

EXPRESSION OF INTEREST (EOI)

HIRING OF A LEADING INTERNATIONAL HOTEL OPERATOR / BRAND FOR HOTEL & HOSPITALITY PLOTS IN SECTOR F-5 ISLAMABAD.

The Capital Development Authority (CDA), Islamabad, through its Building & Housing Control Wing (B&HC), invites Expressions of Interest (EOIs) from reputable, internationally renowned hotel operators / hospitality brands for the operation, branding, and management of a premium hotel project located at two premium plots, located in Sector F-5, directly behind Marriott Hotel Islamabad's most prestigious hospitality district.

- **Plot No. 6 – 4.51 Acres (21,970.6 sq. yds)**
- **Plot No. 8 – 3.73 Acres (18,162.8 sq. yds)**

These plots are earmarked for international-standard hotels, serviced apartments, and allied hospitality uses to meet Islamabad's growing tourism, business, and diplomatic accommodation needs. The objective of this EOI is to prequalify reputable international hotel operators possessing demonstrated global experience, operational capability, and strong brand standing to partner with CDA in the development and operation of a world-class hospitality facility in the Federal Capital.

Scope of Engagement

The selected hotel operator / brand shall be expected to:

- Provide international hotel branding and positioning
- Operate and manage the hotel in accordance with global hospitality standards
- Ensure service quality, operational efficiency, and guest experience excellence
- Deploy international best practices in hotel management, marketing, and sustainability
- Train and develop local human resources as per international benchmarks

Eligibility Criteria

Interested hotel operators / brands must meet the following minimum requirements:

- Must be an internationally recognized hotel brand/operator with an established global presence
- Minimum 10 years of international hotel management experience
- Operation and/or management of at least five (5) international hotels in major cities worldwide
- Demonstrated experience in managing 4-star / 5-star / luxury hotels or resorts
- Strong financial standing and proven operational track record
- Compliance with international hospitality, safety, and sustainability standards

Contents of Expression of Interest (EOI)

EOIs (in English) shall include, at a minimum, the following information:

1. Corporate Profile & Ownership Structure, including company background and legal status
2. Global Portfolio & International Experience, detailing operated hotel brands, locations, categories, and geographic presence
3. Experience in Similar Hotel Projects, with relevant project details and references
4. Proposed Brand(s) for the Islamabad project, including a brief positioning concept and brand value proposition
5. Preferred Operating Model, whether management, franchise with technical services, or a hybrid structure.
(Note: No financial proposal is required at this stage)
6. Project References, for at least two (2) hotel projects of 200+ rooms each, where the operator was engaged prior to commencement of construction
7. Organizational Structure & Key Management Personnel, including pre-opening and technical teams
8. Proposed Operational Philosophy, service standards, and operational approach
9. Relevant Certifications, Awards, and Recognitions, if any
10. Key Contact Person / Project Lead, including name, designation, email address, and contact number
11. Any Additional Information supporting the firm's technical, operational, and brand suitability for the project

Shortlisting & Further Process

- Submission of an EOI does not constitute a commitment on the part of CDA to award any contract
- Only shortlisted hotel operators / brands will be invited to participate in subsequent stages, including Request for Proposal (RFP) or negotiations
- CDA reserves the right to accept or reject any or all EOIs without assigning any reason.

Submission & Enquiries

Interested international and national firms are invited to submit their sealed EOIs, along with relevant profiles, portfolios, and credentials, for consideration by CDA.

Submission Deadline:

28th January 2026
(During Office Hours – PST)

Contact Details:

Email: Dgbhccda@hotmail.com
Helpline: 051-9252081

Submission Address:

Director General (Building & Housing Control Wing)

Capital Development Authority (CDA), Islamabad. CDA Facilitation Center, Jasmine Road, G-7/2, Islamabad

Clarification requests, if any, shall be submitted in writing to the above email address within the timelines notified by CDA.

Disclaimer

- This invitation is issued solely for the purpose of soliciting Expressions of Interest and does not constitute a commitment to award any contract
- CDA reserves the right to accept or reject any or all EOIs, modify or cancel the process, or issue addenda / corrigenda at any stage without incurring any liability
- Only shortlisted firms shall be invited to participate in the subsequent Request for Proposal (RFP) stage, where detailed project information shall be shared under appropriate confidentiality arrangements