



Invitation for Expression of Interest for "Establishment of a Cool Chain System along National Trade Corridor"

The Government of Pakistan has embarked on an ambitious program to revamp its horticulture sector by the establishment of a well structured Cool Chain System along the National Trade Corridor (NTC) to improve the post-harvest management infrastructure including grading, packing, storage and transportation phases of the cool chain cycle.

GOP through PHDEC, Ministry of Commerce plans to develop this project under the Public Private Partnership (PPP) modality with the investor/operator given a concession for a pre-determined period to design, build, finance, operate, maintain and transfer the facility. The Cool Chain Project (Project) is comprised of three components; 39 Pack houses, 23 Cold stores and 2 Refer yards. Infrastructure Project Development Facility (IPDF) is facilitating PHDEC, Ministry of Commerce to develop Cool Chain System along the National Trade Corridor (NTC). IPDF works under the aegis of the Ministry of Finance and Economic Affairs and has been established to facilitate Public Private Partnership (PPP) projects by providing a focal point and support to Implementing Agencies (line ministries, provincial Governments, etc).

Two Projects would be rolled-out i.e. Baluchistan Sindh and Punjab NWFP both having three components each; pack houses, cold stores and refer yards. Each cluster has its own size, market and cost structure. It is envisaged that both these clusters would be taken to the market at the same time but as separate projects. The rationale behind this option is the geographical proximity as it encourages both local as well as international investors. Further information on this project can be obtained from the "Preliminary Information Memorandum" placed on the IPDF website (www.ipdf.gov.pk)

With a view to gauge the scale and market interest, EOIs are solicited from prospective investors and/or operators of such facilities with the following details:

- a Company profile showing current activities, background of key shareholders and capability & strength in terms of Management, Technical, Marketing and Financial aspects;
- b Audited reports including Balance Sheets and Income Statements for the last 3 years;
- c Experience & capability of efficiently developing and managing similar kind of projects;
- d Brief outline of the project envisaged by the prospective investor and/or operator;
- e Contact person with address/ contact details.

EOIs may be assessed and used for completing the Feasibility study, devising a security package and preparation of bid documentation. In this regard suggestions should be provided regarding the Incentives that prospective investor is expecting from the government. Following key issues shall be addressed at least apart from any other issue that investor/operator feels needs to be highlighted:

- i. Role of the Government as a Facilitator;
- ii. Role of the Investor/Operator as a Concessionaire;
- iii. The Financial Structure of the project i.e. debt / equity proportion etc;
- iv. How to make the project bankable i.e. the security package that is required to provide comfort to the lenders and the investors/operators;
- v. In case if the land is not provided by the Government than in that case the prospects of contributing the land for the project and the structure of the project (form of PPP i.e. whether BOT, BOO or any other form);
- vi. Fiscal concessions required in terms of direct & indirect taxes and levies;

IPDF and PHDEC reserve the right to ask any investor or operator that submits an EOI questions for clarity. Submitting an EOI does not constitute a binding bid nor does it bound either IPDF or PHDEC in any way.

Interested investors and/or operators are requested to submit their EOI to the IPDF on the address given below latest by **September 29, 2009**. A meeting will be held on **September 10, 2009 at 1000 hrs** at IPDF office for parties seeking clarification through meetings. All parties are requested to confirm their participation to the official mentioned below at least 2 days before meeting date. Parties shall bear all costs associated with the participation in the meeting, preparation and submission of the EOI. The PHDEC and/or IPDF shall not, under any circumstances, be responsible or liable for any such costs

The IPDF reserves the right to accept all or reject any or all EOIs without assigning any reason(s) thereof. For any further information/queries, please contact

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