



REQUEST FOR EXPRESSION OF INTEREST (EOI) FOR APPOINTMENT OF FINANCIAL ADVISER/LEAD MANAGER

- The Government of Pakistan intends to issue a Sovereign sukuk in international capital markets. The structure of the sukuk is flexible and innovative features including the underlying alternative securities will be considered. All international/local reputed banks are invited to submit their EOI individually to work as lead manager/financial adviser to structure and launch the sovereign sukuk in international capital market.
- The proposals both technical and financial, for the purpose should be furnished to Finance Division in two separate sealed envelopes on June 15, 2014
- Evaluation criteria for selection/appointment of Financial Adviser/Lead Manager for the bond transaction has been provided on Finance Division's website: www.finance.gov.pk

Section Officer (C-III)

Ph:+92-51-9203313

FAX: +92-51-9210835

Address: Room No. 229, Q Block, Finance Division, Pak Secretariat,
Islamabad, Pakistan

**Government of Pakistan
External Finance Wing**

INTRODUCTION

Finance Division, Government of Pakistan solicits services of firms through this Request for Proposal to act as financial advisor for issuance of Sovereign Sukuk in international capital market.

GENERAL REQUIREMENTS FOR APPLYING

Proposing firms must have experience in providing financial advisory services for issuance of Sovereign Sukuk.

PROPOSAL SUBMISSION

Please submit three sealed copies of your proposal individually not later than *June16, 2014at 4:00 pm at the following address:

**Section Officer EF (C-III)
External Finance Wing
Address: Room No. 229, Q Block, Finance Division, Pak Secretariat,
Islamabad, Pakistan
Ph:+92-51-9203313
FAX: +92-51-9210835**

All the received bids shall be opened on the same day.

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Proposals received after the deadline for receipt will not be considered.

SCOPE OF SERVICES

The services to be provided by financial advisor will include, but not limited to making recommendations about structure / execution of the Sovereign Sukuk

PROPOSAL CONTENT

The following specific information should be included in your proposal:

SUKUK PARTICULARS

1. Recommended size
2. Recommended format

3. Tenor (5 years or 10 years or over 10 years)

4. Structure

5. Projected Coupon

US Treasury Rate

Margin

LIBOR

Margin

- A list showing bank's direct prior experiences in providing financial advisory services to various governments for issuance of Sovereign Sukuk in international capital market.
- The proposed compensation/cost for providing the requested services.

EVALUATION

The evaluation of proposals would be done on the basis of the following criteria:

A. Financial Proposal		
	<u>Particulars</u>	<u>Marks</u>
	<u>Expenses</u>	40
	Fees i. For Sukuk size upto \$500 million ii. For the Sukuk amount in the range of \$501-1000 million iii. For the Sukuk amount in the range of \$1001-1500 million. iv. For the Sukuk amount in the range of \$1501-2000million and above.	
	Legal	
	Documentation/Printing/ Distribution	
	Road show expense of the entire delegation	
	Out of pocket expenses	
	Any other expenses	
	Total	40
B. Technical Proposal		
	Past experience in issuance of international Sukuk (all currencies) in the international capital markets as Lead & Co-lead Manager & Rank position as per Bloomberg underwriter Rankings during last three years (information to be provided by the SBP)	35
	Flexible and innovative structure of Sukuk	10

	including the underlying alternative securities	
	Presence in Pakistan	4
	Specify the nature of post-issue back up	4
	Level of research in Pakistan	4
	Whether inclined to under write the above coupon?	3
	Total	60
	Total (A+B)	40+60=100

*The date for receipt of above bids has now been extended and all the interested entities are requested to submit their bids by June 16, 2014 at 4:00 pm.