Infrastructure Partnerships

Request for Qualifications
Al Rahbah_C Community Market
Public Tender
Tender No.: RFQ-ADIO-CM-M05
November 2021
# CONTENTS

<table>
<thead>
<tr>
<th>VOLUME 1 – GENERAL INFORMATION AND INSTRUCTIONS TO APPLICANTS (ITA)</th>
<th>4</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Introduction</td>
<td>5</td>
</tr>
<tr>
<td>2. Procurement Process</td>
<td>6</td>
</tr>
<tr>
<td>3. Project Details</td>
<td>9</td>
</tr>
<tr>
<td>4. Applicant Qualifications</td>
<td>11</td>
</tr>
<tr>
<td>VOLUME 2 – GENERAL CONDITIONS</td>
<td>15</td>
</tr>
<tr>
<td>VOLUME 3 – DEFINITIONS</td>
<td>19</td>
</tr>
<tr>
<td>VOLUME 4 – FORM SHEETS TO BE FILLED BY APPLICANTS</td>
<td>21</td>
</tr>
<tr>
<td>Form A - Submission of Contact Details</td>
<td>23</td>
</tr>
<tr>
<td>Form B - SOQ Submission Letter</td>
<td>24</td>
</tr>
<tr>
<td>Form C - Information regarding Applicant/Applicant Members</td>
<td>26</td>
</tr>
<tr>
<td>Form D - Request for Clarification</td>
<td>27</td>
</tr>
</tbody>
</table>
DISCLAIMER

The information contained in the Request for Qualifications (RFQ) is furnished solely for the purpose of assisting the prospective Applicants in making their own evaluation of the Musataha Partnership Project and does not purport to be all-inclusive or to contain all the information that the prospective Applicants may require. The information set out in this RFQ is being made available on the condition that it is used only in connection with the qualification exercise and for no other purpose whatsoever. It does not constitute an offer in relation to the Musataha Partnership Project.

The prospective Applicants should make their own investigations, projections and conclusions and consult their own advisors to independently verify the information contained in the RFQ, and to obtain any additional information that they may require, prior to submitting a response to this RFQ. Each Applicant shall be responsible for obtaining its own legal advice in connection with the Musataha Partnership Project. Neither ADIO, the Procuring Entity, the government or any of their technical, financial or legal advisors makes any representation or warranty as to the completeness of the contents of the RFQ, and they have no responsibility or liability for any representations, opinions or conclusions (express or implied) contained in, or omissions from, the RFQ. In particular, no representation or warranty is given as to the accuracy, reasonableness or likelihood of achievement of any future projections, prospects or returns.
VOLUME 1 – GENERAL INFORMATION AND INSTRUCTIONS TO APPLICANTS
1. **Introduction**

1.1 **Overview of the Opportunity**

1.1.1 The Abu Dhabi Investment Office (ADIO), on behalf of the Department of Municipalities and Transport (DMT) (the **Procuring Entity**), invites suitably qualified parties (each an **Applicant**) interested in being appointed to execute the “**Project**”, to submit a sealed Statement of Qualifications (**SOQ**).

1.1.2 This Request for Qualifications (**RfQ**) is launched in accordance with:

   (i) the PPP Law No. 2 of 2019;

   (ii) Partnership Framework issued by ADIO; and

   (iii) the Partnership Projects Guidebook published by ADIO in connection with the development, procurement and management of partnership projects in Abu Dhabi (available at: https://www.investinabudhabi.ae/).

1.1.3 This RfQ seeks to:

   (i) provide an overview of the Project;

   (ii) invite Applicants to submit a SOQ; and

   (iii) define the process for qualification of Applicants.

1.1.4 Following the receipt of SOQs, successful Applicants, referred to as Bidders, will be invited to participate and submit detailed proposals in response to a Request for Proposals (**RfP**).

1.1.5 Successful completion of the procurement process will result in the award of the Project to the preferred Bidder (the **Investor**) and the entry into a form of partnership agreement (the **Musataha Contract**) by the Procuring Entity and the Investor.

   The Investor will be expected to design, build, finance, maintain and operate the Project over a period of 32.5 years (including 2.5 years for the design and construction prior to opening), before the hand-back of the Project to the Procuring Entity at the end of the Musataha Contract Term.

   The Procuring Entity will not make any payments to the Investor. However, in exchange for the land and the right to the revenues generated by the Project, the Investor will pay a Musataha Fee to the Procuring Entity for each year of the Operations Period. This fee will be proposed by Bidders at the RfP stage.
2. Procurement Process

2.1 Overall Process

The Project will be procured in two stages, as follows:

2.1.1 Stage 1: Request for Qualifications (RfQ)

This RfQ stage aims to pre-qualify Applicants who have the legal and financial capacity and technical ability to deliver the Project. ADIO will review and evaluate SOQs submitted in accordance with this RfQ and will qualify those Applicants which may advance to the RfP stage. Outcome of the SOQ evaluation will not be released to Applicants or made publicly available and will not be carried over to the evaluation of the RfP proposals. Qualified Applicants will be notified by ADIO in writing. Applicants who do not meet the evaluation criteria will also be notified in writing and ADIO and the Procuring Entity may, at their discretion, arrange a discussion or forum to provide feedback to these Applicants.

Qualified Applicants may be invited at ADIO’s discretion to participate in similar RfPs without having to pre-qualify again. In this case, the maximum validity of the original pre-qualification is one year.

2.1.2 Stage 2: Request for Proposals (RfP)

The RfP stage aims to select a preferred Bidder based on the evaluation (technical and commercial) of the Proposals to execute the Project. The criteria will be set out in further detail in the RfP.

Following the selection of a preferred Bidder, ADIO and the Procuring Entity will work with the preferred Bidder to finalise and sign the Musataha Contract for award and execution.

The envisaged relationships between the various entities involved and the contracts to be entered into in relation to the Project are shown in the diagram below:
2.2 Procurement Schedule

ADIO and the Procuring Entity anticipate that this procurement process will be carried out in accordance with the following schedule:

**Stage 1 (this stage)**

<table>
<thead>
<tr>
<th>EVENT</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISSUANCE OF RFQ</td>
<td>14 November 2021</td>
</tr>
<tr>
<td>DEADLINE TO SUBMIT RFQ REQUESTS FOR CLARIFICATIONS</td>
<td>28 November 2021</td>
</tr>
<tr>
<td>SOQ SUBMISSION DUE DATE</td>
<td>9 December 2021</td>
</tr>
</tbody>
</table>

Note: Applicants are requested to submit their contact details to ADIO using Form A in Volume 4.

**Stage 2 (next stage)**

<table>
<thead>
<tr>
<th>EVENT</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISSUANCE OF RFP TO QUALIFIED APPLICANTS</td>
<td>2 January 2022</td>
</tr>
<tr>
<td>PROPOSAL SUBMISSION DUE DATE</td>
<td>20 February 2022</td>
</tr>
<tr>
<td>SELECTION OF PREFERRED BIDDER</td>
<td>21 April 2022</td>
</tr>
<tr>
<td>EXECUTION OF MUSATAHA AGREEMENT</td>
<td>5 May 2022</td>
</tr>
</tbody>
</table>

2.3 Compliance with instructions

The objective of the Instructions to Applicants is to establish a single format to be followed by all Applicants submitting their pre-qualification documents and thereby ensuring a uniform and impartial evaluation and ranking of each SOQ submission.

As such, this document also sets forth the procedure in accordance with which the SOQs shall be completed.

Applicant must submit their SOQ submission in strict accordance with the requirements of the Instructions to Applicants and provide all information required. Additional or supplementary information, data, descriptions and explanations clarifying the SOQ submission are desirable and shall be considered in their applicable context.
2.4 Language of the SOQ

The SOQ submission as well as all correspondence and documents relating to the Project exchanged by the Applicant and ADIO must be typed and/or clearly written in ink where appropriate and written in the Arabic and/or English language.

2.5 Submission of queries

To the extent that an Applicant has any queries regarding this RfQ, or the Project, the Applicant should submit these queries in writing to ADIO using Form D in Volume 4, not later than the date set in Clause 2.2 (Procurement Schedule).

Queries shall be sent by email to the following address as an attachment in scanned PDF format on the Applicant’s letter head, duly signed/stamped and in the format given in Form D:

Attention: Procurement Division
Subject: Al Rahbah_C Community Market query
Email: procurement.musataha@adio.gov.ae

2.5.1 Response

ADIO will respond to any queries raised by Applicants by issuing clarification responses to all Applicants.

2.5.2 Addenda

ADIO may at any time up to the SOQ submission due date, reissue any Instructions to Applicants in an amended form, issue addenda to clarify the Instructions to Applicants, or notify Applicants of a modification, addition or omission to the Instructions to Applicants ("Addenda").

ADIO shall issue all such amended RfQ or Addenda to all Applicants and any such amendment shall replace the corresponding original item and any Addenda shall form part of the RfQ.

Without limitation, at any time prior to the SOQ submission due date, ADIO may, at its discretion, vary the scope of this Project or omit part of the Concession Services from this tender by issuing an Addendum to Applicants.

2.6 Submission of SOQ by Applicant

Applicants can submit their SOQs either electronically (by email) or physically in a sealed envelope to the ADIO office, as described below. SOQs received by either of these two methods after 3:00 p.m. on the SOQ submission due date will not be accepted.

- Electronic Copy Submission

The SOQ shall be attached to an email with the subject title “SOQ for Al Rahbah_C CM” and then be sent to procurement.musataha@adio.gov.ae. The absolute limit for each incoming email is 25 MB.
3. Project Details

Section 1 – Project information

<table>
<thead>
<tr>
<th><strong>Project name</strong></th>
<th>Al Rahbah_C Community Market</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Procuring Entity</strong></td>
<td>Department of Municipalities and Transport (DMT)</td>
</tr>
<tr>
<td><strong>Project description</strong></td>
<td>Design, build, finance, maintain and operate a community market in Al Rahbah_C located on the Abu Dhabi mainland, offering the surrounding population with high quality stores inclusive of supermarket, convenience retail, F&amp;B outlets, community facilities, playgrounds and green areas.</td>
</tr>
<tr>
<td><strong>Project objectives</strong></td>
<td>The project aims to provide integrated services to meet the needs of the Al Rahbah_C neighbourhood, thereby supporting the vision to enhance the quality of life and provide much needed services to the community.</td>
</tr>
<tr>
<td><strong>Region</strong></td>
<td>Abu Dhabi</td>
</tr>
<tr>
<td><strong>Location</strong></td>
<td>Al Rahbah</td>
</tr>
<tr>
<td><strong>Project type</strong></td>
<td>Musataha</td>
</tr>
<tr>
<td><strong>Contract term</strong></td>
<td>32.5 years</td>
</tr>
<tr>
<td><strong>Design and Construction period</strong></td>
<td>2.5 years</td>
</tr>
<tr>
<td><strong>Operations period</strong></td>
<td>30 years</td>
</tr>
<tr>
<td><strong>Asset transfer</strong></td>
<td>The awarded Bidder will transfer all rights to the project including all built structures, equipment, machines, softscape and site improvements to the Procuring Entity at the end of the Musataha Contract Term, at nil value.</td>
</tr>
</tbody>
</table>

Section 2 – Land information

| **Locational analysis** | The project is located at the edge of Al Rahbah City, a residential development strip of 12km in length and 1 km wide, which lies immediately to the west of the E11 Dubai-Abu Dhabi-Ghuwaifat highway. Refer to the location plans provided on the next page. |
| **Sector** | Al Rahbah_C |
| **Plot** | C1 |
| **Plot area (sq.m)** | 19,412 |
| **Landowner** | Abu Dhabi Municipality |
| **Site condition** | The plot is currently unutilised |
Section 3 – Development requirements (will be further detailed in the RfP)

| Maximum Allowable GFA (sqm) | 10,000 |

Section 4 – Operations & maintenance (will be further detailed in the RfP)

<table>
<thead>
<tr>
<th>Operational requirement</th>
<th>Operate the Community Market as per best practices and international standards.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maintenance requirement</td>
<td>Maintain the Community Market as per best practices and international standards.</td>
</tr>
</tbody>
</table>

Overall Location Plan

Plot Location Plan
4. Applicant Qualifications

4.1 Eligibility Considerations

4.1.1 Investor Entity

The Applicant company should be 100% owned by UAE nationals and may utilise a wholly owned subsidiary of the Applicant for the purposes of entering into the Musataha Contract as Investor, provided that the Applicant guarantees the obligations of that wholly owned subsidiary (as Guarantor) on terms satisfactory to ADIO and that the subsidiary is (at the time the Musataha Contract is entered into) duly licensed and authorised to carry out the activities of the Investor under the Musataha Contract in accordance with the conditions set out in the RfP.

The Applicant is required to submit a Trade licence issued by the Abu Dhabi Department of Economic Development (DED) and Chamber of Commerce certificate, evidencing that the Applicant is a corporation duly organised, validly existing and in good standing in such jurisdiction with the relevant registered activity permitting the Applicant to develop the proposed project.

4.1.2 Confirmation Letter

A confirmation letter is required to be submitted as part of the pre-requisites expressing the Applicant’s understanding that if they were qualified to participate in the RfP, they are expected to submit professional and high-quality market studies, architectural pre-concept designs and financial studies either conducted in-house or outsourced through reputable consultants/service providers.

4.1.3 Consortia

Consortia made of several separate legal entities may participate in the RfQ and submit the requirements as per the RfQ process. A consortium which is formed from more than one legal entity will be referred to as the Applicant and each participating legal entity in the consortium will be referred to as an Applicant Member.

One of the Applicant Members shall be identified as the managing member (Managing Member) for the purpose of acting as its main point of contact and representing the Applicant before ADIO and the Procuring Entity for this Project.

No Applicant Member may participate with more than one consortium.

In case qualified and chosen as the preferred bidder, the consortium would need to create an SPV in order to enter into the Musataha Contract and a suitable Guarantor from the consortium companies would be required.
4.2 SOQ Content Requirements

4.2.1 Overview

The SOQ must comprise the following parts:

- Pre-requisites for SOQ Acceptance.
- Part 1 – General and Legal Information.
- Part 2 – Technical Information.
- Part 3 – Project Funding Ability.
- Part 4 – Financial Information.

The requirements set out across Parts 1 to 4 inclusive will assist with the assessment of the Applicant’s SOQ in line with Clause 4.2.3.

4.2.2 Pre-requisites for SOQ Acceptance

The following is a SOQ checklist of all pre-requisite documents required to be included in the submission:

<table>
<thead>
<tr>
<th>Description</th>
<th>Reference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade licence issued from Abu Dhabi DED</td>
<td>Vol. 1 – Clause 4.1</td>
</tr>
<tr>
<td>Confirmation letter</td>
<td>Vol. 1 – Clause 4.1</td>
</tr>
<tr>
<td>SOQ submission letter</td>
<td>Vol. 4 - Form B</td>
</tr>
<tr>
<td>Information regarding Applicant/Applicant Members (and required attachments)</td>
<td>Vol. 4 - Form C</td>
</tr>
</tbody>
</table>

Failure by Applicants to submit the above documents will result in immediate disqualification.

4.2.3 Qualification Criteria (Parts 1 to 4)

Applicants must submit all requested documents for each of the listed criteria described in the table below. An incomplete submission may be disqualified.

Where the Applicant is a consortium, each Applicant Member is required to submit the relevant information related to its area of expertise required in each clause. Collectively, the submission should be comprehensive to cover all of the required documents.
# General and Legal Information

The Applicant is required to submit the following:

1. Applicant’s Profile/Portfolio.
2. An executive summary, not exceeding two (2) pages, which shall contain an overview of the Applicant’s SOQ and its ability to satisfy the financial and technical requirements of the Project.
3. Applicant’s organisation structure.
4. Applicant’s management structure clearly illustrating roles and responsibilities between the Applicant Members. In case of a consortium or SPV, evidence should be provided demonstrating that the Applicant and all shareholders or partners of the Applicant/SPV are 100% owned and controlled by a UAE national.

## Technical - Ability to Deliver

The Applicant must submit the following documentation:

1. Evidence of developing total commercial GLA of a minimum 7,000 sq.m in the United Arab Emirates.
   
   Note: A commercial development should include retail, F&B and other commercial facilities.

2. Evidence of managing and operating at least one commercial development of a minimum 7,000 sq.m GLA in the United Arab Emirates.

3. Evidence of leasing out to tenants a minimum of 7,000 sq.m GLA in the United Arab Emirates either directly or outsourced through a property management company.

4. Evidence of conducting facility management services of a minimum 7,000 sq.m GFA of a commercial building in the United Arab Emirates either directly or outsourced through a facility management/service provider company.

5. Applicant Members should include the following candidates, with CVs and evidence of employment provided:
   
   - Development Manager with a minimum experience of 5 years, two of which is local experience.
   - Project Manager with a minimum experience of 5 years, two of which is local experience.
   - Facility Manager with a minimum experience of 5 years, two of which is local experience.
   - Property Manager with a minimum experience of 5 years, two of which is local experience.
   - Finance Manager with a minimum experience of 5 years, two of which is local experience.

## Technical - Successful Execution of Similar Projects

The Applicant must submit an example of a similar project developed by the Applicant of a mall or a community market of a minimum GLA of 7,000 sq.m.

1. Design - Efficiency and material specifications.
2. Quality of the tenant mix.
3. Quality of maintenance (PPM audit reports).
4. Occupancy Rate.
<table>
<thead>
<tr>
<th>No.</th>
<th>Criteria</th>
<th>Description</th>
<th>Allocated Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>Project Funding Ability</td>
<td>The Applicant must demonstrate its ability to finance the project by raising sufficient debt and equity to finance the Project by showing the following: 1- Cash or cash equivalent balance of AED 10 million (shown in the bank statements for the last 3 months). 2- A schedule of previous financing agreements showing project name, value of project, value of debt, interest rate and loan term. 3- One executed financing agreement with a financial institution for a project of similar or larger value not older than 3 years (this clause will be waived if the Applicant has not previously obtained debt and financed all projects using equity).</td>
<td>20%</td>
</tr>
<tr>
<td>4</td>
<td>Financial Information</td>
<td>The Applicant and each Applicant Member shall provide Financial Statements for the last 2 years to demonstrate financial strength and will be assessed on the following: 1- Submission of Audited Financial Statements and Statement of Opinion. 2- Profitability (Positive NOI, Profit Margin, ROA). 3- Liquidity (Positive Cash Balance, Current Ratio). 4- Leverage (Owner’s Equity Value, Debt/Equity, DSCR).</td>
<td>20%</td>
</tr>
</tbody>
</table>

- In order to pass this RfQ stage and qualify for the RfP stage, Applicants are advised that they should endeavour to submit all requested documents for each Criteria.

- The minimum overall passing score to qualify for the RfP stage is 80%, provided the Applicant scores at least 50% in each of the four parts of the qualification criteria listed above.

- For Item 2a (technical – ability to deliver) above, applicants should summarise the most relevant project experience in a table in the following format:

<table>
<thead>
<tr>
<th>Project Experience</th>
<th>Project 1</th>
<th>Project 2</th>
<th>Project 3</th>
<th>Project 4, etc.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Name</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GFA (m²)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GLA (m²)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Development role (Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
</tr>
<tr>
<td>Management/Operating role (Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
</tr>
<tr>
<td>Leasing role (Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
</tr>
<tr>
<td>Facility Management role (Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
<td>(Yes or No)</td>
</tr>
<tr>
<td>Floor Efficiency (%)&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Occupancy Rate (%)&lt;sup&gt;(2)&lt;/sup&gt;</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes:
1. Floor efficiency measured as the ratio: (GLA) / (GFA).
2. Occupancy rate measured as: (Occupied GLA) / (Available GLA).
VOLUME 2 – GENERAL CONDITIONS
General Conditions

1. Governing law and jurisdictions

The obligations, warranties and indemnities to be provided by the Applicant pursuant to this RfQ shall be governed and construed in accordance with the laws of the Emirate of Abu Dhabi, and the Federal Laws of the United Arab Emirates as applicable to the Emirate of Abu Dhabi, and shall be binding on the Applicant and its successors and permitted assignees.

2. Reservation of Rights

ADIO and the Procuring Entity reserve the rights at any time and without any liability to:

• develop the Project in any manner they determine necessary. If ADIO (on behalf of the Procuring Entity) is unable to negotiate a Partnership Agreement to its satisfaction with the preferred Applicant, it may:
  (i) negotiate with the next highest ranked Applicant;
  (ii) terminate this procurement process and pursue other developments or solicitations relating to the Project; or
  (iii) exercise such other rights under the Partnership Framework and all laws and regulations in force in the UAE and in the Emirate of Abu Dhabi as it deems appropriate.

• modify the procurement process at any time (including the dates of this procurement process);

• cancel this RfQ or the subsequent RfP, in whole or in part;

• issue a new RfQ after withdrawal of this RfQ or a subsequent RfP;

• reject any and all SOQs and subsequent RfP proposals received at any time or terminate evaluations;

• require additional information from an Applicant concerning its SOQ;

• amend the Project scope from the information contained in this RfQ or any subsequent RfP;

• disqualify any Applicant that changes its submittal without the approval of ADIO and the Procuring Entity as applicable;

• invite qualified Applicants to participate in similar RfPs without being requested to qualify again, their eligibility to participate on similar RfPs is valid for one year; and

• exercise any other right reserved or afforded to ADIO and the Procuring Entity under this RfQ or any subsequent RfP or any other law.

3. Confidentiality

Recipients of this RfQ shall regard and treat all documents and information concerning the Project, Procuring Entity, ADIO and other governmental entities involved as being strictly private and confidential and shall ensure that the same are not disclosed, copied, reproduced, distributed or passed to any other person at any time except:

(i) for the purposes of enabling SOQs to be prepared and submitted or disclosed to persons providing or proposing to provide financing for the Project, provided that in each case the disclosing party ensures that the receiving party executes and delivers a confidentiality agreement and complies with the terms of this RfQ; or

(ii) as required to be disclosed by judicial or administrative process (including in connection with obtaining any necessary governmental approvals for the Project).
4. Ownership and Copyright

All documentation supplied by ADIO and the Procuring Entity in relation to the Project is and shall always remain the property of ADIO and the Procuring Entity, as relevant, (except where entities or advisors are required to retain copies for regulatory purposes). Copyright to the RfQ and other documentation supplied by ADIO and the Procuring Entity rests exclusively with them and such documentation may not be copied, reproduced, distributed or otherwise made available to any other third party (either in whole or in part) without the prior written consent of ADIO and the Procuring Entity, except in connection with the preparation and submission of SOQs. All SOQs submitted shall become the property of ADIO and the Procuring Entity on the date submitted.

5. Conflicts of Interest

Any conflict of interest must be fully disclosed in writing to ADIO and the Procuring Entity as soon as the conflict of interest becomes apparent. Following receipt of such information ADIO and the Procuring Entity will, in their absolute discretion, decide on the appropriate course of action, which may include disqualification of the Applicant, or the Applicant Member, as the case may be.

For the purposes of this RfQ, a conflict of interest means any actual or perceived situation where a person of authority or influence in the selection, assessment, decision making or otherwise at any stage of the tendering of the Project has a financial or non-financial interest, directly or indirectly, in the contracts or works to be implemented, and has the authority, power or control to influence them.

6. Changes in Organisation

Following submittal of the SOQ, the Applicant may not:

(i) remove or replace (but may add) an Applicant Member or Applicant Equity Member; or
(ii) change its Managing Member, without ADIO’s prior written consent.

7. Disqualification and Rejection

The Applicant may be disqualified or rejected for any reason, at the sole discretion of ADIO and the Procuring Entity, including for the following reasons:

- failure by the Applicant (or any Applicant Member) to comply with the instructions and procedures outlined in this RfQ;
- failure by the Applicant (or any Applicant Member) to submit the pre-requisites as set out in Clause 4.2.2;
- failure by the Applicant (or any Applicant Member) to meet the minimum qualification criteria requirements as set out in Clause 4.2.3;
- failure by the Applicant to submit additional information or clarifications as may be required by the Procuring Entity and/or ADIO during the evaluation of the SOQs;
- the Applicant (or any Applicant Member) misrepresents any fact, circumstance or matter within its SOQ;
- the Applicant (or any Applicant Member) is the subject of proceedings for a declaration of bankruptcy, insolvency or has suffered any other analogous event;
- the Applicant (or any Applicant Member) is guilty of an act of grave misconduct in the course of its business;
- failure by the Applicant to disclose a conflict of interest;
8. No Contract

This RfQ does not commit the Procuring Entity and/or ADIO to enter into a Partnership Agreement or proceed with the procurement described in this RfQ. The Procuring Entity and ADIO assume no obligations, responsibilities, and liabilities, fiscal or otherwise, to reimburse all or part of the costs incurred or alleged to have been incurred by parties considering responding to this RfQ or any subsequent RfP. All such costs shall be borne solely by each Applicant.

9. Applicant’s Warranties

By its participation in this procurement process, each Applicant warrants, represents and undertakes to ADIO and the Procuring Entity that:

• all information, representations and other matters of fact communicated or to be communicated to ADIO and the Procuring Entity by the Applicant, its employees, servants or agents in connection with or arising out of the SOQ are true, complete and accurate as at the date communicated; and

• it has full power and authority to respond to this RfQ and, if appointed, to perform the Project.
VOLUME 3 – DEFINITIONS
## Definitions

<table>
<thead>
<tr>
<th>Term</th>
<th>Meaning</th>
</tr>
</thead>
<tbody>
<tr>
<td>Addendum</td>
<td>Addendum has the meaning given in Volume 1, Clause 2.5.2.</td>
</tr>
<tr>
<td>ADIO</td>
<td>The Abu Dhabi Investment Office.</td>
</tr>
<tr>
<td>Applicant</td>
<td>A prospective entity interested in the Project and invited to submit an SOQ in response to this RfQ.</td>
</tr>
<tr>
<td>Bidder</td>
<td>Qualified Applicants are considered Bidders if they decide to participate in the RfP. They are the entity that intends to enter into the Musataha Contract (or the Guarantor if an SPV is proposed), which should be the entity that prepares and submits the Bid Submission.</td>
</tr>
<tr>
<td>Concession Services</td>
<td>All of the services, duties and obligations that are to be performed by the Preferred Bidder under the terms of the Musataha Contract.</td>
</tr>
<tr>
<td>DMT</td>
<td>The Department of Municipalities and Transport.</td>
</tr>
<tr>
<td>Land</td>
<td>The land that is the subject of the tender, as described in Volume 1, Clause 3 (Project Details), Section 2 (Land Information).</td>
</tr>
<tr>
<td>Musataha Contract</td>
<td>The contract format to be used for this project, a template of which will be provided in the RfP.</td>
</tr>
<tr>
<td>Musataha Contract Term</td>
<td>The period specified in Volume 1, Clause 3 (Project Details), Section 1 (Project Information).</td>
</tr>
<tr>
<td>Musataha Fee</td>
<td>The fee payable by the Investor to the Procuring Entity during the Operations Period.</td>
</tr>
<tr>
<td>Procuring Entity</td>
<td>The Government entity and its subsidiaries owning the land that is the subject of this tender and owns the rights of executing the Musataha Contract with the successful Bidder.</td>
</tr>
<tr>
<td>Project</td>
<td>The project referred to in the Volume 1, Clause 3 (Project Details) and the subject of this RfQ.</td>
</tr>
<tr>
<td>RfP</td>
<td>The Request for Proposals.</td>
</tr>
<tr>
<td>RfQ</td>
<td>This Request for Qualifications.</td>
</tr>
<tr>
<td>SOQ</td>
<td>The Statement of Qualifications.</td>
</tr>
</tbody>
</table>
VOLUME 4 – FORM SHEETS TO BE FILLED BY APPLICANTS
## Infrastructure Partnerships

**Form** | **Description**  
--- | ---  
A | Submission of Contact Details *(to be submitted by 21 November 2021)*  
B | SOQ Submission Letter  
C | Information regarding Applicant/Applicant Members  
D | Request for Clarification
Form A – Submission of Contact Details

We confirm receipt of the Request for Qualifications (RFQ) for the following project:

**RfQ No.:** RFQ-ADIO-CM-M05  
**Tender Name:** Al Rahbah_C Community Market

<table>
<thead>
<tr>
<th>NO.</th>
<th>REQUIREMENT</th>
<th>DETAIL</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Registered Name of Applicant</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Contact person name</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Contact person telephone number</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Contact person email address</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Address (office location)</td>
<td></td>
</tr>
</tbody>
</table>

**Note:**

The above form shall be completed and forwarded by email to procurement.musataha@adio.gov.ae with the subject “Al Rahbah_C Community Market RFQ” by 21 November 2021.

This is important as it enables the ADIO team to send communications regarding this tender.
Form B – SOQ Submission Letter

Head of Procurement
Abu Dhabi Investment Office
Abu Dhabi
United Arab Emirates

RfQ No.: RFQ-ADIO-CM-M05
Tender Name: Al Rahbah_C Community Market
Applicant: [• insert]
Managing Member (if Applicant is a consortium): [• insert]
Date: [• insert]

Attn: Procurement Department, ADIO

The undersigned [Applicant/Managing Member] submits this Statement of Qualifications (SOQ) in response to the Request for Qualifications issued by the Abu Dhabi Investment Office (ADIO) on behalf of the Department of Municipalities and Transport (DMT) (the Procuring Entity). Capitalized terms not otherwise defined herein shall have the meanings set forth in the RfQ.

Enclosed, and by this reference incorporated herein and made a part of this SOQ, are the following:

- Pre-requisite Information
- Part 1 - General and Legal Information;
- Part 2 - Technical Information;
- Part 3 - Projects Funding Ability; and
- Part 4 - Financial Information.

The Applicant/Managing Member represents and warrants that:

(i) it has read the RfQ and agrees to abide by the contents and terms of the RfQ and the SOQ;

Enclosed, and by this reference incorporated herein and made a part of this SOQ, are the following:

- Pre-requisite Information
- Part 1 - General and Legal Information;
- Part 2 - Technical Information;
- Part 3 - Projects Funding Ability; and
- Part 4 - Financial Information.

The Applicant/Managing Member represents and warrants that:

(i) it has read the RfQ and agrees to abide by the contents and terms of the RfQ and the SOQ;

Attn: Procurement Department, ADIO

The undersigned [Applicant/Managing Member] submits this Statement of Qualifications (SOQ) in response to the Request for Qualifications issued by the Abu Dhabi Investment Office (ADIO) on behalf of the Department of Municipalities and Transport (DMT) (the Procuring Entity). Capitalized terms not otherwise defined herein shall have the meanings set forth in the RfQ.

Enclosed, and by this reference incorporated herein and made a part of this SOQ, are the following:

- Pre-requisite Information
- Part 1 - General and Legal Information;
- Part 2 - Technical Information;
- Part 3 - Projects Funding Ability; and
- Part 4 - Financial Information.

The Applicant/Managing Member represents and warrants that:

(i) it has read the RfQ and agrees to abide by the contents and terms of the RfQ and the SOQ;

Attn: Procurement Department, ADIO

The undersigned [Applicant/Managing Member] submits this Statement of Qualifications (SOQ) in response to the Request for Qualifications issued by the Abu Dhabi Investment Office (ADIO) on behalf of the Department of Municipalities and Transport (DMT) (the Procuring Entity). Capitalized terms not otherwise defined herein shall have the meanings set forth in the RfQ.

Enclosed, and by this reference incorporated herein and made a part of this SOQ, are the following:

- Pre-requisite Information
- Part 1 - General and Legal Information;
- Part 2 - Technical Information;
- Part 3 - Projects Funding Ability; and
- Part 4 - Financial Information.

The Applicant/Managing Member represents and warrants that:

(i) it has read the RfQ and agrees to abide by the contents and terms of the RfQ and the SOQ;

Attn: Procurement Department, ADIO

The undersigned [Applicant/Managing Member] submits this Statement of Qualifications (SOQ) in response to the Request for Qualifications issued by the Abu Dhabi Investment Office (ADIO) on behalf of the Department of Municipalities and Transport (DMT) (the Procuring Entity). Capitalized terms not otherwise defined herein shall have the meanings set forth in the RfQ.

Enclosed, and by this reference incorporated herein and made a part of this SOQ, are the following:

- Pre-requisite Information
- Part 1 - General and Legal Information;
- Part 2 - Technical Information;
- Part 3 - Projects Funding Ability; and
- Part 4 - Financial Information.

The Applicant/Managing Member represents and warrants that:

(i) it has read the RfQ and agrees to abide by the contents and terms of the RfQ and the SOQ;

Attn: Procurement Department, ADIO

The undersigned [Applicant/Managing Member] submits this Statement of Qualifications (SOQ) in response to the Request for Qualifications issued by the Abu Dhabi Investment Office (ADIO) on behalf of the Department of Municipalities and Transport (DMT) (the Procuring Entity). Capitalized terms not otherwise defined herein shall have the meanings set forth in the RfQ.

Enclosed, and by this reference incorporated herein and made a part of this SOQ, are the following:

- Pre-requisite Information
- Part 1 - General and Legal Information;
- Part 2 - Technical Information;
- Part 3 - Projects Funding Ability; and
- Part 4 - Financial Information.

The Applicant/Managing Member represents and warrants that:

(i) it has read the RfQ and agrees to abide by the contents and terms of the RfQ and the SOQ;

Attn: Procurement Department, ADIO

The undersigned [Applicant/Managing Member] submits this Statement of Qualifications (SOQ) in response to the Request for Qualifications issued by the Abu Dhabi Investment Office (ADIO) on behalf of the Department of Municipalities and Transport (DMT) (the Procuring Entity). Capitalized terms not otherwise defined herein shall have the meanings set forth in the RfQ.

Enclosed, and by this reference incorporated herein and made a part of this SOQ, are the following:

- Pre-requisite Information
- Part 1 - General and Legal Information;
- Part 2 - Technical Information;
- Part 3 - Projects Funding Ability; and
- Part 4 - Financial Information.

The Applicant/Managing Member represents and warrants that:

(i) it has read the RfQ and agrees to abide by the contents and terms of the RfQ and the SOQ;
(ii) the information stated in this Submission Letter and SOQ is both true and correct in every aspect and represents a true reflection of the Applicant’s technical and financial experience; and

(iii) it is authorised to submit this Submission Letter and SOQ.

- The Applicant/Managing Member understands that ADIO and the Procuring Entity are not bound to determine that any Applicant should be selected to receive the RfP and may reject any SOQ without reason or justification.

- The Applicant/Managing Member further understands that all costs and expenses incurred by it in preparing this SOQ and participating in the Project procurement process will be borne solely by the Applicant/Managing Member.

Applicant/Managing Member’s business address:

..........................................................
..........................................................

Signature: ..........................................................

Name: ..........................................................

Position: ..........................................................

Note 1 to Applicants:

For Applicants that are, or are expected to be, a consortium, the Submission Letter shall have appended to it letters from each Applicant Member confirming that representations, statements and commitments made by the Managing Member on behalf of the Applicant Member entity have been authorised and are correct.
Form C – Information regarding Applicant/Applicant Members

Name of Applicant: [• insert]
RfQ No.: RFQ-ADIO-CM-M05
Tender Name: Al Rahbah_C Community Market
Date: [• insert]

<table>
<thead>
<tr>
<th>NO.</th>
<th>REQUIREMENT</th>
<th>DETAIL</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Registered Name of Applicant</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Country of registration</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Name of Applicant Member completing this form</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Role of Applicant Member</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Anticipated equity interest of Applicant Member in project company (if any)</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Address of Applicant Member (headquarters and lead office for this Project, if different)</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>P.O. Box (UAE-based entities)</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Nationality of partners</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Date of establishment</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Certificate of Incorporation and Commercial Licence (provide copy)</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Power of Attorney holder (provide copy)</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>Contact person name</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>Contact person telephone number</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>Contact person email address</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>Web address</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>Applicant’s organisation chart</td>
<td></td>
</tr>
</tbody>
</table>
**Form D - Request for Clarification**

Head of Procurement  
Abu Dhabi Investment Office  
Abu Dhabi  
United Arab Emirates  

Name of Applicant: [• insert]  
RfQ No.: RFQ-ADIO-CM-M05  
Tender Name: Al Rahbah_C Community Market  
Date: [• insert]

<table>
<thead>
<tr>
<th>NO.</th>
<th>SUBJECT</th>
<th>RFQ CLAUSE</th>
<th>QUESTION / COMMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NO.</th>
<th>SUBJECT</th>
<th>RFQ CLAUSE</th>
<th>QUESTION / COMMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>