



PAKISTAN TOURISM DEVELOPMENT CORPORATION

Kohsar Block (Ground Floor), Pak Secretariat, Islamabad.

Phone No: 051-051-9212829, Fax 051-9212853

Web: www.tourism.gov.pk Email: info@tourism.gov.pk

No. PTDC/Lease/Properties-GB/2022/1243

April 6, 2023

LETTER OF INVITATION FOR OPEN COMPETITIVE FINANCIAL BIDDING

Dear Sir/ Madam,

1. Introduction

1. Pakistan Tourism Development Corporation (PTDC), Cabinet Division hereby invites submission of Financial Bid through Open Competitive Financial Bidding from technically qualified bidders, in accordance with procedure provided in request for proposal (the "RFP") for leasing of **PTDC Properties in Gilgit-Baltistan**. Your financial bid will form the basis for negotiations and eventually in an agreement between PTDC and the Successful Bidder. This invitation is being issued to technically qualified bidders only and parties other than responsive bidders shall not be eligible to submit financial bid in open competitive financial bidding process.

2. Open Competitive Financial Bidding Procedure

- a) The open competitive financial bidding of the property will be attended by **only one authorized representative (full name and designation and Company's ID Card) of the technically responsive bidders/company**. The bidder/company must certify through authority letter that the authorized representative attending the financial bidding is fully competent to offer any bid on behalf of Company/Bidder.
- b) PTDC has estimated a Minimum Annual Rent for each property based on expert analysis of highest and best use market study of the property which has already communicated to all bidders.
- c) The bidders invited for the open financial bidding should be cognizant of the fact that the Minimum Annual Rent shall be treated as floor price for start of the Open Competitive Financial Bidding.
- d) The open competitive financial bidding shall start with any amount above the Reserve Price for each property. The bidder should be cognizant of the fact that the Reserve price is the Minimum Annual Rent for the first year of lease term, and the amount of rent shall be subject to an escalation of 10% per annum for each subsequent year.
- e) The authorized representatives attending the open competitive financial bidding shall be provided adequate number of chances for increasing their bid, based on the bids of other competitors attending the process. **The bidder with the highest bid price shall be required to complete on the spot, the FIN-2 FINANCIAL BID SUBMISSION FORM (Annexure-I)**. The attendees shall make sure that they have made the requisite arrangements for signing the Financial Bid Form, that is, the company letter head and stamp etc.

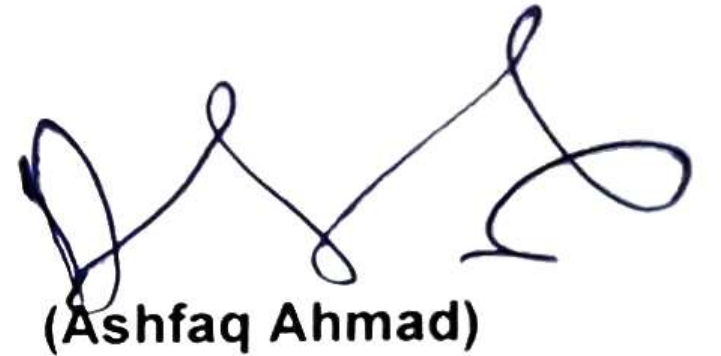


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- f) The offer will be clearly written and signed by the authorized representative of bidder on the same day, after the bidding has ended. Any alteration/ correction must be initialed. Every page is to be signed and stamped at the bottom.
- g) The Bid Price / lease offers shall be quoted in Pak Rupees which shall be inclusive of all duties, taxes and levies.
- h) PTDC reserves the right to reject any or all the proposals submitted.

3. Date, Time and Venue

The open competitive financial bidding shall be held on **10-04-2023 at 11:00 A.M** at PTDC Head Office, Ground Floor, Kohsar Block, Pak Secretariat, Islamabad as per enclosed schedule.



(Ashfaq Ahmad)
General Manager (Motels),
Pakistan Tourism Development Corporation (PTDC)
Kohsar Block (Ground Floor), Pak Secretariat, Islamabad
Tele: 051-9212837

Distribution:

- i. M/s Aman (Pvt) Ltd (JV) M/s White Oak MOARK LLC (For PTDC Motel Hunza)
- ii. M/s Ali Arshad Associates (Pvt) Ltd. (JV) M/s USA Investment Co. (For PTDC Motel Phandar)
- iii. M/s Chib Enterprises (Pvt) Ltd. (For PTDC Motels Phandar & Skardu)
- iv. M/s Hashwani Hotels (Pvt) Ltd JV M/s Swat Tourism Co. (For PTDC Motels Skardu & Hunza)
- v. M/s Kafalat Consulting Associates (Pvt) Ltd. (PTDC Motels Rama Lake & Phandar)
- vi. M/s Karakorum Hotel (Pvt) Ltd. (PTDC Motels Hunza & Rama Lake)
- vii. M/s KNK (Pvt) Ltd. (For PTDC Motels Skardu & Rama Lake)
- viii. M/s MEFA Industries (Pvt) Ltd. (For PTDC Motels Rama Lake & Phandar)
- ix. M/s Syed Jamil & Co (Pvt) Ltd. (For PTDC Motels Skardu & Hunza)
- x. M/s Legend Hotel (SMC-Private) Ltd (For PTDC Motel Phandar)
- xi. M/s Arcadian Hotel & Resorts (Pvt) Ltd (For PTDC Motel Rama Lake)

Copy to:

- i. Sub-Committee of PTDC Board of Directors on leasing of PTDC Properties located in Gilgit-Baltistan.
- ii. SPS to APM (Tourism & Sports)
- iii. PS to M.D. PTDC
- iv. M/s International Consulting Associates (Pvt) Ltd.



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g. FIN-2 FINANCIAL BID SUBMISSION FORM – On Company Letter Head

[Location, Date]

To:
General Manager (Motels),
PTDC HO,
Kohsar Block, New Secretariat,
Islamabad.

Subject: Financial Bid Submission for RFP No. _____
against leasing out of PTDC Property in _____
(location name)

Dear Sir:

We, the undersigned, offer to obtain the subject PTDC property on lease as per terms in the draft lease agreement in accordance with your Request for Proposal dated [Insert Date] and our Technical Proposal.

Our financial bid for First Year for PTDC _____ will be a sum of [Insert amount(s) in words and figures], as announced by us verbally in the Open Competitive Financial Bidding process earlier today. This amount is exclusive of all taxes and any taxes applicable to this payment shall be added over and above the quoted bid amount.

Our financial bid shall be binding upon us up to expiration of the validity period of our Proposal, i.e. as per proposal validity mentioned in the Bid Data Sheet.

Yours faithfully,

Authorized Signature [In full and initials]
Name and Title of Signatory
Name of Firm
Address.





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No. PTDC/Lease/Properties/GB/FH/DMK2023/1254

April, 05, 2023

Subject: **OPEN COMPETITIVE FINANCIAL BIDDING - LEASE OF PTDC PROPERTIES LOCATED IN GILGIT-BALTISTAN, FLASHMAN'S HOTEL RAWALPINDI AND PTDC RESTAURANT DAMAN-E-KOH, ISLAMABAD**

Reference your request for Proposal (RFP) for participation in the process for leasing of PTDC properties in Gilgit Baltistan, Flashman's Hotel Rawalpindi and PTDC Restaurant Daman-e-Koh, Islamabad, please find attached invitation letter for participation in Open Competitive Financial Bidding.

2. The schedule of PTDC's properties for open competitive financial bidding process for lease of properties located in Gilgit-Baltistan, Flashman's Hotel Rawalpindi and PTDC Restaurant at Daman-e-Koh, Islamabad to be held at PTDC Head Office, Kohsar Block Ground Floor, Pak-Secretariat, Islamabad is as under: -

Name of Properties	Date & Time
PTDC properties located in Gilgit-Baltistan i.e. i. PTDC Motel Skardu, ii. PTDC Motel Hunza, iii. PTDC Motel Rama Lake iv. PTDC Motel Phandar.	10.04.2023-11:00 A.M.
i. PTDC Flashman Hotel, Rawalpindi ii. PTDC Restaurant at Daman-e-Koh, Islamabad.	13.04.2023 -11:00 A.M.

(Ashfaq Ahmad)
General Manager (Motels),
Pakistan Tourism Development Corporation (PTDC)
Kohsar Block (Ground Floor), Pak Secretariat, Islamabad
Tele: 051-9212837
Email: info@tourism.gov.pk

Distribution:

All qualified Bidders

Copy to:

- Sub-Committee of PTDC Board of Directors on leasing of PTDC Properties located in Gilgit-Baltistan.
- Special Committee on leasing of PTDC Flashman's Hotel and PTDC Restaurant Daman-e-Koh Islamabad
- SPS to APM (Tourism & Sports)
- PS to M.D. PTDC
- M/s International Consulting Associates (Pvt) Ltd.