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இலங்கை மத்திய வங்கி
CENTRAL BANK OF SRI LANKA

**The Government of Sri Lanka
International Sovereign Bond Issuances in Japanese Yen
(Samurai Bonds)**

**NOTICE ON REQUEST FOR PROPOSALS TO BE CONSIDERED
FOR APPOINTMENT OF LEAD ARRANGERS**

The Government of Sri Lanka (GOSL) intends to issue sovereign bonds with potential credit enhancement from Japan Bank for International Cooperation (JBIC) in Japanese Yen (JPY) (Samurai bonds) under the Active Liability Management Act (ALMA). In this perspective, JPY denominated bonds for benchmark size issuances will be exercisable in single or multiple tranches with competitive fixed coupons and in medium to long term maturities.

2. Accordingly, GOSL intends to issue a bond up to about JPY 60 billion in a bench mark size single tranche with a fixed coupon of 10-year maturity as its first Samurai bond issuance.
3. The Central Bank of Sri Lanka (CBSL), on behalf of GOSL, invites competitive proposals from Banks/ Investment Houses for consideration to be appointed as Joint Lead Arrangers for the proposed Samurai bond issuance.
4. Proposals should clearly delineate (as per the format given at [Annex I](#)), together with, inter alia, the following in support of credentials/ track records of the proposer Banks/ Investment Houses, for evaluation.
 - 4.1. Experience as a Lead Arranger in Samurai (sovereign) bond issuances within the last 3 years.
 - 4.2. Experience as a Lead Arranger in Samurai (non-sovereign) bond issuances within the last 3 years.
 - 4.3. Information on the cost of proposed issuance.
 - 4.4. Information on the cost of service providers for the proposed issuance, including;
 - a) Bank/Investment House fee
 - b) All required third-party costs with disaggregated details (minimum 3 quotes)
 - c) Indicative cost of credit enhancement from JBIC guarantee.

- 4.5. Bank/Investment House credit rating profile.
- 4.6. Ranking of Bank/Investment House for emerging market Samurai bond issuances (sovereign).
- 4.7. Additionally, following details shall also be provided;
 - a) SWAP cost to USD for the duration of the proposed arrangement for JPY,
 - b) Execution strategy for proposed issuances including issuance details and time bound execution plan, and
 - c) other costs (please specify).
5. GOSL reserves the right to appoint one or more Lead Arranger(s).
6. The proposer of the RFP shall be the same legal entity which will be appointed as the Lead Arranger who will enter into contractual arrangements, if selected.
7. This request for proposals is not a commitment on the part of GOSL to accept proposals. GOSL reserves the right to reject any or all of the proposals without assigning any reason thereto and to negotiate the terms with the Bank(s)/ Investment House(s) as may be considered appropriate in the interest of GOSL.
8. In the event of future Samurai bond issuances, GOSL may consider continuing with all or any of the appointed Lead Arranger(s) as appropriate.
9. Two hard copies of the proposal signed by duly authorized signatory/ signatories should be sent by hand or couriered under sealed confidential cover to the following address by 1500 hrs (Sri Lanka time) of 20.09.2019.

Superintendent of Public Debt

Public Debt Department

Central Bank of Sri Lanka, No. 30, Janadhipathi Mawatha, Colombo 1, Sri Lanka.

Tel: +94-11-2477284, Fax: +94-11-2477718, e-mail: publicdebt@cbsl.lk

10. Any clarification sought should be submitted in writing to the Superintendent of Public Debt, via e-mail: publicdebt@cbsl.lk. All responses will be posted on the CBSL website.

Chairman

Steering Committee

06.09.2019

**INTERNATIONAL SOVEREIGN BOND (ISB) ISSUANCES IN JPY (SAMURAI BOND) UNDER THE LIABILITY MANAGEMENT EXERCISE BY THE GOVERNMENT OF SRI LANKA (GOSL)
REQUEST FOR PROPOSALS (RFPs) TO BE CONSIDERED FOR APPOINTMENT OF LEAD ARRANGERS AND ALL THIRD-PARTIES**

Name of the Institution: (Legal entity at the address given below responding to this RFP should be the same legal entity providing the services of LRs for the above ISB issuance by GOSL)
Mailing Address:
Contact Person Details:
Name:
Designation/Position:
Tel: Office:
Mobile:
Fax:
Email:

for Excel Version of this Document

www.cbsl.gov.lk/sites/default/files/cbslweb_documents/RFP_JPY_ISB_2019_20190906.xlsx

A. General Information

1 Experience as a Lead Arranger for Samurai Bond

1.1 Emerging Market Samurai Bond Issuances, Sovereign : 2016 - To Date

Issue Date (YY/MM)	Country	Issue Rating with Rating Agency	Issue Size (JPY Bn)	Coupon %	Issue Price	Tenor (Years)	No of Joint Lead Arrangers for the issuance	No of Successful Investors / Bidders
Total								
Annual Average								
Total Number of Issuances								

1.2 Emerging Market Samurai Bond Issuances, Corporates: 2016 - To Date

Issue Date (YY/MM)	Corporate Body	Issue Rating with Rating Agency	Issue Size (JPY Bn)	Coupon %	Issue Price	Tenor (Years)	No of Joint Lead Arrangers for the issuance	No of Successful Investors / Bidders
Total								
Annual Average								
Total Number of Issuances								

B. Indicative Coupon of Proposed Issuance

1 Proposed Issuance Details

Tenor	Issue Size (JPY Mn)	Indicative Coupon for Issue Price of 100% (at par)
10 Year		

C. Cost Related Information in JPY

1	Joint Lead Arrangers Fee	bps
	Joint Lead Arranger Fees in Basis Points (bps) of the Aggregate Principal Amount of the Issuance	
	Agreement to work as Joint Lead Arrangers	Yes / NO
	Number of Lead Arrangers proposed for the issuance	

2 Required all third parties for the issuance with cost per issuance (minimum of 3 quotes, where applicable with functions to be performed)

Type of Service	Name	Experience in Sovereign Samurai Bond Issuances		Fee (JPY)
		No of Issuances	Years of Experience	
Third Party 1.				
Quote 1				
Quote 2				
Quote 3				

Third Party 2.				
Quote 1				
Quote 2				
Quote 3				

Third Party 3.				
Quote 1				
Quote 2				
Quote 3				

Third Party 4.				
Quote 1				
Quote 2				
Quote 3				

3

Indicative cost on credit enhancement (potentially with JBIC) in bps	
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D. Company's Credit Rating Profile for Last 3 Years

Latest Credit Rating Report and Credit Rating for recent 3 years

E. Ranking Based on Emerging Market Samurai Bond Issuances (Sovereign)

Source of Ranking	End 2018	End August 2019	Remarks (Please indicate the web link)
Bloomberg			
Reuters			
Other			

F. Proposed Execution Plan & Other Related Arrangements

- 1 **Proposed Execution Plan (with details of the following):**
 - 1.1 Potential execution window with justification
 - 1.2 Issuance process with timeline
 - 1.3 Marketing strategy
 - 1.4 Human Resources engagement for proposed issuances
- 2 **Indicative SWAP cost with details**
Details of proposed SWAP arrangements to USD with indicative cost
- 3 **Summary of documentation and other legal requirements for the proposed Samurai Bond issuance with credit enhancement (potentially with JBIC)**
- 4 **Required credit rating arrangements for the proposed issuance with related details**

Authorized Signatory/s with the company seal:

Note :It should be noted that this request for proposals is not a commitment on the part of GOSL to accept the proposal submitted by your institution. GOSL reserves the right to reject any or all the proposals without assigning any reason thereto. GOSL also reserves the right to negotiate the terms of the proposal with the relevant Bank(s)/Investment House(s) and all Third-Parties.

RFP\USB-JPY\2019\GOSL