

# EXPRESSION OF INTEREST

## Appointment of Financial Advisor for the Privatisation of Jinnah Convention Centre, Islamabad

The Privatisation Commission ('PC') intends to hire services of Financial Advisor(s) for the privatisation of Jinnah Convention Centre ('JCC') ("Transaction"). JCC is located in Islamabad at a prime location near Constitution Avenue, comprising 7.59 acres of land with a built-up area of 4.13 acres (the "Property"). The advisory services shall include review of legal and regulatory framework; detailed due diligence of the Property, alternative transaction structures, valuation of property, preparation and implementation of marketing strategy / plan, pre-qualification of prospective investors etc.

To act as Financial Advisor ('FA') for the Transaction, PC invites Expression of Interest ('EOI') from Real Estate Development Advisory Firm(s) or Corporate Finance Firm(s) with the requisite demonstrable experience of strategic commercial Real Estate Advisory Services. The FA is expected to associate reputable and experienced Law Firm and Valuer(s), as sub-contractors and will be responsible for advising the PC on all matters leading to successful completion of the Transaction.

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

- i. Detailed profile of the Firm(s) including core area of expertise, incorporation document(s), income tax and sales tax status (tax filer), contact information and management structure etc;
- ii. Overall experience of providing Advisory Services in Real Estate sector during the last 15 years, with details of clientele;
- iii. Proof of at least three (03) similar completed projects worth Rs. one billion or above by providing Transaction Advisory Services, during last 5 years.
- iv. Profile of Law Firm and Valuer(s) with relevant experience, along with letter of exclusive consent.

IPs are advised to submit EOIs (5 copies), not exceeding twenty-five (25) pages 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 in favour of the Privatisation Commission, Government of Pakistan, payable at Islamabad at the address mentioned in the advertisement.

The last date for the  
submission of EOIs is

**July 19, 2019**  
by 3:00 pm.

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

Detailed scope of work / TOR will be shared with the shortlisted firms as integral part of the Request for Proposal ('RFP') Package. The RFP package will be provided only to the shortlisted IPs, who submit an EOI showcasing the above listed credentials and processing fee.

**For further information/  
queries, please contact:**

**Director General  
Banking & Utilities**

**Ph: (+92-51) 9201955**  
**Fax: (+92-51) 9203076**  
**dgmnr@privatisation.gov.pk**



Government of Pakistan

**Privatisation  
Commission**

5-A, EDB Building, Constitution Avenue,  
Islamabad, Pakistan

Tel: +92-51-9205146-47,

Fax: +92-51-9203076

[www.privatisation.gov.pk](http://www.privatisation.gov.pk)