

APPENDIX 3 TO CONDITIONS OF TENDER

PARTICULARS OF TENDERER'S CONCEPT PROPOSAL

Tender Packet for Concept and Price Tender is called for the Tenancy of The Black-and-white Bungalows for Lifestyle Uses at Parcel A (44 & 45 Rochester Park), Parcel B (6 Rochester Park), Parcel C (7 Rochester Park), Parcel D (3 Rochester Park), Parcel E (4 Rochester Park) and/or Parcel F (5 Rochester Park) at one-north Singapore

APPENDIX 3 TO CONDITIONS OF TENDER

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(Unless the context otherwise requires, terms and references used in this Appendix have the same meaning and construction as defined or construed in the Conditions of Tender for the aforesaid Tender.)

The information and proposals described in Section A and Section B below must be attached to the Form of Tender as the "Tenderer's Concept Proposal" and submitted to JTC as part of the Tenderer's Form of Tender, all segments shall be inserted into Envelope A as per Appendix 8 – Instruction to Tenderer's.

If any part of Section A or Section B is not applicable, the Tenderer shall insert "NIL" or "N.A."

All supporting plans and documents mentioned in Section A and Section B must also be submitted together with the Tenderer's Form of Tender.

Every sheet of the Tenderer's Concept Proposal must bear the Tenderer's name and be signed by the Tenderer's authorised signatories.

If the space provided is insufficient, please use additional sheets which must bear the Tenderer's name and be signed by the Tenderer's authorised signatories.

SECTION A

Please submit the information requested in this Section A. Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.

<p>A1. TENDERER'S PARTICULARS Tenderers must submit the following documents as attachments to the Form of Tender at the "<u>Tenderer's Concept Proposal</u>". Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.</p>	
<p>A1.1</p>	<p>Please provide details of the profile and particulars of the Tenderer. The following should be provided:</p> <ul style="list-style-type: none"> (i) Updated copy of Business Profile from the Accounting and Corporate Regulatory Authority (ACRA) (ii) Names of directors, shareholders, holding company/companies and beneficial owners, including government or state ownership of the Tenderer (iii) Organization chart of Tenderer (iv) Contact number and email address of key personnel
<p>A1.2</p>	<p>Where tenderers are a Joint Venture (JV) or consortium of pre-existing entities or a franchisee, tenderer should provide an organisational chart depicting the working relationship/contributions of the parties involved.</p>

<p>A2. TENDERER'S FINANCIAL STANDING Tenderers must submit the following documents as attachments to the Form of Tender at the "<u>Tenderer's Concept Proposal</u>". Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.</p>	
<p>A2</p>	<p>The evaluation of financial health shall consider certain financial factors in the Tenderer's Audited Financial Statements as well as other qualitative factors. A Tenderer whose overall financial strength is found to be inadequate will not be eligible for tender award, if deemed fit and proper by JTC.</p> <p>The evaluation of Tenderer's financial health may be carried out by JTC and/or JTC's appointed credit rating agency. Tenderer shall submit the following documents for evaluation:</p> <ul style="list-style-type: none"> (i) Where the Tenderer is a company and is required by law to audit its financial statements, the Tenderer shall submit the following documents for evaluation:

	<p>a. the Tenderer’s audited financial statements for the last three (3) consecutive years (including profit and loss accounts, balance sheets and cash flow statements), of which the period between the financial year-end of the most recent statement and the Tender Closing Date does not exceed 18 calendar months. For example, if the Tender Closing Date is in August 2024, the financial year-end of the most recent Audited Financial Statement should be February 2023 or later. The Audited Financial Statements shall be prepared in recognized accounting standards and in the English language;</p> <p>b. Declaration of financial solvency in the form prescribed in “Declaration on Solvency” (<i>in Annex-8C of Appendix 8</i>);</p> <p>c. Financial Health Checklist in the prescribed form (<i>in Annex-8E of Appendix 8</i>); and</p> <p>d. Tenderer’s Information for Financial Health in the prescribed form (<i>in Annex-8F of Appendix 8</i>).</p> <p>(ii) Where the Tenderer is a company and is exempted from submitting an Audited Financial Statement under Singapore’s current legislation, the Tenderer shall submit the following documents for evaluation:</p> <p>a. the Tenderer’s Director’s Report (i.e. A set of financial statements that complies with accounting standards, and the Independent Auditor’s Statement) for the last three (3) consecutive years, of which the period between the financial year-end of the most recent report and the Tender Closing Date does not exceed 18 calendar months. In the event that Tenderer is unable to provide Director’s Report, Tenderer shall submit Management Accounts (i.e. Income Statement, Balance Sheet and Cash Flow) over the same duration. The Director’s Report shall be prepared in recognized accounting standards and in the English language;</p> <p>b. Latest Management Account, of which the period between the Management Account and the Tender Closing Date does not exceed 3 calendar months. The Management Account shall be prepared in recognized accounting standards and in the English language;</p> <p>c. Declaration of financial solvency in the form prescribed in “Declaration on Solvency” (<i>in Annex-8C of Appendix 8</i>);</p> <p>d. Declaration on unaudited financial statements in the prescribed form (<i>in Annex-8D of Appendix 8</i>);</p>
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	<p>e. Financial Health Checklist in the prescribed form (<i>in Annex-8E of Appendix 8</i>); and</p> <p>f. Tenderer’s Information for Financial Health in the prescribed form (<i>in Annex-8F of Appendix 8</i>).</p> <p>Notwithstanding the above, the Tenderer shall submit also such other documents that may be required by JTC and/or JTC’s appointed credit rating agency.</p> <p>JTC reserves the right also to reject any Tender Proposal if the Tenderer fails to submit the aforesaid Audited Financial Statements, Declaration of Solvency, etc., and/or any additional documents that may be required for evaluation by JTC and/or its appointed credit rating agency.</p>
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A3. DECLARATION OF TENDERER’S DEBARMENT STATUS

Tenderers must submit the following documents as attachments to the Form of Tender at the “Tenderer’s Concept Proposal”. Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.

A3	<p>Has the Tenderer, including any of its directors or partners and their companies, limited liability partnerships societies or corporations, been debarred from public sector contracts for any line of business?</p> <p>Yes/No (please choose one)</p> <p>If yes to the above, please provide additional details including the persons/companies/limited liability partnerships/societies/corporations involved, the year of debarment, name of the public agency, and contract details.</p>
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A4. DECLARATION OF TENDERER’S COMMITMENT TO FULFILL PROJECT CONDITIONS

Tenderers must submit the following documents as attachments to the Form of Tender at the “Tenderer’s Concept Proposal”. Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.

A4.1	<p>The Tenderer commits to adhere to the monthly Variable Rent Structure of 1.5% of the Total Revenue throughout the Initial 5-Year Tenancy Term.</p> <p>Yes/No (please choose one)</p>
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A4.2	The Tenderer commits that all proposed CAPEX works submitted in this Concept Proposal shall be fulfilled at the Premises. Yes/No (please choose one)
A4.3	The Tenderer commits to comply with the Tenancy Design Guidelines (Annex 4A & 4B) should they be the Successful Tenderer. Yes/No (please choose one)

SECTION B

Please submit the information requested in this Section B. Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.

B. TENDERER'S PROPOSAL							
Tenderers must submit the following documents as attachments to the Form of Tender at the "Tenderer's Concept Proposal". Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.							
B1. Track Record							
B1.1	Does the Tenderer operate any Lifestyle, Wellness, Retail, F&B concepts or similar trades in Singapore under the same Management? Yes / No (Please choose one) If Yes to the above, how many years of relevant experience does the Tenderer has? _____ year(s) If No to the above, please proceed to the section on Business Proposal.						
B1.2	Please state all Lifestyle, Wellness, Retail, F&B concepts, or similar trades in Singapore that the Tenderer currently manages or managed within the past 5 years (from 2020 to 2024). Details including but not limited to Address, Trade Name, Property Type (e.g. Lifestyle, Wellness, Retail, F&B concepts, or the like in Singapore), Gross Floor Area, Period of Operation, Number of sub-tenants and Landlord.						
	Address	Trade Name	Property Type	Gross Floor Area (sqm)	Period of Operation	Number of sub-tenants	Landlord

B1.3	Please provide a write-up with quantitative and/or qualitative justifications on the performance of the Lifestyle, Wellness, Retail, F&B concepts, or similar trades in Singapore provided in Section [B1.2].						
B2. Business Proposal							
B2.1	<p>Please provide details of the Tenderer’s proposed overall business concept(s) and theme(s).</p> <p>The proposal should offer differentiated business concept(s) that is unique from the surrounding commercial developments and be well-suited for Rochester Park. There must be regular events or activities organised within the premises throughout the year to engage the wider public and create a vibrant community at Rochester 7. There should also be a good range of day-to-night lifestyle offerings to draw footfall to the premises throughout the day.</p> <p>The proposal should also include proper design and space planning within the premises to encourage active use of both indoor and outdoor spaces, with well-planned connectivity to nearby transportation nodes (e.g. public bus stops) wherever possible. It is important for the façade and architectural uniqueness of the bungalow to be retained and for both the bungalow and outdoor areas to remain aesthetically pleasing in the day and at night.</p> <p>The following should be provided for evaluation:</p>						

	<p>(i) Write-up on the proposed concept(s) and related themes for the Parcel. Tenderers who are bidding for more than one Parcel should outline the concepts for each Parcel clearly.</p> <p>(ii) How the proposed concept(s) for the Parcel(s) is different from existing commercial offerings within the Vista precinct and/or any unique initiatives or concepts that is new to Singapore.</p> <p>(iii) Proposed calendar of events and/or activities to activate the premises on a regular basis and engage the wider public</p> <p>(iv) Proper design and space planning within the Parcel(s), with details on how the internal and external premises are envisioned to look like through sketches, renders, and/or schematic plans. Plans on how the outdoor area will be used or activated should be clearly outlined in the proposal.</p> <p>(v) Plans on traffic and noise-mitigating measures (including the handling of public feedback) within the Parcel(s) to minimise dis-amenities to residents and/or tenants in the immediate neighbourhood, and how they would be implemented throughout the tenancy term.</p> <p>(vi) Plans for smart solutioning or smart initiatives to be implemented at the premises in order enhance the experience for visitors of the premises and/or increase the efficiency of business operations at the premises (e.g. smart retail, smart inventory tracking, automated back-of-house operations)</p>
<p>B2.2</p>	<p>The concept proposed for the Parcel(s), including all the costs and expenses incurred to fulfil the concept, shall be financially and operationally sustainable throughout the Term.</p> <p>The following must be provided for evaluation:</p> <p>(i) The proposed operating hours at the premises, the proposed operating expenditure (per month) for each Parcel(s), and the proposed CAPEX for each Parcel(s). A detailed breakdown of the operating expenditure (per month) and items under the CAPEX committed for the Parcel(s) shall be submitted as part of the proposal.</p> <p>(ii) Findings based on appropriate market studies or research carried out in the community to justify the need for the proposed use(s) or concept for the Parcel(s), and how the concept introduced can potentially to value-add to the precinct and one-north estate.</p>
<p>B2.3</p>	<p>Please provide details of the Tenderer’s proposed Environmental Sustainability solutions.</p> <p>A well-justified and holistic proposal indicating green initiatives that will be implemented through day-to-day operations and infrastructure improvements.</p>

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	<p>Any corresponding CAPEX should be outlined, with elaborations and justifications.</p> <p>The Tenderer must specifically identify how its proposal complies with the following requirement (“Sustainable Initiatives for the Parcel(s)”):</p> <p>(i) Operational Processes - Environmentally-friendly/ sustainable operational practices which can help to facilitate green practices on site (e.g. designating spaces to promote recycling/ upcycling within the premises, setting up a green garden within the premises, facilities to segregate waste, implementing packaging- or plastic-free retail and dine-in practices, measures for food waste tracking and management).</p> <p>(ii) Programming - Curate programmes that promote awareness on sustainability (e.g. 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 premises.</p> <p>(iii) Infrastructural improvements – carbon monitoring and real-time optimization through the provision of smart power meters integrated with an energy management system with a dynamic feedback loop for optimization of air-conditioning, lighting and fans within the premises.</p>
<p>B2.4</p>	<p>The Tenderer shall ensure targeted and sustained efforts to brand their premises actively throughout the Term and draw crowds to the precinct on a regular basis. As part of the proposal, the Tenderer shall plan for and provide the following:</p> <p>The following must be provided for evaluation:</p> <p>(i) 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);</p> <p>(ii) 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 for the Parcel(s) throughout the Term shall be submitted as part of the proposal;</p> <p>(iii) Details on collaborations or partnerships such as joint-promotions with other tenants or neighbours within the one-north estate. Discounts or privileges extended to the one-north community (e.g. residents, employees) are highly encouraged</p>
<p>B2.5</p>	<p>There should be clear maintenance plans to upkeep the areas within the tendered boundary and plans for pre-emptive maintenance to ensure that the bungalow remains in good condition throughout the tenancy.</p> <p>Tenderers should also make use of smart technologies to maintain the premises and reduce reliance on manpower.</p>

B2.6	Tenderers who have prior experience in managing or operating related concepts/ uses proposed, or have received any awards or accreditations relevant to the field or industry of the proposed concepts/ uses, will be accorded points.
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B3. Fitting-Out Works, Building Design and Layout	
B3.1	<p>The Successful Tenderer is required to carry out CAPEX works (“Fitting Out Works”). Fitting Out Works refers to physical improvement works (i.e. non-removable) carried out at the Premises which would enhance the overall asset value of the Premises, and may include but is not limited to one-to-one replacement works, Refurbishment & Repair (R&R) Works, and/or Addition & Alteration (A&A) Works relating to</p> <ul style="list-style-type: none"> (i) M&E Services; (ii) Architectural Works, for e.g. design and finishes; and (iii) Fittings and Fixtures. <p>The architecture and design brief should illustrate the functionality and merits of the design and layout for the proposed concept(s) and theme(s), while adhering to the design requirements set forth in Appendix 4 (<i>Technical Conditions of Tender</i>) of the Conditions of Tender. The proposal should show a good design with coherent design language, as well as good layout with thoughtful consideration of circulation and space usage efficiency.</p> <p>The following should be provided for evaluation:</p> <ul style="list-style-type: none"> (i) Write-up on the proposed design concept and layout, including: <ul style="list-style-type: none"> - Elaborations and justifications on how the design helps to achieve the aims set out in the business proposal, especially in terms of differentiating the Premises from surrounding developments. - Explanations on how the design adds value to the character of the Premises. - Descriptions to illustrate on how compliance to the design requirements set forth in Appendix 4 (<i>Technical Conditions of Tender</i>) will be ensured. (ii) Layout plan and illustrations showing the space utilisation of the Premises, circulation and compliance to URA A&A Guidelines in Annex 4-C. (iii) Architectural plan detailing the colour scheme and interior finishes for fixtures and fittings for the Premises (iv) Design perspectives for each of the following (with colour) (minimally one for each): <ul style="list-style-type: none"> - External Façade (In line with compliance to URA A&A Guidelines in Annex 4-C) - Internal Space Layout

	<ul style="list-style-type: none">- Furniture, Fixtures and Equipment (including lighting, fans and furnishings such as dining tables and chairs)- Outdoor Refreshment Areas (including lighting, fans and furnishings such as dining tables and chairs)
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