



GOVERNMENT OF GILGIT BALTISTAN

INDUSTRIES, LABOUR & COMMERCE DEPARTMENT

EXPRESSION OF INTEREST (EOI)

Development of Minawar Industrial Zone (MIZ) Gilgit.

The Government of Gilgit Baltistan has approved the Public Private Partnership Act 2019 with the purpose to provide investment opportunities to private sector in the financing, construction, development of infrastructure / development projects or other related services.

In order to boost the economic activities in the region the GB Government (Industries, Labour & Commerce Department) intends to hire the services of reputed, experienced (individual / JV) National and international Firms for development of Minawar Industrial Zone (MIZ) Gilgit for which Expression of Interest (EOI) are invited under GB Public Procurement Rules 2024.

Interested firms/ companies are required to submit the following requisite information as part of their EOI.

1. Registration requirements.

- i. Valid Registration with SECP (Please attach proof)
- ii. Valid Registration with FBR (Please attach NTN certificate)

2. List of Required Documents to be submitted with the application, Eligibility Requirement / Checklist and basic TOR (Scope of work) can be downloaded from www.ppra.gov.pk and www.iclgb.gov.pk or obtained from the office of undersigned from date of publication of this notice till 18th May, 2025. at a cost of 5000/- (copy of feasibility study of the project can be obtained from the office of undersigned

3. All the applicable Federal, Provincial& Local taxes must be considered while preparing the financial proposals.

4. The financial statements should be provided to demonstrate that the firm has financial capacity to execute minimum 5.00 billion investments in the project.

5. 100% of the project financing would be arranged by interested private party.

6. The Government of Gilgit Baltistan will not provide any sovereign guarantee for the Project.

7. No pending litigation certificate must be provided by the firm

8. Dead line of Submissions: The EOI applications along with following documents must reach on the address mentioned herein below on Or before 04:00 PM 18th May, 2025, the same shall be opened public ally on 22nd May at 12.30 PM.

9. The Procuring Agency right to cancel this EOI in its entirety or partially without defraying any cost incurred by the firm's

10. The procuring agency doesn't bind itself to accept any EOI and Late EOI will not be considered under any circumstances also.

11. Interested firms should address their inquiries and submit their complete proposals to the following:

12. It must be noted that firms / companies meeting all criteria/conditions will only be shortlisted for consideration.

Deputy Secretary

Tel No.05811-927628 Fax 05811-927628



**DEPARTMENT OF INDUSTRIES, LABOUR & COMMERCE
GOVERNMENT OF GILGIT BALTISTAN**

EXPRESSION OF INTEREST

FOR

**THE PROVISION FOR ESTABLISHMENT OF MINAWAR INDUSTRIAL
ZONE**

TO

DEPARTMENT OF INDUSTRIES, LABOUR & COMMERCE

INSTRUCTIONS TO BIDDERS

1. BACKGROUND

Industrialization plays a key role in improving the economy of a country. Industrialization brings development, sets off a chain reaction of upstream and downstream business activities, generates employment, and improves the standard of living. Industrialization also improves the utility and productivity of human resource through new skills, technologies, and training.

If we see the top ranked industrial nations of the world, like USA, Canada, UK, France, Germany, Italy, Japan, and Russia we can find one thing common among them and that is that they have the best economies in the world.

if Gilgit Baltistan has to improve its economy it must focus on strengthening the industrial base in the region. Since 50 % percent of GB's population between 15 and 64 years, therefore there is a dire need to create new employment opportunities on massive scale. When it comes to industry within Pakistan, GB ranks even behind Baluchistan and AJK.

To reap the benefits of industrialization, the government of GB has decided to setup industrial estates across the length and breadth of the province. Industrial estates will provide a fully developed platform to the prospective entrepreneurs and incentives to setup industries thereby generating massive employment for the youth and contributing to the economy.

When it comes to industrialization in GB, Minawar Industrial Zone comes up as one of the most important places in the province. Minawar is located at the border with China just 300 km from the center of the Gilgit Baltistan on main CPEC road. MIZ has a significantly large industrial estate, known as Minawar Industrial Estate. It is spread over 105 acres. The response of the entrepreneur both local and Chinese is very encouraging,.

Objectives:- The main objectives of Minawar Industrial Zone (MIZ) are:

- To develop an industrial estate with most modern civil, electrical, and telecommunication infrastructure.
- To be a benchmark for future such projects or developments.
- To provide entrepreneurs a fully developed platform to setup industries/ enterprises.
- To attract entrepreneur and skills from neighboring KP and Punjab.
- To capitalize on the strengths of the GB.
- To protect environment.
- To spread the benefit's to adjoining areas thereby improving their standards of living.
- To generate massive employment for the youth.
- To generate experienced skilled workfare on regular basis for employment in Pakistan and abroad.

Scope of Minawar Industrial Zone (MIZ)

Minawar Industrial Zone (MIZ) would be developed with most modern infrastructure and amenities and will be provided the following facilities to the Enterprises as per Master Plan of MIZ:

- Boundary wall, main gate with foolproof security system
- Roads that would be wide, fully carpeted with markings,
- Water supply distribution network that would also have the provision for fire safety/fire fighting.
- Sewerage system
- Green belts that would separate roads and industrial property.
- Technical training institute, first aid center, trade facilitation center.
- Underground electricity distribution network with provisions for pad mounted transformers.
- Exclusive grid station.
- A dedicated space for Combined Effluent Treatment Plant (CETP).
- Captive power plant (8 to 12 MW)
- One Window Operations

Approach and Methodology

The firms submit its initial business plan and the plan should be consists of following parts:

- Market Potential
- Lease and Marketing plan
- Economic Analysis
- Financial Plan
- Time lines.

TECHNICAL EVALUATION CRITERIA

Table 1: Minimum Qualification Criteria

<i>S. No</i>	<i>Qualification / Experience</i>	<i>Requirement</i>
1	<i>Company Registration: The bidder must be a registered company/organization (agency) of Securities and Exchange Commission of Pakistan as a Company for at least 05 years. (Documentary Evidence: Copy of SECP Issued Company Registration Certificate.)</i>	<i>mandatory</i>
2	<i>Human Resource: At least 100 fulltime resources on payroll *Agency MUST provide undertaking on stamped paper</i>	<i>mandatory</i>
3	<i>Tax Registration: The bidder must be a registered taxpayer with both Federal Board of Revenue (FBR) or CBR. The registration must be verifiable from online web portal of these agencies. (Documentary Evidence Required: Copy of NTN Certificate) Must be in ATL</i>	<i>mandatory</i>
4	<i>Presence: Physical presence of Firm in Pakistan or aboard. Client reserve the rights to visit the premises for physical verification)</i>	<i>mandatory</i>
5	<i>The minimum required annual revenue of services for the successful Bidder in each year for the last three years shall be PKR 200 million or above; (Copies of Audited Financial Statements for last three years)</i>	<i>mandatory</i>

Table 2: Evaluation Criteria

<i>S.No</i>	<i>Qualification / Experience</i>	<i>Marks</i>	<i>Requirements</i>
<u>1</u>	Up to Three Projects with Public /Private of similar nature i.e. Managed Services outsourcing for large scale entities up to 3 billion (Pak rupees). (Documentary Evidence: Contract Copy /Purchase /Work Order)	30	03 Project = 30 marks 02 Project = 20 marks 01 Project = 10 marks
<u>2</u>	Human Resource: At least 100 fulltime resources on payroll *Agency MUST provide undertaking on stamp paper	10	100 employees = 5 marks 100 – 200 employees = 10
<u>3</u>	Valid Certifications: ISO	05	01 Certification = 05 marks 02 Certification = 10 marks
<u>4</u>	Methodology. (The services provider will present it methodology through power point presentation to the technical committee)	25	1. Market Potential plan = 05 2. Lease and Marketing plan = 05 3. Economic Analysis = 05 4. Financial Plan = 05 5. Profit sharing mechanism =05
	Total marks for technical proposal	70	

B.	FINANCIAL PROPOSAL		
1	Marks for financial Proposal	30	
	Total Marks A+B (70+30)	100	

- A minimum passing score of 80% out of 70 marks will be required to qualify technically.
- b. Bidders who fail to submit any of the documents detailed in this document will be rejected.
- c. Points for experience will be subject to the provision of references and verification of those references by the client .

Award Criteria

19. Award Criteria

The contract will be awarded to the successful bidder whose bid has been found technically and financially compliant and emerged as the lowest evaluated bid.

Department's Right to Reject All the Bids:- The Department reserves the right to annul the bidding process and reject bids at any time prior to award of contract as per PPRA Rules.

Code of Conduct:- It is the Department's policy to require that consultancy Firms/ Service Providers, Suppliers, and Contractors, observe the highest standard of ethics during the procurement and execution of such contracts. Under GBPPRA-, the Department can blacklist bidders found to be indulging in corrupt or fraudulent practices. Such barring action will be duly publicized and communicated to the GBPPRA.

Following mechanism and manner for permanently or temporarily bar a delinquent bidder, from participating in procurement proceedings will be followed as per guidance of Industries, Commerce & Labour (ICL) management:

Nature of Offense/Fault	Means of Verification	Proposed Action under Rule 18
Corruption	Actual instance verifiable as per law of land and applicable rules and regulations of GB government	Permanent blacklisting.
Fraud	Cross verification of documentary Undertaking submitted by Contractor/ Bidder/ Supplier/ consultancy Firm	Blacklisting for 3-5 years (depending on severity of fraud)
Collusion	Results of Bid/Proposal analysis resulting in substantive evidence of collusion.	Blacklisting for 3 years.
Performance Deficiencies	Documented evidence in form of consistent performance deficiencies and notices of performance deficiencies not suitably responded or defended by contractor/bidder/supplier/ consultancy Firm	Blacklisting for 1-2 years (Depending on severity of non- performance).

Pursuant to Rule 7 of PPRA-2004, bidders will be required to sign an Integrity Pact in accordance with prescribed format attached hereto.

Annexure E

Integrity Pact

[Bidder Name] hereby declares that it has not obtained or induced the procurement of any contract, right, interest, privilege or other obligation or benefit from Government of Pakistan (GoP or GoGB) or any administrative subdivision or agency thereof or any other entity owned or controlled by it (GoP or GoGB) through any corrupt business practice.

Without limiting the generality of the foregoing, [Bidder Name] represents and warrants that it has fully declared the brokerage, commission, fees etc. paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including its affiliate, agent, associate, broker, consultancy Firm, director, promoter, shareholder, sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback, whether described as consultation fee or otherwise, with the object of obtaining or inducing the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoP or GoGB, except that which has been expressly declared pursuant hereto.

[Bidder Name] certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with GoP or GoGB and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty. [Bidder Name] accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall, without prejudice to any other right and remedies available to GoP or GoGB under any law, contract or other instrument, be voidable at the option of GoP or GoGB.

Notwithstanding any rights and remedies exercised by GoP or GoGB in this regard, [Bidder Name] agrees to indemnify GoP or GoGB for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to GoP or GoGB in an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by the Bidder as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoP or GoGB.

For and On Behalf Of

Signature: _____

Name: _____

Annexure G

Bid Form

(To be printed on bidder's letterhead)

To:

Dated:

The secretary
Industries, Commerce & Labour
New secretariate Jutial
Gilgit Baltistan
Gilgit

Dear Sir,

Having examined the bidding documents, the receipt of which is hereby duly acknowledged, we the undersigned, offer to supply and deliver the required item or services in conformity with the said bidding documents as may be ascertained in accordance with the Technical Proposal and Schedule of Prices attached herewith and made part of this Bid.

We undertake, if our Bid is accepted, to deliver the services in accordance with the schedule specified in the Technical Requirements and Specifications.

We agree to abide by this Bid for a period of 90 (Ninety Days) from the date fixed for Bid opening and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

If the Bid is accepted then until a formal Contract is prepared and executed, this Bid, together with your written acceptance thereof and your notification of award, shall constitute a binding Contract between us.

We understand that you are not bound to accept the lowest or any bid you may receive.

Dated this _____ day of _____ 2025____.

[Seal & signature] [In the capacity of]

Duly authorized to sign Bid for and on behalf of

Annexure –I.

LETTER OF INTENT

(To be furnished with technical proposal)

To:

Dated:

The secretary
Industries, Commerce & Labour
New secretariate Jutial
Gilgit Baltistan
Gilgit

Dear Sir,

Having examined the bidding documents, the receipt of which is hereby duly acknowledged, we, the undersigned, offer services to carry out all assignments mentioned in the TOR of the bidding document.

We undertake, if our Bid is accepted, to deliver the product **within** **from** date of award of contract.

We agree to abide by this Bid for the Bid Validity Period specified in the bidding documents and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

Until a formal Contract is prepared and executed, this Bid, together with your written acceptance thereof and your notification of award, shall constitute a binding Contract between us.

We understand that you are not bound to accept the lowest or any bid you may receive. We certify/confirm that we comply with the eligibility requirements as per bidding documents.

Dated this _____ day of _____ 2025

[Signature]

[in the capacity of]

Duly authorized to sign Bid for and on behalf of _____

LETTER OF INTENT

(To be furnished with financial proposal)

To:

To:

Dated:

The secretary
Industries, Commerce & Labour
New secretariate Jutial
Gilgit Baltistan
Gilgit

Dear Sir,

Having examined the bidding documents, the receipt of which is hereby duly acknowledged, we, the undersigned, offer services to carry out all assignments mentioned in the TOR of the bidding document.

In conformity with the said bidding documents the following is proposed Financial Model:

Detail of the same are enclosed with this Bid.

We undertake, if our Bid is accepted, to deliver the product **within**from date of award of contract.

We agree to abide by this Bid for the Bid Validity Period specified in the bidding documents and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

Until a formal Contract is prepared and executed, this Bid, together with your written acceptance thereof and your notification of award, shall constitute a binding Contract between us. We understand that you are not bound to accept the lowest or any bid you may receive.

We certify/confirm that we comply with the eligibility requirements as per bidding documents.

Dated this _____ day of _____ 2025

[Signature]

[in the capacity of]

Duly authorized to sign Bid for and on behalf of _____

BIDDER QUALIFICATION STATEMENT

(LETTERHEAD OF BIDDER/TENDERER/MANUFACTURER)

BIDDER QUALIFICATION STATEMENT

Name and Address of Bidder

- A. Name of Bidder
- B. Address of Head Office
- C. Date Established and/or Registered
- D. Company profile and key experts
- E. Detail of Completed Assignments relevant to this task
- F. Experts/Staff Assigned
- G. Facsimile Number
- H. Email Address
- I. Telephone Number _____
- J. Mobile Number _____
- K. National Income Tax No. _____

We hereby certify to the best of our knowledge that the foregoing statement are true and correct and all available information and data have been supplied and that we agree to show documentary proof thereon upon your request.

Date

Name & Address of the Bidder _____

(Signature)

(In the Capacity of)

FINANCIAL PROPOSAL

Price Schedule in Pak Rupees

HIRING OF FIRMS/ COMPANIES

FOR DEVELOPMENT OF MINAWAR INDUSTRIAL ZONE (MIZ) GILGIT.

S.No	Description	Amount (PKR)
1.	Fee for required services as per Annexure-B-Scope of Work.	
	Total	

Amount in Words: _____

Note: All rates should be inclusive of all applicable tax (es).

Authorized Signature: _____

Name and Title of Signatory: _____

Name of Bidder: _____

Address: _____

