



Government of Pakistan
Ministry of Privatisation
Privatisation
Commission

INVITATION
FOR
EXPRESSION
OF INTEREST
(‘EOI’)

FOR
APPOINTMENT
OF FINANCIAL
ADVISORY
CONSORTIUM
(‘FAC’) FOR
DIVESTMENT OF
GOVERNMENT OF
PAKISTAN (‘GOP’)
HELD SHARES IN
MARI PETROLEUM
COMPANY LIMITED
(‘MPCL’)

Mari Petroleum Company Limited (‘MPCL’) is a fully integrated Exploration and Production (‘E&P’) company of Pakistan, currently managing and operating the country’s largest gas reservoir (in terms of current reserves) at Mari Field, District Ghotki, Sindh. Fauji Foundation holds 40% of the shareholding in MPCL along with management rights, while the Government of Pakistan (‘GOP’), Oil and Gas Development Company Limited (‘OGDCL’) and General Public hold 18.39%, 20% and 21.61% of the shareholding, respectively. The shares of MPCL are quoted on the Pakistan Stock Exchange (‘PSX’).

GOP through the Privatisation Commission (‘PC’) intends to divest up to 18.39% of GOP’s shareholding in MPCL to the foreign and domestic Institutional Investors, High Net worth Individuals (‘HNWI’) and/or General Public through Secondary Public Offering (‘SPO’) at the PSX (the “Transaction”).

In this regard, PC invites Technical and Financial Proposals (the “Proposals”) from Interested Parties (‘IPs’) comprising of not more than three (03) members, including a Global Coordinator (‘GC’), a Consultant to the Issue (‘CI’) and a Book Runner (‘BR’) to act as Financial Advisory Consortium (‘FAC’) for the Transaction. IPs should note that GC must be a Tier-1 international investment bank. Whereas, CI and BR must be authorized/licensed under the Securities and Exchange Commission of Pakistan’s (‘SECP’) applicable rules/regulations. FAC will be expected to advise PC on all matters relating to the Transaction and GOP will determine the Transaction structure, size and divestment strategy on the recommendations of FAC based on the market conditions and with the objective to maximize value extraction for GOP.

IPs with demonstrable track record of successfully managing and executing similar transactions are requested to submit an Expression of Interest (‘EOI’), not exceeding 20 pages, showcasing their recognized domestic as well as strong international equity sales & distribution capabilities and knowledge of the E&P sector, including MPCL. IPs are advised to submit EOI as soon as possible, along with a non-refundable processing fee of PKR 10,000/- (Rupees Ten Thousand only) or USD 100/- (One Hundred US Dollars) in the form of a bank draft or pay order in favour of Privatisation Commission, Government of Pakistan, payable at Islamabad at the address given below. Request for Proposal (‘RFP’) package inviting the Proposals would only be issued to IPs submitting EOI along with the requisite processing fee.

The last date for the submission of the Technical & Financial proposals is
25th September, 2017

This advertisement is not intended to be, and should not be construed as: (a) an offer or invitation to acquire any securities or assets of the entity; and (b) any representation or warranty, expressed or implied, with respect to any statement made herein. The Privatisation Commission reserves the right not to respond to any request for preliminary or other information. Documentation accompanying and comprising an EOI, as provided by any IP, shall not be reclaimable or returnable.

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