

FINAL EVALUATION REPORT

(As Per Rule 35 of PP Rules, 2004)

1. NAME OF PROCURING AGENCY : PAKISTAN NATIONAL SHIPPING CORPORATION (PNSC),
2. METHOD OF PROCUREMENT : STAGE ONE ENVELOP PROCEDURE, AS PER PPR RULE 36(a) OF PPR 2004,
3. TITLE OF PROCUREMENT : INTERNATIONAL TENDER FOR PROCUREMENT OF 2+2 NEW BUILT AFRAMAX/LR-2 TANKER VESSELS ALONG WITH FINANCING ARRANGEMENT.
4. TENDER INQUIRY NO. : PRCD/PL/NBA/2024/298
5. PPRA REF.-NO. (TSE) : TS540846E
6. DATE & TIME OF BID CLOSING : 24/07/2024 - (11:00 AM)
7. DATE & TIME OF BID OPENING : 24/07/2024 - (11:30 AM)
8. NO OF BIDS RECEIVED : THREE (03).
9. CRITERIA FOR BID EVALUATION : **MOST ADVANTAGEOUS BID, AS PER TENDER QUALIFICATION AND SELECTION CRITERIA,**
10. DETAILS OF BID(S) EVALUATION : **DETAILS ARE AS TABULATED,**

NAME OF BIDDER	MARKS		EVALUATED COST USD\$	RULES/ REGULATION/ SBD*/POLICY/ BASIS OF REJECTION / ACCEPTANCE AS PER RULE 35 OF PP RULES, 2004
	Technical	Financial		
M/S. SHANDONG XINXU GROUP CORPORATION AND TAIZHOU SANFU SHIP ENGINEERING CO, LTD (CHINA).	Qualified	Lowest	USD: 292,810,000/-	ACCEPTED AS PER PPRA RULE NO. 38, BEING MOST ADVANTAGEOUS BIDDER
M/S. E.A. GIBSON SHIPBROKERS LTD,	<i>Bid Submitted by M/S. E.A. GIBSON SHIPBROKERS LTD, was found to be Financially non-viable being on higher side (resale basis) with only one 1 option of 1+1 vessels being offered with total cost of vessels amounted to USD: 169,000,000/-, however these vessels are LNG dual fuel and not methanol dual fuel as required by tender. Therefore, the said bid is considered NON RESPONSIVE.</i>			
M/S. MERIDIAN SHIPPING UK LTD,	<i>Bid of M/S. Meridian Shipping Uk Ltd, was incomplete and found to be a non-responsive bid due to the following reasons. Failed to provide shipyard name, failed to provide specification of vessel as per tender documents, failed to provide other documents i.e. Capacity Plan, GA Plan and approval of design of vessels.</i>			

MOST ADVANTAGEOUS BIDDER : **M/S. SHANDONG XINXU GROUP CORPORATION AND TAIZHOU SANFU SHIP ENGINEERING CO, LTD (CHINA)..**

11. Any other additional / supporting information, NIL

Signature:


SYED ZESHAN TAQVI
 Group General Manager Finance
 PAKISTAN NATIONAL SHIPPING CORPORATION
 Karachi

Official Stamp:

Standard Bidding Documents (SBD).

M - 11**SUBJECT: TENDER FOR PROCUREMENT OF 2 + 2 NEW BUILT AFRAMAX / LR-2 TANKER VESSELS ALONG WITH FINANCING ARRANGEMENT**

1. After fulfilling codal requirements, subject tender was hoisted on PNSC and PPRA websites and IFB was published in two newspapers having wide circulation, i.e. The Nation and Roznama Pakistan, on 2nd June 2024 as per procedure. Said IFB was also published in international publication i.e. Lloyd's List on 3rd June 2024 as per procedure. Bid opening was scheduled for 9th July 2024 at 11:30 am. Additionally, the tender was also emailed / sent vide WhatsApp to brokers, shipyards, financiers, etc. to ensure wide circulation for prospects of multiple bidders participating in the subject tender to attract best possible terms and value for money for PNSC. The entire process was well recorded and documented for future reference and audit purposes.
2. After publishing of IFB, following shipyards formally requested an extension of the tender opening date and a review of the qualification criteria to facilitate broader participation. Prospective participants that requested extension to the tender opening date are as follows:
 - a. M/s. Shandong Xinxu International Corporation Ltd vide letter date 3 July 2024.
 - b. M/s. Keller Engineering Technical Solution (PVT) Ltd vide letter date 5 July 2024.
 - c. M/s. Dynamic Engineering & Automation Pakistan vide email dated 8th July 2024.
 - d. SINO German Industrial Technology Application Promotion Research Institute CO. Limited vide letter.
3. With a view to ensure wide participation in a transparent manner and to address concerns of prospective, the tender opening date was extended from 9th July to 24th July 2024 and qualification criteria was revised as per procedure as follows:

From:

1. List of Aframax / LR-2 tankers constructed / delivered / under construction during last 5 years.
2. Bidder should have demonstrable ability with documentary evidence (confirmation letter / delivery note) to deliver dual fuel capable Aframax / LR-2 Tanker design.

To:

1. List of tankers constructed / delivered / under construction during last 10 years.
2. Bidder should have demonstrable ability with documentary evidence (confirmation letter / delivery note) to construct dual fuel capable vessel.

4. Bids, comprising technical & financial proposals, were opened on 24th July 2024 in the presence of Tender Committee notified on 12th July 2024 and representatives of participating bidders. Three (3) bids were received and bid data sheet of all three bids is summarized at flag 'Evaluation Summary'.
5. Following clarification from all bidders were sought through email (all Tender Committee members were copied therein) from all bidders with respect to missing information and ample time for response was extended to all bidders, for the sake of providing level playing field and equal opportunity to all bidders:
 - a. Please confirm that Ballast tanks coating must be in compliance with IMO MSC.215 (82)
 - b. AC Plant capacity of each should be 100% instead of 50%.

c. Comments on detail technical specification document 'DS241125,001SM.

6. After receiving and compiling responses from bidders, Tender Committee carried out the due diligence process in order to collect and analyze information particularly in compliance of Bidder Eligibility Criteria as mentioned in the Tender Documents at the time of submission of the bid and found to be as per tender, summary placed at 'Evaluation Summary'.
7. In view of evaluation of bids, Tender Committee found bid of M/s. Shandong Xinxu Group Corporation and M/s. Taizhou Sanfu Ship Engineering Co. Ltd. (China) to be both technically and financially conformant with requirement laid down in tender document, major contour of evaluation is as under.

a. M/s. Shandong Xinxu Group Corporation and Taizhou Sanfu Ship Engineering Co. Ltd. (China) submitted bids under the joint venture of three firms i.e. Shandong Xinxu Group Corporation, Taizhou Sanfu Ship Engineering Co. Ltd. (China) and M/s. East Sunray International Trading Co. Ltd. (China) for construction and partial financing i.e. more than 60% payment in Pak Rupees of 1+1 or 2+2 LR-2 vessels.

b. Prices were quoted as follows:


Bidder	Options	Total Cost of Vessels
Xinxu Group	1 + 1	USD 149,910,000
	2 + 2	USD 292,810,000

- c. M/s. Shandong Xinxu Group Corporation and M/s. Taizhou Sanfu Ship Engineering Co. Ltd. (China) will provide vessel under contracts substantially in format of BIMCO NEWBUILDCON as per tender requirement.
- d. Vessels offered are found to be of modern eco design where Main engine can operate on dual fuel and complying with current and foreseeable international regulatory requirements.
- e. Proposed Delivery Schedule is found to be advantageous to PNSC's purposes being early and phased.
- f. US\$ financing offer was not provided however same was not mandatory as the word "preferably" used for financing arrangement.
- g. Bidder has provided all documents as required vide BDS Clause number 12 and ITB number 11.1(h).
- h. Bidder complies with qualification criteria as laid down in BDS Clause number 15 and ITB number 13.3(b).
8. Bids submitted by M/s. EA Gibson was found to be financially non-viable being on higher side (resale basis) with only 1 option of 1+1 vessels being offered with total cost of vessels amounted to USD 169,000,000, however these vessels are LNG dual fuel and not methanol dual fuel as required by tender therefore the bid is considered non-responsive.
9. Bid of M/s. Meridian Shipping UK Ltd was incomplete and found to be a non-responsive bid due to the following reasons:


- a. Failed to provide shipyard name
- b. Failed to provide specification of vessel as per tender document
- c. Failed to provide other documents i.e. Capacity Plan, GA plan and approval of class for design of vessel.


10. The bid validity period as required by tender is 120 days from opening of bids i.e. the bid validity shall expire on 20th November 2024 due to which is it required that the evaluation process be thoroughly completed at earliest to ensure successful outcome of tender to PNSC's advantage.


11. In view of above Tender Committee recommends that 2+2 LR-2 bid received from Shandong Xinxu Group Corporation and Taizhou Sanfu Ship Engineering Co. Ltd. (China) is financially and technically most advantageous bid with total cost of vessels amounting to USD 292,810,000 and contract may be awarded as per procedure.


Rehan Ahmed
Deputy Manager (Finance)
Member Tender Committee

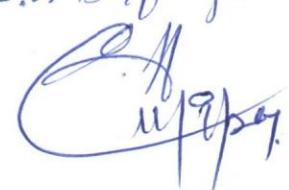

M Zohaib Zafar
Manager (Planning)
Member Tender Committee


Umair Abdullah
Manager (BD)
Member Tender Committee


Cdre. Muhammad Shafiq
General Manager (Workshop)
Member Tender Committee


Syed Zeeshan Taqvi
General Manager (Finance)
Chairman Tender Committee

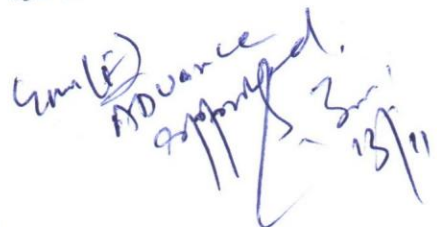
GM (Procurement)

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The detailed Recommendation of Tender Committee based on technical appraisal as per B.D. is self explanatory hence concurrent.


ED (Planning) - AOD 11/9/2024

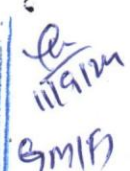
 12-11

ED (F)

GM (F) Advance approved.
 13/11

CEO

 17/11/2024

 11/9/24
SM (F)