

APPENDIX 6 TO CONDITIONS OF TENDER EVALUATION CRITERIA

First stage – Concept Evaluation

1. Eligibility Criteria

1.1 A tenderer must first meet and satisfy all of the following criteria (“**Eligibility Criteria**”) before its proposal will be further evaluated by the Corporation:

1.1.1 It is a company incorporated in Singapore; The form of Tender and all documents submitted shall be duly signed by an authorized representative of the Company who is at least 21 years old.

1.1.2 It is not a person, company or business that is currently suspended or debarred by the Standing Committee On Debarment, of the Ministry of Finance from participating in public sector projects.

1.1.3 It does not have any outstanding debts due and owing to the Corporation as at the date of the Tender;

1.1.4 It does not have a petition for winding-up presented against it in the High Court;

1.1.5 It is not in liquidation, placed under receivership or judicial manager;

1.1.6 It does not have a receiver being appointed to manage its affairs, or for which an application has been made for the appointment of a judicial manager;

1.1.7 It does not have financial statements (based on the latest audited accounts/audited accounts for the last financial year, whichever is latest) illustrating any or both of the following:

(i) negative net tangible asset (“**NTA**”); and

(ii) adverse opinion¹ from auditors on their ability to continue as a going concern.

2. Critical Criteria

2.1 The following critical criteria (“**Critical Criteria**”) must be met and satisfied by the tenderer before its project concept tender is to be further evaluated by the Corporation in its sole absolute discretion:

2.1.1 Full Compliance of Tender Packet

The tender proposal must fully comply with all the instructions and requirements set out in this Tender Packet, in particular but not limited to all the instructions and requirements contained in the Instructions to Tenderers.

2.1.2 Project Specific Requirements

The concept proposal must meet all the conditions and requirements set out in the Technical Conditions of Tender and its Annexes. Any tender proposal which does not meet or satisfy any of the following Critical Criteria shall be precluded from further evaluation by the Corporation -

- (i) The monthly Variable Rent proposed to JTC as part of the submission in the Price stage must be at least 1.5% of the Total Revenue per month;
- (ii) The Successful Tenderer is required to carry out all committed CAPEX for the Premises submitted in the tenderer's Concept Proposal (attached at 8-A) within 2 years from the date of the tender award
- (iii) The Successful Tenderer is required to comply with JTC Design Requirements and Other Agencies Requirements Guidelines as required in Appendix 4 (Technical Conditions of Tender), Appendix 4A and Appendix 4B. For the avoidance of doubt, all proposed CAPEX works submitted in this tender shall comply with the guidelines and requirements stated in these Annexes.

3. Other Criteria

3.1 In addition to the Eligibility Criteria and the Critical Criteria, the following are other criteria ("**Other Criteria**") which will be considered or evaluated by the Corporation in its sole absolute discretion. All tenderers shall structure their proposals in the order listed below, with clear headers of the sections aligned with the various evaluation criteria sections and categories in the proposal documents:

3.1.1 Concept (44 points)

- (i) The concept plan shall include:
 - (a) Write-up on the proposed concept(s) and related themes for the premise. The proposed concept(s) should contain interesting and unique offerings that transform Block 69 into a go-to destination within one-north. The concept(s) introduced on site should also consider the market needs in the area and be well-differentiated from offerings typically found in the surrounding of the premise. Introduction of an experiential element that sets the concept apart from other offerings in the market are highly encouraged (e.g. concepts showcasing Singapore's food and culture)
 - (b) Regular series of events and/or weekend activities throughout the year to engage the wider public, attract visitors to one-north, and inject vibrancy to the area. A calendar of proposed events for the term outlining the proposed initiatives to be carried out at the premises, including the identified themes and collaboration partners (if any), should be submitted as part of the proposal.
 - (c) Proper design and space planning of the premises, with details on how the interior and exterior are envisioned to look like through sketches,

¹ According to the Singapore Standards on Auditing, an **adverse opinion** is expressed when the effect of a disagreement is so material and pervasive to the financial statements that the auditor concludes that a qualification of the report is inadequate to disclose the misleading or incomplete nature of the financial statements.

renders, and/or schematic plans. The design of the Premises should be aesthetically pleasing and complementary to the look and feel of the surrounding blocks and complements the youthful vibe in the area. The proposed capital expenditure (CAPEX) for fitting out the block and its corresponding breakdown should be included as part of the proposal.

3.1.2 Business Model (20 points)

- (i) The concept proposed for the premise, including all the costs and expenses incurred to fulfil the concept, shall be financially and operationally sustainable throughout the term. As part of the proposal, the Prospect shall include:
 - (a) The proposed CAPEX commitment and a detailed breakdown of the CAPEX and R&R works timeline shall be submitted as part of the proposal
 - (b) The proposed operating expenditure (per month). A detailed breakdown of the operating expenditure per month including detailed maintenance plans shall be submitted as part of the proposal.
 - (c) Clear financial projections, cashflow and estimated breakeven point.
 - (d) Monthly Gross Turnover projections
 - (e) Findings based on appropriate market studies or research carried out in the community to justify the need for the proposed use(s) or concept at the premises, and how the proposed concept introduced can potentially value-add to one-north.

3.1.3 Marketing plans (16 points)

- (i) There should be targeted and sustained efforts to brand the premise actively throughout the term and draw crowds to the precinct on a regular basis. As part of the proposal, the Prospect is highly encouraged to plan for and provide the following:
 - (a) Details on the concept's target market segment(s) and the strategies to reach out to these segment(s), including the use of marketing agencies or strategy partners (if any).
 - (b) A series of marketing campaigns before, during, and after the launch of the concept on site to reach out to the public and raise awareness of the precinct. A calendar of events outlining the marketing plan throughout the term shall be submitted as part of the proposal.
 - (c) Details on collaborations or partnerships such as joint-promotions, and/or collaborations to create new concepts and experiences with other tenants or stakeholders within one-north. Discounts or privileges extended to the Ayer Rajah/Launchpad community (e.g. office workers) are highly encouraged.

3.1.4 Sustainable Initiatives (8 points)

- (i) The Tenderer shall propose green initiatives in various areas of their day-to-day business operations within the premise to contribute to a more sustainable development at one-north. As part of the proposal, the Tenderer shall outline their proposed initiatives for the premise in these three areas:
 - (a) A well-justified and holistic proposal indicating green initiatives that will be implemented through day-to-day operations and infrastructure improvements, i.e. carbon monitoring and real-time optimization through smart power meters integrated with an energy management system for optimising aircons, lightings and fans within the premises. Any corresponding CAPEX should be outlined, with elaborations and justifications.
 - (b) Environmental-friendly and sustainable operational practices which can help facilitate green practices at the Premises, i.e. designating space to promote recycling/upcycling within the premises, setting up a green garden within the premises, facilities to segregate wastes, implementing packaging or plastic-free retail/dine in practices, measures of food waste tracking and management.
 - (c) Curate programmes that promote awareness on sustainability, i.e. recycling programmes, hands-on workshops/activities, exhibitions or special events on the themes of sustainability, green design competitions to the public and visitors of the premise.

3.1.5 Track Record and Accreditations (12 points)

- (i) The Tenderer shall submit details of their track record and accreditations received for operating similar uses or concepts over the last 5 years from 2020 to 2024.

Second stage – Price Tender

4. Price Tender Evaluation by the Corporation

- 4.1** Without prejudice to all rights of the Corporation including the right to select and decide on the award of tender in its sole and absolute discretion, only the price proposal envelopes of those concept proposals of tenderers that are determined by the Corporation in its absolute discretion to have met the criteria under the first stage will be opened by the Corporation for consideration.
- 4.2** The Project will be awarded to the company with the highest bid. However, the Corporation reserves the right to reject the highest or any tender or any part thereof without being liable to or be required to provide any explanation, justification or reason whatsoever and shall have the sole and exclusive right to select the successful tenderer in its sole discretion based on the Corporation's internal policies and criteria.
- 4.3** However, in the event there are two or more highest tenders submitted with the same highest Tendered Sale Price and the Corporation has, after due consideration of all the tenders

submitted, assessed that either or any one of these highest tenders may be accepted, the Corporation shall on or before expiry of the Tender Validity Period carry out a random ballot of the highest tenders to select one of them for acceptance.