

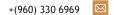
# INVITATION FOR PROPOSALS

"Lease of a unit for the provision of a cafe' at Faresmaathodaa Airport.

IFP no: RACL/IUL(PROC)/2023/08

Issued on: February 20th, 2023.







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#### Section 1. Letter of Invitation

Regional Airports Company Limited (RACL) hereby invites you to submit a proposal to this Invitation for Proposals (IFP) for the "Lease of a unit for the provision of a cafe' at Faresmaathodaa Airport."

This IFP includes the following documents.

Section 1: Letter of Invitation

Section 2: Instruction to Proponents Section 3: Proposal Data Sheet (PDS)

Section 4: Evaluation Criteria

Section 5: Schedule of Requirements

Section 6: Returnable Forms

Form A: Proposal Submission Form

Form B: Proposed lease

Form C: Proposal Securing Declaration

Form D: Qualification Form

If you are interested in submitting a Proposal in response to this IFP, please prepare your proposal in accordance with the requirements and procedure as set out in this IFP and submit it by the Deadline for Submission of proposals set out in Proposal Data Sheet.

RACL looks forward to receiving your Proposal and thank you in advance for your interest in RACL procurement opportunities.

Issued by:

Name: Abdulla Mizan

Title: General Manager, Procurement

Date: February 20, 2023







# Section 2: Instructions to Proponents

	A. GENERAL PROVI	SIONS	
1.	Scope of Proposal	1.1	Regional Airports Company Limited wishes to invite proposals from interested and eligible proponents for the "Lease of a unit for the provision of a cafe' at Faresmaathodaa Airport."  Lease period: 5 years  (Refer section 5: Schedule of Requirement for other details)
		1.2	Throughout this IFP:
			a) the term "in writing" means communicated in written form (e.g. by mail, e-mail, fax)
			b) "Day" means calendar day.
2.	Fraud and Corruption	2.1	RACL requires that staff, as well as proponents/suppliers/contractors, observe the highest standard of ethics during this procurement. In pursuance of this policy, RACL defines  • "Corrupt practice" as the offering, giving, receiving, or soliciting of anything of value to influence the action of a public official in the procurement process or in contract execution; and  • "Fraudulent practice" as misrepresentation of facts in order to influence a procurement process or the execution of a contract to the detriment of RACL and includes collusive practice among proponents (prior to or after proposal submission) designed to establish proposal prices at artificial noncompetitive levels and to deprive RACL of the benefits of free and open competition.  In pursuance of this policy, RACL:
		2.2	a) Will <b>reject a proposal</b> if it determines that the proponent has engaged in corrupt or fraudulent practices in competing for the contract in question.
			b) Will <b>declare a proponent ineligible</b> , either indefinitely or for a stated period of time, to be awarded a contract (from RACL)





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			it it	at any time determines that the proponent has engaged
			in o	corrupt or fraudulent practices in competing for, or in
			exe	cuting, a RACL contract.
3.	Eligibility	3.1	This Invi	tation for Proposals is open to sole proprietorships,
			partnersh	nips and companies, local and foreign.
		3.2	A Propoi	nent <b>should not be suspended, debarred, or otherwise</b>
			identified	<b>I as ineligible by a state institution</b> . Proponents are
			required	to disclose to RACL whether they are subject to any
			sanction	or suspension imposed by a state institution.
4	Conflict of	4.1	A Propor	nent <b>shall not have a conflict of interest</b> . Any Proponent
	Interest		found to	have a conflict of interest shall be disqualified. A
			proponei	nt is found to have a conflict of interest for the purpose of
			this Proce	ess if the Proponent;
			a)	Directly or indirectly controls another proponent, or is
				controlled by or is under common control with another
				Proponent; or
			b)	Has a relationship with another Proponent, directly or
				through common third parties, that puts it in a position
				to influence the Proposal of another Proponent, or
				influence the decisions of the Purchaser regarding this
				process; or
			c)	Or any of its affiliates participated as a consultant in the
			,	preparation of the design or technical specifications of
				the goods that are the subject of the Proposal; or
			d)	Or any of its affiliates has been hired (or is proposed to
			,	be hired) by RACL for the Contract implementation; or
			e)	Has a close business or family relationship with a staff
				of RACL who:
				(i) are directly or indirectly involved in the
				preparation of the request for proposal or
				specifications of the Contract, and/or the
				<u> </u>





ı	3. PREPARATION (	4.2	Proposal evaluation process of such Contract.  (ii) would be involved in the implementation or supervision of such Contract.  (iii) is a senior management staff of RACL.  A firm that is a Proponent shall not participate in more than one Proposal. This includes participation as a subcontractor. Such participation shall result in the disqualification of the Proposal.
5.	Cost of		The Proponent shall bear all costs related to the preparation
3.	Preparation of Proposals		and/or submission of the Proposal, regardless of whether its Proposal is selected or not. RACL shall not be responsible or liable for those costs, regardless of the conduct or outcome of the procurement process.
6.	Language	6.1	The Proposal, as well as any and all related correspondence exchanged by the Proponent and RACL, shall be written in the language(s) specified in the PDS.
7.	Documents comprising the Proposal	7.1	Proposal shall comprise of the following documents and related forms.  a) Documents establishing the eligibility/capability of the Proponents must include the following. Non submission of any of the documents specified here, will make the proposals unresponsive and the proposal will be rejected.  1. Company background/profile 2. Certificate of Business registration 4. Tax clearance report (past 3 months) 5. Proposal submission Form (Form A) 6. Proposal Securing Declaration (Form C) 7. Qualification form (Form D) Refer clause 8 for details b) Documents establishing the Technical and Financial capability of the Proponent  1) Business Proposal (30%) The Business Proposal may include: a) Financial projection (35 Points) • Financial Forecast – including investment cost and profit and loss







		statement. b) Marketing Analysis and Strategies (35 points)
		<ul> <li>Marketing analysis may include Target Market/Competitors</li> <li>Marketing strategies may include Product/Price/Promotional strategies</li> <li>Management and operational plan (30 Points)</li> <li>Proposed project schedule</li> <li>Management and operational details</li> <li>Resource requirement - Human Resource Plan</li> <li>Proposed Lease (Form B) (70%).</li> <li>The proposed lease shall comply with the lease rate</li> </ul>
		conditions specified in Section 5, Clause 6 (Schedule of
8 Qualification	8 1	Requirement of this IFP)  Financial resources - Proponents shall provide proof of funds to
8. Qualification Form		Financial resources - Proponents shall provide proof of funds to finance the proposed investment.  Proponents shall specify the method of finance. Where more than one method is used, the percentage ratio of each method shall be clearly provided. Following are the sources of financing that can be used and the required documents to be submitted where applicable,  a. Equity Financing  For Sole proprietorship,  - Bank statements of past 12 months  - GST & BPT return statements for the past 12 months.  For Sole proprietorship- All documents shall be original, authorized and sealed by Banks, Financial Institution.  For Companies  - Bank statements of past 12 months  - Audited Financial Statements for the most recent financial year (2021) authorized by a certified audit firm as well as individual and management account of the year 2022.  For Companies- All documents and the audited Financial Statements shall be signed and stamped by respective parties.  b. Bank Financing  - (Bank comfort letter, Bank Guarantee, or any other relevant document from Bank or Financial Institution)  Documents shall include the proponent's name and name of proposed work/project.





			<ul> <li>c. Equity injection <ul> <li>(Letter of commitment from shareholder, shareholder's bank statement for the past 12 months, or</li> <li>Shareholder's audited financial statement, or</li> <li>Relevant bank financing by the shareholder, or</li> <li>Relevant document for external financing by shareholder, shall be submitted)</li> </ul> </li> <li>Documents shall include the proponent's name and name of proposed work/project. <ul> <li>d. External financing</li> <li>(Letter of commitment from the financier, or</li> <li>Financier's audited financial statement, or</li> <li>Relevant bank financing by the financier, or</li> <li>Relevant document for external financing by financier, shall be submitted)</li> </ul> </li> <li>Documents shall include the proponent's name and name of proposed work/project.</li> </ul>
9.	Currency	9.1	All prices shall be quoted in the currency or currencies indicated in the PDS. If prices are quoted in a currency not specified in the PDS, the Proposal shall be <b>rejected</b> .
10.	Only One	10.1	The Proponent shall submit only one Proposal.
	Proposal	10.2	Proposals submitted by two (2) or more Proponents shall all be
			rejected if they are found to have any of the following:
			a) they have at least one controlling partner, director or
			shareholder in common; or
			b) they have a relationship with each other, directly or through
			common third parties, that puts them in a position to have
			access to information about, or influence on the Proposal of
			another Proponent regarding this IFP process;
			c) they are subcontractors to each other's Proposal, or a
			subcontractor to one Proposal also submits another Proposal
			under its name as lead Proponent:
11.	Proposal Validity	11.1	Proposals shall remain valid for the period specified in the PDS,
	Period		commencing on the Deadline for Submission of Proposals. A
			Proposal valid for a shorter period shall be <b>rejected</b> by RACL and
			rendered non-responsive.





12.	Extension of	12.1	In exceptional circumstances, prior to the expiration of the
	Proposal Validity		Proposal validity period, RACL may request Proponents to extend
	Period		the period of validity of their Proposals. The request and the
			responses shall be made in writing and shall be considered
			integral to the proposal.
		12.2	If the Proponent agrees to extend the validity of its Proposal, it shall
			be done without any change to the original Proposal.
		12.3	The Proponent has the right to refuse to extend the validity of its
		12.0	Proposal, in which case, the Proposal shall not be further
			evaluated.
13.	Clarification of	13.1	Proponents may request clarifications on any of the IFP documents
	IFP	10.1	no later than the date indicated in the PDS. Any request for
			clarification must be sent in writing in the manner indicated in the
			PDS. If inquiries are sent other than specified channel, even if they
			are sent to a RACL staff member, RACL shall have no obligation
			to respond or confirm that the query was officially received.
		13.2	RACL will provide the responses to clarifications through the
		10.2	method specified in the PDS.
		13.3	RACL shall endeavor to provide responses to clarifications in an
		10.0	expeditious manner, but any delay in such response shall not
			cause an obligation on the part of RACL to extend the submission
			date of the Proposals, unless RACL deems that such an extension
			is justified and necessary.
14.	Amendment of	14.1	At any time prior to the deadline of Proposal submission, RACL
14.		14.1	may for any reason, modify the IFP in the form of an amendment
	Proposals		to the IFP. Amendments will be made available to all prospective
		140	If the amendment is substantial PACL may extend the Deadline
		14.2	If the amendment is substantial, RACL may extend the Deadline
			for submission of Proposal to give the Proponents reasonable time
1.5	Due Due e	1 5 1	to incorporate the amendment into their Proposals.
15.	Pre-Proposal	15.1	When appropriate, a pre-proposal conference will be conducted
	Meeting		at the date, time and location specified in the PDS. All Proponents





			are encouraged to attend. Non-attendance, however, shall not
			result in disqualification of an interested Proponent. No verbal
			statement made during the conference shall modify the terms
			and conditions of the IFP, unless specifically incorporated in the
			Minutes of the Proponent's Conference or issued/posted as an
			amendment to IFP.
(	C. SUBMISSION	AND (	OPENING OF PROPOSALS
16.	Submission	16.1	The Proponent shall submit a signed and complete Proposal
			comprising the documents and forms in accordance with the
			requirements of the PDS. The Proposal shall be delivered using the
			method specified in the PDS.
		16.2	The Proposal shall be signed by the Proponent or person(s) duly
			authorized to commit the Proponent. The authorization shall be
			communicated through a document evidencing such authorization
			issued by the legal representative of the proponent, or a Power of
			Attorney, accompanying the Proposal.
17	11	171	
17.	Hard Copy	17.1	Hard copy (manual) submission shall be governed as follows
			a) The signed Proposal shall be marked "Original", and its
			copies marked "Copy" as appropriate. The number of copies
			is indicated in the PDS. All copies shall be made from the
			signed original only. If there are discrepancies between the
			original and the copies, the original shall prevail.
			b) All the pages of the Original Proposal and Copies of the
			proposal must be bound together, and all pages must
			contain the page number and the stamp of the proponent.
			c) Proposals shall be sealed in an envelope, which shall:
			i. Bear the name of the Proponent;
			ii. Bear the name of the Proposal.
			If the envelope with the Proposal is not sealed and marked as
			required, RACL shall assume no responsibility for the
			misplacement, loss, or premature opening of the Proposal.





18.	Deadline for	18.1	Complete Proposals must be received by RACL in the manner, and
	Submission of		no later than the date and time, specified in the PDS. RACL shall
	Proposals and		only recognize the actual date and time that the proposal was
	Late Proposals		received by RACL.
		18.2	RACL shall <b>reject</b> any Proposal that is received after the deadline
			for the submission of Proposals.
19.	Proposal	19.1	RACL will open the Proposal in the presence of an ad-hoc
	Opening		committee formed by RACL of at least two (2) members.
		19.2	The Proponents' names, prices, and any other information that
			RACL deems relevant will be announced at the proposal opening.
		19.3	No Proposal shall be rejected at the proposal opening stage,
			except for late submissions, in which case, the Proposal shall be
			returned unopened to the Proponents.
Г	) FVALUATION	AND	COMPARISON OF PROPOSALS
	3. E (7. (E3) (1131 ( )		
20.	Confidentiality	20.1	Information relating to the examination, evaluation, and
			comparison of Proposals, and the recommendation of contract
			award, shall not be disclosed to Proponents or any other persons
			not officially concerned with the process, even after publication of
			the contract award.
		20.2	Any effort by a Proponent or anyone on behalf of the Proponent to
			influence RACL in the examination, evaluation and comparison of
			the Proposals or contract award decisions may, result in the
			rejection of its Proposal and may subsequently be subject to the
			application of RACL's vendor sanctions procedures.
21.	Evaluation of	21.1	RACL will conduct the evaluation solely on the basis of the
	Proposals		Proposals received.
		21.2	Evaluation of Proposals shall be carried out according to the
			criteria provided in Section 4. (Evaluation Criteria).
22.	Due Diligence	22.1	RACL reserves the right to undertake a due diligence exercise,
			aimed at determining to its satisfaction, the validity of the
			information provided by the Proponent. Such exercise shall be fully







			documented and may include, but need not be limited to, o	all or
			any combination of the following:	
			a) Verification of accuracy, correctness and authenticit	y of
			information provided by the Proponent;	
			b) Validation of extent of compliance to the IFP requirem	nents
			and evaluation criteria based on what has so far been fo	ound
			by the evaluation team;	
			c) Inquiry and reference checking with Government entities	with
			jurisdiction on the Proponent, or with previous clients, or	r any
			other entity that may have done business with the Propor	nent;
			d) Inquiry and reference checking with previous clients or	1 the
			performance on on-going or completed contracts, inclu	ding
			physical inspections of previous works, as deemed necess	sary;
			e) Other means that RACL may deem appropriate, at any s	tage
			within the selection process, prior to awarding the control	act.
23.	Clarification of	23.1	To assist in the examination, evaluation and compariso	n of
	Proposals		Proposals, RACL may, at its discretion, request any Proponer	nt for
			a clarification of its Proposal. This includes asking fo	or a
			demonstration of the products/services proposed by	the
			proponent.	
		23.2	RACL's request for clarification and the response shall be in w	riting
			and no change in the prices or substance of the Proposal sho	
			sought, offered, or permitted, except to provide clarification,	
			confirm the correction of any arithmetic errors discovered by F	
			in the evaluation of the Proposals, in accordance with the IFP	
		23.3	Any unsolicited clarification submitted by a Proponent in respe	
			its Proposal, which is not a response to a request by RACL,	
			not be considered during the review and evaluation of	the
0.4		043	Proposals.	
24.	Responsiveness of	24.1	RACL's determination of a proposal's responsiveness will be b	
	Proposals		on the contents of the proposal itself. A substantially respon	
			Proposal is one that conforms to all the terms, condit	ions,





			specifications, and other requirements of the IFP without material
			deviation, reservation, or omission.
		24.2	If a proposal is not substantially responsive, it shall be <b>rejected</b> by
			RACL and may not subsequently be made responsive by the
			Proponent by correction of the material deviation, reservation, or
			omission
25.	Nonconformities,	25.1	Provided that a Proposal is substantially responsive, RACL may
	Reparable Errors		waive any non-conformities or omissions in the Proposal that, in
	and		the opinion of RACL, do not constitute a material deviation.
	Omissions	25.2	RACL may request the Proponent to submit the necessary
			information or documentation, within a reasonable period, to
			rectify nonmaterial nonconformities or omissions in the Proposal
			related to documentation requirements. Such omission shall not
			be related to any aspect of the price of the Proposal. Failure of the
			Proponent to comply with the request may result in the rejection of
			its Proposal.
		25.3	For the proposals that have passed the preliminary examination,
			RACL shall check, and correct arithmetical errors as follows:
			a) if there is a discrepancy between the unit price and the line
			item total that is obtained by multiplying the unit price by the
			quantity, the unit price shall prevail and the line item total
			shall be corrected, unless in the opinion of RACL there is an
			obvious misplacement of the decimal point in the unit price;
			in which case, the line item total as quoted shall govern and
			the unit price shall be corrected;
			b) if there is an error in a total corresponding to the addition or
			subtraction of subtotals, the subtotals shall prevail, and the
			total shall be corrected; and
			c) if there is a discrepancy between words and figures, the
			amount in words shall prevail, unless the amount expressed
			in words is related to an arithmetic error, in which case the
			amount in figures shall prevail.





		25.4	If the Proponent does not accept the correction of errors made by
			RACL, its Proposal shall be rejected.
E	. AWARD OF C	ONTR	ACT
26.	Right to Accept,	26.1	RACL reserves the right to accept or reject any proposal, to render
	Reject, Any or All		any or all of the proposals as non-responsive, and to reject all
	Proposals		Proposals at any time prior to award of contract, without incurring
			any liability, or obligation to inform the affected Proponent(s) of
			the grounds for RACL's action. RACL shall not be obliged to award
			the contract to the lowest priced offer.
27.	Award Criteria	27.1	Prior to expiration of the period of Proposal validity, RACL shall
			award the contract to the qualified and eligible Proponent that is
			found to be responsive to the Schedule of Requirements and
			Technical Specification and has offered the lowest price.
28.	Contract	28.1	Within five (5) days from the date of receipt of the Contract, the
	Signature		successful Proponent shall sign and date the Contract and return
			it to RACL. Failure to do so may constitute sufficient grounds for
			the annulment of the award, and forfeiture of the Proposal
			Security, if any, and on which event, RACL may award the Contract
			to the Second highest rated or call for new Proposals.
29.	Performance	29.1	A performance security, if required in the PDS, shall be provided
	Security		in the amount specified in PDS within 5 days from signing of the
			contract. Where a performance security is required, the receipt of
			the performance security by RACL shall be a condition for
			rendering the contract effective.
30.	Liquidated	30.1	If specified in the PDS, RACL shall apply Liquidated Damages for
	Damages		the damages and/or risks caused to RACL resulting from the
			Contractor's delays or breach of its obligations as per Contract.







# Section 3. Proposal Data Sheet

BDS	Reference to	Data	Specific Instructions/Requirements	
No.	Section 2.			
1	6	Language of the Proposal	English	
2. a		Registration	Not required	
2. b	15	Pre-proposal meeting	If required,	
			Date, time, and venue will be informed	
3	11	Proposal/Bid Validity Period	180 days	
4		Proposal/Bid Security	MVR 5000.00	
5	30	Liquidated Damages	The Lessee shall pay the rent due with a	
			penalty charge at the rate of 0.05% of the	
			rent per day from the due date onwards	
			until the date of payment.	
6	29	Performance Security	Not required	
7	9	Currency of Proposal	Maldivian Rufiyaa	
8	13	Deadline for submitting requests	Date: February 20, 2023 – March 2, 2023	
		for clarifications/queries	Time: 14:00 hrs	
9	13	Contact Details for submitting	g Abdulla Mizan	
		clarifications/questions	General Manager, Procurement	
			tender@airports.mv	
10	13,14	Manner of disseminating	Will be emailed to the proponents	
		supplemental information to the		
		IFP and response/clarifications		
		to queries		
11.	18	Deadline for submission of	Date: March 5, 2023	
		proposal	Time: 14:00 hrs	
12	16,17	Manner of Submitting the	1 hard copy	
		proposals		
13	16,18	Proposal Submission Address	6 <sup>th</sup> Floor, H.Suez	
			Ameer Ahmed Magu	
			Male, Maldives	
15	21	Evaluation Method for the Award	As per the criteria mentioned in Section 4.	
		of Contract	Evaluation Criteria	
16		Duration of the lease/contract	5 years	







### Section 4. Evaluation Criteria

Evaluation of the proposals will be carried out as follows,

#### **Preliminary Evaluation**

Subject	Details	Document Submission Requirement	Criteria
Documents pertaining to Preliminary Evaluation	Proponents are required to submit all the documents mentioned in Section 2; Clause 7.1 (a) of this IFP.	Proposals will be examined to determine whether the documents specified under Section 2; Clause 7.1 (a) of this IFP have been fully completed and submitted.  1. Company background/profile 2. Certificate of Business registration 3. Tax clearance report (past 3 months) 4. Qualification form (Form D) Refer clause 8 for details. 5. Proposal submission Form (Form A) 6. Proposal Securing Declaration (Form C)  Note: Failure to fully complete and submit any of these documents shall make the proposal unresponsive and hence the proposal will be rejected.	Pass/Fail
Eligibility	Proponent is not suspended, debarred, or otherwise identified as non-eligible by the Government of Maldives or any other state institution.	Form A: Proposal Submission Form	Pass/Fail
Conflict of Interest	No conflict of interest in accordance with IFP 4.	Form A: Proposal Submission Form	Pass/Fail



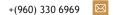




#### **Technical & Financial Evaluation**

Proponents who pass through the preliminary evaluation will be evaluated for technical and financial capability in accordance with Section 2; Clause 7.1 (b) of this IFP.

Subject	Details	Document Submission Requirement & allocated marks (%)
Technical evaluation	Technical evaluation will be based on the business proposal submitted by the proponents: Refer Section 2, clause 7.1 (b)(1) of this IFP.  - All proponents shall ensure all documents specified under this section are submitted.  - The business proposal shall address/adhere to the guidelines provided in section 5 (Schedule of Requirements of this IFP)	Business proposal (30%)
Financial Evaluation	The lease rate will be evaluated using the Net Present Value (NPV) of the proposed lease rate by the proponent from Year 1 to Year 5.  The proponents with the highest NPV will be given the maximum score for the Lease Rate, whereby points shall be given as prorated for other proponents.  NPV will be calculated using discount rate of 10% Refer Clause 6 of Section 5 Schedule of Requirement for details	Form B: Proposed Lease (70%)





# Section 5. Schedule of Requirements

The Proponents shall comply with the following conditions.

1. Project Type	1.1 Lease of a unit for the provision of Café at Faresmaathodaa Airport
2. Scope of Work	2.1 Regional Airports Company Limited (RACL) is seeking interested parties for the lease of a unit for the provision of a Café' at Faresmaathodaa Airport (FMT). The selected parties will be responsible for operation of the unit for the duration of the lease term as per the guidelines set forth by RACL. The operation of the unit includes but is not limited to maintenance, supervision, and managing inventory of the unit.
3. Location	3.1 Faresmaathodaa Airport (FMT)
4. Unit Details & Usage	<ul> <li>4.1 Built-Up Space - Unit 1 – 122.17 sqft (Map attached in Annex 1 of this document)</li> <li>4.2 Seating Area – 331.96 sqft</li> <li>4.3 Total Leasable Area – 454.13 sqft</li> <li>4.4 Unit to be leased for the provision of Café Development at Faresmaathodaa Airport to cater to the passengers.</li> </ul>
5. Lease Term	5.1 The lease period is 05 (five year) from the date of signing the agreement
6. Lease Rate	<ul> <li>6.1 Lease rate for year 1 will be fixed at the rate of MVR 11.00 per square feet.</li> <li>6.2 Proponents are required to propose Lease rates for year 2,3,4 and 5.</li> <li>6.3 Minimum acceptable lease rate per square feet per month is MVR 11.00. (Maldivian Rufiyaa Eleven) for the year 2,3,4 and 5.</li> <li>6.4 The Lease rates proposed by the proponent for each of the following year shall be equal to or shall be higher than the previous year's rate. Any lease rental rate proposed below the minimum acceptable lease rate mentioned in 6.1 shall be disqualified.</li> <li>6.5 During the tenancy period, if the flight movement increases more than 1 flight per day and if the proposed rent rates are below the rent rates defined in the table below for each flight movement(s), the proponent shall pay minimum amount defined in the table once the increase of scheduled flight movement is declared by RACL. In this context, an increase of scheduled flight movement will be considered if total flight movement increases for continuous 03 months. In such circumstances, RACL will give a 03 months' notice period prior resuming to charge the new rent rate.</li> </ul>





	1			
		Flight Movements	MVR /Sqft	Total Rent (454.13 sgft)
		<1 Flight	11	4,995.43
		2- 3 Flights	22	9,990.86
		4- 6 Flights	33	14,986.29
		7-9 Flights	44	19,981.72
		> 10 Flights	55	24,977.15
	mo	ay be implied by the G	overnment on a rent	
7. Grace Period/Ren- free period/Development period	- ·	Period from the date of The proponent will be space unit defined in the proponent will be defined in sub clause The rent-free period of mentioned above. The operation of the unif the proponent fails the pro	of unit handover. granted 3 months' resub clause 4.1. granted 6 months' results 4.2. lefined is excluding the unit shall commence to commence the ope	prace period as a Development ent-free period for the built-up ent-free period for the seating area e 2 months grace period on the 3rd month. For any reason, ration on the 3 <sup>rd</sup> month, an ince the operation. However, no
8. Deposit & condition precedent	The proponent shall be liable to pay 2 months' rent as a security deposit from the first year's rent rate. Payment of Lease deposit shall be made within working 07 days of conditional award. An agreement will be signed upon fulfilment of the following conditions.			
9. Operator Obligations		Design and the quality be approved by RACL Stock must not be left Must follow hygiene so The maximum seating. The café must be operate gate closes. The service area must Cash must be handled All appliances used to lf you notice any struct the notice of the Airpotestation.	y of the chairs and take.  outside in the public of andards of FDA. I capacity is 24 seats. In 3 hours before flight be well lit during open and must provide service must attract damage to the bort office immediately.  Ince expenses including the provide service by the force of the borne of	t time and must remain open till erational hours. Provide a receipt for each sale. The bein full working condition. Puilding, this must be brought to any changing the bulb, repairing operator.





- A shift in charge (if operating on shifts) or café' in charge must always be available to attend to customer enquiries and complaints.
- No gas stove is allowed for cooking.
- Cooking is allowed and cooked food is allowed to be served.
- All food must be packed, if not served immediately
- It is an operator's obligation to look after belongings.
- A minimum of two staff must always be employed.
- A dedicated uniform must be assigned to all staff and should be worn during all operational hours.
- Operators must bear utility charges
- No service other than food and beverage is allowed to operate under this agreement.
- All interior changes must be approved in writing by RACL.
- The Lessee shall not store any flammable liquids, corrosive materials and/or gas cylinders at the leased space.
- The Lessee shall not store any unlawful material or substances (whether in direct or indirect contravention of the laws of the Republic of Maldives) on the shall adhere to the rules and regulations enforced by the Property and Government Authorities.
- The Lessee shall not, either intentionally or unintentionally cause any damage to the property or any other neighboring property or violate any rules and regulations pertained by RACL. Such damage includes but is not limited to dumping garbage, pollution, unlawful entry, and waste disposal.
- The loading and unloading processes shall not cause any disturbances or congestion to any third party.
- The Lessee shall not be allowed to make any alteration, changes, replacements, improvements, or additions (any of which is an alteration) in and to the premises at any time, unless approved by RACL.
- Lessee shall use the Premises to provide facilities or services that conform to the rules and regulations and Lessor's guidelines which may be issued and/or modified from time to time, and the rules and regulations enforced by the relevant Authority or any other institution in charge of issuing of permits or authorizations.
- Lessee shall not assign, sublet, charge or part with or share possession or otherwise dispose of the Premises or any of its rights, obligations, or responsibilities under the Agreement without the prior written consent of the Lessor.





#### Section 6. Returnable Forms

This form serves as a checklist for preparation of your Proposal. Please complete the Returnable Proposal Forms in accordance with the instructions in the forms and return them as part of your proposal submission. No alteration to format of forms shall be permitted and no substitution shall be accepted. Any alteration to these forms will lead to rejection of the proposal.

Have you duly completed all the Returnable Forms?	Please tick	Reference
	(to be	to page
	filled by	number in
	the	Proposal
	proponent)	(to be
		filled by
		the
		proponent)
Form A: Proposal Submission Form		
Form B: Proposed Lease		
Form C: Proposal Securing Declaration		
Form D: Qualification Form		







#### FORM A: PROPOSAL SUBMISSION FORM

Name of Proponent	
Registration No	
Registered Address	
Proponent's	Name:
Authorized	Title:
Representative	Contact numbers:
Information	Email:
Contact Person that	Name:
RACL may contact for	Title:
requests for	Contact numbers:
clarifications during	Confact numbers:
Proposal Evaluation	Email:

We, the undersigned, offer to lease of a unit for the for the provision of a cafe' at Faresmaathodaa Airport Premises in accordance with your Invitation to Proposal No. [Insert IFP Reference Number] and our Proposal. We hereby submit our Proposal.

I/We, hereby declare that I/we have checked or otherwise verified the suitability of the space for the purpose for which the space is tendered.

I/We undertake, if our Proposal is accepted, to develop and operate a café' on the (space provided) in accordance with the relevant laws and regulations within a maximum of 2 (Two) months from the date of signing the Lease Agreement.

I/We agree to abide by this Proposal for a period of 180 (Hundred & Eighty) calendar days from the Proposal Opening Date under IFP Clause 12.1, and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

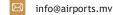
We hereby declare that our firm,

- a) has not been suspended, debarred, sanctioned, or otherwise identified as ineligible by any state institution in the Republic of Maldives.
- have no conflict of interest in accordance with IFP clause 4

We declare that all the information and statements made in this Proposal are true and we accept that any misinterpretation or misrepresentation contained in this Proposal may lead to our disqualification and/or sanctioning by RACL.

Our Proposal shall be valid and remain binding upon us for the period specified in the Proposal Data Sheet.





Male', Republic of Maldives

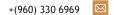


We understand and recognize that you are not bound to accept any Proposal you receive.

I, the undersigned, certify that I am duly authorized by [Insert Name of Proponent] to sign this Proposal and bind it should RACL accept this Proposal.

Name:	
Title:	
Date:	
Signature:	
Corporate seal:	







#### FORM B: PROPOSED LEASE

The proponents shall propose Lease rate for years 2,3,4 & 5. Refer Section 5: Schedule of requirements, Point number 6 for details.

Year	Monthly lease per sq feet (in MVR)	Monthly Total Rent (in MVR)
Year 1	11.00	4,995.43
Year 2		
Year 3		
Year 4		
Year 5		

	Г
Total Lease for the 5-year period (in MVR)	
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#### FORM C: PROPOSAL SECURING DECLARATION

Date: [insert as day/month/year]					
Invitation to Pro	pposal [insert number]				
Number:					
To: Regional Airports					
	We, the undersigned, declare that:				
	, according to your conditions, Proposals must be supported by a Proposal-				
Securing Declaration					
·	vill automatically be suspended from being eligible for submitting proposals in				
any contract with Req	gional Airports Company Limited for the period of time of 1 year starting on the				
date that we receive	a notification from Regional Airports Company Limited, if we are in breach of				
our obligations unde	r the proposal conditions, because we				
(a) have withdra	wn our Proposal during the period of proposal validity specified in the Letter of				
Proposal; or					
(b) having been	notified of the acceptance of our Proposal by Regional Airports Company				
Limited durin	g the period of proposal validity,				
(i) fail or	refuse to execute the Contract, if required; or				
(ii) fail or refuse to furnish the Performance Security, in accordance with the IFP.					
(II) tail or	refuse to furnish the Performance Security, in accordance with the IFP.				
We understand that	this Proposal-Securing Declaration shall expire if we are not the successful				
We understand that Proponent, upon the	this Proposal-Securing Declaration shall expire if we are not the successful earlier of (i) our receipt of your notification to us of the name of the successful				
We understand that Proponent, upon the	this Proposal-Securing Declaration shall expire if we are not the successful				
We understand that Proponent, upon the Proponent; or (ii) 28	this Proposal-Securing Declaration shall expire if we are not the successful earlier of (i) our receipt of your notification to us of the name of the successful				
We understand that Proponent, upon the Proponent; or (ii) 28 Signed:	this Proposal-Securing Declaration shall expire if we are not the successful earlier of (i) our receipt of your notification to us of the name of the successful				
We understand that Proponent, upon the Proponent; or (ii) 28	this Proposal-Securing Declaration shall expire if we are not the successful earlier of (i) our receipt of your notification to us of the name of the successful days after the expiration of our Proposal.				
We understand that Proponent, upon the Proponent; or (ii) 28 Signed:	this Proposal-Securing Declaration shall expire if we are not the successful earlier of (i) our receipt of your notification to us of the name of the successful days after the expiration of our Proposal.  [insert signature of person whose name and capacity are shown]				
We understand that Proponent, upon the Proponent; or (ii) 28  Signed: In the Capacity of: Name: Duly authorized to	this Proposal-Securing Declaration shall expire if we are not the successful earlier of (i) our receipt of your notification to us of the name of the successful days after the expiration of our Proposal.  [insert signature of person whose name and capacity are shown] [insert legal capacity of person signing the Proposal-Securing Declaration]				
We understand that Proponent, upon the Proponent; or (ii) 28  Signed: In the Capacity of: Name:	this Proposal-Securing Declaration shall expire if we are not the successful earlier of (i) our receipt of your notification to us of the name of the successful days after the expiration of our Proposal.  [insert signature of person whose name and capacity are shown] [insert legal capacity of person signing the Proposal-Securing Declaration] [insert name of person signing the Proposal-Securing Declaration]				
We understand that Proponent, upon the Proponent; or (ii) 28  Signed: In the Capacity of: Name: Duly authorized to	this Proposal-Securing Declaration shall expire if we are not the successful earlier of (i) our receipt of your notification to us of the name of the successful days after the expiration of our Proposal.  [insert signature of person whose name and capacity are shown]  [insert legal capacity of person signing the Proposal-Securing Declaration]  [insert name of person signing the Proposal-Securing Declaration]				
We understand that Proponent, upon the Proponent; or (ii) 28  Signed: In the Capacity of: Name: Duly authorized to sign the proposal	this Proposal-Securing Declaration shall expire if we are not the successful earlier of (i) our receipt of your notification to us of the name of the successful days after the expiration of our Proposal.  [insert signature of person whose name and capacity are shown]  [insert legal capacity of person signing the Proposal-Securing Declaration]  [insert name of person signing the Proposal-Securing Declaration]				
We understand that Proponent, upon the Proponent; or (ii) 28  Signed: In the Capacity of: Name: Duly authorized to sign the proposal for and on behalf of:	this Proposal-Securing Declaration shall expire if we are not the successful earlier of (i) our receipt of your notification to us of the name of the successful days after the expiration of our Proposal.  [insert signature of person whose name and capacity are shown] [insert legal capacity of person signing the Proposal-Securing Declaration] [insert name of person signing the Proposal-Securing Declaration]				
We understand that Proponent, upon the Proponent; or (ii) 28  Signed: In the Capacity of: Name: Duly authorized to sign the proposal for and on behalf of:	this Proposal-Securing Declaration shall expire if we are not the successful earlier of (i) our receipt of your notification to us of the name of the successful days after the expiration of our Proposal.  [insert signature of person whose name and capacity are shown]  [insert legal capacity of person signing the Proposal-Securing Declaration]  [insert name of person signing the Proposal-Securing Declaration]  [insert complete name of the Proponent]				







#### FORM D: QUALIFICATION FORM

#### 1. Financial Capacity

Proponents shall provide proof of funds to finance the proposed investment. Financial resources will be evaluated based on the method of Financing proposed by proponents as per section 2 clause 7.1 (a)(7).

Tick	
	Financial Proposal
	- Equity Financing – Sole Proprietorship
	- Equity Financing – Company
	- Bank Financing
	- Equity Injection
	- External Financing

#### 2. Outstanding Payment to Lessor

Tick	
	No outstanding payment
	Have an outstanding amount

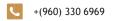
Please mention the outstanding amount.							

#### 3. History of non-performing contracts

Tick	
	No non-performing contracts during the past 3 years due to contractor default.
	Has non-performing contracts during the past 3 years due to contractor default.

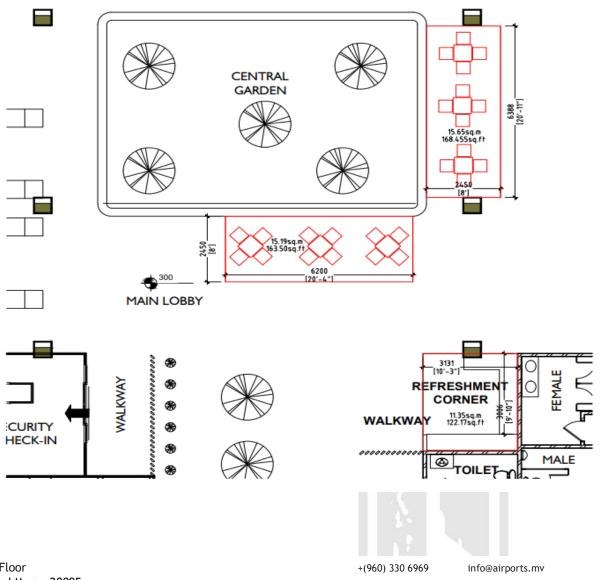
List the non-performing contracts below.

Year	Non-performed contract	Name of client	Reason for non- performance	Contract value









ADDRESS H. Suez, 6th Floor Ameeru Ahmed Magu, 20095 Male', Republic of Maldives

WWW.AIRPORTS.MV