

**Government of Pakistan
Finance Division
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 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 November 22, 2013 at the following address:

***Section Officer EF (IFR)
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***

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 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	
	Legal	
	Documentation/Printing/ Distribution	
	Road show(s)	
	Out of pocket expenses	
	Any other expenses	
	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
	Nature of research in Pakistan	5
	Whether inclined to under write the above coupon?	5
	Total	60
	Total (A+B)	40+60=100
C. Others		
	Proposed geographical distribution of funds in %age terms	
	Proposed distribution of funds by investor type in %age terms	
	Possibility of associating the local bank in the deal and its role.	