

**Subject:- MINUTES OF PRE BID CONFERENCE HELD ON 17.04.2025 IN CONNECTION WITH LEASING / LICENSING OF ROYAL PALM GOLF & COUNTRY CLUB**

A Pre-Bid Conference on subject cited above was held on 17.04.2025 at 11:00 hours at Royal Palm Golf & Country Club, Lahore. Meeting was chaired by Director General/P&L, Pakistan Railways and duly attended by the following Railway officers:-

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|-----------------------------|---------------------------|----------|
| 1. Mr. Muhammad Hafeezullah | Director General/P&L      | In Chair |
| 2. Mr. Ghazanfar Binder     | Dy. Financial Advisor     |          |
| 3. Mr. Mudassar Shah        | Executive Engineer/Track  |          |
| 4. Mr. Rana Jawwad          | Manager Anti Encroachment |          |

Number of companies participated through their authorized representatives. List of participants is enclosed as Annexure-A.

Meeting started with recitation of holy Quran, Executive Engineer/Track, Pakistan Railways welcomed all the participants and thanked them for attending the pre-bid meeting. In introductory session, a video showing all salient features of the Club was shown to the participants which was appreciated by every-one. In addition, a presentation was also given by Mr. Mudassar Shah, Executive Engineer/Track regarding the bidding documents specially about the Technical and financial evaluation criteria and draft agreement. Director General/Property & Land also enlightened the salient features of leasing of Royal Palm Golf & Country Club.

Number of participants from different companies raised queries which were replied as under:-

**Mr. Qaseem Naqvi (representative of M/s Unicorn Prestige)**

**Q-1:** Requested for another pre bid meeting.

**Ans:** At present, only one pre-bid conference was advertised before the bidding process, however, it can be decided at later stage for a 2<sup>nd</sup> Pre-bid conference keeping in view the response and interest of the prospective bidders.

**Q-2:** Who will be responsible for getting NOC from LDA/District Govt. for construction of 100 rooms?

**Ans:** It is the responsibility of successful bidder to approach concerned District Govt. authority/ LDA for getting NOC for construction of 100 rooms, however, Pakistan Railway will fully facilitate for getting NOC.

**Q-3:** What is the reason for technical disqualification of four bidders in year 2022-2023?

**Ans:** Well reputed companies of Pakistan alongwith their J.V partners from abroad submitted their bids but unfortunately due to some technical errors which hit the basic criteria of qualification for the bidders which could not be corrected at any stage were found in their bids due to which they were technically disqualified.

**Mr. Aftab Butt (representative of Predigy International)**

**Q-1: Reason for cancellation of previous bid.**

➤ **Ans:** it's a fact that a well reputed and renowned firms/companies submitted their bid but primarily Pakistan Railway only received a single bid which was rejected keeping in view the financial circumstances prevailing in the country at the time of advertisement when, out of 11 applicants only one bidder submitted its bid whereas the remaining 10 applicants refrained to submit their bids keeping in view the challenging financial instability and risky investment circumstances, prevailing at that time in the country. Furthermore, from January to June 2024, the rate of interest was ranging between 23% to 28% which has not only increased the cost of doing business in the country but also limited the local and international investors participation in the auction proceedings.

**Q-2 Status of Supreme Court case on pre-bidding.**

**Ans:** The entire bidding process for leasing of Royal Palm Golf & Country Club is under the kind supervision of Supreme Court of Pakistan and all the activities made by Pakistan Railways are continuously apprised to the Registrar, Supreme Court of Pakistan and in this regard a C.M.A has already been submitted to the honourable Supreme Court of Pakistan regarding the latest updates.

**Q-3: The bid opening date should be extended.**

**Ans:** At present, the bid opening is 13.05.2025 as per advertisement, however, it can be decided at later stage for regarding extension keeping in view the response and interest of the prospective bidders.

**Q-4: Detail of Club liabilities at present.**

**Ans:** It can be collected from the office of Facilitation Officer/RPGCC.

**Q-5: Kindly indicate the vacant area earmarked for construction of 100 rooms, as there is a shrine also existing.**

**Ans:** Except Golf Course, 100 rooms can be constructed at any suitable location, however, one of the marquee named Silver Bell can be shifted to other place and 100 rooms can be constructed in front of Golf Course giving peaceful living environment and pleasant view of the Golf Course to the Guests/members residing in rooms. Furthermore, shrine can be shifted at any place.

**Q-6. Time line for approval of bid of successful bidder.**

**Ans.** As per practice and keeping in view the PPRA time lines, the bid shall be evaluated and finalized within the validity period.

**Q-7. Who is the authority to approve the bid and run the affairs of Club.**

**Ans.** Honorable Supreme Court of Pakistan directed Pakistan Railway administration to constitute a committee to complete the re-leasing process and run the affairs of Club. Management Committee will convene its meeting regarding Club issues after every 3 month, however Management Committee meeting can be arranged on the request to resolve specific issues to ensure smooth operation.

**Q-8:** What is the number of existing employees and what will be their future after outsourcing of the Club?

**Ans:** There are 295 existing employee, out of which 113 are permanent and remaining are on contract / temporary. It is upon the lessee, whether to terminate by serving one month notice or to keep continue their services subject to fulfillment of all the contractual obligations/ bindings.

**Mr. Irfan Ali (representative of M/s ELBA)**

**Q-1:** If the missing documents were provided during technical evaluation, what is the reason for not qualification.

**Ans:** It is clarified that the missing/additional documents were only required for the technical qualification of the bidder and not warranted the approval of the bid however, the reason for not accepting the bid are elaborated in the reply of Mr. Aftab Butt (representative of Predigy International).

**Q-2:** What is the reason for fixing one time upfront of Rs.430 million and annual rentals of Rs.460 million, however the land is Pakistan Railway

**Ans:** The benchmarks for annual rentals, fixed fee and revenue share alongwith annual increase are the outcome of a thorough market study and its incorporation in the revenue stream of the business model prepared by the consultant over a period of 25 years.

**Mr. Tariq Nawaz (representative of Centennial Group)**

**Q-1:** Can I get the copy of Supreme Court orders regarding Royal Palm Golf & Country Club.

**Ans:** It can be collected from the office of Facilitation Officer or Directorate of Property & Land on a formal request.

**Mr. Ehtisham Ali (representative of ANW Enterprises)**

**Q-1:** What is the reason of 5% annual compound increase in rent.

**Ans:** Already explained in Question No.2 of Mr. Irfan Ali (representative of M/s ELBA).

**Q-2:-** what is the reason of share on each item and requested to decrease the upfront premium and limitize the involvement in everything like gross earning, membership fee etc.

**Ans:** Already replied above.

**Q-3:** Detail of Club liabilities at present.

**Ans:** It can be collected from the office of Facilitation Officer/RPGCC however, the club will be provided to the successful bidder fee from any type of liabilities.

**Mr. Abubakar (representative of Pak Asia Group)**

**Q-1:** What is the Club earning of last 5 years?

**Ans:** It can be collected from the office of Facilitation Officer/RPGCC.

**Q-2:** Please clarify whether any brand name can be used for any restaurant or change the name of Royal Palm Golf & Country Club

**Ans:** No brand can be introduced directly, however, it can be mentioned that restaurants/rooms/residing facility is being operated / maintained by specific brand.

Meeting ended with vote of thanks.



(Mudassar Shah)  
Executive Engineer/Track  
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(Rana Jawwad)  
Manager Anti Ench:  
HQrs: office, Lahore



(Ghazanfar Javaid Bhinder)  
Dy: Financial Advisor  
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