

INTERNATIONAL
THE NEWS

Friday, July 24, 2020

GOVERNMENT OF PAKISTAN | CABINET DIVISION
PAKISTAN TOURISM DEVELOPMENT CORPORATION

HIRING OF SERVICES OF CONSULTANCY FIRM

REQUEST FOR EXPRESSION OF INTEREST (EOI) FOR "TRANSACTION ADVISORY SERVICES (TAS)"

Pakistan Tourism Development Corporation (PTDC), a public sector corporation established under the Companies Act, 1913 (Now Companies Act, 2017), working under the administrative control of Cabinet Division, Government of Pakistan, owns a large chain of motels/ properties in different parts of Pakistan. PTDC intends to hire services of a reputable firm(s) for "Provision of Transaction Advisory Services (TAS) for transfer of PTDC Motels and properties to the provinces" under "Quality and Cost Based Selection (QCBS)" method.

TAS includes but not limited to identifying all assets and liabilities associated with PTDC properties, review of legal and regulatory framework of transfer of properties owned by public sector corporations to the provincial governments, preparing a checklist for compliance of applicable laws, rules and regulations, indicating a mechanism for transfer of property to respective provincial government(s), developing a scheme of administration along with work plan, final handing/ taking over of properties and other matters connected and/ or incidental thereto.

Corporate Consulting Firm(s) or Corporate Finance Firms (s) with the requisite demonstrable experience of similar transaction advisory services of not less than 10 years are invited to apply. The firm is expected to associate reputable and experienced law firm and Valuer (s) for the project.

Interested Parties (IPs) are required to submit following requisite information/documents:

1. Detailed profile of the firm(s) including core area of expertise, legal status, filer status, address, contact information and management structure etc;
2. Overall experience of providing transaction advisory services for transfer of properties owned by public sector companies to

government entities for the last 10 years, alongwith details of clientele;

3. Proof of 02 similar projects with specific details including specific role of the Firm i.e. evaluation of properties - identification and allocation of assets and liabilities, preparation of scheme of administration for transfer and monitoring/ supervision of transfer of properties in each of the identified projects.

The documentation accompanying and comprising EOI, as provided by any IP, shall not be reclaimable or returnable.

Detail scope of work/TORs will be shared with the shortlisted IPs only as integral part of the RFP package. However, information memorandum containing details of properties, scope of assignment, shortlisting criteria and general description can be obtained from the office or downloaded from PTDC website.

IPs are advised to submit, on or before due date, EOIs (8 copies) not exceeding 25 pages including annexures duly signed and stamped alongwith non-refundable processing fee of Rs.5000/- in the form of Bank draft/ Pay order drawn in favor of PTDC. EOIs shall be opened on the same day at 1500 hrs in the presence of representatives of IPs, who may opt to be present. As per PPRA Rules 33(1), 2004, PTDC reserves the right to reject any or all Proposal(s) at any time prior to the acceptance of a bid/ proposal.

EOIs can also be downloaded from PTDC website www.tourism.gov.pk and PPRA website www.ppra.org.pk. (Pay order of Rs.5000/- may be attached with EOIs in case downloaded from website).

**For further queries/information, contact
Assistant Engineer,**

Tele: 051-9274128

Fax 051-9271588

Email: ntcb.hq@gmail.com

Flashman's Hotel,

The Mall, Saddar Rawalpindi

DEADLINE 13 AUGUST 2020, 1200 HRS

For details visit www.tourism.gov.pk



PID(I) 408/20



GOVERNMENT OF PAKISTAN

Tender document for	PROVISION OF TRANSACTION ADVISORY SERVICES FOR <u>TRANSFER OF PTDC PROPERTIES</u> TO THE PROVINCES
Total Pages	08
Detail of Pages	Advertisement List of Properties (Motels and Land) Scope of the Services Transaction Advisor Profile Shortlisting Criteria Procurement Method EOI Deadline Opening Contact Details

Issue to: -----

Date.....

M/s.....

Pakistan Tourism Development Corporation

Flashman's Hotel, The Mall, Rawalpindi
Phone: 051-9274128, Fax 051-9271588

REQUEST FOR EXPRESSION OF INTEREST (EOI) FOR “TRANSACTION ADVISORY SERVICES (TAS) FOR TRANSFER OF PTDC PROPERTIES TO PROVINCES”

Pakistan Tourism Development Corporation (PTDC), a public sector corporation established under the Companies Act, 1913 (Now Companies Act, 2017), working under the administrative control of Cabinet Division, Government of Pakistan, owns a large chain of motels/ properties in different parts of Pakistan. PTDC intends to hire services of a reputable firm(s) for “Provision of Transaction Advisory Services (TAS) for transfer of PTDC Motels and properties to the provinces” under “Quality and Cost Based Selection (QCBS)” method.

TAS includes but not limited to identifying all assets and liabilities associated with PTDC properties, review of legal and regulatory framework of transfer of properties owned by public sector corporations to the provincial governments, preparing a checklist for compliance of applicable laws, rules and regulations, indicating a mechanism for transfer of property to respective provincial government(s), developing a scheme of administration along with work plan, final handing/ taking over of properties and other matters connected and/ or incidental thereto.

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2. Overall experience of providing transaction advisory services for transfer of properties owned by public sector companies to government entities for the last 10 years, alongwith details of clientele;
3. Proof of 02 similar projects with specific details including specific role of the Firm i.e. evaluation of properties- identification and allocation of assets and liabilities, preparation of scheme of administration for transfer and monitoring/ supervision of transfer of properties in each of the identified projects.

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Detail scope of work/TORs will be shared with the shortlisted IPs only as integral part of the RFP package. However, information memorandum containing details of properties, scope of assignment, shortlisting criteria and general description can be obtained from the office or downloaded from PTDC website.

IPs are advised to submit, on or before due date, EOIs (8 copies) not exceeding 25 pages including annexures duly signed and stamped alongwith non-refundable processing fee of Rs.5000/- in the form of Bank draft/ Pay order drawn in favor of PTDC. **Last date for submission of EOIs is 13th August 2020.** EOIs shall be opened on the same day at 1500hrs in the presence of representatives of IPs, who may opt to be present. As per PPR Rules 33(1), 2004, PTDC reserves the right to reject any or all Proposal(s) at any time prior to the acceptance of a bid/ proposal.

EOIs can also be downloaded from PTDC website www.tourism.gov.pk and PPRA website www.ppra.org.pk. (Pay order of Rs.5000/- may be attached with EOIs in case downloaded from website).

For further information, queries and/or submission of EOI please contact

Assistant Engineer,

Pakistan Tourism Development Corporation (PTDC)

Flashman's Hotel, The Mall, Rawalpindi

Tele: 051-9274128, Fax 051-9271588

Web: www.tourism.gov.pk

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GENERAL DESCRIPTION AND DETAILS OF PROPERTIES AND SERVICES REQUIRED

“PROVISION OF TRANSACTION ADVISORY SERVICES (TAS) FOR TRANSFER OF PTDC PROPERTIES TO PROVINCES”

1. INTRODUCTION

1.1. Tourism being focused area of the present Government offers tremendous business opportunities to the domestic and foreign investors. Government of Pakistan under the National Tourism Strategy is taking decisive steps to realize true potential of tourism sector and make Pakistan the preferred tourist destination of Asia. The said strategy envisages development of Brand Pakistan and its massive promotion at national and international media to reach out to the prospective tourists in the region. Availability of world-class accommodation and recreational facilities is central to the growth of hospitality industry and development of tourism sector.

1.2. Pakistan Tourism Development Corporation (PTDC), a public sector corporation incorporated under the repealed Company Act, 1913 (Now Company Act, 2017) is wholly owned by the Federal Government with 99.75% shares of the company. PTDC owns a chain of motels, restaurants and lands etc at different tourist locations across Pakistan and it has been operating these facilities for the past several decades. To foster congenial relations with the provinces and develop synergies for developing tourism industry of Pakistan, the Federal Government and PTDC Board of Directors has decided to transfer the PTDC properties to the respective provincial governments. Even the developed economies have adopted a decentralized approach towards destination management to enhance efficiencies and value addition in the sector.

1.3 Details of the properties i.e. motels, lands and restaurants that will be covered under the project along with location/ province and existing facilities are tabulated hereunder:

Sr. #	Name of PTDC Property	Location	Total Land	Built infrastructure/ Covered area/ facilities	Ownership
PROVINCE OF PUNJAB					
1.	Motel at Katas, Chakwal	Chakwal	2-K 18-M	5183 sq.ft. 06 Rooms	Owned by PTDC
2.	Bus Terminal at Nankana Sahib	Nankana Sahib	20-K 18-M	23529sq.ft.	Owned by PTDC
3.	Motel at Taxila	Taxila, Rawalpindi	2-K 12-M	4000sq.ft. 07 rooms	Long leased by PTDC from Archaeology Deptt.
4.	Motel at Wagha, Lahore	Wagha, Lahore	1-K 11-M	7056sq.ft. 04 rooms	Long leased by PTDC from Customs Deptt.

5.	Motel at Bahawalpur	Bahawalpur	21-K	9075sq.ft. 14 rooms	Leased by PTDC from Bahawal Club.
6.	Road side facility at Bahawalpur	Bahawalpur	41-K 15-M	3582sq.ft. Restaurant	Leased by PTDC from Federal Land Commission
PROVINCE OF SINDH					
1.	Motel at Kawk's Bay	Hawk's Bay Karachi	08-K	32000 sq.ft. 14 rooms	Owned by PTDC
2.	Land at Sukkur	Sukkur	32-K	Land	Owned by PTDC
3.	Land at Hyderabad	Hyderabad	09-K	Land	Owned by PTDC
4.	Motel at Moenjodaro	Larkana	6-K 18-M	7358 sq.ft. 10 rooms	Leased by PTDC
5.	Tourist Facilitation Center	Karachi	1.5-K	6212sq.ft. Office	Leased by PTDC from M/o Tourism
6.	Tourist Information Center at Thatta	Thatta	08-K	Office	Leased by PTDC
7.	Land at Bhambore	Bhambore	06-K	Land	Leased by PTDC
PROVINCE OF KHYBER PAKHTUNKHWA					
1.	Motel at Saidu Sharif	Swat	08 K 15 M	19000 sq.ft 23 rooms	Owned by PTDC
2.	Restaurant at Chakdara	Malakand	06 K	7050sq.ft Restaurant	Owned by PTDC
3.	Motel at Panakot	Dir	06 K 11 M	7150sq.ft 04 rooms	Owned by PTDC
4.	Motel at Bamburat	Chitral	12 K	13450sq.ft 07 rooms	Owned by PTDC
5.	Motel at Bunni	Bunni	08 K	7064sq.ft 04 rooms	Owned by PTDC
6.	Motel at Birmoglasht	Chitral	32 K	13450sq.ft 16 rooms	Owned by PTDC
7.	Motel at Chitral	Chitral	04 K 15 M	24352sq.ft 30 rooms	Owned by PTDC
8.	Motel at Mastuj	Chitral	13 K	11050sq.ft 12 rooms	Owned by PTDC
9.	Motel at Chattar Plain	Mansehra	09 K 09 M	3932sq.ft 04 rooms	Owned by PTDC
10.	Motel at Besham	Shangla	16 K 04 M	34966sq.ft 47 rooms	Owned by PTDC
11.	Motel at Ayubia	Abbotabad	19 K 05 M	15000sq.ft 34 rooms	Owned by PTDC

12.	Motel at Baran Kallay	Swat	30 K	25000sq.ft 17 rooms	Owned by PTDC
13.	Land at Garam Chashma	Swat	08 K	Land	Owned by PTDC
14.	Land at Mankial Jabba	Swat	40 K	Land	Owned by PTDC
15.	Motel at Kalam	Swat	40 K	16238sq.ft 38 rooms	Leased by PTDC
16.	Motel at Miandam	Swat	10 K 19 M	13899sq.ft 21rooms	Leased by PTDC
17.	Motel at Balakot	Mansehra	02 K 07 M	8500sq.ft 08 rooms	Leased by PTDC
18.	Motel at Naran	Mansehra	160 K	31292sq.ft 60 rooms	Leased by PTDC
19.	Motel at Torkham	Torkham	2 K	6898sq.ft 04 rooms	Leased by PTDC
PROVINCE OF BALOCHISTAN					
1.	Motel at Taftan	Taftan	20 K	7050sq.ft 4 rooms	Owned by PTDC
2.	Motel at Khuzdar	Khuzdar	03 K 04 M	4495sq.ft 06 rooms	Owned by PTDC
3.	Tourist Facilitation Center Quetta	Quetta	12 K	7519sq.ft Office	Owned by PTDC
4.	Motel at Chaman	Chaman	08 K 05 M	7050sq.ft 04 rooms	Leased by PTDC
5.	Motel at Ziarat	Ziarat	09 K 10 M	10767 sq.ft 18 rooms	Leased by PTDC

1.4. The major socio-economic benefits of the Project include:

- a) Empowering destination management organizations of the provinces by adopting an integrated cohesive approach towards development of tourism infrastructure and facilities;
- b) Tapping demand for hospitality sector through building mid/high-end hotels while keeping heritage value of the Property intact;
- c) Provide top class accommodation facilities to the tourists;
- d) Making optimum use of government owned Motels/properties
- e) Encourage positive competition in hospitality industry and provision of quality services facility.

1.5 The Project will be conceived in a manner whereby the aforesaid PTDC properties will be transferred to the provincial governments in accordance with applicable law, rules and regulations and provincial governments will be responsible to take over possession of the properties as per contract agreement and scheme of administration; build, operate, maintain and run the said properties by leasing out to professional experienced firms in private sector in a highly transparent and competi-

tive manner. The ownership of the motels/properties/ assets and the land shall remain with provincial governments, however, its development and operational rights will be given to the private party for the prescribed concession period.

2. SCOPE OF WORK

The ultimate objective of the Assignment is to explore various options and models for transfer of the aforesaid properties to the respective provincial governments under the company's law and other rules and regulations of the government. For it to be achieved successfully, the Transaction Advisor will be expected to perform all activities related to the project, legal, technical, financial etc and shall include but not limited to identifying all assets and liabilities associated with PTDC properties, review of legal and regulatory framework of transfer of properties owned by public sector corporations to the provincial governments, preparing a checklist for compliance of applicable laws, rules and regulations, devise mechanism for transfer of properties including sale of property to the provinces on a ceremonial value of Rs.1, developing a scheme of administration along with working plan and draft agreement for transfer of PTDC properties to the respective provinces in accordance with companies law and provision of other rules and regulations, monitoring final handing/ taking over of properties and other matters connected and/ or incidental thereto. Brief of the activities to be carried by the consultant are as follows:

2.1. Identifying all assets and liabilities:

- a) Ascertaining assets and liabilities of each property/ unit to be transferred.
- b) Allocation of general liabilities to each asset unit.
- c) Preparing necessary documentation for notifying creditors and debtors including mechanism for payments to the parties.

2.2. Review of legal and regulatory framework and identifying relevant laws, rules and regulations pertaining to transfer of Company Assets

- a) Collecting and placing all laws, rules and regulations applicable in transfer of assets from a public sector company to respective government entity/provincial government.
- b) Developing checklist for compliance with the applicable laws, rules and regulations for transfer of each set of properties.
- c) Presenting different methods/modes available for transfer of assets and liabilities to the provinces.
- d) Review and evaluate the various options/mechanism available for the transfer including sale of property to a province (government to government transaction) on a ceremonial value of Rs.1.

2.3. Develop a scheme of administration for transfer and workplan

- a) Develop a scheme of administration for the selected method of transfer along with work plan and prepare draft instrument/agreement for the transfer.

2.4. Monitoring final handing and taking over of assets:

- a) Monitoring the transfer of assets and liabilities in order to ensure assets and liabilities are transferred in accordance with the selected scheme of administration/ law.
- b) Presenting a final report of the transfer of properties to the Board.

3. TRANSACTION ADVISOR PROFILE

The Transaction Advisor is expected to possess the skills and competencies in same sector, technical, financial, legal & regulatory, G2G and PSE to Govt transaction of assets etc. The Transaction Advisor's team is expected to include experts in related fields covering financial, Valuer(s), legal and technical aspects of the assignment.

The Transaction Advisor shall have overall experience of ten (10) years or more for providing Advisory Services in same sector / similar projects and qualification (firm as well as assigned staff).

The Transaction Advisor shall provide details of its qualifications, experience, similar assignments, human and financial resources of the firm demonstrating capacity of the firm to complete the assignment.

4. SHORTLISTING CRITERIA FOR THE TRANSACTION ADVISORY SERVICES:

Selection will be based on verifiable and demonstrable experience (same sector / similar projects) and qualification (firm as well as assigned staff) and will include the following broad parameters:

- i. Competence and Qualification of the firms and its team including key personnel to be assigned to the project
- ii. General Experience of the firm
- iii. Specific Experience of the firm
- iv. Similar projects completion/Past performance

5. APPLICABLE BIDDING PROCEDURE:

The Procurement will be done as per **Quality and Cost Based Selection (QCBS) Method**- under Rule 3(B) of Procurement of Consultancy Services Regulations, 2010.

6. EXPRESSION OF INTEREST DEADLINE AND OPENING

The firm(s) shall submit signed and stamped Expression of Interest (EOI) with all supporting documents (not more than 25 pages) on company letterhead in an envelope marked as "Provision of Transaction Advisory Services for transfer of PTDC properties to provinces" and deliver at the venue and date/ time as mentioned in advertisement.

EOI will be opened on the same day at 1500 hours. Firm(s) may choose to attend the opening of proposals. Only one official per proposal shall be allowed to attend the proceedings against a written authorization from the bidder firm. Proposal received after closing date will not be considered. Incomplete and conditional proposals will be rejected for being non-responsive.

7. CONTACT PERSON DETAILS

For further information, queries and/or submission of EOI please contact

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