

Ref: GMCM/PEC SBU/01/2022  
Date: October 18, 2022

**REQUEST FOR PROPOSALS FOR APPOINTMENT OF FINANCIAL CONSULTANT FOR  
TRANSFERRING OF CONTROL OF STRATEGIC BUSINESS UNIT**

Dear Sir/ Madam,

Pakistan International Airlines (PIA), the National Flag Carrier of Pakistan is pleased to invite the sealed proposals from **State Bank of Pakistan's Panel of Auditors Category 'A'**.

Bidders are required to send their sealed proposals / quotes on the following address latest by **09-11-2022 at 1030hrs (PST)** which will be opened at **1100hrs (PST) on same day** in the presence of all bidders at tender room SCM building.

**GM Contract Management  
Supply Chain Management Department,  
PIACL Head Office, Karachi.  
Tel: 021 9904 3158, 9904 4216**

The quotations may also be dropped in the tender box marked as "Tender Box Commercial Purchases" placed at the entrance of the PIACL Supply Chain Management Building latest by 10:30 hours on the specified date.

Tenders /Proposals received shall be evaluated in accordance with the given criteria/ requirements mentioned in the RFPs.

Mention clearly Tender Reference on **TOP RIGHT CORNER OF PROPERLY SEALED ENVELOPE BEARING COMPANY'S STAMP**

Proposals/ quotes received after the date & time stipulated shall not be entertained. PIACL shall not be responsible for postal delays. The decision of General Manager Contract Management in this respect shall be final and binding.

Bids Received through E-mail shall not be entertained. Tenders are called on 'Single Stage One Envelope' basis.

Bidders must:

- Be registered with Sales Tax Authorities; please attach copy of Registration Certificate **(Local Bidders Only)**.
- Quote Rates inclusive of GST and other taxes.
- Bid on Prescribed Performa mentioned in RFPs.
- Affix the company seal on all tender documents.

The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order /Contract.

The Prices must be stated both in words

Bidders are required to submit a Pay Order of Rs.10000/- (Non-Refundable) in the name of Pakistan International Airlines as tender fees along with Proposal/ quote.

### **EARNEST MONEY**

The Tender should be accompanied a Pay Order payable (valid for 180 days from the date of tender opening) equivalent to 100,000 (one Lakh) in the name of M/S PAKISTAN INTERNATIONAL AIRLINES as interest free Earnest Money (Refundable). Earnest Money in any other shape shall not be accepted. Earnest/Security Money deposited against a running contract(s) purchase orders(s) shall not be transferable as earnest money for any other tender. All tenders without Earnest Money shall not be considered.

**Bids/ Quotes shall be valid for 180 days (extendable).**

**Fees should be inclusive of all service taxes and all out of pocket expenses.**

### **SECURITY DEPOSIT**

The successful vendor upon award of Contract / Purchase Order will be required to furnish security deposit (Pay Order OR Bank Guarantee) in the amount equivalent to 5% of total tender value stated in the Letter of Acceptance as interest free Security deposit and to remain valid 6-months after the expiry period of the Contract.

# REQUEST FOR PROPOSAL (RFP) FOR APPOINTMENT OF FINANCIAL CONSULTANT FOR TRANSFERRING OF CONTROL OF STRATEGIC BUSINESS UNIT

## **1. INTRODUCTION AND BACKGROUND**

### **1.1 OBJECTIVE**

Pakistan International Airlines Corporation Limited (PIACL) is the flag carrier of Pakistan and is in the business of air transportation of passengers and cargo and related activities. The airline has its offices and stations located across the world.

Pakistan International Airlines Corporation Limited (PIACL) has different Strategic Business Units under its control and intends to carve out one of these SBUs in accordance with all regulatory requirements. Therefore, in order to complete this whole process in accordance with the applicable rules and regulations, PIACL is looking to appoint an experienced Financial Consultant (The Consultant), who would be advising the management on all financial aspects of the proposed Transaction.

## **2. GENERAL SPECIFICATIONS**

### **2.1 NEED FOR ENGAGING THE EXPERTS**

In the above context, the Company requires expertise of a Chartered Accountant Firm (The Consultant) of “**CATEGORY A**” as per SBP Panel of Auditors Maintained Under Section 35 (1) of Banking Companies Ordinance, 1962, having experience in the related industry to perform the work as detailed in the section ‘**Scope of Work**’.

### **2.2 SCOPE OF WORK**

#### **1.1**

#### **1.1.1 Indicative Scope of Work for the Financial Advisor**

1. Carry out due diligence of the carved-out financials prepared by management in order to identify any potential adjustments to the net asset value (NAV) of SBU.
2. Engage/liaison with approved valuers to carry out revaluation of fixed assets.
3. Assist the management in preparing financial projections for a minimum period of 5 years
4. Carry out Business Valuation of the unit, using the generally accepted methods of valuation, namely, Discounted Cash flow, Adjusted NAV and comparable companies/transactions multiples subject to their applicability
5. Provide any other ancillary assistance that may be required by PIACL and/or its legal advisor.

### **2.3 RESPONSE TO RFP**

The Consultant's response to the RFP shall include:

- i. A brief history and description of the firm, including a statement of the firm's certifications and the corporate portfolio, detailing prior experiences in delivering the requested services.
- ii. The methodology proposed.
- iii. A proposed work plan and a schedule for completion.

- iv. A sample of deliverables.
- v. An outline of the personnel that will be engaged on the service, with indication for each consultant of educational and professional qualifications, industry and specific field of expertise and Seniority level.
- vi. The percentage of engagement of Senior/Middle/Junior consultants for each of the activities detailed.
- vii. The detailed fee and how it has been calculated.

## 2.4 SELECTION CRITERIA

S. No.	Evaluation Criteria	Points	Maximum Points
01	<b>Affiliation with renowned global firms</b>		<b>10</b>
	More than 10 years	<b>10</b>	
	If less than 10 years then marks would be reduced proportionately with reduction of affiliated years with renowned global firm		
02	<b>Firms previous experience of doing Related assignments of similar size and nature.</b>		<b>20</b>
	02 marks for each relevant assignment.		
	Marks would be proportionately increased with increase in assignments. However, maximum marks would be 20		
03	<b>Professional qualifications and relevant experience of key resources that will be engaged on assignment</b>		<b>40</b>
	a. Qualification of the key engagement team members	<b>20</b>	
	b. Experience of the key engagement team members of working of similar assignments.	<b>20</b>	
04	<b>Time frame for completing the assignment</b>		<b>15</b>
	06 Weeks	<b>15</b>	
	More than 06 weeks	<b>10</b>	
05	<b>Methodology for conducting the assignment</b>		<b>15</b>

Minimum marks required in technical proposal to qualify for financial bid are 65 marks out of total 100.

**Financial Evaluation Criteria:** Lowest bidder will get 50 points. Other bidders will get marks proportionately reduced as per their bid (i.e.,  $\text{Lowest Bid} / \text{Bid value} \times 50$  marks)

### 1.1.2 Overall Evaluation:

Technical evaluation, under this evaluation criteria, will have a weightage of 40% in total scoring, whereas, financial evaluation will have a weightage of 60%. Total Score will be judged on the basis of aggregate scores on both technical and financial scores.

**Note:** Successful Bidder will be required to sign Non-Disclosure Agreement (NDA)

### 2.5 ADDITIONAL INFORMATION

If additional information is necessary to clarify the intent of the RFP, contact:

**GM Contract Management  
Supply Chain Management Department,  
PIACL Head Office, Karachi.  
Tel: 021 9904 3158, 9904 4216**

## 3. FEES

### 3.1 COST OF SERVICES

The Consultant shall describe its price basis, indicating how charges are made and when billings are issued and due.

### 3.2 FIXED PRICE PERIOD

All prices, costs and charges outlined in the proposal shall remain fixed and valid for acceptance for a sixty (180) days period commencing on the due date of proposal.

### 3.3 EXPENSES

The Consultant shall bear all the expenses incurred in responding to this RFP.

## 4. TERMS AND CONDITIONS

### 4.1 CONFIDENTIALITY

As part of its proposal, the consultant shall certify that all information, it may receive in the course of conducting its work, shall be treated as confidential and proprietary. Such information and data may not be disseminated to others.

### 4.2 INDEPENDENCE

The consultant(s) must be independent. The Consultant(s) must not have any conflict of interest with any of the Companies or be an employee(s) or family member of a subsidiary or for be managed or controlled by any company which is part of the organization.

### 4.3 RECORDS RETENTION

As part of its proposal, the consultant shall confirm that the Consultant shall maintain records applicable to the engagement for a period of ten (10) years after final payment is made.

**\*\*\*\*\*END of RFP\*\*\*\*\***

### TENDER NOTICE

Pakistan International Airlines (PIA) invites **"Sealed Proposals/Quotations"** from interested parties for the **APPOINTMENT OF FINANCIAL CONSULTANT FOR TRANSFERRING OF CONTROL OF STRATEGIC BUSINESS UNIT.**

**Interested Auditors must be in Category 'A' mentioned in the letter of State Bank of Pakistan's Panel of Auditors Maintained under Section 35 (1) of Banking Companies Ordinance, 1962) having experience in the related industry to perform the required task.**

The complete set of bidding documents containing the details of services required, instructions and terms and conditions for the tender (that form an integral part hereof and hereby incorporated by reference) can be downloaded from PIA website <https://www.piac.com.pk/corporate/sales-procurement/tenders> or Public Procurement Regulatory Authority website ([www.ppra.org.pk](http://www.ppra.org.pk)) or can be obtained from the office during working hours:

Tender fee (Non-Refundable) of the bidding documents is Rs.10,000 (to be submitted through a pay order in the name of PIACL along with proposals (for Local/Pakistani bidders only).

**General Manager Contract Management  
Supply Chain Management  
PIA Head Office, Karachi.  
Ph: +9221 99043158 - 4216  
Email: gm.cm@piac.aero  
contract.tech@piac.aero**

**Closing date:**

Bids meeting the requirements as mentioned in the bidding documents must reach PIA latest by **09th Nov 2022** before **10:30 hrs PST (Pakistan Standard Time)** on the GM CM postal address mentioned above.

The bids will be opened on the same day **09th Nov 2022** **11:00 hrs. PST.**