

ANNEX TO RFP FOR THE SERVICES OF A REAL ESTATE CONSULTANT

Ref. No: EREIT/RB/MAY26

	Queries and clarifications	Responses to queries and clarification
1	<p>Attention is drawn to a specific requirement listed under the Personel experience (Section 5.6.2), which mandates that both the Project Manager and the Civil Engineer hold "Chartered" status.To ensure the procurement process aligns seamlessly with local statutory regulations and encourages a competitive pool of fully compliant, legally qualified local and / or international personel, we kindly request that the requirement for "Chartered" status be amended to "Registered Professional Engineer (RPEM) with the CRPE Mauritius" (or equivalent foreign registration for international bidders, subject to local regularisation).</p>	<p>Registered Professional Engineer (RPEM) with the Council of Registered Professional Engineers (CRPE) Mauritius (or equivalent foreign registration for international bidders, subject to local registration requirements) would be accepted.</p>
2	<p>Existing Site Information / Background Data As this is a greenfield development assignment, kindly confirm what existing documentation and background information shall be made available to the successful Consultant, including but not limited to:</p> <ul style="list-style-type: none"> •land title documentation •cadastral / survey information •topographical surveys •zoning / planning constraints •utility infrastructure information •servitudes / rights of way •prior technical studies or investigations •any existing statutory correspondence or approvals 	<p>Title Deed and any right of way document will be made available. Refer to RFP Section 5 - Terms of Reference, more specifically section 5.3.</p>
3	<p>Land Conversion Status Kindly confirm whether the proposed development currently requires formal Land Conversion approval, or whether such process has already been initiated, approved, or partially progressed by the Client.</p>	<p>Land Conversion will be required. Refer to RFP Section 5 - Terms of Reference, more specifically section 5.5.3.</p>
4	<p>Environmental / Technical Studies Scope Please confirm whether the following studies are mandatory from project inception, or whether their applicability will be subject to statutory screening / authority requirements:</p> <ul style="list-style-type: none"> •Environmental Impact Assessment (EIA) •Traffic Impact Assessment •Drainage Impact Assessment •Geotechnical Investigation 	<p>Refer to RFP Section 5 - Terms of Reference, more specifically section 5.5.4.</p>

5	<p>Financial Model Liability The RFP indicates that amendments to the financial model which adversely affect the financial feasibility target post Stage 1 may be on account of the Consultant. Kindly clarify the intended interpretation of this provision, specifically whether this creates contractual liability exposure for the Consultant in cases where cost variances arise due to:</p> <ul style="list-style-type: none"> •statutory authority requirements •utility provider requirements •market pricing fluctuations •third-party Contractor pricing •other factors beyond the Consultant’s reasonable control 	<p>Relates to amendment of the financial model and feasibility report only.</p>
6	<p>Sales Administration Scope Please clarify the exact extent of the Consultant’s role in relation to plot sales administration, specifically whether the Consultant is expected to:</p> <ul style="list-style-type: none"> •collect purchaser deposits •administer purchaser payments •manage sale agreements •coordinate notarial transfers •manage title registration formalities <p>or whether such functions shall remain under the Client and/or appointed legal / notarial representatives</p>	<p>Refer to RFP Section 5 - Terms of Reference, more specifically sections 5.5.11 to 5.5.14.</p>
7	<p>Morcellement Permit Milestone Kindly confirm whether issuance of the Morcellement Permit is contingent upon full completion of infrastructure works, or whether substantial completion / statutory acceptance thresholds may be sufficient.</p>	<p>The Morcellement permit requirement shall be as defined in Morcellement Act. Refer to RFP Section 5 - Terms of Reference, more specifically section 5.5.10</p>
8	<p>Project Duration / Delay Exposure The RFP indicates a project duration of thirty-six (36) months. Kindly clarify whether this duration is fixed irrespective of delays arising from statutory approvals, authority processing timelines, utility coordination, or other third-party dependencies beyond the Consultant’s reasonable control.</p>	<p>Where delay arises from causes genuinely beyond the Consultant's reasonable control and not attributable to any failure on its part to exercise due skill, care and diligence, an extension of time may be granted.</p>
9	<p>Joint Venture Submission Documentation Kindly confirm whether a formal Joint Venture Agreement is mandatory at submission stage, or whether Letters of Association / commitment letters from consortium members would be acceptable for bid submission.</p>	<p>Joint Venture Agreement to be provided at submission stage.</p>

10	<p>Lead Consultant Eligibility / Consortium Structure</p> <p>The RFP refers to the appointment of a Real Estate Consultant and further indicates that joint venture bids from one engineering services firm and one property development services firm (including land surveying) shall be accepted.</p> <p>Kindly clarify whether the lead bidder / lead consultant must mandatorily be a Real Estate Consultancy / Property Development entity, or whether a consortium may be led by another qualified professional consultancy entity (such as an Architectural or Chartered Civil Engineering firm), provided that a compliant Real Estate Consultant forms part of the consortium team and undertakes the real estate, marketing, and sales components of the assignment.</p>	<p>Lead consultant must mandatorily be a Real Estate Consultancy / Property Development entity.</p>
11	<p>Definition of “Real Estate Consultant”</p> <p>Please clarify whether the term Real Estate Consultant refers strictly to a firm whose principal business is property development / real estate sales and marketing, or whether multidisciplinary consultancy teams incorporating the required competencies would be considered eligible.</p>	<p>Refers strictly to a firm whose principal business is property development / real estate sales and marketing</p>
12	<p>Similar Project Experience – Lead Consultant vs Consortium</p> <p>Under Section 5.6.1, the RFP requires completion of at least two qualifying morcellement projects and deed transactions exceeding MUR 800 million.</p> <p>Kindly confirm whether these eligibility requirements may be satisfied cumulatively by consortium members / joint venture partners, or whether the lead consultant alone must independently satisfy all stated experience thresholds.</p>	<p>The eligibility requirements with respect to deed transactions may be satisfied cummulatively.</p>
13	<p>EIA Scope and Existing Approvals</p> <p>The RFP notes that an EIA Licence was previously obtained and extended until July 2026, with a further extension under consideration.</p> <p>Please clarify:</p> <ul style="list-style-type: none"> •whether the appointed consultant is expected to fully rework and resubmit the EIA documentation; or •whether the assignment is expected to be limited to amendment / updating of the existing approved framework, subject to authority requirements. 	<p>There is no previous EIA licence. Refer to RFP Section 5 - TOR, more specifically, section 5.5.4.</p>
14	<p>Existing Project Information / Available Data</p> <p>Please confirm what existing project information shall be made available to the successful consultant, including but not limited to:</p> <ul style="list-style-type: none"> •previous subdivision layouts •topographical surveys •PIN certificates •prior technical studies •EIA reports •utility coordination documentation •prior concept / infrastructure designs 	<p>Refer to RFP Section 5 - Terms of Reference, more specifically section 5.3.</p>

15	<p>Scope of Architectural / Masterplanning Services</p> <p>Please clarify whether architectural / urban design / masterplanning services are expected to be undertaken directly by the lead consultant, or whether such specialist inputs may be provided through nominated consortium partners or subconsultants.</p>	<p>Such inputs may be provided through nominated consortium partners provided there is joint and several liability.</p>
16	<p>Contractor Procurement Scope</p> <p>Please confirm whether the consultant's role in relation to contractor appointment includes:</p> <ul style="list-style-type: none"> •preparation of tender documentation, •tender administration, •bid evaluation, •recommendation for award, <p>or whether EREIT shall retain procurement administration responsibilities</p>	<p>Refer to RFP Section 5 - Terms of Reference, more specifically section 5.5.8</p>
17	<p>Sales Administration Scope</p> <p>Kindly confirm whether the consultant is expected to directly manage:</p> <ul style="list-style-type: none"> •buyer deposits, •compromise de vente processes, •notarial coordination, •title transfer administration, <p>or whether these functions will be administered through EREIT-appointed legal / notarial representatives.</p>	<p>Refer to RFP Section 5 - Terms of Reference, more specifically sections 5.5.11 - 5.5.14</p>
18	<p>We wish to obtain clarification regarding the exact role, authority and involvement of Capital Asset Management Ltd (CAML) in this bidding exercise, particularly considering that the project falls under the aegis of the State Investment Corporation (SIC).</p>	<p>The Client is the Employees' Real Estate Trust (EREIT). There is a working arrangement between CAML and EREIT Management Ltd (Manager of EREIT), both being wholly owned subsidiaries of the SIC.</p>
19	<p>A site visit was organised by CAML on 28 May 2026 for the purpose of providing explanations and technical details relating to the proposed development. Regrettably, the representatives present were unable to provide adequate information regarding either the project scope or the contents of the RFP. Such lack of preparedness demonstrates a serious deficiency in the management of the procurement exercise and reflects poorly on the level of professionalism expected for a project of this magnitude.</p>	<p>Purpose of the site visit was only to show the site. Any request for clarification was to be submitted in writing.</p>
20	<p>Furthermore, several material site constraints observed during the visit have not been disclosed or addressed anywhere within the RFP documentation. The omission of such critical information may materially affect the preparation of responsive proposals and the proper assessment of project risks.</p>	<p>Refer to RFP Section 5 - Terms of Reference, more specifically sections 5.3 to 5.5.</p>

21	<p>Under Clause 1.2 of the Bid Data Sheet, “Real Estate Consultants” are defined as the “Consultant”, and the same definition is reiterated under Section 5.1 of the Terms of Reference (TOR). However, Section 5.6.1 of the TOR further states that “the Consultant shall be duly registered with the Construction Industry Authority (CIA) in the relevant categories.”</p> <p>We wish to formally draw the attention of the Client to the fact that, under the Construction Industry Authority Act 2023 and its applicable regulations, Real Estate Consultants do not fall within the categories of professionals or operators required to be registered with the CIA. Consequently, the definition adopted in the RFP and the mandatory CIA registration requirement imposed upon Real Estate Consultants appear legally incorrect and not supported by the applicable legislation.</p>	CIA registration is not required for the Consultant but for the professional/technical personnel. Refer to RFP Section 5 - Terms of Reference, more specifically section 5.6.2
22	In addition to the above, we note that the RFP does not appear to comply with several fundamental requirements and standard formats established by the Public Procurement Office (PPO), and contains provisions which are inconsistent with the Public Procurement Act 2006 and established procurement practice.	The Client does not fall under the purview of the Public Procurement Act.
23	<p>Significant deficiencies are also noted in relation to the evaluation methodology. The Evaluation Criteria are insufficiently detailed and inadequately defined for objective evaluation purposes. In accordance with standard procurement practice and the Consultancy Evaluation Guidelines issued by the PPO, the marking scheme should have been expressly detailed within the Bid Data Sheet, including but not limited to:</p> <p>a. Experience of the Consultant; b. Adequacy of methodology and work plan; c. Qualifications and competence of key personnel; and d. Quality and presentation of the proposal.</p>	The Client does not fall under the purview of the Public Procurement Act.
24	The financial capacity assessment based on a pass/fail criterion is also unclear and inadequately defined. Financial statements of consultants or real estate consultancy firms do not ordinarily reflect property sales transactions, but rather consultancy fees derived from professional assignments. Clarification is therefore required regarding the intended basis of financial assessment.	Refer to RFP Section 5 - Terms of Reference, more specifically section 5.8 (d)
25	We further note that the Conditions of Contract have not been included or properly defined within the bidding documents, despite constituting an essential component of any procurement exercise of this nature.	The Client does not fall under the purview of the Public Procurement Act.
26	Once again, under Section 5.6.1, documents such as Certificate of Good Standing, Tax Clearance Certificate, Bank Reference Letter and MCIB clearance are being requested at Letter of Intent stage prior to the issuance of the Letter of Award. In practice, these documents often require substantial processing time from the relevant authorities and institutions. The current requirement is therefore impractical and procedurally unreasonable.	The conditions are maintained.
27	<p>There are also material inconsistencies between Sections 5.6.1 and 5.6.2 regarding the experience requirements. Section 5.6.1 limits the Consultant’s experience to the past five (5) years, whereas Section 5.6.2 requires personnel experience over the last twelve (12) years. This discrepancy lacks rational justification, particularly where the same personnel are employed within the consultant’s organisation.</p> <p>Furthermore, considering the impact of the COVID-19 period on the industry, most relevant projects and references from comparable clients extend beyond a ten-year timeframe. For an assignment of this scale and complexity, it would be more appropriate and consistent for both the Consultant firm and key personnel to demonstrate at least fifteen (15) years of relevant experience.</p>	No inconsistency is noted. Section 5.6.1 refers to the Consultant track record whereas Section 5.6.2 refers to personnel experience of work.

28	<p>Upon review of the personnel requirements and qualification criteria, we are of the considered opinion that several requirements have been improperly drafted and are unduly restrictive.</p> <p>For instance, there is no statutory or regulatory requirement for a Project Manager to be a Civil Engineer, let alone a Chartered Civil Engineer. The CIA framework expressly recognises other qualified professionals, including Quantity Surveyors and other registered professionals, as eligible to act in Project Management roles.</p> <p>We further seek clarification regarding the requirement for a Chartered Engineer for the position of Civil Engineer. It is important to note that the Council of Registered Professional Engineers of Mauritius provides for registration as a Registered Professional Engineer and not specifically as a Chartered Engineer. The present requirement therefore unfairly excludes and prejudices other duly registered engineers possessing equivalent qualifications, competence and experience.</p>	<p>Requirement is maintained and Registered Professional Engineer with the Council of Registered Professional Engineers of Mauritius will also be accepted.</p>
29	<p>Clarification is also required as to whether the same personnel may simultaneously undertake the roles and responsibilities of both Project Manager and Civil Engineer under this assignment.</p>	<p>No, the roles are distinct.</p>
30	<p>We further observe that, during Stage 3 of the assignment relating to the construction phase, no provision has been made for site technicians within the proposed staffing structure. This omission raises serious concerns regarding adequate site supervision, quality control and quality assurance during execution of the works.</p>	<p>Refer to RFP Section 5 - Terms of Reference, more specifically section 5.5.9</p>
31	<p>Having reviewed the RFP in its entirety, we are of the firm opinion that several requirements and qualification criteria, as presently drafted, are excessively restrictive and do not promote open and fair competition. In its current form, the procurement exercise appears structured in a manner that significantly limits participation to only a very small number of consultants within the market.</p> <p>Such restrictive requirements undermine the principles of transparency, fairness and competitiveness expected under public procurement practice. We therefore strongly request that the qualification and evaluation criteria be reviewed and revised to ensure broader and fairer participation by qualified consultants.</p>	<p>It is an open tender. The requirements and criteria are designed to ensure that bidders demonstrate sufficient technical competence and proven capability to deliver an assignment of this scale.</p>
32	<p>In light of the numerous discrepancies, inconsistencies and procedural concerns identified above, we respectfully request that the RFP be comprehensively reviewed prior to proceeding further with the procurement exercise.</p>	<p>No comment</p>
33	<p>Additionally, the current submission deadline is manifestly unreasonable considering the outstanding clarifications required and the complexity of the assignment. We therefore formally request an extension of at least three (3) weeks following the issuance of all responses to queries and clarifications, in order to enable bidders to prepare complete, responsive and properly considered proposals.</p>	<p>The deadline has been extended to 30 June 2026.</p>
34	<p>Item 3.3 of the DS mentions that the financial proposal shall be expressed as a percentage of the Gross Sales Value (GSV) of plots. We draw attention that the GSV is a function of the quality, technical sophistication and standard, and latest technologies applicable to morcellements (such as CCTV, fast charging outlets for electric vehicles, solar street lighting with intelligent management and operation thereof, hierarchy of roads and pavements, quality of landscaping and decoration, land drainage systems, gated or non-gated community, level of owners' security etc.). As these have not been defined in the RFP, please advise how the percentage fee (higher for Higher Level of Technology) will be fairly and transparently evaluated</p>	<p>Refer to Data Sheet - section 3.3 where the GSV has been defined. Higher quality/standard would mean higher proceeds - not higher percentage fee.</p>

35	<p>Joint Venture Provision - at Sub-section 5.6.2</p> <p>The RFP mentions as follows: "JV bids from one firm providing engineering services and one firm providing property development services shall be accepted". Will a consortium consisting of two engineering services consultants and one firm providing property development services be accepted by EREIT. Please confirm.</p>	<p>No, the criteria under section 5.6.2 is maintained.</p>
36	<p>Sub-Section 5.5.2 - "Engineering Design of Infrastructure"</p> <p>The engineering design services listed are standard items of infrastructure.</p> <p>In 2026, for sustainability objectives, land parcelling and development projects should incorporate latest technology operational systems which will on the one hand influence customer investment and on the other hand will result in higher construction and development costs. As a tenderer for the consultancy project, the Real Estate Consultant should priorily know about this Client's approach. Such items should therefore be duly spelt out in the RFP document.</p>	<p>It is up to the prospective bidder to come up with a proposal.</p>
37	<p>Sub-Section 5.6.1</p> <p>This sub-clause requires the "consultant to be duly registered with the CIA in the relevant categories".</p> <p>We draw the attention of EREIT to the fact that the CIA Act 2023 does not require Real Estate Consultants to be registered with the CIA. This constitutes a major contradiction of the RFP with prevailing regulations. EREIT should therefore amend the RFP accordingly.</p>	<p>CIA registration is not required for the Consultant but for the professional/technical personnel. Refer to RFP Section 5 - Terms of Reference, more specifically section 5.6.2</p>
38	<p>Experience of Lead Consultant --5.6.1</p> <p>The lead consultant must demonstrate 2No. residential or commercial morcellement projects of 50A within the last 5 years. This is considered to be unfairly stringent being given the fact that 2019-2021 were Covid years during which there were no major developments. Furthermore, in the Mauritian context, such big morcellements of 50A are very rare. It is feared that such stringent specifications are not conducive to real-life fair competition and may favour a particular firm or undertaking.</p> <p>It is recommended that if the 50Arpents condition is maintained, then the restrictive period the of 5 years should at least be extended to say 15-20 years, with the aim of ensuring fairer and more healthy competition.</p>	<p>It is an open tender. The requirements and criteria are designed to ensure that bidders demonstrate sufficient technical competence and proven capability to deliver an assignment of this scale.</p>
39	<p>Sub-section 5.6.1 -- Deed of Sale Transactions of Notarial Value MUR 800 Million within 5 Years</p> <p>Same comments as 6 above are reiterated. It is not understood why such a condition is inserted so the RFP, unless a particular situation is being favoured or preferred by EREIT</p>	<p>It is an open tender. The requirements and criteria are designed to ensure that bidders demonstrate sufficient technical competence and proven capability to deliver an assignment of this scale.</p>
40	<p>Contradiction between Sub-Clauses 5.6.1 and 5.6.2</p> <p>There are also material contradictions between Sections 5.6.1 and 5.6.2 regarding the experience of personnel. Section 5.6.1 specifies the Consultant's experience to be limited to the past five (5) years; on the other hand Section 5.6.2 specifies that proposed personnel shall possess twelve (12) years' experience. Please clarify.</p>	<p>No inconsistency is noted. Section 5.6.1 refers to the Consultant track record whereas Section 5.6.2 refers to personnel experience of work.</p>
41	<p>Governing Conditions of Contract</p> <p>Please note that Conditions of Contract which will govern the construction works have not been specified in the RFP, despite the fact that Coe constitute an essential component of any procurement exercise of this type, nature and magnitude.</p>	<p>The Client does not fall under the purview of the Public Procurement Act.</p>

42	<p>Table at Sub-section 5.6.2</p> <p>Please clarify that "Chartered Civil Engineer" is equivalent to "Civil Engineer duly registered with the CRPE -- which is more meaningful in the Mauritian context. Furthermore, it is unfairly stringent that all the listed personnel (Project Manager, Land Surveyor, Civil Engineer, EIA Specialist) should be imposed an experience of morcellement projects of 50 Arpents within the last 5 years.</p>	<p>Requirement is maintained and Registered Professional Engineer with the Council of Registered Professional Engineers of Mauritius will also be accepted. It is an open tender. The requirements and criteria are designed to ensure that bidders demonstrate sufficient technical competence and proven capability to deliver an assignment of this scale.</p>
43	<p>Discrepancies Between Sub-section 5.8(c) and Table at Sub-section 5.6.2</p> <p>Table at sub-section 5.6.2 refers to 4No. key personnel while Sub-section 5.8 (c) mentions project manager, technical leads, engineers, architects. Moreover, the number and qualifications of such personnel have not been specified. How will therefore the evaluation of the proposed personnel be done on a common criteria level. Please clarify.</p>	<p>RFP Section 5 - Terms of Reference section 5.8 (c) should be read as follows: (c) Qualifications and Experience of Key Personnel proposed for the project (project manager, land surveyor, civil engineer, EIA specialist.) (25 points);</p>
44	<p>Extension of Time for Submission of TFP</p> <p>As per item 2.1 of Data Sheet, reply to the requests for clarifications will be published by 8th June 2026. We do not know how many requests for clarifications have been submitted to EREIT; but we believe that EREIT shall not be in a position to reply by 08.06.26. We therefore request for an extension of 4-weeks with effect from the date of publishing of the Client's reply to request for clarifications on the latter's website.</p> <p>We trust that the above items of requests for clarification will be given due consideration in a timely manner in the interest of ensuring a fair and transparent procurement process, and that our final request for an extension of 4-weeks in the RFP submission shall be favourably considered by the Client.</p>	<p>The deadline for submission has been extended to 30 June 2026.</p>