



REQUEST FOR EXPRESSION OF INTEREST  
(CONSULTANT SERVICES)

Islamic Republic of Pakistan

Operationalization of EXIM Bank of Pakistan

Development of Islamic Trade Finance and Takaful Products & Services, and their  
Related Manuals, as well as Capacity Building

Consultancy Services for New Product Development and Capacity Building

EXIM Bank of Pakistan intends to acquire consulting services for its operationalization under the Technical Assistance provided by the Islamic Development Bank (IsDB). The services include the development of Islamic Trade Finance and Takaful Products & Services, and their related Manuals. The objective of the TA is to assist EXIM Bank of Pakistan in development and customization of Takaful, Islamic Trade Finance, and Guarantee Products & Services, Capacity Building of Personnel, Underwriting Processes and Shariah-compliant Risk Management as well as develop and implement Marketing & Communication strategies for the promotion of these Products and Services. The overall implementation period of the project is 24 months and selection of the consultant(s) will be conducted through the IsDB's procurement procedure. The project aims to complement a similar effort funded by the Asian Development Bank for development of the legal framework, business plan, conventional products & services, handbooks and manuals.

EXIM Bank of Pakistan now invites eligible consultants to indicate their interest in providing the aforementioned services. Interested consultants must provide specific information which demonstrate that they are fully qualified to perform these services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Experience in the following area or tasks shall be the minimum requirement for the assignment:

- Development of Templates, Instruments & Manuals for Islamic Trade Finance (SME & Corporate Exporters)
- Development of Templates, Instruments & Manuals for Takaful Insurance
- Training of the EXIM Bank's officials on the newly developed products & services
- Capacity building of EXIM BANK's officials on Islamic finance oriented;

- Corporate Governance,
- Risk Management,
- Sales and Marketing,
- Financial and Project Management,
- Audit and Regulatory Compliance

Consultants may express interests in the forms of association, validated by an agreement among members of the association which clearly specifies the type of association, i.e. a joint-venture, intermediate forms of association, or sub consultancy.

A consultant will be selected in accordance with the procedures set out in the Guidelines for the Use of Consultants under Islamic Development Bank Financing (current edition).

Interested consultants may obtain further information at the address below during office hours i.e. 0900 to 1700 hours (Pakistan Standard Time).

Expressions of interest must be delivered to the address below by 1500 hours Pakistan Standard Time on September 30, 2019.

Nisar Ahmad, Senior Joint Director

**EXIM Bank of Pakistan**

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