

EXPRESSION OF INTREST (EOI)



PAKISTAN RAILWAYS

**FOR PRE-QUALIFICATION OF
TRANSACTION ADVISORY SERVICES/CONSULTING FIRMS
FOR THE
PROCUREMENT/LOCAL MANUFACTURING OF NEW 1000
PASSENGER COACHES AND 5000 FREIGHT WAGONS UNDER 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. DEFINITIONS

1.1 Applicant

The firm applying for the Expression of Interest (EOI) for Transaction Advisory Services for “Procurement / Local Manufacturing of New 1000 Passenger Coaches and 5000 Freight Wagons under PPP Mode”.

1.2 Employer

Ministry of Railways through DG/Planning.

1.3 Project

Transaction Advisory Services for “Procurement/Local Manufacturing of New 1000 Passenger Coaches and 5000 Freight Wagons under PPP Mode”.

1.4 Application

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

1.5 Request for Proposal (RFP)

RFP refers to the Technical and Financial Proposals that shall be submitted only by the firms who shall be declared shortlisted / 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.

1.6 Contract Agreement

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

1.7 Similar Assignment

“Similar Assignment” means assignment of Consultancy and Transaction Advisory Services provided for PPP projects.

2. INTRODUCTION

2.1. PROJECT INFORMATION

Pakistan Railways (PR) owns a Carriage Factory at Islamabad (CFI) established in 1970 with the collaboration of Link-Hoffman Germany. CFI has a production capacity of manufacturing 120 passenger coaches per annum. PR also owns a Pakistan Locomotive Factory (PLF) at Risalpur which was established in 1992 for manufacture/assembly of new locomotives. The factory has designed capacity to manufacture 25 Diesel Electric Locomotives per annum on single shift basis and is certified ISO 9008 & 14001 and under diversification PLF has also manufactured approximate 400 hopper wagons. PR also owns a Freight Wagons Manufacturing facility at Loco Construction Shops Moghalpura established since 1950's. The facility has so far produced more than 14000 old design low speed freight wagons and more than 3000 new design High Capacity Bogie Freight Wagons.

To utilize CFI and PLF to its best potential, Pakistan Railways (PR) intends to explore the transaction advisory of Procurement/Local manufacturing of 1000 new passenger coaches and 5000 new freight wagons under Public Private Partnership (PPP) mode. The transaction advisor may analyze the facilities of Carriage Factory, Islamabad, Pakistan Locomotive Factory, Risalpur, Loco Construction Shops, Carriage Shops and Steel Shops Moghalpura on the following aspects.

- i. Requirement of infrastructure enhancement with detailed design/layout drawings & BOQ
- ii. Requirement of plant & machinery for wheel, axle, bearings, Shock absorber, Air brake, AC unit's maintenance shops with complete specifications and capacity
- iii. Requirement of additional staff fully committed for maintenance of modern C&W items / assemblies and necessary training of existing staff.
- iv. Enhancement of production capacity.
- v. Expected return on investment.
- vi. Recommended mode of investment.

Pakistan Railways intends to procure the services of a consortium of experienced people for providing transaction advisory to assist it through the phases of the PPP project cycle. These terms of reference invite proposals from a firm representing a team of suitably qualified and experienced financial, technical, and legal advisors to help in the subject matter and to prepare PPP Project Proposal in accordance with PPPA Act, 2017 and PPPA Ordinance, 2020.

The Transaction Advisor (TA) will be required to produce a comprehensive feasibility study including need assessment/gap analysis and PPP project proposal using a public sector comparator and PPP reference models/examples. These projects are in line with the department strategic vision/plan and revival plan. This must enable the Pakistan Railways to determine:

- Full project cycle costs

- Affordability limits
- Risks and their costs
- Optimal value-for-money.

The transaction advisor will have to become familiar with all background documentation and preparatory work conducted to date and shall be responsible for carrying out initial technical, financial, and legal framework reviews that are necessary for a successful completion of the feasibility.

2.2. OBJECTIVES OF THE EXPRESSION OF INTEREST (E.O.I)

To comply with the provision of Public Private Partnership Authority (P3A) Act, 2017 and P3A Ordinance, 2020, the Implementation Agency (i.e., Pakistan Railway) is required to submit project proposal to P3A for approval before advertising the project for implementation on PPP mode.

The objective of EOI is to evaluate consultancy Firms / Consortium of firms for providing Consultancy Services as per scope detailed below. The short-listed firms will be issued Request for Proposal (RFP) for final selection. Selected firm/ Consortium shall provide transaction advisory services for the “Procurement / Local Manufacturing of New 1000 Passenger Coaches and 5000 Freight Wagons under PPP Mode”.

2.3. DESCRIPTION OF ASSIGNMENT

The broad scope of the services would be as under, but not limited to:

- i. Conduct essential due diligence;
- ii. Assess the feasibility of the proposed project;
- iii. Design bankable PPP structures with equitable allocation of risk between PR and private party;
- iv. Run the procurement process in an efficient and transparent manner;
- v. Culminating in the timely award of the PPP Agreement to the winning bidder

The assignment will consist of following two phases:

- Phase-I: Project Development
- Phase-II: Transaction Execution

3. INVITATION FOR SELECTION

3.1 DG/Planning, Ministry of Railways, Government of Pakistan invites Expression of Interest (EOI) for Selection of Consultancy Firms/ Consortium of firms to be appointed as Consultant for “Procurement / Local Manufacturing of New 1000 Passenger Coaches and 5000 Freight Wagons under PPP Mode”.

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

3.3 A complete set of Expression of Interest (EOI) documents for selection can be download from Pakistan Railways’ website (**www.pakrail.gov.pk**) or PPRA website (**www.ppra.org.pk**) consisting of Evaluation Criteria and format of evaluation documents.

3.4 Expression of Interest (EOI) for short listing 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 03, 2020 **till 02:00 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. Applications for evaluation (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 03, 2020 till 02:00 pm.

And be clearly marked “Application for Expression of Interest (E.O.I) for “Hiring of Transaction Advisory Services for the Procurement / Local Manufacturing of New 1000 Passenger Coaches and 5000 Freight Wagons under PPP Mode”.

4.2. The name and mailing address of the applicant/firm should be clearly marked on back side of the envelope.

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

4.4. 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 Employer may, at its discretion, request submission of any missing documents or additional documents.

4.5. 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

Room#104, D-Block, Pak Secretariat,

Ministry of Railways, Government of Pakistan

PH: +92-51-9206201

Date: December 10, 2020

Time: 11 AM

4.6. The application should fully comply with the Instructions to Applicants, Forms, and Appendices etc. Noncompliance may lead to the rejection of applicant’s EOI.

5. EVALUATION CRITERIA

5.1. General

Evaluation will be based on the financial soundness, experience and personnel capabilities. 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 evaluation 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 qualification

Evaluation status shall be decided based on **responsive/non-responsive** basis. **The minimum overall score needed by the firm for qualification is 70% with at least 50% marks in each category mentioned above.**

5.3. Mandatory Requirement for Experience of Firm

- i. Copy of Registration with SECP or Registrar of Firms
- ii. Copy of PEC Registration of the JV (Technical) member
- iii. Copy of Registration with Income Tax Department
- iv. Copy of Federal Sales Tax (ST) Certificate issued by FBR/Islamabad
- v. A certificate/affidavit on Stamp Paper stating that the firm is not blacklisted by any Govt. /Autonomous Body.
- vi. As a mandatory requirement, Consultant must **have completed at-least two PPP Projects in Pakistan.** Any Consultant not fulfilling the said requirement will **be technically disqualified.**

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. Evidence of quoted 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

In case of Joint Venture or Consortium, average of last three years of each partner will be summed up for evaluation. The bidder shall attach the annual balance sheet duly signed by Financial Manager to support the annual turnover.

5.7. Personnel Capabilities (30 marks)

- 5.7.1.** 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.
- 5.7.2.** The information provided in relevant forms to this document shall be used for evaluation.
- 5.7.3.** 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.
- 5.7.4.** 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.
- 5.7.5.** 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	Railway locomotive and Rolling Stock Expert	4
3	Transport Specialist	2
4	Financial Analyst	2
5	Business Advisor	2
6	Legal Expert (Corporate Law)	3
7	Contract Management Expert	2
8	Environmental & Social Expert	1

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	Railway locomotive and Rolling Stock Expert	B.Sc., M.Sc. Mechanical Engineering/Railway Experience	15
3	Transport Specialist	B.Sc. M.Sc. Mechanical Engineering/ Transport Management/ Transport Planning/ Transport Economics with Railway experience	5
4	Financial Analyst	MBA(Finance)/master's degree in finance, ACCA, ACMA, CFA	15
5	Business Advisor	M.B.A/CFA	5
6	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
7	Contract Management Expert	B.S. Engineering/M.B.A / LLB	10
8	Environmental & Social Expert	BS in Environmental Science/ Environmental Engineering	5

Note: Minimum qualification has been 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)

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.**

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. 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 short listed 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 THE DOCUMENT

All documents submitted by the applicant in response of this invitation 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 policies 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, Public 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/all firms along with the 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 THE EVALUATION DOCUMENTS

- At any time, prior to deadline for submission of applications, the Employer may amend the evaluation document by issuing addenda.
- Any addendum issued shall be part of the evaluation documents and shall be uploaded on the website to be downloaded by the prospective applicants.
- 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 SELECTION AND RECALLING OF BIDS

- At any time during the process or after evaluation, the Employer can annul the selection 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.
- The Employer, if desired, may recall selection, without annulling the already evaluated firms with a view to increase the competition. In such cases, already evaluated firms shall not be required to resubmit their applications and shall stand evaluated.

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: **“TRANSACTION ADVISORY SERVICES FOR PROCUREMENT / LOCAL MANUFACTURING OF NEW 1000 PASSENGER COACHES AND 5000 FREIGHT WAGONS UNDER 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 information provided, the undersigned hereby applies to be considered to be evaluated as a Consultant for the subject assignment.
2. Attached to this letter are copies of original documents defining¹:
 - (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.

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.*

4. The Employer and its authorized representatives may contact the following focal persons for further information², 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 evaluated applicants can be subject to verification of all information submitted for prequalification.
- (b) Employer reserves the right to:
 - (i) amend the evaluated documents during the process and these amendments shall be binding upon the applicants;
 - (ii) annul the process of evaluation/selection 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)
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 selection 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
6.	Corresponding email	Official Website

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

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.**]* **NOTE: EVIDENCE OF PROJECT MUST BE ATTACHED, IN THE ABSENCE OF EVIDENCE THE PROJECT SHALL NOT BE CONSIDERED FOR EVALUATION.**

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:	

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 Association

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 form a t here below): dates of employment, name of employing organization,*

positions held.]:

<i>Employer</i>	<i>Position</i>	<i>From (MM/YYYY)</i>	<i>To (MM/YYYY)</i>

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:

	<hr/> Main project features: <hr/>
	<hr/> Positions held: <hr/>
	<hr/> Activities performed: <hr/>
5)	Name of assignment or project: <hr/> Year: <hr/> Location: <hr/> Client: <hr/> Main project features: <hr/> Positions held: <hr/> Activities performed: <hr/>

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)