



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

- The Government of Pakistan intends to issue a Sovereign bond in international capital markets. 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 bond in international capital market.
- The proposals both technical and financial, for the purpose should be furnished to Finance Division in two separate sealed envelopes by August 21, 2015.
- 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

Ambrina Bakhtiar

Assistant Economic Adviser

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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 Adviser for issuance of a sovereign bond in international capital market.

GENERAL REQUIREMENTS FOR APPLYING

Proposing firms must have experience in providing financial advisory services for issuance of sovereign bonds.

PROPOSAL SUBMISSION

Please submit three sealed copies of your proposals no later than August 21, 2015 at the following address:

***Ms.Ambrina Bakhtiar
Assistant Economic Adviser
External Finance Wing
Address: Room No. 229, Q Block, Finance Division, Q-Block, Pak
Secretariat,
Islamabad, Pakistan
Ph:+92-51-9203313
FAX: +92-51-9210835***

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

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

SCOPE OF SERVICES

The services to be provided by Financial Adviser include, but not limited to making recommendations about structure / execution of the sovereign bond.

PROPOSAL CONTENT

The following specific information should be included in your proposal:

Bond 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 plus Margin

LIBOR plus Margin

- A list showing bank's direct prior experiences in providing financial advisory services to various governments for issuance of sovereign bonds 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 bond size upto \$500 million.	
	ii. For the bond amount in the range of \$501-1000 million.	
	iii. For the bond amount in the range of \$1001-1500 million.	
	iv. For the bond amount in the range of \$1501-2000 million and above.	
	Legal expenses	
	Documentation/Printing/ Distribution	
	Road show expense of the entire delegation	
	Out of pocket expenses	
	Any other expenses relating to the engagement of local legal firm, local tax adviser, appointment of trustee, paying agent on behalf of the issuer.	
	Total	40
B. Technical Proposal		
	Past experience in issuance of Sovereign International Bond as Lead & Co-lead Manager & Rank position as per international Financial Review for last three years for International Bonds Markets. (Information to be provided by SBP)	40
	Presence in Pakistan	5
	Specify the nature of post-issue back up	5
	Level of research in Pakistan	5
	Whether inclined to under write the above coupon?	5
	Total	60
	Total (A+B)	40+60=100