



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

**INVITES**

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

**FOR**

**Development of 300 Kanals land at Thandiyani,  
Khyber Pakhtunkhwa, Abbottabad-Pakistan**

## Table of contents

S.NO	Name	Page No
1	Invitation for pre-qualification	3-4
2	Project Brief	4-5
3	Salient features of the site	5
4	Proposed development plan and provision	5
5	General eligibility criteria	6
6	Facilitation by GDA	6
7	Pre-Qualification criteria	7
8	List of required documents	7
9	GDA team for project information and assistance	7

### DETAIL OF APPLICATION FORMS AND OTHER DOCUMENTS

S.NO	Name	Page No
Application Form-A	Letter of Application	8-9
Form-B	General Information	10
Form-C	Applicant's general experience details	11
Form-D	Applicant's relevant experience details	12
Form-E	Joint venture <b>(JV)</b> summary	13
Form-F	Financial stability	14
Form-G	Last five (05) years litigation history	15

**INVITATION FOR PRE-QUALIFICATION OF FIRMS/JV/CONSORTIA FOR DEVELOPMENT OF  
300 KANAL LAND AT THANDIYANI, KHYBER PAKHTUNKHWA.**

Date\_\_\_\_\_

Ref. No. PQD/\_\_\_\_\_2021

1. The Galiyat Development Authority (GDA) an autonomous body set up by the Government of Khyber Pakhtunkhwa under GDA Act 2016 and amended GDA Act 2019 intends to lease out **300 Kanals land at Thandiyani** Abbottabad, Khyber Pakhtunkhwa, Pakistan for a period of 99 years for development of an international standard resort, 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**, consortia Land Developers, investors etc. (hereinafter referred to as 'Applicant') for the development of **300 Kanals land at Thandiyani**.
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 may apply for the project. International firms are required to set up a joint venture (JV) with an illegible Pakistani firm as per the criteria given in these Pre-Qualification Documents.
4. Pre-qualification is open to all firms, companies, **JV's**, Land Developers, investors etc as per Expression of Interest and criteria and terms and conditions as mentioned in this Pre-Qualification Document.
5. The companies, **JV's**, Land Developers, 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** against nonrefundable payment of Rs 50,000/-.
6. The interested firms can also download the Pre-Qualification Documents from GDA's website *i.e.* [www.gda.gkp.pk](http://www.gda.gkp.pk) in this case the bidders will be required to submit

receipt of processing amount/Bank draft i.e. PKR 50,000/- at the time of submission of proposal.

7. A minimum requirement for pre-qualification will be as per the criteria mentioned later in this document.
8. Application for pre-qualification must be delivered in sealed envelopes through registered mail/courier service to the address as mentioned above (5) on or before 27<sup>th</sup> July 2021 at 3 pm (PST), that is also a bid closing and opening date.
9. **Pre bid meeting** will be held on 1st June 2021 at 12 pm (PST) either at GDA office Abbottabad or any other venue in Islamabad that will be communicated to the potential bidders accordingly or considering the ongoing COVID-19 situation the meeting may be held online on Zoom.
10. 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) or may extend the submission and closing date by recording a reason.
11. The envelop should be clearly marked as "**Expression of Interest (EOI) Application for development of 300 Kanals land at Thandiyani**" and address and contact number of the companies, **JV's**, Land Developers, investors should be mentioned in bold and legible letters.
12. Pre-qualification result will be shared with the applicants in due course of the time. Only pre-qualified applicants/bidders will be invited for further process i.e. the request for proposals (RFP).
13. Shortlisted parties/ firms will be asked to submit detailed Technical and Financial proposals for the project as per the criteria and process to be provided at RFP stage.
14. The competent authority reserves the right to accept/reject any/or all proposals by assigning reasons as per rules.
15. Incomplete and conditional proposals will not be considered.
16. Land measuring approximately 300 Kanals will be provided by the Galiyat Development Authority for development on long term lease for a period of 99 years that will be (three (03) equal terms of 33 years) renewable after every 33 years.
17. Language of the documents must be English.
18. Any document other than English language must be translated into English.
19. International firms/JV's /consortia are required to submit certificates and documents dully attested from their respective embassies in Pakistan.

## **BRIEF ON THE PROJECT:**

**Thandiyani** (literally meaning "very cold") is a hill station in the Galiyat area of Khyber Pakhtunkhwa the Province of Pakistan. Thandiyani is located in the northeast of Abbottabad District and is about 33 kilometers drive from Abbottabad in the foothills of the Himalayas. To the east beyond the Kunhar River lies the snow-covered Pir

Panjal mountain range of Kashmir. Visible to the north and northeast are the mountains of Kohistan and Kaghan. To the northwest are the snowy ranges of Swat and Chitral. The hills of Thandiyani are about 2,750 meters (9,020 ft.) above sea level.

The whole Galiyat region has gone through a rapid transformation in the last few years and the area has witnessed exceptional changes in the last few years owing to massive infrastructure development and beautification projects carried out by the Galiyat Development Authority. The focus has now shifted towards Thandiyani and work on road widening and water supply schemes is in flow.

Thandiyani is one of the most attractive tourist destinations of Khyber Pakhtunkhwa Province which is a gate way to the tourism industry of Khyber Pakhtunkhwa. The virgin lands of the area surrounded by thick forests, pleasant weather and greenery of the area presents a great investment opportunity and maximum potential for future development.

#### **THE DETAIL AND SALIENT FEATURES OF THE PROPOSED SITE IS AS FOLLOW.**

<b>Area of site</b>	Total area 300 Kanals
<b>Location</b>	Thandiyani, District Abbottabad, Khyber Pakhtunkhwa, Pakistan.
<b>Existing site features</b>	Clear land with contours
<b>Connectivity &amp; distance</b>	<ul style="list-style-type: none"> <li>• 140 Km from Islamabad via Murree</li> <li>• 31 Km from Abbottabad</li> <li>• 220 Km from Peshawar via Islamabad Peshawar Motorway</li> </ul>
<b>Site plan</b>	For Site plans and photos of the area, please visit <a href="http://www.gda.gkp.pk">www.gda.gkp.pk</a>

#### **PROPOSED DEVELOPMENT PLAN & PROVISION**

- The GDA has already carried out a preliminary concept design and master plan of the area ([details available on website](#)) and the potential bidder/investor shall be required to follow the plan.
- The location of the proposed facilities is flexible as per the developer's priorities; however, the land use plan must be adhered to.
- The area will be a mix use zone with primary focus as a commercial hub. The applicant is expected to construct all the required facilities for an international standard i.e. 5-star hotel, luxury executive apartments, country club, camping sites, walking tracks and all other required amenities/facilities.
- No tree cutting and construction will be allowed in the designated forest/green area. However, for the available plain area minimum tree cutting will be allowed where absolutely necessary.
- The forest/green area could only be used for outdoor activities, walking tracks, camping facilities etc. No other activity will be allowed.
- Construction will be allowed as per the GDA building by-laws.
- The developer will be required to keep a balance during the development of the area with a suitable and wide access road, public parks, green belts and other required facilities.

- Proper solid waste and sewerage management plan.
- Environment friendliness to be kept as the utmost priority.

#### **GENERAL ELIGIBILITY CRITERIA:**

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

- 1. Have developed at least two housing societies aggregate above 1000 Kanals.**  
**OR**
- 2. Minimum net worth of PKR 300 Crore (3000 Million) or above as on closing date**  
**OR**
- 3. Successfully executed three (3) or more construction projects (4/5-star hotel/Resort, Apartments etc.) with an aggregate value above PKR 1500 Million**

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 land/society/construction/building developer firm as per the details to be provided at RFP stage.

#### **FACILITATION BY GALIYAT DEVELOPMENT AUTHORITY**

1. Land measuring approximately 300 Kanals will be provided by the Galiyat Development Authority.
2. An excess road to reach the site will be provided by GDA.
3. Water supply will be provided by GDA.
4. GDA will assist private sector companies, **JV's**, Land Developers, Construction Firms, investors etc. and brief during the site visit of the proposed sites.
5. GDA will facilitate the companies, **JV's**, Land Developers, Construction Firms, investors etc. for obtaining of NOC's from the concerned departments of the Government where required.
6. Rescue 1122 facility for dealing with emergencies.
7. Clearance of main road during winters.
8. Solid Waste Collecting and Dumping.

#### **PRE-QUALIFICATION EVALUATION 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 general evaluation criteria for pre-qualification of firms, **JV's**, land developers, investors etc. that is as below.

- I. For applicant having developed and completed at least two housing societies aggregate above 1000 Kanals. (Documentary Proof of the project to be attached)

- II. For applicant having minimum net worth of PKR 300 Crore (PKR 3000 Million) or above as on closing date. (Please attach last 3 years audited financial statements)
- III. Successfully executed three (3) or more construction projects (4/5-star hotel/Resort, Apartments etc.) with an aggregate value above PKR 1500 Million. (Please attach the documentary evidence with your proposal)

**Important to note:**

- **Present net worth** indicates the net effect of the assets and liabilities of the bidder.
- **Financial Turnover:** Will be evaluated 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 300 Kanals land 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**, Land Developers, Construction Firms, investors etc. will provide following documents in the pre-qualification process.

S.No	Document required
1	Detail profile of the firm, <b>JV's</b> , Land Developers, Construction Firms,, investors etc.
2	Certificate of registration or incorporation.
3	Registration with taxation, SECP (if required) and other government authorities (where applicable).
4	Audited financial statement for last three years
5	Documentary proof of land developed/ buildings (Apartments or hotels or resorts) completed and housing societies projects executed.
6	Copies of MOU or other documents or partnership, JV, consortium and others applicable.
7	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 +92-992-9310240.

Mr. Raza Ali Habib, Director General, GDA Email : <a href="mailto:razaalihakib@gmail.com">razaalihakib@gmail.com</a>	Mr. Syed Ali Raza Shah, Director (Tourism), GDA Email: <a href="mailto:alirazashah687@gmail.com">alirazashah687@gmail.com</a>	Mr. Babar Hanan Abbasi, Projects Manager, GDA Email: <a href="mailto:bahanan250@gmail.com">bahanan250@gmail.com</a>
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## Letter of Application

### [Application form-A]

firms or  
telephone

[Submitted on letterhead of applicant/company /  
JV's (leading partner) with postal address,  
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 300 Kanals Land at Thandiyani “Khyber** Pakhtunkhwa, Pakistan.
2. Please find attached to this letter the photocopies of original documents describing.
  - I. The bidder's/applicants legal status
  - II. The basic information about the business, address, email, website and contact details.
  - III. The place of incorporation (for applicants who are corporations)
  - IV. All registration certificates, SECP, FBR and others as applicable.
  - V. Owners, applicants CNIC copies
  - VI. JV details and leading partner details on a separate sheet for each party.



VII. 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:

<b>Name, email and Contact No 1</b>	<b>Name, email and contact No 2</b>

<b>Name</b>	<b>Signature</b>	<b>For and on behalf of</b>

[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:**

<b>PARTNER</b>	<b>NAME</b>
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 have 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 (*Audited statements and balance sheet must also be provided separately*).

*Note: Please mentioned your figures in Millions.*

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 sheet for partner in **JV's**.

<b>Annual average turnover during last three (03)years</b>	
<b>Year</b>	<b>Annual average turnover (in Million rupees)</b>
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.

<b>S.#</b>	<b>Title of case &amp; WP No</b>	<b>Case status &amp; summary</b>	<b>Court's Judgment</b>