

Reference No: HDC (161)-MKS/IU/2022/540

Date: 8<sup>th</sup> December 2022

### RESPONSE TO ENQUIRIES 1

**Project Name:** Lease of Units for the provision of convenience store from hiyaa commercial (stage-5)

**Proposal Reference Number:** HDC (161)-MKS/IU/2022/507

**Announced Date:** 23<sup>rd</sup> November 2022

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

	Enquiry	Response
1.	Can those parties submit a bid if they did not attend the pre-proposal meeting?	Yes. Attend the pre-proposal meeting is not mandatory. Proponents who have not attended the session can submit the proposals.
2.	Will it be possible for the proponent to fund themselves if they choose to?	Yes. Financing can be proposed as equity financing. (Kindly refer to the RFP SECTION V. Clause 4.3)
3.	Is the investment cost fixed regardless of unit size?	Yes. The fixed cost is based on the unit area, unit usage and the scope of work essential for the operation of the unit.
4.	Will the proposal be disqualified if they have a placement from the STELCO hiya and submit a bid for another STELCO project?	No. Proponents can submit to other commercial units announced in STELCO Hiya.
5.	Do the units have a grace period?	Yes. The first 03 (three) months from the date of Unit handover, shall be a grace period where no rent shall be payable by the Lessee. (As mentioned in the RFP SECTION VI. Clause 11)
6.	For different units, can the same financing be proposed?	Proponents have to prove the financing for the total estimated cost mentioned in the RFP. Proponents are not required to propose financing separately for each unit.
7.	Why is NPV confidential?	NPV can be calculated by the proponents as well. However, the NPV will be based on the rates proponents propose.
8.	Do you have a detailed document with the board resolution template?	No. A specific template for the board resolution will not be provided.
9.	Can one entity apply for more than one unit? If so it will be in separate forms for each?	No. Proponents are not required to submit proposals separately for each unit. Instead,

		proponents shall submit one set of documents required with the proposal.
10.	Do we need due clearance original, or will the printed document of the email sent by HDC will be accepted?	Yes. A copy of the original document will be accepted.
11.	Would a reference letter be accepted as proof of funds for the project? If this is not accepted what would be accepted as proof of funds for a new company?	New companies can propose bank financing, external financing, or equity injection. Please refer to RFP SECTION V. Clause 4.
12.	Can a newly registered SP as recently as 3 months apply for these units?	Yes. Can apply.
13.	Can a private company finance the project as an external financier?	Yes. Please refer from the RFP (SECTION V. Clause 4.3.5 External Financing).
14.	If external financing is proposed do the proponent still have to submit bank statements?	Yes. Financier's Monthly Average Balance Confirmation or End Balance confirmation (as per Section V Clause 4.3.1
15.	Is there a procedure to eliminate outliers? It's not mentioned in the RFP?	Procedure to eliminate outliers will not be applied.
16.	What's the restriction on size of the shop name board if there is any (width and length) for our side of building and inside?	Please refer to the guideline.
17.	Can the outside wall be demolished to fit glass (as shown in the RFP drawing), so it would look like a shop from outside?	Please refer to the guideline.
18.	Can a non-bidding party come and see the bidding process?	No.

**Please include this response to enquiries when submitting the proposal.**

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