







Reference No: HDC (161)-CM/IU/2021/348

Date: 15th July 2021

RESPONSE TO ENQUIRIES 1

Project Name: Lease of Units for Provision of SME's Retail Stores in Hiyaa Commercial in

Hulhumale Phase 2

Proposal Reference Number: HDC (161)-CM/IU/2021/278

Announced Date: 13th June 2021

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

	Enquiry	Response
1.	Is there any registration required to participate in the tender for the lease of commercial spaces in Hulhumale' Phase II.	There is no registration required to submit the Proposals. Any interested proponents can submit the proposal.
2	Can we allocate a small space for storage and toilet	A bare shell unit will be handed over to the Proponent and Successful Proponent can change and modify as per the Hiyaa Commercial Area Guideline (Kindly Refer to RFP, Section V, Clause 4)
3	what will be the finishing status of units at handover?	The units will be handed over to the successful proponent in bare shell level finishing.
4	Can we use the place as a computer shop?	Yes. Any type of Retail store businesses can submit the proposal. Please refer to RFP, Section V, Clause 1.
5	Are the units lease only for Maldivians?	A Proponent must be a registered business in Maldives as per ITP 3.1 and shall be registered as a SME as per Section III. Clause 1.5.
6	can we use the space for a small and a convenient grocery store	Yes. Any type of Retail store businesses can submit the proposal. Please refer to RFP, Section V, Clause 1.
7	What is the lease period?	The lease period is 5 (five) years from the date of handover of premises. (Please refer to RFP, Section VI, Clause 5.1)

8	After completion of 5 years will the lessee get an option to renew the lease period? Or will HDC terminate	As per Section VI. Clause 5.2. After completion of lease term, the lessee shall vacate the unit. Agreement will not be
	the lease period and open for new proposals?	renewed.
9	Is there any extension on the Term- period after the 5 years or again Announcing for the Proposals?	As per Section VI. Clause 5.2. After completion of lease term, the lessee shall vacate the unit. Agreement will not be renewed.
10	Is there any entrance to the unit from outside of the building?	Entrance for the units is from the building corridor and there is no entrance to the unit from outside of the building.
11	Where will I get all the documents regarding the RFP?	For the documents regarding the RFP, visit our Websites (https://properties.hdc.com.mv/) and (https://hdc.com.mv/).
12	Is this two unit only the units leasing for SME Purpose or is there any upcoming units allocating for SME businesses	There will be some upcoming units allocated for SME business in the next round. The remaining units are expected to be announced before end of August 2021.
14	Is there any format for Enquiries?	No, Proponents can submit their queries through email.
15	Can any proponent submit the proposal without participating the preproposal meeting?	Yes. Proponents are not required to participate in the pre-proposal meeting. Any interested proponents can submit the proposal.
16	Can the lessor allow to lease the units to sell AC?	Yes. Any type of Retail store businesses can submit the proposal. Please refer to RFP, Section V, Clause 1.
17	Can a company submit more than 1 proposal?	Proponents requires to submit only one proposal and unit selection will be carried out as per ITP 27.1 Priority for unit selection shall be given to the successful Proponent based on evaluation ranking whereby highest scored Proponent will be given priority for Unit selection.
18	Can an existing business relocate to this units? Or are the units allocated for new business starters?	Yes. Existing businesses also can submit their proposals. A proponent must be a registered business in Maldives as per ITP 3.1 and Shall be registered as a SME as per Section III. Clause 1.5.

19	Can we do a pharmacy in that space?	Yes. Any type of Retail store businesses can submit the proposal. Please refer to RFP, Section V, Clause 1.
20	How do we prepare a business plan for an existing business?	For more details of what to include in the business plane please refer to RFP Section IV, Clause 5.
21	Are there more upcoming grocery store units in Hiyaa commercial area?	Yes. There will be 1 upcoming unit allocated for Grocery Store in the next round. The next round units are expected to be announced before end of August 2021.
22	Can you share the link of the RFP relating the Grocery stores?	For the details of the RFP, can visit our Websites (https://properties.hdc.com.mv/) and (https://hdc.com.mv/).
23	The lease rates are fixed in this Proposal, how will the lessor evaluate the proposals?	Proposals will be evaluated on the Business Plan Proposed. Please refer to RFP, Section III, Clause 2.
24	If there are more than 2 proponents qualified for this RFP, what will be the allocation process?	A unit selection will be carried out as per ITP 27.1 Priority for unit selection shall be given to the successful Proponent based on evaluation ranking whereby highest scored Proponent will be given priority for Unit selection.

Please include this response to enquiries when submitting the proposal.