

Reference No: HDC (161)-CM/IU/2021/169  
Date: 19<sup>th</sup> April 2021

## RESPONSE TO ENQUIRIES 1

**Project Name:** Lease of Land for Industrial Purposes in Thilafushi

**Proposal Reference Number:** HDC (161)-CM/IU/2021/137

**Announced Date:** 25<sup>th</sup> April 2021

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

	Enquiry	Response
1.	If for any reason a company was not able to attend this meeting then will they be able to submit the proposal?	Participation in the pre-proposal meeting is not compulsory. Proponents who do not participate in pre-proposal meeting can submit proposals.
2.	Can we develop the property and use it for our use only? Or do we have to develop and lease to others?	Proponent can develop and use it for proponents use. However, bare lands cannot be subleased in full or partial. But developed spaces can be subleased.
3.	Does HDC's "Single Party Exposure Limit" policy apply inclusively to the industrial developments in Thilafushi and in Hulhumale' even though these developments are ongoing in separate islands?	Single Party Exposure Limit will be applied for all the properties of HDC.
4.	Does HDC allow the developer to develop and use the land for industrial purposes or does the developer have to lease the land to third party?	Proponent can develop and use it for proponents use. However, bare lands cannot be subleased in full or partial. But developed spaces can be subleased.
5.	Is "Power of attorney" document compulsory to submit when submitting the proposal?	Proponent shall submit a Power of Attorney to sign on behalf of the Proponent in accordance with ITP 14.2.
6.	What is the evaluation weightage for marketing plan under the business plan?	In evaluation of Business plan, 30 points will be given for marketing plan refer to Section III Qualification and Evaluation Criteria, Clause 2.3
7.	Can we use the plot for warehouse storage purposes?	The land shall only be used strictly for industrial purposes. And under no circumstances should the land be used for any other commercial purposes.

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8.	Where is the plot located?	Kindly refer to RFP Section V. Lessor's Requirements 3. Drawings.
9.	What are the intended purposes for the Land Plots of this RFP?	The lands are to be used for industrial purposes.
10.	Is there any ease of access to already established businesses in Male' to procure land for industrial purposes from Thilafushi?	Preferences to established businesses are not given. Please note that Proposals will be evaluated and ranked according to RFP Section III. Qualification and Evaluation Criteria.
11.	There is a limited number of spaces available from Thilafushi for storage purposes, so when will HDC be announcing the new land plots for storage purposes?	RFP (HDC (161)-CM/IU/2021/137) Development and Operation of Warehouse has been announced. Proposal Submission Deadline is 03rd May 2021.
12.	What is HDC's policy regarding the existing proponents and new proponents looking to lease the land in Thilafushi for industrial purposes, is anyone given priority over the other?	HDC's "Single Party Exposure Limit" policy shall apply. However HDC does not have a priority for a new proponent or an existing proponent.
13.	This land is only for Industrial purposes; so can we use it as warehouse storage as well? Or is there a separate land for Warehouse purpose?	RFP (HDC (161)-CM/IU/2021/137) Development and Operation of Warehouse has been announced. Proposal Submission Deadline is 03rd May 2021. However warehousing is allowed in this land plots as per the guidelines.
14.	When will the winning party be announced?	After completion of evaluation. Normally 3 weeks will be taken for evaluation.
15.	What is the minimum acceptable acquisition fee for this project?	The minimum acceptable acquisition fee rate per square feet is MVR 38.55 (Maldivian Rufiyaa Thirty-Eight Fifty-Five Laari).
16.	Can you share the presentation?	Presentation is a summary of RFP uploaded to the website. Presentation will not be shared but the complete set of RFP will be available to download on our website. Link: <a href="https://bit.ly/3ednjTh">https://bit.ly/3ednjTh</a>
17.	What is the lease duration for this project? And what height should the building be?	The land plots will be lease for a duration of 25 years. Height of the building will depend on the area of the land plot. Please refer to section V. Lessor's Requirements Clause 4.

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