



**Khyber Pakhtunkhwa
Board of Investment & Trade (KPBOIT)**

NO. (1/6) - KP-BOIT / 2014 / 370
Dated Peshawar 10th Mar, 2014

To,

His Excellency,
Ambassador of Turkey,
Diplomatic Enclave,
Islamabad, Pakistan.

**Subject: Development of a Ski Resort / Hotel and Installation of
Chairlift at Malam Jabba (Swat)**

Excellency,

السلام عليكم

I have the honor to state that KP-Board of Investment and Trade in collaboration with Tourism Department and Tourism Corporation of Khyber Pakhtunkhwa has conceived the Project to revive Malam Jabba Ski / Chairlift and Hotel Resort in District Swat which became non-operational due to unrest in the area.

Consequent upon restoration of peace in the region Tourism activities have been normalized. Project has been advertised in the English Newspapers Daily News / Daily Dawn and Daily Business Recorder on 3rd and 4th March, 2014. Copy of Advertisement and TOR containing details of the Project are enclosed.

You are requested to kindly forward it to all prospective Investors and Associations to enable them to express their interest in the Project.

Your early action in forwarding the proposal to all concerned will be highly appreciated.

Looking forward for your favorable response.

With kind regards,

MOHSIN AZIZ
(Vice Chairman)

Terms of References

Subject: INSTALLATION OF CHAIRLIFT, SKI RESORT & CONSTRUCTION OF 5/3 STAR HOTELS AT MALAM JABBA RESORT, SWAT.

Malam Jabba is a hill station located in the Karakoram mountain range nearly 40 Km from Saidu Sharif in Swat. Ski slope of about 800 meters with the highest point slope 2804 meters. Malam Jabba Ski Resort was established by the Government of Pakistan with the technical assistance of its Austrian Counterpart on approximately 275 Acres land. It was suspended in 2007 due to unrest in the area. Malam Jabba can be developed again as the largest Ski Resort in Pakistan.

Consequent upon restoration of complete peace in the region tourism activities have been normalized. The Government of Khyber Pakhtunkhwa has accordingly decided to invite the Private Sector for reconstruction of the Malam Jabba Ski / Chairlift and hotel project as per following terms of references.

1. Area proposed for Hotel is approximately 5 acres which is owned by the Tourism Corporation of Khyber Pakhtunkhwa (TCKP) and will be offered for lease whereas Resort area of approximately 270 acres is a protected Forest which is the property of the Environment Department and the Department will provide with access right to investors for the entire lease period for the setting up of Skiing / Chairlift facilities.
2. The qualified party should be Technically / Financially sound with supporting credential of capital input for the development of Hotel and Restaurant, Skiing Resort and Chairlift with capability to sustain its financing requirements.
3. Lease would be initially for a period of thirty three (33) years, extendable for another twenty (20) years.
4. Annual lease / rent will be enhanced at 10% yearly during the initial lease period of 33 years however maximum 25% increase may be expected for further extension for which preference will be given to the existing lessee.
5. First two years i.e. construction phase will be treated as grace period with no lease amount to be charged. Thereafter one year lease amount will be paid in advance by successful bidder / investors on signing of lease agreement and can be forfeited if commencement / start of the project does not take place as per schedule.

6. Bidders are required to submit separate proposals for each component of the project i.e.

- Ski Facilities / Chairlift (For all seasons)
- Hotel and Restaurant

Parties can apply for any component of the project however preference will be given to the parties bidding for the whole project.

7. Facilities to be provided, must include:

a. For Hotel Premises

- i. Construction of a 4 – 5 Star Hotel with 60 plus rooms with minimum two restaurants to be completed within a period of 2 years but not later than 3 years in a phased manner and 20-30 rooms of 3 Star facilities with separate restaurants for all class of guests (Completion period 2 years but not later than 3 years)
- ii. Parking facility and snow clearing equipments within the hotel open area.
- iii. Backup Power Generation facility.

b. Ski/ Chairlift

- i. Installation of chairlift of international standard prevalent in developed countries i.e. Austria, Switzerland, Germany and Italy etc.
- ii. Installation of ski trainers lift.
- iii. Provision of sufficient ski equipments and allied facilities for professionals and also for training purposes.
- iv. Ski slope maintenance equipments.
- v. Appropriate safety facilities, first aid and medical emergency backup and other orthopedic emergency support.
- vi. Installation of Bob Sledge, rope strings slide etc and other allied sporting and recreational facilities.
- vii. Restaurant / Tea with tuck shop at top of the hill (only wooden structure).
- viii. Backup Power Generation facility.

8. The successful bidder / lessee will carry out entire construction/developmental works and install machinery and equipment at his own cost.
9. The successful bidder / parties will be required to
 - a. Fulfill all requirements (By Laws) of the Local Building control authority and other local laws including approval of site plans for chairlift and hotel within a maximum period of 6 months of the award.
 - b. Commence construction work of hotel or chairlift within a period of 10 months from the award date.
10. The Tourism Department and TCKP will prepare a detailed "Lease Agreement" covering each and every aspect of the project jointly sign with the successful bidder.
11. Use of land will not be permitted for purpose other than the purpose explained in the TOR and subsequent lease agreement.
12. Bidders are required to enclose the technical and financial proposals separately in the same envelope;

a. Technical and Financial proposals of the project;

For Chairlift

- i. For chairlift mentioning the make / style and type of chairlift relevant experience in the field i.e. installation, operations and maintenance.
- ii. Ski facilities and type of skiing equipments for the skiers and maintenance of the slope.
- iii. All allied medical and supporting facilities specially orthopedic emergency support.
- iv. Backup Power Generation facility.
- v. Proposed sporting facilities such as Bob Sledge, Tree to Tree hopping, Zip Liners and others.

For Hotel

- i. Major parameters including number and sizes of rooms, approx sizes of wash rooms, approx capacity and sizes of restaurants for each type of hotel i.e. minimum 2 for 4-5 Star and 1 for 3 Star hotel.

- ii. Health Club and Spa Facilities.
- iii. Hall for Conferences / Symposiums.
- iv. Parking areas and snow clearing equipments wherever required.
- v. Backup Power Generation capacity.

b. The Lease Bid;

- i. The lease bid i.e. lease amount with minimum increase of 10% yearly for initial 33 years to be sent in a separate envelop marked as (Lease Bid). The lease bid envelop will be opened for only qualifying parties.
- Rehabilitation and widening of Malam Jaba Approach Road where required is ensured by Provincial Government.
 - KPBOIT to facilitate for obtaining of all relevant NOCs.
 - PPRA rules shall apply.
 - KP-BOIT to facilitate in obtaining Electric Connection for the project.
 - Provincial Government reserves the right to reject any proposal without assigning any reason.