







Reference No: HDC (161)-BSI/IU/2022/140

Date: 17th March 2022

RESPONSE TO ENQUIRIES 1

Project Name: Lease of unit for SME's for the provision of Retail Stores from Hiyaa Commercial

Area in Hulhumale' Phase 2 (Stage 04)

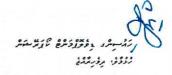
Proposal Reference Number: HDC (161)-BSI/IU/2022/98

Announced Date: 03rd March 2022

The following are the response(s) for the enquiries raised to this RFP.

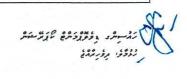
	Enquiry	Response
1	Which documents need to be submitted for the proof of funding?	The following documents must be submitted to provide the proof of funding based on the proposed method of funding.
		If the Proponent is proposing Equity Injection, Letter of commitment from shareholder and shareholder's bank statement shall be submitted.
		If Bank financing is proposed by Proponents, Bank comfort letter, or Bank guarantee letter or any other relevant documents from bank or financial institutes shall be submitted.
		If the Proponent is proposing external financing, letter of commitment from financier and financier's monthly end balance statement or financier's audited financial statements.
		Kindly refer to RFP Section V. Business Proposal Requirement, Clause 4.
2	Can you share the recording of the pre-proposal meeting?	No, pre-proposal meeting presentation is not a shareable document, as this document only consists a brief summary of the RFP only for the purpose of providing the most essential information on the pre-proposal meeting. All interested proponents must be refer to the full RFP which is uploaded to our website www.hdc.com.mv and properties.hdc.com.
3	Can one Proponent submit more than one proposal?	No, only one proposal can be submitted by per Proponent. The units will be allocated based on the





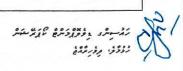
		evaluation ranking whereby highest scored Proponent will be given priority for unit selection. Please refer to RFP II. RFP Data Sheet, Clause 27.1.
4	What are the evaluation criteria for this RFP?	As per section IV. Clause 2. Evaluation Criteria, proposals submitted for this RFP will be evaluated based on the Business Plan. Please refer to RFP IV. 2. Evaluation Criteria.
5	What is the Bid Security amount and do we have to mention a specific unit number in the Bid Security?	The unit number is not required to be mentioned on the Bid Security and the Proponents are required to submit a Bid Security amounting to MVR 5,000.00 (Maldivian Rufiyaa Five Thousand) or equivalent in United States Dollar (USD) as per format given in form 01 Please refer to RFP, Section II, ITP 13.1.
6	How much funds do Proponents need to have to be qualified for this RFP?	As per the Section III. Clause 3, the estimated investment cost for the unit is MVR 336,872.25 (Maldivian Rufiyaa Three Hundred Thirty-Six Thousand Eight Hundred Seventy-Two and Twenty-Five Laari). Therefore, Proponents needs to submit financial documents to fund the total estimated investment cost. Kindly refer to RFP, Section III. 3. Estimated Investment Cost and Section V. 4. Financial Documents.
7	Does the winning Proponent have to pay rent in advance?	Winning Proponents are required to pay a lease deposit amounting to three months of the lease rate for the Year 1. Kindly refer to RFP. Section VI, clause 9.
8	Can we submit proposal, even if the Proponent has not participated in the pre-proposal meeting?	Yes, any interested Proponents can submit proposals.
9	Which units are announced under this RFP?	Units announced under this RFP are: H9-G-03 H3-G-05 H2-G-04 H15-G-03 H9-G-06 Kindly refer to RFP. Section III. Lessor's Requirements, Clause 4.
10	Does Sole Proprietors have to submit Board Resolution?	No, Sole Proprietors do not need to submit Board Resolution.





	Please refer to RFP, Section V, Clause 4.
Can another person submit proposal on behalf of the Proponent?	Yes, can submit.
Can we show proof of fundings from our personal accounts if it's a Sole Proprietor?	Yes, Sole Proprietors can submit personal financial documents to show the proof of funding. Please refer to RFP, Section V, Clause 4.
Is it allowed to sell only Bakery items in the unit?	No, operation of a bakery would not be allowed.
Are there other retail units in the towers announced for this RFP?	No, the units announced under this RFP are the currently allocated units for Retail purpose. If any other units are to be allocated for this purpose, HDC will announce the RFP accordingly.
Does Sole Proprietors have to submit Tax statement? If so, how many years statement needs to be submitted?	No, any Proponent is not required to submit tax statements.
Do we have to register to submit Proposal?	No, Proponents are not required to register to submit proposals. Proponents can submit their proposal either via our personal submission portal, starting from 17 th March 2022 to 04 th April 2022 or by visiting, the Exhibition Centre, Ground Floor, HDC Building on 17 th March 2022, 13:00hrs to 14:00hrs.
	However, as per Section II. ITP 15.1, to submit documents excluding Bid Security or Letter of Proposal through our submission portal, Proponents have to register in our portal using the following link; https://bids.hdc.com.mv/ . Please refer to RFP, Section II. ITP 15.1.
Do we have to bid per square feet? What are the bidding requirements?	No. Lease rates for these units are fixed as fofllowing:
	For the Year 1 and Year 2, lease rate is fixed at MVR 10.00 (Maldivian Rufiyaa Ten) per square feet per month.
	For the Year 3, Year 4 and Year 5, lease rate is fixed at MVR 20.00 (Maldivian Rufiyaa Twenty) per square feet per month.
	Please refer to RFP, Section III. Lessor's Requirements, Clause 2.
HDC Due Clearance is to be submitted under the owner's name or not?	Due Clearance has to be submitted under the Proponent / Business name.
	On behalf of the Proponent? Can we show proof of fundings from our personal accounts if it's a Sole Proprietor? Is it allowed to sell only Bakery items in the unit? Are there other retail units in the towers announced for this RFP? Does Sole Proprietors have to submit Tax statement? If so, how many years statement needs to be submitted? Do we have to register to submit Proposal? Do we have to bid per square feet? What are the bidding requirements?





Does Sole Proprietors have to submit account statement or average monthly statement of the SP's or the owner's statements would suffice?

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As per RFP Section V clause 4.3, Sole Proprietors must submit average monthly balance statement of the most recent 12 (twelve) years.

Please refer to RFP, Section V, Clause 4.3.

Please include this response to enquiries when submitting the proposal





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