POST EVENT REPORT

DHABEJI SEZ

PRE-BID MEETING

23RD DECEMBER 2020, MARRIOT HOTEL, KARACHI











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EXECUTIVE SUMMARY

Pre-Bid Meeting was organized to address the queries related to the project and the bidding package.



The meeting was started with the recitation from the Holy Quran.

CEO of Special Economic Zones Management Company, Government of Sindh welcomed all attendees and gave an overview of the proceedings.
In the first session, all the potential bidders were given a presentation about the project and a brief on the key requirements mentioned in the RFP and were requested to submit their queries.

Further, potential bidders were given the opportunity to raise their queries.

In the second session, queries were addressed by the team of Government Officials and Consortium of Consultants.

At the end of second session, a commitment was reaffirmed extending all the support for successful implementation of Dhabeji SEZ Project. It was informed to prospective bidders that, 30th December 2020 will be the last day to submit their queries through email or in writing to the concerned office and it was announced that the responses of queries will be made available on 11th January 2021 on the website of SEZMC.

PROGRAM OUTLINE

Topic	Timing(hrs.)
Registration	10:20
Recitation from Holy Quran	10:45
Opening Remarks	10:50
Project Presentation	10:55
Submission of Queries	11:00
Tea Break	11:40
Response to Queries	12:15
Way Forward	12:45

OPENING REMARKS

The DG PPP Unit, Finance Department, Government of Sindh, said in his opening remarks that Dhabeji SEZ is a priority project under CPEC. The project is being executed in Public Private Partnership mode, which is a very robust structure and fully facilitates the investors



He mentioned that Sindh's PPP unit is highly ranked globally and have completed numerous PPP project in this province.

PRE-BID MEETING AT A GLANCE

The pre bid meeting was attended by DG PPP Unit, Govt. of Sindh, BODs



SEZMC, CEO SEZMC, along with the Advisory consortium comprised of EY Fords Rhodes, RIAA & EA Consulting. A significant turnout of potential investors including multinational companies and major Pakistani companies was witnessed.

The event was organized in coordination with BOI Islamabad, foreign investors, and Pakistan's commercial and trade officers in China, UAE, and other countries participated through video link.

OVERVIEW

The Government of Sindh is seeking bids for the development and operations of Dhabeji SEZ for twenty (20) years, which has around 1,530 Acres of land and is only eight (8) Kilometers away from Karachi.



PRE-BID MEETING OBJECTIVE

The main objectives of the meeting were:

- To address the queries raised by the potential bidders.
- To emphasize the importance of Dhabeji SEZ as a priority project under CPEC.
- To create awareness, attract investment and highlight initiatives of Federal and Sindh government in the development of Dhabeji SEZ project in the province.



ADVISORS PROFILE

EY FORD RODES

EY TEAM consists of:

- Huzaifa Mazahir Ali – Principal Transaction Advisory Services
- Amina Haider – Senior Manager
- Abbas Arif – Manager

At EY, our purpose is building a better working world. The insights and quality services we provide, help to build trust and confidence in the capital markets and in economies the world over. We develop outstanding team to deliver on our promises to all of our stakeholders. In doing so, we play a critical role in building a better working environment for our people, clients and communities.

RIAA BARKER AND GILETTE

RIAA TEAM consists of:

- Bilal Shaukat - Managing Partner
- Rafia - Associate

At RIAA Barker Gillette, we believe that every client is unique and tailor our services to meet your every need. Simply stated, our objective is to look after your best interests in the most efficient and cost-effective manner. While working with you, we should bear the burden, taking a step back to take stock of the bigger picture, and the effect it might have, freeing you to focus on what is truly important.

EY FORD RODES

EA TEAM consists of:

- Tanveer Ahmed – Director Operations
- Waqas – Planning Engineer

At EA Consulting (Pvt) Ltd. (Formerly Engineering Associates) we are one of the leading multidisciplinary consulting companies in Pakistan.

We provide full services in the fields of engineering, architecture and project management to the Public and Private sector organizations in Pakistan and in the Middle East region. At our Headquarter in Karachi, Pakistan, EA offers expertise in various disciplines including City Planning, Urban Infrastructure, Project Construction Management, Architecture, Structural, MEP, HVAC and Public, Health engineering.

KEY PARTICIPATING COMPANIES

1- ABAD
2- AKD Aviation
3- Al Engineers
4- Al Shams Consulting
5- Allied Progressive
6- Amreli Steels
7- Bina Puri SDN BHD Malaysia
8- CCECC
9- Combine Group
10- Diverse Investment Project Management
11- Environment Technology Service Co., Ltd.
12- Exponent Engineers (Pvt.) Ltd.
13- GIGA
14- Green Crescent
15- Habib Bank Ltd
16- Hoora Pharma
17- ICI Pakistan
18- Indus Architectural Products
19- International Steels Limited
20- K.B Traders
21- KPMG
22- Land ocean trading (Pvt) ltd
23- M/s K.B Panhwer & Sons
24- Malir Express Way
25- Marine Corporation
26- Marubeni Corporation
27- Maxes Engineering Services
28- MESEC Group of Companies
29- National Engineering Services Pakistan (Pvt.) Ltd.
30- Nawaz Hussain Sikander
31- Netkom.
32- Northwest Management Group
33- Osmani & Company
34- Promag
35- Sinopec Gateway (Pvt) Ltd.
36- Sui Southern Gas Company
37- (Sardar Mohammad Anwar D. Baloch) SMABD + Sachal TV
38- TBT
39- Techno Consultant International Pvt.Ltd
40- ZKB

KEY PARTICIPANTS (ZOOM)

41- AA Engineering and Construction (Pvt) Ltd
42- Abdul Ghafoor Construction Company
43- China First Metallurgical Group Co., Ltd (Pakistan Branch)
44- China Railway 20 Bureau Group
45- Commercial Councilors
46- Crescent Steel and Allied Products Limited
47- CSCEC
48- Excel Industrial Services
49- Fauji Fertilizer Company
50- First Dawood Investment Bank Limited
51- Frontier Works Organization (FWO)
52- Impact Consulting Inc
53- International consulting services
54- Karachi Garment City
55- MCC
56- Media Matters
57- Modern Engineering Consolidated
58- MRC Consultants & Transaction Advisers
59- Power China
60- Prescott
61- Rabia International
62- Sinohydro
63- Thrive
64- US Consulate Pakistan
65- ZST Private Limited





DETAIL OF PARTICIPANTS

S.No	Company Name	Name	Designation
1	Allied Progressive	Mr. Rifat Siddiqi	
2	Allied Progressive	Mr. Farhat Zubair	
3	Al Engineers	Mr. Mujtaba Shaikh	Regional Director
4	Al Engineers	Ms. Naushin Irfan	Sr. Business Development Manager
5	Marubeni	Mr. Muhammad Soleh Hassan	Business Executive
6	Marubeni	Mr. Rashid Qureshi	Manager
7	GIGA	Mr. Gulzar Hussain Jhatial	Technical Adviser
8	Techno Consultant international Pvt. Ltd	Mr. Noman	
9	Techno Consultant international Pvt. Ltd	Mr. Rasheed	
10	MESEC Group of Companies	Engr.Muhammad Sarwar	Chief Executive
11	Land ocean trading (Pvt) ltd	K.S. Noorullah	Trade consultant
12	Osmani & Company	Lt. Col (Rtd.) Ajmal Rasheed	Senior Executive Director
13	Osmani & Company	Dr. Rafay Siddiqui	Executive Director
14	Osmani & Company	Dhani Bakhsh Magsi	
15	Sinopec Gateway Pvt. Ltd.	Mr. Shahid Feroz	Port Grand / Director
16	Environment Technology Service Co., Ltd.	Nayyar Iqbal Siddiqui	
17	Netkom Technology Pvt. Ltd.	Chaudhary Sharafat Ali	Chaudhary Business Development
18	Netkom Technology Pvt. Ltd.	Mr. Mudassir Shafiq	Director Sales
19	Maxes Engineering Services	Asad S.Paracha	

20	Hoora Pharma	Mr. Abdul Rasheed Chohan	President
21	K.B Traders	MR. Ebad ur Rehman	
22	Makda Pvt. Ltd.	Adamjee Makda	
23	Bina Puri SDN BHD Malaysia	Syed Aathar Ali	
24	ProMag Pvt. Ltd.	Faisal Mansoor Kiani	
25	Nespak	Syed Mohammad Riaz ul Hoda	
26	Nespak	Mr. Munawar Abbas	General Manager
27	ProMag Pvt. Ltd.	Mr. Farrukh Hassan	CEO
28	Combine Group	Mr. Amin Nathani	CEO
29	Combine Group	Col. Zafar	
30	Combine Group	Mr. Farrukh	CFO
31	Sapna Construction	Mr. Mushtaq Jatoi	
32	Sapna Construction	Mr. Yousuf Barak Zai	
33	ICI Pakistan	Mr. Sadiq	
34	HBL	Ms. Lian Hui	
35	HBL	Mr. Shujaat Ali Lahori	Unit Head South
36	CCECC Pakistan	Mr. Wang Choazhu	MD
37	Amreli Steels	Kazim Ali	BDM
38	Amreli Steels	Mr. Bilal Janjua	ED
39	Amreli Steels	Mr. Hadi Akbar Ali	COO
40	Association of Builders and Developers of Pakistan (ABAD)	Mr. Hassan Bakshi	
41	Karachi Chamber of Commerce and Industry	Mr. M.Shariq Vohra	President
42	KPMG	Mr. Mir Masood Ali	Senior Manager (Project Finance & Infrastructure Advisory)

43	KPMG	Mr. Farooq Shah	
44	CDC & ASM	Mr. Ishtiaq Ali	
45	Northwest	Mr. Agha Sohail Asif	Regional Director
46	ProMag Pvt. Ltd.	Mr. Faisal Mansoor Kiani	Technical Director
47	TBT	Col. Faheem Aslam (R)	GM Business
48	TBT	M.Danish Sultan	Coordination Officer to CEO
49	Synopak Gateway	Brigadier Basim	
50	Indus Architectural Products	Mr. Rashid Hanif	Business Development
51	TBT	Ahmed Ali	
52	Diverse Investment Project Management	Major Ali Jaffer	
53	Diverse Investment Project Management	Mrs. Beth Ai Jaffer Zaidi	
54	ZKB	Engr. Irshad Ul Haq	
55	M/s K.B Panhwer & Sons	Engr. Abbas Ali	
56	International Steels Limited	Mr. Wasif Mehmood	Director Technical
57	(Sardar Mohammad Anwar D. Baloch) SMABD + Sachal TV	Agha Sikandar Hayat	Contract Manager
58	DAWN	Mr. Fahim Zaman Khan	Director Cooperate Affairs & Special Project
59	Exponent Engineers (Pvt.) Ltd.	Mr. Ali Asghar	B.E.(Civil), General Manager
60	Marine Corporation	Mr.M. Hussain	
61	(Sardar Mohammad Anwar D. Baloch) SMABD + Sachal TV	Mr. Zafar Bakhtiar	
62		Syed Athar	
63	Malir Express Way	Mr. Tanveer ul Bari	Chief Financial Officer & Company Secretary
64	Al Shams Consulting	Amjad Iqbal	CEO

65	Sachal	Mr. Fuad Kehar	ED-Finance
66	Nawaz Hussain Sikander	Mr. Imran N. Memon	Partner
67	AKD Aviation (Pvt) Ltd.	Mr. Nasir Rizwan Hashmi	CEO
68	Aaj News	Mr. Shahdat Khan Baloch	Senior Cameraman
69	National Engineering Services Pakistan (Pvt.) Ltd.	Syed Munawwar Abbas	General Manager
70	Green Crescent Trust	Mr. Musaddiq Aziz	Resource Mobilization Manager
71	Associated Press of Pakistan	Mr. Aman Ullah	Senior Reporter: Economics & Diplomats
72	A Engineering and Construction (Pvt) Ltd		Zoom Participants
73	Abdul Ghafoor Construction Company		Zoom Participants
74	China First Metallurgical Group Co., Ltd (Pakistan Branch)		Zoom Participants
75	China Railway 20 Bureau Group		Zoom Participants
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81	First Dawood Investment Bank Limited		Zoom Participants
82	Frontier Works Organization (FWO)		Zoom Participants
83	Impact Consulting Inc		Zoom Participants
84	International Consulting Services		Zoom Participants
85	Karachi Garment City		Zoom Participants
86	MCC		Zoom Participants

87	Media Matters		Zoom Participants
88	Modern Engineering Consolidated		Zoom Participants
87	MRC Consultants & Transaction Advisers		Zoom Participants
88	Power China		Zoom Participants
89	Prescott		Zoom Participants
90	Rabia International		Zoom Participants
91	Sinohydro		Zoom Participants
92	Thrive		Zoom Participants
93	US Consulate Pakistan		Zoom Participants
94	ZST Private Limited		Zoom Participants
95	PPP Unit, Finance Department	Mr. Khalid Shaikh	Deputy General
96	Board Member (SEZMC)	Mr. M.A.Jabbar	Director
97	Board Member (SEZMC)	Mr. Junaid Makda	Director
98	PPP Unit, Finance Department	Mr. Muhammad Danish	Director
99	EY	Mr. Zeeshan Hussain	Partner
100	EY	Mr. Huzaifa Mazahir Ali	Principal -TAS
101	EY	Ms. Amina Haider	Senior Manager
102	EY	Mr. Abbas Arif	Manager
103	EY	Mr.Mohsin Shah	Financial Analyst
104	Riaa Barker Gillet	Mr. Bilal Shokat	Managing Partner
105	EA World	Mr. Taveer Ahmed Khan	Director Projects
106	EA World	Mr. Waqas Iqbal	Senior Project Planning Manager

MEDIA COVERAGE

2 NATIONAL The Financial Daily Internationa
Thursday, December 24, 2020

Dhabeji project to generate $1 billion investment and 1 lakh direct, indirect jobs

TFD Report

KARACHI: The Dhabeji Special Economic Zone pre bid meeting was held here at a hotel, Wednesday.

Dhabeji Special Economic Zone (DSEZ), a Priority Project under China-Pakistan Economic Corridor (CPEC), is well on course to be developed under Public Private Partnership through an international competitive bidding process. The Government of Sindh, despite COVID outbreak, has received huge interest and a number of bids are expected from potential investors.

Dhabeji SEZ is the most viable and commercially well connected SEZ in Pakistan. The zone will facilitate the potential investors of China and other countries to either start new enterprises or transfer their facilities to Pakistan. This project also enjoys the unconditional support of the Government of Sindh.

The following industrial clusters sectors will be housed at Dhabeji SEZ: Steel-Foundries; Automotive and Auto parts; Chemical & Pharmaceuticals; Consumer Electronics; Textile & Garments; FMCG.

The federal government has already approved funds of around Rs. 4.3 billion to construct a dedicated grid for the SEZ which will provide up to 250 MWs of power at zero point of the project, to be completed by 2023. Additionally, the funds of PKR 429 million have been approved for SSGC to supply up to 15 MMCFD at the doorstep of the project, to be completed by Dec 2021. 10 MGD water connection being provided by Government of Sindh through a dedicated water line.

A Jetty to connect Port Qasim alongside Dhabeji zone from creekside is envisaged to facilitate

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MEDIA COVERAGE

NATIONAL NEWS

Dhabeji SEZ pre-bid meeting held

RECORDER REPORT

KARACHI: The Dhabeji Special Economic Zone pre-bid meeting was held at a local hotel Wednesday.

The meeting was attended by more than 100 representatives of interested companies.

The project is being executed through SEZMC on behalf of government of Sindh.

The participants were briefed about the project highlights and transaction structure. Additionally, a Q&A session was also held to address the queries of the potential bidders besides, Director General Public Private Partnership (PPP) Unit, Govt of Sindh, Board Members of Sindh Economic Zones Management Company (SEZMC), along with the advisory consortium comprised of EY Fords Rhodes, RIAA & EA Consulting.

A significant turnout of potential investors including multinational companies and major Pakistani companies was witnessed.

The event was organized in coordination with BOI Islamabad, foreign investors, and Pakistan's commercial and trade officers in China, UAE, and other countries participated through video link.

As per officials Dhabeji project will generate $1 billion investment, besides it will generate 1 lakh direct and indirect jobs.

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Additionally, the funds of Rs429 million have been approved for SSGC to supply up to 15 MMCFD at the doorstep of the project, to be completed by Dec 2021. Ten MGD water connection being provided by the government of Sindh through a dedicated water line.

A jetty to connect Port Qasim alongside Dhabeji zone from creek side is envisaged to facilitate export-oriented industries.

In addition, a dedicated railway cargo deck from the zone to ML1 near Dhabeji junction (Mainline1) is being planned to provide direct logistical connectivity with upcountry for transportation of finished goods.

Dhabeji project to generate 1 billion dollars investment, besides, it will generate 100,000 direct and indirect jobs. The development cost of the project is approximately 120 million dollars.

The developer for this mega project will be finalized with the support of the National Development & Reform Commission of China as part of the industrial cooperation phase of CPEC.

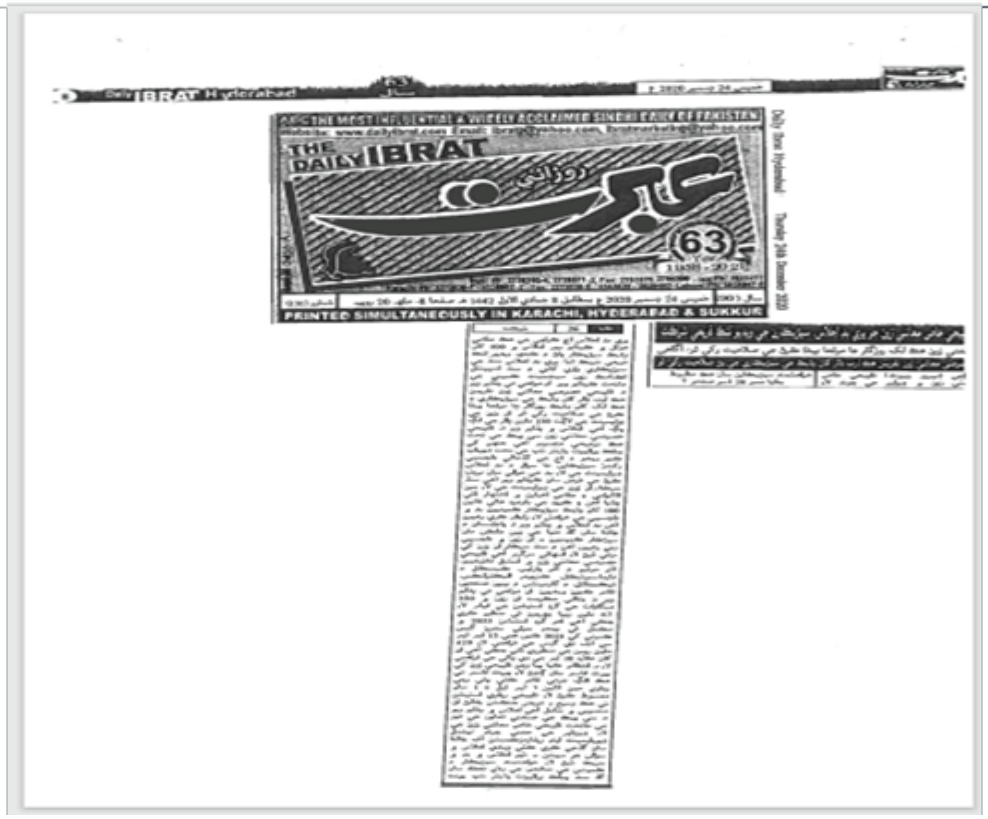
MEDIA COVERAGE

Daily Dunya Karachi Thursday December 24, 2020 (6)



ڈھابیجی خصوصی معاشی زون میں ڈیولپر کے چناؤ کیلئے اجلاس

اجلاس میں 100 سے زائد سرمایہ کاروں نے از خود اور زوم پر شرکت کی



ONLINE MEDIA COVERAGE

BUSINESS RECORDER *(https://www.brecorder.com/news/40044253)*

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The project is being executed through SEZMC on behalf of government of Sindh.

The participants were briefed about the project highlights and transaction structure. Additionally, a Q&A session was also held to address the queries of the potential bidders besides, Director General Public Private Partnership (PPP) Unit, Govt of Sindh, Board Members of Sindh Economic Zones Management Company (SEZMC), along with the advisory consortium comprised of EY Fords Rhodes, RIAA & EA Consulting.

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As per officials Dhabeji project will generate $1 billion investment, besides it will generate 1 lakh direct and indirect jobs.

Dhabeji Special Economic Zone (DSEZ), a priority project under China-Pakistan Economic Corridor (CPEC), is well on course to be developed under Public Private Partnership through an international competitive bidding process.

The government of Sindh, despite COVID-19 outbreak, has received huge response and a number of bids are expected from potential investors.

Dhabeji SEZ is the most viable and commercially well connected SEZ in Pakistan. The zone will facilitate the potential investors of China and other countries to either start new enterprises or transfer their facilities to Pakistan. This project also enjoys the unconditional support of the Government of Sindh.

The following industrial clusters sectors will be housed at Dhabeji SEZ: Steel-Foundries, Automotive and Auto parts, Chemical & Pharmaceuticals, Consumer Electronics, Textile & Garments, and FMCG.

The federal government has already approved funds of around Rs. 4.3 billion to construct a dedicated grid for the SEZ which will provide up to 250 MW of power at zero point of the project, to be completed by 2023.

Additionally, the funds of Rs429 million have been approved for SSGC to supply up to 15 MMCFD at the doorstep of the project, to be completed by Dec 2021. Ten MGD water connection being provided by the government of Sindh through a dedicated water line.

A jetty to connect Port Qasim alongside Dhabeji zone from creek side is envisaged to facilitate export-oriented industries.

In addition, a dedicated railway cargo deck from the zone to ML1 near Dhabeji junction (Mainline1) is being planned to provide direct logistical connectivity with upcountry for transportation of finished goods.

Dhabeji project to generate 1 billion dollars investment, besides, it will generate 100,000 direct and indirect jobs. The development cost of the project is approximately 120 million dollars.

The developer for this mega project will be finalized with the support of the National Development & Reform Commission of China as part of the industrial cooperation phase of CPEC.

Copyright Business Recorder, 2020

THE NEWS *(https://www.thenews.com.pk/amp/763390-sindh-expects-to-attract-1bln-investments-in-dhabeji-sez)*

KARACHI: Expecting to attract $1 billion in investments, the Sindh government on Wednesday announced February 9, 2021 as the last day to submit bids for developing $120 million Dhabeji Special Economic Zone (DSEZ).

"DSEZ is a priority project under China-Pakistan Economic Corridor (CPEC), and is well on course to be developed under public private partnership through an international competitive bidding process," participants of a pre-bid meeting were informed. The conference was hosted by Sindh Special Economic Zones Management Company (SEZMC) in collaboration with Sindh Investment Department and Federal Board of Investment on Wednesday.

The zone would facilitate potential investors from China and other countries to either start new enterprises or transfer their facilities to Pakistan, a statement said.

Participants were informed that February 9, 2021 was fixed as the last date for submission of bids from developers, while agreement would be signed on March 09, 2021 in the light of recommendations by the Evolution Committee. SEZMC CEO Abdul Azeem Uqaili said, "December 30 is the deadline for making queries regarding the bids." Sindh

government, despite of Covid-19 outbreak had received a huge response and many bids were expected to be submitted by potential investors. Spread over 1,530 acres, the SEZ would be developed in two phases – 750 acres in 30 months and then on 780 acres in 24 months. "The lease period is 50 years and tax holiday is five years. The minimum floor price was fixed at Rs20 million/acre."

The minimum commitment from bidders for the development would be minimum 100 acres, he added. The SEZ would hold diversified industrial clusters including steel-foundries, automotive and auto parts, chemical and pharmaceuticals, consumer electronics, textile and garments and fast moving industrial goods. The federal government has already approved funds of around Rs4.3 billion to construct a dedicated grid for the SEZ, which would provide up to 250MWs of power at zero point of the project, to be completed by 2023.

URDU POINT *(https://www.urdupoint.com/en/amp/pakistan/pre-bid-conference-on-dhabeji-sez-on-dec-23-1121434.html)*

KARACHI, (UrduPoint / Pakistan Point News - APP - 22nd Dec, 2020): Special Economic Zones Management Company will hold pre-bid conference on Dhabeji Special Economic Zone (SEZ) here on Wednesday, which is expected to be participated in person and via video link by a large number of businesspersons and other stakeholders.

The conference will be started at Marriott Hotel by 10:30 a.m. For online participation the link is https://zoom.us/j/93396423102. The bid documents for the project could be downloaded from https://sezmc.gos.pk/tenders. The SEZMC has invited interested parties to participate in bidding for the project.

SEZMC's Chief Executive Officer Abdul Azeem Uqaili told APP here that Sindh government was going for a rebid for the Dhabeji Special Economic Zone to be built under public-private partnership. The preferred bidder was unable to go with the commitment due to the severe impact COVID-19.

To be built on the design, build, finance, operate, and transfer (DBFOT) mode, the concessionaire would be responsible for developing the entire 1,530 acres of land according to the request for proposal document published recently. Sindh Government has recently announced to expand the Dhabeji zone by another 1500 acres. This would make Dhabeji zone an economic hub of industrialization in Karachi, he said.

The concessionaire would also need to bring enterprises to set up their facilities at the SEZ and operate and maintain the zone over 20-year concession period. A pre-bid meeting was scheduled for Dec. 23, 2020 and the last date for submission of bids would be Feb.09, 2021. The technical bids would be opened on the same day, he said.

The CEO said Dhabeji SEZ was a priority project in the industrial cooperation between Pakistan and China, which falls on the route of China Pakistan Economic Corridor.

The route stretches from western China through Pakistan to the coast of the Indian Ocean.It is part of China's Belt and Road initiative aimed to connect Asia, Africa, and Europe through a vast network of highways, rail lines, and sea routes. The zone was well-connected to both Karachi Port and Port Qasim by rail and road. In addition, the project would have an uninterrupted supply of electricity, gas, and water.
He said Dhabeji SEZ project was expected to generate one billion Dollars investment. Besides, it would generate 100,000 direct and indirect jobs. The development cost of the project was estimated at 120 million dollars.

For connecting the zone with Port Qasim, a jetty from creek side was envisaged to facilitate export oriented industries. In addition, a dedicated railway cargo deck from the zone to the railway Mainline-1 (ML-1) near Dhabeji junction was being planned to provide direct logistical connectivity with upcountry for transportation of finished goods.

He said Sindh and Federal governments had committed to spend more than 10 billion rupees for external infrastructure to provide the utilities at the doorstep and access the zone. A dedicated 220 kV grid station of Rs 4.3 billion was being established by Dec. 2023 through federal PSDP at the doorstep of Dhabeji zone by federal government through NTDC. Also a dedicated gas network was under construction to provide 15 mmcfd gas by Sui Southern Gas Company Limited which would be completed in December 2021. Direct road connecting the Port Qasim with Dhabeji and a dedicated water channel to provide 10 MGD were being being constructed by Sindh government.

CHINA.ORG.CN *(http://www.china.org.cn/world/Off_the_Wire/2020-12/23/-content_77044785.htm?f=pad&a=true)*

ISLAMABAD, Dec. 23 (Xinhua) -- Dhabeji Special Economic Zone (SEZ) to be developed under the framework of the China-Pakistan Economic Corridor (CPEC) in Pakistan's Sindh province will generate 1 billion U.S. dollars investment and provide 100,000 direct and indirect jobs for local population, Chief Executive Officer of Sindh Special Economic Zones Management Company (SEZMC) said on Wednesday.

Speaking at a pre-bid conference of the SEZ in Sindh's capital city Karachi, the Chief Executive Officer Abdul Azeem Uqaili said the total development cost of the Dhabeji SEZ is estimated at 120 million U.S. dollars and it is being developed under public private partnership mode through an international competitive bidding process.

The conference was largely participated in person and through video link by government officers, potential investors representing multi-national and local companies.

Despite the outbreak of COVID-19, the provincial government received a huge response and many bids are expected to be submitted from potential investors till February next year which has been fixed as the final month for submission of bids from developers and the agreement would be signed on March 9, 2021, according to a statement by the SEZMC.

"The SEZ will facilitate the potential investors from China and other countries to either start new enterprises or transfer their facilities to Pakistan, and all documentation process and other formalities will be done through one-window operation," he said.

Uqaili said the country's federal government has approved 4.3 billion rupees (some 26.82 million U.S. dollars) fund to construct a dedicated grid for the SEZ which would provide up to 250 megawatts of electricity at zero point of the project to be completed by 2023, and an additional 429 million rupees (2.67 million U.S. dollars) supply of up to 15 mmcfd gas at the doorstep of the project which was scheduled to be completed by December 2021.

XINHUANET *(http://www.xinhuanet.com/eglish/2020-12/23/c_139613883.htm)*

ISLAMABAD, Dec. 23 (Xinhua) -- Dhabeji Special Economic Zone (SEZ) to be developed under the framework of the China-Pakistan Economic Corridor (CPEC) in Pakistan's Sindh province will generate 1 billion U.S. dollars investment and provide 100,000 direct and indirect jobs for local population, Chief Executive Officer of Sindh Special Economic Zones Management Company (SEZMC) said on Wednesday.

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Despite the outbreak of COVID-19, the provincial government received a huge response and many bids are expected to be submitted from potential investors till February next year which has been fixed as the final month for submission of bids from developers and the agreement would be signed on March 9, 2021, according to a statement by the SEZMC.

"The SEZ will facilitate the potential investors from China and other countries to either start new enterprises or transfer their facilities to Pakistan, and all documentation process and other formalities will be done through one-window operation," he said.

Uqaili said the country's federal government has approved 4.3 billion rupees (some 26.82 million U.S. dollars) fund to construct a dedicated grid for the SEZ which would provide up to 250 megawatts of electricity at zero point of the project to be completed by 2023, and an additional 429 million rupees (2.67 million U.S. dollars) supply of up to 15 mmcfd gas at the doorstep of the project which was scheduled to be completed by December 2021.

CLOSING REMARKS

ENGR M. A JABBAR (BOD)



Thank you to all participants for coming here, this is the first session and I hope to see you on bid submission day.

Dhabeji SEZ is the most viable and commercially well connected SEZ in Pakistan. The zone will facilitate the potential investors of China and other countries to either start new enterprises or transfer their facilities to Pakistan. This project also enjoys the unconditional support of the Government of Sindh.

Dhabeji project to generate around 1 billion dollars investment, besides, it will generate 100,000 direct and indirect jobs. The development cost of the project is approximately 120 million dollars.
Thank you very much.

MALIK AHMED JALAL (BOD)



Dhabeji SEZ is strategically located near Karachi and is the most important SEZ as compared to the other SEZs in other parts of the country. Karachi will be gateway of the CPEC project and from here you will go all around the country and to China and central Asian republics. Karachi has the ability to develop projects and build industry. This project is important because of its proximity to the port and owing to its infrastructure. Although this is a commercial project, it is essential for the national interest as well like other south Asian countries, Pakistan is now entering in the world of SEZ's with huge potential and if Pakistan wants to progress then CPEC has to be successful and if CPEC Has to be successful then Dhabeji project has to be successful and for

these all-commercial entities need to rally to make Dhabeji a successful project.

The Management Team of the project has done impressive work and must be appreciated in the end I request the audience to raise queries about the project structure and assured them that all the queries will be adequately answered, to raise the level of comfort.

WAY FORWARD

Pre-bid Meeting lasted for two hours in which every aspect of the project was discussed.



The true potential of Sindh as an investment destination was highlighted.

Prospective bidders were advised to submit their questions in writing not later than 30th of December 2020, 17:00 local time, to SEZMC email address.

Our office is at 1st Floor, Block B, FTC Building, Main Shahrah-e-Faisal, Karachi. Eventually, questions will be answered in writing by 11th January 2021 sent to all prospective bidders and published on SEZMC website.

Also, we will answer all the queries, there is an option for second pre-bid meeting also, we would see if there is any significant requirement.
The meeting ended at 12:40 pm.

GALLERY














DHABEJI S
23rd December,
rriott, Karachi




habeji
MEETING


ABEJI SEZ
PRE
day, 23rd December, 2020
Marriott, Karachi


nterrupted utilities
etable & profitab
alue proposition
Strategic focus
e destination


GOVERNMENT OF SINDH
BID MEETING
SEZ













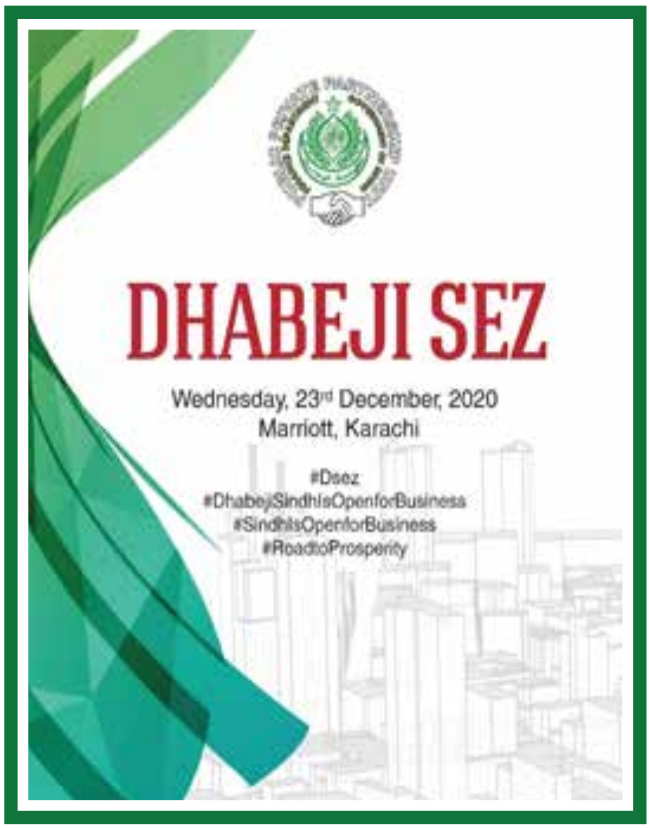


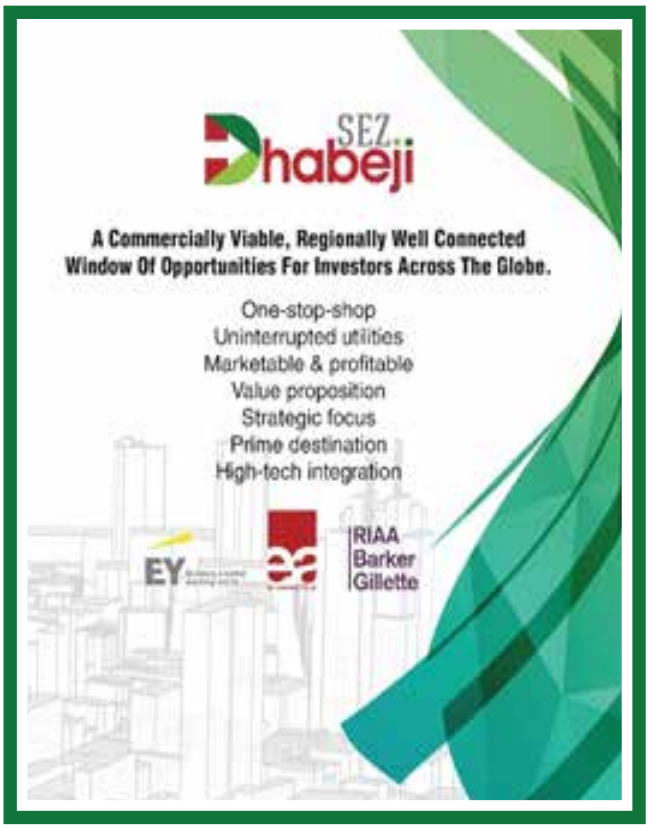


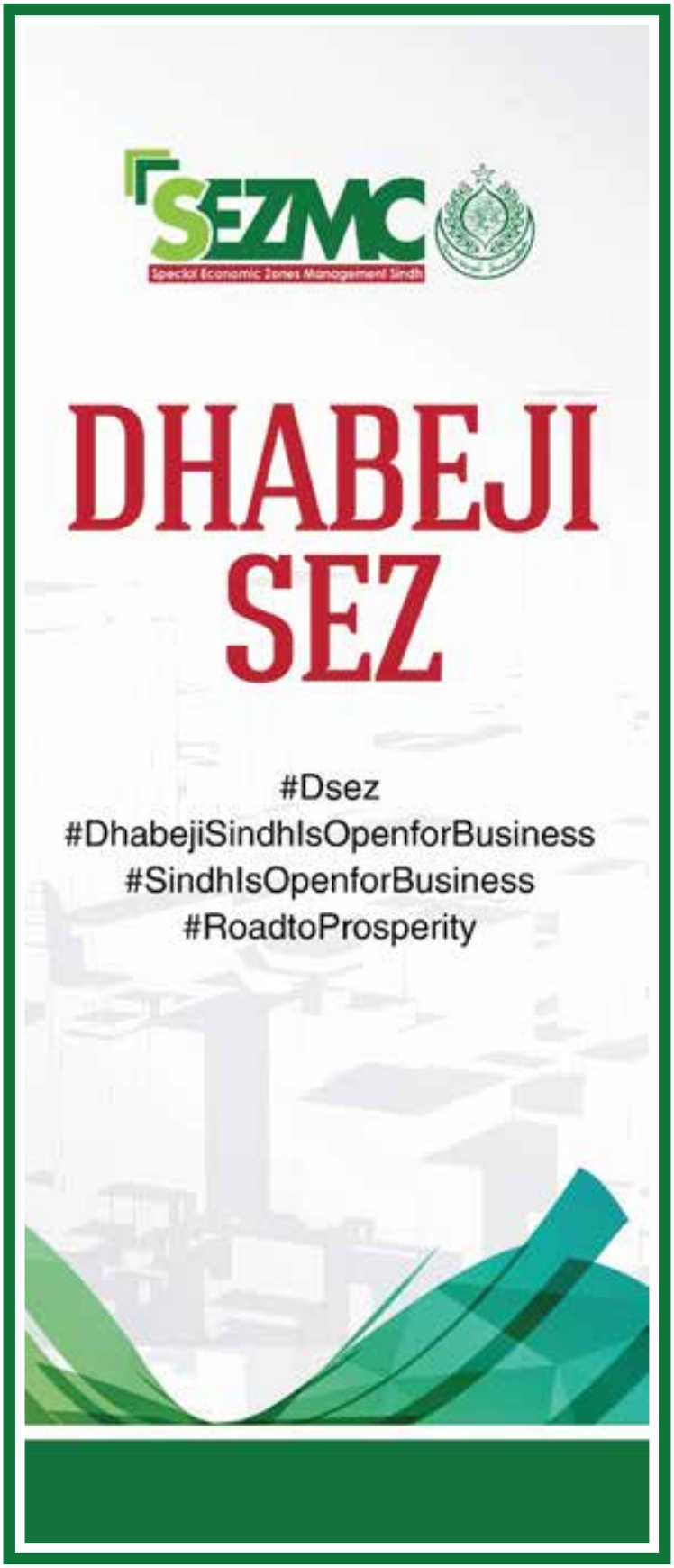



SEZMC
DHABEJI SEZ PRE-BID MEETING
Information Desk
#Dsez
#DhabejiSindhIsOpenforBusiness
#SindhIsOpenforBusiness
#RoadtoProsperity


SEZMC
INVESTMENT DEPARTMENT,
GOVERNMENT OF SINDH
PRE BID MEETING
#Dsez
#DhabejiSindhIsOpenforBusiness
#SindhIsOpenforBusiness
#RoadtoProsperity


DHABEJI SEZ
Wednesday, 23rd December, 2020
Marriott, Karachi
#Dsez
#DhabejiSindhIsOpenforBusiness
#SindhIsOpenforBusiness
#RoadtoProsperity


SEZ
Dhabeji
A Commercially Viable, Regionally Well Connected
Window Of Opportunities For Investors Across The Globe.
One-stop-shop
Uninterrupted utilities
Marketable & profitable
Value proposition
Strategic focus
Prime destination
High-tech integration
EY
RIAA
Barker
Gillette


SEZMC
Special Economic Zones Management Sindh
DHABEJI
SEZ
#Dsez
#DhabejiSindhIsOpenforBusiness
#SindhIsOpenforBusiness
#RoadtoProsperity

CATALOGUE

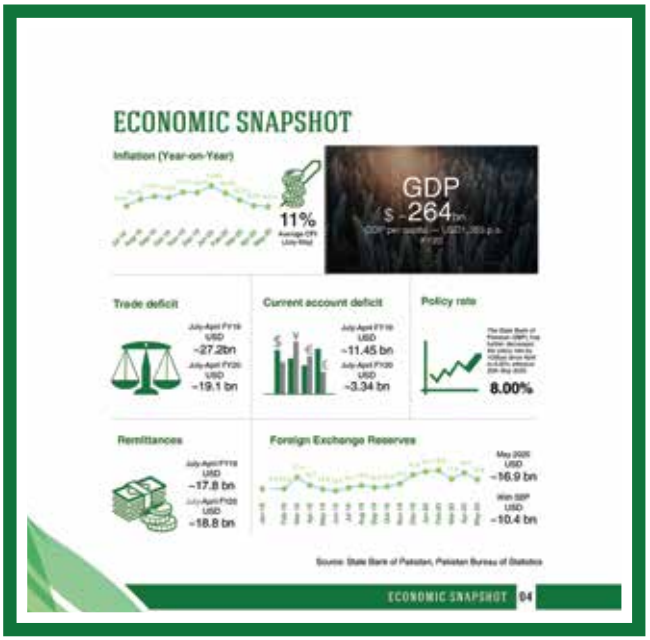

SEZMC
ROAD to PROSPERITY
SEZ Dhabeji

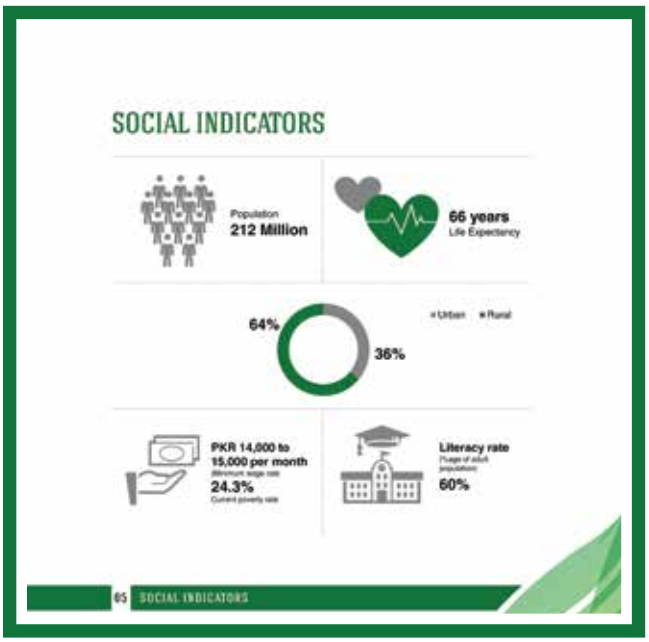

SEZ Dhabeji
A Priority Project under
China Pakistan Economic Corridor
RIAA Barker Gillette


SEZ
habeji


PAKISTAN POLITICAL MAP

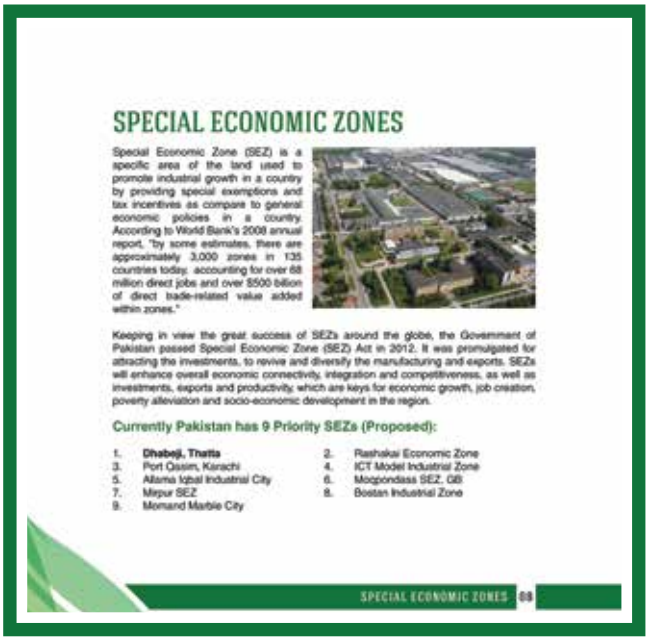

PAKISTAN AT A GLANCE
Pakistan is located in the South Asian, a recognized geographical region of southeastern Asia, and is situated in both the northern and eastern hemispheres. Thus, it is a gateway to the regional market with a large population, wide and diverse resources and untapped potential for trade.
Pakistan: basic facts
Official name
Islamic Republic of Pakistan
Capital
Islamabad
Area (sq. km)
796,095 sq. km
Languages
Urdu & English (official)
Government form
Parliament
Sea ports
Karachi, Bin Qasim & Gwadar
Currency
Pakistan Rupee (PKR)
Major Import & Export
Import
Export
Steel
Leather
Automobile
Fruits
Industrial equipment
Construction material
Chemical
Handicrafts
Rice
Demographics
According to the Pakistan's latest census, the total population is estimated to be 207 million, which is growing at a rate of 2.4 per annum.
Pakistan has a population with youth majority where the median age is 23.8 years with a 64:36 split between rural and urban residents.
03
PAKISTAN AT A GLANCE


ECONOMIC SNAPSHOT
Inflation (Year-on-Year)
11%
GDP
$ -264bn
Trade deficit
-27.2bn
-19.1 bn
Current account deficit
-11.45 bn
-3.34 bn
Policy rate
8.00%
Remittances
-17.8 bn
-18.8 bn
Foreign Exchange Reserves
-16.9 bn
-10.4 bn
ECONOMIC SNAPSHOT
04


SOCIAL INDICATORS
Population
212 Million
66 years
Life Expectancy
64%
36%
Urban
Rural
PKR 14,000 to
15,000 per month
24.3%
Literacy rate
60%
05 SOCIAL INDICATORS


ECONOMIC OUTLOOK
Sectoral Growth
% Growth Rate
2015-16
2016-17
2017-18
2018-19
2019-20
Agriculture Sector
Industrial Sector
Services Sector
GDP Composition in 2019-20
Agriculture Sector 19.31%
Industrial Sector 19.29%
Services Sector 61.40%
Source: Survey of Pakistan, Pakistan Bureau of Statistics
ECONOMIC OUTLOOK 06


EASE OF DOING BUSINESS
Pakistan ranked among the top 20 global economic reformers.
Pakistan has improved 28 ranks, from 136 to 108.
The World Bank has acknowledged Pakistan amongst top 10 economies that improved the most on the ease of doing business after implementing regulatory reforms.
Snapshot of Key Reforms taken by Pakistan
1 Starting a Business
From 135 to 72
68 points
2 Getting electricity
From 167 to 123
44 points
3 Registering property
From 161 to 153
10 points
4 Trade across border
From 142 to 111
31 points
5 Construction permits
From 156 to 112
54 points
6 Paying taxes
From 172 to 161
12 points
100
0
THE WORLD BANK
Ease of doing business index: Pakistan's DB score for 2020 increased to 61.00 compared to 55.31 for 2019.
Source: Survey of Pakistan, Board Of Investment (BOI) and World Bank
07 EASE OF DOING BUSINESS


SPECIAL ECONOMIC ZONES
Special Economic Zone (SEZ) is a specific area of the land used to promote industrial growth in a country by providing special exemptions and tax incentives as compare to general economic policies in a country. According to World Bank's 2008 annual report, "by some estimates, there are approximately 3,000 zones in 135 countries today, accounting for over 68 million direct jobs and over $500 billion of direct trade-related value added within zones."
Keeping in view the great success of SEZs around the globe, the Government of Pakistan passed Special Economic Zone (SEZ) Act in 2012. It was promulgated for attracting the investments, to revive and diversify the manufacturing and exports. SEZs will enhance overall economic connectivity, integration and competitiveness, as well as investments, exports and productivity, which are keys for economic growth, job creation, poverty alleviation and socio-economic development in the region.
Currently Pakistan has 9 Priority SEZs (Proposed):
1. Dhabeji, Thatta
2. Rashakai Economic Zone
3. Port Qasim, Karachi
4. ICT Model Industrial Zone
5. Allama Iqbal Industrial City
6. Mogzondass SEZ, GB
7. Mirpur SEZ
8. Bostan Industrial Zone
9. Momand Marble City
SPECIAL ECONOMIC ZONES 08

DHABEJI SEZ - PROJECT BACKGROUND

- The Government of Sindh has allotted 1530 acres of land to be developed as Dhabeji Special Economic Zone (DSEZ) in Thatta, a Priority Project under China-Pakistan Economic Corridor (CPEC).
- The project will facilitate potential investors of China, Japan and other countries to establish new enterprises or transfer their facilities to Dhabeji SEZ in Pakistan.
- DSEZ will offer state of the art infrastructure, utilities and other amenities at the doorsteps of the enterprizes.
- DSEZ will provide a gateway to Central Asia, South Asia, Middle East and Africa..



09 DHABEJI SEZ - PROJECT BACKGROUND

IDEAL LOCATION FOR AN ECONOMIC ZONE

Project Land

1,530 acres
Flat, non-mountainous,
Balanced chemistry.

Location & Connectivity

- Karachi - 50 km
- National Highway - 0.5 km
- Karachi-Hyderabad M9 - 35 km
- Port Qasim - 22 km - A direct access road connecting Port Qasim to Dhabeji Zone being developed by GoS, to be completed by 2022
- Landhi Industrial Area - 20 km
- Hyderabad - 140 km
- Thatta - 40 km
- Gwadar - 700 km

Commercial Hub Proximity

Access to:
Karachi - 20 million people I Hyderabad - 7 million I Thatta - 3 million



Strategic Industry Clusters

Foundries — Steel I Building Material I Petrochemical
Automotive & Allied I Light Engineering I Textile & Garments
FMCGs Logistics I Warehousing

IDEAL LOCATION FOR AN ECONOMIC ZONE 10

INCENTIVES FOR DEVELOPERS

- One time exemption from all custom duties and taxes for all capital goods imported into Pakistan for the establishment of an SEZ.
- Exemption from all taxes on income accruable in relation to the development and operation of the SEZ for a period of five (5) years starting from the date of signing of the Development Agreement.

INCENTIVES FOR ZONE ENTERPRISES

- One time exemption from custom duties and taxes on imports of capital goods into the SEZ for installation.
- Zone enterprises, shall be exempted from income tax for the next ten years

ROADS & CONNECTIVITY

- A direct access road (8km) connecting Port Qasim to Dhabeji Zone is being developed by GoS.
- A dedicated cargo deck connecting the zone with ML-1 from Dhabeji Junction.
- A Jetty to connect Port Qasim alongside Dhabeji zone from creek side is envisaged to facilitate export oriented industries.

11 INCENTIVES FOR DEVELOPERS

UTILITIES

Federal and Sindh Government to provide gas, electricity and water at the zero point of the project site. The Developer shall also have the right to procure gas and electricity through its private arrangements.

The federal government has already approved funds of ~ PKR 4.3 billion to construct a dedicated grid for the SEZ which will provide up to 250 MWs of power at zero point of the project, to be completed by 2023.

SSGC

The federal government has approved funds of ~ PKR 429 million for SSGC to supply up to 15 MMCFD at doorstep of the project, to be completed by Dec 2021.

Up to 10 MGD water supply connection shall be arranged by GoS through Karachi Water & Sewerage Board (KW&SB).

UTILITIES 12

TRANSACTION STRUCTURE

- As per Sindh Public Procurement Rule no. 15(2)(a) the procurement process for Developers' will be conducted through International Competitive Bidding, Single stage — two envelope procedure.
- The Developer(s) will be required to design, construct, finance, develop, operate and maintain the Project on build, own, operate and transfer basis. Developer(s) shall be responsible for inter alia procuring financial and commercial arrangements for the design, construction, operations and maintenance work.
- Dhabeji Industrial Zone has been proposed to be constructed in 2 phases comprising of 750 acres for Phase I and 780 acres for Phase II.
- Total Concession term for the Project is 20 years of which 5 years are for construction of the zone and remaining 15 years are for the O&M.
- Project/SPV will be transferred at a nominal cost at the end of concession term through a buy-back option.



PROJECT IMPLEMENTATION STRATEGY

- The project is structured on revenue model. The Developer will be entitled to and shall be responsible to collect revenues through sub-leasing of the plots to zone enterprises in accordance with the PPP Agreement.
- Developer will be required to share a percentage of their revenue during the construction phase of the project and from sale (upfront lease rent) proceeds. The minimum PV of this revenue share shall not be less than the base price of PKR 1,725 Billion.
- The Project shall be financed by a combination of customer advances, Developer's finances.

FINANCIAL BID

- Bidder who quotes the highest present value ("PV") of revenue share using a fixed percentage share of revenue for each phase will be considered as the Preferred Bidder.
- This PV shall be computed at a discount rate of 10% over a period of 7 years (phase 1: 3 years plus phase 2: 4 years) on the revenue arising from sales / sub-lease of industrial and commercial plots.
- The minimum PV amount of any Bidder shall be above PKR 1,725 Billion. The bidder is required to share at least PKR 500 Million of revenue in Phase 1 in PV terms.

DEVELOPMENT TIMELINES

Start of construction

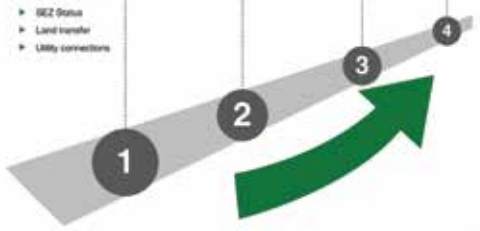
Commercial Close & Start of CP period
- SEZ Status
- Land transfer
- Utility connections

Phase I — Completion
- 30 Months from the Commencement Date

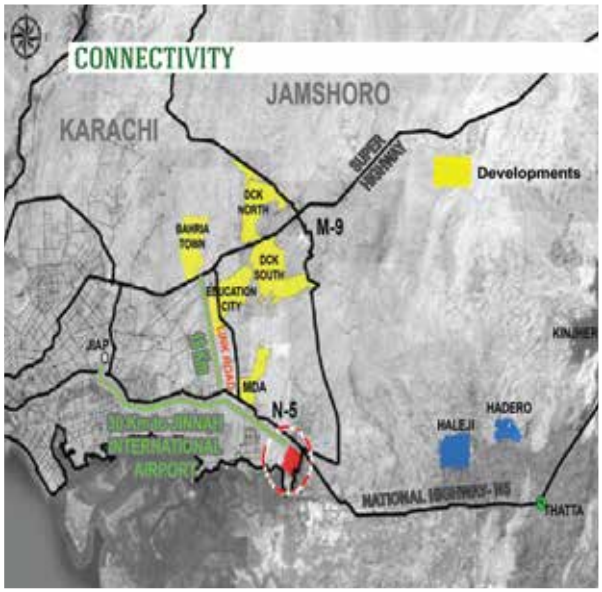
Phase II — Completion
- 24 months from the Phase II Commencement Date

COD
- Commercial Operations date

O&M



CONNECTIVITY



CONCEPTUAL MASTER PLAN DHABEJI SEZ

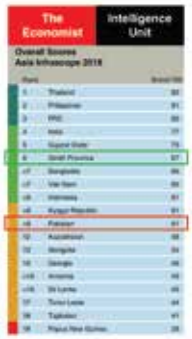


PUBLIC PRIVATE PARTNERSHIP (PPP) IN SINDH

PPP Unit Sindh global standing & Completed Projects & Projects in Pipeline

Accomplishments

- The Economist Magazine's Intelligence Unit's Report, "Introscope 2018", PPP Unit Sindh was ranked as 6th Best Performer in Asia.
- The rating only considers countries. However, owing to exceptional performance Sindh PPP Units has have been evaluated separately.



Accomplishments

1. Hyderabad Mirpurkhas dual carriageway (HMDC) PKR 6.8 billion
2. Jhirk Mullah Kathyar road & bridge (JMK) PKR 4.5 billion
3. Karachi Thatta dual carriageway (KTDC) PKR 8.8 billion

ENABLING ENVIRONMENT FOR PPPs IN SINDH



ADVERTISMENTS



PRESENTATION



Dhabeji SEZ – Connectivity

SEZ Dhabeji

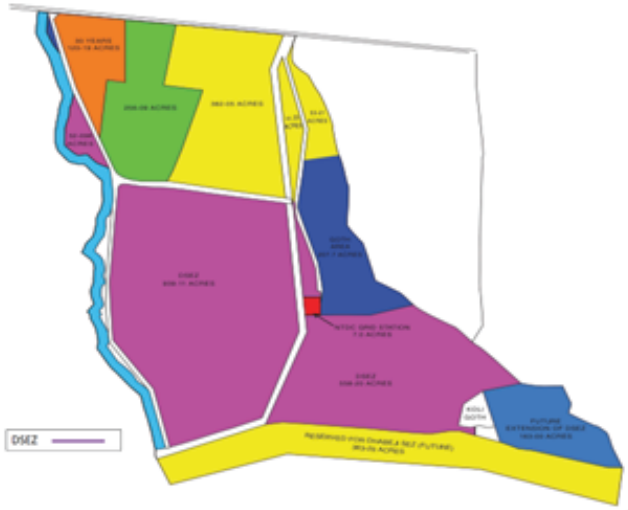
Easy access to **Port Qasim** (22 Km)	• Enabling **raw material import and finished goods export** without incurring major inland transportation costs and saving time.
Easy access to **Karachi Airport** (41 Km) via national highway	• Enabling **safe travel of foreign workers** and management personnel.
Direct access to the **National Highway** (0.5 Km)	• Enabling the **transportation of goods** to upcountry and Central Asian nations utilizing the National Trade Corridor.



Access to: **Karachi (50 km)** – 22 million population; **Hyderabad** – 7 million population; **Thatta** – 3 million population

Dhabeji SEZ – Connectivity





Key Enablers

Dhabeji SEZ has been awarded SEZ Status under SEZ Act 2012 (In principle)

A direct access road (8 km) connecting Port Qasim to Dhabeji Zone - Being developed **by Government of Sindh.**
Completion date: Q4 2022

10 MGD water connection being provided **by Government of Sindh** through a dedicated water line.
Completion date: Q2 2023

250 MWs electricity being provided at the door step through a dedicated 220/132/11 kV Grid Station **by federal government**
Completion date: Q4 2023

15 MMCFD gas connection at the door step through a dedicated line **by federal government**
Completion date: Q2 2022

A dedicated **cargo deck** connecting the zone with ML-1 from Dhabeji Junction has been envisaged

A **Jetty** to connect Port Qasim alongside Dhabeji zone from creek side is envisaged.

Utilities Connection Layout



Key features

Areas in acres and the percentages for different land uses

Land-use	Area (Acres)	Percentage
Industrial	869.48	56.98%
Commercial	61.97	4.06%
Public Buildings / Amenities	125.93	8.25%
Parks & Open Spaces	45.47	2.98%
Residential / Apartments	68.44	4.48%
Roads / Parking	354.71	23.24%
Project Area	***1526***	***100%***

Strategic Industry Clusters

Steel | Building Materials | Petrochemical | Automotive & Allied | Light Engineering | Textile & Garments | FMCGs Logistics | Warehousing

Incentives for Developers

- One time exemption from all custom duties and taxes for all capital goods imported into Pakistan for the establishment of an SEZ.
- Exemption from all taxes on income accruable in relation to the development and operation of the SEZ for a period of five (5) years starting from the date of signing of the Development Agreement.

Incentives for Zone Enterprises

- One time exemption from custom duties and taxes on imports of capital goods into the SEZ for installation.
- Income tax exemption for 10 years for units starting production by 30-06-2020 and 5 years for the units starting production thereafter.

Master Plan (Conceptual)



Project

The Developer:

- ✓ To carry out detailed design and master plan for the project.
- ✓ To develop internal infrastructure and related facilities for the project.
- ✓ To carry out O&M of the zone infrastructure and facilities.

Project/SPV will be transferred at a nominal cost at the end of Concession term through a buy-back option.

(Revenue Model)
Developer will collect revenues through sub-leasing of the plots to zone enterprises and through O&M and other value-added services.

Developer **to share a percentage of revenue** from sale proceeds.

- ❖ **Developer will be required to share a percentage of their revenue during the construction phase of the project and from sale (upfront lease rent) proceeds.**
- ❖ **The minimum PV of this revenue share shall not be less than the base price of PKR 1.725 Billion.**
- ❖ **The Developer shall establish an escrow account with an escrow bank in which the revenue collections from sub-leasing of the plots will be deposited.**

Developer to procure Industrial Commitments as part of the bidding process

Transaction Structure

Dhabeji SEZ has been proposed to be constructed in **2 phases**

Phase 1
750 acres

Phase II
780 acres

GoS to enter into a master lease agreement for **50 years** with the Developer / SPV to lease land for phase 1, and an agreement to lease land for phase 2 upon completion of milestones.

Total Concession term for the Project is **20 years**

5 Years
Construction

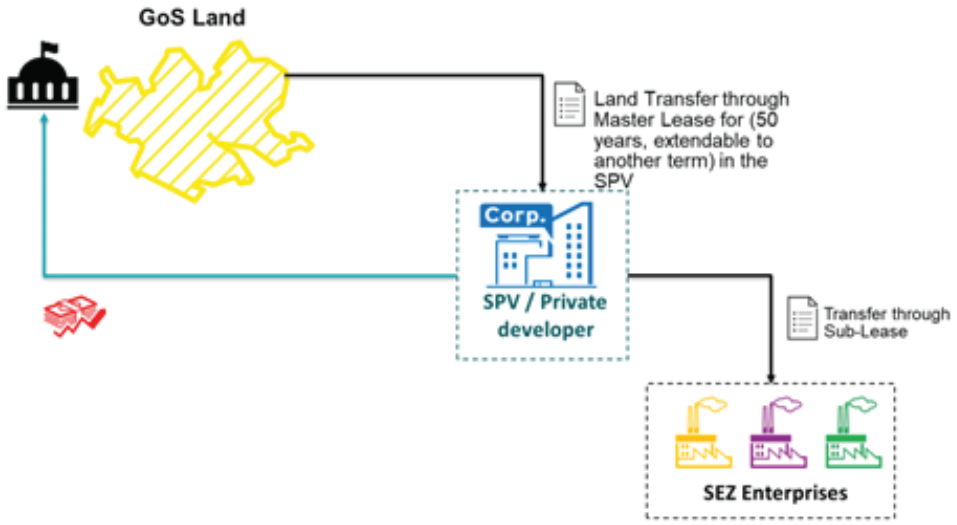
15 Years
O&M

Phase 1 – Construction period - 30 months

Phase 2 – Construction period - 24 months

Project land for phase 1 of 750 acres shall be leased to the SPV after the execution of the PPP Agreement. Project land for phase II of 780 acres shall be leased to the SPV upon substantial completion of Phase I

Land Transfer Mechanism



Lease And Sub-Lease

- Developer shall launch sales of industrial and commercial plots to the potential zone enterprises subsequent to the later of *3 months after the commencement of the project construction* or u*pon completion of ten percent (10%) of the project works for phase 1.*
- **In Phase 1** – the Floor price shall be PKR 12 Million per acre.
- **In Phase 2** – the Floor price shall be PKR 18 Million per acre.
- The Developer shall have flexibility in proposing a sales launch plan. However, the sales plan should have the following components:

Down payment / Advance Payment	10 – 30% of the total sales price
Equal quarterly / semi – annual instalments of the remaining amount	6 / 3 (minimum) – 14 / 7 (maximum) instalments

- The total period allowed to the Developer for implementing the sales launch plan and receiving of sales monies for the saleable area of the Project Site is 7 years from the Effective Date.

Technical Proposal and evaluation

A) Financial Capability	**Max 35**
A – 1) Net worth Tangible net worth (excluding any revaluation) of PKR 9 Billion. *The Lead Member of the Consortium shall have a minimum net worth of PKR 3 Billion. Other members of the Consortium shall have a minimum net worth of PKR 1.25 Billion.*	**20 marks**
A – 2) Cash and funding lines Minimum cash, short term or liquid investments and funding lines of which at least 30% of the aggregate number should be demonstrated through cash and short term investments	**10 marks**
A – 3) Project financing and implementation capability The Bidders must have completed project financing of different projects during the last 10 years. • *Successfully financed & implemented real estate / infrastructure project of a minimum project cost of PKR 15 Billion* • *Bidder or the Consortium Member has minimum 20% equity stake in the projects offered for evaluation*	**05 marks**
B) Technical Capability	**Max 45**
B- 1) Bidders must have completed / successfully developed real estate / infrastructure / SEZ projects in the last ten (10) years. • Category 1 – SEZs • Category 2 – Real Estate Projects • Category 3 - Engineering Procurement Construction (EPC) and Item rate contracts experience of PPP infrastructure projects	**15 marks**
B – 2) Industry commitments For every industrial commitment of a minimum of 25 acres, the bidder shall get (2.5) marks. For every industrial commitment of a minimum of 10 acres, the bidder shall get (1) marks. *Bidder must demonstrate industrial commitment of at least one hundred (100) acres of occupancy and at least two commitments of 25 acres or more*	**20 marks**

Technical Proposal and evaluation

B – 3) Team	05 marks
B – 4) O&M Experience O&M experience of an industrial park/special economic zone with the mix of following activities: • Provision of electricity and/or other utilities; • Solid waste management; • Effluent management operations; and • Operation of common facilities such as training and skills development; common machinery pool operations, exhibition centers etc.	05 marks
C) Business Plan Evaluation	**Max 45**
C – 1) Concept Plan & Design • Project design – 2 marks • Project plan for phase 1 and phase 2 – 2 marks • Innovative features – 2 marks • Environmental considerations – 2 mark • Development strategy – 1 mark	**09 Marks**
C – 2) Sales/Marketing Plan • Marketing strategy; - 4 Marks • ii. Pricing strategy; - 1 Mark • iii. Leasing plan of permissible sub-lease areas; and - 2 Mark • iv. Synchronization of the marketing and development plan. – 1 Mark	**08 marks**
C – 3) O&M Plan The Bidder will be required to provide an O&M Plan for the operation and maintenance of the build facilities in the Industrial Park.	**03 marks**

Financial Proposal and evaluation

- The Bid Security - equivalent to five percent (5%) of the Bid Price
- **Total Revenue Share to GoS discounted at ten percent (10%) (the Bid Price).**
- Bidder who quotes the highest present value ("PV") of revenue share using a fixed percentage share of revenue for each phase will be considered as the Preferred Bidder.
- This PV shall be computed at a discount rate of ten percent (10%) over a period of seven (7) years on the revenue arising from sales / sub-lease of industrial and commercial plots.
- Bidders are required to quote one revenue sharing percentage for each phase and also provide estimated revenues for each Phase.
- **The minimum PV amount of any Bidder shall be above PKR 1.725 Billion. The bidder is required to share at least PKR 500 Million of revenue in Phase 1 in PV terms.**

Financial Proposal and evaluation

	Revenue (PKR) (A)	Revenue Share to GoS (in percentage) (B)	Revenue share to GoS (PKR) (C) = A * B
Year 1		X% for Phase 1	
Year 2			
Year 3			
Phase 1 Total			
Year 4		Y% for Phase 2	
Year 5			
Year 6			
Year 7			
Phase 2 Total			

- In Phase 1 – the Floor price shall be PKR 12 Million per acre. The Bidder cannot sell any parcel of land at a rate below that of the Floor price.
- In Phase 2 – the Floor price shall be PKR 18 Million per acre. The Preferred Bidder cannot sell any parcel of land at a rate below that of the Floor price.

Timelines (Tentative)

ACTIVITY	DATE
Submission of Proposal (Deadline)	09th February, 2021
Opening of the Technical Proposal	09th February, 2021
Presentation of Proposals to TFEC	22nd February, 2021
Opening of Financial Bids	09th March, 2021
Announcing the Preferred Bidder	Opening of Financial Bids + 6 Days
Execution of PPP Agreement	Withing 25 days of the announcement date