

Reference No: HDC (161)-MKS/IU/2023/121

Date: 27th February 2023

RESPONSE TO ENQUIRIES 1

Project Name: Lease of Units for SMEs for the Provision of Retail Stores from Vinares commercial

Proposal Reference Number: HDC (161)-MKS/IU/2023/93

Announced Date: 14th February 2023

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

	Enquiry	Response
1.	Will toilets be provided inside the unit?	There are no toilets in the units. However, there will be a common toilet that can be used. If lessee wants to install a toilet, they can do so after obtaining approval from HDC.
2.	Can we open a restaurant in the unit?	As mentioned in Section III of the RFP, Gym, Clinic, F&B, Superstores and Leisure & Recreational stores are not allowed to operate in these units.
3.	What is an SME certificate?	If a business is registered as an SME, this certificate will be issued by the Ministry of Economic Development.
4.	If bank statements are not accepted to determine the financial position, what do we provide?	As mentioned in Section V of the RFP, monthly average balance statement will be accepted. This statement will be issued by banks upon request. If business is less than 12 months old, end balance confirmation statement can be submitted.
5.	How much can we modify the unit?	A bare shell unit will be handed over to the winning parties. The winning parties are expected to submit their concept drawings as per the Design Guideline provided by HDC.
6.	Can the lift be used to transport items to first floor? Or is there a specific time allocated to transport such items?	Lift can be used to transport items. However, lessees are expected to be mindful of the customers using the lift. Time and guidelines related to this will be communicated afterwards.

7.	Can we submit the proposal for more than one unit?	All proponents are expected to propose for all the units. Proponents will be given the opportunity for unit selection based on evaluation ranking.				
8.	Can we still apply even if we are not registered as an SME?	As per Section IV, clause 1.5, of the RFP, proponents shall be registered as an SME at the Ministry of Economic Development. Proponents who are not registered as a SME shall be disqualified.				
9.	What kind of items can we not sell in the retail store?	As mentioned in Section III of the RFP, Gym, Clinic, F&B, Superstores and Leisure & Recreational stores are not allowed to operate in these units.				
10.	Is it possible to visit and check units? What are the locations?	The location map and drawings will be attached in Section VII of the RFP document. Interested proponents can visit the site for inspection as the unit is available for public access.				
11.	Do we have to invest the amount mentioned in the RFP for the unit with 295.36 sqft as well? Does this amount need to be shown from the bank statement as well?	The investment cost mentioned in the RFP needs to be proven in order to be financially eligible for this RFP. As per Section III of the RFP, the Average Estimated Investment Cost for the units are MVR 267,732.00 (Maldivian Rufiyaa Two Hundred Sixty-Seven and Seven Hundred Thirty-Two)				
12.	What is the lease duration?	As per Section VI, Clause 5, of the RFP, the lease period is 05 (five) years from the date of handover of premises.				
13.	Are there specific items that need to be sold in these retail shops?	As per Section III of the RFP, The allowed usages of the units for Retail Store includes but not limited to a variety of merchandise such as electronic & service center, salon & spa, beauty & cosmetics, Accessories stores (Jewelry, Eyewear, Bag, Footwear and more), homeware improvement, clothing and fashion, Health and Beauty or showroom.				
14.	As SMEs are usually not required to submit audited financial statements, will the same document submitted to MIRA be sufficient?	As per Section V, Clause 4.3.2, if the company is not audited as per MIRA requirements, it is not required to submit audited financial statements. However, proponent has to submit Monthly Average balance confirmation or End Balance Confirmation.				
15.	How many units with 295.36 sqft are available?	There are 4 units available under this RFP from different units.				
		<table border="1"> <thead> <tr> <th>Unit No:</th> <th>Unit Area (Sqft)</th> </tr> </thead> <tbody> <tr> <td>V2-01-02</td> <td>892.44</td> </tr> </tbody> </table>	Unit No:	Unit Area (Sqft)	V2-01-02	892.44
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		V5-01-02	596.54
		V7-G-07	295.36
		V7-01-01	755.95
16.	Can people who does not join this meeting also submit proposals?	Yes. Preproposal meeting attendance is not compulsory for proponents.	
17.	Can the winning party choose more than one unit?	No. There will be four winning parties as there are four units available. Each party can only choose one unit.	
18.	As there is a huge difference between the sizes of all units, how can one make a proposal that fits all requirements?	The proposals submitted will be evaluated based on the RFP requirements. Proponents are required to submit their proposals as per the RFP requirement.	
19.	Do the proponents have to meet the financial requirement of the biggest unit?	The investment cost mentioned in the RFP needs to be proven in order to be eligible. As per Section III of the RFP, the Average Estimated Investment Cost for the units are MVR 267,732 (Maldivian Rufiyaa Two Hundred Sixty-Seven and Seven Hundred Thirty-Two)	
20.	Can we open a store with daily goods?	As per the Section III of the RFP, the allowed usages of the units for Retail Store includes but not limited to a variety of merchandise such as electronic & service center, salon & spa, beauty & cosmetics, Accessories stores (Jewelry, Eyewear, Bag, Footwear and more), homeware improvement, clothing and fashion, Health and Beauty or showroom.	
21.	There is no requirement in the RFP to submit financial statements of an SP if it's financed in equity. Please clarify.	As per Section V Clause 4.3.1 of the RFP, Monthly Average Balance Confirmation of the most recent 12 (twelve) months or End Balance Confirmation of the business entity shall be submitted. The submitted statement shall be original and authorized by the bank / financial institution.	
22.	How long will it take to sign the agreement with the winning parties?	It will take maximum of 3 weeks for the proposals to be evaluated. Agreements will be signed 7 days after fulfillment of the conditions.	
23.	Can one person propose for multiple units?	One proposal needs to be submitted by each proponent.	
24.	If there is 1 shareholder for 2 companies, can both companies submit the proposal?	If there is a common shareholder for two companies, both proposals will be disqualified as per ITP 3.3	

25.	Can an individual submit the proposal?	As per ITP 3.1 a proponent must be a registered business (SP, partnership or Limited liability Company)										
26.	After 5 years, how will the lease process be carried out? Will the lessee operating in that unit be allowed to stay if there are no issues?	Under this RFP, units will be leased for 5 years, however proponents have the option to renew the agreement as per RFP section VI. Clause 12.										
27.	Are the units from the same building?	There are 4 units available under this RFP from different units. All units are not from the same tower. <table border="1"> <thead> <tr> <th>Unit No:</th> <th>Unit Area (Sqft)</th> </tr> </thead> <tbody> <tr> <td>V2-01-02</td> <td>892.44</td> </tr> <tr> <td>V5-01-02</td> <td>596.54</td> </tr> <tr> <td>V7-G-07</td> <td>295.36</td> </tr> <tr> <td>V7-01-01</td> <td>755.95</td> </tr> </tbody> </table>	Unit No:	Unit Area (Sqft)	V2-01-02	892.44	V5-01-02	596.54	V7-G-07	295.36	V7-01-01	755.95
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28.	How can a person propose to a bigger unit if he can only afford a smaller unit?	Proponents are required to prove financial as per the RFP Section III. Clause 3.										
29.	Can we get a meeting recording in email?	Meeting recording and slides will not be shared. However, responses to the queries received will be uploaded.										
30.	Does these slides and RFP contain the same information?	Yes. In case the information provided in these slides differ from the RFP, please refer to the RFP.										

Please include this response to enquiries when submitting the proposal.



(Handwritten signature)

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