The Punjab Masstransit Authority (PMA)

Record of Meeting

Agenda	**1. Tender for Prequalification of Induction of Eco-Friendly Buses (9M) in Lahore Division** **2. Tender for Prequalification of Induction of Eco-Friendly Buses (12M) in Lahore Division**		
Date:	23-06-2026		
Venue	Committee Room, Punjab Metrobus Authority	Chair:	Mr. Muhammad Oziar shah, Executive Director-I (Operations)/ Chairperson Tender Evaluation Committee (TEC)

SECTIONS OF MINUTES OF MEETING

1. Section A: List of Participants
2. Section B: Briefing
3. Section C: Responses to queries

SECTION A: LIST OF PARTICIPANTS

Tender Evaluation Committee (TEC)

1. Mr. Qasir Iqbal, Executive Director (Finance), PMA (Member TEC)
2. Executive Director (Planning & Development), PMA/ Mr. Sajawal Bhatti PMA Consultant (Member TEC)
3. Mr. Rizwan Aziz, Director Operation (Technical) (Member TEC)
4. Mr. Muhammad Adil Mumtaz, Deputy Director Operations, PMA (Member TEC)
5. Mr. Wajeeh Usmani, Transport & Masstransit Department, GoPb

Companies/Organizations Participated Physically and via Online

1. Mr. Waqar Asghar, Sunwin Bus
2. Mr. Edison, Higer Bus
3. Mr. Ahsan Abbas, Punjab Clean Air Program
4. Mr. Richard Fan, Higer Bus
5. Mr. Ahmed, Universal Motor LTD - Higer Bus
6. Mr. Abdur Rehman, Aves Technocare (Pvt) Ltd
7. Mr. Mirza Adnan Baig, Aves Technocare (Pvt) Ltd
8. Mr. Shakoor Ahmed, Zhongtong
9. Mr. Raja Asad Farooq, King Long Buses VPL Ltd
10. Mr. Mohammad Ali Khan, Golden Dragon China
11. Mr. Bilal Janjua, CHTC Aves Technocare

12. Mr. Nasir Mehmood, PIU-PCAP
13. Mr. M. Kamran Saeed, PCAP-T&MD
14. Mr. Waqar Saleemi, Capital Smart Motors
15. Mr. Tahir Jamal, Master Motors
16. Mr. Rana Adil, Yutong Bus & Coach
17. Mr. M. Ali, Master Motors
18. Mr. Tamoor Haider, Consult
19. Mr. Wen Qian, Yutong Bus co. Ltd
20. Mr. Zafar Ahmed Qureshi**,** Capital Smart Motors (Pvt) Ltd.

SECTION B: BRIEFING

The meeting started at 1400 hours. Mr. Muhammad Ozair Shah, Chairman TEC formally welcomed the participants. The attendance record is attached at **Annex-A**. The Chair set the context with a brief background of the projects followed by a round of introduction.

2. With permission of the Chair, Mr. Rizwan Aziz, Member TEC provided the details of the procurements as under:

i. The Punjab Masstransit Authority (PMA) also referred to as Procuring Agency in the Prequalification Documents (PQDs) is a statutory body established by Government of the Punjab with the purpose of planning, construction, operation and maintenance of mass transit systems in the major cities of the province of Punjab

ii. In pursuance of the Government's decisions, PMA has launched 02 tenders for induction of electric buses through Original Equipment Manufacturers (OEMs)

iii. Punjab Procurement Regulatory Authority **(PPRA) Rules** shall be followed for the entire procurement process.

iv. As mandated by PPRA, **two stage procurement process** is adopted for hiring of the OEM for the subject project. This includes **pre-qualification** of **OEMs** at Stage-1 followed by **bidding** among the pre-qualified OEMs at Stage-2

v. The advertisements have been published in local press as well as **international** press *(**Khaleej Times** & **China Daily** on 5th June, 2026)*

vi. The Prequalification Document (PQD) has been **uploaded and made available** on the following websites effective from **3rd June, 2026**:

www.pma.punjab.gov.pk

www.ppra .punjab.gov.pk

www.punjab.eprocure.gov.pk

vii. The submission deadlines of the e-applications are as under:

Induction of Eco-Friendly Buses (12M) in Lahore: **On or Before 1100 HOURS (PST), Thursday 16th July, 2026**

Induction of Eco-Friendly Buses (9M) in Lahore: **On or Before 1200 HOURS (PST), Thursday 16th July, 2026**

viii. The procurement process shall be carried out through **E-Pak Acquisition and Disposal System (E-PADS)** only as approved by the PPRA. **Please note that applications submitted in person or in hard copy format will not be accepted.**

ix. The PMA reserves the right to request the applicant to provide a hard copy of any document submitted through the E-PADS system, as deemed necessary. This may include, but is not limited to, documents including legal stamp paper, securities, guarantees, or other similar instruments.

x. For successful submission of e-application, OEMs are required to:

a) Familiarize themselves with E-PADS which will be the only portal for submission of e-applications

b) Register themselves by visiting https://punjab.eprocure.gov.pk established by PPRA and become a registered supplier under E-PADS.

c) Late e-submission due to any technical glitches in E-PADS or any reason whatsoever shall be declared late and rejected. Thoroughly go through all the sections of PQD

d) Ensure that all required documents are submitted on E-PADS in a manner and format prescribed in the PQD. For facilitation of applicants, a Document Checklist is provided in Section 9 of the PQD Document

e) Be eligible as per the Eligibility Criteria provided in the PQD Document.

xi. Eligible OEMs will be declared as Pre-qualified for the next bidding stage.

xii. In case of a foreign OEM, following must be considered

a) Designate a firm/company as Local Authorized Dealer along with an undertaking as per Annexure-C of PQD.

b) Designate a person through Power of Attorney as per Form-B of PQD to sign all documents and handle all project matters with the Procuring Agency.

c) Annexure-C / Undertaking, Form-B – Power of Attorney (if issued overseas) and Form-D – Affidavit shall be attested by embassy / consulate of Pakistan and Ministry of foreign affairs in the country of origin and duly notarized from the Notary Public of the country of origin OR in form of a Foreign Apostille Certificate

d) All documents that are not in English language shall be accompanied with an English translation shall be attested by embassy / consulate of Pakistan and Ministry of foreign affairs in the country of origin and duly notarized from the Notary Public of the country of origin OR in form of a Foreign Apostille Certificate

xiii. All other documents to be signed by the Authorized Representative / Power of Attorney

SECTION C: RESPONSE TO QUERIES		
Sr No.	**QUERIES FROM POTENTIAL APPLICANTS**	**PMA's Reply**
01.	**Clauses 1.3, 2.2, 4.2.1; Forms B & D; Annexure C** Foreign documents must be notarized AND attested by the Pakistan Embassy/ Consulate and Ministry of Foreign Affairs, unless a Foreign Apostille Certificate is provided. Expressly confirm a single Apostille Certificate suffices for ALL foreign documents (constitutive, tax, financials, PoA, affidavit, undertaking), with no additional embassy legalization, as China is now an Apostille member.	The referred clauses are clear. In case of an Apostille Certificate, other requirements of attestation stated pertinent to foreign document will not be required
02	**Clause 4.2.1** Non-English documents require a notarized / attested English translation of "pertinent passages. Confirm a certified translation of pertinent passages (not the entire document) is sufficient, and that statements may remain in original language with translated extracts.	The referred Clause mentions pertinent passages for translation, however, in case if entire document is deemed pertinent for translation during evaluation, then certified translation of entire document will be required.
03	**Clauses 8.1.2 & 8.2.3** Non-USD statements converted via xe.com — closing-date rate for balance sheet; period-average rate for income statement Confirm submission may be in original currency (CNY) with PMA applying the xe.com method, and specify the exact closing dates / averaging periods used.	In case of currency other than USD, exchange rates based on xe.com will be applied as per method specified in the PQD. However, the Applicant need to follow the same for quoting his finances in Form F
04	**Annexure A §1.2 / Forms** Financial statements to be submitted per the prescribed forms; original-language acceptance not expressly stated. Confirm audited statements prepared under Chinese accounting standards (with	Yes.

	English translation) are acceptable without restatement	
05	**Glossary ("Authorized Representative"); Form B** Authorized Representative empowered via PoA (Form B) to handle all Project matters; Form B executed by the Applicant. Confirm which party signs each of Form A, Form B and Form D (foreign OEM officer and/or LAD under PoA) to prevent inadvertent rejection.	Form – B shall be signed by OEM along with declared power of attorney. Form - A & D shall be signed by shall be signed by the authorized representative.
06	**Glossary ("Local Authorized Dealer"); Clause 10.1** A foreign company's branch office in Pakistan shall NOT be a Local Authorized Dealer; a permanently deployed LAD is required. Confirm a locally incorporated subsidiary (not a branch) of the Applicant qualifies as LAD.	Please refer to clause 10.1 (Local Authorized dealer) for clarification in this regard.
07	**Clause 2.1.8 / Annexure C** After prequalification, any change of LAD needs PMA's prior written consent; the Undertaking states the LAD "may not be replaced." Reconcile the two provisions: confirm LAD may be replaced with PMA's prior written consent (per 2.1.8), and that "may not be replaced" is not absolute.	Clause 2.1.8 of the PQD shall prevail. According to this, any change or replacement of the Local Authorized Dealer (LAD) after prequalification shall require the Procuring Agency's prior written consent.
08	**Clause 10.1 (proviso)** One LAD may represent only one foreign entity; representing two or more may cause disqualification. Confirm exclusivity applies per tender, and how it operates for an applicant participating in BOTH the 12m and 9m tenders.	The referred clause clearly ties representation of LAD with one foreign entity. Such combination can be same in both tenders.
09	**Clause 9.1.3** Updated ISO (mandatory) and TQM "or equivalent internationally recognized" QMS required	Any latest applicable ISO standard will be acceptable. Certification of TQM or any other equivalent Quality Management System which is internationally recognized,

	Specify the required ISO standards (e.g. ISO 9001/14001/45001) and confirm recognized QMS certifications are accepted as TQM-equivalent.	would be accepted.
10	**Clause 9.1.5** Experience must be third-party verified; OEM/affiliate-only documents are NOT acceptable. List the acceptable forms (purchaser/end-user completion certificates, delivery/registration records, independent inspection certificates) and confirm foreign public-authority contracts + delivery proof qualify.	Clause 9.1.5 of Annexure A (Basic Eligibility Criteria) is already very clear. Any evidence will be considered valid which is based on the principal set forth in the referred clause
11	**Clause 9.1.4** ≥ 3 similar projects of ≥ 100 pure-EV city buses (8–13m) each, 2021–2025. Define “similar project” and confirm whether multi-tranche deliveries to one purchaser count as a single project.	Similar Projects mean the supply of pure electric city Buses to any entity with an order of minimum one hundred (100) buses (CBU) per order during the last five (05) years (i.e. 2021, 2022, 2023, 2024 & 2025) as defined under Annexure B (Project Information) in clause 9.1.4. Where a single project/order is executed in multiple tranches or delivery phases to one purchaser, the aggregate quantity delivered under that project/order should be 100 CBU or more.
12	**Annexure B, Section 2 (Width & Height rows)** Specifications Summary shows stray “12 METERS” / “9 METERS” text adjacent to the actual width (2.50m / 2.45m) and height (~3.5m) values. Reissue the Width and Height rows clearly, stating the intended values and tolerances (±2% width; ±3% height).	The specifications explicitly stipulate the requisite parameters along with the allowable margin.
13	**Annexure B, Section 2 (Battery)** Battery: Li-ion (LiFePO4), liquid-cooled, IP6k9k. No energy capacity (kWh) or minimum range stated.	Detail specifications will be provided at RFP stage to the prequalified firms.

	Specify required range per charge (or daily km duty cycle) and any minimum battery capacity, or confirm these will be defined in the RFP.	
14	**Annexure B, Section 2 (Motor)** Motor: PMSM, IP6k9k. No power rating (kW) stated. Confirm gradeability (50 km/h @4%, 30 km/h @8% fully loaded) and 80 km/h top speed are the binding performance basis, or state a minimum kW rating.	Detail specifications will be provided at RFP stage to the prequalified firms.
15	**Annexure B, Section 2 (general)** No passenger capacity, seating layout or gross vehicle weight (GVW) specified. State target passenger capacity (seated/standing) and GVW basis for 12m and 9m, or confirm in RFP — needed for “fully loaded” performance and homologation	Detail specifications will be provided at RFP stage to the prequalified firms.
16	**Annexure B, Section 4 (ITS)** Extensive ITS package (AVLS, MDVR, CCTV, fare validator, PIS, Wi-Fi, infotainment, panic/fire alarm, etc.) to be fitted by the manufacturer; no specs or standards given. Provide ITS technical specifications, protocols and integration/compatibility requirements (incl. fare-validator interface with any existing PMA system) in the RFP.	Detail specifications will be provided at RFP stage to the prequalified firms.
17	**Annexure B, §1.1.2 (Chargers)** Manufacturer supplies AND installs slow + fast chargers (quantities in RFP); civil works are PMA’s. Specify charging standard (e.g. CCS2 / GB-T), charger power ratings and bus:charger ratio; confirm quantities and depot list will be in the RFP for accurate	Detail specifications will be provided at RFP stage to the prequalified firms

	pricing	
18	**Annexure B, Section on 2 (“Make 2026 or above”)** “Make / Manufacturing: 2026 or above.” Ambiguous Confirm this means model/manufacturing year at delivery, and that vehicles built to current specification immediately before delivery are acceptable.	Yes, it means make/manufacturing year of 2026 or later.
19	**Annexure B, Section** Compliance with national/provincial/local legislation and national standards only**.** Accept recognized international standards (e.g. relevant UNECE regulations or Chinese GB standards) where a specific Pakistani national standard does not exist.	Agreed
20	**Annexure B, §1.1.1 (Fleet size)** Fleet size not disclosed — “actual number in the RFP” with ±3% tolerance Provide an indicative fleet size/range per tender now, to allow capacity planning, financing and pricing.	Fleet size will be provided at RFP stage to the prequalified firms
21	**Annexure B, §1.1.5 (Warranty)** Battery & motor: 12 years (motor also 1.2m km); chargers: 8 years; other parts: to end of 2nd operating year. Battery replaced if capacity < 70% Define the 70% capacity test method/conditions; confirm manufacturer-backed warranty instruments are acceptable (vs open-ended bank guarantees); state duration/quantum of any warranty security.	Detail specifications will be provided at RFP stage to the prequalified firms
22	**Annexure B, §1.1.8 (Availability)** Manufacturer must ensure ≥ 96% fleet operationally available during the 12-month supervision period.	Detail specifications will be provided at RFP stage to the prequalified firms.

	Define the measurement method and exclusions (accident, Operator fault, force majeure) and shortfall consequences; ring-fence the OEM from Operator-caused downtime.	
23	**Annexure B, §1.2 (Bus Health Reports)** Manufacturer must assess the Operator's performance and flag the Operator's noncompliance in quarterly reports. Confirm the OEM's duty is limited to technical reporting/recommendations and that the OEM is not liable for the Operator's (VOC's) acts or omissions.	All obligations of OEMs are clearly stated in the referred clause.
24	Confirm the wear/scheduled vs collision liability split, and the pricing basis for spares supplied after the first operating year.	Detail specifications will be provided at RFP stage to the prequalified firms.
25	**Annexure B, §1.1.7 (Insurance)** Manufacturer bears inland transport + insurance incl. terrorism, vandalism and sabotage, valid 6 months post delivery. Confirm precise coverage, sum insured basis and delivery point (Lahore depot) so the cover can be sourced and priced.	Detail specifications will be provided at RFP stage to the prequalified firms.
26	**Bidding documents / RFP (flagged now)** Liquidated damages, payment terms, advance, letters of credit and price-adjustment not in the PQD. Confirm these commercial terms will be set out in the RFP/contract so risk allocation is known before bidding.	The details will be shared in RFP stage to the prequalified firms
27	**Clause 3.2.1 / Data Sheet** Issued 3 Jun; Clarification Meeting 23 Jun; written queries close 25 Jun; submission 16 Jul 2026. Extend the submission deadline by ~3–4 weeks to allow foreign applicants to	The proposal was considered but not acceded to. No further extension will be provided

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<tr><td></td><td>obtain apostilled/attested documents and prepare compliant submissions.</td><td></td></tr>
<tr><td>28</td><td>Clause 3.2.1 / 3.3
Minutes and written responses form part of the PQD; amendments via addendum/corrigendum
Confirm minutes and all written responses will be issued to all applicants and that any changes will be issued as a corrigendum.</td><td>Responses to queries of Clarification meeting will be uploaded on PMA, PPRA and EPADS</td></tr>
<tr><td>29</td><td>Section 9 (Checklist) / EPADS
Separate e-applications per tender on EPADS.

Confirm whether common documents (financials, certifications, affidavits) may be cross-referenced across the 12m and 9m submissions or must be uploaded in full for each.</td><td>Two separate e-application shall be required against two separate prequalification process of 12m and 9m</td></tr>
<tr><td>30</td><td>
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<tr><th>Criterion</th><th>Current Requirement</th><th>Proposed Revision</th><th>Rationale</th></tr>
<tr><td>Net Worth</td><td>≥ USD 200 Million</td><td>Upto USD 100 Million</td><td>Aligns with global bus OEM capital structures; 200M excludes reputable mid-tier manufacturers</td></tr>
<tr><td>Average Annual Turnover</td><td>≥ USD 600 Million (bus production only)</td><td>USD 150 or so Million (bus production or EV-related revenue)</td><td>600M bus-only turnover is exclusionary; even major Chinese groups report bus revenue below this threshold</td></tr>
<tr><td>Production Experience (CBU 8m+)</td><td>Avg. 7,500 units/year over last 3 years</td><td>Avg. 1,000–1,500 units/year or installed capacity-based assessment</td><td>7,500 units/year is a global outlier; capacity should be prioritized over historical sales</td></tr>
<tr><td>Pure Electric Bus Sales</td><td>300 CBU (8m–13m) over last 4 years</td><td>75–150 CBU (8m–13m) over last 3 years</td><td>300 units is not supported by any comparable international tender</td></tr>
<tr><td>Similar Projects</td><td>3 projects of ≥100 buses (8m–13m) each over 5 years</td><td>3 projects of ≥50 buses (8m–13m) each over 5 years</td><td>100+ per order is arbitrary; 50+ is internationally standard</td></tr>
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</td><td>Not Agreed</td></tr>
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INDUSTRY PARTICIPATION & UNANIMOUS OPPOSITION IN THE JANUARY 2025 MoM

The attached Minutes of Meeting (January 7, 2025) reveal that **virtually every participating OEM** raised identical objections. A summary of representations by company is below:

Sr.	Company / Group	Key Objections Raised (MoM Reference)
1	Xiamen Golden Dragon	Net worth USD 200M threshold lacks project-specific justification; turnover USD 600M limited to bus production is exclusionary; 7,500 CBU average is unrealistically high
2	BYD	Document attestation and translation requirements in China are impractical within the deadline; requests deadline extension
3	Foton JW Autopak	Financial statement conversion from CNY; Power of Attorney requirements; submission timeline insufficient
4	Higer Bus Co.	Net worth requirement of USD 200M too high; production threshold of 7,500 units should start from 5,000
5	Yutong / Master Motors	Quantity discrepancies in Rawalpindi tender; requests financial approval confirmation
6	Bumhan Group (South Korea)	Annual leave/holiday period in Korea makes deadline impossible
7	King Long (VPL)	Production threshold should be lowered to 6,000 units/year; 5.4m length should be considered; ISO+TQM both mandatory is excessive
8	Norinco-CRRC	Local Authorized Dealer definition excludes branch offices; deadline extension requested
9	CHTC Kinwin (Nanjing)	Net worth 200M and turnover 600M are "very harsh"; 7,500 CBU and 300 pure electric units are discriminatory; requests abolition of embassy attestation for Hague Convention signatories
10	Zhongtong Bus	Deadline extension requested; requires editable tender documents
11	Otokar (Turkey)	Net worth should be USD 100M; 7,500 CBU should be 2,500; 300 units should be 75; 100+ per order should be 50+

Critical Observation: The MoM demonstrates that **all major global manufacturers except one or two** opposed the criteria. The response to nearly every query was a blanket refusal: "Not agreed" or a reference to PPRA Rule 17

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It is a separate tendering process and cannot be linked with any previous tender.
Not agreed

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	asserting PMA's discretion. This is not a competitive prequalification—it is a **de facto single source filter**.	
32	**RISK OF FAKE / ENGINEERED DOCUMENTS** When qualification criteria are set so high that only a handful of entities can genuinely meet them, the market incentive for document fabrication, misrepresentation, and fraudulent certification increases exponentially. Under Rule 19 of the Punjab Procurement Rules, 2014, a procuring agency must disqualify a contractor that provides "false, fabricated or materially incorrect information." However, PMA must recognize that: • Third-party verification of 7,500 annual CBU production or USD 600M bus-only turnover is extremely difficult for foreign auditors. • The requirement for "revenues only pertaining to bus production" invites creative accounting, as many OEMs are conglomerates (e.g., BYD, CRRC) where bus revenue is not separately reported in audited statements. • The requirement for 3 projects of 100+ pure electric buses (8m–13m) is so specific that it encourages the submission of unverifiable completion certificates from obscure or affiliated entities. • By lowering the thresholds to realistic, internationally benchmarked levels, PMA will widen the pool of genuine competitors and reduce the risk of procurement fraud	The qualification criteria are flexible and have been drawn in accordance with Rule 17 of the Punjab Public Procurement Rules. The Procuring Agency reserves the right to prescribe qualification criteria appropriate to the nature and requirements of the procurement. The objective of the Clarification Meeting is to facilitate a clear understanding of the procurement process and to address queries specifically related to the contents of the Prequalification Document. Queries falling outside the scope of the Prequalification Document shall not be entertained.
33	**GLOBAL** **MANUFACTURER DATA & COMPETITIVE ANALYSIS** The following table presents declared annual performances of leading global electric bus manufacturers against the current PMA criteria:	Same as Sr No. 32 above

Manufacturer	Origin	Annual Revenue (Bus/Total)	Annual Bus Sales (All Types)	Est. Pure Electric 8m–13m	Meets Current Criteria?	Meets Proposed Criteria?
Yutong	China	~USD 5.2B (bus only)	~47,000 units (2024)	Yes (significant)	Yes	Yes
BYD	China	~USD 107B total; bus fraction undisclosed	Minor share of total	Unknown	Likely NO	Yes
King Long Group	China	~USD 2.8B (est. annualized 2025)	~22,000+ (annualized)	Growing	Marginal	Yes
Golden Dragon	China	Part of King Long	~10,000 (annualized exports)	Limited	No (standalone)	Yes (with group)
Higer	China	Part of King Long	~5,000+ (annualized)	Limited	No (standalone)	Yes (with group)
Zhongtong Bus	China	Undisclosed	Undisclosed	Undisclosed	Unknown/Unlikely	Likely Yes
CRRC / Norinco	China	Undisclosed	Undisclosed	Undisclosed	Unknown/Unlikely	Likely Yes
Xiamen Golden Dragon	China	Undisclosed	Undisclosed	Undisclosed	Unlikely	Likely Yes
Otokar	Turkey	~USD 1–2B (total)	~3,000–5,000	Limited	No	Yes
Solaris	Poland	~USD 500M–1B	~1,500–2,000	Significant	No (turnover)	Yes
MAN / Daimler	Germany	Multi-billion (total)	>10,000 (group)	Yes	Yes (group)	Yes
VDL	Netherlands	~USD 500M–800M	~1,000–1,500	Significant	No (turnover)	Yes

Source: Yutong 2024 Annual Report (RMB 37.218B revenue, 46,918 units); King Long Group H1 2025 Report (RMB 10.3B revenue, 14,100 exports); BYD 2024 Annual Report (RMB 777.1B total revenue); Industry reports from Sustainable Bus, Markets and Markets.

Conclusion from Data: Only 2–3 manufacturers globally can confidently meet the current criteria. This is not a "prequalification"—it is a restricted tender in disguise, violating the foundational principle of International Competitive Bidding (ICB) under PPRA Rules.

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<td>INTERNATIONAL BENCHMARKING

Comparable projects worldwide use far more reasonable qualification thresholds:
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<tr><th>Country / Program</th><th>Production Experience</th><th>Financial Threshold</th><th>Pure Electric Experience</th></tr>
<tr><td>India (PM eBus Sewa)</td><td>25 electric buses supplied in India in last 5 years; capacity for 500/year</td><td>No excessive net worth requirement; focus on operational capacity</td><td>25 units total</td></tr>
<tr><td>European Tenders (Yutong, BYD, Solaris)</td><td>Focus on Type Approval, homologation, and service network</td><td>Turnover relative to contract value (typically 3x–5x)</td><td>Project-specific, often 50+ units</td></tr>
<tr><td>World Bank / ADB Guidelines</td><td>"Adequate production capacity" = 3x contract quantity; 2–5 years experience</td><td>Average annual sales 5x estimated contract value</td><td>Flexible, based on technology transfer</td></tr>
<tr><td>Punjab (Current)</td><td>7,500 CBU/year (8m+)</td><td>NW: USD 200M; Turnover: USD 600M</td><td>300 CBU (8m–13m) over 4 years</td></tr>
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Reference: India PM eBus Sewa Tender 2 (Amendment 11), Clause on OEM Qualification: "The OEM should have manufactured and supplied at least 25 Electric Buses in India in at least one of the last five financial years... [and] must have an annual capacity to manufacture and supply at least 500 Electric Buses."
PMA's requirement of 7,500 CBU/year and 300 pure electric units is 15x–30x more stringent than India's national program, despite Pakistan's market being smaller and less mature.</td>
<td>Same as Sr No. 32</td>
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<td>35</td>
<td>REQUEST FOR ACTION

We urge PMA to:</td>
<td>Not agreed.</td>
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	1. Issue an immediate Addendum revising the criteria as proposed in Section 1 above; 2. Extend the Submission Deadline by at least 4–6 weeks to allow OEMs to prepare revised documentation; 3. Replace "units sold" with "installed production capacity" for the 8m+ bus requirement, verified by sworn 4. affidavit and factory inspection; 5. Clarify that turnover may include EV-related revenue (not strictly 8m+ bus production), given industry accounting practices. Failure to revise these criteria will result in: • Non-competitive bidding (potentially only 1–2 bidders); • Higher prices due to lack of competitive pressure; • Increased risk of fraud through engineered documents; • Potential legal challenges under PPRA Rule 44 and the Punjab Transparency in Public Procurement Rules, 2022. We reserve the right to escalate this matter to the Punjab Procurement Regulatory Authority (PPRA) and the Competent Authority under the Punjab Procurement Regulatory Authority Act, 2009, should this representation not be addressed in accordance with the law.	
36	**Production Experience Requirement** Kindly refer to Section 9, Subsection 1, Page 23 of the PQD. Point No. 7 of the general checklist table states: "Having produced a minimum average of seven thousand five hundred (7,500) CBU of eight meters (8m) and above of all types and specifications over the last three financial/calendar years (2023, 2024 & 2025)." a) The requirement of 7,500 CBUs appears significantly high relative to the procurement scope of approximately 70–100 electric buses and may require further rationale. Since the tender specifically relates to the procurement of electric buses for Lahore Division, the requirement for production of 7,500 buses of all categories may unintentionally exclude leading manufacturers	Not Agreed

	specializing primarily in New Energy Vehicles (NEVs). Considering the procurement volume of 70–100 buses, a benchmark based on a reasonable multiple of the procurement quantity may be more appropriate. Even a benchmark equivalent to 10–20 times the procurement quantity would translate into an average production range of approximately 1,000–2,000 CBUs over the last three years, which would still reflect adequate production capability while encouraging broader participation from established industry players. b) Furthermore, the tender specifically concerns electric buses, whereas the stated requirement refers to production of "all types" of buses, including conventional Internal Combustion Engine (ICE) vehicles. Since EV and ICE technologies are fundamentally different in design, manufacturing, and operational aspects, we respectfully suggest that this criterion be limited to the production experience of electric buses only.	
37	**Similar Project Experience Requirement** Kindly refer to Page 24, Point No. 10, of the general checklist table: "Evidence that the Applicant has successfully completed at least three (03) similar projects for supply of eight-meter (8m) to thirteen-meter (13m) pure electric city buses (CBU) with an order of minimum one hundred (100) buses per order during the last five (05) financial/calendar years. The requirement of a minimum order size of 100 buses in at least three separate projects appears relatively stringent considering the procurement quantity of 70–100 buses under this project. An OEM with demonstrated production capabilities in the range of 1,000–2,000 units and successful execution of multiple orders in the range of 25–50 buses may possess an equivalent capability to deliver the required scope successfully. We would appreciate further clarification regarding the rationale behind the prescribed threshold.	The evaluation criteria is rational Not Agreed

38	**Net Worth Requirement:** Kindly refer to Page 24, Point No.11 “The most recent (FY 2024-25 or CY 2025) audited financial statements of the Applicant, evidencing that its net worth is not less than USD 200,000,000/- (United States Dollar Two Hundred Million Only. As discussed in below mentioned email, this requirement is again very high for a pure EV bus manufacturer. If we consider the factor of at least 10x (As mentioned in point no.1 (a)), then this requirement should be scaled down to USD 20,000,000/- (USD Twenty million only). Similarly, the turnover requirement should be scaled down to USD 60,000,000/ (USD Sixty million only) instead of USD 600 million.	Not Agreed
39	**Annual Turnover Requirement.** Kindly refer to Point No. 12 of the general checklist table: "Applicant’s audited financial statements of three (03) most recent full financial/calendar years (2023, 2024 & 2025) evidencing that its average annual turnover is not less than USD 600,000,000/- (with revenues only pertaining to bus production to be considered)." The requirement of USD 600 million annual turnover may be reconsidered in terms of its applicability. We respectfully suggest that this requirement may either be related to the overall automotive business or specifically to the commercial vehicle business corresponding to the EV segment. Since EV and ICE technologies represent distinct business and manufacturing domains, combining both under a single qualification benchmark may not accurately reflect expertise relevant to the project scope. The summary of proposed changes is as under:	Not Agreed

<table>
<tr>
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<table>
<tr><th>Sr. No.</th><th>Description</th><th>Reference in PQD</th><th>PQD Requirement</th><th>Proposed Changes</th></tr>
<tr><td>1</td><td>Experience of producing CBU units of 8m and above</td><td>Page 23, Section 9 – General check list table. Point No.7</td><td>7500</td><td>1000-2000</td></tr>
<tr><td>2</td><td>Successfully completed 3 similar projects with a minimum order size of 100 buses</td><td>Page 24, Section 9 – General check list table. Point No.10</td><td>100 per order</td><td>25-50 per order</td></tr>
<tr><td>3</td><td>Net Worth in most recent audited financials</td><td>Page 24, Section 9 – General check list table. Point No.11</td><td>USD 200 Million</td><td>USD 20 Million</td></tr>
<tr><td>4</td><td>Average Turnover for past 3 latest financials</td><td>Page 24, Section 9 – General check list table. Point No.12</td><td>USD 600 Million</td><td>USD 60 Million</td></tr>
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<tr>
<td>40</td>
<td>5. EPADS Document Upload

Habib Rafiq Engineering (Pvt) Ltd is registered as a supplier on EPADS. Capital Smart Motors (Pvt) Ltd (CSM) is it’s group company. Can a group company use group account of EPADS to upload tender documents?
In view of the above, it is respectfully requested that these observations be reviewed and the qualification criteria be reconsidered in the spirit of promoting competition and encouraging broader participation from technically capable and globally established EV manufacturers.</td>
<td>Contact on EPADS helpline No. 051-111-137-237</td>
</tr>
<tr>
<td>41</td>
<td>6.2.1
The Procuring Agency shall use the criteria and methods set out in the Basic Eligibility Criteria (as provided therein ANNEXURE A – BASIC ELIGIBILITY CRITERIA) to evaluate the qualifications and competence of the Applicants. Evaluation of Prequalification Applications shall be based on a “PASS/FAIL” basis.

1) Is the evaluation intended to be conducted on the basis that an applicant must pass every individual criterion contained in Annexure A, or will an overall assessment be undertaken?
2) Where any criterion involves qualitative assessment of competence,</td>
<td>Procuring agency will evaluate prequalification applications based on the criteria set in Prequalification document as PASS/FAIL.</td>
</tr>
</table>

	experience, technical capability, financial capacity, or similar matters, kindly specify the methodology that will be applied to determine a PASS or FAIL outcome. 3) If any scoring, weighting, ranking, or threshold mechanism is intended to be used during evaluation, kindly provide the applicable marks allocation and minimum qualifying threshold. **Recommendation**: In order to avoid ambiguity and ensure equal treatment of all applicants, please issue a detailed pass/fail benchmarks for each eligibility requirement and total pass marks to be qualified	
42	9.11 **NET WORTH** The most recent (FY 2024-25 or CY 2025) audited financial statements of the Applicant, evidencing that its net worth is not less than USD 200,000,000/- (United States Dollar Two Hundred Million Only) (excluding any surplus on revaluation) 1. Please provide clarification on how this requirement was established and whether it reflects the project's actual needs. Please provide relevant studies or data that justify the chosen threshold. Minimum net worth does not necessarily correlate with the bidder's ability to execute the project. Companies with lower net worth might still have ample experience, skilled workforce, and collaboration capability to handle the project successfully. 2. Can you provide examples of past projects where this threshold was applied and led to successful outcomes? 3. Does the Authority believe that high equity alone ensures financial stability or project performance? Why not consider other metrics like capital employed or financial/ performance guarantees? 4. Is the Authority aware of how many manufacturers would be prequalified globally or regionally with this criterion? 5. Does the Authority acknowledge that this requirement might eliminate	In accordance with Rule 17 of the Public Procurement Regulatory Authority (PPRA) Rules, the Procuring Agency reserves the right to prescribe qualification criteria appropriate to the nature and requirements of the procurement. The objective of the Clarification Meeting is to facilitate a clear understanding of the procurement process and to address queries specifically related to the contents of the Prequalification Document. Queries falling outside the scope of the Prequalification Document shall not be entertained. Furthermore, the prescribed qualification criteria shall be applied uniformly and without discrimination to all Original Equipment Manufacturers (OEMs), ensuring fairness, transparency, and a level playing field for competitive bidding. The recommendations are not acceptable.

	technically and operationally qualified manufacturers, thus reducing competition? 6. How does this threshold align with PEPRA Rules that emphasize fair competition and preventing anti-competitive practices? 7. What measures are in place to ensure that this requirement does not favor specific manufacturers? 8. Please explain the rationale behind disqualifying bidders who are not only qualified and have actively participated in previous tenders but have also successfully delivered projects in Pakistan over the last ten years. This disqualification based solely on not meeting this arbitrary threshold undermines the value of proven experience and successful track records. Such a criteria effectively penalizes capable firms that have demonstrated their commitment and competency in delivering quality projects, thereby limiting competition and potentially compromising the overall quality and effectiveness of the tender process. 9. Why the creteria followed by international organizations like Asian Development Bank (ADB) and World Bank in the previous tenders in Pakistan not adopted which requires positive net worth for the last three years. Global best practices in tendering processes suggest a more equitable approach or lower financial thresholds that allow for broader participation without compromising the quality of the bid or project delivery **Recommendation:** • Criteria followed by international organizations like Asian Development Bank (ADB) and World Bank in the previous tenders in Pakistan should be adopted which requires positive net worth for the last three years • OR- 100% Chinese Government owned companies should be exempt from this criteria. • OR If Subsidiary is 100% owned by the Holding Company, Subsidiary should be allowed to file Holding Company Financials to qualify this requirement.	

43	1. Why has the turnover requirement been limited strictly to bus production? 2. Can the Authority explain why revenues from other product lines or industries are deemed irrelevant in assessing a company's financial capacity? 3. How was the USD 600M threshold calculated? Is it based on industry analysis, or does it reflect the specific needs of this project? 4. Does the Authority have data to show that a company's success in this project is directly correlated with bus production turnover exceeding this amount? 5. Has the Authority considered how many manufacturers globally or regionally can meet this criterion? 6. Is the Authority aware that this criterion might exclude technically and financially capable manufacturers who have diversified portfolios? 7. How does limiting turnover consideration to bus production align with PEPRA's focus on promoting competition and ensuring fair treatment? 8. Could this requirement be perceived as favoring specific bidders, thereby violating anti-competitive principles? **Our Recommendation:** 1- Authority to consider a broader turnover evaluation, including revenues from all other product lines or industries, to provide a fairer assessment of financial strength? 2- And 100% Chinese Government owned companies should be exempt from this creteria. 3- And If Subsiduary is 100% owned by the Holding Company, Subsiduary should be allowed to file Holding Company Financials to qualify this requirement	In accordance with Rule 17 of the Public Procurement Regulatory Authority (PPRA) Rules, the Procuring Agency reserves the right to prescribe qualification criteria appropriate to the nature and requirements of the procurement. The objective of the Clarification Meeting is to facilitate a clear understanding of the procurement process and to address queries specifically related to the contents of the Prequalification Document. Queries falling outside the scope of the Prequalification Document shall not be entertained. Furthermore, the prescribed qualification criteria shall be applied uniformly and without discrimination to all Original Equipment Manufacturers (OEMs), ensuring fairness, transparency, and a level playing field for competitive bidding. The recommendations are not acceptable.
44	**ANNEX A 8,22** Minimum average annual turnover shall be calculated based on total payments received by an Applicant for contracts completed or under execution in the last three (03) financial / calendar years (i.e. 2023, 2024 & 2025) audited financial statements	In accordance with Rule 17 of the Public Procurement Regulatory Authority (PPRA) Rules, the Procuring Agency reserves the right to prescribe qualification criteria appropriate to the nature and requirements of the procurement. The objective of the Clarification Meeting is to facilitate a clear understanding of the procurement process and to address

	1. Why has the Authority chosen to calculate turnover based on payments received, rather than revenues earned, which aligns with standard accrual accounting principles? 2. Is the Authority aware that this criterion contradicts IFRS and GAAP, potentially disqualifying companies that follow these globally accepted standards? 3. How does the Authority account for companies that recognize revenue based on contract completion or progress milestones, as required under accrual accounting? 4. Does the Authority acknowledge that "payments received" can distort the actual financial health and operational scale of a business? 5. Does the Authority recognize that this approach favors companies with high cash collections or advance payments, regardless of their actual financial or operational capabilities? 6. Could this requirement lead to an unfair competitive advantage for certain bidders who structure their contracts differently? 7. How does the Authority justify excluding companies with strong financial positions that adhere to accrual accounting but do not report turnover as "payments received"? We suggest that minimum annual turnover should not be restricted to Bus operations and should be taken from the audited accounts Verifying turnover based on payments received, rather than revenues earned, does not aligns with standard accrual accounting principles. Turnover should be verified from Annual Audited accounts and turnover should include turnover from all sources	queries specifically related to the contents of the Prequalification Document. Queries falling outside the scope of the Prequalification Document shall not be entertained. Furthermore, the recommendations are not acceptable.
45	**EXPERIENCE** An Applicant shall have the following experience/qualifications: 9.7 Evidence that the applicant has experience of production of buses, Completely Built Units (CBU) eight meters (8 m) and above for at least five (05) years and having produced a minimum average of seven thousand five hundred	In accordance with Rule 17 of the Public Procurement Regulatory Authority (PPRA) Rules, the Procuring Agency reserves the right to prescribe qualification criteria appropriate to the nature and requirements of the procurement. The objective of the Clarification Meeting is to facilitate a clear

	(7,500) CBU of eight meters (8 m) and above of all types and specifications over the last three financial / calendar years (03) (i.e. 2023, 2024 & 2025). 1. Can the Authority provide a rationale for setting the 8m threshold? 2. Can the Authority provide data on how many manufacturers globally or regionally meet this specific criterion? 3. What is the justification of adding diesel buses in the production when the tender is for pure electric buses? 4. Has the Authority conducted a study to determine that only buses 8m and above are relevant to this project's needs? 5. Why has the Authority focused only on buses of 8m and above, given that global trends and urban transport needs are increasingly moving toward smaller buses as well (e.g., 6m)? 6. Is the Authority aware that excluding smaller buses reduces the pool of qualified bidders and eliminates innovative manufacturers? 7. Why has the Authority excluded CKD (Completely Knocked Down) production, given that CKD exports play a vital role in global bus manufacturing and reflect technical expertise? 8. Does the Authority acknowledge that CKD production supports localization and cost efficiency, which align with sustainable development goals? 9. Does the Authority believe that producing CKD buses indicates a lower level of capability than producing CBUs? If so, what evidence supports this belief? 10. How does this requirement align with the principles of fair competition under PEPRA? 11. Is the Authority aware that this criterion might unfairly favor certain manufacturers and exclude many capable bidders? 12. What steps has the Authority taken to ensure this requirement does not unfairly limit competition or favor specific bidders? **Recommendation:** This clause should be revised for fairer competition. Revised wording: Evidence that the applicant has experience of production of buses for	understanding of the procurement process and to address queries specifically related to the contents of the Prequalification Document. Queries falling outside the scope of the Prequalification Document shall not be entertained. Furthermore, the recommendations are not acceptable.

	at least five (05) years and having produced a minimum five thousand units (5,000) of all types and specifications over the last five financial / calendar years (05) (i.e. 1021,2022, 2023, 2024 & 2025).	
46	**9.8** Evidence that the applicant sold a minimum of three hundred (300) Completely Built Units (CBU) of pure electric city buses from eight meters (8 m) to thirteen meters (13m) over the last four (04) financial / calendar years (i.e. 2022, 2023, 2024 & 2025). 1. Has the Authority considered how many manufacturers globally or regionally meet the specific CBU sales criterion, and how this restriction may limit competition? 2. Why has the Authority limited this qualification to CBU sales, disregarding CKD units that contribute to the same outcome of delivering electric city buses? 3. Does the Authority believe that CKD production is inferior to CBU production in terms of quality or operational capability? If so, what evidence supports this belief? 4. Does the Authority acknowledge that this requirement discourages manufacturers that align with global best practices of localization and sustainability? 5. How does the Authority justify excluding manufacturers that have significant CKD sales and assembly operations, which demonstrate their capability to meet project needs? **Recommendation:** The clause should be revised for fairer competition. Evidence that the applicant sold a minimum of three hundred (300) pure electric city buses from eight meters over the last four (05) financial / calendar years (i.e. 2021, 2022, 2023, 2024 & 2025).	In accordance with Rule 17 of the Public Procurement Regulatory Authority (PPRA) Rules, the Procuring Agency reserves the right to prescribe qualification criteria commensurate with the nature and requirements of the procurement. The objective of the Clarification Meeting is to facilitate a clear understanding of the procurement process and address queries specifically related to the contents of the Prequalification Document. Queries falling outside the scope of the Prequalification Document not be entertained. Suggestion given is not agreed
47	**9.9** Evidence that the Applicant has obtained updated ISO (mandatory) and TQM certifications or equivalent.	In accordance with Rule 17 of the Public Procurement Regulatory Authority (PPRA) Rules, the Procuring Agency reserves the right to prescribe qualification criteria commensurate with the nature and requirements of the

	1. Why has the Authority mandated updated TQM certifications specifically? 2. Has the Authority conducted a market analysis to determine how many potential bidders possess this specific certification? 3. Has the Authority considered alternative certifications or quality standards that are widely recognized and commonly used in the international bus manufacturing industry? 4. Does the Authority believe that manufacturers without TQM certification is inherently unable to meet the project's quality standards? 5. Can the Authority provide evidence that this certification is essential for ensuring the performance and reliability of electric buses? 6. Is the Authority aware that mandating specific certifications may limit competition by favoring large manufacturers with more resources, while excluding smaller yet equally capable manufacturers? We suggest ISO certification is good enough	procurement. It is pertinent to note that in the absence of a TQM standard with the OEM, an equivalent standard shall also be acceptable, as stipulated in the referred clause.
48	9.10 Evidence that the Applicant has successfully completed at least three (03) similar projects for supply of eight meters (8 m) to thirteen-meter (13m) pure electric city buses (CBU) with an order of minimum one hundred (100) buses (CBU) per order during the last five (05) financial / calendar years (i.e. 2021, 2022, 2023, 2024 & 2025). 1. Why has the Authority set a minimum order size of 100 buses per order? 2. Is there any evidence or analysis to show that manufacturers delivering fewer buses per order are less capable of meeting the project requirements? 3. How many manufacturers globally meet this specific requirement, and how has the Authority ensured this does not unfairly favor specific bidders? 4. How does the size of a single order directly correlate with the quality or performance of the buses supplied? 5. Would the Authority accept manufacturers with equivalent aggregate deliveries across multiple smaller orders? 6. Is the Authority aware that this criterion favors manufacturers with access	In accordance with Rule 17 of the Public Procurement Regulatory Authority (PPRA) Rules, the Procuring Agency reserves the right to prescribe qualification criteria commensurate with the nature and requirements of the procurement. The objective of the Clarification Meeting is to facilitate a clear understanding of the procurement process and address queries specifically related to the contents of the Prequalification Document. Queries falling outside the scope of the Prequalification Document not be entertained. The recommendation is not agreed

	to large-scale contracts and excludes smaller but equally capable manufacturers? 7. Has the Authority considered the impact of this requirement on limiting competition and potentially driving up costs? **Recommendation:** This clause should be revised for fairer competition, Revised clause: Evidence that the Applicant has successfully completed at least three (03) similar projects for supply of pure electric city buses with an order of minimum one hundred (50) buses (per order during the last five (05) financial / calendar years (i.e. 2021, 2022, 2023, 2024 & 2025).	
49	**Section 8** **8.1.1** **Net worth (Page 42)** Minimum net worth of an Applicant shall not be less than USD 200,000,000/- (USD$ Two Hundred Million Only) (excluding any surplus on revaluation) evidenced by the most recent (FY 2024-25 or CY 2025) year audited financial statement **Doubt** Requirements such as average annual turnover and production experience of 7,500 units are mostly calculated based on data from the past three years. Therefore, Net worth should also be the average of the last three years (2023,2024,2025). **Suggestion:** It is suggested to change to “Minimum net worth of an Applicant shall not be less than USD 200,000,000/- (USD$ Two Hundred Million Only) (excluding any surplus on revaluation) evidenced by the most recent three years (2023,2024,2025) audited financial statements**”**	Not Agreed

50	**10.1** **Local Authorized Dealer (Page 45)** An Applicant, being a manufacturer of buses, shall have local affiliations/agents permanently deployed in Pakistan till completion of the term of the Manufacturing & Supply Contract. An Applicant shall delegate to the Local Authorized Dealer, in full orin part, any portion of the services only, provided however, such delegation shall not release or discharge an Applicant of any of its responsibilities or obligations under the Manufacturing & Supply Contract. **Doubt:** For “An Applicant shall delegate to the Local Authorized Dealer, in full or in part, any portion of the services only, “Does "Local authorized dealer" refer only to service authorization, or does it include both sales and service authorization? **Suggestion:** If it only refers to service authorization, can the OEM simply change "Local authorized dealer" in Form D and ANNEXURE C – UNDERTAKING to "Local authorized service dealer" for notarization?	It is clarified that the Local Authorized Dealer refers to the entity authorized by the Applicant to perform the services delegated to it in accordance with Clause 10.1 of the Prequalification Document. The prescribed formats of Form D and Annexure C shall be completed in the format provided, and the terminology "Local Authorized Dealer" shall remain unchanged.
	Chapter 9 “Application Documents”, Section 9.1 “General Checklist”, and Sub-section 9.1.1 Serial # 7 Evidence that the applicant has experience of production of buses, Completely Built Units (CBU) eight meters (8 m) and above for at least five (05) years and having produced a minimum average of seven thousand five hundred (7,500) CBU of eight meters (8 m) and above of all types and specifications over the last three financial / calendar years (03) (i.e. 2023, 2024 & 2025).” Since Punjab Mass-Transit Authority is seeking to procure full electric buses (CBU), why should the experience criteria be for “production of buses (CBU) of all types and specifications” which can include diesel, hybrid, plug-in hybrid, and full electric etc? If the procurement is to be of full electric buses (CBUs), then the production experience criteria should be limited to full electric buses (CBUs)	In accordance with Rule 17 of the Public Procurement Regulatory Authority (PPRA) Rules, the Procuring Agency reserves the right to prescribe qualification criteria commensurate with the nature and requirements of the procurement. The objective of the Clarification Meeting is to facilitate a clear understanding of the procurement process and address queries specifically related to the contents of the Prequalification Document. Queries falling outside the scope of the Prequalification Document not be entertained. The recommendation is not agreed.

	only.	
51	**Chapter 9 "Application Documents", Section 9.1 "General Checklist", and Sub-section 9.1.1 Serial # 8** "Evidence that the applicant sold a minimum of three hundred (300) Completely Built Units (CBU) of pure electric city buses from eight meters (8 m) to thirteen meters (13m) **over** the last four (04) financial / calendar years (i.e. 2022, 2023, 2024 & 2025). Since Punjab Mass-Transit Authority is seeking to procure full electric buses (CBU), the experience requirement for electric buses is too low i.e. only 300 electric buses over the last 4 years. This comes to an average of only 75 electric buses per year, which is too low a criterion for pre-qualification. Even experience of 300 electric buses per year would also be a rather minimal criterion	In accordance with Rule 17 of the Public Procurement Regulatory Authority (PPRA) Rules, the Procuring Agency reserves the right to prescribe qualification criteria commensurate with the nature and requirements of the procurement. The objective of the Clarification Meeting is to facilitate a clear understanding of the procurement process and address queries specifically related to the contents of the Prequalification Document. Queries falling outside the scope of the Prequalification Document not be entertained. The recommendation is not agreed
52	It defies logic that while the procurement pre-qualification is for full electric buses, but the emphasis of experience criteria is on "buses of all types and specifications". It is requested that the criteria in Serial # 7 and Serial # 8 should be revised as follows: • *Serial # 7: "Evidence that the applicant has **experience of production and sales of full electric buses,** Completely Built Units (CBU) eight meters (8 m) and above for at least three (03) years, and **having produced and sold a minimum average of three thousand (3,000) CBU** of eight meters (8 m) full electric buses over the last three financial / calendar years (03) (i.e. 2023, 2024 & 2025)* • ***Serial # 8: To be deleted since serial # 8 has been merged into serial # 7***	In accordance with Rule 17 of the Public Procurement Regulatory Authority (PPRA) Rules, the Procuring Agency reserves the right to prescribe qualification criteria commensurate with the nature and requirements of the procurement. The objective of the Clarification Meeting is to facilitate a clear understanding of the procurement process and address queries specifically related to the contents of the Prequalification Document. Queries falling outside the scope of the Prequalification Document not be entertained. The recommendation is not agreed

ANNEX-A

CLARIFICATION MEETING
PRE-QUALIFICATION OF FIRMS/MANUFACTURERS FOR "INDUCTION OF ECO-FRIENDLY BUSES (12M) IN LAHORE" AND "INDUCTION OF ECO-FRIENDLY BUSES (9M) IN LAHORE"
ATTENDENCE SHEET

Place: Committee Room, PMA, 5th floor, Arfa Software Technology Park, LHR   Date: 23/06/2026   Time: 2:00 PM

Sr. No.	Name of Organization with JV Partner (If any)	Representative's Name & Designation	Contact No.	Email Address	Signature
1	Sunvim Bus	Drivetown Automobiles (Pvt) Ltd CEO Waqar Asghar	03008469994	waqar.asghar@drivetown.com.pk	
2	Higer Bus	王艺琛 Edison overseas sales	+86 13028055906 1692075645@qq.com	wangycl2@higer.com	王艺琛
3	Punjab Clean Air Program	Ahsan Abbas, EV Specialist	—	ev.piu.pcap@gmail.com	
4	Higer Bus	Richard Fan Regional Manager	+8613771956321	fanwj@higer.com	范伟健
5	Universal Motor. LTD. Higer Bus	Manager Sales & Marketing	0820-4600510	ahmed@universalgroup.com	
6	AVESTECHNOCARE (PVT) LTD	Abdur Rehman Director	0321-4777199	abdur.rehman@avestechnocare.com.	
7	Aves Technocare Pvt LTD.	Mirza Adnan Baig	0333-0460646	adnanbaigmm@gmail.com.	

CLARIFICATION MEETING

PRE-QUALIFICATION OF FIRMS/MANUFACTURERS FOR "INDUCTION OF ECO-FRIENDLY BUSES (12M) IN LAHORE" AND "INDUCTION OF ECO-FRIENDLY BUSES (9M) IN LAHORE"

ATTENDENCE SHEET

Place: Committee Room, PMA, 5th floor, Arfa Software Technology Park, LHR

Date: 23/06/2026

Time: 2:00 PM

Sr. No.	Name of Organization with JV Partner (If any)	Representative's Name & Designation	Contact No.	Email Address	Signature
8	Zhang Bing	Shakoor Ahmed			
9	KING LONG BUSES VPL LIMITED	Raja Asad Farooq	0300-8521176	raja.asad@panasiangroup.com	Asad
10	Golden Dragon China	Mohammad Ali Khan → 0321-4110244 c/o Tanzeel Mohsin → 0300-4093257	0321-4110244 0300-4093257	MALIKHAN68@GMAIL.COM	Mohd. Ali Khan.
11	CHTC Aves Technocare	Bilal Janjua	034848-56922	bajanjua88@gmail.com	[illegible]
12	Nasir Mehmood Procurement Specialist PIU-PCAP	Nasir Mehmood	0300-7585196	pms.pcap@gmail.com	[illegible]
13	M. Kamran Saeed PCAP-T&MD	M. Kamran Saeed	0313-6066060	Kamransaeed.pcap@gmail.Com	[illegible]
14	Waqar Saleemi Capital Smart Networks	Waqar Saleemi	0323-2764623	waqar.saleemi@hrl-csm.com	Waqar Saleemi

CLARIFICATION MEETING

PRE-QUALIFICATION OF FIRMS/MANUFACTURERS FOR "INDUCTION OF ECO-FRIENDLY BUSES (12M) IN LAHORE" AND "INDUCTION OF ECO-FRIENDLY BUSES (9M) IN LAHORE"

ATTENDENCE SHEET

Place: Committee Room, PMA, 5th floor, Arfa Software Technology Park, LHR | Date: 23/06/2026 | Time 2:00 PM

Sr. No.	Name of Organization with JV Partner (If any)	Representative's Name & Designation	Contact No.	Email Address	Signature
15	Master Motors	Tahir Jamal	0322-7312699	tahir.jamal@mmcl.com.pk	
16	Yutong Bus & Coach	Nosher Nom Adil	0313-2606596	adil.rana53@gmail.com	
17	Master Motors	M. Ali AGM Sales	0301-8260211	alee@mmcl.com.pk	
18	iConsult	Tanvir Haider EV Specialist	0317-4205660	tanvirhaider@hotmail.co.uk	
19	Yutong Bus co., Ltd	WEN QIAN	0086 15239176750	wenqian@yutong.com	温谦
20	Capital Smart Motors (Pvt) Ltd	Zafar Ahmed Qureshi	0300-4163708	zafar.ahmed@hrl-csm.com	
21					