

Reference No: HDC (161)-CM/IU/2021/8

Date: 06<sup>th</sup> January 2021

### RESPONSE TO ENQUIRIES 1

**Project Name:** Lease of unit for the provision of Grocery store in Hiyaa Commercial in Hulhumalé

**Proposal Reference Number:** HDC (161)-CM/IU/2020/306

**Announced Date:** 17<sup>th</sup> December 2020

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

	Enquiry	Response
1.	Can an individual who does not own any form of business apply?	No. Only registered businesses can submit the proposals for the announced RFP as per ITP 3.1. It can be a newly registered company for this development under this RFP. Marks will not be allocated for experience. However, the financial requirements has to be met even in new businesses.
2	Will electricity and water supply be available at the unit?	Yes. Water and electricity supply will be available
3	Can part of the unit be used for a storage facility?	A small storage area can be utilized by the proponent. However, the space shall be utilized under the Hiyaa Commercial Area Guideline.
4	Why does sole proprietors need to produce 6 months bank statement and companies have to produce 3 years financials?	Under the Maldives Company's Act 10/96, Companies are required to prepare audited statements. However, Sole proprietors are not required to prepare audited statements. Hence, if Sole proprietors propose equity financing as source of financing their financial capability is checked through 6 months Bank statement and through 3 years of BPT and GST returns.
5	Does the Authorised Representative have to be one of the Company's Shareholder?	Not necessarily. Any staff from the company/business can represent on behalf of the proponent.
6	When will the units be handed over to the winners?	Units will be handed over after the conditional award fulfillment and after the agreements are

		signed.
7	Explain the equation used to find the outlier, and what can be the maximum rent?	The minimum acceptable lease rate per square feet per month is MVR 30.00 for the Year 3, Year 4 and Year 5. However, if the proponent proposes a rate unreasonably higher than the rates proposed by other proponents, by using the Outlier formula, the proposals will be disqualified. Kindly refer to Section III. Clause 2.1.5 'Procedure to Eliminate Outliers' for details.
8	Will the bid security submitted through an insurance company be accepted?	Yes. Bid Securities submitted from any financial institute as per the given format in Form 01 of the RFP will be accepted.
9	Can the bid proposal be submitted in Dhivehi?	The Form formats given in the RFP are in English, hence the forms (eg: Bid Security Form, Letter of Price Proposal..etc) shall be submitted in English language. However, the Business Plan can be submitted in Dhivehi language.
10	How much of the unit will be completed before the unit is handed over to the winning proponent? (eg: flooring, electrical wiring)	The units will be a Bare Shell.
11	Can we see the place?	A site visit will be arranged by HDC and the details of this will be announced on HDC Corporate website and MyHulhumale Properties website.
12	Will you be able to submit photos of the unit before the end of January?	Typical unit pictures will be uploaded before the end of January
13	Will new businesses have the chance to bid and submit proposals?	Yes. Any registered business can submit the proposal.
14	Why is it that only one unit is allocated for grocery store when Hiya flats has 16 towers	Under this RFP, 2 units for Grocery Store has been announced and more units will be announced in the future as they are announced in multiple rounds.

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


