

CLARIFICATION NO: 02
AGAINST TENDER ENQUIRY NO: PROC-SERVICES/CB/PQ/JV-4155/2018

PREQUALIFICATION OF FINANCIAL ADVISORY (FA) SERVICES FOR THREE YEARS ON AN AS-AND-WHEN REQUIRED BASIS IN RELATION TO THE BUY-SIDE ENGAGEMENTS FOR ASSET OR CORPORATE ACQUISITIONS

With reference to subject mentioned tender enquiry and further to clarifications sought by few of our prospective bidders the following clarifications is hereby communicated to all prospective bidders for their review and preparation of bid accordingly.

	Clarification	Reply
1	<p>"We want to highlight that "Local Pakistani Bank" has entered into a partnership / MOU with "Some Foreign Company/Bank" and we qualify on the above criteria. However formally engaging an International Investment Bank as a joint adviser would render the engagement costly. However, <i>it should be noted that "Local Pakistani Bank" fully intends to leverage its unparalleled M&A and Oil & Gas credentials by looping foreign affiliates / partners on a transaction basis.</i> We want to clarify that "Local Pakistani Bank"s proposal will be submitted on a standalone basis and reputed International Investment Bank will be brought on board as and when required. "</p>	<p>Engaging an International Investment Bank is not mandatory rather optional. Preference will certainly be given FA's which would include an International Investment Bank as its partner/affiliate and, hence, will be graded accordingly. (criteria already elaborated in the ToR's).</p> <p>In the instant request, "Local Pakistani Bank" must be clear that it cannot submit the bid on a standalone basis and expect to be graded on the commitment that it will bring an Investment Bank as its partner/affiliate as and when required in order to reduce engagement costs. <u>In case "Local Pakistani Bank" comes on a standalone basis, it will be graded as per its own credentials only and not on its committed affiliates.</u></p> <p><u>Grading will strictly be done on the basis of the qualification criteria already elaborated in the ToR's</u></p>