

SIDBI Venture Capital Limited

Seeks to appoint

Placement Agent cum Investor Relationship Advisor

(For UK/ Europe)

SIDBI Venture Capital Limited (SVCL) invites proposals from firms willing to act as Placement Agent cum Investment Relationship Advisor (Agent) for its proposed Fund.

The work

- To help raise funds of US \$ 250 million from private investors, endowment funds etc. in UK/ Europe (each ticket size not below US \$ 25 million).
- To help in finalizing the structure of the proposed fund.
- To assist in preparing SVCL's pitch for the above.
- To arrange one to one meetings for SVCL and sponsor (SIDBI) with potential investors.
- To help / assist SVCL in formulating responses to potential investors' comments, due diligence requests from potential investors, completing the KYC process of potential investors

The Fund

The proposed fund would -

- invest in equity or equity linked instruments in Indian MSMEs (Micro, Small & Medium Enterprises) with focus on domestic growth and / or facilitate international acquisitions.
- be set up in India as a SEBI approved domestic alternative investment fund (under the proposed Alternate Investment Regulations).
- bear all the expenses of setting up the fund and international structures, if any, marketing the fund, fund raising etc.

Note: If Foreign Venture Capital structure is required for foreign investors then the FVCI would invest with the Indian Fund (to be in line with the Alternate Investment Regulations).

Eligibility

The agent to be selected should –

- have prior experience in fund raising of atleast US \$2 billion.
- be qualified as per UK/ Europe laws to offer and execute this assignment.
- be located in UK / Europe.

Proposal

The proposal should be accompanied by a short write-up about the agent (not exceeding 1 page). Please mention if there are any ratings / rankings in the league tables for such activity.

A list of assignments completed / under progress, need to be provided to SVCL along with the application as under (insert more rows in the tables below, if required):

(A) Assignments completed

S.No	Name of the Fund	Amount raised for the Fund	Mode of fee received (Lumpsum / success fee / sharing of mgmt. fee / sharing of carry	Any documentary proof of such fund raising	Name, designation, e-mail & contact numbers of the official(s) of the Fund for verification of credentials

(B) Assignments under progress

S.No	Name of the Fund	Amount raised for the Fund	Any documentary proof of such fund raising	Name, designation, e-mail & contact numbers of the official(s) of the Fund for verification of credentials

(C) Team

S.No	Name of the person	How much funds were raised <u>directly</u> by him/her	Credentials

Note: Please mention who will lead the team.

(D) Time frame – please mention the time frame required for completing this assignment.

Note:

Those who are short-listed based on their credentials, would be intimated by e-mail. Thereafter, the pricing quote should be sent to SVCL within the stipulated time.

Quotation

The pricing quote to be given would be as under **(Please do not quote now)**

S. No	Nature of expenditure	Remarks
1	Reasonable travel & out of pocket expenses (prior written consent of SVCL to be obtained before the visits by providing list of potential investors with basis for tapping them and agenda for such travel).	Rs. _____ being the maximum amount payable by SVCL under this head The agent would arrange for one-to-one meetings with a minimum of ____ (<i>please mention number</i>) potential investors.
2	Sharing of Management Fee	_____ % of the management fee received by SVCL will be paid to the Placement Agent cum Relationship Adviser within 30 days of receipt from the Fund.
3	Sharing of carry, if any, earned by the Fund Manager viz., SVCL	_____ % of the carry received by SVCL will be paid to the Placement Agent cum Relationship Adviser within 90 days of receipt from the Fund.

Note:

- No upfront fee, non-refundable fee, one-time fee etc. would be payable to the Agent.
- All payments made by SVCL would be subject to Indian laws, rules and regulations including but not limited to income tax, service tax etc. Wherever required under Indian laws, suitable deductions / withholding taxes, if any, would be applied on all payments to the agent.
- Separate proposal/ quotations should be submitted for UK / Europe.

A draft presentation for your reference is available on the home page of our website (www.sidbiventure.co.in).

Interested parties having experience in this line with demonstrable track record, may submit their offers giving information as required above, by e-mail to info@sidbiventure.co.in addressed to the Chief Executive Officer, SIDBI Venture Capital Ltd, on or before August 07, 2012.

Incomplete proposals or those not conforming to the requirements are liable to be rejected. SVCL reserves the right to reject any or all the offers without assigning any reason thereof.

Chief Executive Officer