

RESPONSE TO ENQUIRIES I

Project Name: Lease of Unit from Kudagiri for the Provision of a Café

Proposal Reference Number: HDC(161)-BDS/IU/2025/49

Announced Date: 22nd April 2025

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

	Enquiry	Response
1	Can any Proponent submit proposal without participating in the pre-proposal meeting?	Yes, any Proponent can submit proposal and attending pre-proposal meeting is not a requirement to submit proposal.
2	What is the estimated number of Visitors to Kudagiri per week?	On average, approximately 400 visitors visit to Kudagiri during weekends alone.
3	What is the completion level of the unit? Is it readily available for operation?	The unit is fully built with 100% finishing, ready for operation. The lessee is required to commence the operation within 14 calendar days of unit handover and shall provide the minimal cafe services such as beverages & pre-prepared meal servings.
4	Is submission of a meal plan for staff based at Kudagiri required at the proposal submission stage?	No. The winning proponent will submit the meal plan for staff based at Kudagiri within 7 days of issuance of the Conditional Award Letter. The proposed menu and rates shall be mutually agreed within 5 working days.
5	As per the terms sheet, clause 12.6 mentions that the lessee shall adhere to the Marketing strategies and action plan proposed in the Business Plan. What is the purpose of this?	The purpose of this clause is to ensure that the café operator actively promotes its services and offerings as proposed in the Marketing Plan. Feedback from Kudagiri visitors has indicated that if they were aware of the available food and beverage options at the café, it would help them plan meals in advance for the trip. Hence, by conditioning the implementation of the proposed marketing strategy, including the promotion of picnic meals and tea options, the intention is to increase visibility, attract more customers, and support the long-term sustainability of the business.
6	Is the submission of financial document from an insurance company acceptable as proof of funds by a proponent?	Any document proving the investment cost from a financial institution will be accepted. The submitted document shall be as per clause 4.3.3 (a) or 4.3.5 (a). Further, a bid security from an insurance companies will not be considered as proof of funds for the given investment cost.

Please include this response to enquiries when submitting the proposal.