

Subject: **CRITERIA FOR ASSESSMENT OF PROFILES OF NEW HAJJ COMPANIES.**

The honourable Supreme Court of Pakistan's orders dated 27.08.2013 passed in Civil Appeal Nos. 800-L, 801-L and 802-L of 2013 contain following recommendations by the Competition Commission of Pakistan:-

- i) **Past performance of Hajj or Umrah or Ziarat Operations.**
- ii) Economy of financial packages offered.
- iii) Quality of management and services provided.
- iv) **The financial strength of the HGOs.**
- v) Weight-age should be allocated to these variables in a manner which does not give undue consideration to experience only.
- vi) **MORA shall also allocate specific percentage of hajj quotas to the new entrants to encourage entry of new payers in the market and such quota may be allocated based on the separate criteria.**
- vii) **MORA shall ensure that the HGOs to whom the quota is allocated, should perform the Hajj operations on their own and this fact should also be verified from their financial statement. In case, any HGO continues with such practices, MORA should consider it for blacklisting for an appropriate period.**
- viii) All the variables mentioned above should be evaluated by a third party, preferably a chartered accountancy firm approved by ICAP, to ensure transparency for the process.
- ix) MORA should consider forming a panel whose responsibility will be to monitor all the HGOs. All the complaints against the HGOs shall also be reviewed by that panel. The recommendations and the finding of that panel shall be taken into account when allocating the quota to the HGOs. The panel shall be completely independent to ensure transparency of the process.

Basic Eligibility Criteria for further scrutiny of documents.

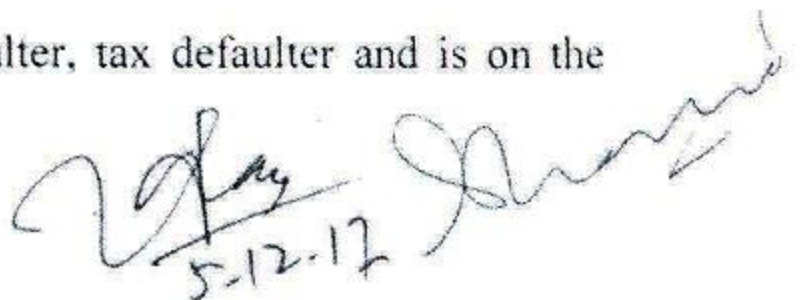
Only those HGOs will be eligible for further scrutiny of documents which meet following basic criteria:


- i) Paid up and authorized capital are not less than Rs.5 million and Rs.7.5 million respectively.
- ii) No management dispute.
- iii) Having appropriate office (located at a proper place, at least three employees with adequate furniture and IT facilities).
- iv) The company is not Bank defaulter/Loan defaulter, tax defaulter and is on the Active Taxpayer List.



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- v) Non-conviction of management in criminal case(s) by any court of law.(Affidavit on stamp paper of Rs.500/- duly attested by notary).
- vi) The company is not presently debarred for carrying out its operation by the government of Pakistan or KSA as the case may be.

a) Company should be a private/public limited company duly incorporated under Companies Ordinance, 1984 with Securities and Exchange Commission of Pakistan (SECP) since:		
i.	2004 or before	20 Marks
ii.	2005	18 Marks
iii.	2006	16 Marks
iv.	2007	14 Marks
v.	2008	12 Marks
vi.	2009	10 Marks
vii.	2010	08 Marks
viii.	2011	06 Marks
ix.	2012	04 Marks
b) Company has verifiable / documented experience of organizing Umrah since 2005:		
i.	Lifted more than 2000 Umrah Zaireen	10 Marks
ii.	Lifted 1000 to 1999 Umrah Zaireen	07 Marks
iii.	Lifted 100 to 999 Umrah Zaireen	05 Marks
iv.	Lifted less than 100 Umrah Zaireen	01 Mark
c) Filing of annual tax returns of the company:		
i.	Last three years	10 Marks
ii.	Last two years	06 Marks
iii.	Last one year	03 Marks
d) Company is compliant to filing of annual returns to SECP for the last three consecutive years:		
i)	Three years	10 Marks
ii)	Two years	06 Marks
iii)	One year	03 Marks

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