

GOVERNMENT OF PAKISTAN
ESTATE OFFICE MANAGEMENT

Block No. 5-B, Pakistan Secretariat, Saddar, Karachi

BIDDING / RFP DOCUMENT
LEASING OF JAHANGIR ROAD WEST OPEN LAND
(1,000 SQ. YARDS), KARACHI
ON MONTHLY RENTAL BASIS FOR TWENTY (20) YEARS

Particular	Details
Procurement Method	Single Stage – Two Envelope Procedure
Submission Platform	EPADS 2.0 (PPRA)
Property	Jahangir Road West, near Enquiry Office, Estate Office, Jahangir Road, Karachi
Land Area	1,000 Sq. Yards
Lease Period	20 Years
Reserve Rent	Rs. 300,000/- per month
Reserve Annual Rent	Rs. 3,600,000/- per annum
Annual Rent Escalation	10% over the immediately preceding year's monthly rent
Bid Security	Rs. 72,000/- (2% of Reserve Annual Rent)
Technical / Financial Weightage	80% / 20%
Minimum Technical Score	35 out of 50
Bid Submission Deadline	10-11-2026 at 9:30 AM
Bid Opening	10-11-2026 at 11:30 AM

Issued by: Estate Office Management, Government of Pakistan

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1. INVITATION FOR BIDS / REQUEST FOR PROPOSALS

Estate Office Management, Government of Pakistan invites electronic proposals from eligible Pakistani individuals, firms, companies, AOPs, consortiums and other legally registered entities, as applicable, for leasing of open Government land measuring 1,000 Sq. Yards situated at Jahangir Road West, near Enquiry Office, Estate Office, Jahangir Road, Karachi, for establishing and operating a lawful commercial/business activity for a period of twenty (20) years.

The procurement shall be conducted through the Single Stage – Two Envelope Procedure. Bidders shall submit separate Technical and Financial Proposals through EPADS 2.0. The Technical Proposal shall be evaluated first. Only technically qualified bidders meeting the minimum qualifying score shall have their Financial Proposals considered.

The Government of Pakistan shall retain ownership/title in the land. The successful bidder/lessee shall develop, construct, operate and maintain the approved facility at its own cost and risk, subject to prior approvals and the executed lease agreement.

2. BIDDING DATA / KEY COMMERCIAL PARTICULARS

Item	Requirement
Procuring Agency	Estate Office Management, Government of Pakistan
Property	Jahangir Road West, near Enquiry Office, Estate Office, Jahangir Road, Karachi
Land Area	1,000 Sq. Yards
Purpose	Lease for lawful commercial/business activity approved by the competent authorities
Lease Period	Twenty (20) years
Reserve Monthly Rent	Rs. 300,000/-
Reserve Annual Rent	Rs. 3,600,000/-
Annual Escalation	10% annually over immediately preceding year's monthly rent
Bid Security	Rs. 72,000/-
Bid Security Basis	2% of Reserve Annual Rent
Procurement Method	Single Stage – Two Envelope
Technical Weightage	80%
Financial Weightage	20%
Technical Qualifying Threshold	35/50
Submission	EPADS 2.0
Closing	10-11-2026 at 9:30 AM
Opening	10-11-2026 at 11:30 AM
Contact Office	Deputy Director, Estate Office Management, Block No. 5-B, Pakistan Secretariat, Saddar, Karachi
Telephone	021-99206242, 021-99204975

3. DEFINITIONS

- “Procuring Agency” means Estate Office Management, Government of Pakistan.
- “Bidder” means an eligible person/entity submitting a proposal in response to this RFP.
- “Successful Bidder” means the bidder whose responsive proposal obtains the highest final evaluated score and is approved by the competent authority.
- “Lessee” means the successful bidder after execution of the formal lease agreement.
- “Technical Proposal” means the non-financial proposal submitted for technical evaluation.
- “Financial Proposal” means the rent quotation submitted separately through EPADS.
- “Reserve Rent” means the minimum acceptable monthly rent of Rs. 300,000/- for Year 1.
- “Lease Year” means each consecutive twelve-month period commencing from the date specified in the executed lease agreement.

4. ELIGIBILITY AND QUALIFICATION REQUIREMENTS

A bidder shall be eligible only if it satisfies the following mandatory requirements, subject to verification by the Evaluation Committee:

- Legally registered/incorporated in Pakistan, where applicable.
- Valid NTN and Active Taxpayers List (ATL) status.
- Not blacklisted, suspended or debarred by any Government Department or competent authority.

- Adequate financial capability to undertake the proposed development and operate the approved activity.
- Relevant experience in commercial, industrial, warehouse, logistics, workshop, retail or allied facilities.
- Ability and commitment to obtain all required registrations, licences, NOCs, certifications and statutory approvals.
- Submission of all mandatory documents specified in this RFP.
- Where the bidder is an entity, the signatory must be duly authorized.

Failure to meet a mandatory eligibility requirement may render the bid non-responsive.

5. PROPERTY, PERMITTED USE AND DEVELOPMENT

5.1 The property comprises approximately 1,000 Sq. Yards of Government open land situated at Jahangir Road West, near Enquiry Office, Estate Office, Jahangir Road, Karachi.

5.2 Permitted uses may include lawful commercial activities such as showroom/retail outlet, warehouse/storage, logistics/distribution, automobile workshop/service centre, office/commercial establishment, grocery/departmental store, restaurant/food outlet or another lawful commercial activity specifically approved by Estate Office Management and all relevant competent authorities.

5.3 The proposed use shall be clearly identified in the Technical Proposal. The bidder shall not commence any activity different from the approved use without prior written approval.

5.4 The successful bidder shall finance, design, develop, construct, operate and maintain the facility at its own cost and risk.

5.5 No construction, alteration, addition, excavation, installation or change of use shall be undertaken without prior written approval of Estate Office Management and all relevant competent authorities.

5.6 The land shall remain the property of the Government of Pakistan and no ownership interest shall pass to the bidder/lessee.

6. INSTRUCTIONS TO BIDDERS

- Bidders shall carefully examine this RFP, the property, access, physical condition, surrounding environment, permissible use and all obligations before submission.
- Submission shall be made electronically through EPADS 2.0 within the prescribed deadline.
- The bid shall comprise separate Technical and Financial Proposals in accordance with the Single Stage – Two Envelope Procedure.
- No financial information or rent quotation shall be included in the Technical Proposal.
- All submitted documents shall be complete, legible, signed/initialled where applicable and valid as on the submission date.
- Material misstatement, concealment or submission of false information may result in rejection and action under applicable rules.
- The bidder shall bear all costs associated with preparation, due diligence and submission of its proposal.
- Late bids shall not be entertained through the procurement system.

7. EPADS SUBMISSION PROCEDURE

- Bidders shall be registered on EPADS 2.0 and shall use their authorized bidder account for submission.
- The Technical Proposal shall be uploaded in the technical submission section and shall contain no financial quotation.
- The Financial Proposal shall be uploaded separately in the financial submission section in the prescribed format.
- The bidder shall ensure that all mandatory attachments are successfully uploaded before the submission deadline.
- The bidder is solely responsible for timely electronic submission and for ensuring that the uploaded files are complete and readable.
- Manual submission shall not substitute for the electronic bid submission requirement unless specifically permitted by the Procuring Agency/EPADS in writing.
- The electronic submission timestamp recorded by EPADS shall be treated as the submission time, subject to the applicable procurement rules and system procedures.

The Single Stage–Two Envelope structure is consistent with the PPRA approach under which Technical and Financial Proposals are submitted separately and financial consideration follows technical evaluation.

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8. BID SECURITY

8.1 Bid Security shall be Rs. 72,000/- (Rupees Seventy-Two Thousand only), equivalent to 2% of the Reserve Annual Rent of Rs. 3,600,000/-.

8.2 Acceptable forms shall include Bank Guarantee, Pay Order, Demand Draft or Call Deposit Receipt issued by a Scheduled Bank operating in Pakistan, in favour of Estate Office Management, Government of Pakistan, subject to the applicable EPADS/procurement requirements.

8.3 The bidder shall ensure that the bid security remains valid for the required period under the applicable procurement rules and this RFP.

8.4 The bid security may be forfeited where permitted by the applicable procurement rules, including in cases of withdrawal or material breach of the bidder's commitments.

8.5 Bid security shall be returned/released to unsuccessful bidders in accordance with the applicable procurement rules and procurement process.

9. BID VALIDITY

The bid shall remain valid for 180 days from the date of opening, unless a different period is specified through an addendum or required under the applicable procurement rules. The Procuring Agency may seek extension of bid validity in accordance with the applicable rules and with the bidder's consent.

NOTE: The 90-day period is included as a recommended drafting provision and should be confirmed by the competent authority before issuance.

10. TECHNICAL PROPOSAL – REQUIRED DOCUMENTS

- Covering Letter / Technical Proposal Submission Form.
- Certificate of Registration/Incorporation, where applicable.
- CNIC/identification documents of proprietor/authorized representative, as applicable.
- NTN Certificate and evidence of ATL status.
- Sales Tax registration, where applicable.
- Valid authorization/Power of Attorney for the signatory, where applicable.
- Undertaking regarding non-blacklisting/debarment.
- Profile of bidder/entity and ownership/constitution details.
- Relevant experience and documentary evidence.
- Financial capability / bank certificate or other evidence demonstrating capacity.
- Concept note describing proposed lawful commercial use and development.
- Preliminary development/layout concept, where relevant.
- Business and operational plan.
- List of required licences/NOCs/approvals to be obtained.
- Bid Security evidence as required.
- Any additional document required by the competent authority or EPADS.

11. TECHNICAL EVALUATION CRITERIA AND DETAILED MARKING

The Technical Proposal shall carry 80% of the total evaluation weightage. Technical proposals shall first be scored out of 50. A minimum score of 35/50 shall be required to qualify for financial evaluation.

Criterion	Marks	Evaluation Basis
Relevant Experience	12	Documented experience in relevant commercial/industrial/warehouse/logistics/workshop/retail/allied activities; similarity, duration and demonstrated performance.

Financial Capability	10	Evidence of financial capacity to develop and operate the proposed facility, including bank/financial evidence and investment capacity.
Technical / Development Concept	10	Clarity, feasibility, suitability of proposed use, development concept, site utilization, compliance and implementation approach.
Business & Operational Plan	5	Operating model, management, maintenance, customer/service approach, sustainability and continuity.
Legal / Regulatory Compliance	5	Completeness of registrations, undertakings, proposed compliance arrangements and identification of required approvals.
Presentation / Overall Technical Response	8	Completeness, coherence, responsiveness, quality and practicality of the overall technical submission.
TOTAL	50	Minimum qualifying score: 35/50

Recommended objective sub-scoring shall be applied by the Evaluation Committee using the detailed matrix at Annex-IV. The Committee shall record reasons/evidence supporting marks awarded.

12. FINANCIAL PROPOSAL

12.1 The bidder shall quote the monthly rent payable to the Government for the leased premises.

12.2 The quoted Year-1 monthly rent shall not be less than the Reserve Rent of Rs. 300,000/- per month.

12.3 The bidder shall state both monthly and annual Year-1 rent. The annual rent shall equal monthly rent multiplied by twelve.

12.4 The accepted Year-1 monthly rent shall form the base rent for subsequent annual escalation.

12.5 Financial information shall be submitted only in the Financial Proposal through EPADS.

Financial Item	Bidder's Quotation
Year-1 Monthly Rent (Minimum Rs.300,000)	Rs. _____
Year-1 Annual Rent	Rs. _____
Annual Escalation	10% (fixed)

13. FINANCIAL EVALUATION METHODOLOGY

13.1 Financial Proposal shall carry 20% of the total evaluation weightage.

13.2 The bidder quoting the highest responsive Year-1 monthly rent shall receive 50 financial marks.

13.3 Other bidders shall receive financial marks according to the following formula:

Financial Score = (Bidder's Quoted Year-1 Monthly Rent ÷ Highest Responsive Year-1 Monthly Rent) × 100

13.4 The weighted Financial Score shall be calculated as: Financial Weighted Score = Financial Score × 20%.

13.5 The Technical Weighted Score shall be calculated as: Technical Weighted Score = Technical Marks × 80%.

13.6 Final Evaluated Score = Technical Weighted Score + Financial Weighted Score.

13.7 The bidder achieving the highest Final Evaluated Score, subject to responsiveness, verification and approval by the competent authority, shall be recommended for award.

13.8 If two or more bidders obtain the same final score, the tie shall be resolved in accordance with the applicable procurement rules and the procedure stated/approved by the Procuring Agency.

14. COMBINED EVALUATION AND AWARD

Component	Raw Score	Weight	Weighted Score
Technical Evaluation	50	80%	Technical Marks × 0.80
Financial Evaluation	50	20%	Financial Marks × 0.20
Final Score	100	100%	Sum of weighted scores

Only technically qualified bidders with at least 35 technical marks shall proceed to financial evaluation. The award recommendation shall remain subject to verification, compliance with all mandatory requirements and approval of the competent authority.

15. RENT, ESCALATION AND PAYMENT

15.1 The Year-1 rent shall be the monthly rent accepted through the evaluation and award process, provided it is not below Rs.300,000/- per month.

15.2 The monthly rent shall be increased by 10% annually over the immediately preceding year's monthly rent throughout the twenty (20) year lease period.

15.3 The escalation shall be automatic and shall not require re-negotiation or a fresh bid.

15.4 The annual rent shall be payable in accordance with the executed lease agreement. The lease agreement shall specify due dates, mode of payment, consequences of delayed payment and applicable taxes/charges.

15.5 Any statutory withholding, tax, duty or other government levy applicable to the rent/lease shall be dealt with in accordance with law.

15.6 Indicative escalation schedule is provided at Annex-VIII for transparency. Actual amounts shall be governed by the accepted Year-1 rent and the 10% annual escalation formula.

16. LEASE AND DEVELOPMENT CONDITIONS

- Lease period shall be twenty (20) years, subject to execution of the formal lease agreement and fulfilment of all applicable conditions.
- The leased land shall be used only for the approved lawful purpose.
- The lessee shall obtain all approvals, building permissions, trade licences, environmental/statutory clearances and utility permissions applicable to the proposed activity.
- All development/construction shall be undertaken at the lessee's own cost and risk after obtaining prior written approval from Estate Office Management and other competent authorities.
- Government ownership/title in the land shall remain unaffected by the lease.
- The lessee shall maintain the premises and comply with applicable laws, municipal requirements, safety standards and directions of competent authorities.
- Subletting, assignment or change of use shall require prior written approval and shall be governed by the formal lease agreement.
- Taxes, duties, utility charges, development charges and other statutory liabilities shall be borne by the lessee as applicable.
- No compensation shall be payable by the Government for construction, fixtures, fittings or improvements except where expressly provided in the executed lease agreement.
- At expiry or lawful termination, the premises and any structures/improvements shall be dealt with strictly in accordance with the executed lease agreement.

17. TAXES, UTILITIES AND STATUTORY CHARGES

All applicable taxes, duties, fees, utility charges, municipal charges, development charges, licence fees and statutory liabilities arising from the bidder's/lessee's business, development or occupation shall be borne by the bidder/lessee to the extent required by law and the lease agreement.

18. INSPECTION / DUE DILIGENCE

- Bidders are deemed to have satisfied themselves regarding the location, dimensions, access, physical condition, surrounding environment and suitability of the property.
- Any site inspection, where facilitated by the Estate Office, shall not relieve the bidder of its responsibility to undertake independent due diligence.
- No claim arising from failure to inspect or investigate the property shall ordinarily be entertained after submission, subject to the terms of the lease and applicable law.

19. CLARIFICATION, ADDENDA AND COMMUNICATION

Bidders may seek clarification regarding any provision of this RFP through the channel specified by the Procuring Agency/EPADS within the permitted period. Any clarification or amendment considered necessary by the Procuring

Agency shall be communicated through the prescribed procurement platform/addendum. Bidders shall be responsible for monitoring EPADS for updates before the submission deadline.

20. REJECTION / CANCELLATION

- Estate Office Management reserves the right to accept or reject any or all proposals in accordance with applicable procurement rules and this RFP.
- No bidder shall have a claim for compensation solely by reason of rejection, cancellation or non-selection.
- A bid may be rejected for material non-compliance, failure to meet mandatory eligibility requirements, false information, failure to provide required security, inclusion of financial information in the Technical Proposal, or other grounds permitted under applicable procurement rules.

21. CONFLICT OF INTEREST, INTEGRITY AND MISREPRESENTATION

- The bidder shall disclose any actual or potential conflict of interest relevant to the procurement.
- The bidder shall not offer or provide any inducement, gift, payment or improper advantage to any official or person connected with the procurement.
- All information submitted shall be true, complete and verifiable.
- Any material misrepresentation, forged document, concealment or fraudulent conduct may result in rejection/disqualification and action under applicable law/rules.

22. GRIEVANCE / COMPLAINT

Any bidder wishing to raise a procurement-related grievance shall do so through the mechanism and within the time prescribed by the applicable PPRA rules, regulations and the Procuring Agency's notified grievance procedure. The relevant details/Grievance Redressal Committee notification shall be made available through the prescribed channel where applicable.

23. EXECUTION OF LEASE AGREEMENT

- The successful bidder shall execute the formal lease agreement within the period specified by the Procuring Agency.
- The lease shall incorporate the accepted Year-1 rent, 10% annual escalation, approved use, development obligations, payment terms, default provisions, termination conditions, handover requirements and other approved terms.
- Failure of the successful bidder to execute the agreement or fulfil required conditions may result in action in accordance with applicable procurement rules and the bid/award conditions.

24. DEFAULT AND TERMINATION

The formal lease agreement shall contain appropriate provisions for default and termination, including, as applicable:

- non-payment or persistent delayed payment of rent;
- unauthorized construction or change of use;
- unauthorized subletting/assignment;
- failure to obtain or maintain mandatory licences/NOCs;
- material breach of lease conditions;
- abandonment or misuse of the premises;
- violation of applicable laws or directions of competent authorities;
- other events of default specified in the executed lease agreement.

Any notice, cure period, termination process and consequences shall be governed by the executed lease agreement and applicable law.

25. HANDOVER / EXPIRY

On expiry or lawful termination of the lease, the lessee shall hand over the premises in the manner, condition and timeframe specified in the executed lease agreement. The treatment of structures, fixtures, improvements and restoration obligations shall be governed by the lease agreement.

26. CONTACT DETAILS

Office	Details
Office	Estate Office Management, Government of Pakistan
Address	Block No. 5-B, Pakistan Secretariat, Saddar, Karachi
Contact Officer	Deputy Director, Estate Office Management
Telephone	021-99206242, 021-99204975

ANNEX-I: BIDDER INFORMATION FORM

Particular	Bidder's Information
Name of Bidder/Entity	
Legal Status	
Registered Address	
CNIC/Registration No.	
NTN	
Sales Tax Registration (if applicable)	
ATL Status	
Authorized Representative	
Telephone	
Email	
Proposed Commercial Activity	
Bank / Financial Institution	

ANNEX-II: TECHNICAL PROPOSAL SUBMISSION FORM

To: Deputy Director, Estate Office Management, Government of Pakistan

We, the undersigned, submit our Technical Proposal for leasing of Jahangir Road West Open Land (1,000 Sq. Yards), Karachi, in accordance with the Bidding/RFP Document. We confirm that our Technical Proposal contains no financial quotation.

We declare that the information and documents submitted are true and complete to the best of our knowledge and that we accept the requirements of the RFP.

Name of Bidder	
Authorized Representative	
Designation	
Signature	
Date	
Official Stamp	

ANNEX-III: EXPERIENCE STATEMENT

Sr.	Project / Facility	Client / Owner	Period	Value / Scope	Evidence Attached
1					
2					
3					
4					
5					

ANNEX-IV: TECHNICAL EVALUATION MATRIX

Criterion	Sub-Criterion / Evidence	Max Marks
Relevant Experience	Relevant completed/ongoing projects, similarity and documented experience	12
Financial Capability	Bank/financial evidence and demonstrated development capacity	10
Technical / Development Concept	Feasibility, site use, development quality and implementation approach	10
Business & Operational Plan	Management, operations, maintenance and sustainability	5
Legal / Regulatory Compliance	Registrations, undertakings, approval/NOC plan	5
Presentation / Overall Technical Response	Completeness, coherence and responsiveness	8
TOTAL		50

Minimum qualifying technical score: 35/50.

ANNEX-V: FINANCIAL PROPOSAL FORM

We hereby quote the following Year-1 monthly rent for the lease of Jahangir Road West Open Land:

Financial Item	Amount
Year-1 Monthly Rent	Rs.
Year-1 Annual Rent (Monthly × 12)	Rs.
Annual Escalation	10% over preceding year's monthly rent

We confirm that our Year-1 monthly rent is not less than Rs.300,000/- and that the accepted rent shall be subject to 10% annual escalation throughout the twenty-year lease period.

Authorized Representative	
Name	
Designation	
Signature	
Date	
Official Stamp	

ANNEX-VI: BID SUBMISSION CHECKLIST

- ☐ Technical Proposal uploaded separately on EPADS
- ☐ Financial Proposal uploaded separately on EPADS
- ☐ Bid Security of Rs.72,000/- submitted as required
- ☐ Registration/Incorporation documents
- ☐ CNIC/authorization documents
- ☐ NTN and ATL evidence
- ☐ Sales Tax registration, where applicable
- ☐ Relevant experience evidence
- ☐ Financial capability evidence
- ☐ Proposed use/development concept
- ☐ Business and operational plan
- ☐ Non-blacklisting/debarment undertaking
- ☐ Required licences/NOCs/approval plan
- ☐ Technical Proposal Submission Form
- ☐ Financial Proposal Form
- ☐ All mandatory documents signed/initialled where applicable

ANNEX-VII: UNDERTAKINGS

- ☐ We have examined the complete Bidding/RFP Document and agree to comply with its terms.
- ☐ All information and documents submitted are true and correct.
- ☐ We are not blacklisted, suspended or debarred by any competent Government authority.
- ☐ We possess or shall obtain all required licences, NOCs and statutory approvals for the approved activity.
- ☐ We shall finance, develop, construct, operate and maintain the approved facility at our own cost and risk.
- ☐ We accept the reserve Year-1 rent and undertake that our financial offer shall not be below Rs.300,000/- per month.
- ☐ We accept the 10% annual rent escalation over the immediately preceding year's monthly rent.
- ☐ We understand that Government ownership/title in the land shall remain unaffected.
- ☐ We agree that any development/construction shall be subject to prior written approvals.

ANNEX-VIII: INDICATIVE RENT ESCALATION SCHEDULE

Lease Year	Indicative Monthly Rent	Indicative Annual Rent
1	Rs. 300,000.00	Rs. 3,600,000.00
2	Rs. 330,000.00	Rs. 3,960,000.00
3	Rs. 363,000.00	Rs. 4,356,000.00
4	Rs. 399,300.00	Rs. 4,791,600.00

5	Rs. 439,230.00	Rs. 5,270,760.00
6	Rs. 483,153.00	Rs. 5,797,836.00
7	Rs. 531,468.30	Rs. 6,377,619.60
8	Rs. 584,615.13	Rs. 7,015,381.56
9	Rs. 643,076.64	Rs. 7,716,919.72
10	Rs. 707,384.31	Rs. 8,488,611.69
11	Rs. 778,122.74	Rs. 9,337,472.86
12	Rs. 855,935.01	Rs. 10,271,220.14
13	Rs. 941,528.51	Rs. 11,298,342.16
14	Rs. 1,035,681.36	Rs. 12,428,176.37
15	Rs. 1,139,249.50	Rs. 13,670,994.01
16	Rs. 1,253,174.45	Rs. 15,038,093.41
17	Rs. 1,378,491.90	Rs. 16,541,902.75
18	Rs. 1,516,341.09	Rs. 18,196,093.03
19	Rs. 1,667,975.19	Rs. 20,015,702.33
20	Rs. 1,834,772.71	Rs. 22,017,272.56

Note: The above schedule assumes a Year-1 accepted rent of Rs.300,000/- per month. If the successful bidder's accepted Year-1 rent is higher, each subsequent year shall be calculated by applying 10% to the immediately preceding year's monthly rent. The schedule is therefore illustrative; the executed lease shall govern.