



**LAO PEOPLE'S DEMOCRATIC REPUBLIC**  
**PEACE INDEPENDENCE DEMOCRACY UNITY PROSPERITY**

**MINISTRY OF PUBLIC WORKS AND TRANSPORT**  
**DEPARTMENT OF PLANNING AND FINANCE**

Ref. No. 00155 / DPF  
Date: 05 January 2024

**REQUEST FOR EXPRESS OF INTEREST**  
**INTERNATIONAL AIRLINE FINANCE MANAGEMENT EXPERT**  
**REF. NO. ICS-LASD-002**

The Government of Lao Peoples Democratic Republic (GoL) has applied for grants in the amount of US\$ 1.75 million equivalent from the World Bank toward the cost of the Lao Airlines Sustainable Development Project (LASD), and it intends to apply part of the proceeds to payments for goods, and consulting services to be procured under this project. The LASD project will include the following components: (1). Component 1: Lao Airline Restructuring Strategy and Reform Pathway (2). Component 2: Lao Airlines Business Optimization and Management Improvements and (3). Component 3: Passenger Service System module upgrade. The proposed project development objective (PDO) is "to reduce Lao Airlines business losses, enhance corporate financial reporting, and strengthen operational management". Three main components are designed to (i) guide government and executive decision making in the debt management of a major SOE, (ii) strengthen corporate governance in strategic and technical management; and (iii) foster business improvements in revenue accounting and financial management.

The LASD now intends to engage a part-time suitably qualified and experienced International Airline Finance Expert to assist the Lao Airlines in developing a robust financial model for Lao Airlines business and support a transition to International Financial Reporting Standards (IFRS) to strengthen its accountability and transparency in financial reporting. The main outcome of this assignment is to inform the debt restructuring of Lao Airlines and a new business plan to be developed under a separate consultancy assignment. The key beneficiaries or stakeholders of the assessment include Lao Airlines Management, Ministry of Finance (MOF) and Ministry of Public Works and Transport (MPWT). The Contract will be for a period of up to 10 months on a part-time basis, with an expected average input of 50 person-days. The anticipated date for commencement of the assignment is February 2024.

Interested Consultant should provide information (CV, Expression of Interest, other supporting information, if any) demonstrating that s/he has the required qualifications and relevant experience to perform the Services. In order to qualify for this position, the candidates shall meet the following experience and competence requirements:

- A Master Degree in Commerce, Finance, Economics or Accounting is required;
- Professional certification, such as Certified Public Accountant (CPA) and/or Chartered Financial Analyst (CFA) will be preferred;
- At least 10 years of international experience in developing financial models and IFRS implementation.
- Experience in sustainability reporting of airlines;
- Experience in airlines corporate finance, preparation of restructuring or turnaround business plans and advisory to senior management;
- Experience in capacity building and training;
- Fluency in spoken and written English.

The attention of interested consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" 4<sup>th</sup> edition of November 2020 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest. A Consultant will be selected in accordance with the Competitive Selection of Individual Consultants method set out in the Procurement Regulations.

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by e-mail) by 20 January 2024, 16:00 o'clock Lao time (submissions via email are also acceptable). Only shortlisted candidates will be contacted.

Wattay International Airport, Sikhottabong District, Vientiane Capital, Lao PDR.  
P.O. Box 6441

Attention : Mr. Phouthasinh Keoka  
Deputy Director Administration, Planning and Cooperation Department  
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dilaphanhana@yahoo.com and khamla.p@laoairlines.com

Yours sincerely,



**Ms. Vanh Dilaphanh**

Director General, Department of Planning and Finance