**GALIYAT DEVELOPMENT AUTHORITY, GOVERNMENT OF KHYBER PAKHTUNKHWA**

**INVITES**

**Expression of interest/ pre-qualification of investors**

**FOR**

**Development of 4 star and above category Hotel at Nathia Gali, Khyber Pakhtunkhwa, Abbottabad-Pakistan**





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**INVITATION FOR PRE-QUALIFICATION OF 4 STAR AND ABOVE CATEGORY HOTEL**

Date\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Ref. No. PQD/\_\_\_\_\_\_\_\_\_\_\_2020

1. The Galiyat Development Authority (GDA) an autonomous body set up by the Government of Khyber Pakhtunkhwa under GDA Act 2016 intends to develop 4 Star and above Category Hotel at Nathia Gali Abbottabad, Khyber Pakhtunkhwa, Pakistan for which this invitation for pre-qualification is issued.
2. The Galiyat Development Authority through this invitation for pre-qualification aims to prequalify the firms, companies, **JV’s**, Hoteling chains, investors etc (hereinafter referred to Applicant) for the development of 4 Star and above Category Hotel project.
3. Interested potential National/International independent legal entities, including joint ventures and consortia, if already operating in Pakistan must be registered with SECP, FBR and all other relevant authorities where applicable. In case of award to a fresh firm National/International independent legal entities, including joint ventures and consortia, registration will be required after award of the project.
4. Pre-qualification is open to all firms, companies, **JV’s,** Hoteling chains, investors etc as per Expression of Interest.
5. The companies, **JV’s,** Hoteling chains, investors etc can obtain the Pre-qualification documents from the **Office of Director General Galiyat Development Authority, 2nd Floor, ZTBL Building Main Mansehra Road Abbottabad** or from GDA's website ***www.gda.gkp.pk***
6. A minimum requirement for pre-qualification will be as set down in this document.
7. Application for pre-qualification must be delivered in sealed envelopes through registered mail/courier service to the address as mentioned above (5) not later than 5th March 2020, that is also a bid closing and opening date.
8. **Pre bid meeting** is scheduled on 20th Feb 2020 either at GDA office Abbottabad or any other venue in Islamabad that will be communicated to potential bidders accordingly.
9. At any time prior to the deadline for submission of bids, the Procuring Entity, for any reason, whether at its own initiative or in response to a clarification(s) requested by a prospective Bidder, may modify the PQD’s by amendment(s).
10. The envelop should be clearly marked as **"Expression of Interest (EOI) Application for Development of 4 Star and above Category Hotel** and address of the companies, **JV’s,** Hoteling chains, investors should be mention.
11. Pre-qualification result will be shared with the applicants in due course of the time. Only pre-qualified applicants will be invited for further process.
12. Shortlisted parties/ firms will be asked to submit detailed Technical and Financial proposals for the project.
13. The competent authority reserves the right to accept/reject any/or all proposals by assigning reasons as per rules.
14. Incomplete and conditional proposals will not be considered.
15. Land measuring approximately 22 Kanals will be provided by the Galiyat Development Authority for the development/construction of 4 star and above category Hotel on long term lease for a period of 99 years that will be renewable after every 33 years (three (03) equal terms of 33 years) with mutually agreed revised terms and conditions.
16. Language of the documents must be English.
17. Any document other than English language must be translated into English.

**BRIEF ON THE PROJECT:**

The word Galiyat is the plural of the Urdu word ‘Gali’, which means an alley between two mountains on both sides of which there are valleys. Many of the towns in the area have the word Gali as part of their names. These are popular summer-holiday destinations in Pakistan.

The Galiyat region is strategically located between the Northern Areas, Azad Kashmir, Punjab and the rest of the Khyber Pakhtunkhwa. Hill stations collectively known as the Gallis. Every year millions of domestic and foreign tourists visit Galiyat Region and enjoy its cool and serene valleys during sizzling summers.

The region of Hazara is unique on our planet, as opens up to visitors, a world replete with natural beauty. It was a favorite gateway from the plains into Kashmir during Mughal, Durrani and Sikh rules. It is a large area some 10,000 sq. km. The world famous Kara Kuram Highway starts from Havelian, a town in this region at a distance of 101 km from Islamabad. The mighty “Lion River” Indus or Abasin flows through the entire length of Hazara.

On the Southern region of Galiyat lies the Pakistan’s famous hill station, Muree. Since the region is located in between the Muree and Abbottabad; the influx of tourists visiting Muree who further plan to explore the Galiyat region on their onward travel to upper Northern Areas of Naran, Kaghan and is hence visited by thousands of people, round the year through the only Muree-Abbottabad Road. The region is blessed with extravagant natural scenery, pleasant to cool summer and crispy cold winter, with a relatively good snow fall. Due to its strategic location and favorable temperature, many academic institutions and organizations have established their remote summer campuses or resorts in this region.

This region has gone through a rapid transformation and area is witnessed exceptional changes in the last few years through massive infrastructural development and beautification projects carried out by the Galiyat Development Authority.

Galiyat is one of the most attractive tourist destination of Khyber Pakhtunkhwa Province which is a gate way to the tourism industry of Khyber Pakhtunkhwa. The Nathia Gali is one the famous town of Galiyat besides Dunga Gali, Thandiyani, Ayubia, Khanispur, Changla Gali and Khaira Gali. Considering the high influx of domestic and foreign tourists the Board of Authority of GDA has decided to develop 4 star and above category hotel at Nathia Gali for this purpose GDA invites the private sector for the development of subject hotel.

**The detail and salient features of the proposed site is as follow.**

|  |  |
| --- | --- |
| **Area of site** | Total area 22 Kanals Shangrila pine resort Nathia Gali |
| **Location** | Nathia Gali town, Abbottabad, Khyber Pakhtunkhwa, Pakistan. |
| **Existing site features** | Existing structure at Shngrila pine: 27 rooms with all other allied facilities, |
| **Connectivity & distance** | * 86 Km from Islamabad via Kashmir Road * 40.5 Km from Abbottabad via Muree and Nathia Gali road * 231.6 Km from Peshawar via Islamabad Peshawar Motorway |
| **Site plan** | For Site plans and photos of the property please visit www.gda.gkp.pk |

**General eligibility critera:**

Interested potential National/International independent legal entities, including joint ventures and consortia meeting any one of the following criteria;

1. Running a national/international chain of Hotels with at least two Hotels with rating of 4 star or above.
2. Minimum net worth of PKR 250 Crore (2500 Million) or above as on closing date.
3. Have developed/constructed at least one 4 star or above category Hotel in Pakistan or abroad.

Bidders applying under criteria 2, will have to demonstrate the net worth independently and would be required to come up as a Joint Venture with an International/National 4 star or above Hotel chain as per the details to be provided at RFP stage.

**FACILITATION BY GALIYAT DEVELOPMENT AUTHORITY**

1. Land measuring approximately 22 Kanals will be provide by the Galiyat Development Authority.
2. GDA will assist private sector companies, **JV’s**, hoteling chains, investors etc. and brief during the site visit of the proposed sites.
3. GDA will facilitate the companies, **JV’s**, hoteling chains, investors etc. for obtaining of NOC's from the concerned departments of the Government where required.

**PRE-QUALIFICATION CRITERIA**

Pre-qualification of the applicant will be based on the applicant's financial soundness and experience record that is demanded in the forms attached to this documents and as per EOI. The Galiyat Development Authority reserves the right to waive minor discrepancies, if these do not greatly affect the capability of an applicant's performance.

There are three following general evaluation criteria for pre-qualification of firms, **JV’s**, hoteling chains, investors etc that is as under.

1. For applicant running a national/international chain of Hotels with at least two Hotels with rating of 4 star or above.
2. For applicant having minimum net worth of PKR 250 Crore (2500 Million) or above as on closing date.
3. For applicant have developed at least one 4 star or above category Hotel in Pakistan or abroad.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **CRITERA I** | **Marks** | **CRITERA II** | **Marks** | **CRITERA III** | **Marks** |
| **1: If bidder is operating/running two national/international hotels with rating of 4 star or above.(Maximum 100 marks)** | **(Allocation)**  **Total marks 100** | **2: Minimum net worth of PKR 250 crore or above (2500 M) as on closing date.**  **(Maximum 100 marks)** | **(Allocation)**  **Total marks 100** | **3: Have developed at least one 4 star or above category hotel in Pakistan or abroad. (Maximum 100 marks)** | **(Allocation)**  **Total marks 100** |
| * Operating/running two national/international hotels with rating 4 star and above. | 60 marks | * Present net worth if 250 crore (2500 M) | 60 marks | * A bidder have developed at least one 4 star and above category hotel in Pakistan or abroad. | 60 marks |
| * Every next hotel will carry 10 marks (maximum 40 marks) | 40 marks | * Last three years audited accounts (Max 40 marks) 20 marks for last two years audited accounts and 10 marks each for every preceding year in case of having more than last two years audited accounts. (maximum 40 marks) | 40 marks | * Every additional hotel will carry 20 marks (maximum 40 marks) | 40 marks |
| **Total marks** | **100** | **Total marks** | **100** | **Total marks** | **100** |

**Important to note:**

* For pre-qualification of bidders, qualifying marks are 60% out of 100.
* **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.
* **Financial Turnover:** The allocation of marks for financial turnover will be on proportionate basis in relation to the project estimated cost.
* **Bidder means:** Interested potential National/International independent legal entities, including joint ventures and consortia applying for development of 4 star and above category hotel project.
* It is important to clarify that above mentioned criteria is the minimum eligibility/screening criteria for EOI and detail evaluation/assessment will be introduced at RFP stage.

**LIST OF DOCUMENTS REQUIRED DOCUMENTS:**

The firms, **JV’s**, hoteling chains, investors etc. will provide following documents in the pre-qualification process.

|  |  |
| --- | --- |
| **S.No** | **Document required** |
| 1 | Detail profile firms, **JV’s**, hoteling chains, investors etc. |
| 2 | Certificate of registration or incorporation |
| 3 | Registration with taxation, SECP (if required) and other government authorities |
| 4 | Detail of 4 star or above category hotels projects developed |
| 5 | Audited financial statement for last two years and above |
| 6 | Documentary proof of running a national/international chain of Hotels with at least two Hotels with rating of 4 star or above |
| 7 | Copies of MOU or other documents or partnership, Jv, consortium and others applicable |
| 8 | Litigation history in which august courts decisions are against the applicant |
| 9 | An undertaking that the applicant has never been black listed/defaulted |

* **For project information and assistance please contact following officials or call on**

**+92992-9310240.**

|  |  |  |  |
| --- | --- | --- | --- |
| Mr. Raza Ali Habib, Director General, GDA  Email : [razaalihabib@gmail.com](mailto:razaalihabib@gmail.com) | Mr. Zahid Kazmi, Director Technical, GDA  Email: directortgda@gmail.com | Mr. Syed Ali Raza Shah, Assistant Director Planning, GDA  Email: alirazashah687@gmail.com | Mr. Babar Hanan Abbasi , PS to Chairman, GDA  Email: bahanan250@gmail.com |

**Letter of Application**

**[Application form-A]**

[Submitted on letterhead of applicant/company / firms or **JV’s** (leading partner) with postal address, telephone number and email address]

Date..............................................

To,

.............................................

Director General GDA (Address)

Sir,

1. Being duly authorized to represent and act on behalf of.................................. (Hereinafter the applicant), and having reviewed and understood the all pre-qualification information and requirements provided in the PQD. The undersigned hereby apply for the pre-qualification process for the project titled **“Development of 4 star and above category Hotel at Nathia Gali"** Khyber Pakhtunkhwa, Pakistan.
2. Please find attached to this letter the photocopies of original documents describing.
3. The bidders/applicants legal status
4. The basic information about the business, address, email, website and contact details.
5. The place of incorporation (for applicants who are corporations)
6. All registration certificates, SECP, FBR and others as applicable.
7. Owners, applicants CNIC copies
8. JV details and leading partner details on a separate sheet for each party.
9. Every documents should be signed by applicant and lead partner.

Galiyat Development Authority (GDA) and its officially authorized representatives are hereby authorized to verify any information, documents, statements and data or to conduct investigation regarding the information, in any shape provided in connection with this application and to seek clarification from our bankers and clients regarding technical and financial aspects. This letter of application will also serve an authority letter to Galiyat Development Authority (GDA) to verify or obtain any information as provided in the application of bidder or with regard to resources, experience and other competencies as provided by the applicant. GDA and its authorized representative may contact the following officials for further information and assistance, if required:

|  |  |
| --- | --- |
| **Name, email and Contact No 1** | **Name, email and contact No 2** |
|  |  |

|  |  |  |
| --- | --- | --- |
| Name | Signature | For and on behalf of |
|  |  |  |
|  |  |  |

**[Form-B]**

**General Information:**

Any type of applicant as mentioned in EOI and who is applying for the pre-qualification should provide his information as per following format.

|  |  |  |  |
| --- | --- | --- | --- |
| 1 | Applicant Name (firm and JV etc) |  | |
| 2 | Head office address |  | |
| 3 | Fax and contact No | Email address | Contact Person Name and title |
|  |  |  |  |
| 4 | Place of incorporation | Year of incorporation | |

**OWNERS/SHAREHOLDERS NATIONALITY:**

|  |  |  |
| --- | --- | --- |
| **S.NO** | **NAME** | **NATIONALITY** |
| **1** |  |  |
| **2** |  |  |
| **3** |  |  |
| **4** |  |  |
| **5** |  |  |
| **6** |  |  |
| **7** |  |  |
| **8** |  |  |

**[Form-C]**

**APPLICANT’S GENERAL EXPERIENCE DETAILS:**

The applicant, whether individual, firm, company, **JV,** consortia or whatever the case may be, is required to provide complete details of general business experience in terms of years and projects.

**[Form-D]**

**APPLICANT’S RELEVANT EXPERIENCE DETAILS:**

The applicant, whether individual, firm, company, **JV,** consortia or whatever the case may be, is required to provide complete details of relevant business experience in terms of years and projects.

**[Form-E]**

**JOINT VENTURE (JV) SUMMARY:**

|  |  |
| --- | --- |
| **PARTNER** | **NAME** |
| Lead partner |  |
| Partner 1 |  |
| Partner 2 |  |
| Partner 3 |  |
| Partner 4 |  |

**[Form-F]**

**FINANCIAL STABILITY:**

**Applicant Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

An applicant, including each partner of a **JV**/ consortium etc should provide the complete financial position and it is necessary for each partner to fill in this form that may include banker’s details (as per below format) and audited accounts. All relevant documents should attached duly attested by the authorized partner/Executive/ representative.

|  |  |
| --- | --- |
| Banker details | Banker Name: |
| Banker Address: |
| Contact person Name & title: |
| Contact No: |
| Fax and email: |

Applicants are required to summarize all actual assets and liabilities for last three years in Pakistani rupee as per prevailing rate of that particular year.

|  |  |  |  |
| --- | --- | --- | --- |
| **Financial information of applicant in Pak Rs (Million)** | **Previous three (03) years details** | | |
| **Year 1** | **Year 2** | **Year 3** |
| 1: Total assets |  |  |  |
| 2: Current assets |  |  |  |
| 3: Total liabilities |  |  |  |
| 4: Current liabilities |  |  |  |
| 5: Profit before taxes |  |  |  |
| 6: Profit after taxes |  |  |  |
| 7: Net worth of firm |  |  |  |
|  |  |  |  |

An applicant, including each partner of a **JV**/ consortium etc are required to complete the information in this form and the information provided should be the annual turnover of the applicant or each member of the **JV**.

Kindly use a separate sheetfor partner in **JV’s.**

|  |  |
| --- | --- |
| **Annual average turnover during last three (03)years** | |
| **Year** | **Annual average turnover (in Million rupees)** |
| 1: |  |
| 2: |  |
| 3: |  |

**[Form-G]**

**LAST FIVE (05) YEARS LITIGATION HISTORY:**

An applicant, including each partner of a **JV**/ consortium etc are required to share the complete information of litigation or any arbitration resulting from projects executed during last five years or current projects which are under execution.