

**Khyber Pakhtunkhwa**  
**Board of Investment & Trade (KP-BOIT)**  
in collaboration with Galliat Development Authority (GDA)  
invite  
***Expression of Interest / Pre-qualification of investors for***  
***Modernization of Ayubia Chairlift Resort***  
***(Khyber Pakhtunkhwa)***



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**Director General**

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***Changing and Transforming Khyber Pakhtunkhwa***



Contents

1. INVITATION FOR PRE-QUALIFICATION.....	1
2. PROJECT BRIEF.....	3
3. PRE-QUALIFICATION CRITERIA.....	5
4. LIST OF REQUIRED DOCUMENTS.....	7

**Annexure: Application Forms**

Application Form 1: Letter of Application.....	8
Application Form 2: General Information.....	11
Application Form 3: Experience Record.....	12
Application Form 4: Detail of Related Nature Projects.....	14
Application Form 5: Joint Venture Summary.....	13
Application Form 6: Financial Capability.....	15
Application Form 7: Litigation History.....	17



## 1. INVITATION FOR PRE-QUALIFICATION

Date: 5<sup>th</sup> November, 2017

Ref. No.PQD / Ayubia Chairlift Resort / 2017

1. The Khyber Pakhtunkhwa Board of Investment and Trade (KP-BOIT) is initiating in collaboration with Galliat Development Authority (GDA) Khyber Pakhtunkhwa hereinafter referred to "Employer" or "GDA") the project of "**Modernization of Ayubia Chairlift Resort**" in Khyber Pakhtunkhwa for which this Invitation for Pre-qualification is issued.
2. The GDA along with KP-BOIT intends to prequalify Firms/Companies (hereinafter referred to "Applicant") for "Modernization of Ayubia Chairlift Resort".
3. Pre-qualification is open to all Firms/Companies.
4. The Firms/Companies/ may obtain the prequalification documents from the office of the KP-BOIT, at LCB Building, 1st floor, Plot # 33, Street # 13, Sector E – 8, Phase – 7, Hayatabad, Peshawar, Pakistan, or from KP-BOIT website <http://kpboit.kp.gov.pk>
5. A minimum requirement for pre-qualification will be as prescribed in this document.
6. Applications for Pre-qualification must be delivered in sealed envelopes by hand or through registered mail/courier, to: - The CEO, KP-BOIT, LCB Building, 1st Floor, Plot # 33, Street # 13, Sector E – 8, Phase – 7, Hayatabad, Peshawar, Pakistan not later than: **4<sup>th</sup> December, 2017** at PST 4:00 pm and be clearly marked "Expression of Interest (EOI) / Application for Pre-qualification for: "**Modernization of Ayubia Chairlift Resort**" and address of the firm / company submitting proposal.
7. Applicants will be informed, in due course, of the result of the evaluation of applications. Only the applicant prequalified under this process will be invited for further process.
8. Shortlisted parties will be asked to submit detailed technical and financial proposals of the project.
9. The Invitation to Bid/RFP will be issued to pre-qualified firms/companies only mentioning detailed ToR's of the project.
10. The competent authority reserves the right to accept / reject any / or all proposals by assigning reason as per rules.
11. Incomplete and conditional proposals will not be entertained.



12. Land measuring approximately 140 kanals will be provided by the Provincial Government for the project on long lease under Lease Policy; 2016.
13. Provincial Government will facilitate in obtaining relevant NOCs.

## 2. PROJECT BRIEF

Khyber Pakhtunkhwa is blessed with abundance of natural resources of oil & gas, huge hydel generation potential, sizeable deposits of metallic & non metallic mineral together with precious and semi precious stones and agriculture. The Province of Khyber Pakhtunkhwa is located at an ideal geographical location, it has snow-capped peaks of Hindukush with lush green valleys of scenic beauty and thus has enormous potential for the tourism industry.

In order to benefit from these investment potentials, the Government of Khyber Pakhtunkhwa (GoKP) has established Khyber Pakhtunkhwa Board of Investment and Trade (KP-BOIT) to help in creating an enabling environment and to achieve economic prosperity and growth by attracting local as well as foreign investment in the Province.

KP-BOIT is also involved in the identification of viable/doable projects in various sectors and facilitating with the pre-investment process, such as acquisition of land, obtaining NOCs and proactively engaging with the concerned Departments in order to facilitate the investors for the early implementation of projects.

Galliat is one of the most attractive tourist destination located at North East of Islamabad, the capital city of Pakistan. It has not only high mountains of Meranjani and Mushkpuri but also has combination of mesmerizing valleys, natural forests of pine trees and grassy grounds.

The Resort of Ayubia is located in Galliat, Hazara division, Khyber Pakhtunkhwa. Galliat is a narrow mountainous strip situated roughly 50 - 80 Km to the North - East of Islamabad, Pakistan extending on both sides of the Khyber Pakhtunkhwa - Punjab border, between Abbottabad and Murree.

The existing resort comprises Chairlift at Ayubia which were installed in year 1965 by the GOP with small parks at both ends. The Chairlift has outlived its useful life and needs to be replaced with modern and International Standard Chairlift. Moreover, the vast open lands being an ideal tourist location also needs to be developed. For this purpose Khyber Pakhtunkhwa Board of Investment & Trade (KP-BOIT) in collaboration with Galliat Development Authority (GDA) invite the private sector for replacement of existing Ayubia Chairlift and the development of tourist resort.

Total land to be offered for the proposed project is approximately 140 Kanals with the following details.

S #	Station	Kanals
1.	Base Station	20
2.	Mid Station	30
3.	Route	40
4.	Top Station	50
<b>Total Land</b>		<b>140</b>

Length of the Chairlift is 1.12KM.



The state of the art Chairlift Resort should include (but not limited to) the following facilities / activities:

- a) Installation of International Standard Chairlift prevalent in developed Countries i.e. Switzerland, Austria and Germany etc.
- b) Restaurants at base and Top Station.
- c) Sitting / Rest Area, Rain Shelters.
- d) Parking.
- e) Mosque.
- f) Back Up power generation facility.
- g) First Aid Medical Facilities.
- h) Sporting facilities such as Bob Sledge, tree to tree hopping, Zip liners.
- i) Fifteen Rooms Hotel at the Top (optional).
- j) Winter Skiing Sports (optional).
- k) Horse / Cycling / Walking Tracks.
- l) Public Wash Rooms.
- m) Mechanism for Waste Management.
- n) Any other adventure activity which the investor may like to add (with the prior approval of lesser).

Dismantling and disposal of the existing Chairlift / building may be done by the investor as per detail in RFP to be issued to the pre-qualified parties.

## **Government Facilitation:**

Land measuring approximately 140 Kanals will be provided by the Provincial Government (GDA) on long lease under lease policy 2016.

All relevant NOC's from the Concerned Departments of the Provincial Government.

Whereas all investments shall be covered by the investor as per agreed terms and conditions.

### 3. PRE-QUALIFICATION CRITERIA

Pre-qualification will be based on all the criteria regarding the applicant's Financial Soundness and experience Record of the Applicant's responses in the forms attached to this letter. The Employer reserves the right to waive minor deviations, if these don't materially affect the capability of an applicant's performance.

A General Criteria for Pre-qualification of firms / companies is as under;

S#	Category	Weightage /Marks
1.	<b>Experience of the Firm / Bidder:</b>	
A	<b><u>General Experience</u></b> <ul style="list-style-type: none"><li>• Every year of experience carry 2 marks (Maximum 20 Marks)</li></ul>	<b>20</b>
	<b><u>Related Experience</u></b> <ul style="list-style-type: none"><li>• Every year of experience carry 1 mark (Maximum 10 Marks)</li></ul>	<b>10</b>
	<b>Sub Total (1)</b>	<b><u>30</u></b>
2	<b>Financials:</b>	
A	Present Net Worth	<b>50</b>
B	Financial Turnover	<b>20</b>
	<b>Sub Total (2)</b>	<b><u>70</u></b>
	<b>Total (1+2)</b>	<b><u>100</u></b>

- Pre-qualification of bidder will on obtaining at least minimum 60% of total marks.
- Nil marks in any category will disqualify the bidder irrespective of total marks / percentage is equal to or above 60%.



**Experience of the Firm / Bidder:**

**General Experience:**

Allocation of marks on the basis of past / present line of business. Every year of Business experience carry 2 marks with maximum 20 marks.

**Related Experience:**

Allocation of marks on the basis of experience in the field of Tourism. Every year of experience carry 1 mark with maximum 10 marks.

**Financials:**

**Present Net Worth:**

Present net worth indicates the net effect of the assets and liabilities of the bidder. Allocation of marks for present net worth will be in relation to the estimated Project cost and capability of the investor to raise financial resources for investment in the Project under consideration. The net worth of the Firm / Bidder matching or exceeding the cost of the project estimated by the Department will carry full marks and in case of net worth less than the estimated cost will obtained marks proportionately / accordingly e.g. if estimated cost of the project is Rs. 100/- than the Firm / Bidder with net worth of Rs. 100/- or above will obtain full marks of 50 and in case of net worth of Rs. 80/- will obtain 40 marks accordingly.

**Financial Turnover:**

The allocation of marks for financial turnover will be on proportionate basis, in relation to the estimated project cost.





#### 4. LIST OF REQUIRED DOCUMENTS

In the pre-qualification document, the respective firms / companies shall provide the following documents:

1. Detailed profile of firm / company.
2. Certificate of Registration / Incorporation.
3. Registration with taxation authorities.
4. Details of related projects (with evidence)
5. Audited Financial Statement for the last three (03) years. (Must be translated in to English)
6. Copy of MOU or any other document of consortium / JV / partnership if applicable.
7. Litigation history in which decision has been given against the firm.
8. Affidavit verifying that firm / company has never been blacklisted / defaulted.
9. Details of available bank credit line (with evidence).



Application Form 1: Letter of Application

**Letter of Application**

*[Letterhead paper of the firms/companies, including full postal address, telephone no. Fax no., and e-mail address]*

Date:.....

To: .....  
.....

*[name and address of the Employer / GDA]*

Sir,

1. Being duly authorized to represent and act on behalf of ..... (hereinafter “the Applicant”), and having reviewed and fully understood all the prequalification information provided, the undersigned hereby apply to be prequalified as a bidder / investor for the Project titled "**Modernization of Ayubia Chairlift Resort** "
2. Attached to this letter are photocopies of original documents defining<sup>1</sup>:
  - (a) the Applicant's legal status;
  - (b) the principal place of business; and
  - (c) the place of incorporation (for applicants who are corporations); or  
the place of registration and the nationality of the owners (for applicants who have partnerships or individually-owned firms).
3. GDA and its authorized representatives are hereby authorized to conduct any inquiry or investigation to verify the statements, documents, and information submitted in connection with this application, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by yourselves or the authorized representative to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Applicant.
4. GDA / KP-BOIT and its authorized representatives may contact the following persons for further information<sup>2</sup>, if needed.

General and Managerial Inquiries	
Contact 1	Telephone 1

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1. For applications by joint ventures, all the information requested in the prequalification documents is to be provided for the joint venture, if it already exists, and for each party to the joint venture separately. The lead partner should be clearly identified. Each partner in the joint venture shall sign the letter.
2. Application by joint ventures should provide information on separate sheet information for each party to the application.



Contact 2	Telephone 2
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<b>Personnel Inquiries</b>	
Contact 1	Telephone 1
Contact 2	Telephone 2

<b>Technical Inquiries</b>	
Contact 1	Telephone 1
Contact 2	Telephone 2

<b>Financial Inquiries</b>	
Contact 1	Telephone 1
Contact 2	Telephone 2

5. This application is made with the full understanding that:

Your Agency reserves the right to:

- (i) amend the scope and value of any contract under this project; in such event bids will only be called from prequalified bidders who meet the revised requirements and
- (ii) reject all bids or proposals at any time prior to the acceptance of a bid or proposal. The GDA shall upon request communicate to any firm/company who submitted a bid or proposal, the ground for rejection of all bids or proposals.
- (c) your Agency shall not be liable for any such actions and shall be under no obligation to inform the Applicant of the grounds for actions at 5(i) here above.

**Applicants who are not joint ventures should delete Para 6&7 and initial the deletions.**

6. Appended to this application, we give details of the participation of each party, including capital contribution and profit/loss agreements, to the joint venture or association. We also specify the financial commitment in terms of the percentage of the value of the Project, and the responsibilities for execution of the Project.

7. We confirm that in the event that we bid, that bid as well as any resulting contract will be.

- (a) signed so as to legally bind all partners, jointly and severally; and
- (b) submitted with a Joint Venture agreement providing the joint and several liabilities of all partners in the event the Project is awarded to us.

8. The undersigned declare that the statements made and the information provided in the duly completed application are complete, true, and correct in every detail.



**KHYBER PAKHTUNKHWA BOARD OF INVESTMENT & TRADE**



Signed	Signed
Name	Name
For and on behalf of (name of Applicant or lead partner of a joint venture)	For and on behalf of (name and signature of other partners of the joint venture)



Application Form 2: General Information

## General Information

All the firms/companies applying for prequalification are requested to complete the information in this form. Nationality information is also to be provided for foreign owners or applicants who are forming part of the Joint Ventures.

1.	Name of Firm	
2.	Head Office Address	
3.	Telephone	Contact Person: Name: Title:
4.	Fax	E-mail
5.	Place of Incorporation/Registration	Year of incorporation/registration

<b>NATIONALITY OF OWNERS</b>		
	<b>NAME</b>	<b>NATIONALITY</b>
1.		
2.		
3.		
4.		
5.		



Application Form 3: Experience Record

## Experience Record

Name of Applicant or partner of a joint venture / Consortium

*All individual firms / companies and all partners of a joint venture / consortium are requested to provide detail of business experience in terms of years and projects.*



*Application Form 4: Details of Related Nature of Projects*

Details of Related Nature of Projects:

*Name of Applicant or partner of a joint venture / consortium*

*All individual firms / companies and all partners of a joint venture / consortium are requested to provide detail of related experience in terms of years and projects.*



Application Form 5: Joint Venture Summary

Joint Venture Summary

<b>Names of all Partners of a Joint Venture</b>
1. Lead Partner
2. Partner
3. Partner
4. Partner
5. Partner
6. Partner

Total value of annual turnover.

<b>Annual Turnover Data (Equivalent in Pak Rupees, Millions)</b>			
<b>Partner</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
1. Lead Partner			
2. Partner			
3. Partner			
4. Partner			
5. Partner			
6. Partner			
<b>Total</b>			





Application Form 6: Financial Capability

## Financial Capability

***Name of Applicant or Partner of a Joint Venture / Consortium***

*Applicants, including each partner of a joint venture / consortium, should provide financial information. Each applicant or partner of a joint venture / consortium must fill-in this form. If necessary, use separate sheets to provide complete banker information. A copy of the audited balance sheets should be attached.*

<b>Banker</b>	Name of banker	
	Address of banker	
	Telephone	Contact name and title
	Fax	E-mail

*Summarize actual assets and liabilities in Pak Rupees (Equivalent at the current rate of exchange at the end of each year) for the previous three (03) years.*

Financial information in Pak Rs. (Million)	Actual: previous three (03) years		
	1	2	3
1. Total assets			



2. Current assets			
3. Total liabilities			
4. Current liabilities			
5. Profits before taxes			
6. Profits after taxes			
7. Net Worth			

*All individual firms / companies and all partners of a joint venture / consortium are requested to complete the information in this form. The information supplied should be the annual turnover of the Applicant (or each member of a joint venture).*

*Use a separate sheet for each partner of a joint venture.*

<b>Annual Average Turnover (Last Three Years)</b>		
<b>Year</b>	<b>Turnover (in actual currency)</b>	<b>Equivalent Rupees in Millions.</b>
1.		
2.		
3.		



Application Form 7: Litigation History

## Litigation History

Name of Applicant or Partner of a Joint Venture / Consortium

*Applicants, including each of the partners of a joint venture / consortium, should provide information on any history of litigation or arbitration resulting from projects executed in the last five years or currently under execution.*