

EXPRESSION OF INTEREST (EOI)
JOINT VENTURE (JV) Under
“HEMP VALUE CHAIN DEVELOPMENT PROGRAM” For
INDUSTRIAL, MEDICINAL and Other SCIENTIFIC PURPOSES

1. Introduction

Pakistan Council of Scientific and Industrial Research (PCSIR), Ministry of Science and Technology (MoST), is committed to enhance scientific, technological and industrial base of Pakistan in close coordination with private sector.

Realizing the inevitable role of private sector in scientific and technological development of any country, particularly in US and Western Europe where private sector contributes approximately 50 of national R&D budget, PCSIR is interested to establish joint ventures with private sector. One of the initiative is to develop multi-sectoral industrial hemp products in Pakistan under the **“Hemp Value Chain Development Program”** for Industrial, Medicinal and other Scientific Purposes.

2. Policy Context:

The Federal Cabinet has approved the domestication and commercialization of Medical and Industrial Cannabis in September 2020 and has granted permission for cultivation of industrial hemp (having THC value less than 0.3%) for medicinal, scientific and industrial purposes to the Ministry of Science and Technology. The permission will be regulated under Rule 2(ix), 8, 9, and 10 of Control of Narcotics Substances Rules (2001) and any other conditions prescribed by international conventions.

Pakistan Council of Scientific and Industrial Research (**PCSIR**), has a license to grow, handle and process Industrial & Medicinal hemp.

3. Submission of EOI:

Considering the high end value and future prospects of Hemp in international markets, PCSIR invites interested entities of Pakistan to submit an Expression of Interest (**EOI**) for Joint Ventures (**JV**) under **“Hemp Value Chain Development Program”**.

The selected JV partner will be responsible for designing, cultivation, processing, refining and handling of Hemp and allied products for industrial and medicinal uses on pre-qualified government land.

The entities may associate with other partners(National/ International)to complement their competence; however, PCSIR will sign the agreement with lead entity only, which will be responsible and accountable for the entire project.

4. Description of Joint Venture (JV)

4.1. Scope of Joint Venture:

- a) The JV areas are in Cultivation, Processing, Refining, Handling and Manufacturing of allied hemp products,for industrial/ medicinal use.
- b) Land will be initially provided on lease at designated regions of Punjab (Chakwal Rd, Jhelum & Rawat).
- c) Oil extraction & refining equipment/ Infrastructure will be established in consultation with JV awardees.
- d) JV will be made to finally selected entities with PCSIR, keeping in view their expertise, investment and time frame.
- e) The investment & execution for the proposed project will be a sole responsibility of theselected entity.
- f) Testing/Analytical services, standards for testing may be providedby PCSIR.
- g) PCSIR will be the sole custodian of “**Seed Bank**”. The selected entity can obtain seeds after registration with PCSIR Seed Bank.
- h) It shall be obligatory for entities to comply SOP’s oflaw enforcement agencies.

4.2. Categories / Allocation of Land / Area for Joint Venture:

| S# | Category | Purpose | Total Land (Acre) | Allocation (Acres) | Region |
|-----------|---------------------------|-------------------|--------------------------|---------------------------|---------------|
| 1 | Outdoor Industrial | Fiber/ Seed | 50 | Min: 10 Max: 25 | Chakwal Road |
| 2 | Outdoor Medicinal | Medicinal/ Pharma | 50 | Min: 05 Max:25 | Chakwal Road |
| 3 | Green House | Medicinal/ Pharma | 05 | Min: 01 Max:05 | Rawat |

4.3. Selection Process:

- a) Quality of Concept Paper.
- b) HR & Financial Strength
- c) R & D scope
- d) Overall Project Strategy

| IMPORTANT |
|--|
| <ul style="list-style-type: none">➤ The Evaluation Committee will have full discretion, whether to accept or not any EOI / Concept Note / Business plan OR reject all at any time.➤ PCSIR reserves the right to cancel the EOI or pursue an alternative course of action.➤ Short-listing of applicants will not be considered as acceptance of the application for JV until a written JV agreement is signed between PCSIR and the selected entity.➤ Entities must implement the project by themselves and not simply act as an intermediary channel to provide financing to other implementing sub contract parties. |

4.4. Eligibility Criteria:

- Any entity, be a profit or not-for-profit private or public company, or an NGO, or an International Organization, or a startup established by intergovernmental agreement with presence in Pakistan or having Rep. office in Pakistan, may apply as JV through submitting EOI.
- Special consideration may be given to International lead partners with technology transfer/ HR training/ Investment for optimal design of land size and locations.
- The entity or its JV associate/ partner should provide evidence demonstrating the financial capabilities, relevant experience, manpower etc. to implement the relevant category of project.
- The entity should provide evidence / specified details of work/ assignments undertaken since last 5 years in Pakistan or elsewhere.
- Free of any drug-related charges or convictions under the law of Pakistan that may include entity top management, owners and shareholders.
- No experiential proof, evidence/ specified details of work/ assignments or in business in relevant category will be required for the Startups.

4.5. Other Requirements

- The entity should provide a formal letter of Intent (LoI) / cover letter signed by the head of the entity or authorized person/ legal representative to conduct communication and negotiation with the PCSIR.

- Copies of SECP Firmregistration / income tax returns/ financial certificate, audit reports for the last 3 years must be attached with the cover letter.
- Affidavit for not black listed by any government/semi government organization of Pakistan.
- Dully filled in Applicant’s Information Form alongwith the EOI.
- Expression of Interest must be submitted in English, addressed to

The Secretary
 PCSIR Head Office
 I-Constitution Avenue, Sector G-5/2,
 Islamabad.

5. Time Frame:

| Activities Description | Time Frame |
|--------------------------------|----------------------------|
| Deadline for submission of EoI | 30 days from advertisement |

6. Late Submissions:

Submissions received after deadline will NOT be accepted.

7. Amendment of EOI

PCSIR at its sole discretion may add / subtract / amend the terms mentioned in this EOI and any other subject matter to which this EOI relates.

8. Party’s Risk

PCSIR will not accepts any responsibility, liability, or obligation whatsoever for costs incurred by or on behalf of any Interested Party in connection with the preparation of EOI or any participation in the EOI process.

9. Conduct of Applicants

Conduct of applicants may affect the outcome of their EOI responses, including non-consideration of the EOI or subsequent proposals. Applicants will not engage in any of the following activities during EOI process:

- a. Lobbying with person who can directly or indirectly influence the EOI process.
- b. Provision of gifts or future promise of gifts of any sort
- c. Accepting or providing secret commissions.
- d. Seeking to influence any decisions of PCSIR by any means or otherwise.

10. Inquiries Correspondence:

All inquiries to EOI shall be made in writing via email or official letter. Verbal responses will not have any binding on either party. Any subsequent changes / corrigenda/ clarifications to EOI will be made available on the website of PCSIR or will be communicated via email or by post to the applicant's email / address available in EOI application. Contact details are as;

The Secretary
PCSIR Head Office
I-Constitution Avenue, Sector G-5/2,
Islamabad.

Focal corresponding person
Kamran Manzoor
Project coordinator
Chairman office, Initiative Cell
Ph. +923365115497 (Regular & WhatsApp)
Email: projectcoord@pcsir.gov.pk

Checklist of Documents required with EOI

- 1) Covering Letter
- 2) Company Profile
- 3) Concept Note
- 4) Technical Strength
- 5) Financial Strength
- 6) Operational Strength.
- 7) NTN/ Income Tax / Sales Tax Registration Certificates etc
- 8) Company/ Firm Registration Certificate
- 9) Affidavit that entity has not been blacklisted by any public sector organization or Government of Pakistan or has any criminal charges or conviction related to drugs.
- 10) Any other document that strengthens the case of applicant/ Interested Party.
- 11) Applicant's Information Sheet along with a Cover Letter duly signed by the authorized representative

Guidelines –Concept Note

The concept note will be an important document for making your first professional contact with PCSIR as well as the basic layout of your project plan. A concept note must include an introduction, a background, objectives, results and a budget overview.

Structure of the Concept Note

| | | | | | | |
|--------------------------|--|---|-------------------------|----------------------|--------------------|-------------------------------------|
| City / Province : | | Concept Note Number: | (For official use only) | | | |
| 1 | Project Title : | The title should be short but make sure it reflects the overall idea of the project that resonates with the objectives. | | | | |
| 2 | Name of the Entity | | | | | |
| 3 | Type of Entity | Public | Private | NGO | University/ | Other |
| 4 | Category Applied(Industrial/ Medicinal CBD) | | | | | |
| 5 | Relevancy with Category | Location | Category | Unit in Acres | | Indicate (Relevant Category) |
| | | Chakwal Road | Outdoor Industrial | Min. 10 | Max. 25 | |
| | | Chakwal Road | Outdoor Medicinal | 05 | 25 | |
| | | Rawat | Green House | 01 | 05 | |
| 6 | Focal Contact | | | | | |
| 7 | Team Strength & Qualifications | | | | | |

8. Description of Project

| | | |
|-----------|---|--|
| a. | Introduction / Background. | |
| b. | Objectives | |
| c. | Key business proposition | |
| d. | Commercial Strategy including Product Development & Sales Strategy | |
| e. | Implementation Plan with arrangements & Time Frame | |
| f. | Financial Plan (Projection) | |
| g. | Introduction / Background. | |

Applicant Information Sheet

| | |
|---|--|
| Name of Applicant Company | |
| Date of Registration/ Incorporation | |
| Main Business of the Company | |
| Address of Company Head Office | |
| Address of Registered office in Pakistan (if different from Company Head Office) | |
| Name of CEO / Country Head | |
| Telephone Number | |
| Fax Number | |
| E-Mail Address | |
| Mobile | |
| NTN | |

Details of Focal Person to Communication with PCSIR:

Name: _____
Designation: _____
Address: _____
Telephone Number: _____
Fax Number: _____
E-Mail Address: _____
Mobile: _____