PAKISTAN RAILWAYS

Expression of Interest (EOI)

FOR PREQUALIFICATION OF FIRMS/CONSORTIA

FOR

TRANSACTION ADVISORY SERVICES /CONSULTING FIRMS

FOR

COMMERCIAL EXPLOITATION OF 25 HIGHLY COMMERCIAL RAILWAY LANDS IN MAJOR CITIES ON PUBLIC PRIVATE PARTNERSHIP (PPP) MODE

October, 2020

DG/PLANNING
Room#104, D-Block, Pak Secretariat,
Ministry of Railways, Government of Pakistan
PH: +92-51-9206201

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1. INTRODUCTION

1.1 Project Information

Pakistan Railway owns 1, 68,681 acres land as per available land plans in 7 operating Railway divisions and one Workshops division at Moghalpura. As far as the status of Railway land is concerned, Pakistan Railway Engineering Code of 1962, incorporated Section 172 of the Government of India Act, 1935, ***whereby all land and buildings which vested in His Majesty before 1st April, 1937 and were then used for purposes which thereafter became purposes of Central Government. After independence of Pakistan, the ibid status automatically stood vested in the Central Government.***

Pakistan Railways is primarily governed under the Railways Act 1890. However, Railway Board was also constituted by the government through Presidential Ordinance No.XLVIII of 1959. In the year 1962, while repealing the 1959 Ordinance on subject, Railway Board was reconstituted vide President's Order No.33 of 1962 titled Transfer of Railways Order, 1962. The said Railway Board reconstituted for the Railways of West Pakistan (province), subsequently fell under the office of President of Pakistan after the proclamation of President's Order No.1 of 1970, whereby, Railways as a complete entity became a Federal subject together with all its assets and liabilities.

Through clause 2.1 of S.R.O No.208 (KE) 90 dated 18th September 1990, Railway Board has all the powers and functions of the Federal Government under the Railway Act, 1890. Specifically, vide clause 3.1, the Railway Board acts as a Federal Government Ministry and carries out all the Secretariat and Policy making functions of the Government. **Furthermore, vide Clause 3.2(e), Property Development and Management Unit also fell under the effective control of Railway Board.**

Surplus to operational need, Railway land needs to be used for commercial purposes through its Property Development and Management Unit as detailed in S.R.O.No.693 (I)/90 dated 27.06.1990. Through the said SRO, functions and duties of Property Development and Management Unit (functioning and governed under the Railway Board) has already been described. The said provision, amongst others, specifically empowers the Unit to identify Railway land which has potential for commercial exploitation; from joint ventures with Banks, Private agencies, autonomous/semi-autonomous bodies, developers etc. for construction of plazas, shopping centers, residential flats etc.

The Unit mentioned in Para Supra shall (vide Clause-5 of the S.R.O No.693(I)/90 dated 27.06.1990) is also responsible for control of encroachments, licensing/leasing land for oil companies, khokha shops, stacking of material after arrival and before dispatch by Rail, auction of land for agricultural purposes etc.

In addition to above constitutional provisions, the Railway management has been authorized in the light of para 607 & 807 of Pakistan Railway Engineering Code to commercially exploit the Railway lands by leasing/licensing at a proper rental.

Keeping in view the location of railway lands which usually fall in the heart of every major city and holds highest commercial value, Pakistan Railway has a huge potential in the sector of Real Estate development as most of the vacant land parcels are falling in the expensive urban zones. It is pertinent to mention here that the already leased out area measuring 9760 acres with major share of agriculture leasing only generates Rs.1.5 billion per annum as revenue due to un-organized leasing in an un-professional manner and ineffective recovery mechanism etc.

Most of the vacant commercial zones measuring more than 300 acres in major cities of Pakistan are yet to be commercially exploited despite these lands fall in highly commercial zones facilitated with all public amenities surrounded by high influx of urban population. Such a huge land bank can generate much more revenue per annum on sustainable basis if properly planned and can shoulder the Pakistan Railway financial deficit to help in improving its operations. With effective commercialization of highly valuable sites under PPP mode, marketing and land management system in place, Pakistan Railway can generate revenues many folds. This will not only provide immediate revenue generation through lease/commercialization, of the land assets under an organized & professional manner but billions will be earned on sustainable basis in the shape of annual rentals as well.

For the purpose of developing a viable PPP project proposal of the project of Commercial exploitation of valuable railway lands, Pakistan Railway intends to hire a capable and suitable Consultant for providing Transaction Advisory Services.

1.2 Objectives of the Expression of Interest (EOI)

The objective of EOI is to pre-qualify Transaction Advisory firms / consortium of firms for providing Transaction Advisory Services. The selected firms will be eligible for issuance of Request for Proposal (RFP) for final selection. Selected firm/ consortium shall provide Transaction Advisory services for commercial exploitation of 25 highly commercial railway lands in major cities on public private partnership (PPP) mode

1.3 Scope of Transaction Advisory Services

The broad scope of services would be as under:

i) To analyze & evaluate the existing assets and allied facilities, address infrastructure & associated capital investment requirements, study revenue assessment, examine various PPP options, select the most suitable PPP mode, appraise regulatory frame work, prepare bidding documents, evaluate bids

for selection of private party and negotiate with the selected private party etc.

ii) To financially evaluate through State Bank approved evaluators, the already identified most valuable land parcels in Lahore, Faisalabad, Karachi, Peshawar, Quetta, Multan, Sukkur & Rawalpindi.

iii) To propose suitable commercial exploitations by proposing the construction of mega projects of 4/5 star hotels, multi-story high rise buildings, parking cum shopping plaza, cinemas, food & departmental stores etc. under PPP mode, on identified land parcels keeping in view the land locations and its optimum commercial potential.

iv) To propose effective business model in line with the prevailing real estate development trends by incorporating the private sector in a transparent manner.

v) To introduce out of box business model and service, management, leasing contracts under PPP and BOT modes with minimum financial input by Pakistan Railways.

vi) To propose PPP models by incorporating Railway land as an equity on part of Pakistan Railways and to forecast sharing proceeds to be distributed between Pakistan Railways and Private Investors.

vii) To explore financial evaluations to determine the viability of the proposed business & PPP models keeping in view the legal aspects and legislations about the status of Railway land.

viii) To identify all the probable risks during the commercial exploitations and marketing of the proposed business model for commercial exploitation of the Railway land and sharing formula between Pakistan Railway and Private Investors.

ix) To propose a Regulatory framework, if so required, keeping in view the land use Rules by various Provinces, Development authorities and local Governments.

x) The main features of the previous contracts entered by PR may also be examined and scrutinized in order to obtain from them the best possible terms for protection of Railways interests.

xi) To comply with the provision of PPPA Act, 2017, the Implementation Agency (i.e., Pakistan Railway is required to submit project proposal to PPPA for approval before advertising the project for implementation on PPP mode.

2. DEFINITIONS

2.1 Applicant

The firm applying for the Expression of Interest (EOI) Transaction Advisory Services /Consulting Firms for Commercial exploitation of 25 highly commercial railway lands in major cities on Public Private Partnership (PPP) mode.

2.2 Employer

DG/Planning, Ministry of Railways, Islamabad.

2.3 Project

Transaction Advisory Services /Consulting Firms for commercial exploitation of 25 highly commercial railway lands in major cities on Public Private Partnership (PPP) mode.

2.4 Application

The Expression of Interest (EOI) documents as submitted by the Applicant.

2.5 Request for Proposal (RFP)

RFP refers to the Technical and Financial Proposals that shall be submitted only by the firms who shall be declared prequalified through this EOI to participate in the selection process pursuant to rule No. 3(c) Quality and Cost-based selection (QCBS) of Procurement of Consultancy Services Regulations, 2010.

2.6 Contract Agreement

Contract Agreement refers to the agreement, which will be signed with successful firm(s), based on the RFP.

2.7 Similar Assignment

"Similar Assignment" means assignment of Transaction Advisory Services for PPP projects. However, as a mandatory requirement at-least one assignment of Transaction Advisory must be of Real Estate Development.

3. INVITATION FOR PRE-QUALIFICATION

3.1 DG/Planning, Ministry of Railways invites Expression of Interest (EOI) for prequalification of Transaction Advisory Firms/ consortium of firms to appoint as Transaction Advisory Consultant for Commercial exploitation of 25 highly commercial railway lands in major cities on Public Private Partnership (PPP) mode.

3.2 Prequalification is open to local and foreign firms / Joint Venture of firms having requisite technical and managerial experience of providing Transaction Advisory Services.

3.3 A complete set of Expression of Interest (EOI) documents for prequalification can be download from Pakistan Railways' website (www.pakrail.gov.pk) or PPRA website (www.ppra.org.pk) consisting of Pre-qualification Criteria and format of Pre-qualification documents.

3.4 Expression of Interest (EOI) for prequalification duly filled and attached with required documents must be submitted in sealed envelope by hand or through courier at under mentioned address not later than December 04, 2020 till 3:00 pm.

DG/PLANNING
Room#104, D-Block, Pak Secretariat,
Ministry of Railways, Government of Pakistan
PH: +92-51-9206201

3.5 Applications received late shall not be entertained.

4. INSTRUCTIONS TO APPLICANTS

4.1.1 Applications for pre-qualification (one original and 2 copies) must be received in sealed envelope to be delivered either by hand or through courier service to:-

DG/PLANNING
Room#104, D-Block, Pak Secretariat,
Ministry of Railways, Government of Pakistan
PH: +92-51-9206201

Not later than December 04, 2020 till 03:00 pm.

And be clearly marked "Application for Expression of Interest for prequalification for "Transaction Advisory Services 25 Commercial sites on Railway lands".

4.1.2 The name and mailing address of the applicant should be clearly marked on left hand of the envelope.

4.1.3 The applications should be in the English language. Information in any other language shall be accompanied by its translation in English. Employer/Client reserves the right for not qualifying any firm in case of non-compliance of this requirement.

4.1.4 Applicants must respond to all questions and provide complete information as advised in this document. Lack of essential information may result in dis-qualification. However, the Client/Employer may, at its discretion, request submission of any missing documents or additional documents.

4.1.5 A pre-bid meeting shall be held to sort out teething issues with the interested parties. All the prospective applicants are requested to attend. However, attending pre-bid is not a mandatory requirement. The venue and time for the pre–bid meeting is as under:

DG/PLANNING
D-Block Pak Secretariat,
Ministry of Railways, Government of Pakistan
PH: +92-51-9206201
December 14, 2020
Time: 11:00 AM

4.1.6 The application should fully comply with the Instructions to Applicants, Forms, and Appendices etc. Noncompliance may lead to the rejection of applicant's EOI for pre-qualification.

5. PRE-QUALIFICATION CRITERIA

5.1. General

Pre-qualification will be based on the criterion given in succeeding paras regarding applicant's financial soundness, experience profile and personnel capabilities as demonstrated by the applicant's response in the forms attached to this document. In case of Joint Venture or Consortium, partner's experience & resources shall be considered collectively. Association of firms will also be considered for similar treatment as in case of Joint Venture. The broad criteria for pre-qualification shall be as under:-

Sr. No.	Category	Weightage
1	Experience of Firm	50
2	Financial Capabilities	20
3	Personnel Capabilities	30
Total		**100**

5.2. Minimum Score required for pre-qualification

Prequalification status shall be decided based on Pass/Fail basis. The minimum overall score needed by an applicant for pre-qualification is **70 % with at least 50% marks in each category mentioned above**.

5.3. Mandatory Requirement for Experience of Firm

a. Copy of Registration with SECP or Registrar of Firms
b. Copy of PEC Registration of the JV (Technical) member
c. Copy of Registration with Income Tax Department
d. Copy of Federal Sales Tax (ST) Certificate issued by FBR/Islamabad
e. A certificate/affidavit on Stamp Paper stating that the firm is not blacklisted by any Govt. /Autonomous Body.
f. As a mandatory requirement, Consultant must have completed at-least two Similar Assignments. However, out of two mandatory assignments at-least one assignment of Transaction Advisory must be of Real Estate Development. Any Consultant not fulfilling the said requirement will not be pre-qualified.
g. The Consultants should have Expert on Real Estate Operations & Management.

5.4. Experience of Firm (50 marks)

Maximum five (05) similar assignments / projects completed by the Firm shall be awarded scores in accordance with following criteria:

i. Two Projects - 50 %

ii.	Three Projects	-	70 %
iii.	Four Projects	-	90 %
iv.	Five Projects	-	100 %

5.5. Completion Certificate of Projects

The applicant must provide evidence of the quoted project, as a proof. **In the absence of such evidence, these projects shall not be considered for evaluation**.

5.6. Financial Capabilities (20 marks)

Annual Turnover (Pak Rs. in Million) **(Average of last three years shall be considered)**

More than or equal to 50	= 100%
More than or equal to 40 but <50	= 90%
More than or equal to 20 but <40	= 70%
Less than 20 but > 10	=50%
Less than 10	=0

5.7. Personnel Capabilities (30 marks)

5.7.1.1. The applicant must have in his employment, suitably qualified personnel to fill the key management and specialist positions which shall meet the specified criteria of experience provided in the relevant tables given below.

5.7.1.2. The information provided in relevant forms to this document shall be used for evaluation.

5.7.1.3. List of professionals to be considered for evaluation, along with maximum score assigned to each professional, shall be in accordance with Table-1 given below.

5.7.1.4. Minimum qualification and minimum experience shall be in accordance with Table-2 given below. Any professional not fulfilling the minimum requirement as stated in Table-2, shall not be considered for evaluation.

5.7.1.5. Similar project has been defined under definitions for the purpose of comparison of the projects completed by the Consulting firm and assignment under consideration. For various professional, similar assignment or relevant experience shall be as per their respective field of specialization.

Table-1

S. No	Description	Max Score
1	Team Leader (Transaction Advisory Expert)	4
2	Expert on Real Estate Operations &	4

	Management	
3	Financial Analyst	3
4	Business Advisor	2
5	Legal Expert (Corporate Law)	3
6	Contract Management Expert	2
7	Environmental & Social Expert	2
	Total	**20**

Table-2

Sr. No.	Position	Min-Qualification	Overall Experience (Years)
1	Team Leader (Transaction Advisory Expert)	Project Management/Business Administration/Applied Economics with experience in Project Management, Public Private Partnership projects	20
2	Expert on Real Estate Operations & Management	Civil Engineer/MBA	15
3	Financial Analyst	MBA(Finance)/master's degree in finance, ACCA, ACMA, CFA	15
4	Business Advisor	M.B.A/CFA	5
5	Legal Expert (Corporate Law)	LLB with experience of dealing with business/corporate laws, firms and company laws/ordinances, expertise in drafting and negotiating PPP/Concession agreements	15
6	Contract Management Expert	B.S. Engineering/M.B.A / LLB	10
7	Environmental & Social Expert	BS in Environmental Science/ Environmental Engineering	5

Note: *Relevant Master's Degree has to be quoted for the guidance of the bidders. However, bidders can quote any other relevant degree as per norms of the country from where such degree has been obtained and it would be considered for acceptance if found appropriate.*

6. JOINT VENTURE (JV)

6.1.1. Joint Venture must comply with the following requirements: -

a) Following are minimum qualification requirements: -

i) The joint venture must collectively satisfy the overall qualification criteria / score and mandatory requirements.

ii) One firm can participate only in one JV. Participation of any firm in more than one JV shall render both firms / JVs disqualified.

b) Contract shall be signed by all members in the JV so as to legally bind all partners, jointly and severally, and the subsequent bids shall be submitted with a copy of the JV agreement providing the joint and several liabilities with respect to the contract.

6.1.2. The prequalification of a JV does not necessarily prequalify any of its partners individually or as a partner in any other JV. In case of dissolution of a JV, only lead partner shall be considered for prequalification subject to fulfilment of criteria stated above. Request of any JV partner (other than lead partner) to be considered for prequalification individually (or by making JV with other firms) shall not be entertained.

7. UPDATING PREQUALIFICATION INFORMATION

Applicant may be required to update the information of experience, personnel and other used for prequalification at the time of submitting their RFP, to confirm their continued compliance with the qualification criteria and verification of the information provided at the time of prequalification. A RFP submitted by the applicant shall be rejected if the applicant's qualification thresholds are no longer met at the time of bidding.

8. PARTICIPATION IN THE REQUEST FOR PROPOSAL (RFP)

Only Firms / Consortiums that have been prequalified under this procedure shall be issued RFP to participate in the selection process. One qualified applicant shall be allowed to submit only one RFP.

9. OWNERSHIP OF PREQUALIFICATION DOCUMENT

All documents submitted by the applicant in response of this invitation to prequalification shall become the property of the Employer. However, intellectual proprietary rights of the information contained in the application shall remain vested to the applicant.

10. MISCONDUCT

If an applicant or any person on his behalf makes any attempt to canvass, solicit or approach any officials of the Employer in any matter relating to or arising out of this application, their application shall be liable for rejection besides taking other action(s) including debarring the

applicant in accordance with prevailing polices of Government of Pakistan and Pakistan Railways.

11. DEBARMENT STATUS

As a prerequisite to participate in the prequalification process, the applicant should not have been suspended or debarred by Government of Pakistan, Pakistan Engineering Council, Pakistan Procurement Regulatory Authority (PPRA), Pakistan Railways, or any Government Organization or agency in Pakistan or the country in which the company is incorporated from participating in such public sector projects. A certificate to this effect shall be provided by all JV Partners along with the pre-qualification application.

12. FULL COMPLIANCE

The application shall comply fully in accordance with the 'Instructions to Applicants', Forms, Appendices etc. Noncompliance to provision any may render the applicant disqualified.

13. AMENDMENT IN PREQUALIFICATION DOCUMENTS

13.1.1. At any time, prior to deadline for submission of applications, the Employer may amend the prequalification document by issuing addenda.

13.1.2. Any addendum issued shall be part of the prequalification documents and shall be uploaded on the website to be downloaded by the prospective applicants.

13.1.3. To give prospective applicants reasonable time to take an addendum into account in preparing their applications, the Employer may, at its discretion, extend the deadline for submission of applications.

14. ANNULMENT OF PRE-QUALIFICATIONS AND RECALLING OF BIDS

14.1.1. At any time during the pre-qualification process or after pre-qualification, the Employer can annul the pre-qualification and may recall the bids. In such a case, the Employer shall not be liable for any expenses/claims of the applicants who have submitted applications for pre-qualifications.

14.1.2. The Employer, if desired, may recall prequalification, without annulling the already qualified firms with a view to increase the competition. In such cases, already prequalified firms shall not be required to resubmit their applications and shall stand prequalified.

ANNEX-A: LETTER OF APPLICATION

[On Letterhead paper of the Applicant (Lead partner in case of JV) including full postal address, telephone no., fax no., and e-mail address]

Date: .....

To:

DG/PLANNING
Room#104, D-Block Pak Secretariat,
Ministry of Railways, Government of Pakistan
PH: +92-51-9206201

Subject: **Pre-qualification of Firms for Transaction Advisory Services for Commercial exploitation of 25 commercial sites on Railway Land in PPP mode**

Dear Sir,

1. Being duly authorized to represent and act on behalf of..... (hereinafter "the Applicant"), and having reviewed and fully understood all the prequalification information provided, the undersigned hereby applies to be considered to be prequalified as a Consultant for the subject assignment.
2. Attached to this letter are copies of original documents defining[1]:
   (a) the Applicant's legal status;
   (b) the principal place of business; and
   (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).
   (d) J.V agreement *(if applicable)*
3. The Employer 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 application, and to seek clarification from our banks 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 yourselves or the authorized representative to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Applicant.
4. The Employer and its authorized representatives may contact the following focal

1 *For applications by joint venture, all the information requested in the prequalification documents is to be provided separately for each partner of the joint venture. The lead partner should be clearly identified. Each partner in the joint venture shall sign the letter.*

persons for further information[2], if needed.

S.No.	Name and Designation	Telephone (office & cell)	Email
1			
2			
3			
4			

5. This application is made with the full understanding that:
   (a) Issuance of RFP to prequalified applicants can be subject to verification of all information submitted for prequalification.
   (b) Employer reserves the right to:
      (i) amend the pre-qualification documents during pre-qualification process and these amendments shall be binding upon the applicants;
      (ii) annul the process of pre-qualification for which no liability will be accrued on the part of the Employer

Applicants who are not applying as joint venture should delete para 6&7 and initial the deletions.

6. Appended to this application, we give details of the participation of each party, including personnel / resource contribution and profit/loss agreements, to the joint venture or association. We also specify in terms of the percentage of the value of the contract, and the responsibilities for providing consultancy services.
7. We confirm that in the event that we submit RFP, that RFP as well as any resulting contract will be.
   (a) signed as J.V so as to legally bind all partners, jointly and severally; and
   (b) submitted with a Joint Venture agreement providing the joint and several liabilities of all partners in the event the contract is awarded to us.
8. The undersigned declare that the statements made and the information provided in the duly completed application is complete, true, and correct in every detail.

Signed	Signed
Name	Name

2 *Application by joint ventures should provide information on a separate sheet for each party to the application.*

For and on behalf of (name of Applicant or lead partner of a joint venture)	For and on behalf of (name and signature of other partners of the joint venture)
Signed	Signed
Name	Name
For & on behalf of (Name & signature of other partners of Joint Venture)	For & on behalf of (Name & signature of other partners of Joint Venture)
Signed	Signed
Name	Name
Name	Name

APPLICATION FORM A-1: GENERAL INFORMATION

All individual firms and each partner of a joint venture applying for prequalification are requested to complete the information in this form. Nationality information (if applicable) is also to be provided for foreign owners or applicants who are forming part of the Joint Ventures.

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

NATIONALITY OF OWNERS		
	NAME	***NATIONALITY***
1.		
2.		
3.		
4.		
5.		

APPLICATION FORM A-2: JOINT VENTURE SUMMARY

Names of all Partners of a Joint Venture	Percentage share (in terms of financial) for this assignment	Broad specialization / area of services to be provided
1. Lead Partner		
2. Partner		
3. Partner		
4. Partner		
5. Partner		
6. Partner		

APPLICATION FORM A-3: CONSULTANT'S ORGANIZATION

Please provide the following information for your firm/entity and each associate for this assignment

1. Firm's Background and Achievements (min two pages)
2. Organogram.
3. List of professional Staff with Qualification and Experience.
4. List of similar assignment completed
5. List of similar assignments in hand

(In case of JV Please, provide above information for each JV partner)

APPLICATION FORM A-4: CONSULTANT'S EXPERIENCE

(completed assignments only)

[*Using the format below, provide information on each assignment for which your firm, and each associate for this assignment, was legally contracted as a corporate entity or as one of the major companies within an association, for carrying out consulting services* ***similar to the ones requested under this Assignment****.*]

Name of Firm executed the assignment (in case of JV)	
Assignment name:	Value of the Project (in Pak Rs or US$):
Country: Location within country:	Duration of assignment (months):
Name of Client:	
Start date (month/year): Completion date (month/year):	Value of consultancy services provided by your firm under the agreement (in Pak Rs or US$):
Name of associated Consultants, if any:	Percentage of input provided by associated Consultants:
Name of senior professional staff of your firm involved and functions performed (indicate most significant profiles such as Project Director/Coordinator, Team Leader):	
Narrative description of Project:	
Description of actual services provided by your staff within the assignment:	

Note: Completion certificate issued by the Client must be attached, in the absence of said certified the project shall not be considered for evaluation.

APPLICATION FORM A-5: CV / BIO DATA AND EXPERIENCE OF PROFESSIONALS

1. **Name of Firm** [*on which payroll said professional is*]: _____

2. **Name of Staff**: _____

3. **Title of field of expertise:** _____

4. **Date of Birth**: _____**Nationality**: _____

5. **Education:**

Degree	Major/Minor	Institution	Date (MM/YYYY)

6. **Membership of Professional Associations**: _____

7. **Other Training** [*Indicate significant training only*]: _____

8. **Employment Record** [*Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see format here below): dates of employment, name of employing organization, positions held.*]:

Employer	*Position*	*From (MM/YYYY)*	*To (MM/YYYY)*

9. Work Undertaken that best illustrates relevant experience

[*Among the assignments in which the staff has been involved, indicate the following information for those assignments that best illustrate staff capability to handle the tasks listed under point 11.*]

1) Name of assignment or project:

Year:

Location:

Client:

Main project features:

Positions held:

Activities performed:

2) Name of assignment or project:

Year:

Location:

Client:

Main project features:

Positions held:

Activities performed:

3) Name of assignment or project:

Year:

Location:

Client:

Main project features:

Positions held:

Activities performed:

4) Name of assignment or project:
Year:

Location:

Client:

Main project features:

Positions held:

Activities performed:

5) Name of assignment or project:

Year:

Location:

Client:

Main project features:

Positions held:

Activities performed:

10. Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged.

_____Date: _____

[Signature of staff member or authorized representative *Day/Month/Year*

Full name of authorized representative: ____

_____

APPLICATION FORM A-6: FINANCIAL CAPABILITIES

Financial Capabilities (in Million Pak Rs) as per the latest completed year's audited accounts:

1. Total Assets =
2. Total Liabilities =
3. Reserves =
4. **Annual Turnover**

For the year (in Million Pak Rs)		
2016-17	**2017-18**	**2018-19**

For assessment purpose average turnover of last three years shall be considered

(in case of joint venture please provide above information for all partners and average annual turnover of firm having high value shall be considered)