

Expression of Interest (EOI) Form

Section 1: Organizational Details

1	Applicant's Name	
1.1	Project Name	
1.2	Contact Number	
1.3	Name of the Firm/Organization	
1.4	Address of the Head Office	
1.5	Address of the Project Offices	
1.6	Area of Expertise	
1.7	Land assigned for the Project	
1.8	Total Cost of the Project	
1.9	Debt Component	
1.10	Equity Component	

Section 2: Firm Registration & Project Details

2.1	Legal status of the Company:	
	Registration no.:	
	Date:	

2.2 **Names of the shareholders of the Firm, their percentage of shareholding, professional expertise, and permanent residence address:**

Name of Shareholder 1	
Share of Profit & Loss	
Professional expertise	
Name of Shareholder 2	
Share of Profit & Loss	
Professional expertise	
Name of Shareholder 3	
Share of Profit & Loss	
Professional expertise	

Details of shareholders of the firm part can be attached (if required as annexure-A)

2.3 Names of the directors of the company (if different from 2.2 above) and their Professional background:

S. No.	Name	Professional Background
1		
2		
3		

2.4 Project in which firm/organization wants to invest:

2.5 Capacity and brief of the project:

Section 3: Credit History

3.1 Previous project/projects executed by this same company or a sister company in which any of shareholders had 10% or above shareholding.

S. No.	Firm Name	Existing facility availed	Bank
1			
2			
3			

Details of part can be attached (if required as annexure-B)

Section 4: Firm Details

- 4.1 Income Tax/Wealth Tax returns/NTN: with reference to the feasibility report (annexure-C)
- 4.2 Human Resource Strength: with reference to the feasibility report (annexure-D)
- 4.3 Production Capacity: (with reference to the feasibility report) (annexure-E)
- 4.4 Land details/proprietary rights-reference to documents attached with feasibility report (annexure-F)
- 4.5 Copy of CNIC of shareholders (annexure-G)



BUSSINESS PLAN

SAMPLE ENTERPRISE LIMITED

Prepared By:
ABC Financial Consultants

Sample Feasibility Report for Reference Only

TABLE OF CONTENTS

S. No.	Description	Page No.
1.	SPONSOR’S PROFILE <ul style="list-style-type: none"> ➤ Academic Qualifications ➤ Industry’s / Relevant Experience (if any) <ul style="list-style-type: none"> ➤ Role in Project’s Implementation and Shareholding ➤ Future Vision / Scale-up Schedule 	1-5
2.	INDUSTRY OUTLOOK WITH STATISTICS <ul style="list-style-type: none"> ➤ Global Market Analysis ➤ Potentials of Pakistan’s Market ➤ Sindh’s Potential 	6-15
3.	PROJECT’S BRIEF <ul style="list-style-type: none"> 3.1 Objectives of the Project 3.2 Summary of Operations 3.2 Legal Status 3.3 Pattern of Ownership/Shareholding 3.4 Proposed Date of Commencement of Business 3.5 Key Performance Indicators (KPIs) 3.5 Financial Summary <ul style="list-style-type: none"> ● Equity Component ● Debt Component ● Total Cost of the Project ● Debt to Equity Ratio ● Internal Rate of Return (IRR) and Pay Back Period ● Projected Financial Statements (5 years) 3.6 Production Capacity <ul style="list-style-type: none"> ● Installed Capacity ● Planned Utilization (next 5 years) ● Expansion Module ● Accreditations and Certifications 	16-40

S. No.	Description	Page No.
	<p>3.6 Employment Generation</p> <ul style="list-style-type: none"> ● Number of Permanent Employees ● Number of Temporary Employees <p>3.7 Efficiencies Inculcated into Sindh’s Economy</p> <ul style="list-style-type: none"> ● Contribution towards Current Demand ● Value Addition ● Promotion of Exports / Import Substitution 	
4.	Executive Summary	41-42
5.	<p>Annexures:</p> <p><u>Annex-A:</u> Land Entitlement Documents (Purchase Deed/Independent Valuation Report)</p> <p><u>Annex-B:</u> Market Competitive Quotation for Plant, Machinery & Equipments (cost of first herd/flock of animals/birds/fishes in case of livestock, poultry and Fisheries project)</p> <p><u>Annex-C:</u> Market Competitive Quotation of Generators, Vehicles and other Capital Assets</p> <p><u>Annex-D:</u> Detailed Civil Works Plan together with Bill of Quantity (BoQ)</p> <p><u>Annex-E:</u> List of Names, Addresses, CNIC and Contact Numbers of Applicant/Partners/Directors and Pattern of Shareholding</p> <p><u>Annex-F:</u> List of Associated Undertakings having Common Directorship/Shareholding</p> <p><u>Annex-G:</u> Details of Collateral available against Financing</p> <p><u>Annex-H:</u> Soft copies of feasibility/business plan and 5 years projected financial statements are to be submitted with this plan</p>	43-69
6.	<p>Contact Details</p> <p>Names, Addresses, Contact Numbers and Email I.Ds Applicants/ Partners/Directors/Sponsors of the Project</p>	70

Note: Sample feasibility/business plan is designed on the basis of SEDF’s approved scoring criteria. SEDF encourages the use of contents of this sample feasibility/business plan as a reference while developing the project documents.

Scoring Criteria

Evaluation Criteria	Total Marks	Marks Obtained
1. Completeness and Clarity of Application	15	
2. Substantiation of the need for the project and its alignment with the goal of SEDF to improve competitiveness of Sindh's economy	20	
3. Employment Generation	15	
4. Location of the project and impact on Sindh's rural economy	10	
5. Likelihood of the project's sustainability and commercial success	15	
6. Documented ability of the project team to deliver	10	
7. Identification of mitigating cost over runs	10	
8. Monitoring and Evaluation	05	
Total Score	100	

Note: Additional 05 marks will be awarded for projects under Women Entrepreneurship

Scoring Criteria – Descriptive

Evaluation Criteria	Total Marks	Marks Obtained
1. Completeness and Clarity of Application	15	
a. Detailed Business Plan presented in the Feasibility Report together with relevant statistics	05	
b. Five year's Projected Financials annexed with Feasibility Report (itemized cost of the project given)	05	
c. Required documents attached as required by the Application Form (Three quotations from suppliers of Plant, Machinery, Equipments, Imported Animals, Civil Works Plan & Land Rights)	05	
2. Substantiation of the need for the project and its alignment with the goal of SEDF to improve competitiveness of Sindh's economy	20	
a. Perceived/Identified competitive advantage(s) of the project in Sindh	05	
b. Potential for value addition	05	
c. Minimization of agri-sector wastages and inculcating efficiencies into Sindh's agri-economy	05	
d. Project introduces innovative solutions and technology upgradation in the sector concerned	05	
3. Employment Generation	15	
a. Employment opportunities created for skilled labour: Less than 25 jobs: 05 marks Less than 50 jobs: 07 marks More than 50 jobs: 10 marks	10	
b. Employment opportunities created for unskilled labour: Less than 50 jobs: 02 marks Less than 100 jobs: 04 marks More than 100 jobs: 05 marks	05	

4. Location of the project and impact on Sindh's rural economy	10	
a. Suitability of the geographic location of project – advantages	05	
b. Project impact/contribution towards rural economy of Sindh and transformation of agri-sector landscape	05	
5. Likelihood of the project's sustainability and commercial success	15	
a. Market identification for commercial success – market demand / supply analysis	05	
b. Will the project boost exports	05	
c. Pioneer project in Sindh's agri-business Sector	05	
6. Documented ability of the project team to deliver	10	
a. Technical capacity and profile of project team to deliver	05	
b. Relevant experience and expertise in the sector/industry	05	
7. Identification of mitigating cost over runs	10	
a. Implementation time table and future upgradation plans	05	
b. Identification of factors that can affect the implementation schedule and demonstration of the possible sources of finance for cost overruns / delays	05	
8. Monitoring and Evaluation	05	
a. Identification of key performance indicators (KPIs) to monitor progress	05	
Total Score	100	

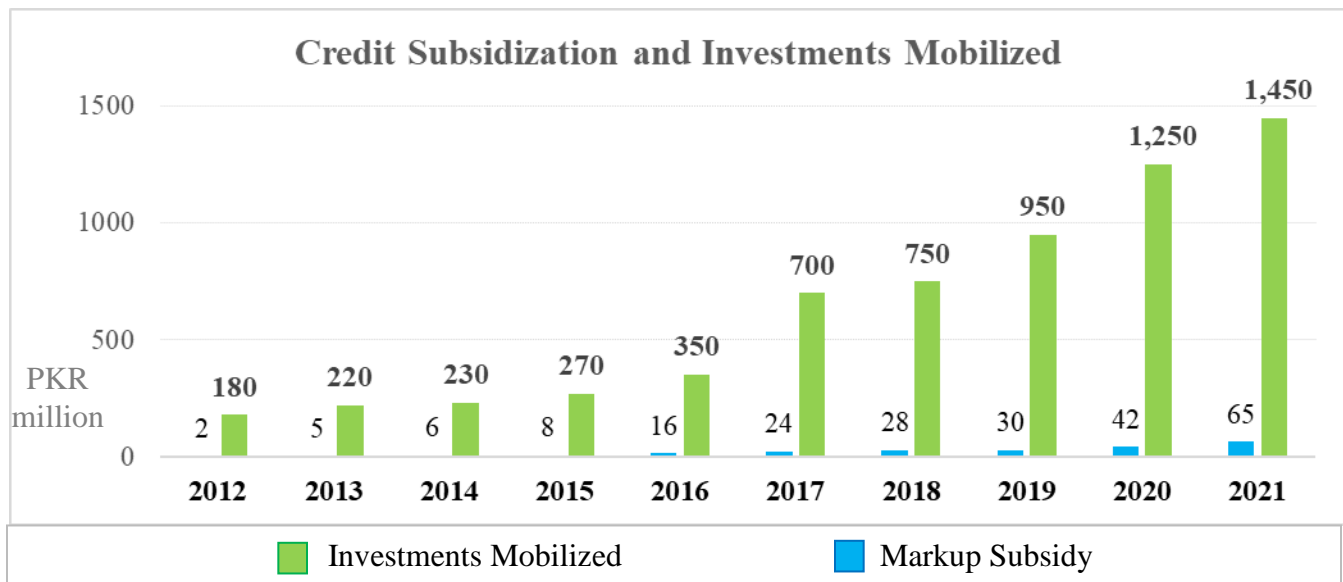
Note: i) Additional 05 marks will be awarded for projects under Women Entrepreneurship.

ii) Minimum score required to qualify for perusal by the SEDF Appraisal Committee is 50 marks.

Invitation for Expression of Interest (EOI)

The Government of Sindh with a vision to encourage investment in SMEs, inculcate entrepreneurial ability and provide a major push to the wider economy, has established Sindh Enterprise Development Fund (SEDF). It aims to promote opportunities in agri value chains, mining and mineral processing sectors for multiple economic benefits on growth, intermediary services and productivity. It seeks to introduce interventions to improve efficiency and profitability.

SEDF has been able to mobilize private sector investments to the tune of **PKR 6,000 million** through provision of mark-up subsidy **worth PKR 400 million** only. The **Economic Impact is atleast 10 times the investment mobilized.**



Technical Assistance

- Preparing feasibilities
- Preparation of SEDF's Application

Financial Assistance

- Mark-up (KIBOR/SBP refinance rate) subsidy on capital cost

Expression of Interest is invited from potential entrepreneurs to submit commercially viable/bankable project(s) in the followings clusters:

- | | |
|--|---|
| <ul style="list-style-type: none"> <input type="checkbox"/> Agri-Processing <input type="checkbox"/> Poultry <input type="checkbox"/> Horticulture & Floriculture <input type="checkbox"/> Mining & Mineral Processing | <ul style="list-style-type: none"> <input type="checkbox"/> Dairy & Livestock <input type="checkbox"/> Fisheries <input type="checkbox"/> Storage & Cold Chain <input type="checkbox"/> Green energy (use of solar, bio-gas & wind as source of energy for the project) |
|--|---|

Instructions for potential Investors:

Following documents can be downloaded from our website for manual submission, alternatively, application can be submitted online using the QR Code or E-portal on SEDF website:

- Expression of Interest (EOI) Form
- Feasibility Report/Business Plan Template
- Scoring Criteria

<https://sedf.gos.pk/>

For details:

Contact No.: +92 21 99225184-86

Email I.D : pc@sedf.gos.pk

- i) Aforementioned documents can be acquired on weekdays during the working hours (9:00 am to 5:00 pm) on submission of a written application to the Manager Admin & Accounts, SEDF on payment of PKR 100/= (non-refundable) fee payable through banking instrument.
- ii) SEDF is an equal opportunity organization ensuring transparency and fair dealings in all its practices. Any attempt to influence the approval process by the applicant will lead to disqualification.
- iii) SEDF adopts two-tier appraisal & approval mechanism. Initially, projects securing minimum 50% marks as per the approved scoring criteria will be presented to the Project Appraisal Committee (PAC) for recommendation. Projects recommended by the PAC will be submitted to the Board of Directors for final review and approval.
- iv) SEDF provides mark-up subsidy for projects worth up to US\$ 3 million (PKR 525 million approx.).