

## ทางกองทุนฯ ขอตอบคำถาม ตามรายละเอียดดังนี้

Regarding to questions submitted, the clarifications are following.

1. What is the **core objective** of undertaking this project/ **impact expected** from the recommendations of the project?
  - A. As described in Attachment 1 (page 10-12), the core objective of this project is to enhance the competitiveness and efficiency of Thailand capital market's business in comparison to regional competitors and to the 'best-in-class' country in the similar areas of capital market business. The expected impacts, as described in TOR, are (1) On the investors (Demand Side), a 100% increase in active retail investors in 5 years and a significant increase in long-term investor such as foreign Sovereign Wealth Funds, (2) On the fundraisers (Supply Side), a significant increase in raised fund from high-potential businesses regardless of their nationalities.
  
2. Which **asset classes** should the project focus on? Are the asset classes only limited to - equities, bonds and mutual funds and real estate investment trusts (as mentioned in the TOR document)?
  - A. As described in the scope of the project, we focus on the following asset classes : Equity, Bond and Mutual Fund & Real Estate Investment Trust. They are the major asset classes in the current capital-market business in Thailand.
  
3. Who would be the **stakeholders** involved in the project during the duration of work?
  - A. As described in the scope of the project, the main stakeholders in this project would include the parties engaged in capital market business (business sector) as well as in law and regulation (relevant government sector and regulator).
  
4. What would be the **evaluation criteria** to select the winning bidder?
  - A. The selection of winning bidder would be subject to a consideration of selection committee based on the potentials of achieving high-quality research outcome according to the objectives and scope.
  
5. What should be the **language** of our proposal submission? Would it be acceptable if we submit the proposals ONLY in English?
  - A. We accept the proposal in English language.
  
6. What type of "**proofs**" are acceptable for "proofs of completed works of similar nature"? Can we provide detailed case studies of our previous work done as a proof?
  - A. According to Article 5.3.4, the detailed case studies of your complete previous work can be considered as a proof.
  
7. Can we propose a "**duration of work**" **lesser than 6 months**, if we believe we can complete all the deliverables, in line with your satisfaction in a shorter duration?
  - A. As long as you complete all the deliverables with high quality and meet all objectives and with our satisfaction, you can propose duration of work lesser than 6 months.

8. Can the “Qualifications and Technical Proposal” document be submitted in “**MS PowerPoint and PDF**” formats instead of “MS Word and PDF” formats?
- A. According to Article 6.2, the proposal can be submitted in electronic form; MS PowerPoint and PDF formats are acceptable.
9. Do we need to submit the “Certificate of bidder’s qualifications” (Exhibit 2 of the TOR) in **hard copy** as well, along with scanned copy? If yes, then what would be the location for the hard copy submission? Are there any other documents to be submitted in hard copy?
- A. According to Article 6.3, the submission of proposal, the documents can be submitted in electronic form. The scanned copy of ‘Certificate of Bidder’s Qualifications’ (Exhibit 2 of TOR) is a part of the documents. In case of sending the hardcopy of documents, the mailing address is the business address of CMDF : กองทุนส่งเสริมการพัฒนาตลาดทุน (CMDF) อาคารตลาดหลักทรัพย์แห่งประเทศไทย ชั้น 6, เลขที่ 93 ถนนรัชดาภิเษก แขวงดินแดง เขตดินแดง กรุงเทพฯ 10400.
10. Can you please help explain on what needs to be submitted under **Article 4.4** “other operations or businesses beneficial to the Fund or capital market development (if any)”?
- A. According to Article 4.4 in Attachment 1 (or Exhibit 1) on page 11, they are previous works done which is of similar or relevant to CMDF’s benefits or objectives or to the development of capital market. Please note, this is optional.
11. Can you please help explain what do we mean by “**unit prices**” under **Article 6.2.2**?
- A. According to Article 6.2.2 on page 5, the ‘unit price’ in this project is the price of the whole project.