

PUBLIC PROCUREMENT REGULATORY
AUTHORITY (PPRA)

CONTRACT AWARD PROFORMA – I

To Be Filled And Uploaded on PPRA Website In Respect of All
Public Contracts of Works, Services and Goods Worth Fifty Million
or More

- NAME OF THE ORGANIZATION PRIVATISATION COMMISSION
- FEDERAL / PROVINCIAL GOVT. FEDERAL GOVERNMENT
- TITLE OF CONTRACT ADVISORY AGREEMENT
- TENDER NUMBER TS221523E
- BRIEF DESCRIPTION OF CONTRACT DIVESTMENT OF GOP RESIDUAL
SHARES IN HABIB BANK LTD (HBL)

- TENDER VALUE ~Rs. 225 Million + 1% of Adjusted
Gross Proceeds

- ENGINEER'S ESTIMATE N/A
(for civil Works only)

- ESTIMATED COMPLETION PERIOD 4th Quarter of FY 2014-15

- WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL PROCUREMENT PLAN? Yes

- ADVERTISEMENT :
 - (i) PPRA Website 29 September 2014 (TS221523E)
(Federal Agencies) (If yes give date and PPRA's tender number)

 - (ii) News Papers Daily 'Dawn', Daily 'Business Recorder',
(If yes give names of newspapers and dates) Daily 'Pakistan Observer', Daily 'Jang',
Daily 'Duniya' – 27 September 2014

- TENDER OPENED ON (DATE & TIME) 04-12-2014

- NATURE OF PURCHASE International & Local

- EXTENSION IN DUE DATE (If any) YES

➤ NUMBER OF TENDER DOCUMENTS SOLD (Attach list of Buyers) ONE

➤ WHETHER QUALIFICATION CRITERIA WAS INCLUDED IN BIDDING/TENDER DOCUMENTS (If yes enclose a copy). YES

➤ WHETHER BID EVALUATION CRITERIA WAS INCLUDED IN BIDDING/TENDER DOCUMENTS (If yes enclose a copy). YES

➤ WHICH METHOD OF PROCUREMENT WAS USED: - (Tick one)

a) SINGLE STAGE – ONE ENVELOPE PROCEDURE

b) SINGLE STAGE - TWO ENVELOPE PROCEDURE

c) TWO STAGE BIDDING PROCEDURE

d) TWO STAGE – TWO ENVELOPE BIDDING PROCEDURE.

- PLEASE SPECIFY IF ANY OTHER METHOD OF PROCUREMENT WAS ADOPTED WITH BRIEF REASONS (i.e EMERGENCY, DIRECT CONTRACTING, NEGOTIATED TENDERING ETC.)

- WHO IS THE APPROVING AUTHORITY Privatisation Commission Board

➤ WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING N/A

➤ NUMBER OF BIDS RECEIVED ONE

➤ WHETHER THE SUCCESSFUL BIDDER WAS LOWEST BIDDER N/A

➤ WHETHER INTEGRITY PACT WAS SIGNED N/A

PUBLIC PROCUREMENT REGULATORY
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CONTRACT AWARD PROFORMA – II

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Rupees or More

➤ NUMBER OF BIDDERS PRESENT
AT THE TIME OF OPENING OF BIDS ONE (01)

➤ NAME AND ADDRESS OF THE SUCCESSFUL BIDDER

Credit Suisse (Singapore) Limited
1 Raffles Link, #03/#04-01,
South Lobby, Singapore 039393

Deutsche Bank AG, London Branch
Winchester House, 1 Great Winchester Street,
London EC2N, 2DB, UK

Elixir Securities Pakistan (Private) Limited
8th Floor, Dawood Centre,
M.T Khan Road, Karachi

Arif Habib Limited
Arif Habib Centre, 23,
M.T. Khan Road, Karachi

➤ RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT
(i.e. 1st, 2nd, 3rd EVALUATED BID).

1	Credit, Suisse, Deutsche Bank, Elixir Securities & Arif Habib Limited
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➤ NEED ANALYSIS

(Why the procurement was necessary?)

Federal Government Policy

➤ IN CASE EXTENSION WAS MADE IN RESPONSE

TIME, WHAT WERE THEREASONS (Briefly describe)

* Privatisation Commission, vide its advertisement in September 2014, invited Expression of Interest (EOI) for the appointment of Financial Advisory Consortium (FAC) for the divestment of Government of Pakistan (GOP) residual shares in Habib Bank Ltd (HBL) from the Interested Parties, having demonstrable track record of successfully managing similar capital market offerings. Following two (02) consortia expressed interest and submitted Technical and Financial Proposals by the due date of October 28, 2014:

Sr No.	Consortium/Interested Parties (IPs)
1.	Bank of America Merrill Lynch, Deutsche Bank AG, Elixir Securities & KASB Securities
2.	Citigroup Global Markets Ltd, Credit Suisse & Arif Habib Ltd

SBP, in the Evaluation Committee meeting, raised objection on KASB Securities participation, primarily owing to non-compliance of KASB Bank, holding company and majority shareholder of KASB Securities, with statutory ratios required for banking companies in Pakistan. In response, KASB Securities communicated its decision to withdraw from further participation in the process for HBL, whereupon PC Board in its meeting held on November 14, 2014 resolved to annul the on-going evaluation process of Technical and Financial bids and directed to re-invite fresh technical and financial proposals within a fortnight.

➤ WHETHER NAMES OF THE BIDDERS AND THEIR PRICES WERE READ OUT AT THE TIME OF OPENING OF BIDS

YES

➤ DATE OF CONTRACT SIGNING
(Attach a copy of agreement)

13-03-2015

➤ CONTRACT AWARD PRICE

~RS. 225 MILLION + 1%
Adjusted Gross Proceeds

➤ WHETHER COPY OF EVALUATION REPORT GIVEN TO ALL BIDDERS
(Evaluation report already uploaded on PPRA's website)

YES (30-12-2014)

➤ ANY COMPLAINTS RECEIVED
(If yes result thereof)

NO

➤ ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE/DOCUMENTS
(If yes give details)

NO

➤ DEVIATION FROM QUALIFICATION CRITERIA
(If yes give details)

NO

➤ SPECIAL CONDITIONS, IF ANY (Give Brief Description)