

Attribution of the operation of the *Livraria Portuguesa* (Portuguese Bookstore) in Macau

The INSTITUTO PORTUGUÊS DO ORIENTE - IPOR, a legal entity under private law, non-profit and of public administrative utility, whose majority Member is the Portuguese State, represented by Camões, Instituto da Cooperação e da Língua IP with 51%, Fundação Oriente with 44% and with the remaining 5% going to civil society companies.

IPOR has, as a genuine vocation and institutional affirmation:

- Preserve and spread the Portuguese language and culture in the East, with a view to continuing and deepening intercultural dialogue;
- Promote non-curricular teaching of the Portuguese language as a working language, in conjunction with the institutions of the Macau Special Administrative Region (SAR);
- Compete, in the specificity of its intervention, for the exchange and cooperation between Portugal and the Macao SAR, valuing the dissemination of the language and culture as a privileged instrument for promoting cultural, economic relations and business cooperation;
- Contribute to the Macao SAR strengthening East-West dialogue, highlighting its historical importance as a meeting point for cultures and as a platform between the People's Republic of China and Portuguese-speaking countries.

IPOR is also the owner of *Livraria Portuguesa* (Portuguese Bookstore) whose core mission is to promote, publicize and market editorial initiatives written in Portuguese, but also in other languages, namely Chinese and English. Since 2003, the bookstore has been in a concession agreement to private parties who, according to the contract, continue this action.

The current concession contract, signed with the company Praiagrande Edições, Lda. on April 1, 2011 and subject to several renewals, will end on March 31, 2024.

Wishing to maintain *Livraria Portuguesa* under a similar regime, IPOR intends – through an expression of interest – to find a partner who, understanding the

objectives of the bookstore, not only fully fulfills them, but also develops strategies for promoting the language and reading in the Region, in accordance with the following guiding principles:

- 1) The purpose of the process is to award the operation of *Livraria Portuguesa* in Macau, located at Rua de S. Domingos, no.16-18.
- 2) Meet the necessary conditions companies or associations wishing to develop cultural activities in Macau, preferably in the book sector.
- 3) The concession for the operation of the bookstore will last for five years, renewable for equal and successive periods, if neither party terminates it with a 180 days' notice.
- 4) Obligations of the future assignee:
 - a) Takeover of the space of *Livraria Portuguesa* with all its belongings, equipment and merchandise; which state, nature and assigned value are set out in the inventory to be made available as an annex to the assignment contract.
 - b) To develop annually a set of activities to stimulate the bookstore space that promote books, reading, writers and other artistic and cultural areas of Portuguese-speaking countries.
 - c) Provide a current range of publications that reflect the trends in the editorial landscape of writers from Portuguese-speaking countries, in their original versions and, if applicable, in translated versions.
 - d) Make available, in a short period of time, the editions requested by the bookstore customers, with special relevance to works by Portuguese Authors and works of Law.
 - e) Ensure receiving and delivery, in a timely manner, school books adopted by the Portuguese School (Escola Portuguesa de Macau) or others for teaching Portuguese, as well as other teaching materials commonly used in Macau.
 - f) Ensure the computerization of existing titles, as well as a search system for works published abroad, with special emphasis on Portuguese publishing activity.

- g) Submit to IPOR, at the end of the economic year, a detailed report on the actions developed, as well as the report and accounts for the year.
 - h) Maintain the bookstore's facilities and bibliographic funds in good condition.
 - i) To donate annually, for each year of validity of the assignment contract, three current titles by authors from Portuguese-speaking countries to the Camilo Pessanha Library at IPOR.
 - j) Pay MOP100,000 (one hundred thousand patacas) annually, for each year of validity of the assignment contract, as a donation to the Fund for the Promotion of Language and Culture of IPOR.
- 5) Interested parties must accompany their applications with the following documents:
- Brief presentation of the company or association;
 - Draft Activity Plan that must reflect the following objectives, with the possibility of adding others that the candidate considers to also fit within the scope of action of the bookstore:
 - i. Promote the dissemination of books and reading in Macau.
 - ii. Promote, in particular, the dissemination of Portuguese books and authors, as well as Portuguese-speaking countries.
 - iii. Promote cultural initiatives involving artists from Portuguese-speaking countries.
 - iv. Promote activities that enhance exchanges with local artists.
 - v. Promote book fairs at least twice a year.
 - The Activity Plan Project must be accompanied by a specification specifying the operating model, a calendar with the proposed activities and reference to human and financial resources for its execution.
 - Certificate from the Commercial Registry Office;

- Copy of proof of payment for commercial registration (M8) or M1 if it's the first year of starting activity, with non-profit associations being exempt.
 - Proof of no debt to the Finance Services Department and the Social Security Fund;
 - Provisional deposit of four hundred thousand patacas that can be provided by cash deposit or bank guarantee;
- 6) Proposals must be presented in Portuguese and enclosed in an opaque, closed and sealed envelope, on the face of which the following expression must appear:

PROPOSTA PARA CEDÊNCIA DE EXPLORAÇÃO DA LIVRARIA PORTUGUESA

01/04/2024 – 31/03/2029

- 7) Proposals must be delivered to the CLP secretariat, of the Instituto Português do Oriente, located at Rua do Pato, S/n, in Macau, by 6pm on November 30, 2023.
- 8) Selection criteria:
- i.
 - Company or association CV – 50%;
 - experience in selling books – 30%
 - experience in editorial and publishing – 10%
 - experience in carrying out cultural activities – 10%
 - ii.
 - Activity Plan Project – 50%
 - creativity – 10%
 - 7% for each of the five objectives referred to in point 5)
 - 5% by reference to objectives not listed in point 5) and considered relevant to the bookstore's performance as an agent of cultural dynamization.
- 9) To evaluate the proposals, a jury will be constituted which will be composed of the Director of IPOR, the Consul General of Portugal in Macau and Hong Kong and the Delegate of the Fundação Oriente (Orient Foundation).

10) Proposals under the following conditions will not be considered:

- i. incomplete applications;
- ii. improperly instructed;
- iii. delivered late;
- iv. that do not meet the minimum admission requirements.

Macau, September 27, 2023.

The Board of IPOR,

