TRANSPORT & MASS TRANSIT DEPARTMENT
GOVERNMENT OF SINDH

Government of Sindh
Sindh Mass Transit Authority (SMTA)
Transport & Mass Transit Department

EXPRESSION OF INTEREST (EOI)

EOI Reference: SMTA/EOI/EV-TAXI/2025/01 **Karachi Dated: 11-11-2025**

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1. Project Background & Objective

The Sindh Mass Transit Authority (SMTA), Government of Sindh, invites Expressions of Interest (EOI) from qualified local and international firms, joint-ventures or consortia for the development, financing, supply, operation and maintenance of an **Electric Vehicle (EV) and Plug-in Hybrid taxi fleet (Phase-1: maximum 200 vehicles)** and the design, installation and operation of **supporting EV charging infrastructure** on government-provided grid connected land parcels in **Clifton, Saddar and Korangi (Karachi) in Phase 1**.

The initiative is part of SMTA's strategy to de-carbonize urban transport, improve first/last-mile connectivity to mass transit corridors and demonstrate scalable EV taxi operations under a PPP mode.

2. Project Scope (Phase-1)

Integrated Single-Operator Model – single private partner (or consortium) responsible for EV fleet procurement, charging infra design & installation, operations (dispatch/maintenance), financing and maintenance for the concession period (terms to be defined further in the RFP to be shared with shortlisted firms).

Phase-1 minimum deliverables (the RFP will define exact performance KPIs):

- Supply and operation of **maximum 200 modern electric taxis or PHEVs** (saloon or e-hatchbacks suitable for Karachi conditions), compliant with local safety & emissions rules.

- EPC and commissioning of **charging infrastructure** across government-allotted sites in Clifton, Saddar and Korangi and depot facilities including:
    - Depot chargers (AC and DC fast chargers as required for fleet turnaround and commercial charging)
    - Public/commercial chargers at strategic points (for passenger convenience) – Optional (at private party's own cost)
    - Backup power or energy management systems as required (including smart charging / load management)
- Establishment of **fleet operations systems**: vehicle telematics, dispatch & booking app or integration with existing platforms, fare collection, driver management and maintenance plan.
- Operation & maintenance (O&M) of vehicles and chargers for the contract term; training of local technicians and knowledge transfer to SMTA (if required).

3. Invitation & Who Should Respond

This EOI is open to:

- Original Equipment Manufacturers (OEMs), fleet operators, EV charging network companies, energy/infrastructure firms, financial investors, or consortia of such entities.
- International firms may bid but must either be registered in Pakistan or partner with a Pakistani legal entity for contract award and execution.
- Firms with relevant experience in fleet operations, EV or charging infrastructure projects, and firms with ride hailing app experience are encouraged to respond.

4. Minimum Eligibility / Pre-Qualification Requirements

(*Submit documentary evidence as per Submission Checklist, Section 8.*)

Legal & Compliance:

- Company registration/incorporation documents (SECP or relevant) and proof of local presence or JV/consortium agreement.
- Valid tax registration/clearance certificates (FBR/SRB) and, non- blacklisting affidavit.

Technical Capacity:

- Demonstrated experience in at least two of the following over the last 7 years:

- Supply or operation of passenger vehicle fleets (minimum reference fleet size: 20 vehicles), OR
- Design/installation/operation of EV charging infrastructure (public or depot), OR
- Public transport operations / ride-hailing / last-mile mobility projects.

- Evidence of technical partnerships (OEMs, charger manufacturers, technology providers) and details of available O&M staff / skillset.

Financial Capacity:

- Minimum average annual turnover of PKR 1 billion (or equivalent) over the last 3 audited financial years (financials of a parent company sponsor will be eligible), OR
- Demonstrable access to finance (confirmed equity commitments, bank letters) sufficient to mobilize the Phase-1 program.
- Audited financial statements for last 3 years (or equivalent).

Other Documents:

- Implementation schedule and high-level delivery plan for execution of Phase-1 project.
- Statement of potential consortium members (if applicable) and role matrix.

SMTA reserves the right to ask for clarifications and additional evidence during evaluation.

5. Submission Requirements

Submit one (1) original and two (2) hard copies plus one (1) soft copy (PDF) on USB/email, clearly labelled with EOI Reference.

A. Cover letter (signed by authorized representative) summarising interest and proposed participation model.

B. Company / Consortium profile:

- Legal name, registration details, local office address, contact person, email & phone.
- Consortium composition (if any) with roles & % participation.

C. Technical submission (max 12 pages excluding annexes):

- Relevant project experience (short descriptions, client references, completion certificates).

- Proposed high-level fleet & charging concept for Phase-1 (vehicle type(s), charger types and proposed numbers, depot & public charger layout approach).
- Implementation timeline & mobilization plan (months to commission).
- O&M and service level commitment approach (vehicle availability targets, charger uptime, maintenance strategy).
- Telematics/dispatch & payment system overview.

D. Financial submission (confidential Annex):

- Audited financial statements (last 3 years).
- Bank reference/letter of comfort or funding statement.
- Indicative high-level costing assumptions (unit capex/vehicle, charger capex range) — purely indicative at EOI stage.

E. Declarations & Attachments:

- No-blacklist declaration.
- Litigation history (if any).
- Power of Attorney for signing (if JV).
- Copies of OEM / technology agreements (if any).

6. Evaluation Process & SMTA Rights

- All EOIs will be reviewed and scored against the criteria above. SMTA may request presentations and clarifications.
- Shortlisted firms will be invited to receive RFP/Pre-Qualification documents. RFP will require detailed technical & financial proposals, and final commercial model proposals (e.g., concession length, revenue share, lease/availability payment structure).
- SMTA reserves the right to accept or reject any or all EOIs, to annul the EOI process at any time without assigning reasons, and to change the procurement structure or project scope in the public interest, in accordance with Policy & Rules of Government.

DIRECTOR
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Sindh Mass Transit Authority