Bankers have satisfied above criteria, all the eight Bids were accepted as technically qualified and recommended for further evaluation (Refer ANNEXURE- I).

#### Financial Bids evaluation

Financial bids were opened as per the schedule on November 26, 2014 at 3.00 pm and following are the details:


Sl.	Name of the Merchant Banker	Coupon quoted (%)	Fee quoted (%)	YTM (%)	Remarks
1	M/s. Axis Bank Ltd.	8.81	1.32	9.39046%	L3
2	M/s. ICICI Securities Primary Dealership Limited.	8.75	0.90	9.25540%	L1
3	M/s. Real Growth Securities Private Limited.	8.75	0.90	9.25540%	L1
4	M/s. Trust Investment Advisors Pvt. Limited,	8.81	1.32	9.39046%	L3
5	M/s. SPA Capital Advisors Ltd.	8.76	1.42	9.35359%	L2
6	M/s. Tipsons Consultancy Services Limited.	8.75	0.90	9.25540%	L1
7	M/s. ICICI Bank Ltd	8.81	1.32	9.39046%	L3
8	M/s. Darashaw & Co. pvt Ltd.	8.81	1.32	9.39046%	L3




From the above statement it could be observed that the Yield to Maturity of M/s. ICICI Securities Primary Dealership Limited, M/s. Real Growth Securities Private Limited. And M/s. Tipsons Consultancy Services Limited are the lowest.

Hence, appointment M/s. ICICI Securities Primary Dealership Limited, M/s. Real Growth Securities Private Limited. And M/s. Tipsons Consultancy Services Limited as arrangers for Series 2014-C Bond issue of KBJNL at their lowest quoted coupon of 8.75% p.a. annualized and fee of 0.90% of the amount mobilized and retained, the lowest Yield to maturity, may kindly be approved.

  
Gayathri.A.R  
Manager - (Finance & Resources)

  
Charles S.Sujaya Kumar  
Deputy General Manager (Finance)

APPROVED as per the authorization of 26<sup>th</sup> FR&IG Committee meeting held on  
24.11.2014

  
R.S.Pashupathy,  
Executive Director - Finance.  
KRISHNA BHAGYA JALA NIGAM LIMITED

DATE : 27.11.2014