

27/01/2017

Bid Evaluation Report		
Request for proposal (RFP) - For the Appointment of Appointment of Consultant(s) for the Due Diligence of Summit Bank Limited ("Summit Bank")		
1	Name of Procuring Agency	Sindh Bank Ltd.
2	Tender Reference No.	SNDB/COK/ADMIN/TD/746/2016
3	Tender Description	For Appointment of Consultant(s) for the Due Diligence of Summit Bank Limited ("Summit Bank")
4	Method of Procurement	Single Stage Two Envelop Bidding Procedure/Quality & Cost Based Method
5	Tender Published & SPPRA S.No.	S.No: 31073. Daily Express, Sindhi Express, Jang, Business Recorder & Dawn (03/01/2017) Addendum (18/01/2017)
6	Total Bid Documents Sold	07
7	Total Bids Received	01
8	Technical Bid Opening Date & Time	25/01/2017 at 1130 Hrs
9	Financial Bid Opening Date & Time	27/01/2017 at 1100 Hrs
9	No. of bid qualified	01
10	Bid(s) Rejected	-

Details on the above as given below:

S No	Name of Firm or Bidder	Qualified / Disqualified in Eligibility/ Technical Criteria	Rate Quoted	Quality & Cost Based Selection Method (55:45) Technical: Financial Weightage	Ranking in terms of Cost	Comparison with Estimated Cost (Rs.10,000,000)	Reasons for acceptance/ rejection	Remarks
0	1	2	4	4.a	5	6	7	8
1.	Consortium of M/s. Grant Thornton Anjum Rahman, Next Capital & Mohsin Tayebaly & Company	Qualified	16,056,000/-	93 Marks Obtained out of 100	Only Bidder	Rs. 6,056,000/- above the estimated cost	Accepted Only Qualified Bidder	Rule-48 has been complied with

Accordingly going by the Technical/Financial Evaluation offered in the tender document, Consortium of M/s. Grant Thornton Anjum Rahman, Next Capital & Mohsin Tayebaly & Company stands as only Qualified Evaluated Bidder for the Appointment of Consultant(s) for the Due Diligence of Summit Bank Limited ("Summit Bank"). On Basis of Quality & Cost Based Selection Method, Consortium of M/s. Grant Thornton Anjum Rahman, Next Capital & Mohsin Tayebaly & Company have obtained 93 % mark.

Members – Consultant Selection Committee

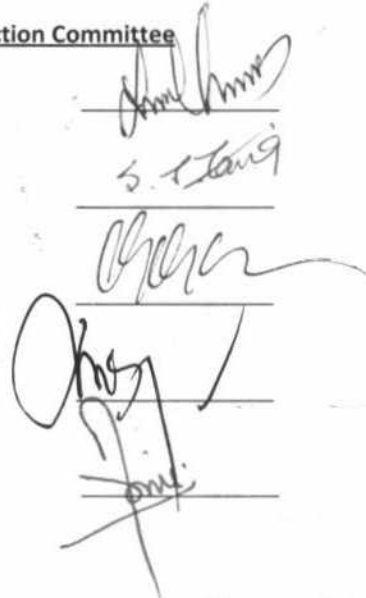
SVP – Financial Division
(Mr. Dilshad Hussain Khan)

Chief Financial Officer
(Mr. Saeed Jamal)

Head of HR
(Khawaja Tajammul Hussain)

Chief EPR Section. P&D Dept.
(Mr. M. Saleem Jalbani)

Add. Finance Secretary (Res)
(Mr. Afzaal Zaidi)



FINANCIAL

Cost Schedule

We will be pleased to accept the assignment as per following fee

	Amount in Rs.
Financial and tax Due diligence - Fixed	9,600,000
Sindh Sales tax	1,056,000
A. Financial and tax Due diligence - Fixed - Total	10,656,000
Legal Due diligence- Fixed	4,900,000
Sindh Sales tax*	-
B. Legal Due diligence- Fixed - Total	4,900,000
C. Out of pocket	500,000
Total (A+B+C)	16,056,000

Total Amount in words:
Sixteen million and fifty six thousand rupees only.

Signature [Signature]
 Full name GRANT THORNTON
 Designation MANAGING PARTNER
 Name(s) & Stamp(s) of Consultant(s)/Consortium _____



[Handwritten signatures and notes]
 S. S. Singh
 [Signature]
 [Signature]

*MTC has taken stay order in respect of sales tax and will be charged if becomes applicable.

TENDER No: SNDB/ADMIN/TD/746/2016

January 27, 2017

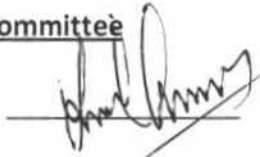
**Request for proposal (RFP) - For the Appointment of Consultant (s) for
 The Due Diligence of Summit Bank Limited ("Summit Bank")
 in Compliance of Rule 48 of SPPRA**

This is to certify that as only one bid was received against the tender, so Rule 48 has been complied with detail as follows:

S.No	Market Unit Price.	Estimated Price	Current tender Price
01	15,375,000/-	10,000,000/-	16,056,000/-

Members – Consultant Selection Committee

SVP – Financial Division
 (Mr. Dilshad Hussain Khan)



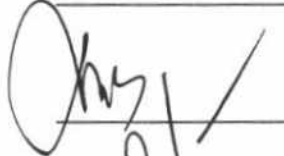
Chief Financial Officer
 (Mr. Saeed Jamal)



Head of HR
 (Khawaja Tajammul Hussain)



Chief EPR Section. P&D Dept.
 (Mr. M. Saleem Jalbani)



Add. Finance Secretary (Res)
 (Mr. Afzal Zaidi)



**RFP for Appointment of Consultant(s) for the Due Diligence of Summit Bank Limited
COMPLIANCE WITH SPPRA RULE 48**

SPPRA Rule 48 states as follows:

"Acceptance of Bids-Even when only one bid is submitted, the bidding process may be considered valid, if the bid was advertised in accordance with rules, and prices are comparable to the prices or rates of the last awarded contract or market prices."

The work to be carried out with regard to the consultancy is of such a nature that there is no ready market for such services as these are highly specialized and human skill oriented as well as based on the size of the institution concerned as this is related to the additional volume of work to be performed. Also public information of the fee charged for such assignments is not available.

No public information being available about the cost of other due diligence exercises, the only reference point here is a similar exercise conducted on behalf of Sindh Bank at the end of 2014/start of 2015. Taking this into consideration, and the increase workload that the Consultants will encounter in the Summit Bank assignment, the reasonableness of the Financial Proposal may be assessed by the Committee:

Comparison of KASB Bank & Summit Bank fees quoted versus increase in work involved:

	KASB Bank in 2014	Summit Bank in 2016-7	%age increase in volume
	PKR millions		%age
Capital & Reserves	1,373	11,424	732%
Deposits	57,505	127,322	121%
Advances	19,506	81,331	317%
Branches	105	192	83%

Comparison of Financial Cost

	Bids received (incl SST)		
	PKR mln	PKR mln	
Deloitte Pakistan consortium	15,375,000	16,056,000	4%
Ernst & Young consortium	12,075,000	16,056,000	33%
Grant Thornton consortium	11,500,000	16,056,000	40%

Sr No	Criteria (Financial and Tax Due Diligence)	Max Score	*GT Score	Reasons for Scoring	Page No of Technical proposal
1	Global Affiliation with reputable firm and standing	20			
	Top 5	20	20	The firm is ranked one of the Top five firms in the assurance and taxation services. Source www.big4accountingfirms.org	7
	Top 6 to 10	15			
	Top 11 to 20	10			
	Over 20	4			
2	Competence & Experience of Team to carry out due diligence assignment over the last 5 years	15			
a	Name of Partners/Senior members dedicated to Financial Due Diligence	5	5	Mr. Khaliq ur Rahman - Managing Partner experience of more than 30 years. (3 marks) Mr. Muhammad khalid Aziz executive director experience of more than 10 years. (2 marks)	41 & 42
b	Name of Partners/Senior members dedicated to Tax Due Diligence	5	3	Mr. Ahsan Laliwala - Tax partner experience of more than 30 years - (3 marks)	41
c	Profile of professional resources/firm dedicated to legal due diligence and experience in corporate and commercial law, especially related to litigation of Banking and Finance cases	5	5	3 Senior resources identified in Tax litigation	3
3	Number of Financial Due Diligence & Tax Due Diligence of commercial banks conducted over the last 5 years	20			
	1 - 3 Banks	7	7	Due diligence of only one bank conducted during last five years.	12 & 13
	4 - 6 Banks	10			
	7 - 10 Banks	16			
	Over 10 Banks	20			
4	Experience of public sector commercial banks of which the firm is the principal tax advisor	20			
	3-5 years experience	8			
	6-10 years experience	13			
	11-15 years experience	20	20	Principal tax advisor of only one commercial bank NBP for last 20 years	18
5	Presentation on Proposed Methodology & Work Plan	15			
a	Best suited transaction structure	7.5	7.5	transaction structure is adequately defined	34
b	Proposed execution strategy with detailed Road map leading to final closure date of April 30, 2017	7.5	5	Final closure not as per the mentioned timeline	34
6	Quality Management System	10			
	Existence of Quality Management System for consultancy assignments		10	The firm poses an excellent system of Quality Management system as explained in the proposal	35
	Grand Total	100	82.5		

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* Consortium of Grant Thornton Ansum Rahman, Next Capital One Makin Tegeloby.

Sr No	Criteria (Legal Due Diligence)	Max Score	MTC Score	Reasons for Scoring	Page No of Technical proposal
1	Date of Incorporation/establishment-in Pakistan	10	10		
	Incorporation less than 25 years	5			
	Incorporation more than 25 years	10	10	Firm was incorporated over 50 years now	9
2	Partners profile	20	16		
a	Number of partners	10	6		
	Below 5 partners	4			
	Over 5 partners	6	6	Firm has 9 partners to date.	9 & 36
	Over 10 partners	10			
b	Partners' Experience & Practice in Law	10	10		
	Partners having experience of more than 25 years	10	10	Senior Partner of the firm Mr. Irfan M Tayebaly has been practicing law since over 25 years.	46
	Partners having experience of 10 - 25 years	5			
	Partners having experience of less than 10 years	2			
3	Profile of team based in Karachi to carry out the due diligence and legal services required.	10	10		
	No of partners assigned	5	5	Two senior partners and 4 junior partners have been assigned.	39
	No of senior associates assigned	3	3	Three senior associates are assigned.	39
	No of seniors assigned	2	2	Five associates are assigned.	39
4	Profile of professional resources	15	10		
	Profile of professional resources and ability to dedicate resources for conducting legal due diligence with sufficient experience in corporate and commercial law, especially relating to mergers and acquisitions of Banks & FIs and court litigation of Banking and Finance cases. (Subjective)	15	10	A total of 14 resources are been allocated for the assignment which include partner senior partner senior associates and associates. Out of this 6 resources are equipped with the knowledge of acquisition and merger..	39
5	Number of legal due diligence assignments of commercial Banks conducted	25	25		
	Number of legal due diligence assignments of commercial Banks conducted (Maximum marks for the highest number, to be apportioned in the ratio of the highest numbers)	25	25	Six due diligence assignments conducted as there is no comparison maximum marks allotted	20
6	Number of commercial Banks of which the firm is the principal legal advisor	10	10		
	Number of commercial Banks of which the firm is the principal legal advisor (taxation/other litigations) in the last five years. (Maximum marks for the highest number, to be apportioned in the ratio of the highest numbers)	10	10	The firm is the principal legal advisor of 17 Commercial Banks. As there is no comparison maximum marks allotted	21
7	Details of reported cases relating to Banking Finance and Corporate Matters during last five years.	10	10		
	Details of reported cases relating to Banking Finance and Corporate Matters during last five years. (Maximum marks for the highest number, to be apportioned in the ratio of the highest numbers)	10	10	Eight cases reported by the firm pertains to Banking finance and corporate member during last five years. Maximum marks allotted as there is no comparison.	22
	Grand Total	100	91		

* Consortium of *Becht* / *Worleyparsons*, *Anjum Rehman*, *next Capital* and *Mohsin Tayebaly*.

S-I. tang

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Calculation for Combined Total (Technical and Financial)

Consortum of Grant Thornton Anjum Rahman, Next Captial and Mohsin Tayebaly and Co.

Calculation of Technical Score

	Score	Weightage	
Financial Due Diligence	82.5	50%	41.25
Legal Due Diligence	91	50%	45.5
Total			<u>86.75</u>
Combined Weightage of technical score (A)		55%	<u>47.71</u>

Calculation of Financial Proposal

Financial Due Diligence	*100	80%	80
Legal Due Diligence	*100	20%	20
Total			<u>100</u>
Combined Weightage of financial score (B)		45%	<u>45</u>
Combined Total (A+B) =			<u>92.71</u>

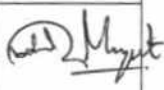
* As there is only one bid
100% marks have been
allocated for financial.

S-T. tang
Ans
Mohsin
for

**ATTENDANCE SHEET
 BID OPENING -**

FOR SELECTION OF APPOINTMENT OF Due Diligence CONSULTANT

Date: 25/1/17

S.No	Company Name	Name of Company Representative	Contact No.	Email Address	Signature
01	Grant Thornton Anjum Rahman	Abdul Muqeet	0333-5183395	amuqeet@gtpk.com	

Signature –Procurement Committee Members:

An Executive from Division-Sindh Bank Limited



CFO- Sindh Bank Ltd



Head of HR- Sindh Bank Limited



Chief EPR Section, P&D Department



Additional Finance Secretary (Res), Finance Department



MINUTES OF THE OPENING OF THE TENDER (TECHNICAL / FINANCIAL PHASE)

TYPE OF PROCUREMENT

ADMIN / IT / CONSULTANT / MEDIA

TENDER NAME

Appointment of Consultant for due Diligence of Summit Bank

TYPE OF TENDER

SINGLE STAGE-ONE ENVELOPE / SINGLE STAGE-TWO ENVELOPE / TWO STAGE / TWO STAGE-TWO ENVELOPE

OPENING DATE

25-1-2017

OPENING TIME

1130 hours

ATTENDANCE (MEMBER PC)

An Executive From Finance Division
CFO
Head of HR
Chief EPR section, PE & D Dept
Additional Finance Secretary, Fin Dept (ks)

ATTENDANCE (REPS. OF BIDDERS)

NAME

FIRM

Abdul Mujeeb

Grant Thornton

TOTAL BIDS ACCEPTED FOR EVALUATION

01

TOTAL BIDS REJECTED

REMARKS

PROCUREMENT COMMITTEE

[Signature]

25-1-2017

[Signature]

S.T. Tanig
[Signature]
[Signature]
[Signature]

MINUTES OF THE OPENING OF THE TENDER (TECHNICAL / FINANCIAL PHASE)

TYPE OF PROCUREMENT

ADMIN / IT / CONSULTANT / MEDIA

TENDER NAME

APPOINTMENT OF CONSULTANT for Due Diligence for Summit Bank

TYPE OF TENDER

SINGLE STAGE-ONE ENVELOPE / SINGLE STAGE-TWO ENVELOPE / TWO STAGE / TWO STAGE-TWO ENVELOPE

OPENING DATE

27/01/17

OPENING TIME

1100hrs

ATTENDANCE (MEMBER PC)

AN EXECUTIVE FROM FIN. DIVISION
CFO
HEAD OF HR
CHIEF EPR SECTION, PSD DEPT.
ADDITIONAL FINANCE SECRETARY, FIN DEPT

ATTENDANCE (REPS. OF BIDDERS)

NAME

FIRM

ABDUL MUJEET

GIRANI THORNTON S.A. (stamp)

TOTAL BIDS ACCEPTED FOR EVALUATION

01

TOTAL BIDS REJECTED

REMARKS

PROCUREMENT COMMITTEE

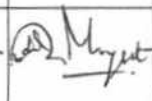
Yes
27/1/17

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S.A. (stamp)
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**ATTENDANCE SHEET
 BID OPENING -**

FOR SELECTION OF APPPOINTMENT OF Due Diligence CONSULTANT

Date: 27/01/17

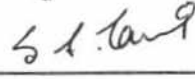
S.No	Company Name	Name of Company Representative	Contact No.	Email Address	Signature
01	Grant Thornton Anjum Rahman	Abdul Majeed	0333-3183395	amajeed@gtbank.com	

Signature –Procurement Committee Members:

An Executive from Division-Sindh Bank Limited



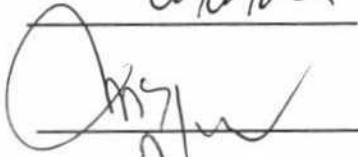
CFO- Sindh Bank Ltd



Head of HR- Sindh Bank Limited



Chief EPR Section, P&D Department



Additional Finance Secretary (Res), Finance Department