

Request For Proposal

Banking Cash Management Services

For

Aviation Services Company

(XXX)

25 Jun 2024

i. Purpose of the RFP:

The primary objective of issuing this Request for Proposal (RFP) is to identify and select an international banking partner that aligns closely with XXX strategic objectives and can provide comprehensive support for international expansion efforts. By engaging with leading international banks through this RFP process, we aim to establish a robust banking infrastructure that facilitates seamless operations, enhances liquidity management, and optimizes cash flow across our global footprint. Through this collaborative partnership, we seek to leverage the expertise and capabilities of our selected banking partner to drive sustainable growth, mitigate risks, and capitalize on emerging opportunities in overseas markets.

ii. Company Background

XXX – the new national airline that is shaping the future of flying was established in YEAR1 by YYY as a wholly owned subsidiary of the Public Investment Fund (“PIF”).

XXX seeks to lead the aviation industry by transforming the Kingdom of AAA_Country (“AAA_Country”), given its unique strategic location, into a global aviation and trade hub. It is the product of AAA_Country’s National Aviation Strategy, which sets out to shape the future of flying by:

- Launching a new national airline based in ZZZ, AAA_Country’s capital city.
- Introducing new modern standards in the aviation sector.
- Supporting the ambition of tripling annual travelers to AAA_Country to 330 million by 2030.

The airline will leverage strong point-to-point demand, connect tourists around the world to AAA_Country, support job creation in the aviation and tourism sector, and play a significant role in the Kingdom’s achievement of its Vision 2030 objectives.

XXX will serve as a platform to drive this vision - showcasing the very best of the Kingdom to the world, committed to implementing global best practices for sustainability and safety in the aviation industry.

Aviation Services Company – XXX.

As an enabler of AAA_Country's aviation sector, XXX will usher in a new era for the travel and aviation industries and offer an exceptional guest experience with obsessive attention to detail and authentic Saudi hospitality at its heart.

Airline Value Proposition and Positioning

- The airline shall be established as a full-service carrier operating both international and domestic sectors. There will be a focus on sustainable profitability with a tailored offering targeting customer preferences with strong value for money.
- As part of the overall strategy of the airline, the airline will incorporate cutting edge technologies across various touchpoints.
- The airline will be digitally born which requires integration of the customer experience offering with digital systems.
- It is expected to add USD20 billion to the country's non-oil GDP and create >200k jobs both directly and indirectly by end of 2030.

XXX in Numbers

- +100 - Destinations by 2030.
- 2025 – XXX will take flight.
- 72 Boeing 787-9 Dreamliner aircraft order – 39 confirmed | 33 optional.
- +200k - Job opportunities created directly and indirectly by 2030.

AAA_Country in Numbers

- Population – over 35 million.
- Average age – 30 Years old.
- GDP - greater than USD 830 billion.

ZZZ City in Numbers

- Twenty per cent. (20%) of AAA_Country's population live in ZZZ.
- Over SAR825 billion in investments to transform ZZZ into a global city by 2030.
- Working toward doubling AAA_Country's population to 15-20 million by 2030.

Additional information about XXX can be found via the following website link:

www

iii. Scope of work

The selected international banking partner(s) will be required to provide a comprehensive suite of cash management services to support XXX global operations. The scope of work includes, but is not limited to, the following:

1. Geographical Reach and Aviation Industry Expertise
2. Competitive Position and Future Commitment to XXX
3. Liquidity Management
4. Credit Facilities
5. Trade Finance Capabilities
6. Payments
7. Transaction Services
8. Electronic Banking
9. Bank Integration
10. Account Structure
11. Customer Service
12. Client Management
13. Pricing and Fees

Appendix 1 encompasses all inquiries pertinent to the scope of work. These inquiries consist of a blend of Yes/No queries as well as essay-style questions necessitating the provision of comprehensive details and in-depth expansion from the banks.

iv. Evaluation Criteria:

The offers will be evaluated taking into consideration the following criteria. The order is not representative of the weightage applied to the evaluation:

- Geographic Coverage.
- Customer Service.
- Account Structure & Liquidity management.
- Collections Solutions.
- Virtual account.
- Payments.

- Integration.
- Sustainability.
- Innovation and Digital Strategy.
- Pricing.

v. General Information

Timetable

XXX anticipates the following general time frames in connection with issuance of this RFP, review, and analysis of proposals. Event	Time Frame
RFP Issuance	Jun 25
Banks Confirmation of RFP Receipt	Jun 27
Banks Submit RFP Questions / Notify Non-participation	July 13
RX response to Questions	July 18
Banks Submit Proposal	Aug 1st
RX Notification to shortlisted parties	Aug 20
Bank Presentations	From Aug 25 – Aug 29
Anticipated date of award	Oct 15

Changes to Request for Information/Proposal

XXX reserves the right to modify its RFP documents in any respect at any time prior to the closing date. Any such amendments will be communicated to all bidders before the closing date, and each amendment will be clearly referenced and dated for ease of identification. It is mandatory for all bidders to confirm in writing, upon submission of their proposal, that it is in compliance with all notified amendments.

Additionally, XXX may, at its discretion, extend the closing date for the receipt of proposals. Notice of such extension will be provided to all bidders via written or emailed communication.

Process

The potential banking parties are requested to respond by email to ASC (as set out in “Responses” below) by no later than 5:00pm ZZZ time on Thursday Aug 1st, 2024.

Responses

Responses received after 5:00pm on Thursday Aug 1st, 2024. (ZZZ time) will not be considered, unless ASC in its sole discretion agrees to extend the deadline for submission. All responses should be sent electronically to:

ZZZ

Clarifications

Potential banking parties who have questions or clarifications that they wish to address to ASC relating to this RFP must send them in writing to the contact details set above. All questions will receive a response, in writing, by ASC. ASC will not respond to any questions received after 5pm on Wednesday, 15 Aug 2024 ZZZ time). ASC reserves the right to circulate all questions and answers to each potential banking party.

Ethics Clause

By submitting a proposal in response to this RFP, the potential banking parties confirms that it has not, whether by itself or through any person employed or used by it, given, offered or solicited any gift, gratuity, tip, consideration of any kind or any other form of money-taking or reward, collection, or charge to any person in relation with any matter contemplated in this RFP. If ASC in its reasonable opinion determines that the potential banking party is in breach of this clause, the potential banking party will be automatically disqualified from participating in the RFP and any mandate given to the banking party following acceptance of its proposal shall be cancelled without any liability to ASC or without prejudice to ASC's rights under applicable law.

Compliance with Laws

The potential banking shall comply in all respects with all laws including those related to the enforcement of international sanctions, and other general laws that seek to prevent money laundering and/or funding other forms of corruption, or criminal or terrorist activities, in any jurisdiction.

Any transactions contemplated by this RFP shall be subject to the potential banking compliance, to the satisfaction of ASC, with all laws applicable to ASC and the completion of any anti-corruption, export control and other relevant due diligence checks required by ASC.