GOVERNMENT OF PAKISTAN
MINISTRY OF MARITIME AFFAIRS
PORT QASIM AUTHORITY

Ministry of Maritime Affairs
Government of Pakistan

ESTABLISHMENT OF MULTIPURPOSE CARGO TERMINAL ON BUILD, OPERATE AND TRANSFER (BOT) BASIS AT PORT QASIM, KARACHI, PAKISTAN

ADDENDUM NO. 1 TO THE PREQUALIFICATION DOCUMENT

SEPTEMBER [24], 2026

NATIONAL ENGINEERING SERVICES PAKISTAN (PRIVATE) LIMITED.
13TH FLOOR, N.I.C.L BUILDING, ABBASI SHAHEED ROAD, OFF SHAHRAH-E-FAISAL, KARACHI.
(Consulting Engineer, Lead Member)

In Association With

KPMG TASEER HADI & CO.
Sheikh Sultan Trust Buildings No. 2, Beaumont Rd, Karachi.
(Financial Consultant)

HAFEEZ PIRZADA | FAROOQ, KHAN & MIRZA - CORPORATE COUNSEL | BARRISTERS | ADVOCATES.
993, street 43, E-11/3, NPF, Islamabad.
(Legal Consultant)

Clearance Code	4909/50N/PQD/9(25)	Doc No.		Rev No.	00

LETTER OF INVITATION

PQA hereby invites Applications from the Applicants in response to this Prequalification Document for the development of the Multipurpose Cargo Terminal.

PQA intends to engage a private party on BOT mode, to design, finance, build, operate, maintain and transfer the Multipurpose Cargo Terminal to expand the capacity of Port Qasim. For details in relation to the Project background and scope of work, please refer to Section 1.1 (*Introduction*) and Annexure A (*Project Information*) of this Prequalification Document.

In terms of the Public Procurement Rules, prequalification of Applicants shall be based on their capabilities, competence and resources that are relevant to the Project, taking into account the factors set out in this Prequalification Document.

It is mandatory that the Applications are prepared using the standard formats provided in Section 6 (*Application Forms and Appendices*) of this Prequalification Document. Applications that are not prepared on the prescribed format shall not be considered by PQA. If any information required in the prescribed forms is found missing, or written elsewhere, no credit will be given during evaluation and may lead to rejection of the Application.

Interested Applicants are encouraged to undertake a comprehensive independent assessment of the Project and prevailing local conditions at the Project Site prior to the submission of their Applications. All expenses incurred in connection with such visits shall be borne exclusively by the Applicant and shall not be reimbursable under any circumstances.

Subject to the provisions of the Public Procurement Rules, PQA reserves the right to cancel the Selection Process at any time.

Applicants who are prequalified in accordance with the evaluation criteria set forth in this Prequalification Document shall subsequently be invited to submit their proposals in response to the RFP to be issued by the PQA at a later stage.

The interested Entities may obtain further information in relation to the Project and acquire this Prequalification Document either: (a) physically, by submitting a written application; or (b) electronically, by sending an email, to the address/email, given below on a working day during office hours before the Application Submission Deadline, in each case specifying its full name, address and contact details. This Prequalification Document can be downloaded from the websites of the PPRA, and the PQA. In case this Prequalification Document is downloaded from any of the aforementioned website(s), the Applicant will be required to intimate PQA in writing through a letter or *via* email, its full name, address and contact details for seeking additional information, if any issued, relating to the Selection Process; or alternatively, the Applicant shall be required to regularly access the websites to seek such information in a timely manner.

The Applicants shall submit the Application, along with all supporting documents (as applicable), as identified in the Prequalification Document, no later than the Application Submission Deadline. Applications shall be submitted in physical form, in a sealed envelope, in accordance with Section 2.2 (*Submission of Applications*) of this Prequalification Document.

Designation: Director (PSP),
Establishment of the Multipurpose Cargo Terminal on BOT Basis at Port Qasim, Karachi, Pakistan
Address: Ground Floor Administration Block Head Office Building, Port Qasim, Karachi
Phone No.: 021-99272201
Fax No.: 92-21-34730108
Email: pqapsp@gmail.com
Websites: www.pqa.gov.pk

Sincerely,

THE SECRETARY
PORT QASIM AUTHORITY

IMPORTANT NOTICE/DISCLAIMER

This Prequalification Document is issued by PQA solely for the purpose of enabling interested Applicants to prepare and submit Applications for participation in the Selection Process for the Project. This Prequalification Document and all information contained herein are provided exclusively for this purpose and shall not be used or relied upon for any other purpose.

Unless expressly defined otherwise, all capitalized terms used herein shall have the meanings ascribed to them in the Glossary of this Prequalification Document. The Applications shall be submitted by Applicants upon the full understanding and agreement of all terms of this Prequalification Document and such submission shall be deemed as an acceptance to all the terms and conditions stated in this Prequalification Document. Evaluation of Applications shall be undertaken by the Committee in accordance with applicable laws and the terms of this Prequalification Document.

Neither PQA nor any of its employees, personnel, agents, consultants, advisors, or contractors (each a **PQA Person** and together the **PQA Persons**) makes any representations or warranties (express or implied) as to the accuracy, adequacy, correctness, reliability, or completeness of the information contained in this Prequalification Document or in any other document or communication provided in connection with the Selection Process for the Project. No liability shall attach to any of the PQA Persons for any loss or damage that may result from the use of or reliance upon this Prequalification Document or any other information provided to any recipient, whether written or oral, in connection with the recipient's evaluation of the Project. Neither PQA nor any other PQA Person shall be liable in any manner whatsoever to reimburse or compensate any recipient for any costs, fees, damages, or expenses incurred in connection with the evaluation or consideration of this Prequalification Document or otherwise in relation to the Project.

By submitting an Application in response to this Prequalification Document, each Applicant shall be deemed to have conducted its own independent investigation and analysis of all aspects of the Project, including (without limitation) this Prequalification Document, the scope of the Project, applicable standards, the Project Site, local conditions, business environment, and all information provided or made available by PQA or otherwise obtained.

Each Applicant acknowledges that it has satisfied itself as to the accuracy and completeness of such information and the nature and extent of any risks, difficulties, or hazards that may arise in the performance of its obligations under the Implementation Agreement. PQA makes no representation, warranty, or undertaking as to the accuracy, adequacy, or completeness of any information provided and shall have no liability in respect thereof. This Prequalification Document does not constitute an offer or invitation to invest in or otherwise participate in the Project, nor does it constitute any assurance or guarantee that a concession or any other right will be awarded by PQA. PQA reserves the right, in its full discretion, to modify this Prequalification Document and/or the Project requirements at any time to the fullest extent permitted by applicable laws and shall not be liable to reimburse or compensate the recipient for any costs, taxes, expenses or damages incurred by the recipient in such an event.

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TERM	DEFINITION
Affiliate	Means, with respect to an Applicant (or where the Applicant is a Consortium, each Consortium Member), any Entity who (whether through one or more intermediaries) directly or indirectly controls, is controlled by, or is under common control with, such Applicant.
Apostille Convention	Means the Convention Abolishing the Requirement of Legalization for Foreign Public Documents concluded on 5 October 1961.
Applicant	Means an interested Entity, or a Consortium of Entities, that has submitted an Application in response to this Prequalification Document.
Application	Means the prequalification application, including all documents and information, submitted by an Applicant in response to this Prequalification Document.
Application Forms	Means the forms provided in Section 6 (*Application Forms and Appendices*) of this Prequalification Document, that are required to be submitted with the Application.
Application Submission Deadline	Means the last date for submission of Applications as specified in the Data Sheet.
Bidding Process	Means the open competitive bidding process to be conducted in accordance with Public Procurement Rules by PQA for the award of the Project.
BOO	Means build, own and operate.
BOT	Means build, operate and transfer.
Committee	Means the committee, appointed by PQA, having the roles and responsibilities as set by PQA, in relation to the conduct of the Selection Process.
Compliant Application	Means any Application that: (a) meets the Eligibility Criteria; (b) in the reasonable opinion of the Committee, meets or surpasses all of the mandatory requirements for an Application as specified in this Prequalification Document; (c) meets the requirements of this Prequalification Document sufficiently and in such a manner that the Application would be considered to be complete, competitive, and submitted in good faith by an Applicant who intends to fulfill all the requirements of this Prequalification Document; (d) in the reasonable opinion of the Committee, is sufficiently detailed and complete such that, if the Committee decides that the Application is compliant, the Project can be implemented within the time frame specified in this Prequalification Document; and

	(e) meets all criteria and requirements stipulated in this Prequalification Document.
Consortium	Means an Applicant comprising a maximum of three (3) Consortium Members and formed to submit an Application in relation to the Project.
Consortium Member	Means each Entity that is a member of a Consortium, including the Lead Member.
Data Sheet	Means the data sheet provided in Section 4 (*Data Sheet*) of this Prequalification Document.
Day	Means any calendar day.
DWT	Means deadweight Tonnage.
EIA	Means an Environmental Impact Assessment.
Eligibility Criteria	Means the eligibility criteria to be used for evaluation of Applicants, as specified in Section 5.2 (*Constitutive Documents*) to Section 5.9 (*Eligible Countries*) of this Prequalification Document.
Eligible Country	Means all countries of the world with whom Islamic Republic of Pakistan has commercial/trade relations and those who are not subject to sanctions imposed by the United Nations Security Council.
EMMP	Means an Environmental Management and Monitoring Plan.
Entity	Means a: (a) body corporate; (b) partnership / firm; or (c) any juristic person recognised as having a distinct legal personality that is, in each case, registered in accordance with the applicable laws of Pakistan and/or an Eligible Country; provided that, a natural person and a sole proprietorship shall not be considered an "Entity".
Experience Record	Has the meaning given to it in Section 5.13.4 (*Experience Record*).
Fraud and Corrupt Practices	Means any one or any combination of the practices set out in Section 3.11 (*Fraud and Corruption*).
HSP	Means a Health and Safety Plan.
IFRS	Means the International Financial Reporting Standards.
Implementation Agreement	Means the agreement entitled "*Implementation Agreement*" to be entered into between PQA and the Concessionaire for implementation of the Project.
Issuance Date	Means the date of issuance of this Prequalification Document.
Lead Member	Has the meaning given to it in Section 2.7.2(a) of this Prequalification Document.
MTPA	Means Million Tonnes Per Annum.
Multipurpose Cargo Terminal	Means the multipurpose cargo terminal to be established by the Concessionaire as part of the Project pursuant to the Implementation Agreement.
Net Worth	Has the meaning given to it in Section 3.6.2 (*Application Evaluation*).
PEC	Means the Pakistan Engineering Council.
PKR	Means Pakistani Rupees, the lawful currency of the Islamic Republic of Pakistan.
Port Qasim	Means the Muhammad Bin Qasim Port at Phitti Creek, otherwise referred to as Port Qasim as per the Port Qasim Authority Act, 1973,

	which is the second largest deep-water seaport in Pakistan, and serves as a major hub for the country's import and export activities while also serving as the location for the Project.
PPRA	Means the Public Procurement Regulatory Authority established under section 3 of the Public Procurement Regulatory Authority Ordinance, 2002 (as amended or substituted from time to time).
Prequalification Document	Means this prequalification document issued by PQA for the prequalification of Applicants for the Project.
Prequalified Applicant	Means an Applicant that has been declared prequalified by PQA in accordance with this Prequalification Document and the applicable laws.
Project	Means the project for establishment of the Multipurpose Cargo Terminal at Port Qasim, Karachi on a BOT basis, as more specifically described in Section 1.1 (*Introduction to the Project*).
Project Site	Means the project site is situated to the west of the PQA control tower and in proximity to the existing chairman secretariat within Port Qasim in the '*Port Operation Zone*', as illustrated in the project site map annexed hereto as Annexure B (*Project Site Map*).
PQA	Means the Port Qasim Authority, established pursuant to the Port Qasim Authority Act, 1973.
PQA Persons	Has the meaning given to it in the 'Important Notice/Disclaimer' of this Prequalification Document.
Public Procurement Rules	Means the Public Procurement Rules, 2004, as amended or substituted from time to time.
RFP	Means the request for proposal that shall be issued by PQA to the Prequalified Applicants.
Selection Process	Means this prequalification process and evaluation of Applications and includes the Bidding Process.
SEPA	Means the Sindh Environmental Protection Agency.
SEP Act	Means the Sindh Environmental Protection Act, 2014.
SPV or Concessionaire	Means a special purpose vehicle incorporated by the Successful Bidder under the laws of Pakistan to undertake the Project.
Successful Bidder	Means the Prequalified Applicant who is declared successful by PQA as per the terms of the RFP.
USD	Means United States Dollar, the lawful currency of the United States.

1. INTRODUCTION

1.1 INTRODUCTION TO THE PROJECT

1.1.1 Port Qasim is the principal industrial and commercial port of Pakistan, operating under the landlord port concept pursuant to the Port Qasim Authority Act, 1973. Port Qasim currently caters to more than forty percent (40%) of the country's seaborne trade, thereby underscoring its critical role within the national economic framework. The operational structure of PQA comprises the management of twelve (12) distinct port terminals, encompassing fifteen (15) berths, developed and operated through private sector participation under BOT and BOO arrangements, governed by comprehensive implementation agreements. In addition to these managed facilities, PQA directly operates and manages two (2) berths, thereby further enhancing its operational capabilities. This integrated approach, combining private investment with direct management, reflects PQA's commitment to the provision of world-class port services.

1.1.2 Port Qasim's infrastructure is designed to facilitate efficient and seamless trade operations. Port Qasim provides a comprehensive suite of shore-based facilities and services to international shipping lines and other stakeholders, including the maintenance of adequate water depth within the navigational channel and berthing areas, provision of well-equipped berths and terminals, availability of efficient cargo handling equipment, warehousing and storage facilities, and robust measures for the safe and secure transit of vessels on a twenty-four (24) hour basis.

1.1.3 In response to evolving trade dynamics and increasing cargo volumes, PQA is undertaking a strategic initiative to expand its capacity and operational efficiency. Recent years have witnessed a significant increase in cargo throughput at Port Qasim, attributed to the conversion of marginal wharves into dedicated port terminals, Port Qasim's strategic location, its inherent connectivity to the hinterland via rail and road, and its efficient round-the-clock operational model. However, this growth has also highlighted the necessity for specialized facilities to accommodate break bulk and general cargo, as it has diminished PQA's capacity to efficiently handle such cargo. The two (2) existing marginal wharves, which currently lack comprehensive mechanization and restricted depth at the berthing area, have created demand for a new, state-of-the-art terminal to optimize cargo handling operations and address the requirements of consignees preferring Port Qasim.

1.1.4 In line with prevailing national and international standards, the adoption of mechanized break bulk cargo handling is essential to optimize Port Qasim's efficiency. The establishment of a dedicated multipurpose cargo terminal, equipped with modern cargo handling equipment and capable of accommodating larger vessels, is therefore critical to meeting the increasing demand for bulk materials handling. These state-of-the-art facilities will enable PQA to achieve international benchmarks and further reinforce its position as a leading seaborne trade hub.

1.1.5 Enhanced mechanization will significantly improve operational efficiency and reduce reliance on shipboard gear for cargo operations. The recent extension of the navigational channel by four (4) kilometers has created new opportunities for expansion and development, while the presence of extensive operational industrial zones in proximity to Port Qasim presents additional business prospects. There exists a significant opportunity for the development of new multipurpose cargo berths in accordance with PQA's business plan and landlord port model, which will serve to alleviate congestion at marginal wharves 1 and 2 and address projected future requirements.

1.1.6 The proposed Multipurpose Cargo Terminal will not only resolve current congestion but also accommodate the anticipated growth in cargo demand over the concession period, thereby enhancing PQA's competitiveness relative to other regional ports. Moreover, the construction of an environmentally conscious terminal will underscore PQA's commitment to sustainable development and corporate social responsibility.

1.1.7 The objectives of the proposed development of the Project are as follows:

(a) to augment the handling capacity and operational efficiency of the Multipurpose Cargo Terminal at Port Qasim;

(b) to enhance Port Qasim's position as a competitive port in the region;

(c) to promote the development of trade through Port Qasim;

(d) to maintain Port Qasim's financial stability and generate adequate revenues for Port Qasim;

(e) to contribute to the overall economic growth of Pakistan through the enhancement of Port Qasim's infrastructure and facilitation of trade;

(f) to enhance economic and social benefits;

(g) to generate employment;

(h) to market Port Qasim, its opportunities, assets and innovations; and

(i) to maintain current and develop new partnerships to encourage economic development at Port Qasim.

1.1.8 PQA envisages implementation of the Project on a BOT basis, to be undertaken by the Concessionaire during a concession period of thirty (30) years.

1.1.9 The Multipurpose Cargo Terminal is envisaged to have a quay length of approximately six hundred and twenty (620) meters and a backup area of approximately sixty (60) acres. This Multipurpose Cargo Terminal will be designed to handle vessels of increasing size and draft, commencing with fifty thousand (50,000) DWT/12m in phase I (existing) and progressing to seventy-five thousand (75,000) DWT/14m in phase II, which will require corresponding enhancements to the navigational channel width and depth.

1.1.10 The existing navigational channel presently has a width of one hundred and fifty (150) meters and a depth of twelve point five (12.5) meters. It is envisaged that, under phase II of the Project, the navigational channel shall be enhanced to a width of two hundred and fifty (250) meters and a depth of fifteen-point five (15.5) meters, in order to accommodate larger vessels up to seventy five thousand (75,000) DWT and optimize operational efficiency. The cargo handling equipment to be deployed at the Multipurpose Cargo Terminal shall be specified in accordance with the nature and types of cargo to be managed, ensuring that all equipment is fit-for-purpose and meets the requisite operational standards at the proposed location of the Multipurpose Cargo Terminal at Port Qasim. National Engineering Services Pakistan (Private) Limited (NESPAK), a reputable engineering consultancy firm, has provided comprehensive technical services for the Project, including the preparation of the master plan and all technical documentation, studies and design reviews. The conceptual layout, planning, and basic design parameters for the Multipurpose Cargo Terminal have been developed with due consideration to PQA's commercial activities and the broader objectives of national economic growth.

1.1.11 For additional details in relation to the Project and scope of work, please refer to Annexure A (*Project Information*). Please refer to Annexure B (*Project Site Map*) to see the proposed location of the Multipurpose Cargo Terminal.

1.2 SELECTION PROCEDURE AND INDICATIVE SCHEDULE

1.2.1 The prequalification process being conducted pursuant to this Prequalification Document, and the subsequent Bidding Process, each in relation to the Project, shall be conducted pursuant to the Public Procurement Rules.

- ***Stage 1 - Prequalification***

  At the prequalification stage, Applicants will submit Applications to demonstrate their capabilities, competence and resources that are relevant to the Project, taking into account the requirements specified in this Prequalification Document.

- ***Stage 2 - Competitive Bidding***

  Only Prequalified Applicants will proceed to the Bidding Process. During the bidding stage, single stage two (2) envelope bidding process will be adopted. A bidder whose bid is determined to be the '*most advantageous bid*' as per the requirements of the bidding documents, shall be awarded the Project.

1.2.2 Only those Applications shall be considered for evaluation which meet the Eligibility Criteria. The evaluation shall be carried out on the basis of the Eligibility Criteria, the technical criteria set out in Section 5.13.4 (*Experience Record*) and financial criteria set out in Section 5.13.5 (*Financial Qualification Criteria*) of this Prequalification Document.

1.2.3 During the prequalification stage, PQA shall determine the responsiveness of the Applications to the requirements (including the evaluation and qualification criteria) under this Prequalification Document. The Prequalified Applicants shall be invited to participate in the Bidding Process for the Project.

Prior to the execution of the Implementation Agreement, the Successful Bidder shall incorporate the SPV with the Securities and Exchange Commission of Pakistan and, where applicable, register it with such other authorities as may be required. The SPV shall enter into the Implementation Agreement and such other agreements as are required for the purposes of the Project.

1.2.4 Applicants shall be prequalified in accordance with the procedures set forth in this Prequalification Document and the Public Procurement Rules.

1.2.5 The key indicative dates for the prequalification stage are set out below and may be extended at the sole discretion of PQA.

PREQUALIFICATION STAGE	DATE
Issuance of Prequalification Document	20.08.2026
Submission and Opening of Applications	29.10.2026
Evaluation of Applications	15.11.2026
Announcement of Evaluation Results	27.11.2026

In the event of a public holiday occurring on the above-mentioned dates, the immediately succeeding Day will be considered as the Day on which the respective milestone shall occur.

1.2.6 PQA may, in its sole discretion and without prior notice to the prospective Applicants, amend the timetable provided above. The prospective Applicants shall not rely in any way whatsoever on the aforementioned timetable and PQA shall not incur any liability whatsoever arising out of amendments to the same. PQA shall notify the prospective Applicants of changes to the aforementioned timetable in accordance with the Public Procurement Rules.

1.3 GUIDELINES FOR SUBMISSION OF APPLICATIONS AND APPLICANT SELF-ASSESSMENT CRITERIA

1.3.1 As this stage pertains solely to prequalification for the Project, each Applicant shall submit a single sealed Application in response to this Prequalification Document, comprising one (1) original, one (1) hard copy and one (1) soft copy (on CD, DVDs, or USB) together with all supporting documents and forms, as specified in this Prequalification Document. Such submission shall be made no later than the Application Submission Deadline as stipulated in Section 4 (*Data Sheet*). In the event of any inconsistency between the hard and soft copies, the printed (hard) version shall prevail and be considered as the final document.

1.3.2 Applicants are required to undertake a self-assessment against the Eligibility Criteria and are expected to carefully examine all instructions, forms and terms in this Prequalification Document, along with furnishing all information or documentation required pursuant to this Prequalification Document. Failure to comply with the requirements of the Application submission set out in this Prequalification Document will be at the Applicants' own risk and may result in the rejection of the Application.

2. INSTRUCTIONS TO APPLICANTS

2.1 COMPLETENESS AND RESPONSIVENESS OF APPLICATIONS

2.1.1 PQA shall not be responsible for the completeness of this Prequalification Document and its addenda, if they have not been obtained directly from the source(s) stated by PQA.

2.1.2 Each Applicant is required to furnish all information or documentation pursuant to this Prequalification Document. Failure to comply with the requirements of Application submission as set out in this Prequalification Document, including incomplete responses, material deviations, reservations or omissions in the Application Forms attached in Section 6 (*Application Forms and Appendices*) or failure to provide the requisite details in the prescribed manner may render the Application non-responsive and subject to rejection by PQA.

2.2 SUBMISSION OF APPLICATIONS

2.2.1 The Applicant shall enclose the original and the copies of the Application in a sealed envelope, and Applications shall be submitted to PQA either through registered mail or be hand-delivered, to the individual and address specified below:

Designation:	Director (PSP)
Address:	Ground Floor Administration Block Head Office Building, Port Qasim, Karachi.
Phone No.:	021-99272201
Email:	pqapsp@gmail.com
Websites:	www.pqa.gov.pk

2.2.2 The Application must be received by PQA no later than the Application Submission Deadline and shall be clearly marked as: "*APPLICATION IN RESPECT OF ESTABLISHMENT OF THE MULTIPURPOSE CARGO TERMINAL ON BOT BASIS AT PORT QASIM, KARACHI, PAKISTAN*".

2.3 LANGUAGE OF THE APPLICATION

2.3.1 The Application and all correspondence and documents related to the prequalification between the Applicant and PQA shall be written in the English language. In case any document/information furnished by the Applicant is in a language other than English, it will need to be accompanied by an English translation (duly notarized by notary public and: (i) attested by Pakistan Embassy/Consulate and, once brought into Pakistan, should be attested by the Ministry of Foreign Affairs, Pakistan; or (ii) subject to the applicable laws of the country in which the document is executed, authenticated by an apostille under the Apostille Convention). In case of any discrepancy, the English translation shall prevail.

2.4 MINIMUM REQUIREMENTS FOR PREQUALIFICATION

2.4.1 A minimum requirement for prequalification is that each Applicant must secure an overall mark of at least sixty-five percent (65%), and not less than fifty percent (50%) in each of category A and category B, as set out at Section 5.13.3 (*Qualification Evaluation Criteria*) of this

Prequalification Document. Only those Applicants meeting or exceeding these thresholds shall be prequalified and invited to participate in the Bidding Process to be conducted for this Project.

2.5 NOTICE OF PREQUALIFICATION

2.5.1 Once PQA has completed the evaluation of the Applications, it shall, in writing, notify Applicants whether or not they have qualified. After the Applicants have been notified of the results of the prequalification, PQA shall issue the RFP to all Applicants that have been prequalified in accordance with this Prequalification Document and the Public Procurement Rules.

2.6 CLARIFICATIONS OF PREQUALIFICATION DOCUMENT

2.6.1 A prospective Applicant requiring any clarification pertaining to this Prequalification Document shall do so in writing in accordance with Section 2.6.2 below. Alternatively, a prospective Applicant may raise its enquiries during the prequalification meeting, the time, date and venue of which is in Section 4 (Data Sheet).

2.6.2 An Applicant requiring any clarification in relation to this Prequalification Document shall submit its request in writing, by letter or email, to the address specified at item 3 of the Data Sheet, no later than ten (10) Days prior to the Application Submission Deadline. PQA will respond in writing to any request for clarification provided that such request is received within the period stipulated above. The response shall be provided to the Applicants via email and uploaded on the websites of PQA, PPRA including a description of the inquiry but without identifying its source. Should PQA deem it necessary to amend this Prequalification Document as a result of a request for clarification, it shall do so following the procedure under Section 3.7 (*Potential Changes to or Cancellation of the Selection Process*) of this Prequalification Document.

2.6.3 It shall be deemed that, subsequent to the issuance of clarifications on matters relating to this Prequalification Document, all queries, comments, and concerns of the Applicants have been adequately addressed to their satisfaction. Accordingly, any Application submitted in response to this Prequalification Document shall be construed as being made upon full understanding and acceptance of the terms and conditions set forth herein, and such submission shall be deemed as an unconditional acceptance of all provisions of this Prequalification Document.

2.6.4 The Applicants are to ensure that their Applications are submitted in compliance with this Prequalification Document and PQA shall not be held responsible for any non-compliance thereof. All pages of the Application must be signed and stamped in original by the Applicant's (in case of a Consortium, the Lead Member) authorized representative. All the pages must be numbered starting from the first page to the last. Any Application not substantially adhering to these requirements may be rejected by PQA.

2.7 CONDITIONS AND REQUIREMENTS FOR PREQUALIFICATION OF APPLICANT

2.7.1 The Application may be submitted by a single Entity or a Consortium of Entities. The

Consortium Members shall collectively hold one hundred percent (100%) of the equity/shareholding of the SPV. No person other than a Consortium Member shall hold any equity/shareholding in the SPV prior to the execution of the Implementation Agreement

2.7.2 In case the Application is submitted by a Consortium, such Applicant shall submit details of the arrangements with respect to the Consortium specifying:

(a) the name of the Consortium Member who will be the lead member in the Consortium (the **Lead Member**) who shall:

(i) hold a minimum of fifty-one percent (51%) equity/shareholding stake in the SPV; and

(ii) fulfill the requirements set out in Section 5 (*Application Evaluation Criteria*) and Section 6 (*Application Forms and Appendices)*;

(b) the name of Consortium Members fulfilling the requirements set out in Section 5 (*Application Evaluation Criteria*) and Section 6 (*Application Forms and Appendices)* and their respective equity / shareholding stake in the SPV.

2.7.3 The Lead Member shall have the power to direct the management, policies and decisions, in each case, of the SPV. Each Consortium Member (apart from the Lead Member) must hold a minimum of ten percent (10%) equity/ownership interest in the SPV.

2.7.4 Following the Application Submission Deadline and until the execution of the Implementation Agreement, no change in the proposed shareholding of the SPV shall be made – whether by way of a change in the proposed shareholding of a Consortium Member, or by way of admission of an Entity which is not the Applicant or a Consortium Member as a proposed shareholder of the SPV – unless:

(a) PQA has given its prior written consent;

(b) following such change, the Applicant (and where the Applicant is a Consortium, the Consortium Members) and the proposed Entity satisfies each requirement of this Prequalification Document, including criteria set out in Section 5 (*Application Evaluation Criteria*); and

(c) such change complies with the requirements stipulated in the RFP,

provided that, following the execution of the Implementation Agreement, no change in the shareholding of the SPV shall be permitted save as may be permitted under the Implementation Agreement.

2.7.5 Each Consortium shall appoint and authorize the Lead Member to represent and irrevocably bind the Consortium Members in all matters connected with the prequalification and in case the Consortium is prequalified, during the Bidding Process, and in case the Consortium is awarded the Project, during execution of the Implementation Agreement.

2.7.6 At the prequalification stage, each Consortium Member shall submit: (a) a formal letter of intent (executed by the authorized representatives of each Consortium Member) to enter into a consortium agreement based on the requirements specified in Application Form A-3 (*Requirements for Consortium*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document; and (b) with the exception of the Lead Member, a power of attorney in favour of the Lead Member, to authorize it to represent and bind all Consortium Members as per the format attached under Part A (*Power of Attorney to Authorize the Lead Member*) of Appendix II (*Form of Power of Attorney*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document. Applicants who have participated as a Consortium, shall be required to submit consortium agreements during the Bidding Process in accordance with the requirements specified in the RFP.

2.7.7 Following prequalification, an Applicant shall not change its composition (including by the addition, removal or substitution of any Consortium Member) save with the prior written consent of PQA; provided that, the Applicant continues to satisfy each requirement of this Prequalification Document following such change. Any change in the proposed shareholding of the Consortium Members in the SPV shall be governed by Section 2.7.4.

2.7.8 An Applicant (or in the case of a Consortium, each Consortium Member) shall not have a conflict of interest. All Applicants (or in the case of a Consortium, each Consortium Members) found to have a conflict of interest shall be disqualified. PQA will take appropriate actions to manage such conflicts of interest which may include rejecting the Application if it determines that a conflict of interest may affect the integrity of the prequalification process being conducted under this Prequalification Document.

2.7.9 An Applicant (or in the case of a Consortium, each Consortium Member) which has been declared ineligible or has been blacklisted by any Federal or Provincial governmental or non-governmental department/agency in Pakistan, or any other provincial government/governments of any foreign countries or their governmental bodies and/or International Organizations (e.g. World Bank, Asian Development Bank, United Nations, International Monetary Fund etc.) at the Application Submission Deadline or thereafter, shall not be considered.

2.7.10 In order to demonstrate eligibility to participate in this Selection Process, Applicants are required to submit all information/documentation as per the Eligibility Criteria.

2.7.11 Each Applicant shall indemnify each PQA Person fully in respect of any damage, cost, penalty or expense of any kind incurred by such person arising from an Applicant's breach of its obligations referred to above and other obligations under this Prequalification Document.

3. INFORMATION TO APPLICANTS

3.1 INFORMATION AND DOCUMENTS TO BE SUBMITTED WITH THE APPLICATION

3.1.1 Information required at the prequalification stage shall be mandatorily prepared using the standard formats provided in Section 6 (*Application Forms and Appendices*) and shall include, *inter alia*:

(a) all documents and information set out in Section 5 (*Application Evaluation Criteria*) of this Prequalification Document;

(b) in case of a Consortium, the Applicant shall, together with its Application, submit a formal letter of intent executed by the authorized representative of each Consortium Member, based on the requirements specified in Application Form A-3 (*Requirements for Consortium*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document;

(c) in case of a single Applicant, the Applicant must convey its intent, through a letter of intent, to incorporate a SPV for the purposes of execution of the relevant agreements and for undertaking the Project; provided that, the single Applicant shall have a hundred percent (100%) equity/shareholding stake in the SPV;

(d) the Application submitted by the Applicant shall include the following information:

(i) signed and filled out '*Letter of Application*', as set out in Application Form A-1 (*Letter of Application*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document;

(ii) general information form, in the form and substance as set out in Application Form A-2 (*General Information*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document;

(iii) in case of a Consortium, a formal letter of intent by each Consortium Member, based on the requirements specified in Application Form A-3 (*Requirements for Consortium*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document;

(iv) authorization in the form of a power of attorney on behalf of the Applicant, and in case of a Consortium, by the authorized representative of each Consortium Member, authorizing its representative to sign the relevant documents as per the requirements of this Prequalification Document, on its behalf, in the format attached as Part B (*Power of Attorney to Authorize a Person to Sign the Documents*) of Appendix II (*Form of Power of Attorney*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document, along with a copy of authorization (such as in the form of a board resolution) in favour of the person issuing the power of attorney;

(v) in case the Applicant is a Consortium, a power of attorney, to be executed by the authorized representatives of the Consortium Members (except the Lead Member), in favour of the Lead Member, to authorize it to represent and bind all Consortium Members, as set out in Part A (*Power of Attorney to Authorize the Lead Member*) of Appendix II (*Form of Power of Attorney*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document, along with a copy of authorization (such as in the form of a board resolution) in favour of the person issuing the power of attorney;

(vi) following Application Forms, specified in Section 6 (*Application Forms and Appendices*) of this Prequalification Document, each prepared as per the requirements and containing the details specified therein:

(A) Application Form A-4 (*Technical Qualification Criteria Evidence Form Sheet*);

(B) Application Form A-5 (*Financial Qualification Criteria Evidence Form Sheet*);

(C) Application Form A-6 (*Litigation History*), where applicable in accordance with Section 5.8.2;

(vii) all appendices of this Prequalification Document applicable to the Applicant, as provided in Section 6 (*Application Forms and Appendices*);

(viii) an affidavit from the Applicant (or in case of a Consortium, each Consortium Member), in the form and substance as set out in Appendix I (*Format of Affidavit*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document;

(ix) proof of registration of Applicant (or in the case of a Consortium, each Consortium Member) with the relevant income tax authorities (i.e. the NTN certificate) issued by the Federal Board of Revenue, Sindh Revenue Board, or equivalent authority. Foreign Consortium Members must provide tax registration certificates from their respective regulatory tax authorities; and

(x) proof of registration of Applicant (or in the case of a Consortium, each Consortium Member) with the relevant sales tax authority, if applicable.

3.2 COSTS OF APPLICATION

3.2.1 Applicants shall bear all costs and expenses associated with the preparation and submission of their Application, including, without limitation, all costs and expenses relating to preparation of responses to any clarifications sought by PQA, attendance at meetings, conduct of due diligence, site visits, and engagement of consultants, advisors or contractors. PQA shall in no case be responsible or liable for such costs, regardless of the conduct or outcome of the Selection Process.

3.3 <u>PREPARATION OF APPLICATION</u>

3.3.1 In preparing their Application, the Applicants are required to carefully examine all instructions, forms, and terms contained in this Prequalification Document. Material deficiencies, including deviations from the required scope, experience, or failure to provide the information requested in the prescribed formats as set out in Section 6 (*Application Forms and Appendices*), may result in rejection of the Application.

3.3.2 The required information and documentation must be furnished strictly in accordance with the formats prescribed in this Prequalification Document, set out under Section 5 (*Application Evaluation Criteria*) and Section 6 (*Application Forms and Appendices*). All forms and supporting documents must be completed and submitted as per the requirements of this Prequalification Document. The proposals, as per the RFP, will be requested separately from only those Applicants who are shortlisted or prequalified at the prequalification stage pursuant to this Prequalification Document.

3.3.3 The Applicants shall submit a single package containing only the documents required for prequalification at this stage. The Applicants shall prepare one (1) original of the documents comprising the Application and clearly mark it "*Original*". The original of the Application shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of an Applicant.

3.3.4 Applicants shall submit one (1) copy of the signed original Application and clearly mark it "*COPY*". In the event of any discrepancy between the original and the copies, the original shall prevail.

3.3.5 One (1) CD/DVD/USB of the complete Application and all other supporting documents should also be provided, and CD/DVD/USB should be marked as "*ELECTRONIC COPY*". In the event of any discrepancy between the hard copy and the soft copy, the original hard copy of the Application shall prevail. The CD, DVD, or USB shall include Applicant's name and the Project shall be identified in the label or adhesive. The soft copy shall contain an index, and links, to the documents therein which shall be in PDF or MS Office format. All files shall be fully searchable to the extent possible. All file names shall be self-explanatory.

3.3.6 Each Applicant shall submit only one (1) Application in response to this Prequalification Document. Submission of more than one Application by the same Applicant will result in rejection of all such Applications.

3.3.7 Any interlineations, erasures, or overwriting in any document forming part of the Application shall be valid only if they are signed or initialled by the authorized representative signing the Application.

3.3.8 The Application as well as all correspondence and documentation exchanged between the Applicant and PQA shall be in the English language. It is desirable that the Applicant's personnel have a working knowledge of the national and regional languages of Pakistan.

3.4 SUBMISSION AND RECEIPT

3.4.1 PQA shall not be responsible for any delay in submission of the Application, regardless of the cause. Any Application received after the Application Submission Deadline shall be declared late and will be subsequently rejected.

3.4.2 No Applicant shall be permitted to alter or modify their Applications after the expiry of Application Submission Deadline. However, PQA may, at its discretion, seek clarifications from the Applicant in writing for the purpose of evaluating Applications, provided that no change in the substance of the Application shall be permitted.

3.4.3 In the case of a single Applicant, the Application must be properly signed by an authorized representative of the Applicant. In the case of a corporate Entity, a board resolution or authority letter authorizing the signatory must be submitted. Where the single Applicant is a non-corporate Entity, a power of attorney appointing the authorized representative to sign on behalf of the Applicant must be provided, in accordance with the requirements of this Prequalification Document.

3.5 OPENING OF APPLICATIONS

3.5.1 The Committee shall conduct the opening of the Applications on the same Day as the Application Submission Deadline at the time and address provided in the Data Sheet, in the presence of the Applicants' designated representatives who choose to attend. All representatives in attendance shall be required to sign an attendance register as evidence of their presence.

3.5.2 The Committee shall prepare detailed minutes of the Application opening for transparency and its own record, in accordance with the applicable laws. The names of the Applicants, any withdrawals, and such other details as the Committee may consider appropriate, shall be announced at the time of opening.

3.5.3 Any attempt by an Applicant to influence the process of examination, clarification, comparison or evaluation of Applications, or decisions regarding award of Project, shall result in the rejection of such Applicant's Application.

3.6 APPLICATION EVALUATION

3.6.1 The Committee shall use the criteria and methods set out in Section 5 (*Application Evaluation Criteria*) to evaluate the qualifications of the Applicants and shall submit its evaluation report to PQA.

3.6.2 The Net Worth requirements applicable to the Applicants as set out in Section 5.11 (*Net Worth*) of this Prequalification Document shall be calculated on the following parameters, based on audited financial statements:

(a) **Net Worth** shall be calculated as the relevant Applicant's (or in case of Consortium, each Consortium Member's) Total Assets minus the sum of: (i) Total Liabilities; and (ii) Revaluation Surplus (or similar entry) on a consolidated basis. For the purposes of evaluation, the Net Worth of the latest financial year shall be considered;

(b) **Total Assets** shall be calculated as the total consolidated assets of such Applicant (or in case of Consortium, each Consortium Member's) measured in accordance with either IFRS or any other similar accounting or public accounting standard which is permissible in the jurisdiction in which the relevant Applicant (or in case of Consortium, each Consortium Member) is incorporated/registered;

(c) **Total Liabilities** shall be calculated as the total consolidated liabilities of such Applicant (or in case of Consortium, each Consortium Member's) measured in accordance with either IFRS or any other similar accounting or public accounting standard which is permissible in the jurisdiction in which the relevant Applicant (or in case of Consortium, each Consortium Member) is incorporated/registered;

(d) **Revaluation Surplus (or similar entry)** shall be calculated as the total consolidated figure for any upward changes in the value of the capital/fixed assets of such Applicant (or in case of Consortium, each Consortium Member's) measured in accordance with either IFRS or any other similar accounting or public accounting standard which is permissible in the jurisdiction in which the relevant Applicant (or in case of Consortium, the relevant Consortium Member) is incorporated/registered. It is typically under the '*Equity*' line item in balance sheet.

(e) Calculations shall be made based:

(i) on the relevant Applicant's audited consolidated financial statements, or in the case of a Consortium, all cumulative balance of all Consortium Member's audited consolidated financial statements, duly certified by an independent certified public or chartered accountant or auditor, for the three (3) most recent financial years for which audited financial statements are available as at the Application Submission Deadline; or

(ii) if the relevant Applicant (or in case of Consortium, relevant Consortium Member) is incorporated/registered in a jurisdiction which does not require the auditing of financial statements; and/or such Applicant (or in case of Consortium, the Consortium Member) has not in fact had its financial statements audited, on such Applicant's (or in case of Consortium, such Consortium Member's) non-audited consolidated financial statements, accompanied by a written opinion issued by an independent certified public or chartered accountant or auditor certifying the relevant Applicant (or in case of Consortium, relevant Consortium Member's) Net Worth for the three (3) most recent financial years for which such financial statements are available as at the Application Submission Deadline.

Provided, that the non-audited financial statements submitted by an Applicant (or in case of Consortium, each Consortium Member's), which is required by applicable law to prepare audited financial statements, shall not be accepted for the purposes of evaluation.

3.6.3 All Applicants whose Applications have been determined to be responsive to the requirements of this Prequalification Document and who have met or exceeded the specified criteria shall be prequalified. Only Prequalified Applicants shall be invited to participate in the Bidding Process to be conducted for the Project.

3.6.4 PQA shall have the right to disqualify any Applicant if, at any stage, it is determined that the information submitted concerning its qualification or its professional, technical, financial, legal or managerial competence, was false, materially inaccurate, incomplete or if the Applicant has engaged in any Fraud and Corrupt Practices.

3.6.5 During the Bidding Process, all Prequalified Applicants will be required to comply with the requirements set out in the RFP.

3.7 <u>POTENTIAL CHANGES TO OR CANCELLATION OF THE SELECTION PROCESS</u>

3.7.1 At any time prior to the Application Submission Deadline, PQA may amend this Prequalification Document by issuing an addendum/corrigendum. Any addendum/corrigendum issued shall be deemed to form part of this Prequalification Document, shall be published on the relevant websites of PQA and other procurement authorities, as applicable. PQA may, at its discretion, extend the Application Submission Deadline if it considers that, as a result of the issuance of any addendum/corrigendum, additional time will be required by Applicants for the preparation of their Applications. If all Applications are rejected, only then PQA may, in accordance with the applicable rules of Public Procurement Rules, undertake a fresh procurement process for the Project.

3.7.2 PQA reserves the right, at its sole discretion and at any time, without becoming liable to any Applicant or other party, to modify, amend, suspend, postpone, or cancel all or any part of the Selection Process, including by amending this Prequalification Document, the limits and scope of the Project, or by extending any deadline or time limit specified herein. Any such action will be communicated through an addendum/corrigendum, which shall be explicitly identified as such.

3.7.3 If PQA receives only one Compliant Application in response to this Prequalification Document, it reserves the right to cancel the Selection Process in accordance with the Public Procurement Rules.

3.7.4 In the event that the PQA rejects or annuls all the Applications, it may, at its discretion, invite all eligible Applicants to submit fresh Applications or restart the Selection Process.

3.7.5 PQA reserves the right to cancel the Selection Process at any time, without any obligation to provide reasons to any of the Applicants. Upon request by any of the Applicants, PQA shall communicate the grounds for cancellation of the Selection Process, but shall not be required to justify such grounds.

3.7.6 The submission of an Application in response to this Prequalification Document shall be considered an unconditional acceptance of all of its provisions.

3.8 <u>No Obligation to Select or Proceed</u>

3.8.1 Notwithstanding anything contained in this Prequalification Document, by submitting an Application, each Applicant (or in the case of a Consortium, each Consortium Member) acknowledges and agrees as follows:

(a) PQA may, at its sole discretion:

(i) refuse to consider or withdraw from the Selection Process; or

(ii) cancel the Selection Process at any time without assigning any reason; or

(iii) proceed with the Project under a fresh procurement process; or

(iv) proceed with the Project on a basis other than build, operate and transfer; or

(v) reject any Application that, in the sole opinion of the PQA, is incomplete, irregular, contains exceptions or deviations, includes false or misleading statements or omissions or fails to provide any material information required under this Prequalification Document;

(b) PQA is not obliged to accept any Application that meets the Eligibility Criteria, if the Application is not a Compliant Application. PQA's decision with respect to the compliance or non-compliance of any Application shall be final and binding, and PQA shall have no obligation to consult or correspond with any Applicant in relation to such decisions,

provided that, in each case, PQA shall have no liability to any Applicant or any other person in respect of any such action.

3.9 <u>No Contract</u>

3.9.1 No contract whatsoever is created by or arises from this Prequalification Document, which does not, under any circumstances, constitute an offer or commitment by PQA to enter into a contract with any party and/or Applicant.

3.9.2 PQA and/or the Committee shall have no obligation, responsibility, commitment, or legal liability towards any Applicant arising from this Prequalification Document or any Application submitted in response thereto, or from the Selection Process.

3.10 <u>No Collusion</u>

3.10.1 PQA reserves the right to disqualify any Applicant that, in its opinion, has engaged in collusive, fraudulent, or anti-competitive practices in connection with the Project.

3.11 <u>Fraud and Corruption</u>

3.11.1 "*Fraud and Corrupt*" means either one or any combination of the practices given below:

(a) "*coercive practice*" means any impairing or harming, or threatening to impair or harm, directly or indirectly, any party or the property of the party to influence the actions of a party to achieve a wrongful gain or to cause a wrongful loss to another party;

(b) "*collusive practice*" means any arrangement between two or more parties to the procurement process designed to stifle open competition for any wrongful gain, and to establish prices at artificial non-competitive levels;

(c) "*corrupt practice*" means the offering, giving, receiving or soliciting, directly or indirectly, of anything of value to influence the acts of another party for wrongful gain;

(d) "*fraudulent practice*" means any act or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party to obtain a financial or other benefit or to avoid an obligation; and

(e) "*obstructive practice*" means harming or threatening to harm, directly or indirectly, persons to influence their participation in a procurement process, or affect the execution of a contract.

An Applicant (or, in the case of a Consortium, any Consortium Member) that engages in any Fraud and Corrupt Practice shall be disqualified from the Selection Process, and PQA may refer the matter to the PPRA and to any other competent authority.

3.12 MISLEADING, FALSE AND/OR FORGED INFORMATION

3.12.1 PQA reserves the right to reject an Application at any stage of the Selection Process if it transpires that any information provided by the Applicant is found to be false, misleading, or forged.

3.13 NO LOBBYING

3.13.1 Applicants shall not attempt to communicate, directly or indirectly, with any representative of the PQA or the Committee at any stage of the Selection Process (including during the evaluation process), except as expressly directed or permitted by PQA, or as may be required and permitted under another procurement process, project or other assignment, in which event the Applicant shall not have any discussions regarding the Project.

3.13.2 PQA/Committee reserves the right to disqualify any Applicant that, in its opinion, has engaged in lobbying in connection with this Project.

3.14 NO CLAIMS

3.14.1 PQA shall not be liable for any claims, whether for costs, expenses, losses, damages, or loss of anticipated profits, or for any other matter whatsoever, incurred by the Applicant (or in the case of a Consortium, each Consortium Member), in connection with the preparation and submission of an Application or any other activity related to or arising out of this

Prequalification Document.

3.15 NO CONFLICT

3.15.1 PQA reserves the right to disqualify any Applicant that in its opinion has a conflict of interest, whether such conflict exists at present or is likely to arise in the future.

3.16 CONFIDENTIALITY

3.16.1 All information provided by PQA in connection with this Prequalification Document shall be treated as confidential and the Applicants shall not, without the prior written consent of PQA, at any time make use of such information for their own purposes or disclose such information to any person, except as may be required by law. No news release, public announcement, or any other reference to this Prequalification Document or any phase of any program hereunder shall be made without the prior written consent of PQA.

3.16.2 Information relating to the examination, clarification, evaluation and recommendation for the Applicant shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional advisor advising PQA in relation to or matters arising out of, or concerning the Selection Process. PQA shall treat all information, submitted as part of the Application, in confidence and shall require all those who have access to such material to treat the same in confidence. PQA shall not divulge any such information, unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or to enforce or assert any right or privilege of the statutory entity and/or the PQA.

3.16.3 All information supplied by PQA in connection with this Prequalification Document including the documents shared, remain the property of PQA and is transmitted to the Applicant solely for the purpose of preparation and submission of the Application in accordance herewith.

3.16.4 Each Applicant shall indemnify PQA and keep PQA indemnified against all actions, claims, demands, liability, proceedings, damages, costs, charges and expenses whatsoever arising out of or in connection with any breach of the provisions of this Section 3.16 (*Confidentiality*).

3.17 MISCELLANEOUS

3.17.1 The Selection Process and this Prequalification Document shall be governed by, and construed in accordance with, the laws of Pakistan and the Courts of Karachi shall have exclusive jurisdiction over all disputes arising under, pursuant to or in connection with the Selection Process.

3.18 NO COMPENSATION OR GUARANTEE TO SUCCESSFUL BIDDER

3.18.1 The Successful Bidder shall not be entitled to any compensation or guarantee from PQA in respect of the return on its investment in the Project. The financial returns of the Project shall depend solely on its performance and shall be distributed strictly in accordance with the Implementation Agreement.

4. DATA SHEET

1.	**Name of Procuring Agency**	Port Qasim Authority
2.	**Project Name**	Establishment of the Multipurpose Cargo Terminal on BOT Basis at Port Qasim, Karachi, Pakistan.
3.	**Address for seeking clarifications on this Prequalification Document**	Designation: Director (PSP) Address: Ground Floor Administration Block Head Office Building, Port Qasim, Karachi. Telephone No.: 021-99272201 Fax No: 92-21-34730108 Email: pqapsp@gmail.com
6.	**Prequalification Meeting**	**Location:** Admin Conference Room, 2nd Floor Administration Block Head Office. Building, Port Qasim, Karachi. **Time:** 1100 hours. **Date:** 08.09.2026.
4.	**Application Submission Deadline**	**Time:** 1200 hours. **Date:** 29.10.2026
5.	**Address and Schedule for opening of Applications**	**Time:** 12:30 hours. **Date:** 29.10.2026. Admin Conference Room, 2nd Floor, Administration Block Head, Office Building, Port Qasim, Karachi.

5. APPLICATION EVALUATION CRITERIA

5.1 ELIGIBILITY CRITERIA

5.1.1 An Application received from an Applicant, shall only be considered if the information/components stated in Section 5.2 (*Constitutive Documents*) to Section 5.9 (*Eligible Countries*) have been provided and the requirements herein are satisfied.

5.1.2 Any Application which does not fulfill the Eligibility Criteria shall not be considered for further evaluation.

5.2 CONSTITUTIVE DOCUMENTS

5.2.1 The Applicant (or, in the case of a Consortium, each Consortium Member) shall submit a detailed description of itself, containing:

(a) legal name;

(b) complete head office contact information, including mailing address, telephone and fax numbers, and an e-mail address;

(c) incorporation details, including corporate charter, articles of incorporation, and proof of legal authorization to operate in Pakistan. If an Applicant (or in the case of a Consortium, each Consortium Member) is a non-corporate Entity, then proof of that legal entity's registration must be provided.

5.2.2 Foreign Entities participating in the prequalification process should submit certified true copies of their constitutive documents.

5.2.3 In case any document/information furnished by the Applicant is in a language other than English, it will need to be accompanied by an English translation (duly notarized by notary public and: (i) attested by Pakistan Embassy/Consulate and, once brought into Pakistan, should be attested by Ministry of Foreign Affairs, Pakistan; or (ii) subject to the applicable laws of the country in which the document is executed, authenticated by an apostille under the Apostille Convention). In case of any discrepancy, the English translation shall prevail.

5.3 REGISTRATION WITH TAX AUTHORITIES

5.3.1 The Applicant (or in the case of a Consortium, each Consortium Member) must possess a valid registration certificate from the income tax authority (i.e., the NTN certificate) and relevant sales tax authority, if applicable. Valid NTN certificate(s) and tax returns filed for last three (3) years are to be attached and relevant sales tax certificate, if applicable.

5.3.2 Foreign Entities participating in the prequalification process should submit a tax certificate of their country and tax returns filed for last three (3) years. In case any document/information furnished is in a language other than English, it will need to be accompanied by an English translation (duly notarized by notary public and attested by: (i)

Pakistan Embassy/Consulate and, once brought into Pakistan, should be attested by Ministry of Foreign Affairs, Pakistan; or (ii) subject to the applicable laws of the country in which the document is executed, authenticated by an apostille under the Apostille Convention). In case of any discrepancy, the English translation shall prevail.

5.4 REGISTRATION WITH PAKISTAN ENGINEERING COUNCIL (PEC)

5.4.1 Where a single Applicant (or in the case of a Consortium, any Consortium Member) is a constructor/civil engineering firm, such Applicant or Consortium Member must possess valid registration with the PEC in category C-A having at least specialization codes of CE-03 and CE-10.

5.4.2 In case of any foreign Entity, the Applicant (or in the case of a Consortium, the relevant Consortium Member) being a constructor/civil engineering firm, such foreign Entity must possess valid registration with the PEC in category FC-A.

5.4.3 In each case above, valid PEC registration certificates are required to be attached.

5.5 AFFIDAVIT FOR GOVERNMENT OWNED LEGAL ENTITIES

5.5.1 In case an Applicant (or in the case of a Consortium, each Consortium Member) is a government owned legal enterprise or institution, such Entity, must establish that it is legally and financially autonomous and operating under commercial law.

5.5.2 An Applicant (or in the case of a Consortium, each Consortium Member) that is a government owned legal enterprise or institution shall submit an affidavit as set out in Appendix I (*Format of Affidavit*) of Section 6 *(Application Forms and Appendices*) of this Prequalification Document confirming that they are legally and financially autonomous and operating under commercial law.

5.5.3 In case the affidavit is issued by a foreign Entity outside Pakistan, such affidavit will have to be duly notarized by notary public and: (i) attested by Pakistan Embassy/Consulate and, once brought into Pakistan, should be attested by Ministry of Foreign Affairs, Pakistan; or (ii) subject to the applicable laws of the country in which the document is executed, authenticated by an apostille under the Apostille Convention.

5.6 NO CONFLICT OF INTEREST

5.6.1 Applicants (or in the case of a Consortium, each Consortium Member) may be considered to be in a conflict of interest if they, *inter alia*, participated as a consultant in the preparation of the design or technical/commercial/financial/legal specifications for the works and/or services for the Project, that are the subject of this prequalification (or the subsequent Bidding Process to be conducted for the Project), or if an Applicant (or in the case of a Consortium, each Consortium Member) participated in more than one application in the prequalification process, either individually or as a partner in a Consortium or is an affiliate of PQA or any of its advisors. This will result in the disqualification of all Applications in which it is involved.

5.6.2 In case there is no conflict, the Applicant (or in case of a Consortium, each Consortium Member) shall provide evidence in the form of an affidavit set out as Appendix I (*Format of Affidavit*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document.

5.6.3 In case the affidavit is issued by a foreign Entity outside Pakistan, such affidavit will have to be duly notarized by notary public and: (i) attested by Pakistan Embassy/Consulate and, once brought into Pakistan, should be attested by Ministry of Foreign Affairs, Pakistan; or (ii) subject to the applicable laws of the country in which the document is executed, authenticated by an apostille under the Apostille Convention.

5.7 NON-BLACKLISTING

5.7.1 Each Applicant (or in the case of a Consortium, each Consortium Member) shall provide evidence, in the form of an affidavit set out as Appendix I (*Format of Affidavit*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document, of non-blacklisting by its employers, by any Federal or Provincial governmental or non-governmental department/agency in Pakistan, or any other provincial government/governments of any foreign countries or their governmental bodies and/or International Organizations (e.g. World Bank, Asian Development Bank, United Nations, International Monetary Fund etc.) as at the Application Submission Deadline.

5.7.2 In case the affidavit is issued by a foreign Entity outside Pakistan, such affidavit will have to be duly notarized by notary public and: (i) attested by Pakistan Embassy/Consulate and, once brought into Pakistan, should be attested by Ministry of Foreign Affairs, Pakistan; or (ii) subject to the applicable laws of the country in which the document is executed, authenticated by an apostille under the Apostille Convention.

5.8 LITIGATION HISTORY

5.8.1 All pending litigation against the Applicant (or in the case of a Consortium, each Consortium Member) shall in total not represent more than fifty percent (50%) of the respective Net Worth, nor shall there be any litigation that prevents or materially impedes the Applicant (or in the case of a Consortium, each Consortium Member) from its obligations in respect of the Project.

5.8.2 Applicants (or in the case of a Consortium, each Consortium Member) shall provide details of the litigation in the format attached as Application Form A-6 (*Litigation History*) of Section 6 *(Application Forms and Appendices*) of this Prequalification Document or in case of no litigation, submit an affidavit in the format set out in Appendix I (*Format of Affidavit*) of Section 6 (*Application Forms and Appendices*) of this Prequalification Document.

5.8.3 In case the affidavit is issued by a foreign Entity outside Pakistan, such affidavit will have to be duly notarized by notary public and: (i) attested by Pakistan Embassy/Consulate and, once brought into Pakistan, should be attested by Ministry of Foreign Affairs, Pakistan; or (ii) subject to the applicable laws of the country in which the document is executed, authenticated by an apostille under the Apostille Convention.

5.9 ELIGIBLE COUNTRIES

5.9.1 An Applicant, (or in the case of a Consortium, each Consortium Member), shall be incorporated/registered in an Eligible Country. An Applicant (or in the case of a Consortium, each Consortium Member), shall be deemed to be incorporated/registered in an Eligible Country, if the Applicant (or in the case of a Consortium, each Consortium Member) is constituted, incorporated, or registered and operates in conformity with the provisions of the laws of that country.

5.10 AVERAGE ANNUAL TURNOVER

5.10.1 The Applicant, where it is a single Entity, must have a minimum average annual turnover of USD 150,000,000/- (United States Dollars One Hundred and Fifty Million only) for the last three (3) financial years.

5.10.2 The Applicant, where it is a Consortium, must have a minimum average annual turnover of USD 150,000,000/- (United States Dollars One Hundred and Fifty Million only) for the last three (3) financial years, provided that:

(a) the average annual turnover of the Lead Member must at least be fifty-five percent (55%) of the minimum threshold of USD 150,000,000/- (United States Dollars One Hundred and Fifty Million only);

(b) the outstanding annual turnover to reach the minimum threshold of USD 150,000,000/- (United States Dollars One Hundred and Fifty Million only) must be collectively satisfied by the remaining Consortium Members; and

(c) the average annual turnover of an individual Consortium Member shall not be less than USD 15,000,000/- (United States Dollars Fifteen Million only),

in each case, for the last three (3) financial years.

5.10.3 The Applicant (in case of a Consortium, each Consortium Member) shall submit audited consolidated financial statements, including a consolidated balance sheet, income statement, statement of cash flows and accompanying notes for the three (3) financial years as evidence.

5.11 NET WORTH

5.11.1 The Applicant, where it is a single Entity, must have a tangible Net Worth of not less than USD 75,000,000/- (United States Dollars Seventy-Five Million only) in the latest financial year. The tangible Net Worth shall not include any surplus on revaluation.

5.11.2 The Applicant, where it is a Consortium, must have a tangible Net Worth of not less than USD 75,000,000/- (United States Dollars Seventy-Five Million only), provided that:

(a) the Lead Member must have a minimum Net Worth of fifty-five percent (55%) of the minimum threshold of USD 75,000,000/- (United States Dollars Seventy-Five Million only);

(b) the outstanding sum to reach the minimum threshold of USD 75,000,000/- (United States Dollars Seventy-Five Million only) must be collectively satisfied by the remaining Consortium Members; and

(c) the Net Worth of an individual Consortium Member shall not be less than USD 7,500,000/- (United States Dollars Seven Million Five Hundred Thousand only),

in each case, in the latest financial year.

5.11.3 The Applicant (in case of Consortium, each Consortium Member) shall submit audited consolidated financial statements, including a consolidated balance sheet, income statement, statement of cash flows and accompanying notes for the three (3) financial years as evidence.

5.12 <u>CASH AND FUNDING LINES</u>

5.12.1 The Applicant, where it is a single Entity, must have aggregate cash, short-term or liquid investments, and funding lines of not less than USD 10,000,000/- (United States Dollars Ten Million only).

5.12.2 The Applicant, where it is a Consortium, must collectively have cash, short-term or liquid investments, and funding lines of at least USD 10,000,000/- (United States Dollars Ten Million only), provided that;

(a) the Lead Member must have cash, short-term or liquid investments, and funding lines of at least fifty five percent (55%) of the minimum threshold of USD 10,000,000/- (United States Dollars Ten Million only);

(b) the outstanding sum to reach the minimum threshold of USD 10,000,000/- (United States Dollars Ten Million only) must be collectively satisfied by the remaining Consortium Members; and

(c) the cash, short-term or liquid investments, and funding lines of an individual Consortium Member shall not be less than USD 1,000,000/- (United States Dollars One Million only).

5.13 <u>QUALIFICATION EVALUATION CRITERIA</u>

5.13.1 Prequalification shall be based on the evaluation criteria set out in this Prequalification Document, including but not limited to, the Applicant's general experience and financial soundness, as demonstrated through the information and documentation submitted in the prescribed forms under Section 6 (*Application Forms and Appendices*) of this Prequalification Document. The evaluation will be conducted in accordance with the requirements and formats provided in this Prequalification Document, and only those Applications that are complete and responsive to these requirements shall be considered for further evaluation.

5.13.2 The experience and resources of sub-contractors shall not be taken into account in determining compliance with the qualifying criteria; however, in the case of a Consortium, the experience and resources of Consortium Members shall be considered.

5.13.3 The evaluation of the Application shall be undertaken in accordance with the criteria and methodology set out below. The marks allocated to each category are as follows:

SR NO.	CATEGORY	MARKS
A.	**Experience Record**	50 marks
A-1	**General Experience**	10 marks
A-2	**Construction and Commissioning of Port Terminals Experience**	10 marks
A-3	**BOT/BOO Infrastructure Project Experience**	10 marks
A-4	**Port Operations and Maintenance Experience**	10 marks
A-5	**Environmental and Health & Safety Experience**	10 marks
B.	**Financial Qualification Criteria**	50 marks
	Total	100 marks

Note: *In order to be prequalified, the Applicant must: (a) secure at least sixty-five percent (65%) overall; and (b) secure at least fifty percent (50%) in each category (A and B) mentioned above; Only those Applicants meeting or exceeding the foregoing thresholds shall be prequalified and invited to participate in the Bidding Process to be conducted for the Project.*

5.13.4 EXPERIENCE RECORD

(a) DOCUMENTARY EVIDENCE:

For each project submitted by the Applicant (or in the case of a Consortium, each Consortium Member) as evidence of meeting the criteria mentioned in this Section 5.13.4 (*Experience Record*) (the **Experience Record**), the Applicant shall provide verifiable and independently and objectively produced documentary evidence in the form of: (i) work order; or (ii) project completion certificate clearly indicating: (A) name of the project and Applicant; (B) role and scope of the work; and (C) project cost. Such evidence (containing information mentioned in (A) to (C) above) shall be provided through project completion certificate issued by the relevant public or private owner/grantor/concessionaire/special purpose vehicle of the project or work order (as applicable).

In case the project has been developed by an Applicant (or in the case of a Consortium, by a Consortium Member), itself as a private project, such Applicant or Consortium

Member shall provide a certificate specifying the information mentioned in (A) to (C) above issued by the project company.

(b) Marks for Experience Record shall be awarded on the basis of the following:

SR NO.	DESCRIPTION	MARKS
A	**Experience Record**	**50 marks**
1.	**A-1) General Experience** The Applicant (or in the case of a Consortium, any Consortium Member) shall demonstrate experience in the design and construction of at least one (1) infrastructure sector project including but not limited to airports, highways and bridges (local or international) that meets the following criteria: (a) the project must have an aggregate project cost of minimum USD 100,000,000/- (United States Dollars One Hundred Million); and (b) the project must have been undertaken during the last fifteen (15) years prior to the Application Submission Deadline.	2 or more projects: 10 marks 1 project: 7.5 marks
2.	**A-2) Construction and Commissioning of Port Terminals Experience** The Applicant (or in the case of a Consortium, any Consortium Member) shall demonstrate experience in the construction and commissioning of port terminal project(s) (local or international), having a handling capacity of at least three (3) MTPA, completed within the last twenty (20) years. For the purposes of this requirement, the same project may be relied upon to satisfy more than one (1) parameter as specified above.	2 or more projects: 10 marks 1 project: 7.5 marks

3.	**A-3) BOT/BOO Infrastructure Project Experience** The Applicant (or in the case of a Consortium, any Consortium Member) shall demonstrate experience of undertaking infrastructure project(s) on BOT/BOO basis (local or international), with an aggregate project cost of minimum USD 100,000,000/- (United States Dollars One Hundred Million only), which was: (a) completed within the last fifteen (15) years; or (b) which is in hand as at the Application Submission Deadline and in respect of which construction has commenced.	2 or more projects: 10 marks 1 project: 7.5 marks
4.	**A-4) Port Operations and Maintenance Experience** The Applicant (or in the case of a Consortium, any Consortium Member) shall demonstrate experience in the operation and maintenance of port project(s) (local or international), having a handling capacity of at least three (3) MTPA; provided, that the foregoing project(s) must have been operated by the Applicant (or, in the case of a Consortium, by the Consortium Member relying upon the project) for at least a period of ten (10) years prior to the Application Submission Deadline. For the purposes of this requirement, projects currently being operated by the Applicant (or, in the case of a Consortium, by the Consortium Member relying upon the project) under this category shall also be eligible for marking. Applicants are permitted to meet this criterion by relying upon a project submitted as evidence in support of A-2 (*Construction and Commissioning of Port Terminals Experience*) above; provided that the project relied upon independently satisfies each of the parameters of this Criterion A-4 (*Port Operations and Maintenance Experience*).	2 or more projects: 10 marks 1 project: 7.5 marks
5.	**A-5) Environmental and Health & Safety Experience** The Applicant (or in the case of a Consortium, any Consortium Member) shall demonstrate	2 or more projects: 10 marks 1 project: 7.5 marks

	experience in the performance of environmental and occupational health and safety aspects, including but not limited to preparation and implementation of EIA and EMMP, and HSP for the construction, commissioning, and operation and maintenance phases of the project(s). Applicants are permitted to meet this criterion by relying upon any project submitted as evidence of meeting the Experience Record.	

5.13.5 FINANCIAL QUALIFICATION CRITERIA

Marks for financial qualification criteria shall be awarded on the basis of the following:

SR NO.	DESCRIPTION	MARKS
B	**Financial Qualification Criteria**	**50**
1.	**B-1) Average Annual Turnover** The criteria specified in Section 5.10 (*Average Annual Turnover*).	If the average annual turnover of the Applicant is equal to or more than USD 150,000,000/- (United States Dollars One Hundred and Fifty Million only), it will be awarded fifteen (15) marks. For each increment of USD 2,000,000/- (United States Dollars Two Million only) above USD 150,000,000/- (United States Dollars One Hundred and Fifty Million only), an additional zero point five (0.50) marks will be awarded till the maximum of twenty (20) marks is reached. Notwithstanding the foregoing, where the Applicant is a Consortium and an individual Consortium Member does not achieve the minimum threshold stipulated in Section 5.10 (*Average Annual Turnover*), the Consortium will not be awarded any marks.
2.	**B-2) Net Worth** The criteria specified in Section 5.11 (*Net Worth*).	If the Net Worth of the Applicant is equal to or more than USD 75,000,000/- (United States Dollars Seventy-Five Million only), it will be awarded fifteen (15) marks.

		For each increment of USD 2,000,000/- (United States Dollars Two Million only) above USD 75,000,000/- (United States Dollars Seventy-Five Million only), an additional zero point five (0.5) marks will be awarded till the maximum of twenty (20) marks is reached. Notwithstanding the foregoing, where the Applicant is a Consortium and an individual Consortium Member does not achieve the minimum threshold stipulated in Section 5.11 (*Net Worth*), the Consortium will not be awarded any marks.
3.	**B-3) Cash and Funding Lines** The criteria specified in Section 5.12 (*Cash and Funding Lines*).	If the cash and funding lines of the Applicant are equal to or more than USD 10,000,000/- (United States Ten Million only), it will be awarded five (5) marks. For each increment of USD 200,000/- (United States Dollars Two Hundred Thousand only) above USD 10,000,000/- (United States Dollars Ten Million only), an additional zero point five (0.5) marks will be awarded till the maximum of ten (10) marks is reached. Notwithstanding the foregoing, where the Applicant is a Consortium and an individual Consortium Member does not achieve the minimum threshold stipulated in Section 5.12 (*Cash and Funding Lines*), the Consortium will not be awarded any marks.

5.14 SELECTION OF APPLICATION

5.14.1 Each Application shall be evaluated for eligibility in accordance with the criteria specified in this Prequalification Document.

5.15 ERRORS OR OMISSIONS IN APPLICATION

5.15.1 PQA, acting on the recommendation of the Committee, may waive or seek rectification of any minor deviation or omission in an Application; provided that, the deviation or omission does not materially affect the capability of the Applicant to perform its obligations in relation to the Project and does not alter the substance of the Application. Where rectification is sought, PQA shall specify a period of not less than three (3) Days within which the Applicant shall respond. Failure to respond within that period shall entitle PQA to evaluate the Application as submitted.

5.16 EXCHANGE RATES

5.16.1 Where this Prequalification Document requires the calculation of any amount in USD, or where Applicants are instructed to provide figures in USD, but the supporting evidentiary documents are denominated in currencies other than USD, the following shall apply:

(a) for historical figures, the conversion shall be made using the December month-end exchange rates for the relevant year, as specified in the "Month-End Ex. Rates in USD" tab of the file available on the State Bank of Pakistan's website at the following link: https://www.sbp.org.pk/ecodata/IBF_Arch.xls; and

(b) for figures pertaining to the current year, the applicable conversion shall be based on the exchange rate prevailing at the end of the month immediately preceding the Application Submission Deadline, as published by the State Bank of Pakistan.

5.16.2 For currencies not listed in the aforementioned file, Applicants are advised to contact the PQA and relevant conversion rates shall be provided.

6. APPLICATION FORMS AND APPENDICES

6.1 APPLICATION FORMS AND APPENDICES

6.1.1 Applicants shall submit the following forms as per the formats provided below:

APPLICATION FORMS AND APPENDICES	
Application Form A-1	Letter of Application
Application Form A-2	General Information
Application Form A-3	Requirements for Consortium
Application Form A-4	Technical Qualification Criteria Evidence Form Sheet
Application Form A-5	Financial Qualification Criteria Evidence Form Sheet
Application Form A-6	Litigation History
Appendix I	Format of Affidavit
Appendix II	Form of Power of Attorney

APPLICATION FORM A-1 (*LETTER OF APPLICATION*)

[To be executed on the letterhead of the Applicant]

[Date]

To: [•]

Re: ESTABLISHMENT OF THE MULTIPURPOSE CARGO TERMINAL ON BOT BASIS AT PORT QASIM, KARACHI, PAKISTAN (the Project)

Dear [Sir/Madam],

Reference to the Prequalification Document issued on [•], by Port Qasim Authority (**PQA**), (the Prequalification Document) in relation to the Project.

We, [*Name of the Applicant*] hereby submit our Application in conformity with the Prequalification Document and request to be considered for prequalification for the Project.

All capitalized terms unless defined herein shall bear the meaning as ascribed thereto in the Prequalification Document.

We, undertake and declare that:

(a) We have examined and have no reservations to the Prequalification Document, including addenda No(s)..

(b) We, [including all Consortium Members,] fully and completely understand and accept the terms of the Prequalification Document and hereby undertake to comply with the requirements specified therein.

(c) We, [including all Consortium Members,] as per the requirements of the Prequalification Document:

(i) have nationalities of Eligible Countries;

(ii) do not have any conflict of interest; and

(iii) have not been declared ineligible/blacklisted by any of our employers, by any Federal or Provincial governmental or non-governmental department/agency in Pakistan, [or any other provincial government/governments of any foreign countries or their governmental bodies and/or International Organizations (e.g., World Bank, Asian Development Bank, United Nations, International Monetary Fund etc.)], as at the Application Submission Deadline.

(d) We understand that PQA may cancel the Selection Process at any time and that PQA is not bound either to accept any Application that it may receive or to invite the Prequalified

Applicants to bid for the Project, without incurring any liability to the Applicants.

(e) We agree to permit PQA and any persons, the advisory consortium of PQA, representatives or auditors appointed and authorized by PQA to inspect and audit our accounts, records and other documents relating to our Application for prequalification.

(f) All the information submitted along with our Application, including the enclosed forms and documents, is accurate in all respects.

(g) We accept the right of PQA to: (i) request additional information reasonably required to assess the Application; (ii) amend the procedures and requirements or make clarifications thereof; and (iii) extend or amend the timelines as stipulated in the Prequalification Document.

(h) All information, representations and other matters of fact communicated (whether in writing or otherwise) to PQA by us or on our behalf, in connection with or arising out of the Application are true, complete and accurate in all respects.

(i) We, [including the Consortium Members,] have made our own investigations and research and have satisfied ourselves in respect of all matters (whether actual or contingent) relating to the Application.

(j) PQA and its authorized representatives may contact the following persons for further information[1], if needed.

GENERAL AND MANAGERIAL INQUIRIES	
[*insert Contact*]	[*insert telephone number*]

PERSONNEL INQUIRIES	
[*insert Contact*]	[*insert telephone number*]

TECHNICAL INQUIRIES	
[*insert Contact*]	[*insert telephone number*]

FINANCIAL INQUIRIES	
[*insert Contact*]	[*insert telephone number*]

Name ....

[1]Applications by Consortia should provide information on a separate sheet for each Consortium Member.

In the capacity of ....

Signed ....

…………………………………….. (Seal)

Duly authorized to sign the Application for and on behalf of: (*Insert Name of the Applicant/names of all Consortium Members*)

Date ....

WITNESSES

WITNESS NO. 1:	**WITNESS NO. 2:**
Signature: ____________________	Signature: ____________________
Name: ____________________	Name: ____________________
Designation: __________________	Designation: __________________
Date: _________________________	Date: _________________________
CNIC/Passport No.: __________________	CNIC/Passport No.: __________________

APPLICATION FORM A-2 (*GENERAL INFORMATION*)

All Applicants and in case of a Consortium, each Consortium Member is required to complete the information in this form.

APPLICANT'S INFORMATION

1.	Name of Applicant:
2.	Nature of Business: (Whether the Entity is a corporation, partnership, *etc.*)
3.	Head office address:
4.	Telephone: Fax Number: E-mail address:
5.	Place of Incorporation/Registration: Year of Incorporation/Registration:
6.	Applicant's authorized representative: Telephone: Fax numbers: E-mail address:
7.	Nationality:

EACH CONSORTIUM MEMBER'S INFORMATION

Please fill in the following information separately for each Consortium Member.

1.	Name of Consortium Member:
2.	Nature of Business: (Whether the entity is a corporation, partnership, *etc.*)
3.	Head office address:
4.	Telephone: Fax Number: E-mail address:
5.	Place of Incorporation/Registration: Year of Incorporation/Registration:
6.	Consortium Member's authorized representative: Telephone: Fax numbers: E-mail address:
7.	Nationality:

APPLICATION FORM A-3 (*REQUIREMENTS FOR CONSORTIUM*)

[*to be submitted by each Consortium Member on its letterhead*]

Subject to the requirements set out in Section 2 (*Instructions to Applicants*) of the Prequalification Document, each Consortium Member, through its authorized representative, is required to submit a letter of intent, specifying:

(a) its intention to form a consortium with the other Consortium Members;

(b) that the Lead Member is authorised to represent and irrevocably bind the Consortium and each Consortium Member in all matters connected with the Selection Process, in the event the Consortium is prequalified during the Bidding Process, and in the event the Consortium is awarded the Project during the execution of the Implementation Agreement;

(c) that the Consortium Members shall be jointly and severally liable in respect of their obligations in relation to the Project;

(d) its intent to enter into a formal consortium agreement with the Consortium Members during the Bidding Process as per the requirements of the bidding documents to be issued by PQA;

(e) its intent to incorporate a SPV, with other Consortium Members, for the purposes of execution of *inter alia* the Implementation Agreement and for undertaking the Project; and

(f) the name of the Lead Member, and indicating that the Lead Member shall have power to direct the management, policies and decisions, in each case, of the SPV.

In addition to the above, each Consortium Member, in its respective letter of intent to form a Consortium shall provide the following information:

ROLE	NAME OF ENTITY	ANTICIPATED EQUITY SHARE/PERCENTAGE INTEREST IN THE SPV
Lead Member		
Consortium Member		

The composition of a Consortium and each Consortium Member's proposed interest in the Consortium shall be fixed with effect from the Application Submission Deadline.

Application Form A-4 (*Technical Qualification Criteria Evidence Form Sheet*)

(a) This form will be used for evaluation of criteria A-1

Note: *Using the format below, provide information on each general experience project on which the Applicant has relied on.*

Date	
Name of Applicant	
Name and surname of signatory	
Capacity of the signatory	
Signature	

Number of Contract	
Name of Contract	
City/Country	
Name of Employer	
Employer Address	
Nature of works and services provided relevant to the criteria for this form (a)	
Contractor Role (check one)	1. Sole Contractor 2. Management Contractor 3. Subcontractor 4. Partner in a Consortium
Value in specified currencies at completion, or at date of award for current contracts	
Total Contract Amount: _____________ (USD)	
Date of Award:	
Date of Completion:	
Contract/Subcontract Duration (Years and Month) **1. Years:** **2. Months:**	
Specific Requirements:	

(b) This form will be used for the evaluation of criteria A-2.

***Note**: Using the format below, provide information on each construction and commissioning of port terminals experience on which an Applicant has relied on.*

Date	
Name of Applicant	
Name and surname of signatory	
Capacity of the signatory	
Signature	

Number of Contract	
Name of Contract	
City/Country	
Name of Employer	
Employer Address	
Nature of works and services provided relevant to the criteria for this Form (b)	
Contractor Role (check one)	1. Sole Contractor 2. Management Contractor 3. Subcontractor 4. Partner in a Consortium
Value in specified currencies at completion, or at date of award for current contracts	
Total Contract Amount: _____________ (USD)	
Date of Award:	
Date of Completion:	
Contract/Subcontract Duration (Years and Month) **1. Years:** **2. Months:**	
Specific Requirements:	

(c) This form will be used for evaluation of criteria A-3.

***Note**: Using the format below, provide information on each BOT/BOO infrastructure project experience on which an Applicant has relied on.*

Date	
Name of Applicant	
Name and surname of signatory	
Capacity of the signatory	
Signature	

Number of Contract	
Name of Contract	
City/Country	
Name of Employer	
Employer Address	
Nature of works and services provided relevant to the criteria for this Form (c)	
Contractor Role (check one)	1. Sole Contractor 2. Management Contractor 3. Subcontractor 4. Partner in a Consortium
Value in specified currencies at completion, or at date of award for current contracts	
Total Contract Amount: _____________ (USD)	
Date of Award:	
Date of Completion/expected completion:	
Operations and Maintenance contract period (Years and Month) **1. Years:** **2. Months:**	
Specific Requirements:	

(d) This form will be used for evaluation of criteria A-4.

***Note**: Using the format below, provide information on each port operations and maintenance experience on which an Applicant has relied on.*

Date	
Name of Applicant	
Name and surname of signatory	
Capacity of the signatory	
Signature	

Number of Contract	
Name of Contract	
City/Country	
Name of Employer	
Employer Address	
Nature of works and services provided relevant to the criteria for this Form (d)	
Contractor Role (check one)	1. Sole Contractor 2. Management Contractor 3. Subcontractor 4. Partner in a Consortium
Value in specified currencies at completion, or at date of award for current contracts	
Total Contract Amount: _____________ (USD)	
Date of Award:	
Date of Completion/expected completion:	
Operations and Maintenance contract period (Years and Month) **1. Years:** **2. Months:**	
Specific Requirements:	

(e) This form will be used for evaluation of criteria A-5.

***Note**: Using the format below, provide information on each environmental and health & safety experience on which an Applicant has relied on.*

Date	
Name of Applicant	
Name and surname of signatory	
Capacity of the signatory	
Signature	

Number of Contract	
Name of Contract	
City/Country	
Name of Employer	
Employer Address	
Nature of works and services provided relevant to the criteria for this Form (e)	
Contractor Role (check one)	1. Sole Contractor 2. Management Contractor 3. Subcontractor 4. Partner in a Consortium
Value in specified currencies at completion, or at date of award for current contracts	
Total Contract Amount: _____________ (USD)	
Date of Award:	
Date of Completion/expected completion:	
Operations and Maintenance contract period (Years and Month) **1. Years:** **2. Months:**	
Specific Requirements:	

APPLICATION FORM A-5 (*FINANCIAL QUALIFICATION CRITERIA EVIDENCE FORM SHEET*)

A. AVERAGE ANNUAL TURNOVER

Each Applicant or in the case of a Consortium, each Consortium Member must fill in this form (if applicable).

AVERAGE ANNUAL TURNOVER FOR THE PREVIOUS THREE (3) YEARS

	Year 1	Year 2	Year 3	Average Annual Turnover of the previous three (3) years
Total				

- Proof of average annual turnover must be attached by the Applicant, or in case of a Consortium, by each Consortium Member i.e. balance sheets, income statement, statement of cash flows and accompanying notes, duly certified by an independent certified public or chartered accountant or auditor, for the three (3) most recent full financial years for which such statements are available as at the Application Submission Deadline.

B. NET WORTH

The Applicant (or in the case of a Consortium, each Consortium Member) shall provide financial information demonstrating compliance with the requirements of the Project. Each Applicant (or in the case of a Consortium, each Consortium Member) shall complete this form.

Name of Applicant (or in the case of a Consortium, the Consortium Member)	

Financial Information in USD Million	**Year 1**	**Year 2**	**Year 3**
1. Total assets			
2. Current assets			
3. Total liabilities			
4. Current liabilities			
5. Annual sales turnover			
6. Operating profits			
7. Profits before taxes			
8. Profits after taxes			
5. Net Worth			

- Copies of the audited consolidated financial statements, including a consolidated balance sheet, income statement, statement of cash flows and accompanying notes for the three (3) financial years as evidence is to be attached herewith.

C. CASH AND FUNDING LINES

Each Applicant (or in the case of a Consortium, each Consortium Member) must fill in this form. Where necessary, separate sheets may be used to provide the requisite information.

Name of Banker	
Address of Banker	
Telephone	
Contact name and title	
E-mail	
Fax	

FINANCIAL DATA FOR PREVIOUS THREE (3) YEARS			
Information from Balance Sheet			
	Year 1	Year 2	Year 3
Cash and Bank Balances			
Short Term Investments			
Funding Lines			
Total			

- Proof of funding lines such as term sheets, commitment letters etc. with financial institutions (if applicable) must be attached. The Applicants must provide such proof by way of confirmation of the respective financial institution(s) which has provided such funding lines.

- Where audits are not required under the laws of the country of origin of an Applicant, balance sheets certified by a registered accountant and supported by copies of tax returns may be submitted.

APPLICATION FORM A-6 (*LITIGATION HISTORY*)

<table>
<tr><td colspan="4">Name of Applicant or Consortium Member(s), as applicable:</td></tr>
<tr><td colspan="4">PENDING LITIGATION</td></tr>
<tr><td colspan="4">Pending litigation - All pending litigation against the Applicant (or, in the case of a Consortium, each Consortium Member) shall, for the purposes of this Form, be valued at the full amount claimed, on the assumption that each such claim is decided against the Applicant or Consortium Member, and shall in aggregate not exceed fifty percent (50%) of its Net Worth.</td></tr>
<tr><td>YEAR</td><td>OUTCOME AS PERCENTAGE OF NET WORTH</td><td>NAME OF CLIENT, CAUSE OF LITIGATION AND MATTER IN DISPUTE</td><td>AMOUNT CLAIMED (USD)</td></tr>
<tr><td></td><td></td><td>Contract Identification:
Name of Employer:
Address of Employer:
Matter in dispute:
Party who initiated the dispute:
Reason(s) for litigation and award decision:</td><td></td></tr>
</table>

APPENDIX I (*FORMAT OF AFFIDAVIT*)

<u>Notes for Execution of Affidavit</u>

(a) *The mode of execution of the Affidavit should be in accordance with the procedure, if any, laid down under applicable laws and the same should be under common seal affixed in accordance with the required procedure.*

(b) *The Affidavit is to be executed on a stamp paper of PKR 200/-.*

(c) *Also, the Applicant/each Consortium Member should submit for verification a resolution/power of attorney in favour of the person executing this Affidavit for and on behalf of the Applicant/each Consortium Member.*

(d) *This Affidavit shall be notarised with the notary public and certified by the Oath Commissioner.*

(e) *For an Affidavit executed and issued overseas, the document will also have to be legalised by the Pakistani Embassy and notarised in the jurisdiction where the Affidavit is being issued; or, such documents should be notarised by a notary public and attested by the Pakistani Embassy/Consulate and, once brought into Pakistan, should be attested by the Ministry of Foreign Affairs, Pakistan, or, subject to the applicable laws of the country in which the document is executed, authenticated by an apostille under the Apostille Convention and adhesive stamped.*

(f) *To be submitted by each Applicant/each Consortium Member.*

(g) *This Affidavit shall be witnessed by two (2) male witnesses or one (1) male and two (2) female witnesses or four (4) female witnesses.*

Please find below the form and substance of the Affidavit.

Affidavit
(this **Affidavit**)

Date: _______________

[●]
[●]
[Address]

Reference to the Prequalification Document issued on [date to be provided by PQA], by the Port Qasim Authority (**PQA**), (the **Prequalification Document**) in relation to the "*ESTABLISHMENT OF THE MULTIPURPOSE CARGO TERMINAL ON BOT BASIS AT PORT QASIM, KARACHI, PAKISTAN*". (the **Project**).

(1) I, *[in case of company, insert name of the authorized person and its designation] of [insert name of company] / [in case of partnership, insert name of authorized person and its CNIC or Passport No.] of [insert name of partnership, if any]* (the **Entity**), a *[in case of company / partnership, insert nature of company/partnership (if any)]* duly organised and existing under the laws of [Pakistan] *[insert country of incorporation / registration] with its registered office located at [insert registered address]*, do hereby solemnly affirm, declare and state that:

(a) the Entity is not ineligible/blacklisted to participate in, submit Application for, bid for or undertake any contract or project (including the Project) through any form of public tender (due to reasons, including but not limited to corrupt practices and poor performance) by any Federal or Provincial governmental or non-governmental department/agency in Pakistan, [or any other provincial government/governments of any foreign countries or their governmental bodies and/or International Organizations (e.g. World Bank, Asian Development Bank, United Nations, International Monetary Fund etc.)] at the date of submission of this Affidavit;

(b) neither the Entity nor any Affiliate:

(i) is included as a debarred person pursuant to the public sanctions list of any multilateral development bank that is party to the Agreement on Mutual Enforcement of Debarment Decisions of 9 April 2010 (www.crossdebarment.org); or

(ii) is included on any sanctions lists promulgated by the UN Security Council or its Committees, or any other recognised international sanctions list;

(c) no action, suit or other legal proceeding or governmental investigation is pending against the Entity or any of its respective officers, directors or employees, or that any of the foregoing has received any notice thereof, which questions the validity and execution of this Affidavit or the representations provided in this Affidavit;

(d) the Entity has no tax liabilities or liabilities in respect of judgments awarded by any court or similar proceedings in the period of three (3) years prior to the date of this Affidavit, save in each case to the extent that it has made suitable accounting provision for such liabilities in accordance with applicable accounting regulations;

(e) the Entity has not directly or through an agent, engaged in corrupt, fraudulent, collusive, or coercive practices in competing for the award of any contract, project or transaction in the period of five (5) years prior to the date of this Affidavit;

(f) the Entity (including the Affiliate) is not in bankruptcy or liquidation proceedings or receivership, or wound up, or its affairs are not being administered by a court or a judicial officer, or its business activities have not been suspended or it is not the subject of legal proceedings of any of the foregoing and has a reasonable expectation of being able to discharge all financial liabilities as they fall due;

(g) the Entity has not failed to sign a contract with any procuring authority following award;

(h) [there is no pending litigation which represents more than fifty percent (50%) of the Entity's Net Worth][2];

(i) there is no conflict of interest or potential conflict of interest arising from prior or existing contracts or relationships which could materially affect potential involvement of the Entity in the Project and to comply with the obligations set out in the Prequalification Document or with respect to the Project;

(j) [the Entity is legally and financially autonomous and operates under commercial law][3]; and

(k) neither the Entity, nor I have concealed any information that might hinder the prequalification process being conducted for the Project, or the subsequent Bidding Process to be conducted for the Project.

(2) That whatever stated above is true and correct to the best of my knowledge and belief and nothing has been concealed thereto.

All capitalized terms unless defined herein shall bear the meaning as ascribed thereto in the Prequalification Document.

[2] If applicable.
[3] Only relevant for the government owned enterprise or institution.

____

Deponent

Verified on oath at _______________ on this ____day of ___________, 20___ that the contents of the above Affidavit are true and correct to the best of my knowledge and belief.

Deponent

Witnesses:

1. __________________________________	2. __________________________________
Name: ______________________________	Name: ______________________________
Address: _____________________________	Address: _____________________________
____________________________________	____________________________________
CNIC No.: __________________________	CNIC No.: __________________________

APPENDIX II (*FORM OF POWER OF ATTORNEY*)

PART A
POWER OF ATTORNEY TO AUTHORIZE THE LEAD MEMBER

NOTES FOR EXECUTION OF POWER OF ATTORNEY

(a) To be executed by each Consortium Member (except the Lead Member), authorizing the Lead Member to, inter alia, sign the required documents on its behalf in relation to the Application.

(b) The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s).

(c) This Power of Attorney shall be on stamp paper and notarised with the notary public.

(d) For a Power of Attorney executed and issued overseas, the same will have to be notarized by notary public and attested by the Pakistani Embassy/Consulate and, once brought into Pakistan, should be attested by Ministry of Foreign Affairs, Pakistan or subject to the applicable laws of the country in which the document is executed, authenticated by an apostille under the Apostille Convention and adhesive stamped.

(e) This Power of Attorney shall be witnessed by two (2) male witnesses or one (1) male and two (2) female witnesses or four (4) female witnesses.

WHEREAS, the Port Qasim Authority (**PQA**) has invited applications from interested parties for the *ESTABLISHMENT OF THE MULTIPURPOSE CARGO TERMINAL ON BOT BASIS AT PORT QASIM, KARACHI, PAKISTAN* (the **Project**) pursuant to the prequalification document issued on [●] by PQA (as amended from time to time) (the **Prequalification Document**);

KNOW ALL MEN BY THESE PRESENTS, **WE**, _________________________ having our registered office at _____________, do hereby irrevocably constitute, nominate, appoint and authorise [*insert name of Lead Member*], having its registered office at _________________________, being the Lead Member of our consortium and true and lawful attorney of the consortium (hereinafter referred to as the **Attorney**) and hereby irrevocably authorise the Attorney (with power to sub-delegate) to conduct all business for and on behalf of the consortium and any one of us during the prequalification process being conducted by PQA pursuant to the Prequalification Document and to do on our behalf and on behalf of the consortium, all or any such acts, deeds and things as are necessary or required in connection with or incidental to the requirements of the Project, including but not limited to signing and submission of all applications and other documents and writings, participate in conferences/meetings, respond to queries, submit information/documents, sign and execute contracts and undertakings and generally to represent the consortium in all its dealings with PQA, and/or any other governmental agency or any person, in all matters in connection with or relating to or arising out of the consortium's application.

And hereby agree to ratify and confirm all acts, deeds and things lawfully done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by the Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us/consortium.

IN WITNESS WHEREOF WE, ________________________, HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS __________ DAY OF __________, 20___.

For & On Behalf of:

________________________ (*name of the entity*)

By Its Duly Authorized Signatory

………………………………………..

(Signature)
(Name, Title and Address)

WITNESSES:

WITNESS NO. 1:	**WITNESS NO. 2:**
………………………………………	………………………………………
NAME:	NAME:
CNIC/PASSPORT NUMBER:	CNIC/PASSPORT NUMBER:
ADDRESS:	ADDRESS:

SIGNATURE OF ATTORNEY

[NOTARISED]

………………………………………

(Signature)

(Name and Address of the Attorney)

PART B
POWER OF ATTORNEY TO AUTHORIZE A PERSON TO SIGN THE DOCUMENTS

NOTES FOR EXECUTION OF POWER OF ATTORNEY

(a) To be executed by each Applicant and in case the Applicant is a Consortium, by each Consortium Member, authorizing the relevant attorney to, inter alia, sign the required documents on its behalf in relation to the Application.

(b) The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s).

(c) This Power of Attorney shall be on stamp paper and notarised with the notary public.

(d) For a Power of Attorney executed and issued overseas, the same will have to be notarized by notary public and attested by the Pakistani Embassy/Consulate and, once brought into Pakistan, should be attested by Ministry of Foreign Affairs, Pakistan or subject to the applicable laws of the country in which the document is executed, authenticated by an apostille under the Apostille Convention and adhesive stamped.

(e) This Power of Attorney shall be witnessed by two (2) male witnesses or one (1) male and two (2) female witnesses or four (4) female witnesses.

KNOW ALL MEN BY THESE PRESENTS, **WE**, _________________________ (*name of the entity and address of the registered office*) do hereby irrevocably constitute, nominate, appoint and authorise Mr./Ms (Name), son/daughter/wife of _________________________ holding [*CNIC/Passport*] Number _________________________ and presently residing at _________________________, who is presently employed with us and holding the position of _________________________, as our true and lawful attorney (hereinafter referred to as the **Attorney**) to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to the requirements of the Prequalification Document issued on [●] (the Prequalification Document) by Port Qasim Authority (**PQA**) in relation to *ESTABLISHMENT OF THE MULTIPURPOSE CARGO TERMINAL ON BOT BASIS AT PORT QASIM, KARACHI, PAKISTAN* (the **Project**), including but not limited to signing and submission of all documents and providing information/responses to PQA, representing us in all matters before PQA, and generally dealing with PQA in all matters in connection with our Prequalification Application for the Project.

We hereby agree to ratify all acts, deeds and things lawfully done by the Attorney pursuant to this Power of Attorney and that all acts, deeds and things done by the Attorney shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE, _________________________, HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS __________ DAY OF __________, 20___.

For & On Behalf of:

_________________________ (*name of the entity*)

By Its Duly Authorized Signatory

………………………………………..
(Signature)

(Name, Title and Address)

WITNESSES:

WITNESS NO. 1:	**WITNESS NO. 2:**
………………………………………	………………………………………
NAME: CNIC/PASSPORT NUMBER: ADDRESS:	NAME: CNIC/PASSPORT NUMBER: ADDRESS:

SIGNATURE OF ATTORNEY

[NOTARISED]

………………………………………

(Signature)

(Name, Title and Address of the Attorney)

ANNEXURE A (*PROJECT INFORMATION*)

PQA intends to establish the Multipurpose Cargo Terminal for the handling of break bulk and other cargoes at Port Qasim. Applicants should satisfy themselves as to the terms of any subsisting arrangements between PQA and other terminal operators at Port Qasim. PQA makes no representation as to those arrangements.

The Multipurpose Cargo Terminal shall be developed in two (2) phases as follows:

(a) Phase I: development of the Multipurpose Cargo Terminal to an aggregate handling capacity of eight (8) MTPA; and

(b) Phase II: expansion of the Multipurpose Cargo Terminal to an aggregate handling capacity of sixteen (16) MTPA.

The indicative salient features of the proposed Multipurpose Cargo Terminal are as follows:

(a) Quay length of six hundred and twenty (620) meters;

(b) Berth backup area of sixty (60) acres;

(c) Vessel sizes up to fifty-thousand (50,000) DWT under Phase I (existing) and up to seventy-five thousand (75,000) DWT under Phase II;

(d) Vessel draft of twelve (12) meters under Phase I and fourteen (14) meters under Phase II, with reference to PQA chart datum; and

(e) Existing navigation channel one hundred fifty (150) meters wide and twelve point five (12.5) meters deep under Phase I, to be widened and deepened to two hundred fifty (250) meters in width and fifteen point five (15.5) meters in depth under Phase II.

The primary objective of the Project is to design, finance, construct, procure, operate, maintain and transfer the Multipurpose Cargo Terminal under a BOT arrangement.

The detailed scope of work for the implementation of the Multipurpose Cargo Terminal Project shall be provided at the RFP stage. However, the Concessionaire shall, *inter alia*, be required to carry out the following:

(a) preparation of a demand and supply forecast for break bulk and other cargoes at Port Qasim;

(b) preparation of economic and financial feasibility/viability of the Project;

(c) analysis of present traffic and its projection over the envisaged concession period of 30 years;

(d) ensure compliance with the SEP Act and '*International Donor Requirements*' (if applicable), including preparation of an EIA including EMMP, and obtaining environmental approval from SEPA prior to commencement of construction activities. Following environmental approval, the EMMP shall be implemented by the Concessionaire;

(e) establishment of a HSP setup at Project Site, based on international best practices and applicable local laws, to ensure occupational health and safety of staff and workers during the construction phase of the Multipurpose Cargo Terminal;

(f) conduct all surveys and investigations required for the planning and design of the Multipurpose Cargo Terminal;

(g) conduct the Numerical Hydraulic Model Study for the terminal which should include the following:

(i) Hydrodynamic and Wave Modeling:

- simulation of coastal and estuarine currents, tidal wave propagation, and circulation patterns;

- modeling wave height, direction, refraction, diffraction, and reflection in offshore and nearshore areas;

- forecasting extreme events like cyclones and tsunamis to estimate flood extents and water levels; and

- analyzing wave disturbances within port to ensure operational safety for mooring and berthing of vessels up to 75000DWT.

(ii) Coastal Morphology and Sediment Transport:

- predicting long-term shoreline changes, sediment transport rates, and seabed evolution; and

- assessing the impact of dredging operations and sediment deposition during dredging operation in harbor and navigation channel.

(iii) Environmental and Water Quality Analysis:

- modeling the impact of domestic and industrial wastewater, oil spills, and particle tracking;

- assessing eutrophication, algal blooms, nutrient cycling, and oxygen levels (e.g., dissolved oxygen balances); and

- studying temperature changes and impacts on marine ecosystems.

(iv) Marine Structural Design and Operations:

- testing of prepared conceptual plans for berth layout and selection of most suitable plan;
- calculating wave/current forces on offshore structures (platforms, pipelines, wind turbines);
- modeling the dynamic behavior of mooring systems and floating structures;
- optimizing ship routes to avoid extreme weather and analyzing vessel maneuverability;
- designing mooring grids, net cages, and assessing survivability of farm systems in high-energy environments; and
- analyzing seabed liquefaction around structures.

(v) Climate Change Projection:

- assessing long-term impacts of sea-level rise and changing weather patterns.

(h) impact of 75,000 DWT ships berthing at the port and port activities in all weather conditions

(i) development and operation of the Multipurpose Cargo Terminal with a handling capacity of minimum eight (8) MTPA under Phase I and sixteen (16) MTPA under Phase II, comprising the following components:

(i) reclamation works;

(ii) dredging of berthing and turning basin;

(iii) quay wall structure to accommodate berthing and mooring of vessels up to seventy-five thousand (75,000) DWT, and deployment of cranes and other equipment at the jetty;

(iv) provision of open and covered storage areas;

(v) plant and equipment for handling storage and evacuation of all types of cargo;

(vi) cleaning, fumigation and other equipment required for safe storage of cargo;

(vii) modern control system for monitoring operations and other parameters in the main control room;

(viii) testing and control laboratory;

(ix) power generation, distribution system and emergency shutdown system;

(x) railway sidings and their connectivity with the existing Pakistan railways network in consultation with Pakistan Railways, including wagon loading and unloading systems;

(xi) internal road and pavement including connectivity with the external road network;

(xii) exit/entrance gates with weigh bridges;

(xiii) infrastructure facilities including water supply system, sewage system, firefighting system and wastewater treatment facility;

(xiv) area illumination for the berth (jetty) and backup area;

(xv) ancillary buildings including administration block, maintenance building, control room, mosque, canteen, etc.; and

(xvi) boundary fencing and gates;

(j) operation and maintenance of the Project in conformity with applicable standards during the concession period, including the management of the long-term structural integrity of the Multipurpose Cargo Terminal through sound asset management practices.

The Concessionaire shall be responsible for handing over the Multipurpose Cargo Terminal and its associated facilities to PQA in a good working condition at the end of the concession period in accordance with the Implementation Agreement. The Multipurpose Cargo Terminal and its associated facilities are subject to an inspection and correction process in order to ensure that they are handed over in accordance with the established terms and conditions of the Implementation Agreement.

In addition to the above, the Concessionaire shall be required to efficiently manage the facility as a commercial venture, including development of systems and processes, recruitment, training and retention of qualified workforce, development and maintenance of accounts, financial management, compliance with all regulatory requirements, and maintenance of all records necessary for the efficient and prudent operation of business.

Following peripheral facilities may be provided by PQA which include:

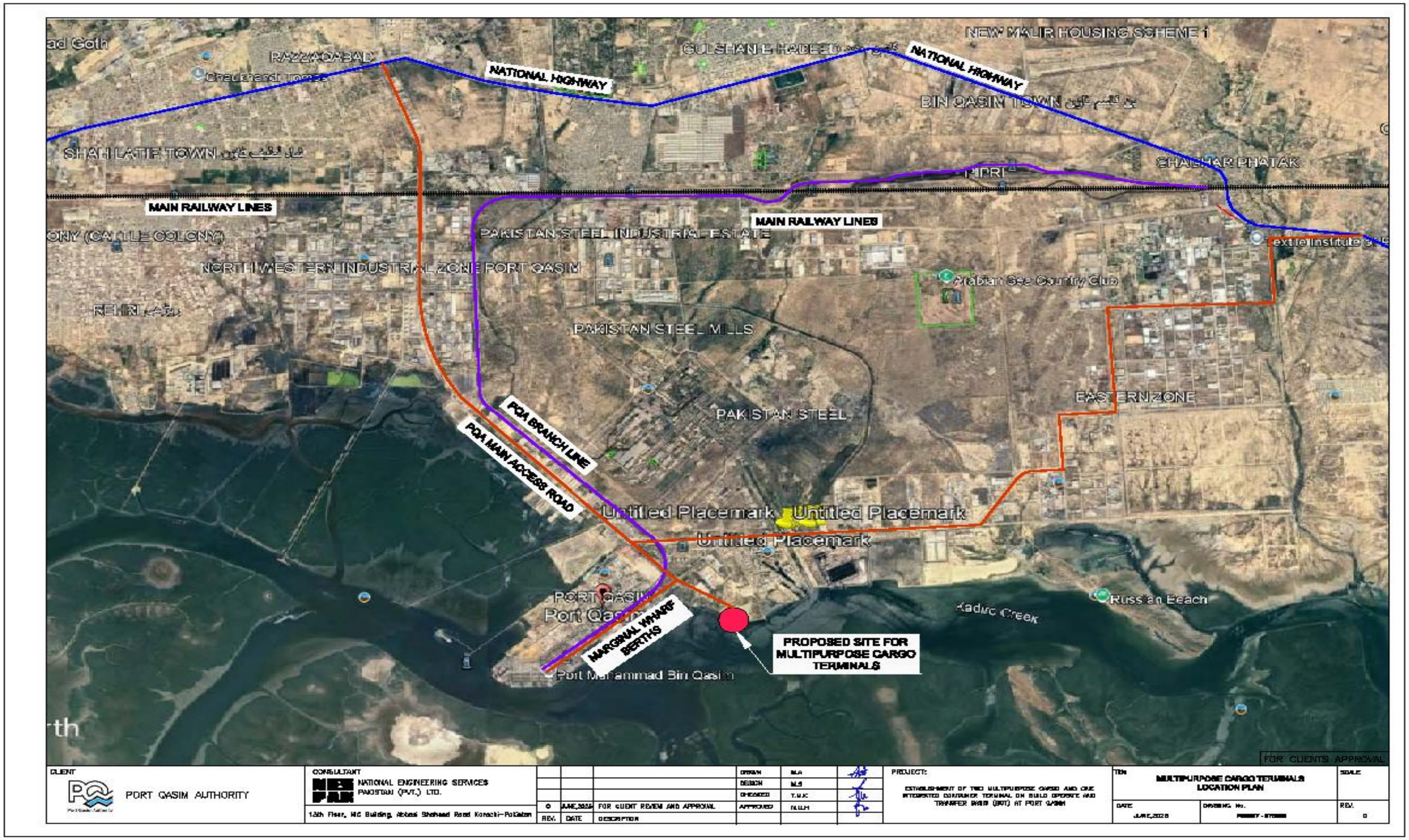
(a) Access road up to the Project Site;

(b) Water supply, subject to availability;

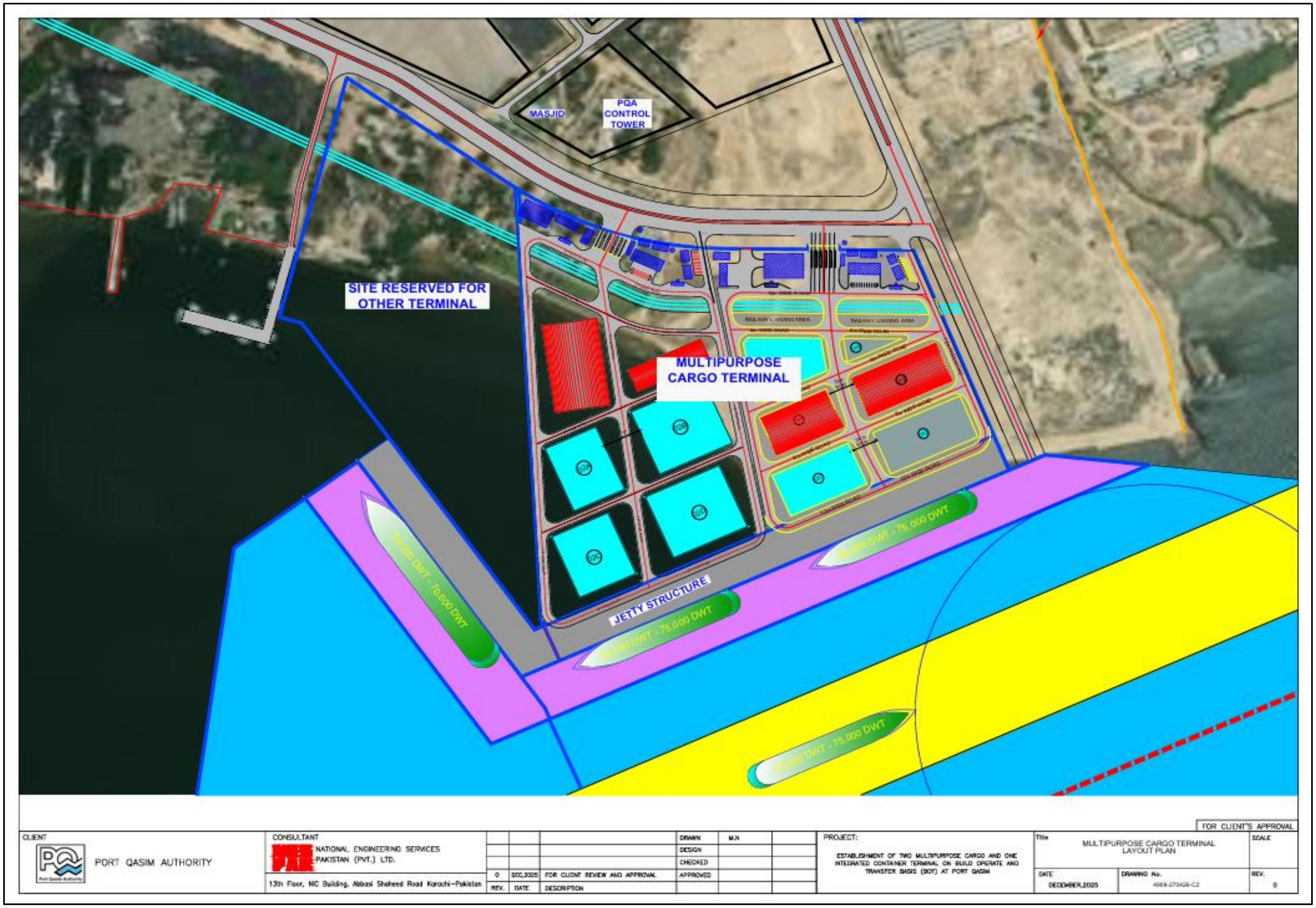
(c) Sewerage and drainage network at the plot boundary, subject to availability; and

(d) Power supply, subject to availability.

ANNEXURE B (*PROJECT SITE MAP*)



ANNEXURE C (*GENERAL LAYOUT PLAN*)



RESPONSE DOCUMENT NO. 1

FOR THE

ESTABLISHMENT OF MULTIPURPOSE CARGO TERMINAL ON BOT BASIS AT PORT QASIM

Pre-Qualification Meeting held in PQA on September 08, 2026

Sr. No.	Applicant's Queries	Clarification
1.	Who funds and executes the Phase II navigational-channel widening and deepening, including future maintenance dredging?	The successful bidder will execute Phase II channel deepening and widening. Future maintenance dredging will be carried out by PQA.
2.	What triggers Phase II, and what completion periods and delay consequences will apply?	As further detailed in the Implementation Agreement, the successful bidder shall determine the commencement of Phase II development. However, the successful bidder is obligated to achieve and transfer a terminal with 16 MTPA operational capacity to PQA at a pre-determined time, to be addressed at the RFP stage. Detailed completion timelines, phasing requirements, and consequences for delays shall be specified in the request for proposal (**RFP**) document.
3.	What is the concession fee, land lease, revenue-sharing and tariff-setting mechanisms?	The land lease charges are PKR 78 million per acre for entire area of approximately 60 acres. The revenue sharing and tariff setting mechanism will be elaborated to the prequalified bidders at the RFP stage.
4.	Will the concession include exclusivity, minimum throughput commitments or protection against competing terminal capacity?	The concession shall be offered on a non-exclusive basis, without any commitment of throughput guarantee from PQA.
5.	What cargo studies, geotechnical data, bathymetric surveys and environmental baselines will PQA provide?	Consultant carried out cargo studies, geotechnical investigations and bathymetric surveys for conceptual planning of terminals. These may be made available by PQA to prequalified Applicants for consultation, at the RFP stage, in the office of Director PSP, PQA within office hours with prior appointment
6.	What land, access, utilities and railway interfaces will PQA deliver-and by what dates?	PQA will offer 60 acres of area in front of existing control tower. The peripheral development charges (**PDC**) will be applicable as per applicable notification from PQA. PQA will provide access roads, storm water drain, sewerage line and water supply line at the terminal boundary. There is an existing railway network passing near the project

		site. The successful bidder will connect railway siding from terminal with this network, in consultation with PQA and PR at his own cost. Electrical Power Supply shall have to be arranged by the successful bidder.
7.	What termination compensation, change-in-law, political-force-majeure and lender step-in protections will be available?	The detailed provisions relating to termination compensation, change-in-law protections, political force majeure events and lender step-in rights shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
8.	Can Technical experience be satisfied collectively across consortium members without the Lead Member independently meeting every technical criterion?	Yes. In accordance with Section 5.13 of the Prequalification Document (the **PQD**), technical experience may be satisfied by individual Consortium Members.
9.	Can affiliate experience be relied upon, and why do the technical forms list subcontractor roles when subcontractor experience is excluded? Annex C appears to reference an adjoining site reserved for another terminal; the precise site boundary and shared-access interfaces should be confirmed.	In case the Affiliate is a Consortium Member, the technical experience shall be considered. However, if the Affiliate is a subcontractor, the experience shall not be considered. Please refer to section 5.13.2 of PQD.
10.	Will PQA allow one month extension on current deadline?	The Application Submission Deadline has been extended through Corrigendum no. 01, uploaded on PQA/PPRA websites and published in newspaper.
11.	Will PQA share any commercial forecast?	The Concessionaire shall be responsible for conducting its own market assessment and preparing its commercial forecasts. PQA may, subject to availability, share its commercial forecasts with the Prequalified Applicants at the RFP stage. However, PQA shall not be responsible or liable for the accuracy, completeness, or reliability of such forecasts, and Applicants shall independently assess the market and associated commercial risks.
12.	Will PQA decommission existing MW 1 & 2 upon COD of MPT?	No. Existing MW-1 and 2 will not be decommissioned upon commercial operations date (**COD**) of MPT.
13.	The project will require substantial capex investment and development of complete eco-system around the proposed multi-purpose terminal. Hence, we request the Authority to please consider changing the concession term to 50 years.	The concession term shall remain 30 years.

14.	Please provide timelines for key activities such as RFP issuance, evaluation completion, LOA, CP period, Award of concession etc.	RFP will be issued to the prequalified Applicants wherein timelines will be provided.
15.	The definition of Applicant does not include affiliate. Hence, from the Definition and terms of the RFQ, it is not clear whether the technical qualification of associates / related entities be considered for technical and financial qualification? Generally, all the PPP projects consider experience of the associates, please clarify.	Please refer response to Query 09.
16.	Please clarify whether one project can be used on all 5 technical requirements, if the project has all 5 components.	Refer Experience Record para A2.
17.	Also, please clarify whether 3 MTPA of capacity can include the capacity of container terminal as well, or this should be exclusive of container capacity?	Containerized cargo shall not be handled at the proposed MPCT.
18.	Please clarify which specific commodity categories the new terminal will have the exclusive right to handle under the concession agreement?	The terminal shall be offered on a non-exclusive basis. As such, no exclusivity right of any commodity will be offered.
19.	Request the Authority to provide for a berth length of 2000m, in order to handle proposed capacity.	Due to space limitation, request is not acceptable.
20.	Please clarify whether there would be any exclusivity offered to the proposed multi-purpose terminal with regards to commodities, ensuring that no similar facilities are developed till 100% capacity utilization is reached.	Please refer response to Query 18.
21.	Please provide details of any existing cargo exclusivity or restrictions at other terminals that could affect the business of the proposed terminal?	These details will only be provided to the prequalified Applicants at the RFP stage.
22.	Please provide details about PQA's long-term plan for Marginal Wharf 1–4, and does PQA expect any of the cargo currently handled there to shift to the	Marginal Wharf berths 1 and 2 are being operated by PQA whereas Marginal Wharf berths 3 and 4 are being operated by a private party. The Marginal Wharf berths 1 and 2 will continue to operate as usual, no change in cargo handling is under consideration by PQA.

	new terminal? Also, please provide the latest master plan for the port.	MPCT scheme is part of updated master plan.
23.	What are the triggers for the development of Phase – 2?	Please refer response to Query 02.
24.	Whether there are permitted commodities planned for the two phases?	There are no permitted commodities planned for the phases.
25.	Please provide phase wise layout of the proposed terminal and the proposed master plan.	Conceptual layout is included in PQD. All prequalified Applicants shall draw their own phase-wise plan.
26.	Please provide the proposed concession area of the facility including the existing and proposed operational perimeter.	Proposed Concession area (Terminal area) is of approximately 60 acres. Please refer Annexure A of the PQD for existing and proposed operational perimeter.
27.	Please clarify the KPIs to be met by the concessionaire including the performance parameters and MGT (if any).	The KPIs to be met by the successful bidder, including the performance parameters and MGT (if any), will be disclosed in the RFP.
28.	Please provide us with the clearly demarcated roles and responsibilities for the capital and maintenance dredging of the Concessionaire and Authority	Capital dredging of berthing basin, turning basin and deepening and widening of the navigation channel (approximately 3.163km) shall be carried out by successful bidder. Maintenance dredging of berthing basin will be carried out by the successful bidder. Maintenance dredging of the turning basin and navigation channel shall be carried out by PQA.
29.	Please clarify whether the access to the proposed terminal will be provided through the existing channel or the alternate navigation channel? What are the timelines for dredging of the main channel and alternate channel?	Access to proposed terminal shall be through existing main navigation channel only. Maintenance dredging of channel is being carried out by PQA on regular basis.
30.	Please clarify what are the dredged depth and drafts proposed in the channel, turning circle and the basin, in the two phases separately. For a futuristic terminal, we should have a capability to handle Panamax vessel around the year and without any tidal restrictions.	For handling vessels up to 50,000 DWT the successful bidder will provide the berthing basin and turning basin. The successful bidder will dredge berthing basin, turning basin and existing navigation channel to accommodate the vessel of up to 75,000 DWT. After the capital dredging of the berthing basin, turning basin and navigation channel for vessels up to 75,000 DWT, the terminal will have capacity to handle Panamax vessel around the year and without any tidal restrictions.

31.	Please also provide the details of dumping ground for dredging and relevant study conducted for the same.	The location (coordinates) of the dumping site may be shared at the RFP stage.
32.	Please provide the tide, wind and current data experienced during navigation to the proposed terminal, including cross currents if any.	This data may be shared at the RFP stage.
33.	Please provide the details of the reclamation quantity with diagram of the bund proposed and the reclamation quantity.	The plan showing the reclamation quantity is enclosed.
34.	How much is the reclamation quantity and what are the available sources of reclamation material?	The successful bidder will be responsible to ascertain the reclamation quantity and identify the source himself.
35.	Please clarify what will be the bidding criteria for the proposed project? Royalty or revenue share or any other?	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
36.	Please clarify what will be other payments to the authority under the concession? Any fixed fee or lease charges?	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
37.	Authority may please provide the clauses regarding termination and compensation for such termination. In case the concession is terminated before its expiry, what compensation mechanism will be available to the operator/investors? Also, what protection will be provided to lenders, including step-in and security rights?	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
38.	Please clarify whether the Marginal Wharf 1 – 4 will also continue to operate even after the Commercial Operations Date (COD) of the proposed multipurpose terminal?	Please refer response to Query 22.
39.	Please clarify whether there will be any transition of commodities from the existing Marginal Wharf 1 – 4 to the proposed multi-purpose terminal?	No transition of commodities from the existing Marginal Wharf berths 1 – 4 to the proposed multi-purpose terminal is envisaged.

40.	The EOI refers to a 60-acre backup area. Could PQA clarify the exact usable/reclaimable area and the condition in which this area will be handed over to the successful bidder?	PQA will hand over approximately 60 acres area in its existing condition. It is the concessionaire's responsibility to determine the usable/reclaimable area based on his own planning.
41.	Please provide details of evacuation plan from the port including the road and rail connectivity (existing and proposed).	The Terminal will be connected through the existing PQA road network. For railway connectivity, the successful bidder is to construct the required connectivity in consultation with Pakistan Railways (PR) on its own cost - please refer to conceptual layout plan included in PQD.
42.	Please clarify the respective responsibilities and cost-sharing arrangements between the developer, PQA and Pakistan Railways for rail connectivity and wagon-related infrastructure, if any?	There is an existing railway network passing near the project site. The successful bidder will connect railway siding from terminal with this network, in consultation with PQA and PR at his own cost.
43.	Please provide details of access to utilities including power, water, sewerage and drainage to be provided by PQA, including the capacity that will be available to the terminal?	PQA will provide access to the Terminal's storm water drainage, water supply and sewerage line at the boundary of the Terminal. Water will be provided upon the availability. Rest of the required utilities including electrical power supply shall be arranged by the successful bidder at his own cost.
44.	Also please delineate the roles and responsibilities with regard to various utilities for the concessionaire and the Authority.	Please refer response to Query 43. Rest of the utilities shall be arranged by the successful bidder at its own cost.
45.	Please clarify whether the Concessionaire will have the flexibility to set the tariffs for the proposed terminal based on market conditions?	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
46.	Also, please provide the details of existing tariff for the permitted commodities.	Due to the confidential nature of this information, it cannot be shared.
47.	Please clarify whether the lenders be provided with direct agreement, cure and step-in rights under the concession agreement to protect their financing interests?	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
48.	Please provide the max LOA / DWT permitted in the terminal and mention if there are any restrictions.	The maximum LOA is 230 m corresponding to vessel of up to 75,000 DWT as per PIANC guidelines.
49.	Is night navigation available for the movement under this concession agreement?	Yes, night navigation is available subject to relevant studies to be conducted by the successful bidder and favorable weather conditions.

50.	Please clarify if there is any restriction related to night navigation on the vessel draft, DWT, max LOA etc.?	The successful bidder will determine any restriction related to night navigation based on its own studies for the required vessel draft, DWT, max LOA etc.
51.	Please provide details of applicable Port Dues for the proposed terminal.	Notification for applicable Port Dues is available on the PQA website.
52.	Also, please clearly delineate the roles and responsibilities regarding the collection of various revenue items such as berth hire, wharfage etc.	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
53.	During construction phase, request authority to provide support for removal of debris.	PQA will only identify the location for dumping of the debris. The debris will be removed by the successful bidder at their own cost.
54.	Please provide the details of existing permits for the project including the environment clearance, EMP etc.	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
55.	Please provide the list of approvals required to be obtained by concessionaire	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
56.	Please provide the list of approvals required to be obtained by Authority including the timelines for the same.	PQA has obtained all necessary approvals for tendering of the Project.
57.	We understand that the Affidavit (Appendix – I) needs to be apostilled, as per note e of the Appendix - I, whereas all other appendices and documents (technical & financial) will be filled up by the bidder. There is no requirement of apostille for other documents (Form A1 to A6 and Appendix – II), please clarify this understanding.	The apostille requirement is only triggered where an Applicant (or any consortium member of such Applicant) is signing the relevant forms from a foreign jurisdiction. Please refer to Sections 2.3.1, 5.2.3, 5.3.2, 5.5.3, 5.6.3, 5.7.2 and 5.8.3 for further clarity on which documents are required to be apostilled and under what scenarios.
58.	Please also provide details of the payments to be made for purchase of the RFP / EOI, if any.	No payment is to be made for the purchase of PQD (EOI). However, for RFP, the payment, if any, shall be informed to the prequalified Applicant upon issuance of RFP document.
59.	Please clarify who will provide for the scanners and customs facilities at the terminal.	Scanner facility, if required by any agency, may be provided at site by the successful bidder. However, the customs facilities shall be required to be provided at the terminal by the successful bidder.

60.	Please clarify whether there would be any obligation of the concessionaire to take the existing manpower from the existing terminal?	No, there will be no obligation of the successful bidder to take existing manpower of any existing terminal.
61.	Also, please provide us with the details of existing manpower working at the existing terminal.	The successful bidder shall arrange the required information by themselves.
62.	Please provide the details of existing assets at the terminal, which will be handed over to the concessionaire.	Approximately 60 acres area will be available on “as is where is basis”.
63.	Also, please provide the details of any refurbishment requirement of the existing assets, along with condition assessment report.	Being a green field project, no refurbishment at Terminal site is envisaged. Hence, no condition assessment report is available. The Applicants should acquaint themselves of existing site conditions.
64.	Please share the following documents i) Last 10 years' commodity-wise and terminal-wise traffic data. ii) Details of vessel calls, average parcel size, berth occupancy and utilization for the relevant existing terminals	The requested data may be made available to prequalified Applicants at the RFP stage, subject to availability.
65.	Please share the following project reports relevant to the proposed project i) Feasibility report or DPR prepared by Authority ii) Bathymetric chart of the area iii) Topography of the proposed terminal iv) Soil investigation report v) Bore log data for the proposed area vi) Project capex and BOQ estimate by Authority vii) Financial feasibility assessment	The requested data may be made available to prequalified Applicants at the RFP stage, subject to availability.
66.	The project requires detailed assessment of the exiting data and planning, to provide a suitable bidding strategy and value for the project. Hence, we request the Authority to please extend the bid due date by 8 weeks.	The Application Submission Deadline has been extended through Corrigendum no. 01, uploaded on PQA/PPRA websites and published in newspaper.

67.	Please confirm whether the entity named as the "Applicant" at the pre-qualification stage is required to be the same entity that will ultimately hold the minimum required 51% ownership/equity interest in the Project SPV, or whether an affiliate of the Applicant may hold such interest.	In case a single Applicant is the successful bidder, such Applicant will hold one hundred percent (100%) of equity in the special purpose vehicle. In case the successful Applicant is a consortium, the lead member will hold at least fifty-one percent (51%) of equity in the special purpose vehicle.
68.	Please confirm whether, following pre-qualification, the Applicant may be substituted by another entity within the same corporate group, provided that the substitute entity meets the applicable qualification requirements and/or continues to benefit from the relevant group support.	Please refer section 2.7.7 of the PQD.
69.	Please confirm whether the successful bidder/Applicant may establish the Project SPV through one or more intermediate holding companies, including a UAE or Pakistani holding company, while maintaining the required ultimate ownership/control.	The special purpose vehicle shall only be incorporated by the successful bidder. Please refer response to Query 67 above for clarification on shareholding of the special purpose vehicle.
70.	Please confirm that the prescribed financial eligibility/minimum criteria may be demonstrated through the audited consolidated financial statements of the Applicant, including the financial position/results of its consolidated subsidiaries.	The prescribed financial eligibility criteria may be demonstrated through the Applicant's audited consolidated financial statements, including its consolidated subsidiaries.
71.	Where the Applicant is part of a wider corporate group, please clarify whether the Applicant may rely on the financial, technical and/or operational credentials of its parent company or affiliates, and, if so, what form of undertaking, guarantee or other supporting documentation would be required.	No.
72.	Please confirm whether an Applicant that submits the pre-qualification application as a single entity may subsequently submit the bid together with a partner/consortium member, subject to the Applicant retaining the required minimum ownership and control.	Please refer section 2.7.7 of the PQD.

73.	Where consortium bidding is permitted, please confirm whether the composition of the consortium may be changed after pre-qualification, including the addition, replacement or withdrawal of consortium members, and specify any applicable conditions or approval requirements.	Please refer section 2.7.7 of the PQD.
74.	In the case of a consortium, please confirm whether the pre-qualified Applicant must remain the lead member and whether it must directly hold the minimum 51% interest in the Project SPV.	Yes.
75.	For purposes of Applicant substitution, reliance on credentials and SPV ownership, please clarify the definition of an "Affiliate" and whether entities under common ultimate ownership/control will qualify.	Credentials of Affiliates may not be utilized for the purposes of meeting the technical or financial criteria.
76.	Please confirm whether an Applicant may submit its pre-qualification application while reserving the right to nominate/designate an affiliate as the final bidding entity prior to submission of the bid.	No.
77.	Please confirm that an internal corporate restructuring undertaken between pre-qualification and bid submission—including insertion of an intermediate HoldCo or transfer to another wholly owned group entity—would not invalidate the Applicant's pre-qualification, provided there is no material change in ultimate ownership/control.	To the extent there is no material change in control of a single Applicant (or in the case of consortium, each consortium member) internal restructuring will not invalidate the prequalification of an Applicant.
78.	Please clarify at what stage the Pakistani Project SPV is required to be incorporated; at prequalification, bid submission, award, or prior to execution of the relevant project/concession agreements!!	The successful bidder shall incorporate the special purpose vehicle following the award of the Project, prior to the signing of the Implementation Agreement.
79.	Please clarify whether the Applicant may be substituted by an Affiliate at a later stage of the process. If permissible, please confirm the circumstances and stage(s) at which such substitution may occur, including any applicable	Please refer section 2.7.7 of the PQD.

	conditions, approvals or documentation requirements.	
80.	Please clarify whether the Applicant may rely on the financial and technical credentials of its Affiliates to satisfy the prequalification requirements and, if permitted, any applicable conditions or documentation requirements.	No.
81.	During the prequalification meeting held on 8 September 2026, it is stated that the maintenance dredging of the berth/basin and navigation channel is PQA's responsibility. Please advise whether any penalties or other consequences will apply in the event of delays in carrying out the required dredging.	PQA carries out the maintenance dredging of the navigation channel and the turning basin regularly.
82.	During the prequalification meeting held on 8 September 2026, it was clarified that the dredging and widening of the navigation channel will be the bidder's responsibility. Could PQA please provide the start and end coordinates of the channel section falling within the bidder's scope, along with the existing navigational parameters, including channel and berth pocket width and depth, permissible vessel draft, maximum Length Overall (LOA), and any other applicable navigational limitations?	The successful bidder is responsible for the capital dredging for widening and deepening of the existing navigation channel at a length of approximately 3.163 km from QICT turning basin up to the proposed terminal for 75,000 DWT vessel. The tentative Coordinates of the existing navigation channel with respect to UTM: Start: E=331496.811and N=2739692.590; E=331557.452 and N=2739555.394 End: E=334389.804and N=2740971.293; E=334450.444 and N=2740834.097 For other information refer Annexure A – Project Information of the PQD.
83.	During the prequalification meeting, it was clarified that approximately 20 acres comprise the existing yard area, while the remaining 40 acres will require reclamation by the bidder. Could PQA please confirm the exact boundaries, existing levels/condition, and usable area of the 20-acre yard and the 40acre reclamation area? Please also clarify the land rental/lease arrangement applicable to the total 60acre area, particularly considering that the reclamation cost for approximately 40 acres will be borne by the bidder. Also please advise technical requirement, what is current depth.	Please refer response to Queries 03, 40, and 65.

84.	As discussed in Prequalification meeting, please communicate the minutes of Prequalification meeting regarding the project details and application submission and subsequent proposal (RFP) guide Lines/clarifications.	Key indicative dates are provided under section 1.2.5 of the PQD. After Prequalification process, PQA will issue the RFP to the prequalified Applicants.
85.	You are requested to extend the date of submission and opening of Pre-Qualification by 12 November 2026. Extension in time line would facilitate the preparation of required documents after the receipt of minutes of meeting.	The Application Submission Deadline has been extended through Corrigendum no. 01, uploaded on PQA/PPRA websites and published in newspaper.
86.	We believe that the throughput quantity of 8 million tons per annum taken for the Phase I and 16 million tons per annum for Phase II are very high as for the time being we do not see such a huge volume. You may therefore kindly share your assessment of volume with us.	It is clarified that 16 (million tons per annum) MTPA is the terminal capacity not the throughput quantity. The successful bidder may develop the Terminal in phases. However, the first phase should not be less than 8 MTPA. As per Annexure A of the PQD it is mentioned that the successful bidder is required to carry out demand and supply forecast for breakbulk and other cargoes at Port Qasim for the proposed terminal. However, the initial assessment for the conceptual planning of the terminal was carried out and is available with the PQA which may be referred to for Consultation.
87.	The commodities mentioned in the presentation to be handled at the Project were very limited, namely cement, sugar, steel and iron, earth minerals, and break-bulk cargo in bags which are not handled at any other Terminal who has exclusive rights.	Break-bulk cargo to be handled at the proposed Terminal will include all cargoes in bags, boxes, crates, drums, barrels, pallets, or skids. It also includes machinery and industrial equipment, vehicles and construction materials, steel products, pipes, and coils. This terminal can also handle other cargoes that are not being handled at other terminals on exclusive basis which may be in dry, liquid, and gaseous form.
88.	The 60 acres land which we need to develop consist of 40 acres of reclaimed area. We need to know the rates and terms & conditions of this area as same is important to determine the CAPEX. Similarly, we also need to have the soil report to see how much reclamation is required.	Please refer response to Queries 03 and 65.
89.	The concession period mentioned is 30 years including 3 years construction period. We believe that only 3 years of construction period is small and	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.

	this has to be over and above the clean period of 30 years of concession.	
90.	We were also informed that the terminal has to dredge berthing basin, turning basin and certain area of the channel as well. We need to know how much area of the channel is required to be dredged. Similarly, can we presume that after dredging the area we will only be required to carry out maintenance dredging at the berthing basin only.	Please refer response to Queries 28 and 82.
91.	Regarding the prerequisite of USD175million/year (average last 3 years.) need to be reviewed as this is a huge turnover for the companies providing marine infrastructure services. Similarly, requirement of lead member to have 55% is also very high. Since we are in the prequalification stage it is important to see the experience of the bidder who is already operating BOT Project Terminal at Port Qasim. It is also in the intertest of Port Qasim to have more bidders and for that purpose prequalifying prerequisites need some review.	The financial prequalification thresholds have been revised. Please refer to Addendum No. 1 to the PQD.
92.	Since numerous clarifications are still to be provided, we request you to extend the time for the submission of documents for prequalification till 30th October 2026.	The Application Submission Deadline has been extended through Corrigendum no. 01, uploaded on PQA/PPRA websites and published in newspaper.
93.	It has been informed during Pre Bid Meeting held at PQA on 7 Sep 26 that total area of Multipurpose Cargo Terminal (MCT) will be 60 acres. It has been learnt that out of this, some part of it needs to be re-claimed. Therefore, please inform that what is the exact area out of 60 acres required to be reclaimed.	Please refer response to Query 40.
94.	As royalty will be taken by PQA, then the contract winning party should not be required to take 60 acres of land on lease. The same needs to be clarified.	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.

95.	What is the exact extent of Turning Basin in front of MCT in terms of diameter along with depth in Phases - I and II of the project?	The Turning Basin shall be developed by the concessionaire for the turning of 75,000 DWT vessel as per PIANC guidelines.
96.	Please apprise about details of handling of any material/ cargo in the vicinity of MCT (at present and in future as part of any PQA master plan/ any expansion), being dusty in nature like Coal or Fly Ash, having environmental effects on the personnel working at MCT. Moreover, it would also contaminate the modern machinery and visiting ships and their intakes/machineries, so what are the guarantees from PQA that environment would be maintained, and no such cargo would be handled in the proximity of the MCT.	At present, no such terminal exists or is planned as per the PQA Master Plan which may adversely impact the environment of the proposed terminal. However, the successful bidder shall conduct a detailed EIA study and EMP as a part of their scope.
97.	Requirement of additional infrastructure especially need of additional land while doubling the cargo handling capacity (while moving from Phase - I to II) needs to be specified.	The land offered for the Terminal by PQA is sufficient for all phases of the proposed Terminal (16 MTPA) and no additional land will be provided.
98.	Fresh hydrographic survey of the area seaward of MCT needs to be undertaken prior issuing tender documents. It is considered essential for planning purpose and especially for preparation of financial quotes for capital and maintenance dredging.	As per Annexure A- Project Information, the hydrographic and numerical study shall be carried out by the concessionaire. However, PQA will provide the available data in this regard.
99.	Present available depth at the proposed MCT site and in front may be confirmed, as paras (d) and (e) mentioned in Annex A are giving an impression that presently the navigation channel is 150 m wide and 12.5 m deep and vessel of 12 m is to be accommodated in Phase 1. Same needs to be clearly intimated so that the actual requirement in Phase 1 may be ascertained.	Applicants may collect latest available hydrographic data from PQA. As stated in the PQD, the existing Navigation Channel is 150m and 12.5m deep. The Vessel having draft up to 12m may be brought at the Terminal using tidal advantage.
100.	Project feasibility study undertaken by NESPAK or any other entity needs to be shared prior issuance of tender documents.	Technical feasibility is available with PQA that may be shared to the prequalified Applicants.

101.	Same needs to be confirmed that there is no additional MCT or any similar facility being established at PQA, which may have an adverse effect on the business and which might effect the financial feasibility being done by interested parties.	The MCT project is being developed on a non-exclusive basis. The PQA have the liberty to develop similar Terminal on non-exclusive basis.
102.	Time of completing Phase - I i.e. 3 years should not be coupled with MCT operating time of 27 years. Instead, operating time of 30 years be given to MCT.	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
103.	Right of FIRST REFUSAL after completing 30 years of MCT operation be given to the party winning the contract.	This will be explained in the draft IA which will be given at the RFP stage.
104.	There is a confusion in submission date as PQA tender document shows closing date as 29 Sep and PPRA/EPMS record shows a date of 20 Sep 2026. Moreover, is suggested that maximum time allowed as per rule position may be provided so that a meaningful discussion may be held to form a consortium to undertake the project.	The Application Submission Deadline has been extended through Corrigendum no 01, uploaded on PQA/PPRA websites and published in newspaper.
105.	PQA has indicated a projected demand of more than 8 MTPA in Phase I and 16 MTPA in Phase II. If any market demand study has been conducted by PQA or its consultants, please share the relevant report or key findings for the bidders' review.	Please refer response to Query 86.
106.	In the event that Phase II investment is required, will PQA consider granting an extension of the concession period to the concessionaire to facilitate recovery of the additional investment?	The total concession period is 30 years to construct, finance and operate Terminal of 16 MTPA. No extension in concession period will be provided separately for Phase II of the Terminal.
107.	Will undertaking Phase II development be a mandatory obligation for the concessionaire, or will it be subject to specific demand, throughput, or other predefined triggers?	It is mandatory to develop the Terminal for capacity of 16 MTPA. In the event, if the throughput could not be achieved by the successful bidder during the concession period, the successful bidder still has to transfer the Terminal to PQA for the capacity of 16 MTPA.

108.	Considering that the upgraded Marginal Wharves will continue to handle similar cargoes with enhanced capacity and will benefit from being a PQA-operated facility without a royalty burden, please clarify the commercial rationale for the proposed greenfield terminal and how it is expected to compete effectively with the upgraded Marginal Wharves.	PQA plans to upgrade the Marginal Wharves berths 1 and 2. The berths may continue to handle similar cargoes with enhanced capacity. PQA may endeavor to make the existing Marginal Wharves berths 1 and 2 competitive to other terminals on non-exclusive basis.
109.	Kindly provide a detailed list of cargo types that will be permitted to be handled at the proposed terminal.	Please refer response to Query 87.
110.	Please confirm whether the terminal will be authorized to handle liquid bulk cargo.	As defined earlier, all cargo dry, liquid, and gaseous being handled on a non-exclusive basis may be handled at the proposed Terminal.
111.	Will the proposed terminal be permitted to handle all products currently being handled at the Marginal Wharves?	Yes, same may be handled at the proposed Terminal which are currently being handled at the Marginal Wharves
112.	At what stage of the procurement and development process will the final product portfolio be determined and fixed?	Product portfolio is defined in the PQD. Since this is a BOT project, each Applicant shall include product portfolio in his technical and financial proposal.
113.	Of the proposed 60-acre project site, please specify: • How much land is currently available; and • How much land will require reclamation.	Please refer response to Query 40.
114.	Please clarify the scope of channel widening works and identify: • The portion that will be the bidder's responsibility; and • The portion that will be undertaken by PQA.	Please refer to response to Queries 28 and 82.
115.	Does PQA intend to widen the existing main navigation channel, or is a new channel planned to accommodate increased vessel traffic?	The PQA existing main navigation channel has enough capacity to accommodate increased vessel traffic.
116.	Will the successful bidder be responsible for developing or financing railway connectivity to the terminal?	Yes

117.	Please provide details regarding the applicable land lease rate and the basis for its determination.	PKR 78 million per acre for the entire area of 60 acres.
118.	Will the land lease rate for reclaimed land be the same?	
119.	What is the estimated project cost for Phase I and Phase II development respectively?	There is no separate cost for phases, i.e. Phase I and Phase II.
120.	Please provide: • The implementation timeline for Phase I; and • Phase II (if applicable)	Please refer to response to Query 02.
121.	Can consortium members be added, removed, or substituted at any stage during the bidding process? If so, please outline the applicable procedure, requirements, and approval process.	Please refer section 2.7.7 of the PQD
122.	For consortium submissions, will the annual turnover and other financial metrics requirement be assessed: • Individually for each consortium member; or • Collectively on the basis of the consortium as a whole?	In accordance with the revised financial eligibility criteria outlined in the clarification to query 91, the financial metrics requirements for consortium submissions shall be assessed on BOTH a collective (consortium-wide) and individual (member-by-member) basis. Specifically: (a) Collective Assessment: The consortium as a whole must demonstrate combined financial metrics (Average Annual Turnover, Net Worth, and Cash and Funding Lines) that meet or exceed the revised thresholds, which are: Average Annual Turnover (last 3 financial years): USD 150 Million; Net Worth (latest financial year): USD 75 Million; and Cash and Funding Lines: USD 10 Million. (b) Individual Assessment: Each consortium member must independently satisfy the minimum individual thresholds as stipulated in Sections 5.10.2, 5.11.2, and 5.12.2 of the PQD. The Lead Member must meet the lead member minimums (calculated as the stipulated percentage of the collective thresholds), and each individual Member must meet their respective individual member minimums.
123.	Please confirm whether the current Expression of Interest (EOI) process is non-binding and does not create any liability or obligation on the part of the bidder.	Yes, the Expression of Interest (EOI) process is non-binding.

124.	Kindly clarify the overall structure and sequencing of the bidding process. Specifically, will: • Prequalified applicants first submit a technical proposal for evaluation followed by a separate commercial/financial proposal; or • Technical and commercial submissions be submitted and evaluated concurrently as a single package?	Bidding process will be carried out as per PPRA rule no 36(b)wherein single stage two envelope process will be followed.
125.	Kindly advise on the procedure and available dates for arranging a site visit.	Site visit can be made by the Applicant in consultation with PQA.
126.	We respectfully request an extension of the EOI submission deadline until 30 October to allow adequate time for evaluation and preparation of a comprehensive submission.	The Application Submission Deadline has been extended through Corrigendum no. 01, uploaded on PQA/PPRA websites and published in newspaper.
127.	As the existing channel currently does not accommodate large vessels, kindly confirm whether dredging will be required to achieve the necessary depth and, if so, under whose account and responsibility it will fall, including responsibility for engaging the dredging contractor. As dredging is required, kindly confirm whether, given the proposed BOT structure, the bidder may appoint a suitably qualified contractor of its choice, subject to applicable PQA requirements and approvals. It would not make commercial or operational sense for the bidder to be required to use PQA or NDMS dredgers where suitably qualified alternative contractors are available, particularly given that the project is to be developed through private investment on a BOT basis. Kindly clarify whether the bidder will therefore be permitted to select and engage its own qualified dredging contractor. If the existing berth requires rehabilitation or modification due to the dredging or to accommodate	Yes, existing channel currently does not accommodate large vessels. The successful bidder is required to widen and deepen the channel to accommodate large vessels of 75,000 DWT at its own cost. Hiring NDMS dredgers is not mandatory, the successful bidder has the liberty to engage its own qualified dredging contractor. The new jetty/berth will be constructed. The question of rehabilitation or modification of existing berth due to the dredging or to accommodate larger vessels does not arise.

	larger vessels, kindly clarify under whose scope and responsibility those works will fall.	
128.	Kindly specify the total length of the channel for which dredging will be required.	The total length of the channel required to be widened and deepen is approximately 3.163 km.
129.	Kindly advise when the site visit can be arranged.	Site visit can be made by the Applicant in consultation with PQA.
130.	Kindly share the relevant data from the Pre-Feasibility Study that was carried out supporting the projected cargo handling capacity of 8 million tons per annum in Phase 1 and 16 million tons per annum in Phase 2.	The data is available with PQA which can be referred to.
131.	What specific commodities are intended to be handled at the terminal, and what is the current and projected market volume for these commodities over the concession period?	Please refer response to Query 87 for specific commodities. However, the current and projected market volume for the above commodities will be the responsibility of the successful bidder over the concession period.
132.	Will the multipurpose terminal have commodity-specific or type of cargo related exclusivity? If not, how will the multipurpose terminal ensure volumes and financial viability.	The multipurpose terminal will be commodity-specific as described in Query 87 and there will be no cargo related exclusivity It is the successful bidder responsibility to ensure volumes and financial viability based on market volumes.
133.	What is PQA's plan for Marginal Wharves 1 & 2 after commissioning the new terminal? Will their existing cargo/volumes be transferred to the new terminal, or will they also continue to handle the commodities being handled at the multipurpose berths.	Please refer response to Query 108.
134.	How will rights of existing terminals and their exclusivity be protected with the launch of the multipurpose terminal? Will PQA ensure that the multipurpose terminal will not have right to handle any of the cargoes which are exclusive to any existing Port Terminal at PQA?	The proposed multipurpose terminal will handle all break bulk cargo and other cargoes which are not being handled at any other Terminal under the exclusive right.
135.	The capacity requirements for Phase 1 (8 MTPA) and Phase II (16 MTPA) seem high. With the	The capacity of proposed multipurpose terminal is 16 MTPA has assessed based on the jetty/ quay wall length, types of vessels to be handled, availability of backup area for

	expansion in capacity of KGTL at KPT and plans for Keti Bandar, how does PQA see demand growth to support the proposed 8 MTPA Phase-I and 16 MTPA Phase-II capacities, and what are the expected utilization levels and triggers for Phase-II?	storage of cargo and their evacuation. The successful bidder is required to carry out market assessment of the cargo considering the future development plan of KGTL at KPT and plans for Keti Bandar and any other. Please refer response to Query 02 for triggers for Phase-II.
136.	What infrastructure and facilities are to be provided by the Concessionaire, and what will be provided by PQA? a. Will the berths be built from scratch or will PQA provide basic infrastructure for the berths? b. Will the Concessionaire have flexibility to develop specialized storage and handling facilities based on market requirements?	The infrastructure and facilities to be provided by PQA under the PDC will include access road, water supply, sewerage and storm water drainage at the boundary of the terminal. Being a green field project, all necessary infrastructure and facilities required for the operation of the Terminal are to be provided by the successful bidder at his own cost. a. Being a green field project, jetty (berth) is to be constructed by the successful bidder. PQA will not provide basic infrastructure for the berths b. Yes, successful bidder has flexibility to develop specialized storage and handling facilities based on market requirements. However, fully functional terminal having capacity of 16 MTPA is to be transferred to PQA after expiry of the concession period.
137.	Please confirm the land area, 620-metre berth configuration, development phasing, and road/rail access to be provided to the Concessionaire.	PQA has provided the conceptual planning of the Terminal in the PQD document, showing the backup area and berth configuration (Refer annexure A, B and C provided in PQD). The successful bidder may develop the terminal in phases. However, the capacity of first phase should not be less than 8 MTPA. The road access and rail connectivity to the existing road network and Pakistan Railway tracks are to be provided by the successful bidder at its own cost.
138.	What vessel size, draft and beam will be accommodated in each phase, and who will be responsible for dredging and maintaining the navigation channel, particularly for the proposed Phase-1 75,000 DWT / 14 m capability?	Please refer to annexure A provided in PQD for vessel size and draft for each phase. The successful bidder will be responsible for capital dredging of berthing basin, turning basin and deepening and widening navigation channel (approx. 3.163 km) for vessel of 75,000 DWT and maintenance of the berthing basin. PQA will be responsible for maintenance dredging of turning basin and navigation channel.
139.	What is the proposed tariff/revenue model, concession fee/royalty, concession period, and traffic/revenue protection mechanism, if any, for the Concessionaire?	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
140.	Is there a limit on the number of partners that can be included in a consortium for this project?	Refer to the definition of Consortium in Glossary of the PQD.

141.	In case of a consortium, does the minimum turnover requirement (last 3 years) of USD 175 MN each year be applicable to individual members as well as to the consortium overall for scoring points. Logically, it should apply overall to the consortium and not to individual member.	Please refer response to Query 122.
142.	Will the RFP require prospective bidders to take account of existing concession agreements and contractual restrictions applicable at Port Qasim?	The RFP will include a draft Implementation Agreement duly accounting for contractual restrictions applicable at port Qasim and the requirement of BOT project structure.
143.	Will prospective bidders have an opportunity to submit comments/mark-ups on the draft Implementation Agreement?	Prequalified Applicants will only have an opportunity to offer their comments on draft Implementation Agreement for the consideration of PQA at the bidding stage. No mark-up of the Implementation Agreement will be accepted.
144.	Are there any existing standard BOT/concession templates that PQA intends to use?	PEC has a standard bidding document for BOT projects for two stage two envelope process. This is not applicable on this project as bids are being invited based on single stage two envelope basis (PPRA Rule 36b). However, the RFP is prepared considering the PEC requirement for BOT project and other BOT standard document.
145.	What government approvals are expected to be conditions precedent to execution of the Implementation Agreement?	PQA has obtained all necessary approvals required for the tendering of this Project.
146.	How will the 'most advantageous bid' be determined?	The term 'most advantageous bid' will be defined under the RFP.
147.	Has any EIA or environmental baseline study already been undertaken by PQA, and will it be made available to prospective bidders?	No EIA study specific for the project is available. It is the successful bidder’s responsibility to conduct the detailed EIA study.
148.	What is the legal status of the project land and what form of land/concession rights will be granted to the SPV?	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
149.	What is PQA's proposed revenue model for the concessionaire?	Please refer response to Query 03.

150.	What specific problem at Port Qasim is PQA seeking to solve through this project which cannot adequately be addressed through existing facilities?	Please refer to Section 1.1 of the PQD.
151.	What were the principal considerations in selecting this particular site rather than expanding or developing existing terminal infrastructure?	Currently, break-bulk cargo is being handled at the Marginal Wharf. PQA has planned to upgrade these berths; however, there will be constraints in terms of available backup area and accommodating larger vessels. Therefore, PQA has planned to construct a new facility for handling break-bulk cargo at the proposed site.
152.	What assessment has PQA undertaken of the impact of the proposed terminal on existing terminal operators and existing port capacity?	With respect to the assessment of impact on existing terminal operators and existing port capacity, the MPCT will enhance overall Port Qasim throughput capacity. The terminal will serve all breakbulk cargo not subject to exclusive operating agreements, thereby complementing existing terminal operations at the port.
153.	Can PQA confirm that the development and subsequent operation of the Multipurpose Cargo Terminal will be subject to and consistent with all existing contractual obligations and rights granted by PQA to existing terminal operators al Port Qasim?	The IA of the proposed terminal will be prepared after consistent with all existing contractual obligations and rights granted by PQA to existing terminal operators al Port Qasim.
154.	Additionally, our management would like to visit the proposed project site to better understand the existing site conditions and proposed development.	Site visit can be made by the Applicant in consultation with the PQA.
155.	We believe that the capacity of 8 million tons per annum taken for Phase I and 16 million tons per annum for Phase II are high. Please share the study along with the commodity wise breakup of volume based on the study conducted by KPMG/NESPAK. Further, please confirm whether liquid cargo may be handled in bulk in addition to break-bulk forms such as drums.	Please refer response to Queries 86 and 87.
156.	FAP has exclusivity under its Implementation agreement for all grains and fertilizers including Rice in Bags. We expect PQA to make sure that no commodity under exclusivity of FAP will be included under this terminal. Please confirm.	Yes, PQA will ensure that no commodity under exclusivity of FAP will be included under this terminal.

157.	It was stated during the pre-bid meeting that the total terminal area would be approximately 60 acres, comprising existing and reclaimed land. Please provide the exact area available, area requiring reclamation, applicable land cost and associated terms and conditions. Additionally, please provide the available soil investigation, bathymetric, and topographic survey reports to facilitate accurate CAPEX estimation.	Please refer response to Queries 03, 40, and 65.
158.	The proposed 30-year concession period includes a three-year construction period. Please clarify whether the concession period will commence upon the terminal becoming operational, i.e., upon berthing of the first vessel. Also, need to account for all the technical studies that will need to be undertaken before commencement of construction.	The proposed 30-year concession period includes a three-year construction period. The concession period will commence upon the date of effectiveness i.e. date is signing of the implementation agreement. Terminal will become operational after the issuance of certificate of successful commissioning of the Terminal by PQA. Detailed scope of work shall be provided at the RFP stage however the successful bidder shall, inter alia, be required to carry out studies as included in Annexure A of the PQD
159.	Please provide the required dimensions/depths and scope of dredging for the berthing basin, turning basin, and navigation channel. Further, please clarify the bidder's obligations and extent of maintenance dredging for the turning basin and navigation channel throughout the concession period.	Vessel size: 50,000 DWT up to 75,000 DWT The berthing basin will be twice of beam width of the vessel. Turning basin will be twice of LOA of the vessel. Existing navigation channel will be deepened and widened to accommodate vessel of 75,000 DWT. Please refer response to Query 28 for maintenance dredging.
160.	Please clarify for any minimum infrastructure equipment requirements for the bidder? What is PQA's proposed revenue model for the concessionaire? Will there be a minimum concession fee, revenue share, royalty or other financial parameter?	The infrastructure including quay wall/jetty, pavement for storage area and vehicular traffic, water supply, storm water drainage, ancillary buildings, boundary wall, entry/exit gate and allied structure shall be provided by the successful bidder for terminal capacity of 16 MTPA. The successful bidder has the liberty to provide equipment for phase wise development along with required power supply. Please refer response to Query 03.
161.	Are there any trigger points for Phase 2 or will it be at the discretion of the concessionaire. Please also confirm the concessionaire will get an extension in the 30-year concession if they invest in Phase 2?	Please refer response to Query 02.

162.	Has any EIA or environmental baseline study already been undertaken by PQA, and will it be made available to prospective bidders?	Please refer response to Query 147.
163.	What is the proposed arrangement for road and rail connectivity, and who bears the cost of external connectivity infrastructure?	The road access and rail connectivity to the existing road network and Pakistan Railway tracks are to be provided by the successful bidder at its own cost.
164.	If an EOI is submitted by a two-member consortium, can an additional member be added subsequently, and up to what stage would PQA approval be required?	Please refer section 2.7.7 of the PQD.
165.	Can consortium members be added, withdrawn or substituted, and can their shareholding/participation be changed, between the EOI, prequalification, bidding and final concession stages?	Please refer section 2.7.7 of the PQD.
166.	If a new consortium member is added at a later stage, will its technical and financial credentials be considered for meeting the applicable qualification requirements?	Please refer section 2.7.7 of the PQD.
167.	Is PQA considering redesignating Huaneng Fuyun Port (MW 3 & 4), currently designated as a coal terminal, for mineral/bulk cargo handling? If so, what is the current status and expected timeline for such redesignation, and how would this impact the proposed Multipurpose Terminal?	Presently, there is no consideration for redesignating Huaneng Fuyun Port (MW 3 & 4).
168.	There is a Sea to Steel Project also being planned by PQA. Please confirm that the commodities it will handle are different from the ones that will be handled at the multipurpose terminal.	With respect to the Sea to Steel Project, both projects form part of PQA's broader port development strategy. The specific commodity scope, operational mandates, and design specifications for each project will be detailed in the respective RFP documentation.
169.	Please confirm that after the setup of the multipurpose terminal, those non-exclusive commodities being handled at Marginal Wharf will not continue to be handled there to ensure that the	Please refer response to Query 39.

	investor has sufficient volume to generate a reasonable return on their investment.	
170.	All terminals with exclusivity at PQA have a certain volume or timeframe threshold for their exclusivity. Please confirm if those commodities and containerized volume will also be allowed to be handled at Multipurpose berths once the exclusivity has expired.	On expiry of the Implementation Agreement for which exclusivity has been given to the existing terminals for handling containerized/non-containerized cargo, such cargo may be handled at the proposed Multipurpose berths.
171.	Lastly, since numerous clarifications are still to be provided, you are requested to extend the time for the submission of documents for prequalification till October 31, 2026.	The Application Submission Deadline has been extended through Corrigendum no. 01, uploaded on PQA/PPRA websites and published in newspaper.
172.	The throughput of 8 million tons, leading to 16 million tons in Phase II, should be justified with historical data on cargo handling at PQA. What are the historical cargo volumes, the current break-bulk/general cargo throughput at MW 1 & 2, and PQA's realistic cargo forecast for the next 10-30 years?	Please refer response to Query 86.
173.	We understand that terminals in Port Authority enjoy exclusivity. Likewise, we hold the exclusivity for the handling of Cement and Clinker, which was communicated to PQA earlier through a letter dated March 12, 2025, stating that the Terminal "been granted concession to, inter alia, operate the Terminal to handle the import and export of Cargoes which includes all of Cement and Clinker **on an exclusive basis**". Therefore, the handling of Cement and Clinker in bags or containers should not be permitted at the multipurpose berths of Port Qasim Authority in any form.	As per the IA of PIBT signed with PQA, exclusivity given to PIBT by PQA is for handling of cement and clinker **in bulk**. Therefore, cement in bags could be handled at any other terminal including the proposed terminal.
174.	Furthermore, under the Implementation Agreement, PQA has agreed that **no other concession in respect of clinker and cement shall be granted to any person/terminal/jetty** by PQA until such date	Any other Terminal cannot handle the clinker and cement **in bulk** (for which exclusive right has been given to PIBT) unless the PIBT Terminal achieves eight (8) MTPA throughput in each of the three (03) consecutive years.

	on which the said Cargo throughput at the Terminal exceeds eight (8) million tonnes per annum in each of the three (03) consecutive years preceding such date. This trigger of consecutive annual volumes has also not been met therefore another concession for cement and clinker cannot be allowed by PQA.	
175.	Royalty is also a matter of grave concern for us, as PIBT is unable to attract cement and clinker customers because of high royalty charges compared to other ports. The royalty benchmark should not be less than the royalty being charged to terminals like PIBT for these or similar commodities as this would be discriminating in nature and undermine the existing terminal investment at PQA.	This matter shall be comprehensively addressed in the Implementation Agreement to be provided as part of the RFP documentation.
176.	We also noted and pointed out the cost estimates for Phase I and Phase II during the meeting but did not receive an appropriate reply from either NESPAK or PQA.	There is no separate cost requirement for Phase I and Phase II as the successful bidder has to construct the terminal for 16 MTPA.
177.	PQA also confirmed that the multipurpose terminal is for break-bulk commodities in bags only. Please confirm.	Please refer response to Query 87.
178.	The Peripheral Development Charges (PDC) of the advertised SITE of 60 acres will be Rs.78 million per acre. Please clarify	Please refer response to Query 03.
179.	Since the time for pre-qualification is too short, we therefore request for extension in time for submission of documents and finding a consortium partner.	The Application Submission Deadline has been extended through Corrigendum no. 01, uploaded on PQA/PPRA websites and published in newspaper.