

Reference No: HDC (161)-MKS/IU/2022/547

Date: 14<sup>th</sup> December 2022

## RESPONSE TO ENQUIRIES 1

**Project Name:** Lease of Units for the Provision of Café / Restaurant from Vinares commercial

**Proposal Reference Number:** HDC (161)-MKS/IU/2022/521

**Announced Date:** 30<sup>th</sup> November 2022

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

	Enquiry	Response
1.	Possible to share a recording of the Meeting?	No, pre-proposal meeting presentation or recording of the meeting is not a shareable, as the information provided in the pre-proposal meeting consist a brief summary of the RFP only for the purpose of providing the most essential information of the RFP. All the interested proponents must refer to the full RFP which is uploaded to our website <a href="http://www.hdc.com.mv">www.hdc.com.mv</a> and <a href="http://properties.hdc.com">properties.hdc.com</a> .
2.	What is the lease rate for the units announced under this RFP?	Lease rate for the Year 1 is fixed at MVR 25.00 Lessee shall propose lease rate for the Year 2 to Year 5. Minimum acceptable lease rate per square feet per month is MVR 25.00
3.	Possible to visit the site for an inspection? Or is there a specific arrangement for site visit from HDC?	HDC will not be arranging a site visit. However, interested proponents can visit the site for inspection as the unit is available for public access.
4.	Can elaborate on what are the things needs to include in the Business plan? And how the 25% of marks given for Business Plan?	Points allocated for Business plan are as follows; <ul style="list-style-type: none"> <li>• Marketing Analysis &amp; Strategy – 40 points <ul style="list-style-type: none"> <li>○ Should include target market and competitors</li> <li>○ Marketing strategy including product strategy, price strategy and promotional strategy.</li> </ul> </li> </ul>

		<ul style="list-style-type: none"> <li>○ Description of the product or service offered.</li> <li>● Financial Plan – 30 Points <ul style="list-style-type: none"> <li>○ Financial forecast including capital budget, profit &amp; loss statement, cash flow statement and investment indicators.</li> </ul> </li> <li>● Management and Operational Plan – 30 points <ul style="list-style-type: none"> <li>○ Management and operational details</li> <li>○ Resource requirement and Human resources plan.</li> </ul> </li> </ul>										
5.	What are the sizes of units announced under this RFP?	<table border="1"> <thead> <tr> <th data-bbox="780 609 1100 667">Unit No:</th> <th data-bbox="1100 609 1417 667">Unit Area (Sqft)</th> </tr> </thead> <tbody> <tr> <td data-bbox="780 667 1100 725">V2-G-04</td> <td data-bbox="1100 667 1417 725">1,554.16</td> </tr> <tr> <td data-bbox="780 725 1100 784">V4-1-03</td> <td data-bbox="1100 725 1417 784">1,360.13</td> </tr> <tr> <td data-bbox="780 784 1100 842">V5-G-1</td> <td data-bbox="1100 784 1417 842">1,001.90</td> </tr> <tr> <td data-bbox="780 842 1100 884">V8-G-06</td> <td data-bbox="1100 842 1417 884">1,221.49</td> </tr> </tbody> </table>	Unit No:	Unit Area (Sqft)	V2-G-04	1,554.16	V4-1-03	1,360.13	V5-G-1	1,001.90	V8-G-06	1,221.49
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V8-G-06	1,221.49											
6.	What is the estimated date of unit handover?	The current estimated handover of the Vinales units is at the end of first Quarter of Year 2023.										
7.	Is there any specific document required for the person who visit to submit proposal on behalf of the proponent?	No specific document is required for the person who visits to submit the Proposal.										

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

