# PRE – BID REPORT
# MARBLE CITY KARACHI

14th December 2022,

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 fir set 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 Marble City Karachi. It was informed to prospective bidders that, 16th December 2022 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 26th December 2022 on our website.

## Program Outline

| Topic | Timing (hrs.) |
|---|---|
| Registration | **10:30** |
| 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

CEO SEZMC, Government of Sindh, said in his opening remarks that Marble City Karachi is a vital project for the marble and Allied sector. 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

Sindh Economic Zones Management Company, Government of Sindh organized a Pre-Bid meeting for Marble City Karachi.

The event was organized to address all queries related to the project and the bidding package.

It was attended by more than 70 participants including potential investors, existing project developers, representatives of development financial institutions and other stakeholders.

Pre-Bid meeting was held for detailed discussion on the technical, financial and legal aspects of procurement package that provided the potential bidders a chance to raise their queries. During pre-bid meeting, these queries were answered in consideration to help and improve their understanding.

## Overview

The Pre-bid meeting was held on 14th of December 2022, at Marriott Hotel Karachi, Pakistan.

The Government of Sindh is seeking bids for the development and operations of Marble City Karachi for twenty (12) years, for 300 Acres of land and is only eight (8) Kilometers away from Karachi.

## Pre-bid Meeting Objectives

The main objectives of the meeting were:

- To address all the queries raised by the potential bidders.
- To emphasize the importance of Marble City Karachi as a vital project for marble and allied industries
- To create awareness, attract investment and highlight initiatives of Federal and Sindh government in the development of Marble City Karachi project in the province.

# ADVISORS PROFILE

## EY TEAM

Huzaifa Mazahir Ali – Principal Transaction Advisory Services

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.

## HAIDERMOTA AND CO

Hamza – Senior Associate

At Haidermota & Co., we are committed to providing practical solutions to complex issues faced by clients and establishing market standards for others to follow. We strive to challenge conventions and push existing boundaries.

**EA. Consulting (Pvt) Ltd.**

EA TEAM

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,

# QUERIES

## SMADB

1. Given area of plots can be modified?
2. Can commercial plot be increased as per requirements?
3. Land acquisition for the excess road from M9 to site gate shall be responsibility of SEZMC?
4. Operation & Mineral started after construction period can it be extended if plots are not sold?

## Kainat Enterprises

Can we visit the site for technical survey?

## Arif Habib Group

1. What is the tenure of land lease?
2. Development cost recoverable in addition to the sale price?
3. What are backstop arrangements by GOS?

ARIF HABIB GROUP

## SHOAIB SULTAN / APMIA

1. SEZ should be announced since the beginning for Marble & Mineral sector to let them do value addition and export and duty free Machinery tools
2. The road way from northern bypass till the marble city project must be dedicated and not allowed to be used by the workshops / warehouses / parking in between the northern bypass and marble city project

## IQ Capital plus (Financial Advisory)

1. What is financial Evaluation Criteria? does percentage applicable for realize revenue (A/R) or Actual receipts ( 3 years revenue receipts )
2. Please comment on the system of Hub canal projects that we believe hub canal take 3years of completion & this project to be established in 2 years?

## Sultan Mahmood & Company

1. Please clarify that the industrialist commitments shall be done by developers or the government or SEZMC will help out in this?
2. Any mandatory requirement for industry commitment at the time of bidding please explain?

## CLOSING REMARKS

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 16th of December 2022, 17:00 local time, to SEZMC email address.

Our office is at Bahria Complex 4, Gizri, and Karachi.

Eventually questions will be answered in writing, by 26th December 2022 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, and we would see if there is any significant requirement.

The meeting ended at 12:40 pm.

## PHOTO GALLERY

SEZMC
MARBLE CITY
KARACHI
PRE BID MEETING
MARBLECITYKARACHI
TEAM MCK
SEZMC
A state-of-the-art industrial estate
to uplift the dimension stone and
allied industrial clusters.
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