Helsinki



Photo: Tuomas Uusheimo

Idea and implementation competition for Hanasaari - description of the project and procurement procedure

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Definitions

Below is a list of the key terms and definitions used in the Call for Requests to Participate and its appendices:

"Starting Area" is defined in more detail in Section 1.1 of the Preliminary Competition Programme (Appendix 1) and in Section 1.3.1 of the Principles of Implementation and Plot Allocation (Appendix 3).

"First Actual Competition Phase" is defined in more detail in Section 2 of the Competition Programme.

"The City" means the City of Helsinki, which organises the Competition and is the contracting entity defined in Section 5 (Contracting entities) and obliged to follow the procedure described in Section 118 (Applicable procedure when concluding a concession contract) of the Finnish Act on Public Procurement and Concession Contracts.

"Development Company" is a company established by the Competition Winner for the purpose of promoting the development and implementation of the Power Plant Area. The City is not a shareholder in the Development Company.

"GFA" means gross floor area in square metres. According to Section 9 of the Finnish Construction Act, the gross floor area of a building includes the floor areas of each storey measured to the outer face of the exterior walls, and the area of the basement or attic in which premises for the building's principal intended use are located or in which such premises could be located on the basis of position, access, volume, available light and other attributes.

"Competition" means a tendering procedure for a concession contract that exceeds the threshold values and is governed by the provisions on concession contracts, as laid down in Chapter 13 of the Finnish Act on Public Procurement and Concession Contracts, and that will be concluded by a procurement decision.



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“Competition Area or Hanasaari Area” means the entire Hanasaari area that will be subject to detailed planning and that consists of the Power Plant Area, Starting Area and Option Areas.

“Competition Winner” is the Competition Group that wins the Competition.

“Selection of Competition Groups” is described in Section 2.3.

“Competition Group” is a group participating in the Competition that submits a request to participate. The participant may choose the structure of the Competition Group, and it may consist of a single operator or a group of operators and capacity-providing subcontractors and/or subcontractors, as specified in more detail in Section 2.1.1.

“Conversion Project” is a project in which the use of an existing building is changed.

“Negotiation Phase” is the phase of the Competition that involves the approved Competition Groups, as described in more detail in Section 2.4.

“Option Areas” are defined in more detail in Section 1.1 of the Preliminary Competition Programme (Appendix 1) and in Section 1.3.3 of the Principles of Implementation and Plot Allocation (Appendix 3).

“Request to Participate Phase” is the first phase of the Competition, as described in Section 2.

“Call for Requests to Participate” is the contract notice published by the City, including the description of the project and procurement as appendices, as described in more detail in Section 2.1.

“Principal Contracting Partner or Principal Contracting Partners” means a member appointed by the Competition Group who will become a party to the implementation agreement concluded with the City. The Principal Contracting Partners of a Competition Group commit to the project jointly and severally.

“Second Actual Competition Phase” is defined in more detail in Section 2 of the Competition Programme (Appendix 1).

“Adaptive Reuse Project” means the development of the Power Plant buildings or parts thereof for a new use. The project may include the preservation of building volumes, modernisation, leaving the volumes temporarily empty pending development, demolition, new construction and combinations of these, and the utilisation of demolition materials.

“Actual Idea and Implementation Competition” consists of the First and Second Actual Competition Phases. The Actual Idea and Implementation Competition is described in Section 2 of the Preliminary Competition Programme.

“Power Plant Area” is defined in more detail in Section 1.1 of the Preliminary Competition Programme (Appendix 1) and in Section 1.3.2 of the Principles of Implementation and Plot Allocation (Appendix 3).

“Winning Proposal” is the competition proposal with the highest score in the quality assessment, which is selected as the proposal of Competition Winner for implementing the project in the procurement process.

“Co-Development Procedure” is the procurement procedure used in this procurement, which is described below in Section 2.

“Joint Venture” is a development company established between the Competition Winner and the City, responsible for the development and implementation of the Power Plant Area, in which the City is a shareholder.

1. Idea and implementation competition for Hanasaari

The City is organising an idea and implementation competition (hereinafter referred to as “the Competition”) to find a partner for the development and implementation of the Hanasaari area.

In the Competition, the Hanasaari area is divided into the following sub-areas: 1) Starting Area 2) Power Plant Area and 3) Option Areas, which are to be handed over to the Competition Winner, if the defined conditions are met.

The Competition is divided into the following three phases: 1) Call for Requests to Participate Phase (described in Section 2.) 2) Negotiation Phase (described in Section 2.4) and 3) Actual Idea and Implementation Competition (described in the Preliminary Competition Programme).

The Call for Requests to Participate is published as a procurement notice, where the project and procurement procedure for the Hanasaari area is described, as well as in this document, which is its attachment. The procurement is governed by the Act on Public Procurement and Concession Contracts (1397/2016, hereinafter referred to as “the Procurement Act”). This is a concession contract that exceeds the threshold values, and it will be put out to tender, in accordance with the provisions of Chapter 13 of the Procurement Act.

The documents supplementing this Idea and Implementation Competition for Hanasaari and the Procurement Procedure document are the Preliminary Competition Programme Appendix 1, the Land Use Planning Principles draft in Appendix 2 and the Principles of Implementation and Plot Allocation draft in Appendix 3. All of these documents are competition documents that complement each other and make up the entire documentation regarding the Competition. For the sake of clarity, Appendices 1-3 are preliminary drafts at this phase, and they will be specified further during the procurement procedure. However, the documents serve as the starting point for negotiations with the Competition Groups and as the basis for the terms of agreements drawn up through the negotiations.

A non-disclosure agreement is concluded in the Cloudia supplier portal with the Competition Groups selected for the Negotiation Phase, in accordance with the attached agreement template. The Competition Groups selected for the Negotiation Phase will be granted access to the project data bank, which contains more extensive initial data and the City’s standard agreement drafts. The aforementioned Appendices 1-3 will be specified further during the Negotiation Phase of the Competition. Appendices 1-3 are confirmed in connection with the final Competition Programme, and the City’s competent body decides on the final versions; for example, the City Board decides on the approval of the Competition Programme. Once the Competition has been decided, an implementation agreement will be concluded between the Winner of the Competition and the City, in accordance with the Winning Proposal. The implementation agreement is defined more detailed in Appendix 3, the Principles of Implementation and Plot Allocation draft.

The Preliminary Competition Programme in Appendix 1 describes, among other things, the objectives of the Competition and the phases of the idea and implementation competition. The main objective of the Competition is to produce a distinctive, high-quality overall plan for the entire Hanasaari area that is innovative but feasible and serves as the basis for the future development, land use planning and implementation of the area.

The Competition site and the Competition Area are described in more detail in the Land Use Planning Principles in Appendix 2. The Land Use Planning Principles serve as the basis and principles for the land use planning of the Hanasaari area. They preliminarily define, among other things, the Hanasaari cityscape, traffic and parking, the public facilities to be built in the Hanasaari area and the project’s sustainability and climate goal principles, as well as describe the current state and history of the Hanasaari area. Correspondingly, the Principles of Implementation and Plot Allocation in Appendix 3 preliminarily describe, among other things, the distribution of funding forms and tenure types to be followed in housing production, the family housing requirement, the pricing of plots in different sub-areas of the Hanasaari area and the penalties and incentives related to the implementation.

2. Description of the procurement procedure

The City must follow a procurement procedure that complies with the principles referred to in Section 3, Subsection 1 of the Procurement Act in the competitive tendering of the concession contract. The City must treat the Competition Groups participating in the procurement procedure equally and without discrimination and operate openly, taking into account the requirements of proportionality. According to Section 118 of the Procurement Act, the contracting entity (the City) shall outline the procurement procedure it applies.

In accordance with Section 118 of the Procurement Act, the procurement procedure used in the Competition is a Co-Development Procedure The Co-Development Procedure involves multiple phases, and it is described in more detail below in this Section 2.

The selected procurement procedure comprises multiple phases and negotiations, because it is not possible to conclude the procurement contract without negotiations due to the unique nature of the procurement. During the procedure, the parties will also negotiate on additional construction (business and residential building right, other construction in the Power Plant Area), which will be agreed on at the implementation phase.

The City reserves the right to specify the course and schedule of the procurement procedure, if necessary.

2.1 Call for Requests to Participate and request to participate

The City is inviting Competition Groups to participate in a Co-Development Procedure. In the first phase of the Co-Development Procedure, the City will publish a Call for Requests to Participate, and all Competition Groups that meet the suitability and minimum requirements set out in the Call for Requests to Participate can request to participate in it by submitting a Request to Participate.

The City may not select for the Negotiation Phase of the Co-Development Procedure Competition Groups that have not submitted a request to participate or that do not meet the suitability and minimum requirements set by the City.

If the City receives a maximum of five requests to participate that meet the suitability and minimum requirements, the City will select all Competition Groups that meet the suitability and minimum requirements for the Negotiation Phase of the Co-Development Procedure. For the sake of clarity, the City may continue the procurement procedure with the Competition Groups that meet the suitability and minimum requirements, even if there are fewer than five groups.

If the City receives more than five requests to participate that meet the suitability and minimum requirements, the City will select five Competition Groups for the Negotiation Phase of the Co-Development Procedure. In this case, the assessment of the requests to participate and the selection of the Competition Groups will follow the procedure described in Section 2.1.2.

The City will make a separate decision on the fulfilment of the suitability and minimum requirements and the selection of the Competition Groups.

The Competition Groups must be aware that they will incur planning costs already during the Competition (2027-2029).

2.1.1 Formation of Competition Groups

The Competition is aimed at operators in the construction and real estate sector or groups formed by them that have the technical, financial and other prerequisites to plan and implement a highly demanding and high-quality construction project within the set deadline.

A request to participate may be submitted by a Competition Group consisting of one company or several companies that form a group together. The participant may choose the composition of the Competition Group, and it may consist of a single operator or a group of operators and capacity-providing subcontractors and/or subcontractors.

Below is an example of the composition of a Competition Group, which also defines the difference between capacity-providing subcontractors and subcontractors.

Different Competition Groups	Compliance with requirements	Contractual liability
Participating alone **Company A*** For example, a financing company For example, a construction company	The tenderer meets the requirements alone ***. For example, the tenderer may not use the company references of another company belonging to the same group in meeting the requirements.	Responsible for the contract alone.
Participating as a group **Company A* and Company B*** For example, a financing company and a construction company	Companies (at least 2) may use the resources, experience and expertise of both, such as company references, to meet the requirements. A group can also have capacity-providing subcontractors* and subcontractors.	Companies A* and B* are jointly and severally liable for the contract.
Participating with the help of a capacity-providing subcontractor* **Tenderer A*/Group*** + **Capacity-providing subcontractor B*** For example, a financing company with an architectural office and a subsidiary of a financing company as its capacity-providing subcontractors For example, a financing company and a construction company (a group) with an architectural office as their capacity-providing subcontractor	A capacity-providing subcontractor is the tenderer's subcontractor whose capacities (e.g. company references**) the tenderer refers to on the ESPD form to meet the requirements.	Tenderer A*/Group* is responsible for the contract. The capacity-providing subcontractor* has no contractual liability. Tenderer A*/R* is responsible for the share of the capacity-providing subcontractor* as for its own work. **(Joint and several liability when lending financial capacity.)**
Participating with the help of a subcontractor **Tenderer A*/Group*** + **Subcontractor B** For example, a financing company and a construction company (group), with an architectural office as a subcontractor	The ordinary subcontractor used by the bidder in the implementation of the procurement. If the bidder refers to the subcontractor's capacity on the ESPD form to meet the requirements, the subcontractor must be reported as a capacity-providing subcontractor. See Section "Participating with the help of a capacity-providing subcontractor".	Bidder A*/Group* is liable for the contract. Tenderer A*/Group* is responsible for the subcontractor's share as for its own work.

*The company must complete its own ESPD form.

**Please note any entries concerning critical tasks in the procurement documents.

*** Requirements refer to the minimum suitability requirements specified in the request to participate, such as revenue and reference requirements.

The Competition Group must have one or more Principal Contracting Partners. Each Principal Contracting Partner will become a party to the implementation agreement concluded with the City. The Principal Contracting Partners of a Competition Group commit to the project jointly and severally. In addition, the Competition Group may include subcontractors whose capacity the Competition Groups refers to in order to meet the suitability requirements (capacity-providing subcontractors), as well as ordinary subcontractors.

For the sake of clarity, each Principal Contracting Partner, member of the group and capacity-providing subcontractor must complete an ESPD form. The ESPD form is specified in more detail in Section 2.1.7, and it must be attached to the request to participate.

The Competition Group must demonstrate that it has access to the capacity that allows it to meet the requirements and that the division of responsibilities within the Competition Group is clear. If the Competition Group is a group and/or the Competition Group proposes to use capacity-providing subcontractors and/or subcontractors, the Competition Group must present a description of the Competition Group's composition and the commitment of those involved in the Competition Group to the project. The description of the commitment to the project covered by the procurement must be attached to the request to participate. The description may be free-form, but it must be comprehensive. For the sake of clarity, the description may also be supplemented later, for example, with regard to ordinary subcontractors.

The selected Competition Group is required to have concluded a legally binding mutual cooperation agreement between the Principal Contracting Parties before signing the implementation agreement. In addition, the City requires that any Competition Group that has proposed to use capacity lending or subcontracting in its request to participate also concludes a legally binding mutual cooperation agreement with these parties before signing the implementation agreement. A copy of the cooperation agreement must be submitted to the City upon request, and the City has the right to require additions to the cooperation agreement, if it considers it to be materially incomplete or unclear. The cooperation agreement must be signed by the legally authorised signatories of all parties or by persons authorised by them.

The composition of the Competition Group may be changed during the procurement process by including new members in the Competition Group, such as subcontractors. However, the members of an approved Competition Group, such as capacity-providing subcontractors, may only be changed for a justified reason approved in advance by the City. The City must be notified in advance of any planned changes, and the changes require the City's approval. Changes to the composition of the Competition Group may lead to its exclusion from the Competition if the Competition Group would no longer meet the minimum requirements or if it had not been selected for the Negotiation Phase because of the changes.

The persons to be appointed for the Competition Group and the minimum requirements they must meet are specified in more detail in Section 2.1.5. If the project management, head designer or other person in charge changes, the City must approve the new person in charge before the change. For the sake of clarity, the new person in charge must also meet the minimum requirements set for the person in the aforementioned section.

The starting point is that the composition of the winning Competition Group will remain essentially the same also during the further planning. For the sake of clarity, after the end of the Competition phase, the Competition Group may be supplemented with regard to the implementation of the Power Plant Area and the Starting Area by agreeing on the matter with the City.

2.1.2 Minimum requirements for a Competition Group

The Competition Group must meet the requirements concerning economic and financial circumstances and previous competence that ensure it can implement the high-quality Hanasaari project in accordance with the Competition Programme and its competition proposal and comply with the agreements to be concluded with the City.

2.1.3 Minimum economic and financial requirements

Minimum requirement for the Competition Group (no scoring):

1. Financial capacity

The Competition Group's economic and financial circumstances must be sufficient in relation to the size and quality of the procurement. Financial resources are considered sufficient if either of the following conditions is met:

- The Principal Contracting Partner(s) of the Competition Group that are appointed as parties to the implementation agreement must have a total turnover of at least EUR 50 million related to construction or development, either for the previous full 12-month financial year or for the 12-month financial year immediately preceding it.

  OR

- The Principal Contracting Partner(s) of the Competition Group must have property investment references totalling at least EUR 100 million over the last ten (10) years, and the partner(s) must have been responsible for their financing. At least one of the property investment references must represent at least 25 per cent of the required total value of EUR 100 million, i.e. its value must be at least EUR 25 million. Acceptable property investment references are also property investments carried out by funds or other investment structures managed by the operator responsible for financing, if the operator in question has been materially responsible for the implementation of the property investment, investment decision or investment management.

The fulfilment of the revenue requirement must be demonstrated by submitting the financial statements, interim financial statements, a statement verified by an accountant or auditor or another reliable statement approved by the City regarding the revenue generated from construction, development or construction project development.

The fulfilment of the property investment reference requirement must be demonstrated by submitting a description of the property investments completed by the Principal Contracting Partner during the last five (5) years. The description must specify at least one property investment, its timetable, the role of the party responsible for financing and the value of the investment or financing targeted at the property investment reference in question.

2. Credit rating:

- The Competition Group's financial situation must have been rated at least at level A+ in Suomen Asiakastieto Oy's Rating Alfa credit rating or A in Dun& Bradstreet Finland Oy's credit rating.
- If the aforementioned credit rating information is not available for the Competition Group, the Competition Group's situation can also be assessed on the basis of the latest financial statement and/or other clarification provided upon request.
- If the request to participate is submitted as a group, the above credit rating requirement applies to all members of the group.
- If the Competition Group uses capacity lending, all capacity-providing subcontractors must also meet the requirement.

2.1.4 Company references

For the sake of clarity, fund management companies may use the funds managed by the company as references. In this case, the party that managed the reference must be appointed as a capacity-providing subcontractor.

Company references must meet the defined minimum requirements.

Company references can be the same as those of the project or project development manager appointed in Section 2.1.5. However, it is only possible to get points for one reference once (as company reference or personal reference).

Company references must be reported in Cloudia using the attached reference form.

Minimum requirements:

- A total of five (5) company references must be reported to meet the minimum requirements.
- Company references may not be older than ten (10) years from the deadline for submitting the request to participate.
- The company references must be verifiably completed or the projects must be at least in progress: the reference date is either the start date of the construction work (when the foundation work started) or the date of the commissioning inspection.
- One (1) of the company references must cover at least 10,000 sqm (GFA) of residential/business premises construction, in addition to which four (4) references must cover at least 4,000 sqm (GFA) of residential/business premises construction.
- At least three (3) of the company references must be new construction projects, and at least one (1) must be a Conversion Project or a modernisation project.
- At least one (1) of the company references must be a residential project and one (1) a business premises project.
- The company's role in the references must have been at least one of the following: owner, investor, developer or project developer.

Scoring of company references:

The company references reported for the minimum requirement are scored as follows

- The GFA of the reference exceeds 15,000 sqm, 1 point/reference
- Hybrid project (at least two (2) different principal intended uses; the share of each use must be at least 10% of the GFA or at least 2,000 sqm), 1 point/reference
- The reference is a Conversion Project, 1 point/reference

The maximum score for company references is twelve (12) points if all five (5) company references reported for the minimum requirement meet all scoring criteria (2 + 2 + 2 + 3 + 3) = 12 points).

2.1.5 Appointed persons and their minimum requirements

The Competition Group must have enough experienced personnel for the planning and preparation of the implementation, taking into account the Competition site.

The Competition Group must appoint the following experts who meet the minimum requirements and submit their personal references with the request to participate, using the reference attachment in Cloudia.

The following experts must be appointed in the request to participate:

- Project management: Project or project development manager
- Lead architect, urban design
- Lead architect, power plant adaptive reuse project
- Landscape architect
- Geotechnical engineer
- Structural engineer, concrete structures
- Traffic planner

In addition, the Competition Group must state in its request to participate that it has access to expertise in at least the following areas:

- Principal Designer
- construction project management
- building cost calculation
- property finances
- project development
- property and company law
- structural engineering and building physics (concrete structures, steel structures and building physics)
- certified building health expert
- fire safety engineering
- building services (HVAC)
- foundation construction
- utility services
- noise prevention planning
- ecology/biology
- life cycle emissions of construction projects
- climate impact assessment

The request to participate must be accompanied by a description of the project organisation's key planning resources and the involvement of experts in the project.

The appointed experts must meet the professional qualifications determined by the Finnish law in the positions that require such qualifications according to this Call for Requests to Participate. These requirements may also be met if the expert holds a degree or has professional competence earned in another country if it can be considered – either by the Finnish law or through other means – equivalent to the qualifications required for working in the position in Finland. The Competition Group must be able to provide proof of their professional qualifications, of their foreign degrees, of their professional competence, or of the equivalence.



Photo: Paavo Jantunen

Minimum requirements for the experts:

Personal references may not be older than ten (10) years from the deadline for submitting the request to participate. The personal references may be the same as the projects reported as company references. However, it is only possible to get points for one reference once (as company reference or personal reference).

Project or project development manager:

- **Work experience:** At least five (5) years of experience in property development and leading the planning and implementation of demanding construction projects.
- **References:** The appointed person must have five (5) references, of which:
    - One (1) residential/business premises project with a GFA of at least 10,000 sqm, plus four (4) residential/business premises projects with a GFA of at least 4,000 sqm. At least one (1) of the five (5) references is a modernisation/Conversion Project and at least three (3) new construction projects.
- The aforementioned residential/business premises projects must take place in Finland or in any other country in which such projects and their regulatory, public sector, and implementation frameworks are essentially equivalent to the ones concerning projects executed in Finland. The Competition Group must be able to provide sufficient proof of the equivalence of the reference.
    - The person has worked in the project in the role of project manager or project development manager.
    - The projects used as personal references must be completed or at least under construction.
- **Education:** Engineer from the field of civil or real estate engineering (Bachelor or Master of Science from a University of Applied Sciences/ Master of Science in Technology), architect or other relevant higher education degree or other relevant degree from a previous Finnish educational institute, such as master builder.

Lead architect, Urban design:

- **Work experience:** At least five (5) years' work experience in leading demanding urban design projects.
- **References:** The appointed person has three (3) urban design references, of which:
    - At least one (1) has a GFA of more than 50,000 sqm and two (2) more than 20,000 sqm.
    - The references must cover conceptual planning for detailed planning or implementation (or a similar level) or a win, award or purchase in an architectural competition organised by SAFA, the Finnish Association of Architects, or another similar organiser.
- **Education:** Architect or urban planner, bachelor's or master's degree. Also higher education degrees in architecture or other relevant field completed outside Finland are accepted.

Lead architect, Power plant Adaptive reuse project:

- **Work experience:** At least five (5) years' work experience in leading the architectural design of demanding Conversion and construction projects.
- **References:** The appointed person has three (3) references of leading the architectural design of construction projects:
    - The GFA of each reference exceeds 5,000 sqm, and at least one (1) of them is a Conversion Project.
- **Education:** Architect, bachelor's or master's degree. Also higher education degrees in architecture or other relevant field completed outside Finland are accepted.

Landscape architect:

- **Work experience:** At least five (5) years' work experience in land use planning and the design of public outdoor spaces.
- Has served in the role of landscape architect in at least five (5) projects involving the planning of urban centre environments, waterfront areas, stormwater and climate adaptation solutions, and/or biodiversity development.
- **Education:** Relevant higher education degree and the right to pursue the profession of landscape architect in their home country.

Geotechnical engineer:

- **Qualification requirements:** Certification as a geotechnical designer for projects classified as exceptionally demanding, in accordance with the Finnish Building Act (751/2023) and Government Decree (1063/2024).

Structural engineer, concrete structures:

- **Qualification requirements:** Certification as a structural designer of concrete structures for projects classified as exceptionally demanding, in accordance with the Finnish Building Act (751/2023) and Government Decree (1063/2024).

Traffic planner:

- **Work experience:** At least five (5) years' work experience in traffic planning in an urban environment and cooperation in detailed planning.
- Has served as a traffic planner in at least five (5) densely constructed apartment building-dominated areas, covering the planning of at least four (4) streets or the separation of car, pedestrian and bicycle traffic, also in intersection areas.
- **Education:** Relevant degree from a university or a university of applied sciences.

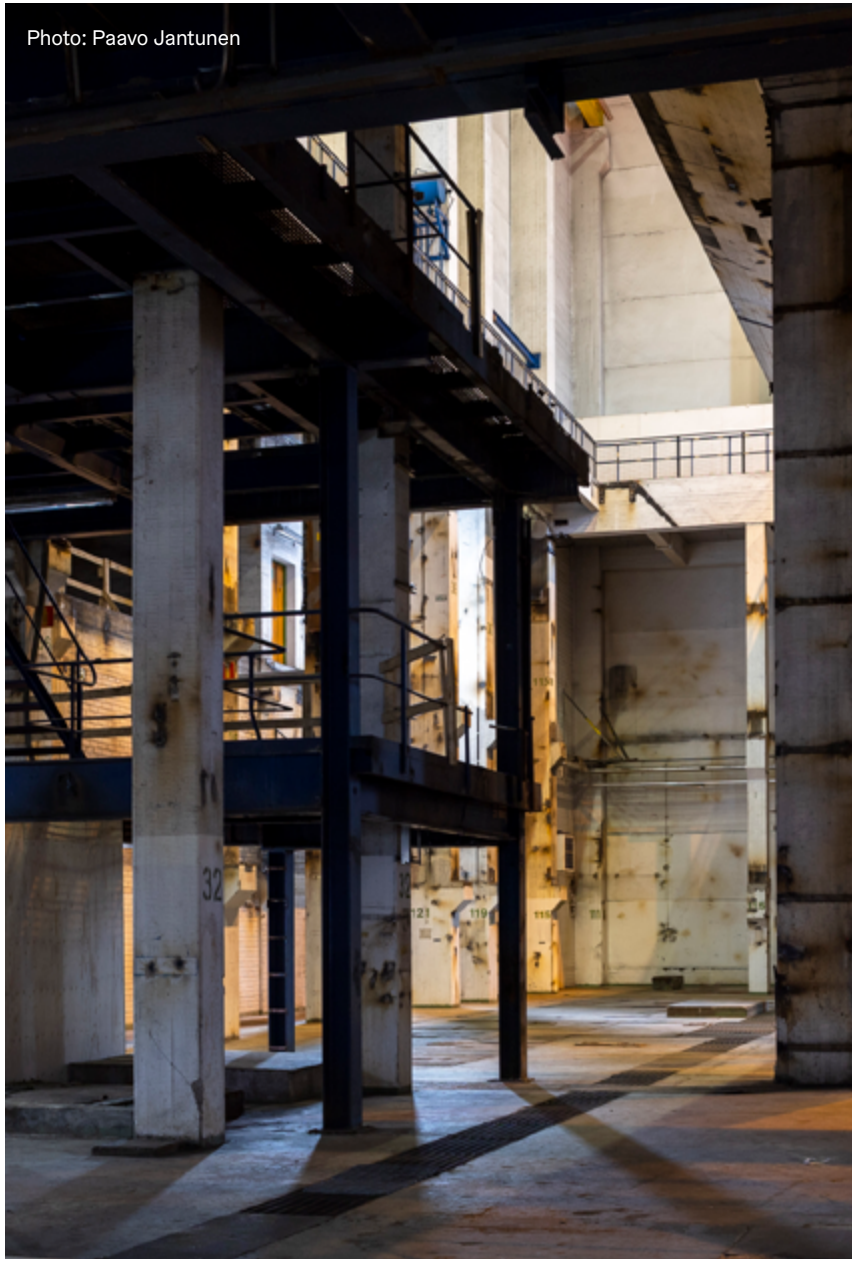


Photo: Paavo Jantunen

Scoring:

Project or project development manager:

- References reported for the minimum requirement are scored as follows:
  - Reference site over 15,000 sqm, 1 point/reference
  - Hybrid project (at least two (2) different principal uses; the share of each use must be at least 10% of the GFA or at least 2,000 sqm), 1 point/reference
  - The reference is a Conversion Project, 1 point/reference
- The maximum score is 12 points, if all five (5) personal references meet all the conditions for additional points (2 + 2 + 2 + 3 + 3 = 12 points)

Lead architects, Urban design and Power plant Adaptive Reuse Project

- If the Lead architects of urban design and the Power plant Adaptive Reuse Project (if they are different persons) have succeeded in open architectural competitions or invited competitions, points can be earned from their success as follows:
  - three (3) wins in invited or open architectural competitions, of which one (1) covers new construction of at least 50,000 sqm, 5 points
  - two (2) wins in invited or open architectural competitions, three (3) points
  - one (1) win in an invited or open architectural competition, one (1) point
- The competitions must be organised by the Finnish Association of Architects SAFA or other similar organiser
- The competition wins must be from the last fifteen (15) years preceding the deadline for submitting the request to participate.
- The appointed person has acted as the Lead Architect in a competition group that has won a competition.
- If there are two (2) experts appointed, the wins will be added together.
- The maximum score is five (5) points.

Landscape architect:

- one (1) win in an invited or open urban design, landscape architecture or environmental planning competition relating to an urban development project or public outdoor spaces in an urban area, one (1) point.
- The maximum score is one (1) point.

The total maximum score for personal references is eighteen (18) points.

2.1.6 Minimum scoring requirements

A Competition Group can receive a maximum of thirty (30) points (12+12+5+1) for the above-mentioned company references and personal references that constitute the minimum requirements.

Company references can be the same as those of the project or project development manager appointed in Section 2.1.5. However, it is only possible to get points for one reference once (as company reference or personal reference).

In addition to the minimum requirements above, the Competition Group must obtain a minimum of five (5) points in total for the required references.

2.1.7 The Finnish Act on the Contractor's Obligations and Liability when Work is Contracted Out, registrations and extracts from criminal records

The minimum requirements and employment obligations related to the contractor's liability, registration and submission of extracts are described in Cloudia in the Call for Requests to Participate and the ESPD form, which is attached to it.

If the Competition Group is a group, the required information must be submitted separately for each member of the group, where applicable.

A foreign Competition Group or a foreign Competition Group member must provide the corresponding information by means of a register extract or a similar certificate or other generally accepted method, in accordance with the legislation of their country of domicile.

Extracts from criminal records are checked during the call for requests to participate phase. Extracts from criminal records must not be submitted as an appendix to the request to participate. The Competition Group must submit the extracts from criminal records in a manner that will be specified later. The extract from criminal records may not be more than twelve (12) months old.

The Competition Group must submit the extracts from criminal records for the persons exercising decisive influence in the company, based on the legal form and as determined by the Competition Group. These persons can include, for example:

- President or CEO, deputy CEO, chairperson, authorised signatories of a community such as a limited liability company or cooperative;
- procurist within the meaning of the Finnish Procuration Act (130/1979), chairperson of an association, private entrepreneur, partners in public limited companies;
- the general partner of a limited partnership; and
- representatives of another legal entity, such as a foundation.

2.1.8 Sanctions and competition law

The minimum requirements and obligations related to sanctions are described in the Call for Requests to Participate.

In addition, the Competition Group warrants that it has not participated in a prohibited restraint on competition (cartel) between competing undertakings in the markets for the service in question during this Competition, as specified in the Finnish Competition Act. If the Competition Group is found to have breached Section 80 of the Procurement Act (1397/2016) or having participated in a prohibited restraint on competition during the competitive tendering or contract period by a legally binding decision, the City has the right to suspend the Competition or negotiations or cancel any agreements drawn up without penalty and, if it so wishes, to demand compensation from the Competition Group for the costs and legal costs incurred in investigating the matter, with interest.

The City will also check the Competition Winner to make sure that it has not engaged in, for example, human trafficking, bribery in business activities or money laundering.

2.2 Submission of requests to participate

Requests to participate must be submitted in Cloudia by 12 noon on 12 May 2027 Eastern European Summer Time.

The request to participate must include the following documents:

- Details of the Competition Group
    - Description of the Competition Group
    - Information on the Competition Group's ownership, finances and operations
    - The principal contractual partner in agreements made with the City.
- Commitment
    - through which all of the Competition Group's Principal Contracting Parties declare that they commit to the project jointly and severally
    - through which the members of the Competition Group and the capacity-providing subcontractors declare their commitment to the project
- Information on the fulfilment of the economic and financial requirements
- Description of key planning resources and planning experts allocated to the project
- The completed references form
- ESPD forms (to be completed separately by each Principal Contracting Partner and capacity-providing subcontractor)
- The probable ownership and funding model of the project (how the project funding is ensured) and the intended sources of equity and debt capital.

The City primarily checks the information concerning the fulfilment of the tenderer's, the group members' and any capacity-providing subcontractors' obligations under the Act on the Contractor's Obligations and Liability when Work is Contracted Out from Vastuu Group Oy's Reliable Partner service or another similar reliable register or reporting service.

If no information is available about the services in question or if some of the required information is missing, the candidate must provide the following clarifications upon request:

- Tax authority's certificate of taxes and social security contributions paid or a tax debt certificate
- Certificate from the earnings-related pension fund and/or insurance company on pension insurance and the payment of pension insurance contributions
- Trade Register extract

Non-Finnish companies must submit the corresponding certificates and reports, in accordance with the legislation of their country of domicile.

2.3 Assessment of requests to participate and selection of Competition Groups

The Competition Groups are ranked according to the points they have earned for the company and personal references, in accordance with Sections 2.1.4 and 2.1.5, and the five (5) Competition Groups with the highest scores are selected for the Negotiation Phase.

If the scores of the Competition Groups are equal after adding up the points obtained from the references, their order is decided on the basis of the Competition Group's highest turnover.

According to the preliminary schedule, the participants will be selected in June 2027 and the Negotiation Phase will begin in autumn 2027.

2.4 Description of the Negotiation Phase and preliminary schedule

The aim of the Negotiation Phase is to work on the Preliminary Competition Programme, Land Use Planning Principles and Principles for Implementation and Plot Allocation in negotiations between the City and the Competition Groups.

A separate invitation will be sent to the Competition Groups selected for the negotiations. The negotiations will be held separately with each Competition Group. As a rule, the negotiations will be held in person in Helsinki, and the times and locations will be announced separately in the invitation. However, a remote connection can be arranged for the negotiations, if necessary.

The language of the negotiations is Finnish or English, depending on the participants' preferences.

According to the preliminary plan, the Negotiation Phase includes five (5) negotiations between the City and the Competition Groups, to be arranged separately with each Competition Group, and the preliminary schedule is as follows:

1st round 1-17 September 2027

- Development of the Hanasaari area: objectives, framework conditions and background material

2nd round 20 September-1 October 2027

- Development of the power plant buildings: objectives, framework conditions, business model

3rd round 4-15 October 2027

- Framework conditions of the joint venture
- Establishment of the joint venture

4th round 25 October-5 November 2027

- Competition Programme: schedule, documents and assessment criteria

5th round 8-19 November 2027

- Entire contract and framework conditions of the implementation

The City reserves the right to change and specify the course, content and schedule of the Negotiation Phase. The Competition Groups may also suggest topics for the negotiations. The City will finalise the Preliminary Competition Programme in Appendix 1 as the final Competition Programme on the basis of negotiations.

In the Negotiation Phase of the Competition, the aim is, in addition to the other starting points of the Competition, to investigate the need and possibility of establishing a Joint Venture with the City and the Winner of the Competition for the development and implementation of the Adaptive Reuse Project in the Power Plant Area. The negotiations will determine the scope of the possible Joint Venture's operating area and the City's financial, legal and other preconditions for entering into the Joint Venture. The negotiations may also lead to the conclusion that the Joint Venture will not be established.

The City Board decides on the approval of the final Competition Programme and the draft implementation agreement appended to it, as well as on the establishment of the Joint Venture. The decision on the capitalisation of the Joint Venture, the establishment documents and the approval of the shareholders' agreement is made by a competent body for the City.

The actual idea and implementation competition will then take place in two (2) phases, and all the Competition Groups involved in the Negotiation Phase will continue in the Competition. The actual idea and implementation competition and its preliminary schedule are described in the Preliminary Competition Programme.



Photo: Tuomas Uusheimo

3. Details of the Competition

3.1 Competition language

The Competition languages are Finnish and English. The competition proposals must be prepared in Finnish and/or English. For the sake of clarity, Finnish is the primary language of the Competition, which means that, if there is a conflict between the language versions, the Finnish version shall take precedence.

The Competition documents, questions and answers, interim feedback, assessment records and other documents relevant to the Competition will be prepared in Finnish and in English. The supporting material distributed to the Competition Groups eligible to participate in the Competition is available in Finnish.

3.2 Communication during the Competition and availability of competition documents

Information and communication about the Competition will primarily take place in Cloudia and on the Competition website at hel.fi/hanasaaricompetition.

The Competition material and information can be viewed on the Competition website and in the project database, which includes more detailed information, for example, on the soil and buildings of the Power Plant Area. Access rights to the project database are granted to the Competition Groups approved for the Competition.

The Competition questions with answers, as well as any additions and corrections to the Preliminary Competition Programme, the Land Use Planning Principles and the Principles of Implementation and Plot Allocation will be published on the Competition website.

3.3 Competition seminar

The competition seminar will be held in Helsinki on 15 January 2027 (according to the preliminary schedule), more information will be published later.

3.4 Questions and additional information about the Competition

The deadline for questions concerning the Request to Participate Phase is 12:00 noon on 1 February 2027 Eastern European Standard Time.

Questions and inquiries regarding the Competition must be sent through Cloudia. Questions asked through other channels will not be answered, in order to ensure the equal treatment of the Competition Groups.

Questions received by the deadline will be answered by 15 February 2027 in Cloudia and on the Competition website, where the questions will also be published.

3.5 Public access to documents, the City's liability for damages and settlement of disputes

The Finnish Act on the Openness of Government Activities (621/1999) applies to the Competition. Each Competition Group must mark the business secrets included in its request to participate in the Business Secrets form in Cloudia. The City has the right to decide whether the information marked as a business secret is confidential according to law.

The City will sign non-disclosure agreements with the Competition Groups selected for the Negotiation Phase, using the agreement template that is available in Cloudia as an attachment. Signing the non-disclosure agreement is a prerequisite for participating in the Negotiation Phase.

The competition proposals are made publicly available in the Voice your opinion service during the assessment (First and Second Actual Competition Phases).

The City shall not be liable for any delays in the procurement procedure caused by complaints or other reasons arising from planning or building permit decisions or other decisions. In other respects, the terms and conditions related to any delays are agreed upon in the implementation agreement concluded between the Competition Group and the City.

Any disputes related to the Competition are primarily resolved through negotiations. Disputes that cannot be settled through negotiations shall be settled in accordance with Finnish law, excluding provisions concerning the conflict of laws, in the District Court of Helsinki.

3.6 Suspension of the Competition and rejection of entries

In accordance with the Procurement Act, the City has the right to suspend the Competition at any time for a real and legitimate reason and to reject all proposals.

If the City finds that the Winning Proposal is not technically feasible, based on an assessment by the experts, or if the City and the Competition Group that received the highest score in the jury's quality assessment cannot otherwise reach an agreement on the terms and conditions of the implementation agreement, the City has the right to withdraw from the agreements and plot allocations without penalty and continue negotiations with the Competition Group that prepared the competition proposal with the second highest score.

In addition, if any Competition Group participating in the Competition fails to suggest a solution that achieves the objectives of the Competition or if the contractual arrangements required for the implementation of the Hanasaari area cannot be reached otherwise, the City shall have the right to designate another party as the developer of the Hanasaari area without penalties by means of the procedure of its choice.

With regard to the Competition Group, the City has the right to suspend participation in the Competition and negotiations without penalty and to refrain from signing agreements concerning the Competition and/or to cancel the agreements without penalty if it becomes apparent that the Competition Group has materially breached or that it will materially breach sanctions, taxation, environmental protection, occupational health and safety or other similar statutory employment obligations, and does not immediately correct its conduct, within at least sixty (60) days of becoming aware of the breach or the intention of the material breach.



Photo: Tuomas Uusheimo

4. Urban planning of the Hanasaari area, implementation and plot allocation principles and possible Joint Venture

4.1 Detailed plans

The Land Use Planning Principles laid down in Appendix 2 are used as the starting point for the planning and detailed planning of the Competition area. The Land Use Planning Principles are approved in connection with the approval of the final competition programme. For the sake of clarity, the Land Use Planning Principles will not be changed after the Negotiation Phase of the Competition and their approval.

The City will prepare the local detailed plan for the Hanasaari area in cooperation with the Competition Group that won the Competition. After the implementation agreement has been signed, the City will start the planning of the Hanasaari area with the Competition Winner and its planners as partner.

However, the preparation, processing and approval of the local detailed plan always follow the City's normal land use planning and decision-making process, including the possibility to lodge an appeal, as regulated by the Land Use and Building Act.

4.2 Principles of Implementation and Plot Allocation and contractual arrangements

The preliminary Principles of Implementation and Plot Allocation for the Competition Area are in Appendix 3. The Winning Proposal will serve as the basis for the implementation of the Hanasaari area, and the Winning Proposal is taken as a quality promise from the Competition Winner, which must be achieved in all phases of the project. The Competition Winner undertakes to implement the plots planned for the Hanasaari area in accordance with at least the quality level specified in the Winning Proposal. The plots and power plant buildings in the Hanasaari area will be transferred at the market price, as described in Appendix 3.

In the Negotiation Phase of the Competition, the City will negotiate on the terms of the implementation agreement with the Competition Groups and draw up a draft implementation agreement. The implementation agreement for the implementation of the Competition Area and the preliminary agreement concerning the assignment of the plots will be finalised with the Competition Winner. The preliminary agreement also includes the terms and conditions for the sale of buildings in the Power Plant Area.

The City Council decides on the approval of the implementation agreement and the preliminary agreement. The City's goal is to negotiate the agreements and make the decisions concerning them during 2029.

4.3 Establishment of a Joint Venture to enable a power plant project

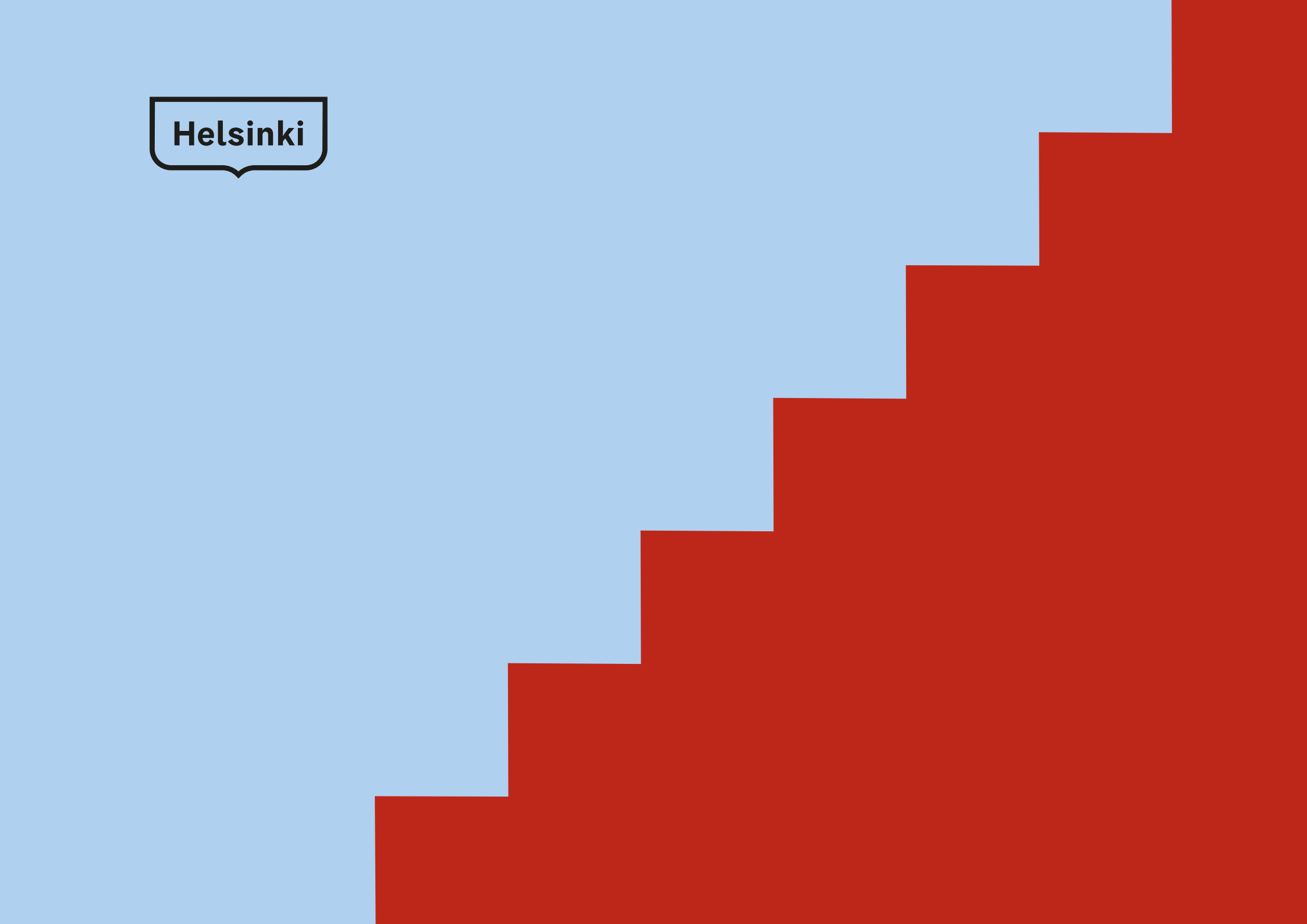
The City is prepared to negotiate on the establishment of a Joint Venture with the Competition Groups to enable the reuse of the power plant buildings. In the Negotiation Phase of the Competition, negotiations will be held on the framework conditions for establishing the Joint Venture and for the City becoming a shareholder in the Joint Venture. The Competition Winner must notify the City of its wish to establish a Joint Venture with the City, in accordance with the Principles of Implementation and Plot Allocation specified in Appendix 3. The preliminary framework conditions for the establishment of the Joint Venture are presented in Appendix 3, Principles of Implementation and Plot Allocation.

5. Appendices and initial data

Appendix 1 Preliminary Competition Programme

Appendix 2 Preliminary Land Use Planning Principles

Appendix 3 Preliminary Principles of Implementation and Plot Allocation


Helsinki