

REQUEST FOR EXPRESSIONS OF INTEREST (EOI) TO ACT AS A TRANSACTION ADVISOR TO THE STATE-OWNED ENTERPRISES RESTRUCTURING UNIT OF THE MINISTRY OF FINANCE, ECONOMIC STABILIZATION AND NATIONAL POLICIES

1. Background:

The State-Owned Enterprise Restructuring Unit (the Client) of the Ministry of Finance, Economic Stabilization and National Policies has been entrusted with the task of restructuring a number of State-Owned Enterprises (SOEs). As part of this restructuring process, the Government of Sri Lanka (GOSL) intends to divest all or part of its shareholding in **Hotel Developers Lanka Ltd**(Entity). In order to assist with this divestment, the Client seeks to employ suitably qualified and experienced consultants to provide Transaction Advisory Services.

2. Scope of work:

The consultant will be responsible for end-to-end transaction advisory services including but not limited to:

- i. Recommending the most appropriate strategies to maximize value to GOSL;
- ii. Comprehensive sell-side due diligence;
- iii. Assist in valuing the Entity;
- iv. Identify and shortlist suitable investors;
- v. Effectively market the Entity;
- vi. Draft all relevant documents necessary for the transaction such as Request for Proposals (RFP), Memorandum of Understanding (MOU), Share Purchase and Sale Agreement etc;
- vii. Assist with the transaction process and its successful conclusion.

3. The Client invites local and international organizations specialized in transaction advisory services related to the Entity's sector to express their willingness to participate in the formal selection process for the provision of services described above. Interested organizations must provide sufficient information to demonstrate that they are qualified to perform the required services.

4. Prospective organization shall have following Qualifications and experience:

- i. Proven track record as lead advisor in managing, advising and concluding a minimum of five (05) sell-side transactions over the last ten (10) years. Preference will be given to those with experience in the following:
 - a. Domain expertise in the Entity's sector.
 - b. Divestiture of SOEs.
 - c. Cross-border transactions
- ii. Existing / proposed joint ventures may also be considered eligible subject to the lead entity being identified and meeting the eligibility criteria set out in 4.i above.
- iii. Those who are blacklisted or have legal disputes with GOSL will not be eligible.

5. The shortlisting and final selection process shall be based on the Quality and Cost Based Selection Method prescribed in "Procurement Guidelines on Selection and Employment of

Consultants – 2007” published by the Ministry of Finance, Sri Lanka.

6. Each consortium or individual organization may submit only one EOI whilst an organization shall not form part of more than one consortium.
7. This EOI must be accompanied with a response to the corresponding RFP using separate envelopes. The relevant RFP may be downloaded from the website of the Ministry of Finance using the link <https://www.treasury.gov.lk/web/sru/section/entities-to-be-divested>
8. The outcome of the EOI process will be communicated to all consultants. Only those consultants short-listed shall be considered for the RFP evaluation.
9. If further information is required, a request for such information may be sent to the email address: eoil@sru.gov.lk under the subject heading: **Hotel Developers Lanka Ltd**
10. A pre- bid meeting shall be held for those consultants seeking additional information on the EOI/RFP process. If any Consultants wish to raise any questions at the pre-bid meeting, it would be appreciated if such questions can be sent to the Client via email prior to the pre-bid meeting. Consultants who wish to attend the pre-bid meeting, are requested to register their interest by emailing: eoil@sru.gov.lk with the subject heading **“Pre-bid Meeting / Hotel Developers Lanka Ltd”**.
11. The EOI must be submitted in one original and a copy and clearly marked as “Original” and “Copy”. In addition, a soft copy in PDF format on a memory stick must be included. The EOI must be either delivered by hand or couriered to the address below, not later than 16.00 hours (IST) on 27th April 2023, and must be sealed in a plain envelope marked **“EOI for Hotel Developers Lanka Ltd”** on its top, left hand corner.
12. For delivery in person or courier to:

The Chairman,
Standing Cabinet Appointed Consultants Procurement Committee,
C/o, State-Owned Enterprise Restructuring Unit,
3rd Floor, Lotus Building, Temple Trees,
Colombo 03.
Sri Lanka.
13. All submissions must be written in English.

Chairman,

Standing Cabinet Appointed Consultants Procurement Committee,
State-Owned Enterprise Restructuring Unit,
3rd Floor, Lotus Building
Temple Trees,
Colombo 03.
Sri Lanka.