

NO.	CRITERIA TO BE EVALUATED	OUTPUT	SCORING GUIDELINE		MAX 100
1	Proven track record of property development: (supported by completion certificates)	Bidder's value of property portfolio held for investment purposes	No evidence submitted	0	35
			Property value ≤ R100m	6	
			R100m < Property value ≤ R200m	15	
			R200m < Property value ≤ R500m	18	
			R500m < Property value ≤ R1bn	24	
			Property value > R1bn	35	
2	Proposed Development	Bidder to submit concept design and Priced Bills of Quantities(BOQ) supporting the proposal	No concept design or Priced BOQ submitted	0	45
			Concept design and Priced BOQ with a value Under R50m submitted	12	
			Concept design and Priced BOQ with a value between R50m and R100m submitted	24	
			Concept design and priced BOQ with a value between R100m and R200m submitted	36	
			Concept design and Priced BOQ with a value greater than R200m submitted.	45	
3	Has the respondent submitted a sound financial model and feasibility study?	Feasibility study report containing, amongst others, (Net Present Value (NPV), Profitability Index (PI), Initial Yield, IRR and the Discounted Payback Period (DPP)).	Financial model not submitted or incomplete or financial feasibility cannot be evaluated	0	20
			Financial model submitted and containing a minimum of NPV, Initial Yield, IRR, Discounted Payback Period but NPV <0	5	
			Financial model submitted and containing a minimum of NPV, Initial Yield, IRR, Discounted Payback Period but NPV >0	20	
Minimum required score					50

Random indicator	Track Record	35
1	0	0
2	<100	6
3	100-200	15
4	200-500	18
5	500-1bn	24
6	1bn+	35

	Proposed Development	45	Text to Display
1	No Concept or BOQ	0	0
2	Concept plus BOQ<50	12	Less than R50m
3	Concept plus BOQ 50-100	24	Between R50 and R100m
4	Concept plus BOQ 100-200	36	Between R100 and R200m
5	Concept plus BOQ 200+	45	Above R200m

	Fin Model and Feasibility	20
1	No Fin model	0
2	Fin model with NPV < 0	5
3	Fin model with NPV > 0	20