



ජාතික ප්‍රතිපත්ති හා ආර්ථික කටයුතු අමාත්‍යාංශය  
தேசியக் கொள்கைகள் மற்றும் பொருளாதார விவகாரங்கள் அமைச்சு  
Ministry of National Policies and Economic Affairs

මොදා (පැරණි වර්ෂික කොඩිකර්නල්ල), පළමු මහල, බ්‍රිස්ටල් වීදිය, කොළඹ 01. "Mikoda" (Old Times Building), 1st Floor, Bristol Street, Colombo 01.

මගේ අංකය }  
எனது இல. }  
My No. }

ඔබේ අංකය }  
உமது இல. }  
Your No. }

දිනය }  
திகதி }  
Date }

26.03.2018

## Request for Proposals

### For a Foreign Currency Term Financing Facility for the Government of Sri Lanka 2018

The Government of Sri Lanka (GOSL) intends to raise a Foreign Currency Term Financing Facility (FTFF) denominated in United State Dollars (USD) or Japanese Yen (JPY) or Euro or their combinations up to a limit of USD 1,000 million or its equivalent in 2018. The FTFF is expected to be raised at a fixed rate or a floating rate, linked to the USD, JPY or Euro 6 Month LIBOR or its successor with a maturity period of 3 years or more. The proceeds of the FTFF will be used for the purposes of financing the expenditure as approved in the Budget for the Fiscal year 2018.

2. In connection with the aforementioned, the Ministry of National Policies and Economic Affairs (MNPEA) on behalf of GOSL, hereby invites financing proposal/s from Domestic Banks incorporated in Sri Lanka and International Banks / Investment Houses for the proposed FTFF.

#### 2.1 Eligibility criteria for submitting financing proposal/s:

- (a) The International Banks/Investment Houses should have maintained investment grade rating/s at least from Moody's, S&P or Fitch for a period not less than 5 consecutive years by 6th of April 2018.
  - (b) Domestic Banks, should have maintained AA (lka) or above ratings from Fitch Ratings Lanka Ltd., for a period not less than 5 consecutive years by 6th of April 2018.
3. The proposal should clearly delineate, inter alia, the following in support of credentials/ track records of the Banks / Investment Houses, for evaluation.

#### 3.1 Commitment of the Banks / Investment Houses:

- (a) Proposed composition of the dedicated core project team, and
- (b) Related experience of the dedicated core project team.

### 3.2 Cost

- (i) The Bank's / Investment House's cost of the FTFF should be expressed as a percent per annum in fixed or floating rate arrangement,
- (ii) Any associated costs including third party costs in USD/JPY/Euro and also in basis points should be indicated with clear details of each element,
- (iii) All inclusive cost for the financing arrangement should be indicated with the maturity period intended for the FTFF.

The prices quoted in terms of 3.2 (i) and (ii) should be considered firm for at least a period of 60 days from 6th of April 2018.

4. Banks / Investment Houses should submit proposals in multiples of USD 50 million or its equivalent up to a maximum of USD 1,000 million or its equivalent. Repayment can be in bullet or in tranches, while interest will be paid half yearly.
5. Proposals made in Japanese Yen and Euro should also be accompanied with a swap mechanism to USD for the entire tenure of the facility.
6. Banks / Investment houses should submit proposals separately for different options based on the structure of the FTFF such as size, currency, cost (fixed or floating), third party expenses, cost of swap arrangements, tenor, repayment, the estimated lead time required to make available FTFF to GOSL (detailed execution time table), and other details as aforementioned. The proposal should indicate clearly the quantum of funds made available under the FTFF to GOSL.
7. Banks / Investment Houses may submit proposals on standalone basis or collectively.
8. Drawdown and availability of funds should be within 5 business days upon the satisfaction of the conditions agreed to. The drawdown will be only by way of one or two tranches.
9. It should be noted that this request for proposals is not a commitment on the part of the GOSL to accept any proposal. The GOSL reserves the right to reject any or all the proposals without assigning any reason thereto. The GOSL also reserves the right to negotiate the terms of the proposals with the relevant Bank(s) / Investment House (s).
10. GOSL reserves the right to engage with one or more Banks/Investment houses for the proposed FTFF.

11. The proposals should be signed by duly authorized signatory / signatories of the Banks / Investment Houses and sent by hand or courier under sealed confidential covers (3 hard copies). The proposals should be sent to the following address by 1300 hrs Sri Lanka time on or before 6th of April 2018.

Director General  
Department of External Resources  
Room No 303, 3<sup>rd</sup> Floor,  
The Secretariat,  
Colombo 01, Sri Lanka.

Please indicate as "FTFF - 2018" on the top left hand corner of the cover.

12. Any form of canvassing / lobbying / exercise of influence etc. by the Bidder(s) will result in disqualification of such Bidder(s).
13. Any queries or requests for clarifications may be submitted to Director, Capital Markets, Department of External Resources on [ftff2018@erd.gov.lk](mailto:ftff2018@erd.gov.lk) or on 94-0112484842/+94112151493
14. The Steering Committee will announce at 1330 hrs on 6th of April 2018 at the Ministry of Finance and Mass Media, the names of the Banks / Investment Houses who have submitted proposals.

Sgd: Secretary, Ministry of National Policies and Economic Affairs.