



Government of Pakistan

Ministry of
Privatisation

Privatisation Commission

**REQUEST FOR
EXPRESSION OF
INTEREST (EOI)**

**FOR
APPOINTMENT
OF
FINANCIAL
ADVISOR
FOR THE**

**SALE OF
PROPERTIES**

The Privatisation Commission (PC) has been mandated to sell properties of the Federal Government / Enterprises owned or controlled by the Federal Government located in different parts of Pakistan. The list of properties is available at www.privatisation.gov.pk

PC intends to hire services of a Financial Advisor (FA) under "Quality and Cost Based Selection" method. The advisory services shall include: (i) Review of legal and regulatory framework applicable to each property in the list; (ii) Detailed due diligence and valuation of the properties; (iii) Preparation and implementation of marketing strategy / plan for sale of these properties; and (iv) Preparation of bidding documents, solicitation of bids and sale of properties to successful bidders. The FA is expected to associate reputable and experienced Law Firm and Valuer(s) as sub-contractors. Interested parties (IPs) with the requisite demonstrable experience in real estate advisory services may submit their relevant profiles along with following information which will serve as parameters for shortlisting:

- i. Registration with Income Tax and Sales Tax Departments;
- ii. Details of at least two (2) real estate projects of over PKR 100 million wherein IP has provided real estate advisory services during last five (5) years; and
- iii. Letter of exclusive consent from the law firm and valuer(s) as sub-contractor. Valuer(s) should be listed on the Panel-I of Pakistan Banks' Association relating to Valuation of Land and Building.

Ips may submit EOIs (6 copies), not exceeding twenty-five (25) pages each including annexures, along with a non-refundable processing fee of Pak Rupees 10,000/- in the form of a Bank draft / Pay order / Banker's cheque of a scheduled bank in favour of the "Privatisation Commission, Government of Pakistan".

**The last date for the receipt of
EOIs by the PC is
August 16, 2019
before 3:30 pm PKT.**

EOIs shall be opened on the same date at 4:00 pm in the presence of representatives of IPs, if opt to be present.

An IP that has already submitted EOI in response to previous advertisement published on June 13, 2019 and is qualified under this EOI, it may not re-submit it. However, if IP desires to re-submit EOI then it may do so without submitting processing fee.

Request for Proposal ('RFP') package covering the scope of work / TORs will be issued only to the shortlisted Ips.

Ips are requested to submit their EOIs to the undersigned. He may also be contacted for further information.

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