

**Invitation of Expression of Interest (EOI)
From
Individual/groups/companies
For operation of cage fish farms under
'Agreement'
with
Fisheries Development Board**



**Project title: Cage Culture Cluster Development Project
Fisheries Development Board
Ministry of National Food Security and Research
Government of Pakistan**

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1. Invitation

Fisheries Development Board under a PSDP funded project titled “Cage Culture Cluster Development Project” has established three cage fish farms at Dhurabi (Punjab), Keenjhar Lake (Sindh) and Damb (Balochistan) to promote cage fish farming and production of high value fish in Pakistan.

The two model cage fish farms (Dhurabi & Keenkhar Lake) are comprising of 10 cage fish farms 20x20 x10 each, one cage fish farm comprising of 10 cages (Damb, Balochistan) having 10-meter diameter and 15 feet depth along with, storage and residential rooms for staff. The freshwater cage farm has successfully produced two crops of fish (tilapia & Pangasius) and is ready for stocking and operation mode.

Through this EOI, Fisheries Development Board is inviting private sector entrepreneurs/investors and fish farmers to sign an agreement with Fisheries Development Board for commercial operation of cage fish farms/cages at the Fisheries Development Board sites.

Fisheries Development Board invites Expression of Interest (EOI) from individuals/groups/companies/organizations with experience in cage fish farming or relevant fields and have financial and human resources necessary for farm operation under the agreement. The EOI shall be submitted along with the necessary supporting documents only as per the date and time given in the document.

This EOI document indicates the scope of work, qualifying requirements, forms and procedure for submission of proposal for interested individuals/group/companies. The short-listed shall be invited to give a presentation to the committee of Fisheries Development Board, if required. The selection shall be based on technical understanding and financial position of the individual/group/company based on the report of the selection committee. Fisheries Development Board reserves the right to accept or reject any or all the offers at any stage of the process without assigning any reasons thereof and no claim/dispute on this aspect shall be entertained. Interested parties may please visit office of Fisheries Development Board at below address or contact the following for more technical details:

Mr. Muneer Hussain,
Assistant Manager (Marine),
Fisheries Development Board.

Tel: 051-9255748

Email: muneer.fdb@gmail.com

Fisheries Development Board, Fisheries & Livestock Complex, Gate No.2, NARC, Park Road,
Islamabad – PAKISTAN

2. Brief Introduction and Scope of Project

Fisheries Development Board (FDB) is a company registered under Section 42 of the Companies Ordinance 1984, having its registered offices at Fisheries & Livestock Complex, Gate No.2, NARC, Park Road, Islamabad. The company is currently working under the administrative control of Ministry of National Food Security and Research.

The project has been designed to promote cage fish farming in Pakistan for better usability of water resources and high yields. Two freshwater farms are in full operation mode and have already yielded two crops. While the Marine cage farm at Damb site has been established and all necessary equipment and supplies have been provided at site. The farm is ready for operation.

FDB is interested, to offer commercial operation of these farms to private parties under an agreement with FDB. One party can submit their interest for one site or more sites. The detail of the agreement shall be as under.

COMMERCIAL CAGE FISH FARMS OPERATION COOPERATION BETWEEN FDB AND PARTNER

(Note that for first year most of the input like seed and feed shall be provided by FDB and for second year onward, private party shall incur cost of all inputs, till the duration of the agreement)

Standard Support from Fisheries Development Board

FDB have **Three Cage Farms** and will provide one Farm or more Farms to one party with the following facilities:

1. Installed cage farms are available at three site viz 1) Dhurabi dam in Punjab, 2) Keenjhar Lake in Sindh and 3) Miani Hor near Damb in Balochistan.
2. All accessories as available on sites, including boats, spare nets etc.
3. Water quality testing meters or kits as available.
4. Site accommodation facility with beds etc.
5. FDB's site staff on basis of availability or requirement.

Standard Farmer's Contribution

The farmer will be responsible to incur all cost related to the following:

1. Manpower necessary for operation and maintenance of cage farms.
2. Fish seed.
3. Fish feed.
4. Fuel for boat movement, aeration and other activities.
5. Cage maintenance during operation and after each crop cycle.
6. Miscellanies cost for operation of the cage farms.

Option-1: Agreement on Profit Sharing basis

Interested parties can opt for this option. Under this option the gross income from sale proceeds of fish grown in the cages will be disbursed as follow. After deduction of cost on fish seed, feed and energy and labor (of private party) etc. (audited by FDB) the remaining sale proceeds will be disbursed. As for first year most of the input like seed and feed shall be provided by FDB and for second year onward, private party shall incur cost of all inputs, till the duration of the agreement:

Proposed distribution for First year

1. FDB: 70%
2. Farmer: 30%.

Proposed distribution for 2nd year onward

3. FDB: 30%
4. Farmer: 70%.

Now private parties are invited to submit their offers against this option to FDB. Their offer could be similar as proposed by FDB or changed offers with different share proposal for FDB and private parties. The offer with highest share for FDB would be accepted as winner.

Option-2: Agreement on Rental Basis

Interested parties can opt for this option and based on the projected income and their own assessment of the cage farming business at FDB sites, can offer to FDB to pay an annual rental value sum to FDB. The highest bidder will be considered as winner. Under this option, the FDB will not pay or invest in the operational cost of the cage farm operation and all cost has to be borne by the interested party/farmer.

Note:

1. Economic Analysis of the freshwater and marine cage farms on estimated costs, production and its sale are given at **Annexure-1 &2**. (This is just indicative, its realization depends on the best management practices of the farmers)
2. The Committee of FDB will decided to select one option for all site or one option for one site and other option for other sites. The decision of the committee will be final.
3. For rental option the selected party will pay 50% of the annual rent in advance and 50% within 15 days of the crop harvest.

4. For the option of profit sharing, the applicant will submit a pay order or Bank guarantee of Rs. One million to FDB on time of signing of the agreement.

3. Instructions for interested parties

3.1. Authorized Signatory

The 'Applicant' mentioned in the EOI document shall mean the one who has signed the EOI document forms. The applicant should be the individual applicant (owner) or duly Authorized Representative of the owner/group/ company, for which a certificate of authority should be submitted. All certificates and documents (including any clarifications sought and any subsequent correspondence) received hereby, shall, as far as possible, be furnished and signed by the owner or Authorized Representative.

3.2. Sealing of Envelopes & Submission

- a) The Expression of Interest along with Demand Draft is sealed in an envelope super scribing "Expression of Interest – for Operation of Cage fish farms of Fisheries Development Board". This envelope shall be addressed to Assistant Manager (Marine), Fisheries Development Board, Fisheries & Livestock Complex, Gate No.2, NARC, Park Road, Islamabad and submitted on or before **25/06/2024 by 11.00 am.**
- b) The Expression of Interests will be opened and processed subsequently.
- c) FDB reserves the right to reject any or all the EOIs without assigning any reasons as per PPRA rules.

3.3. Documents to accompany EOI

The applications shall be complete with the following documents:

1. Letter of Authorization, if required.
2. Each page of the EOI document duly seal and signed by the authorized person.
3. Expression of Interest in Form – I.
4. Details of experience in Fish Farming, fisheries, or seafood value chain in Form-II.
5. Affidavit or Self declaration in Form –III.
6. Financial soundness certificate Form-IV
7. Pre-qualification eligibility criteria form along with supporting documents.
8. Any other information likes to provide.

3.4. Amendment to EOI

At any time prior to the last date for receipt of proposals, Fisheries Development Board, may for any reason, whether at its own initiative or in response to a clarification requested by a prospective applicant, modify the EOI document by an amendment. In order to provide prospective applicants reasonable time in which to take the amendment into account in preparing their proposals, FDB may, at its discretion, extend the last date for the receipt of proposals and/or make other changes in the requirements set out in the EOI.

The applicant is required to visit the Tender Section of FDB/PPRA website for any changes or amendments in the EOI before submitting their Expression of Interests.

3.5. Preliminary examination for the applications

- a) Fisheries Development Board shall examine the applications to determine whether they are complete, whether the documents have been signed as indicated in this document, whether all Forms as asked have been filled in properly, whether applications are generally in order and all information as indicated under various clauses have been furnished.
- b) FDB reserves the right to waive minor deviations in the proposal application if they do not materially affect the capability of the bidder to perform the assignment.
- c) The evaluation shall be carried out on the basis of data available in the application documents received from the person/company in the first instance. If required further documents or clarifications or additional information shall be asked to verify the eligibility of the applicant.

3.6. Evaluation

The procedure of evaluation of the applications is indicated below:

- a) FDB has specified the Pre-Qualification Criteria (Section 4) in the EOI documents with minimum qualifying requirement for each of the criteria i.e. years of experience in fish farming, fishing, value chain or related activity, number of employees, the financial soundness status, etc. The applicant shall submit the proposals in the same sequence indicating the qualification criteria on each certificate.
- b) FDB shall apply pass-fail test and short list all the applicants who meet the minimum requirement as specified.
- c) After completion of EOI evaluation, if required the qualified bidders would be asked to give a **presentation on their proposal** to a Committee of Fisheries Development Board during a **Pre-award meeting**, to enable them to define their eligibility and plan for the operation of the cage fish farms under the

project.

3.7. Time Period

The O&M **contract shall be valid for a period of three year**; the same shall be reviewed every year and will be renewed annually subject to satisfactory performance. FDB reserves the right to extend the contract further or terminate early without assigning any reason what so ever.

3.8. Presentation

As a part of Evaluation of Expression of Interests submitted by the applicants, FDB may seek further information or presentation from the applicant at a short notice for evaluation purposes.

3.9. Rejection of EOI

The application may be liable to rejection if:

- a) The application is not covered in proper sealed cover with superscription as indicated in Section 3.2 above.
- b) Not in prescribed forms and not containing all required details.
- c) Not properly seal and signed as per requirements.
- d) Received after the expiry of due date and time.
- e) Offer is received by fax, telegram or e-mail.
- f) Bid received without the processing fees, (**bidders who paid this fee against first EOI are exempted**)
- g) Missing of any supporting document(s) with the EOI

4. Pre-qualification Criteria

Eligibility Criteria and supporting documents required for Submission of Expression of Interest

S.No	Eligibility Criteria	Supporting Document Required	Yes / No and Deviation, if any
1.	The applicant shall be an individual or group of individuals residing in the local area of province Sindh or a Pakistani citizen.	CNIC, domicile, land record Or	
2.	The applicant shall be a registered Company, Firm or Society under respective acts in Pakistan & Should have been in existence in Pakistan for the last five years	If company will provide Company Incorporation Certificate or Registration	

		certificate with relevant bodies	
3.	The person or agency must be registered in Pakistan with appropriate tax and other administrative authorities.	Income Tax Number/certificate for companies. Tax number for individual.	
4.	Should have enough manpower to run the cage fish farms operation successfully	Provide a statement that required manpower will be hired to operate the farm.	
5.	The applicant should furnish an undertaking to the effect that the firm has not been black listed in Pakistan.	Letter of undertaking as in Form III	
6.	Financial soundness letter	As in Form IV	
7.	Can spare minimum amount of Rs. 1.0 million/farm for freshwater cage farm and Rs. 2 million for marine cage farm or as per his/her proposal for operation of cage fish farms under this contract with Fisheries Development Board.	Certificate	
8.	The applicant, organization or its office should be situated / located in Islamabad or in coastal areas or near to the farm.	Provide a copy of the address proof	

5. Formats for Submission

5.1.FORM I

EOI Letter Performa (on letterhead)

To
Assistant Manager (Marine),
Fisheries Development Board,
Islamabad.

Sub: Expression of Interest for short-listing of Consultancy Organizations for Operations & Management of Cage fish farms of FDB

Sir,

The undersigned having read and examined in detail all the EOI documents pertaining to your offer; do hereby express the interest to do the work as specified in the scope of work.

S. No	Description	Response
1.	Name of the person/group/company	
2.	Address	
3.	Name, designation & address of the person to whom all references shall be made	
4.	Telephone (with code)	
5.	Mobile No. of the contact person	
6.	E-mail of the contact person	
7.	Fax No. (with code)	
8.	We are interested for FDB Cage Farm at	One or more as below Dhurabi Dam/ Keenjhar lake/ Miani Hor, Daam
9.	OPTION-1: We understand the proposed share by FDB is as below: First year 1. FDB: 70% 2. Farmer: 30%. For 2 nd year onward 1. FDB: 30% 2. Farmer: 70%.	And we offer our proposal as below: First year 1. FDB: % 2. Farmer: %. For 2 nd year onward 1. FDB: % 2. Farmer: %.
10.	OPTION-2: FDB is looking for an "Annual Rent" of cage farms as below: 1. Freshwater cage farms (Dhurabi/Keenjhar): Rs. 500,000 2. Marine water cage farm Rs. 2 million	And we offer our proposal for Annual Rent of farms as below: 1. Dhurabi: Rs..... 2. Keenjhar Rs. 3. Daam Rs.

We have enclosed the following documents:

1. Letter of Authorization.
2. Form-I should be submitted on the company's letter head duly seal and signed by the authorized person.
3. Processing Fee of Rs. 1,000/ in the form of a Demand draft drawn in favor of the FDB, payable at Islamabad.
4. Pre-qualification eligibility criteria Form.
5. Details of experience in Form-II.
6. Affidavit or Self Declaration of eligibility in Form- III.
7. Financial soundness letter as in Form IV
8. Fund commitment on legal paper in Form-V
9. Self-Attested copies of Supporting Documents.

I/ We hereby declare that my/ our EOI is made in good faith and the information contained is true and correct to the best of my/ our knowledge and belief.

Thanking you,

Yours faithfully,

(Signature of the Applicant)

Witness by - Signature:

Name:

Designation:

Seal:

Date: _____ Place _____

Name :

Address:

Date : _____

5.2.FORM-II

DETAILS OF EXPERIENCE

A. **Relevant experience that the applicant has been engaged during the last Five years:**

S. No.	Name & Address of The Business	Date of start Of the work	Date of Completion	turn over	Any Proof of the business
1.					
2.					
3.					
4.					

Note:

In case of company please provide copies of project reports, annual accounts and balance sheet for all the references mentioned above.

In case of individual farmer or fisherman, please provide pictures of your business and any documentary proof you have.

5.3.FORM III

AFFIDAVIT or SELF-DECLARATION

Ref: Call for Expressions of Interest for short listing of applicants for operation of cage fish farming by FDB

Candidates shall be excluded from participation in the selection procedure if:

1. They are bankrupt or being wound up, are having their affairs administered by the courts, have entered into an arrangement with creditors, have suspended business activities, are the subject of proceedings concerning that matter, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
2. They have been convicted for an offence concerning their professional conduct by judgment, which has the force of res judicata;
3. They have been guilty of grave professional misconduct proven by any means, which the contracting authority can justify;
4. They have not fulfilled obligations in respect of payment of taxes in accordance with the legal provisions of the country in which they are established or with those of the country of the contracting authority or those of the country where the contract is performed;
5. They have been the subject of a judgment, which has the force of adjudicate for fraud, corruption, and involvement in a criminal organization or any other illegal activity detrimental to the communities' financial interests;
6. Following another procurement procedure or grant award procedure financed by the public budget, they have been declared to be in serious breach of contract for failure to comply with their contractual obligations.

In response to your call for expression of interest, I/We hereby declare that I/we:

1. Am/are not in any of the situations excluding me/us from participation contracts)
2. Agree to abide by the highest ethical standards in the profession and, in particular, have no potential conflict of interest;
3. Will inform the Board immediately if there is any change in the above circumstances at any stage during the EOI procedure or during the implementation of the agreement/project;
4. Fully recognize and accept that any inaccurate or incomplete information deliberately provided in this tender may result in my/our exclusion from this or other contracts funded by the Authority.

(Signature of the applicant or of authorized representative with company seal)

5.4. Form-IV

FINANCIAL SOUNDNESS CERTIFICATE BY REVENUE DEPARTMENT

(For individuals)

This is to certify Mr. _____ S/o, D/o
_____ Resident of _____
_____ has been residing with
his / her family at _____ continuously since
_____ and his / her financial income is Rs.
_____/ - (Rupees _____
_____) only per annum.

Signature of issuing Authority

Or

FINANCIAL SOUNDNESS CERTIFICATE BY BANKS OR SECP

(For Companies)

This is to certify M/s _____ Registered as
_____ office at _____
_____ has been established since
_____ is involved in the (Business) _____
_____ continuously since _____ and has financial
income of Rs. _____ / - (Rupees _____
_____) only per annum.

Signature of issuing Authority

6. Press Advertisement

EXPRESSION OF INTEREST

Fisheries Development Board (FDB) is a Company working under the administrative control of Ministry of National Food Security and Research. FDB intends to offer its cage fish farms to private parties for commercial operations with below detail:

1. Freshwater Fish Cage Farm at Dhurabi Dam, District Chakwal, Punjab.
2. Freshwater Fish Cage Farm at Keenjhar Lake, District Thatha, Sindh
3. Marine Fish Cage Farm at Mani Hor, Daam, District Lasbella, Balochistan

FDB intends to invite interested parties, companies or individuals for commercial operation of the above-mentioned cage farms. For the aforesaid purpose, willing companies or individuals having a minimum of five years' experience in the field of fisheries or aquaculture or its value chain including processing, hatchery or feed manufacturing, can obtain the RFP and submit their bid documents before **25-06-2024** at 1100 hours from the office of the undersigned during the office working. Terms and conditions are mentioned in the bid documents. Interested parties should apply through E-PAD (www.eprocure.gov.pk)

This expression of interest is also available at FDB website and PPRA website www.ppra.org.pk

For Further Information, please contact

Mr. Muneer Hussain, Assistant Manager (Marine)

Phone: 051-9255748

Address: Fisheries Development Board, Fisheries & Livestock Complex, Gate No.2,
NARC, Park Road, Islamabad.

Annex-1

Estimated Economic Feasibility Study of 8 Marine Cages:

Sr. No.	Particular (s)	Low stocking	Unit cost	Total Cost
1	Fish stocking per cage	3,000	-	-
2	Marine fish fingerlings (Sea bass, Grouper, Sea bream, red snapper, Dentex (Dhathi).	2,4000	Rs.200/-	4,800,000
3	Feed cost (Trash fish) feed calculated with 4 F.C.R.	96,000	Rs.80/-	7,680,000
4	Total Operational cost	-	-	12,480,000
5	Estimated mortality 20%	4,800	-	-
6	Balanced fish	1,9200	-	-
7	Estimated biomass at the time of harvesting @ 1.25 KG	-	-	24,000
9	Estimated selling rate of @ Rs.1100/KG		-	26,400,000
11	Profit/ loss		-	13,920,000

Estimated Economic Feasibility Study of 9 Freshwater Cages:

Sr. No.	Particular (s)	Quantity	Unit cost	Total Cost
1	Fish stocking per cage	3,000	-	-
2	Tilapia, Pangasius seed (40-50 g)	27,000	Rs.55	1,485,000
3	Feed Cost (Feed calculated with F.C.R 1.2)	17,901	Rs.150/Kg	2,685,150
4	Total Operational cost for each FW model cage Farm	-	-	4,170,150
		Total stock	Mortality	Stock balance
5	Estimated total net mortality 15 %	27,000	4,050	22950
		Stock balance	avg B.wt (g)	Biomass (kg)
7	Estimated biomass of tilapia at the time of harvesting	22950	650	14917.5
		Biomass (kg)	Unit Rate	Total value
8	Estimated selling rate of Tilapia	13,770	Rs.400	5,508,000
		Total cost	T. Gross Revenue	Net Income
9	Total Gross income	4,170,150	5,508,000	1,337,850

- Farmer can reduce the cost of seed and feed by establishing their own overwintering facility and preparing customized feed.
- Manpower cost is to be provided by the farmer himself and therefore, excluded from the analysis.