



Joint Price-Quality Tender (PQT) for Tenancy of Land Plot MP9, one-north

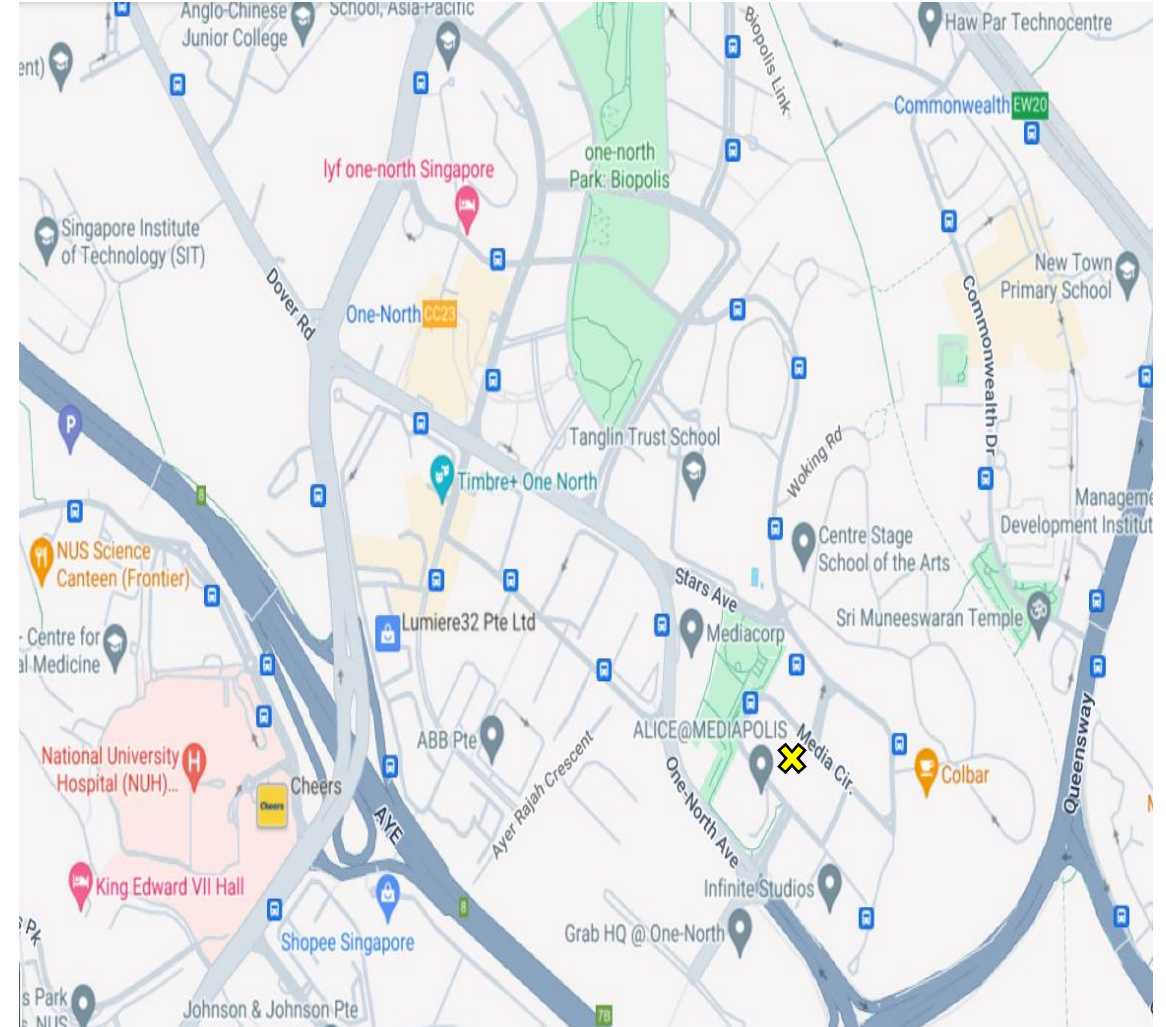
Tender Briefing
29 Nov 2024



Overview

- Introduction
- Site photos
- Tender parameters
- Tender evaluation and criteria
- Tender submission details
- Timeline

Location



*Multi Utilities Hub

Site photos



- The premises is currently **vacant**. Tenderers are strongly encouraged to visit the site at their convenience to have a better understanding of the land plot and its surrounding developments

Tender parameters



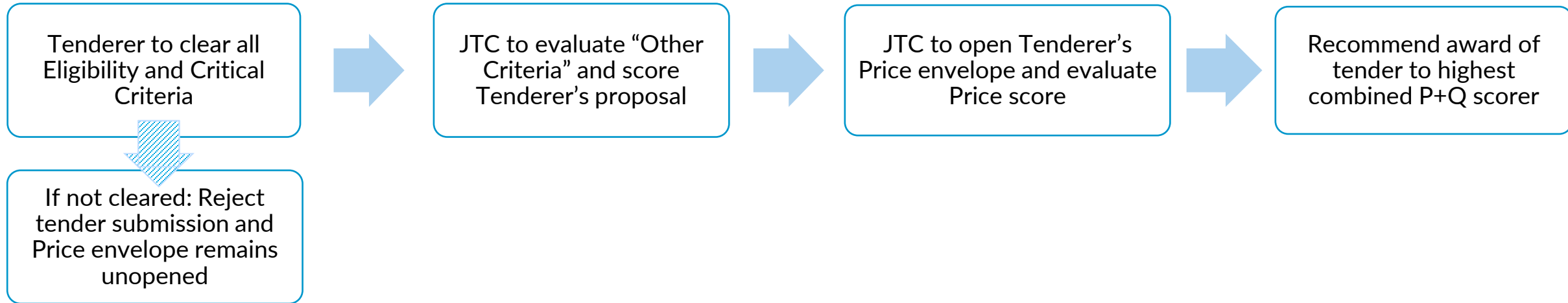
Plot	Tender Parameters
Boundary	<p>Est. site area: 13,650 sqm</p> <p>Allowable GFA: Max 6,856 sqm of built-up area</p> <p>Allowable use: Sports use with a F&B/retail cap of 1,500 sqm</p> <p>Allowable tenure: 5+5+5+5 years; option terms will be granted at JTC's discretion</p> <p>Rent-free period: 6 months</p>

Plot	Planning Parameters
1 (Pedestrianized road)*	<p>Est. site area: 2,924 sqm</p> <p>Uses: F&B, placemaking activities, event space and spectators stand with no structure/ pilling/ retaining structure (whether temporary or permanent) sited over or close to the underground services</p>
2 (Remaining area)	<p>Est. site area: 10,727 sqm</p> <p>Uses: Sports use and Retail/F&B</p>

- Tenderers are to refer to **Appendix 4 (Technical Conditions of Tender)** for more details on other technical requirements to be fulfilled by the Successful Tenderer

*The Successful Tenderer shall remove the existing bus stop 18201 ("X") and make good of the ground finishing at his own cost and expense so as to facilitate the pedestrianization of Plot 1. The removal of bus stop 18201 shall be done after the implementation of the new stop along one-north Avenue (opposite Alice@Mediapolis), in est. mid-2025

Tender evaluation method



Key eligibility criteria

- Prior experience in completing, developing, operating commercial mixed-use project of $\geq 3,000$ sqm GFA
- Singapore-incorporated company
- Not debarred

Critical criteria

- Complete all CAPEX works ≤ 2 years from date of tender award
- All proposed sports, F&B, and retail component must be $\leq 6,856$ sqm
- Comply with all UDG stated in Appendix 4
- Pay a base rent and variable rent of 1.5% of the monthly Gross Turnover at the premises throughout the tenancy term



Tenderers are to refer to [Appendix 5 \(Evaluation Criteria\)](#) for the full list of criteria

Other criteria (60%)

“Other Criteria” Components		Maximum Score
1	Business concept	50
2	Business sustainability	
3	Green initiatives	
4	Branding and marketing plans	
5	Track records and accreditations <ul style="list-style-type: none">Negative scoring for adverse track record (2 points)*	
6	Capital expenditure (CAPEX)	10
Total		60 pts

*For tenderers with adverse track records (e.g. non-compliance, composition fines, enforcement issues, or breaches of tenancy/lease agreement conditions under JTC/STB/SportSG) in the past five years

Tenderers are to refer to [Appendix 5 \(Evaluation Criteria\)](#) for more information

Other criteria (1-5)



Business Concept

- Differentiated business concepts from what is currently available in one-north and/ or Singapore
- Good range of lifestyle, tourism and sports offerings that draw footfall throughout the day
- Regular calendar of events to engage wider public and to create a vibrant community space
- Design and space planning to show which areas are publicly accessible
- Smart solutions to enhance customer experience or to increase business efficiency



Business Sustainability

- Sound business models with reasonable financial investments (e.g. CAPEX, OPEX) committed to ensure concept is viable
- Appropriate market studies to identify demand, supply, internal and external risks. To propose corresponding solutions, mitigating measures and contingency plans.
- Proposed fee structure for commercial offerings and a comparison table against at least two other private service providers and ActiveSG rates



Green Initiatives

- Initiatives which catalyze green practices and promote a more sustainable development (e.g. infra improvements, operational sustainability, green programmes/ activities)



Branding and Marketing Plans

- Identification of target market and strategies to reach out to these segments
- Strong, consistent marketing efforts to raise awareness and draw crowds to the concept on a repeated basis
- Collaborations or partnerships with neighbouring merchants within one-north etc.



Track Record and Accreditations

- Prior experience in managing or operating related concepts/ uses proposed
- Received awards or accreditations relevant to the field or industry of the proposed uses
- Composition of the team (e.g. credentials, experience)

Other criteria (6)



Committed CAPEX (10 pts)

- Committed lump sum CAPEX to be invested by the tenderer for the premises, to be spent fully within 2 years from the date of the tender award
- Points to be accorded relative to other tenderers' CAPEX for the same premises, with the maximum points accorded to the tenderer who will be investing the most CAPEX.

Example of computation of CAPEX score:

Tenderer	A	B	C
CAPEX submitted for Parcel	\$10,000,000	\$15,000,000	\$25,000,000
Highest CAPEX submitted of all tenders evaluated for the same Parcel	\$25,000,000		
CAPEX score (max 10 pts)	4	6	10

Price score (40%)

Step 1

Tendered Total Rent = **Base Rent** per month + **Variable Rent** per month
= Tendered Base Rent + (Variable Rent Percentage (fixed))* × Projected Total Revenue per month)

*Variable Rent Percentage to be **fixed at 1.5%** of TGOR per month

Projected Total Revenue (PTR per month calculated based on average Projected Total Revenue across maximum allowable tenure).
Tenderers need to substantiate this projected figure as part of the tender submission

Step 2

P Score (40%) = $\left(\frac{\text{Lump sum tendered total rent of tenderer}}{\text{Highest tendered total rent of all tenders}} \times 40 \text{ pts} \right)$

Example of computation of P-score:

Tenderer	A	B	C
Tendered base rent per month	\$60,000	\$40,000	\$75,000
Variable rent percentage proposed	1.5%	1.5%	1.5%
Projected TGOR per month	\$150,000	\$330,000	\$250,000
Variable rent per month	\$2,250	\$4,950	\$3,750
Total rent per month	\$62,250	\$44,950	\$78,750
Highest tendered total rent of all tenders evaluated	\$78,750		
Bid score (max 40 pts)	31.62	22.83	40.0
Total P score (max 40 pts)	31.62	22.83	40.0

Tender submission guidelines

SEALED ENVELOPE B WITH ENVELOPE LABEL COVER

1. Sealed Envelope A
2. Tenderer's Quality Proposal Enclosure and all other supporting documents
3. Payment advice evidencing payment of Tender Deposit of amount \$136,778 to JTC via bank transfer
4. Thumb drive containing soft copies of items 2 and 3

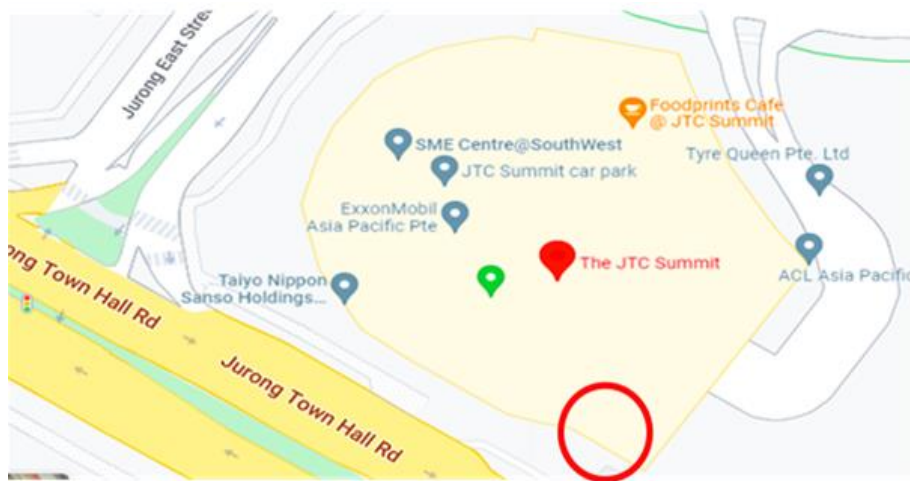
SEALED ENVELOPE A WITH ENVELOPE LABEL COVER

1. Duly completed and signed Annex 7A (Form of Tender)
2. Thumb drive containing a soft copy of item 1

- Tender submissions should be deposited by hand at **Tender Box 5** at Level 1 of JTC Summit
- Late submissions will not be entertained

Tender submission guidelines

- Tender submissions should be deposited by hand at **Tender Box No. 5** at Level 1 of JTC Summit (8 Jurong Town Hall Road; outside lobby) by **11.00am** on **19 February 2025**
- Late submissions will not be entertained
- Please check JTC's website ([link here](#)) periodically for corrigendum, additional information, extension of timeline (if any) etc issued by JTC
- Please email Mae_ANG@jtc.gov.sg if you have any queries pertaining to this tender



Tenderers can refer to **Annex 7F (Checklist for Submission of Tender)** for a checklist on the full list of information/ documents to be prepared and submitted for the tender.

Timeline

Description	Est. date
Tender launch	11 Nov 2024
Tender briefing	29 Nov 2024
Tender close	19 Feb 2025, 11.00 AM
Tender evaluation and interviews	Feb & Mar 2025
Tender award	Est. Apr 2025
Handover of premises	Est. May 2025

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Sungei Kadut Eco-District

Thank you.



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