


PRE-QUALIFICATION EVALUATION REPORT

AGAINST TENDER ENQUIRY # 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

Sr.#	Bidder's Name	Local Agent	Qualified (Yes/No.)	Reasons for Non - Qualification
1	M/s BMA Capital Management Limited, Karachi <b>and</b> M/s Deloitte Yousuf Adil – Chartered Accountants, Islamabad (Consortium)		NO	<ul style="list-style-type: none"><li>• No completed international M &amp; A experience of Deloitte Yousuf Adil or of BMA Capital.</li><li>• Less than 3 M &amp; A transactions having experience of leading a consortium either by Deloitte Yousuf Adil or of BMA Capital</li></ul>
2.	M/s United Bank Limited, Islamabad		YES	
3.	M/s Habib Bank Limited, Karachi		YES	
4.	M/s Bridge factor (Private) Limited, Islamabad <b>and</b> M/s Dubai Islamic Bank, Islamabad (Consortium)		YES	
5.	M/s Standard Chartered Bank (Pakistan) Limited, Islamabad		YES	

  
Shahrukh Mateen  
JV Officer  
Ext:4105

  
Faisal Shahzad  
Finance Officer (MR)  
Extn: 3250

**PRE-QUALIFICATION FOR ACQUIRING FINANCIAL ADVISORY SERVICES**

Pre-Qualification Criteria (Technical Bid Opening on January 28, 2019)

Sr. No.	Assessment Factors	Marks	Bidders									
			Standard Chartered	Reference	Bridge Factor with Dubai Islamic Bank	Reference	Habib Bank Ltd.	Reference	United Bank Limited	Reference	Deloitte with BMA Capital	Reference
<b>1</b>	<b>Experience</b>	<b>50</b>	<b>50</b>		<b>43</b>			<b>36</b>		<b>35</b>		<b>29.5</b>
a.	Demonstrate International M&A experience either directly or through documented affiliation(s)	5	5	Page 14	5	Page 41	5		5		0	
b.	Demonstrate presence in Pakistan either directly or through a partner to qualify	5	5		5	Page 80	5		5		5	Page 20-21
c.	The FA must have experience of leading a consortium in at least 03 different M&A transactions to qualify	10 (3 M & A : 70%) (3+ : 80%) (5+ : 100%)	10	Page 10	10		8	Page 10	7		0	
d.	Detailed description of the role played / services provided by the Financial Advisor on at least three M&A transactions in the last five years in which the Financial Advisor provided services similar to those contemplated under the prequalification process	15 (3 M & A : 70%) (3+ : 80%) (5+ : 100%)	15	Page 20-24	15		12		10.5		10.5	Pages 34 - 38
e.	Demonstrate relevant experience in Energy acquisitions/divestures, of which atleast one should be in Oil & Gas (upstream / midstream / downstream) either directly or through documented affiliates	5	5		5		5	Page 10	5		5	
f.	Details of applicant's (and where applicable those of its affiliate) standing in industry recognized league tables in appropriate categories such as M&A and energy / oil & gas transactions	7 (Top 15 : 100%) (Next 16-25 : 70%) (26-50 : 50%)	7	Page 15	0	Page 25	0	-	0	Page 47	7	Pages 49-50
g.	Corporate structure, description of key management personnel, office locations with detailed description of overall expertise including that available from each office (including those of any documented affiliate(s)) that will be involved in providing services contemplated under this prequalification exercise	3	3		3		1		2.5		2	
<b>2</b>	<b>Competency of Team Members</b>	<b>30</b>	<b>30</b>		<b>25</b>			<b>25</b>		<b>24</b>		<b>23.5</b>
a.	Details on the experience and qualifications of the team lead who will be deployed by the Financial Advisor in advising the Company. Team Lead should have demonstrated advisory experience in atleast 3 M&A transactions playing a leading role.	5 (3 M&A :70%) (3+ :80%) (5+ :100%)	5	Page 51	4		4	Pages 20-21	5	Page 64	3.5	Page 60
b.	Should demonstrate experience of managing a consortium of consultants on M&A assignments	2	2	Page 51	2		2	Page 20	2	Page 66	2	Page 64
c.	Demonstrate experience of team lead in Energy sector acquisitions/divestures	3	3		3		3	Page 20	3	Page 4	3	Page 67
d.	Each team member preferably should have experience in advising companies on acquisitions / M&A transactions. Details on the experience and qualifications of key team members should be included	10 (3 Mem :70%) (3+ :80%) (5+ :100%)	10	Page 50	8		8		7	Page 77	8	Pages 79-82
e.	Team members having relevant experience in Energy sector	10 (3 Mem :70%) (3+ :80%) (5+ :100%)	10	Page 50	8		8		7		7	
	<b>Work Plan &amp; Methodology</b>	<b>20</b>	<b>16</b>		<b>14</b>			<b>14</b>		<b>15</b>		<b>13</b>
a.	Adequacy of approach and methodology in response to the scope of work that will be undertaken by the Financial Advisor in approaching the assignment along with proposed timelines. This should include details of valuation methodologies and tools that will be utilized in providing the services. Parties should also demonstrate good understanding of issues relevant to the Energy sector particularly Oil & Gas (upstream / midstream / downstream)	20 Methodology : 60% E&P related : 20% (Oil & Gas) Timelines: 10% Tool: 10%	16		14	Last Pages	14		16		16	
<b>TOTAL</b>			<b>96</b>		<b>82</b>		<b>75</b>		<b>75</b>		<b>69</b>	

Parties scoring 70% points and above marks in each category of the Technical Proposal will be qualified.

Shahrukh Mateen  
JV Officer  
Ext:4105

Azeem Qureshi  
Chief Advisor  
Ext: 4105

Faisal Shah  
Finance Officer  
Ext: 4105