

TERMS OF REFERENCES (TORS)

“Industrial Assessment, Rejuvenation, Indigenous Production & FDI in Punjab”



1: PROJECT BACKGROUND:

Punjab Board of Investment & Trade (PBIT) is a company registered as non-profit organization under section 42 of the Companies Ordinance 1984 established by the Government of the Punjab in 2009.

PBIT, following its mandate to help develop a robust business regulatory regime that is investor friendly, has been actively involved in promoting opportunities across the entire economic spectrum. PBIT has a long-standing experience in enhancing the contribution of international and domestic investments for growth and sustainable economic development by investment advisory, advancing and advocating investment policy reforms, regional trade promotion and inter government institutional co-operation wherein it works with provincial departments/ companies to develop business opportunities and investment projects/ proposals.

PBIT also as Secretariat of SEZA Punjab, facilitates investment in SEZs through investment promotion and advisory services. This includes making recommendations to the Government on all aspects of design, approval, establishment, operation and regulation of special economic zones and supports SEZ public and private developers for establishment, administration and oversight of special economic zones in Punjab. Under its investor facilitation services, PBIT assists Zone Enterprises to avail incentives and benefits offered under SEZ Act.

Under this component, PBIT seeks to acquire services of a technical consultancy firm to assist in the designing and review of sustainable investment opportunities targeted at economic development and for the evaluation of industrial projects, particularly in Punjab's industrial estates/ Special Economic Zones. The focus is on traditional as well as emerging opportunity areas linked to provincial priorities wherein the firm shall:

1. Undertake the industrial assessment of projects in Punjab's Special Economic Zones;
2. Assist in the analysis and design of investment proposals/ projects to recommend the best applicable model based on existing legal and regulatory arrangements, potential attractiveness to the private sector and bankability, wherein the firm is expected to carry out a Value for Money Analysis for the proposals.
3. Carry out economic analysis for investment proposals shared with PBIT, in line with vision and guidelines of the Government of Punjab, using financial models that incorporate the socio-economic impact of the project. The economic analysis should clearly document the methodology, assumptions (discount rate, shadow prices etc.) and economic benefits related, but not limited, to direct/indirect/induced job creation; provincial GDP, contribution to exports, etc. The analysis should clearly demonstrate the impact of each project on the economy based on internationally recognized indicators such as economic rate of return, cost/benefit ratio, economic rate of return etc.;

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4. Confirm that each of the projects substantially complies with local, national, sectorial, international environmental and social requirements, and if not, what additional steps need to be taken in this regard,

This industrial review is expected to ensure transparency in Punjab’s industrial landscape and help create a sustainable, enterprising industrial ecosystem driven by private sector investments.

2: OBJECTIVES

The objective of the assignment is to:

- Undertake evaluation of industrial projects in Special Economic Zones as per their business plans and cited land/ machinery requirements; and
- Assist Punjab Board of Investment & Trade to develop feasibility reports/ investment proposals to attract investments in various sectors of Punjab’s economy;
- Assist Punjab Board of Investment & Trade to identify and list priority projects, with special attention to those concerning external connectivity, energy availability, and urban infrastructure.

3: SCOPE OF SERVICES

The Consultant firm shall perform all work necessary as called for in these Terms of Reference. In undertaking their work, the Consultant firm shall co-operate fully with the concerned agencies of the Government of Punjab, in particular the Special Economic Zones Authority, Zone Developers, Industries, Commerce, Investment and Skill Development Department and all other concerned departments as required by the assignment. The Consultant firm shall provide the necessary support services related to and necessary for the completion of the assignment. The work shall cover but not be limited to the aspects outlined in these Terms of Reference.

4: TERMS OF REFERENCE (TORS):

4.1 Design Investment proposals

- Assist PBIT in the origination of a pipeline of private sector projects and screen investment opportunities available in Punjab;
- Provide expert advice on the structuring of the public/ private projects and the allocation of risk to the private sector in the review of the feasibility studies;
- Undertake and manage the necessary due diligence, financial modeling, risk analysis and mitigation in the structuring of investment proposals under the Government of the Punjab;
- Determine/verify costs and benefits for the situation in which the project would be delivered as public or private investment;



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- Construct a computerized financial model and demonstrate results i.e. financial rate of return, net present value etc.;
- Determine/verify costs and benefits for the case where the project would be delivered;

4.2 Industrial Evaluation

- Assess each project's compliance with the existing and updated business plan, especially with regard to their respective land & plant/machinery requirements;
- Validate the land/ plant and machinery estimates for each project based on the information provided in the approved Feasibility Study/ business plan submitted by the applicant against the prevailing practises in the industry. PBIT will facilitate the access of the consultant to the relevant documentation submitted by the zone enterprise.
- Study and analyze regional physical, economic, social, and environmental and accessibility scenarios to establish market based evaluation base line to be used as a benchmark(s) during assessment of industrial projects, to ensure transparency.
- Undertake Economic Impact Analysis of industrial units which shall include the estimates for job creation, tax generation, export generation and other benefits, market assessment of demand from targeted industries, analysis of trade data and trends giving the sense of sectors receiving the bulk of investment.

4.3 REPORTING REQUIREMENTS

All reports shall be made in English.

5: DURATION OF THE SERVICES:

1 year after the signing of contract.

6: CRITERIA FOR SHORTLISTING OF CONSULTANT FIRMS:

Interested consultant firms shall provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. Consultant firm shall be short-listed on the basis of following minimum eligibility criteria and other terms and conditions:

a. Proof of Incorporation or Business Registration

The interested consultant firms shall provide two (02) years of registration/incorporation with relevant registration body (ies) in their country of business operations. The selected consultant firm, if international, shall be required to register with Punjab Revenue Authority (PRA) upon selection for the assignment. A national consultant firm should provide the registration certificate with their respective Revenue Authority (ies).



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The Consultant firm should have valid Registration in Civil discipline with Pakistan Engineering Council with Project Profile Code 1202 mentioned on the Certificate of Registration. ii. The Consultant firm should be registered with SECP. iii. The Consultant firm should be registered with FBR.

b. Complete Profile

Company profile with list of clients and references relevant to the scope of this EOI.

c. Relevant Experience

The consultant firm shall provide verifiable evidence of undertaking at least one similar nature of assignment relevant to aforementioned deliverables.

d. Financial Strength

The consultant firm shall provide audited financial statements of the last two (02) years showing its financial strength. The information provided will remain confidential with the PBIT.

e. Human Resource & Expertise

The Top Management / lead of the Company should be Registered Professional Engineer with minimum 20 years' experience in the field of Civil Engineering and should have proven knowledge and expertise in dealing with matters related to industrial development, investment promotion, investment advisory, revenue matters related to Land, its mutation, subdivision, AKS Shajra, Tamima etc. and should have remained involved in arranging Land for Public use including with minimum 20 years' experience of planning and development of Areas above 50 Acres of Land and should have dealt with legal matters pertaining to Land and also have dealt with Development Authorities as well as managing data hub information and statistics. A proof of such experience is required to be attached.

Relevant key staff currently employed by the consultant firm should comprise Civil Engineer, Electrical Engineer, Mechanical Engineer, Environmental Expert, Chartered Accountant, and Law Experts, with each having minimum 10 years of experience.

Foreign Qualification in Engineering of the Top Management of the Company shall be an added advantage. Work experience with foreign Companies will be preferred.

The Consultant firm should not have been Black Listed by any Govt. Department / Agency. A Certificate in this regard shall be required.

1. The RFP Documents shall be issued to shortlisted consultant firms only as per aforementioned eligibility criteria.
2. The Procurement Committee reserves the right to accept or reject any or all applications as per prevailing procurement regulations.

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3. Further information can be obtained at the address below during office hours i.e. **0900 to 1700 hours.**

Director Human Resources, PBIT, 23 Aikman Road GOR-1 Lahore

7: LAST DATE FOR SUBMISSION OF APPLICATION AND OPENING:

Sealed envelope marked as **“EOI for Industrial Assessment, Rejuvenation, Indigenous Production & FDI in Punjab”** along with requisite documents shall reach at the address mentioned below, not later than

Date: June 14th, 2021