

**EXPRESSION OF INTEREST &  
PRE-QUALIFICATION DOCUMENT**

**FOR**

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**Hiring of Transaction Advisors for Industrial Infrastructure Development of  
Lahore Garment City Company (LGCC)**

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**Lahore Garment City Company (LGCC)**  
**Plot # 143-146 & 151-155 Sundar Industrial Estate, Raiwind, Lahore**  
**Phone: (+ 92) (42) (35297391-2)**  
**URL: [www.lgcc.org.pk/](http://www.lgcc.org.pk/)**

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## List of Acronyms

Term	Definition
EOI	Expression of Interest
PQ	Pre-qualification
LG&CD	Local Government and Community Development Department
LGCC	Lahore Garment City Company
PPP	Public-Private Partnership
P3A	Public-Private Partnership Authority
BOQ	Bill of Quantities
RFP	Request for Proposal
IRR	Internal Rate Of Return
IEE	Initial Environment Examination
BER	Bid Evaluation Report
O&M	Operations & Maintenance
CBA	Cost Benefit Analysis
VFM	Value of Money
CPs	Conditions Precedent
RFQ	Request for Quotation

## **1. General**

LGCC intends to invite Prequalification (PQ) proposals from interested applicants for the Feasibility Study and Transaction Advisory Services to develop Phase-II and Phase-III of the industrial infrastructure of LGCC under the PPP mode. All well-reputed, registered, and established Consulting Firms having the requisite technical, financial, and managerial capabilities are invited to participate in the PQ process for the above-mentioned project through the submission of their proposals.

## **2. Purpose Of This Document**

The purpose of this document is to have understanding of the available competencies, solutions, tools and best practices to conduct feasibility study and Transaction Advisory Services to develop Phase-II and Phase-III of the industrial infrastructure of LGCC under the PPP mode, in addition, to develop a comprehensive implementation strategy, and to shortlist/prequalify eligible applicant(s), capable of accomplishing the tasks outlined in this document. The applicants are required to provide profiles of their firms, comprising experience, personnel, and financial strength, along with proposed technical solutions, including but not limited to the firm's methodology and technology for developing industrial infrastructure and risk mitigation strategies.

### **2.1 Terms and Conditions of the Pre-Qualification**

#### **Definitions**

In this document, unless there is anything repugnant in the subject or context:

- I. "Applicant" means the party that submits a proposal in response to this EOI-PQ Document.
- II. "Authorized Representative" means any representative appointed, from time to time, by the Applicant, Purchaser, or Client.
- III. "Lahore Garment City Company" or any other entity for the time being or from time to time duly appointed in writing by the Government to act as Purchaser for the purpose.
- IV. "Client" means Lahore Garment City Company.
- V. "Day" means calendar day.
- VI. "Employer" means Purchaser and/or Client.
- VII. "EOI-PQ Document" means the Expression of Interest and Pre-Qualification Document in consideration.
- VIII. "Firm": A legal entity formed under the laws of Pakistan to submit a proposal and participate in subsequent tendering processes in response to this EOI-PQ Document.
- IX. "Person" includes an individual, an association of persons, a firm, company, corporation, institution, and organization, etc.
- X. "Prescribed" means prescribed in the EOI-PQ Document.

**Disclaimer:**

This PQ document for “Project Feasibility, Transaction Advisory Services and Implementation Plan to develop Phase-II and Phase-III of the industrial infrastructure of LGCC under the PPP mode” (‘the Project’) contains brief information about the Project and qualification process for short listing and pre-qualification of applicants for the RFP stage. The purpose of the Document is to provide the applicants with information to assist in the formulation of their EOI-PQ proposal and to pre-qualify Interested Consultants for the RFP Stage.

While all efforts have been made to ensure the accuracy of information contained in this EOI-PQ Document, this document may not contain all the information required by the Applicants. The Applicants should conduct their independent assessment, investigations, and analysis, and may prepare their proposals in the light of relevant experience and international best practices. The LGCC or any of its employees or advisors/consultants shall incur no liability under any law, statute, rules, or regulations as to the accuracy or completeness of the EOI-PQ Document.

LGCC reserves the right to change any or all conditions/ information set in this EOI-PQ Document by way of revision, deletion, update, or annulment through issuance of appropriate advertisement as the Client may deem fit in accordance with the PPRA Rules. Participation in the EOI-PQ process does not qualify any applicant for the next stage of the procurement process.

LGCC and any other Government Department will not entertain or be liable for any claim for costs and expenses in relation to the preparation of the EOI-PQ proposal to be submitted in terms of this Document.

### 3. Project Background

The ultimate objective of the Assignment is to devise a transaction structure for the Project which optimizes the benefits of all the stakeholders and enables LGCC in soliciting technically qualified and financially sound private partners capable of implementing the Project(s) following the terms of the PPP contract. LGCC will be expecting to achieve the following:

- a. **Transaction Preparation:** Timely completion of a CFS, which suggests the most suitable mode of utilizing the properties on a PPP basis (maximizing prospects for achieving value-for-money [VFM] for the government while the private partner is fairly compensated);
- b. **Transaction Implementation:** Seek necessary assistance to:
  - i. Market the project to attract adequate investor interest.
  - ii. Plan, prepare, and execute a transparent and competitive procurement process;
  - iii. Effectively negotiate PPP contract and achieve commercial close; and
  - iv. Facilitate private parties in achieving a timely financial close for the Project.

Please note that LGCC has already executed Phase I (Three Industrial buildings and Admin Block). For the subsequent phases, the available land under Phase II and Phase III is located at Plot Nos. 143–146 and 151–155 within the premises of LGCC at Sundar Industrial Estate, Raiwind, Lahore.

It is currently envisaged that:

- **Phase II** will comprise the development of **three industrial buildings**, and
- **Phase III** will include the construction of an **additional four industrial buildings**.

Phase-II	No. of Buildings	Size Kanals
Block-A (Basement + 5 floors)	1	8.72
Block-B (Basement + 4 floors)	1	4.88
Block-C (Basement + 4 floors)	1	2.32

Phase-III	No. of Buildings	Size Kanals
Block-A (Basement + 5 floors)	2	8.72 each
Block-B (Basement + 4 floors)	2	4.88 each

In light of the proposed development, the consultants are required to conduct a feasibility study of Phase II and III. Following the performance feasibility study, the consultants will recommend the optimal strategy to LGCC to undertake the projects of Phase II and Phase III either separately or as a single project.



#### **4. Objectives of the Consultancy**

The main objectives of this feasibility study are to:

- I. **Conduct a Comprehensive Feasibility Study:** The consultant will prepare a detailed feasibility study for the development of Phases II and III of Lahore Garment City. This includes a technical assessment of the site, infrastructure needs, utility services, and development potential. The study must evaluate the legal and institutional context, financial viability, and socio-economic benefits of the proposed project.
- II. **Develop and Recommend a Transaction Structure:** Based on the feasibility findings, the consultant will recommend a suitable model for engaging the private sector. This includes defining the roles of public and private partners, identifying key risks and their allocation, and proposing an effective structure to implement the project under a partnership model.
- III. **Prepare and Support the Procurement Process:** The consultant will assist in the preparation of all procurement documents required for the selection of a private partner. This includes drafting expressions of interest, bidding documents, evaluation criteria, and draft agreements. The consultant will also support LGCC in managing the procurement process transparently and competitively.
- IV. **Assist in Negotiation and Finalization of Agreements:** After the selection of the preferred bidder, the consultant will support LGCC in negotiating and finalizing the legal agreements required for implementation. This includes the main project agreement and any necessary supporting documents, ensuring they reflect the outcomes of the procurement process and are acceptable to all parties.
- V. **Facilitate Financial Close and Project Readiness:** The consultant will work with LGCC and the selected partner to fulfill all conditions and documentation required for project commencement. This includes assisting in final approvals and ensuring the project transitions from planning to execution.

## 5. Brief scope of work

The consultancy scope is divided into three major Stages of the Consultant's engagement with the Project. These stages are further segregated into different components.

At any stage, the legal counsel, technical member(s), and financial member of the Consortium of the Consultant shall furnish legal, technical, and financial opinions, respectively, as and when required by the Procuring Agency on any matter/document/agreement about the Project. In case of a Consortium, the Lead Member is directly responsible for the internal coordination of the members of the Consortium.

**5.1.1 Stage 1: The Feasibility Study** shall include, but not be limited to, the following components:

### 5.1.1.1 Inception Report

Provides a detailed layout of the work approach to the Project. The report will clearly articulate the overall requirements of the Project concerning the proposed methodology, detailed program of work, progress updates, methodology, and any additional requirements. It will clearly articulate the project's main goals along with the activities planned to meet those goals.

### 5.1.1.2 Technical Feasibility Study

Perform the technical feasibility study for the Project and submit the feasibility study report, which shall include, but not be limited to, the following:

- a) Conduct a comprehensive analysis of the current state of the textile and garment sector in Pakistan, focusing on trends, challenges, and opportunities
- b) Research and present the best international models for the development of industrial cities, particularly those focused on the textile and garment sectors. Analyze the success factors and challenges of these models and their applicability to Lahore Garment City.
- c) Assess the demand for garment and textile manufacturing infrastructure within the local, regional, and international markets.
- d) Identify key stakeholders, including manufacturers, exporters, and suppliers, and their specific needs for infrastructure support.
- e) Evaluate the export potential of the textile and garment sector, including emerging markets and potential growth areas.
- f) Analyze global trade trends, export regulations, and tariff barriers that could impact the sector's growth.
- g) Provide recommendations on how the infrastructure development can enhance export capacity and competitiveness in international markets.
- h) Carry out the initial environment examination (IEE) of the project, considering all aspects of the environment as per the procedures of national guidelines
- i) Carry out certain tests to certify that the available land is fit to be used for the project, including but not limited to topographic survey, soil investigation, and geo-technical investigation of the Project site. Provide details of accessibility to the proposed project site, to facilitate the best arrangement for the general public and investors
- j) Prepare preliminary design and master plan of the project
- k) Evaluate the on-grid and off-grid solutions for availability of electricity/power for project
- l) Socio Economic Assessment
- m) Utilities requirements assessment and sourcing options
- n) Assess gender and work place safety and security related risks; and prepare safeguard diligence report including measures to avoid, minimize and mitigate adverse social impacts

- o) Identify best international practices for sustainable development in industrial infrastructure projects. Recommend strategies for incorporating environmental sustainability, energy efficiency, and waste management into the project. Ensure compliance with local and international environmental standards and guidelines.
- p) Conduct stakeholder consultation for awareness and feedback, if any required
- q) Assessing the nature of the local skill base and regional skill base to design the best business and operational model for the Industrial Infrastructure Development
- r) Devise standard operating procedures to be followed by the private party/ concessionaire to run the Project
- s) Identify the occupants / types of businesses which will execute business activities in the Industrial Infrastructure Development
- t) Assessing the nature of the local skill base and regional skill base to design sustainable business and operational model for the Industrial Infrastructure Development
- u) Assessment of regulatory environment for the real estate development in Pakistan, recommendation on an appropriate governance and management model for the Project.
- v) Engineering estimates for development work (all components/infrastructure mentioned in feasibility study conducted by external consultants) based on the detailed survey
- w) Devise the tangible and intangible incentives which can be offered by the Industrial Infrastructure Development to occupants and investors.

**Note:** The Transaction Advisors would be responsible to undertake all related surveys needed for preparation of feasibility study report.

#### **5.1.1.3 Financial Viability Assessment Report**

- a) Develop a financial model of the Project covering the projected revenues, construction/development, and Operations & Maintenance (O&M) cost estimates over the life of the Project. O&M costs should be distinguished as direct/indirect costs and fixed and variable costs, and breakeven analysis shall be performed;
- b) Prepare cost estimates for allied facilities and ancillary works based on the schematic designs.
- c) Sensitivity analysis to changes in key assumptions and parameters for a common set of scenarios
- d) Prepare a list of fiscal incentives and/or contingent support that may be provided to developers and users of the facility.
- e) Operating revenues with the underlying data such as demand forecasts and user charges
- f) Funding levels required and types such as equity, loans and subsidies or types of Islamic financing if applicable
- g) The outputs of the results of the financial model should clearly demonstrate the impact of different assumptions on the project's cash flow. The results to be presented in the form of the following financial indicators:
  - i. Project internal rate of return (IRR) and equity IRR
  - ii. Return on equity
  - iii. Annual debt service cover ratio

#### **5.1.1.4 PPP Options Analysis Report**

- a) List all possible PPP options available for the development of a real estate development (such as lease, real estate investment trust, PPPs, etc.).

- b) Evaluate the advantages and disadvantages of each option, together with its risks, benefits and potential impacts
- c) Assess which options are likely to attract private sector investment, and
- d) Recommend the preferred option
- e) For each of the PPP options listed, perform the following tasks:
  - i. Prepare a viable transaction structure for the implementation of the Project.
  - ii. A Cost Benefits Analysis (CBA) outlining economic efficiencies of the project and a Value for Money (VfM) analysis based on the public sector comparator model;
  - iii. Impact on the financial and commercial viability, financial model, and transaction structuring;
  - iv. Identify whether possible Government support may be required by the developer, both financial and other
  - v. Identify the project risks and develop a risk matrix.

#### **5.1.1.5 Legal, Institutional, and Regulatory Assessment Report**

- a) What laws, rules, and regulations will be involved in the project implementation?
- b) What are the implications and legal aspects of the project, including all possible legal impediments and legal matters related to land?
- c) What kind of necessary approvals are required for establishing the project?
- d) Prepare draft bill, rules and regulations for the project, or trust documents, if required.
- e) Develop a timeline of approvals required at various stages.

It is pertinent to note that at the stage of feasibility study, the overall Project, i.e., for Phase-II and Phase-III, will be considered as a single initiative. Subsequently, as per the recommendation of the transaction advisors, the Project may be divided into two sub-projects, and the services of the transaction advisors will be required separately for each sub-project for the next stages.

#### **5.1.2 Stage 2: Transaction Advisory shall include, but not be limited to, the following components:**

##### **5.1.2.1 Preparation and Submission of Procurement Package**

- a) Prepare Notice for Pre-qualifications, pre-qualification criteria, pre-qualification document, request for proposal (the RFP) documents, and relevant project agreements (as per applicable standards), including Concession Agreement and project information memorandum (if required) for bidders;
- b) Presentation of feasibility study outcomes and proposed project structure for necessary approvals.

##### **5.1.2.2 Issuance of Bid Documents**

- a) Presentation of project bidding documents for necessary approvals.
- b) Issuance of bidding documents, including EOI, pre-qualification document, RFP, draft concession agreement, and project information memorandum to bidders according to PPRA rules.

##### **5.1.2.3 Market Sounding**

- a) Sensitize potential investors, operators and financiers for the project and seek their feedback for incorporation in the project structure;
- b) Seek investor interest and feedback on project prior to launch of official solicitation;
- c) Assist the Procuring Agency to establish a data room which will include all the relevant documents and information on the project for investor due diligence.

#### **5.1.2.4 Submission of Bid Evaluation Report**

- a) Assist the Procuring Agency to invite proposals from the pre-qualified bidders and handle queries, if any received in response to the RFP, of the pre-qualified bidders by attending pre-bid meeting(s).
- b) Assist the Procuring Agency to evaluate the bids including technical and financial proposals.
- c) Presentation of bid evaluation outcomes for necessary approvals.
- d) Assist the Procuring Agency in preparation of Bid Evaluation Report.

#### **5.1.2.5 Issuance of Letter of award/acceptance**

- a) Presentation of project procurement outcomes and bid results for necessary approvals.
- b) Assist the Procuring Agency in preparation of Letter of award/acceptance to preferred bidder.

### **5.1.3 Stage 3: Transaction Negotiation and Financial Closure shall include but not be limited to the following:**

#### **5.1.3.1 Transaction Negotiation & Signing of Concession Agreement**

- a) Assist in final negotiation with preferred party;
- b) Assist in execution of concession agreement between the Procuring Agency and the project company

#### **5.1.3.2 Execution of ancillary Agreements and other required documents**

- a) Preparation of all ancillary agreements / documents / opinions / minutes of all meeting or any other similar task that may be required for the execution of this project.

#### **5.1.3.3 Financial Closure**

- a) Review and provide feedback on draft financing term sheet and assess compliance of Concession Agreement and other procurement parameters of the project in the financing term sheet;
- b) Review and finalize concession direct agreement, if there is any;
- c) Review and provide feedback on fulfillment of CPs of the concession agreement and those related to financial close;
- d) Assist the Government in achieving financial close;

#### **Note:**

The applicants are required to submit their expression of interest (EOI) and propose their own solution based on the information presented in the preceding paragraphs and their experience and international best practices. The applicant may propose additional features based on the understanding and best practices. The applicant needs to specify the implementation and operational methodology for the feasibility study in all respects, and with clear timelines and milestones.

This component of the project entails consultancy work outlined as per the scope of work. In order to avoid conflict of interest, the qualified bidder selected for this assignment as per eligibility criteria and scope of work published in this document, will not be eligible for participation in the development of Phase-II and Phase-III of the industrial infrastructure of LGCC component of the project.

## **6. Instructions to applicants**

### ***6.1 Submission of Proposal***

Applications for PQ the procurement would follow single stage two envelopes method. Separate technical and financial proposals are to be submitted on EPADS, no later than **11:00 AM** on last date of submission of proposals i.e. **20<sup>th</sup> August, 2025**. Late proposals shall not be considered. Proposals shall be publicly opened in the Committee Room of LGCC, \* Plot # 143-146 & 151-155 Sundar Industrial Estate, Raiwind, Lahore on **11:30 AM on 20<sup>th</sup> August, 2025**. In case the last date of proposal submission falls in / within the official holidays / weekends of the Purchaser, the last date for submission of the proposals shall be the next working day.

The proposals are to be prepared in English language. The applicants must provide complete information along with supporting documents. Any lapses to provide essential information may result in disqualification of the applicant.

All documents submitted through EPADS. Any misleading statement(s) or information by any applicant will result into disqualification at any stage.

The applicants can seek any clarification regarding the project, pre-qualification documents or evaluation criteria from the following:

### **Contact**

**Designation: Secretary LGCC**

**Address:** Plot # 143-146 & 151-155 Sundar Industrial Estate, Raiwind, Lahore

**Tel:** 042-35297391-2

**Email:** [secretary@lgcc.org.pk](mailto:secretary@lgcc.org.pk)

Interested Parties should note that during the period from the receipt of the proposal and till further notice from the Contact, all queries should be communicated via the Contact in writing or e-mail only

Interested Parties/ are also required to state in their proposals the name, title, fax number and e-mail address of their authorized representative through whom all communications shall be directed until the process has been completed or terminated.

The Employer will not be responsible for any costs or expenses incurred by Interested Parties in connection with the preparation or delivery of proposals.

### **6.2 Joint Venture (JV)**

**6.2.1** Following are minimum qualification requirements of JV:

- i. One of the partners of the participating Joint Venture shall be designated the Lead Partner. If awarded the contract, the Lead Partner on behalf of the Joint Venture would receive instructions and incur liabilities.

- ii. All partners shall be jointly and severally liable for the execution of the Contract in accordance with the agreed terms and conditions. In case of award of Contract, the Contract Agreement shall be signed by all partners of JV. All the partners shall be jointly and severally liable for the execution of the project in accordance government rules and regulations.

**6.2.2** the pre-qualification of a JV does not necessarily prequalify any of its partners individually

### **6.3.1 General**

The Prequalification will be based on all the criteria given in succeeding sections regarding the Applicant's financial soundness, experience, personnel and technical solution as indicated by the Applicant's responses in the forms given in this document.

### **6.3.2 Mandatory Basic Requirements**

Only those consultancy firms fulfilling the following basic requirements shall be considered for further evaluation (relevant documents to be attached):

#### **1. Requirements to be Fulfilled by the Applicant**

- i. Only well-established local firms that have worked on assignments similar to the scope of work in this document will be considered.
- ii. Minimum three (03) years of Certificate of Company/Firm Registration/Incorporation under applicable laws.
- iii. Valid Tax(es) Registration as applicable and relevant.
- iv. Submission of undertaking that the firm is not blacklisted by any provincial or federal government department, agency, organization or autonomous body within Pakistan or anywhere in the world.
- v. In case of a proposal from a Joint Venture, a legally valid and registered Agreement Deed to that effect, signed by all the partners to the Joint Venture shall be submitted with the proposal. However, if awarded the contract a formal registration of Joint Venture would be required.

#### **2. Requirements to be fulfilled by Other JV Partners (If any)**

- i. Certificate of Company/Firm Registration/Incorporation under applicable laws
- ii. Valid Tax(es) Registration as applicable and relevant
- iii. Submission of legal valid undertaking that the firm is not blacklisted by any government organization anywhere in the world (if applicable)

### 3. Requirements to be fulfilled by Applicant/ JV Partners

The Applicant must have relevant experience for implementation of the similar project(s). In case of a JV, this requirement may be fulfilled by any one of the JV partners.

#### 6.3.3 Weightage /Marks

Distribution of Weightage/Marks shall be as under:

Sr. No.	Category	Weightage/Marks
1.	Firm's relevant Experience	<b>45</b>
2.	Key Professional Staff	<b>45</b>
3.	Financial Capability & Understanding of the Assignment	<b>10</b>
<b>Total:</b>		<b>100</b>

**Note:** To qualify for Request for Proposal (RFP), the firm must obtain overall **65 marks** out of a possible 100 marks.

The applicants who have duly complied with the pre-qualification criteria will be eligible for further processing.

The proposals which do not conform to the pre-qualification criteria will be rejected.

Detailed Prequalification criteria is given below:

Sr.#	Evaluation Factor	Criteria	Marks
1.	<p><b><u>Technical Capabilities</u></b></p> <p>(i) Bidders shall attach supporting documents / evidence of experience</p> <p>(ii) Experience of Advisors will only be considered for public sector projects / clients</p> <p>(iii) Historical exchange rate prevailing on completion of milestone will be used to convert foreign currency to PKR</p>	<p>Experience of feasibility study, financial advisory, technical member of the consortium, development of bidding package, transaction advisory of completed PPP project, of during last 10 years of projects pertaining to development of real estate or industrial city (of minimum size of built-up area of 150,000 square feet or cost Rs. 2.5 Billion or equivalent) by technical member of the Consortium</p> <p>For this criterion, private sector projects with satisfactory evidence (like client satisfaction letter of completion on its letter head) regarding completion of work will also be considered. Private sector projects will be awarded 75% marks.</p> <p>03 or more Projects similar nature 45 marks 02 Projects 35 marks 01 Project. 25 marks</p>	<b>45</b>

2.	<b><u>Personal Capabilities</u></b>		12	
	<b>Key Professional Staff</b> (Age limit = 65 years) <ul style="list-style-type: none"> <li>CVs of proposed resources, key Personnel and Consultant.</li> </ul>			
	<b>Financial Team</b> Financial Team Leader 08 marks Project Finance Specialist. 04 marks			
	<b>Technical Team</b> Team Leader 08 marks Architect 05 marks Textile Industry Expert 05 marks Civil Engineer 05 marks Environment Specialist. 02 marks			
<b>Legal Team</b> Legal Team Leader 05 marks Legal Expert 03 marks		25	08	
<b>TOTAL</b>			<b>45</b>	

Sr.#	Financial Team	Qualification / Professional Experience	Marks
1.	Financial Team Leader	<u>Qualification:</u> CA/CFA/ICMA/ACCA/MBA Bachelors in Finance/Accounting/Business Administration  <u>Relevant Experience:</u> 7-Years	08
2.	Project Finance Specialist	<u>Qualification:</u> CA/CFA/ICMA/ACCA/MBA Bachelors in Finance/Accounting/Business Admin  <u>Relevant Experience:</u> 7-Years	04
Sr.#	Technical Team	Qualification / Professional Experience	Marks
1.	Team Leader	<u>Qualification:</u> Degree in Business Administration / Real Estate Development / Urban Planning / Civil Engineering  <u>Relevant Experience:</u> 10-Years	08
2.	Architect	<u>Qualification:</u> Degree in Architecture  <u>Relevant Experience:</u> 10-Years	05
3.	Textile Industry Expert	<u>Qualification:</u> Degree in Textile Engineering  <u>Relevant Experience:</u> 10-Years	05

4.	Civil Engineer	<u>Qualification:</u> Degree in BSc Civil Engineering  <u>Relevant Experience:</u> 10- Years	05
5.	Environment Specialist	<u>Qualification:</u> Masters or Bachelors (4-Years) in Environmental Engineering or allied Environmental Sciences  <u>Relevant Experience:</u> 10-Years	02
<b>Sr.#</b>	<b>Legal Team</b>	<b>Qualification &amp; Experience</b>	
1.	Legal Team Leader	<u>Qualification:</u> LLB  <u>Relevant Experience:</u> 10-Years	05
2.	Legal Expert	<u>Qualification:</u> LLB  <u>Relevant Experience:</u> 10-Years	03
<b>Total</b>			<b>45</b>

<b>Sr.#</b>	<b>Financial Capability</b>	<b>Criteria</b>	<b>Marks</b>
3.	<b>Financial Capability</b>	Average annual turn-over of last three (3) years  PKR 300 million or above 10 marks PKR 200 to less than 300 million 07 marks PKR 100 to less than 200 million. 05 marks	<b>10</b>

**Note:-**

- The procuring agency may ask for presentation from the bidder during technical evaluation period for clarity on Technical Proposal.
- Sub-consultants' experience / credentials shall not be eligible for scoring. Only consortium members will be eligible for scoring. The weight age points given to evaluation sub-criteria for qualifications and competence of key staff are:

**Qualification Marks**

To qualify for Request for Proposal (RFP), the firm must attain a minimum of **65 marks** out of a possible 100 marks.

The applicants who have duly complied with the pre-qualification Criteria will be eligible for further processing.

The proposals which do not conform to the pre-qualification criteria will be rejected.

## **7. Other Factors**

7.1 Only firms that have been prequalified under this procedure shall be invited to bid. A firm can apply for pre-qualification individually. If a firm submits more than one PQ proposals, all proposals involving such firm shall be rejected and stands disqualified.

7.2 The Purchaser may reject all proposals at any time prior to the acceptance of a proposal. The Purchaser shall upon request, communicate to any Applicant, the grounds for its rejection of all proposals, but shall not be required to justify those grounds. The Purchaser shall incur no liability, solely, by virtue of its invoking sub-rule (1) of Rule-33 of Federal Procurement Rules, 2004 towards the Applicants. However, Applicants shall be promptly informed about the rejection of the proposals, if any (As per Rule 33 of Federal Procurement Rules, 2004).

7.3 The Applicant shall bear all costs / expenses associated with the preparation and submission of the Proposal(s) and the Employer shall in no case be responsible / liable for those costs / expenses.

7.4 PPP Framework: The P3A Act 2017 (as amended up to 2025) is available on P3A's website ([www.p3a.gov.pk](http://www.p3a.gov.pk)).

**Letter of Application**

*[Letterhead paper of the Applicant including full postal address, telephone no., fax no., telex no. and e-mail address]*

Date: .....

To: .....

.....

*[Name and address of the Employer]*

Sir,

1. Being duly authorized to represent and act on behalf of..... (hereinafter “the Applicant”), and having reviewed and fully understood all the EOI-PQ information provided, the undersigned hereby applies to be pre-qualified for the Feasibility Study and Transaction Advisory Services to develop Phase-II and Phase-III of the industrial infrastructure of LGCC under the PPP mode.
2. Attached to this letter are copies of original documents defining:
  - (a) The Applicant's legal status;
  - (b) The principal place of business;
  - (c) The place of incorporation (for applicants who are corporations); or  
The place of registration and the nationality of the owners (for applicants who are partnerships or individually-owned firms);
4. The Client and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this proposal, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by the Employer or its authorized representative to verify statements and information provided in this proposal, or with regard to the resources, experience, and competence of the Applicant.

5. The Employer and its authorized representatives may contact the following persons for further information, if needed.

General and Managerial Inquiries	
Contact 1	Telephone 1
Contact 2	Telephone 2
Personnel Inquiries	
Contact 1	Telephone 1
Contact 2	Telephone 2
Technical Inquiries	
Contact 1	Telephone 1
Contact 2	Telephone 2
Financial Inquiries	
Contact 1	Telephone 1
Contact 2	Telephone 2

5. This proposal is made with the full understanding that:

(a) Proposals by pre-qualified applicants will be subject to verification of all information submitted for pre-qualification.

7. The undersigned declare that the statements made and the information provided in the proposal are complete, true, and correct in every detail.

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Signature of the Applicant

**Application Form A-1****General Information**

All firms applying for pre-qualification are requested to complete the information in this form. Nationality information is also to be provided for foreign owners or applicants.

1	Name of Firm	
2	Head Office Address	
3	Telephone	Contact Person: Name: Title:
4	Fax	Telex
5	Place of incorporation/Registration	Year of incorporation/registration

**Application Form A-2**  
**General Experience**

Name of Applicant

All firms are requested to complete the information in this form.

<b>Starting Month Year</b>	<b>Ending Month Year</b>	<b>Year</b>	<b>Contract Name, Name &amp; Address of Employer Brief Description of Works Executed</b>	<b>Role of Applicant</b>

**Partner No. 2**

<b>Starting Month Year</b>	<b>Ending Month Year</b>	<b>Year</b>	<b>Contract Name, Name &amp; Address of Employer Brief Description of Works Executed</b>	<b>Role of Applicant</b>

**Partner No. 3**

<b>Starting Month Year</b>	<b>Ending Month Year</b>	<b>Year</b>	<b>Contract Name, Name &amp; Address of Employer Brief Description of Works Executed</b>	<b>Role of Applicant</b>

**Partner No. 4**

<b>Starting Month Year</b>	<b>Ending Month Year</b>	<b>Year</b>	<b>Contract Name, Name &amp; Address of Employer Brief Description of Works Executed</b>	<b>Role of Applicant</b>

**Application Form A-3**  
**Similar Experience**

Name of Applicant
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On a separate page, using the format of Application Form A-4, applicant is required to list all contracts of a similar nature and complexity to the contract for which the Applicant wishes to qualify, undertaken during the last seven years. The information is to be summarized, using Application Form A-4, for each contract completed or under execution by the applicant.

**Application Form A-4**  
**Contracts of Similar Nature and Complexity**

Name of Applicant

Use a separate sheet for each contract.

1	Name of Contract  Country
2	Name of Employer
3	Employer Address
4	Nature of works and special features relevant to the contract for which the Applicant wishes to prequalify  -----  -----
5	Contract Role (Tick One)  (a) Sole Consultant (b) Sub- Consultant (c) Partner in a Joint Venture
6	Value of the total contract (in specified currencies) at completion, or at date of award for current contract  Currency..... Currency..... Currency.....
7	Value in Pak/Rs.....
8	Date of Award.....
9	Date of Completion.....
10	Contract Duration (Years and Months) as per signed contract  _____ Years _____ Months
11	Specified Requirements  -----  -----  -----

**Application Form A-5****Personnel Capabilities**

Name of Applicant
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For specific positions essential to contract execution, Applicants should provide the names of candidates qualified to meet the specified requirements. The data on their experience should be supplied on separate sheets of CV's.

1	Title of Position
	Name of Prime Candidate
	Certification

**Application Form A-6**  
**Financial Strength**

Name of Applicant

Applicants should provide financial information to demonstrate that they meet the specified requirements. A copy of the audited reports/balance-sheets should be attached.

Bank	Name of bank	
	Address of bank	
	Telephone	Contact name and title
	Fax	Telex

All firms are requested to provide information related to annual turnover.

Annual Turnover		
Year	Turnover (in Pak Rupees)	Turnover in Millions.
1.		
2.		
3.		

Summarize actual assets and liabilities in Pak Rupees for the previous three years, based upon known commitments, projected assets and liabilities in Pak Rupees.

Financial information in Pak Rupees	Detail of Last three year		
	1	2	3
1. Total assets			
2. Current assets			
3. Total liabilities			
4. Current liabilities			
5. Profits before taxes			
6. Profits after taxes			

Firms owned by individuals, and partnerships, may submit their audit reports / balance sheets certified by a registered accountant.