

**Government of Pakistan  
Finance Division  
External Finance Wing**

## **INTRODUCTION**

Finance Division, Government of Pakistan solicits services of firms through this Request for Proposal to act as financial advisor for issuance of a sovereign bond in international capital market.

## **GENERAL REQUIREMENTS FOR APPLYING**

Proposing firms must have experience in providing financial advisory services for issuance of sovereign bonds.

## **PROPOSAL SUBMISSION**

Please submit three sealed copies of your proposals no later than November 22, 2013 at 4:00 pm at the following address:

**Section Officer EF (IFR)  
External Finance Wing  
Address: Room No. 229, Q Block, Finance Division, Q-Block, Pak  
Secretariat,  
Islamabad, Pakistan  
Ph:+92-51-9203313  
FAX: +92-51-9210835**

***All the received bids shall be opened on the same day.***

***Proposals received after the deadline for receipt will not be considered.***

## **SCOPE OF SERVICES**

The services to be provided by financial advisor will include, but not limited to making recommendations about structure / execution of the sovereign bond.

## **PROPOSAL CONTENT**

The following specific information should be included in your proposal:

### **Bond Particulars**

1. Recommended size
2. Recommended format
3. Tenor (5 years or 10 years or over 10 years)
4. Structure
5. **Projected Coupon**
  - US Treasury Rate plus Margin
  - LIBOR plus Margin

- A list showing bank's direct prior experiences in providing financial advisory services to various governments for issuance of sovereign bonds in international capital market.
- The proposed compensation/cost for providing the requested services.

## EVALUATION

The evaluation of proposals would be done on the basis of the following criteria:

<b>A. Financial Proposal</b>		
	<b><u>Particulars</u></b>	<b><u>Marks</u></b>
	<b><u>Expenses</u></b>	<b>40</b>
	Fees	
	Legal	
	Documentation/Printing/ Distribution	
	Road show(s)	
	Out of pocket expenses	
	Any other expenses	
	<b>Total</b>	<b>40</b>
<b>B. Technical Proposal</b>		
	Past experience in issuance of Sovereign International Bond as Lead & Co-lead Manager & Rank position as per international Financial Review for last three years for International Bonds Markets. (Information to be provided by SBP)	<b>40</b>
	Presence in Pakistan	<b>5</b>
	Specify the nature of post-issue back up	<b>5</b>
	Nature of research in Pakistan	<b>5</b>
	Whether inclined to under write the above coupon?	<b>5</b>
	<b>Total</b>	<b>60</b>
	<b>Total (A+B)</b>	<b>40+60=100</b>
<b>C. Others</b>		
	Proposed geographical distribution of funds in %age terms	
	Proposed distribution of funds by investor type in %age terms	
	Possibility of associating the local bank in the deal and its role.	