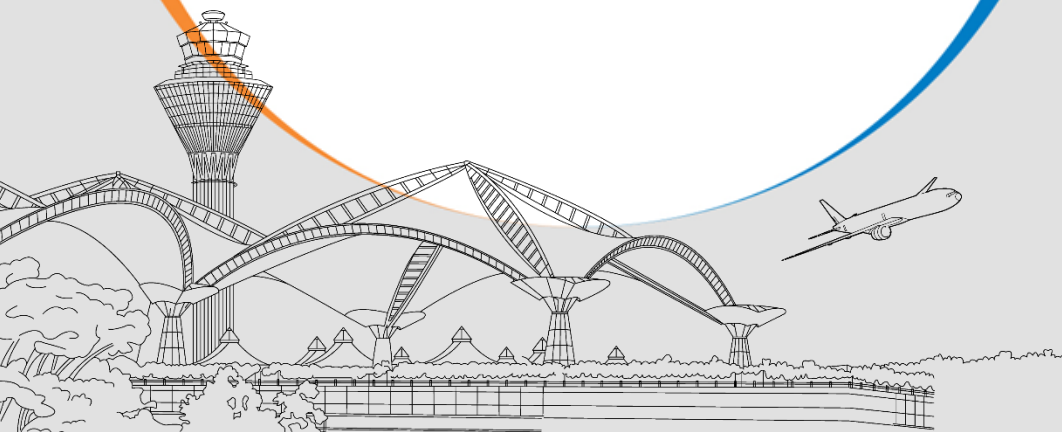




# OPEN TENDER

## Briefing Session



30 March 2017

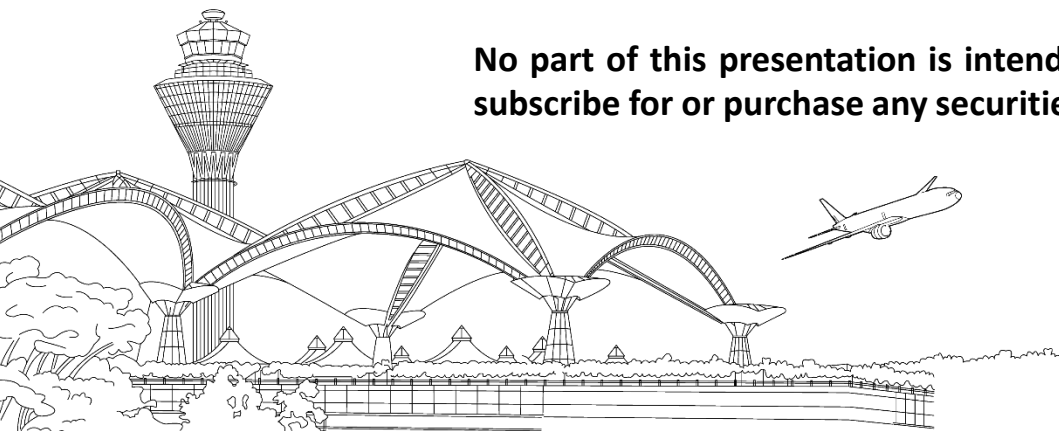
Auditorium, MAHB Corporate Office

## DISCLAIMER

**This presentation may contain forward-looking statements by Malaysia Airports Holdings Berhad ('Malaysia Airports') that reflect management's current expectations, beliefs, intentions or strategies regarding the future and assumptions in light of currently available information. These statements are based on various assumptions and made subject to a number of risks, uncertainties and contingencies. Actual results, performance or achievements may differ materially and significantly from those discussed in the forward-looking statements. Such statements are not and should not be construed as a representation, warranty or undertaking as to the future performance or achievements of Malaysia Airports and Malaysia Airports assumes no obligation or responsibility to update any such statements.**

**No representation or warranty (either express or implied) is given by or on behalf of Malaysia Airports or its related corporations (including without limitation, their respective shareholders, directors, officers, employees, agents, partners, associates and advisers), as to the quality, accuracy, reliability or completeness of the information contained in this presentation, or that reasonable care has been taken in compiling or preparing the Information.**

**No part of this presentation is intended to or construed as an offer, recommendation or invitation to subscribe for or purchase any securities in Malaysia Airports.**

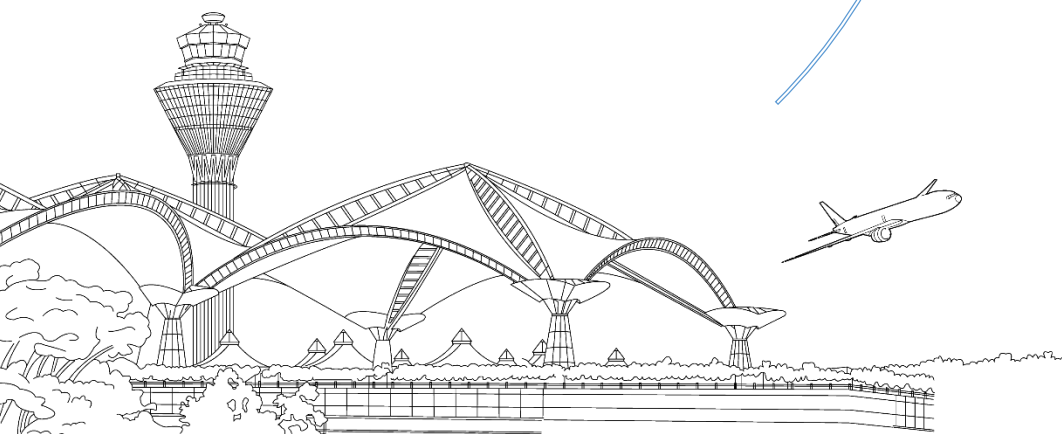




MAHB at a glance

Runway to Success 2020

Retail Landscape

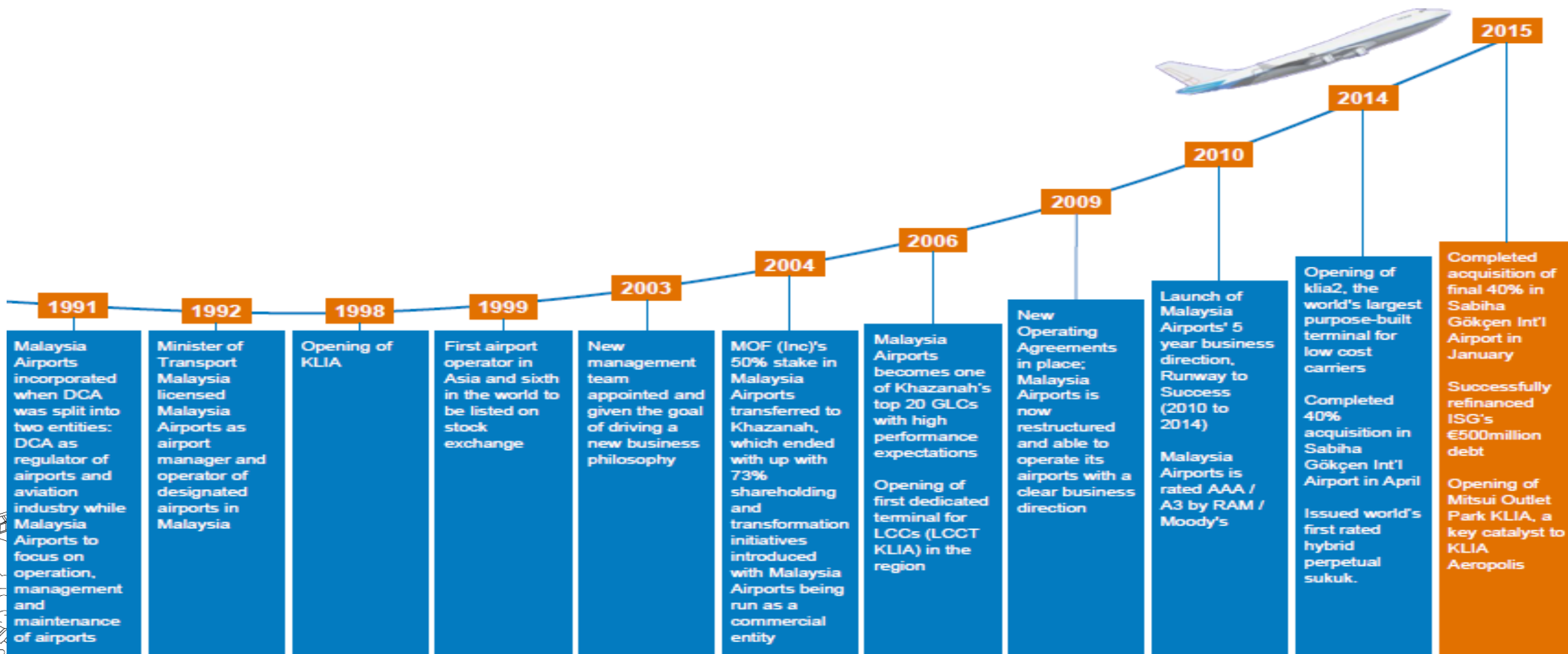


A white circle with a double border. The inner border is orange and the outer border is blue. The text "MAHB at a glance" is centered inside the circle.

MAHB at a glance

# KEY MILESTONES

## From an Airport Operator to a World Class Airport Business



# MALAYSIA AIRPORTS TODAY

MALAYSIAN OPERATIONS

**5** INTERNATIONAL AIRPORTS

**16** DOMESTIC AIRPORTS

**18** STOLPORTS



SERVING  **90 AIRLINES & 112 MILLION PASSENGERS IN 2015\*** 

**OVERSEAS** AIRPORT INVESTMENTS IN TURKEY AND INDIA



Listed on Main Market of Bursa Malaysia since 1999 with market capitalisation of

**RM11.3** BILLION AS AT 31 MARCH 2016

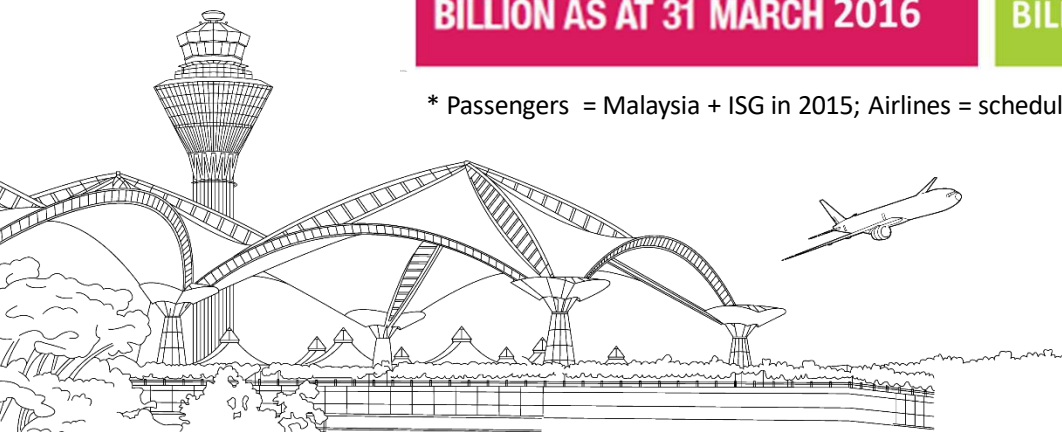
Total assets of

**RM22.0** BILLION AS AT 31 DECEMBER 2015

EBITDA increased by 113.4% to

**RM1679.1** MILLION AS AT 31 DECEMBER 2015

\* Passengers = Malaysia + ISG in 2015; Airlines = scheduled flights operating out of KUL + ISG as of March 2016, Conversion rate USD 1 = RM4.08





# WORLD CLASS AIRPORT OPERATOR

Globally recognized for operational and financial excellence

2014  
World's 2nd Best  
Airports (40 – 50mppa)  
- KUL



2013  
Best Small Airport  
(Asia Pacific) – LGK



2014  
Airport of the Year  
(15-25mppa) - ISG



2014  
Large Airport of the  
Year, Asia Pacific -  
KUL



2014  
Ranked 3<sup>rd</sup> in top 10  
airports worldwide -  
KUL



2010  
Airport Investment  
Company of the Year  
(above 15 mppa)



2009  
Eagle Award for  
Best Airport -  
KUL



2006–2008  
World's Best  
Airport (15–25  
mppa) - KUL



2015  
Best Local Currency Sukuk  
and Best Corporate Hybrid  
Sukuk – RM1.0bil Perpetual  
Subordinated Sukuk



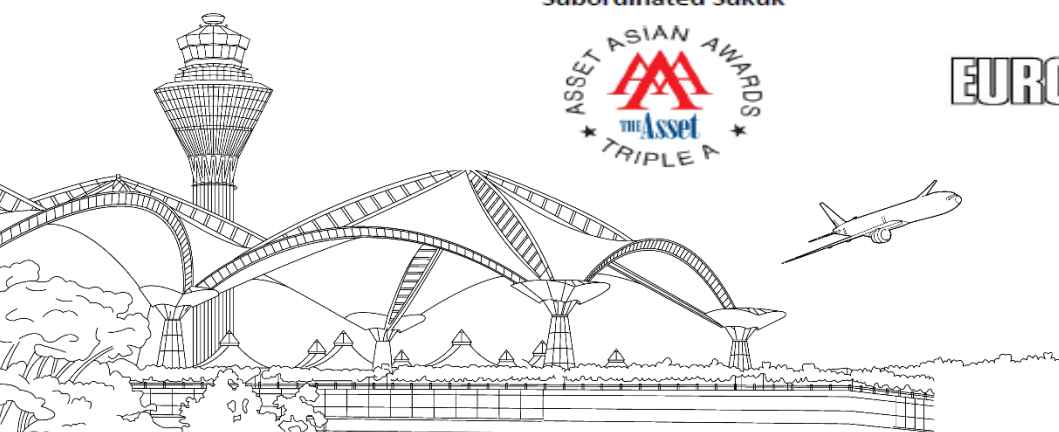
2015  
Innovation in Islamic  
Finance – RM1.0bil  
Perpetual Subordinated  
Sukuk



2015  
Inclusion in FTSE4Good  
Bursa Malaysia  
Environmental, Social &  
Governance (ESG) Index

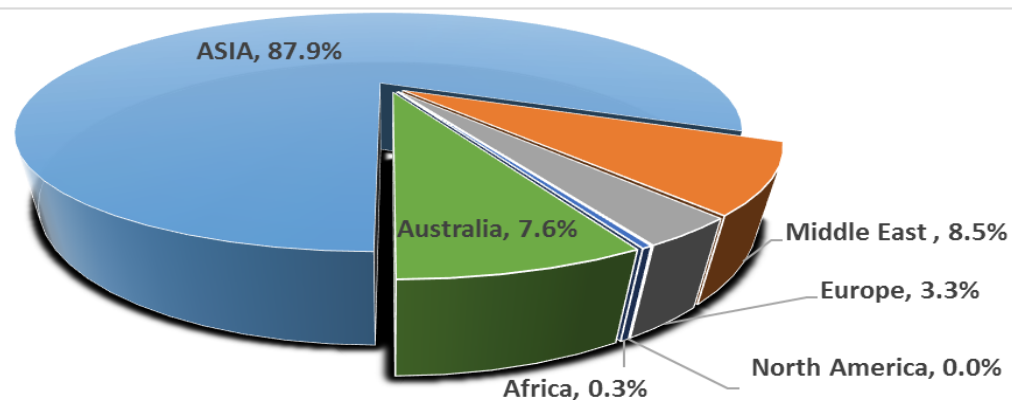


2013  
Top 10 PPPs (Europe,  
Central Asia, Middle East  
& North Africa) - ISG



## PASSENGER MOVEMENT

### KLIA International Passenger Movements by Sectors in 2016



Region	Mkt share	Top 3 Countries
South East Asia	46.8%	Indonesia, Singapore, Thailand
North East Asia	22.3%	China, Hong Kong, Japan
South Asia	12.3%	India, Bangladesh, Pakistan
Central Asia	0.2%	Kazakhtan, Uzbekistan
<b>Total</b>	<b>87.9%</b>	<b>Asia</b>

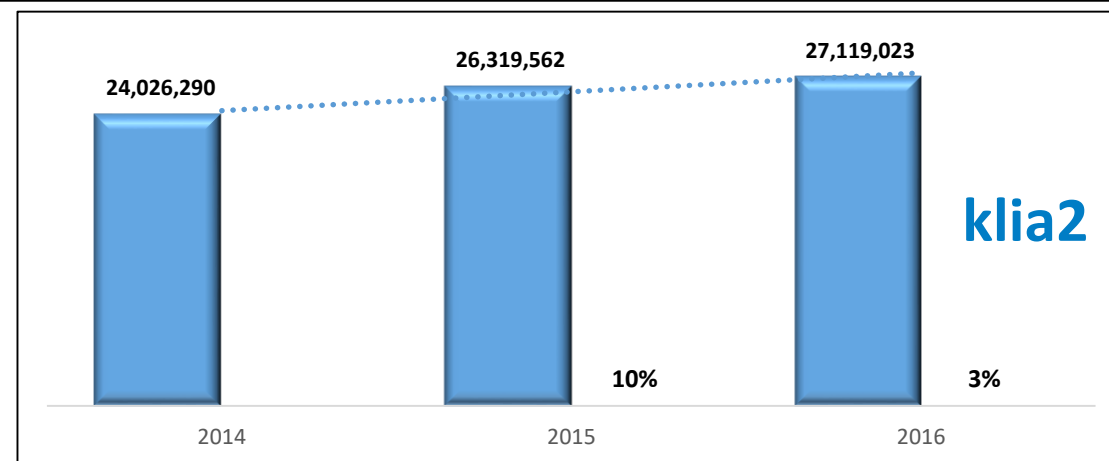
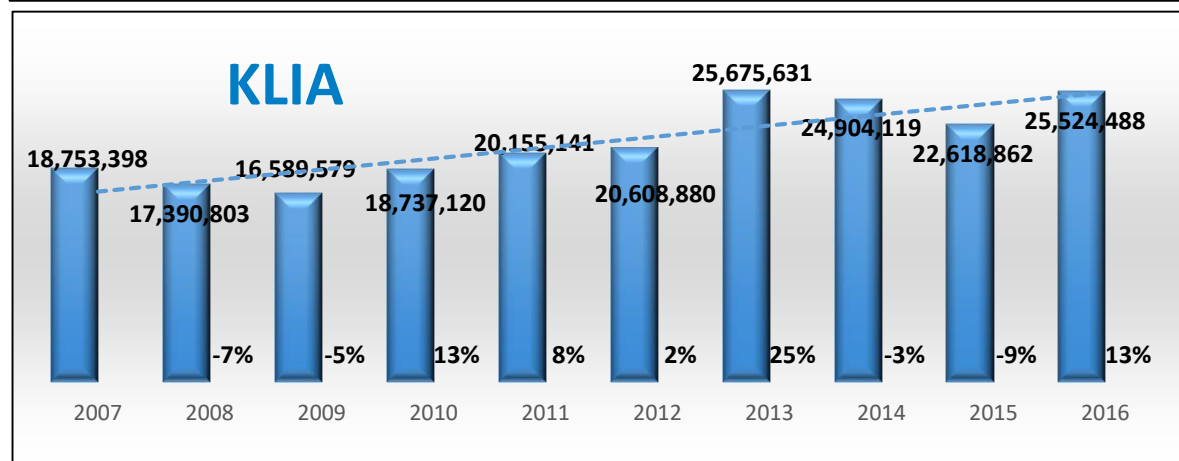
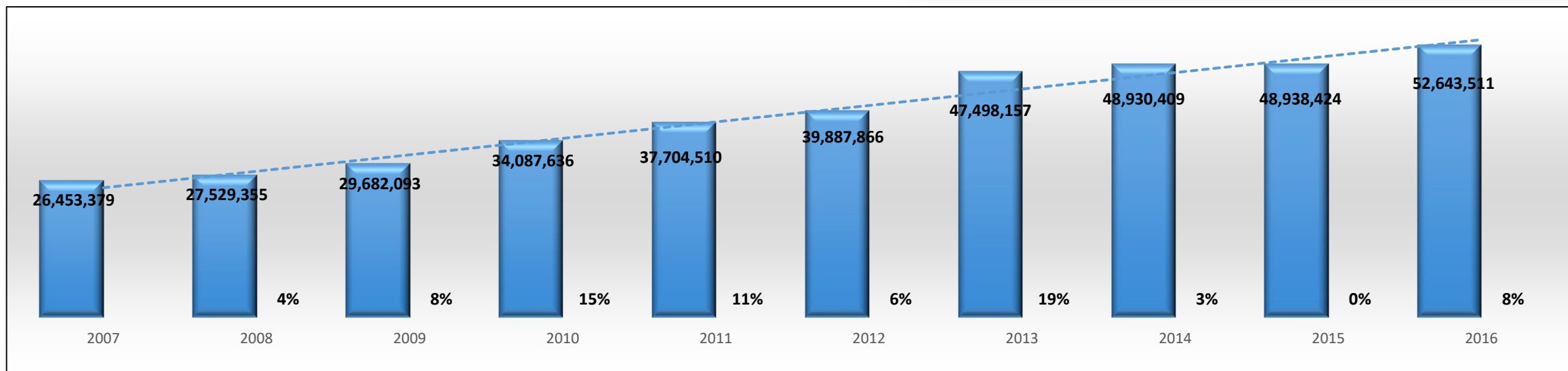
### MAHB Total Passenger Movements for 2014 - 2016

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>2016</b>	9,165,468	9,117,682	9,588,944	9,362,804	9,984,434	9,078,376	10,609,475	10,578,949	10,272,068	9,930,380	9,829,448	11,110,665	118,628,693
<b>%yoy</b>	<b>38.1%</b>	<b>41.0%</b>	<b>31.3%</b>	<b>37.6%</b>	<b>40.0%</b>	<b>29.7%</b>	<b>47.2%</b>	<b>47.6%</b>	<b>54.4%</b>	<b>54.6%</b>	<b>43.1%</b>	<b>37.8%</b>	<b>41.7%</b>
<b>2015</b>	6,636,598	6,468,723	7,303,692	6,803,511	7,132,194	6,997,929	7,208,072	7,165,805	6,654,573	6,422,372	6,868,530	8,064,195	83,726,194
<b>%yoy</b>	<b>-4.8%</b>	<b>-0.8%</b>	<b>2.0%</b>	<b>1.8%</b>	<b>5.8%</b>	<b>-3.6%</b>	<b>12.7%</b>	<b>3.8%</b>	<b>1.0%</b>	<b>-6.0%</b>	<b>-2.0%</b>	<b>-2.7%</b>	<b>0.5%</b>
<b>2014</b>	6,971,500	6,518,608	7,159,059	6,682,678	6,743,439	7,258,099	6,395,919	6,904,085	6,588,456	6,834,579	7,006,632	8,284,949	83,348,003
<b>%yoy</b>	<b>25.8%</b>	<b>17.5%</b>	<b>13.1%</b>	<b>11.5%</b>	<b>2.5%</b>	<b>3.9%</b>	<b>0.4%</b>	<b>-5.0%</b>	<b>-1.8%</b>	<b>0.1%</b>	<b>-2.6%</b>	<b>0.6%</b>	<b>4.7%</b>

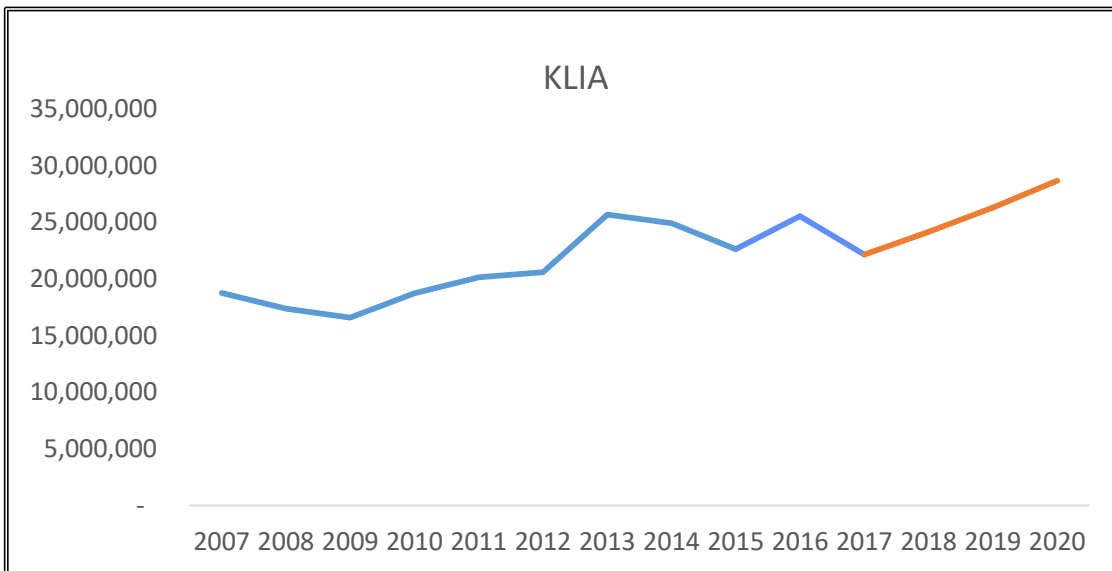
Source : MAHB Research & Planning



## PASSENGER MOVEMENT – KLIA & klia2

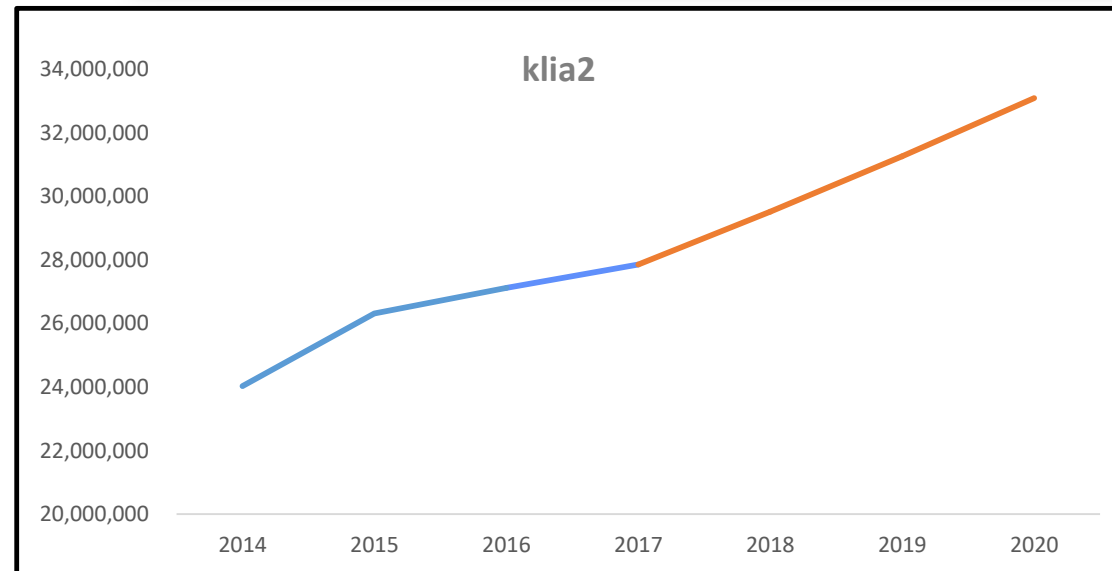


# TAKE OFF



— Actual      — Forecast

YEAR	TOTAL
2011	20,155,141
2012	20,608,880
2013	25,675,631
2014	24,904,119
2015	22,618,862
2016	25,524,488



— Actual      — Forecast

YEAR	TOTAL
2014	24,026,290
2015	26,321,577
2016	27,119,023

**TAKE OFF – DOMESTIC VS INTERNATIONAL**



YEAR	DOMESTIC	INTERNATIONAL
2011	4,811,103	15,344,038
2012	4,552,035	16,056,845
2013	6,419,758	19,255,873
2014	5,916,933	18,987,186
2015	5,038,107	17,580,755
2016	6,573,974	18,950,514



YEAR	DOMESTIC	INTERNATIONAL
2014	5,475,259	10,525,264
2015	9,140,890	17,178,672
2016	8,887,448	18,231,575



Runway to Success  
2020

## 4 strategic priorities to drive our growth for the next 5 years



To be the global leader in creating airport cities

RtS2020

2020  
Key Outcomes

Traffic

**155 mppa**

MY: 115 mppa

Int'l: 40 mppa

Aeropolis

**1,000 acres**

new development

Strengthen the core

Expand and diversify



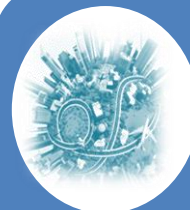
**KUL Hub**

*Realize KUL's potential with focus on critical markets and connectivity*



**Total Airport Experience**

*Embed customer-centric culture to improve experience for passengers, airlines and retailers*



**Aeropolis**

*Stimulate economic activity of adjacent landside through logistics, aerospace and MICE/leisure segments*



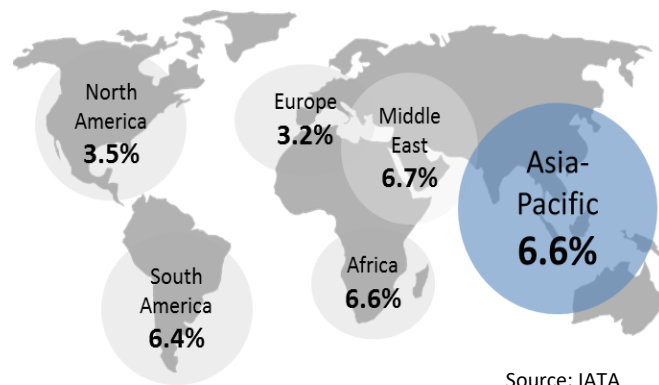
**International Expansion**

*Increase international footprint and export core airport capabilities*



## KUL Hub is our strategy to capitalize on global passenger traffic uptrends

### Capitalizing on our strategic advantages



#### Location – Asia-Pacific

- One of the **fastest growing regions**
- **Largest contributor (36%)** to air travel market



#### Capacity:

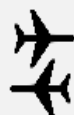
- Combined terminal capacity of **75 mil at KUL**
- **3 parallel runways**

### Key Strategies



#### Route Development

- **Focused engagement with airlines and other stakeholders** to capture key markets
- G2G engagement for **air traffic rights** and **visa approval** processing



#### Seamless Transfers

- Enable and encourage **seamless transfers** between airlines at our hub
- Shorten **inter-terminal transit** time


### Value Outcomes



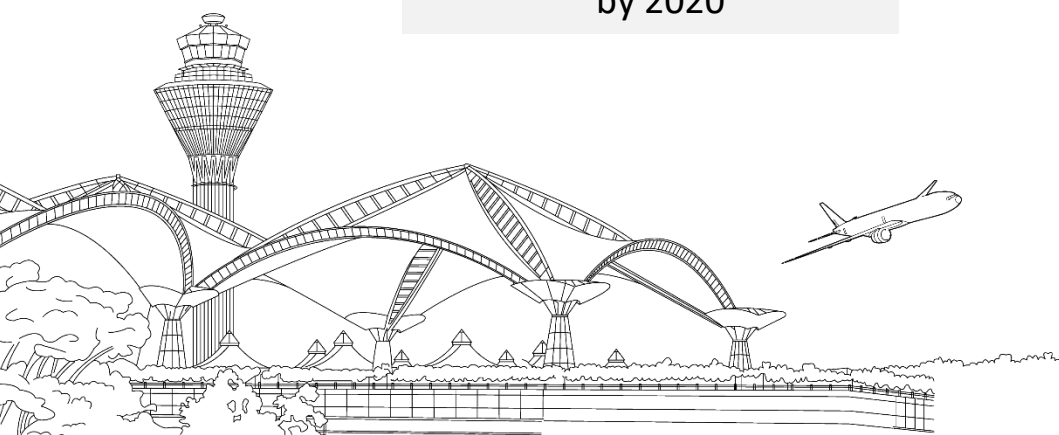
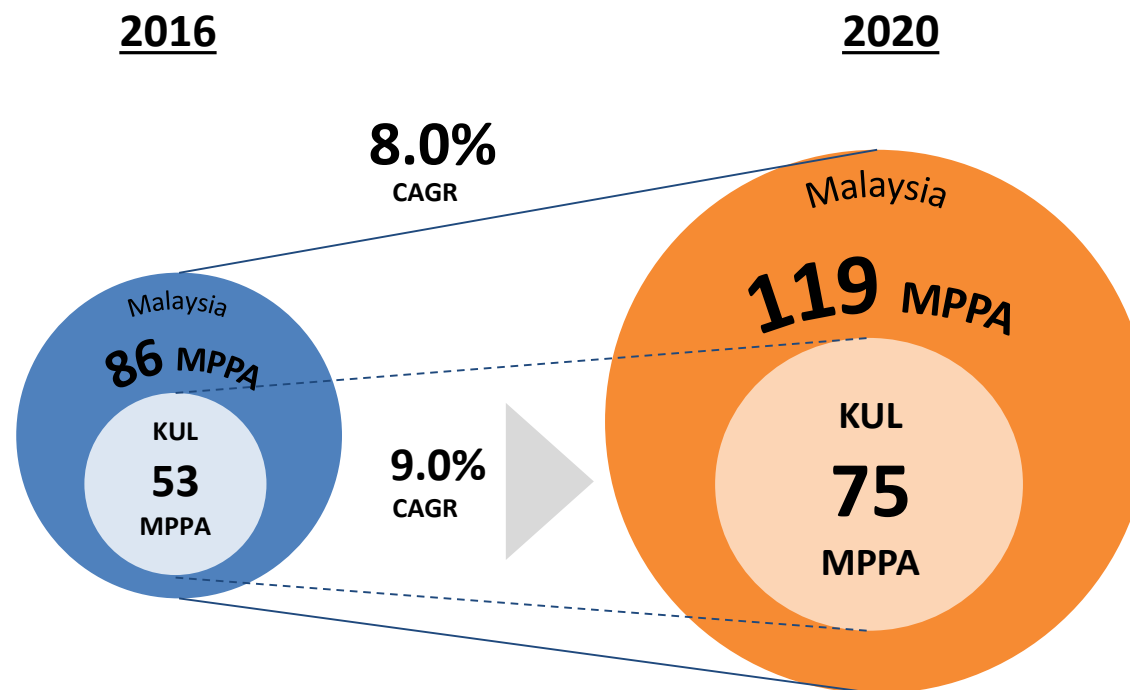
- ↑ **Passengers**
- ↑ **Airlines**
- ↑ **Route Coverage**
- ↑ **Frequencies**
- ↑ **Connectivity**



The KUL Hub strategy is poised to deliver strong passenger traffic growth throughout Malaysia



More than  
**20 million**  
additional  
passengers  
by 2020





## TAE: Delivering strategic & proactive relationships



#### Increased operational efficiencies

- **Faster turnaround at check-in**  
(e.g. Automated Bag Drops, encouraging use of self-service kiosks, common-use facilities)
- **Improved arrival experience**  
(e.g. on-time baggage arrival)



#### Increased operational support

- Improved Airline **Relationship Management**
  - Support from set-up, mobilization to renewal and expansion
- Improved **Account Planning** to generate demand
  - Yield management
  - Route development incentives



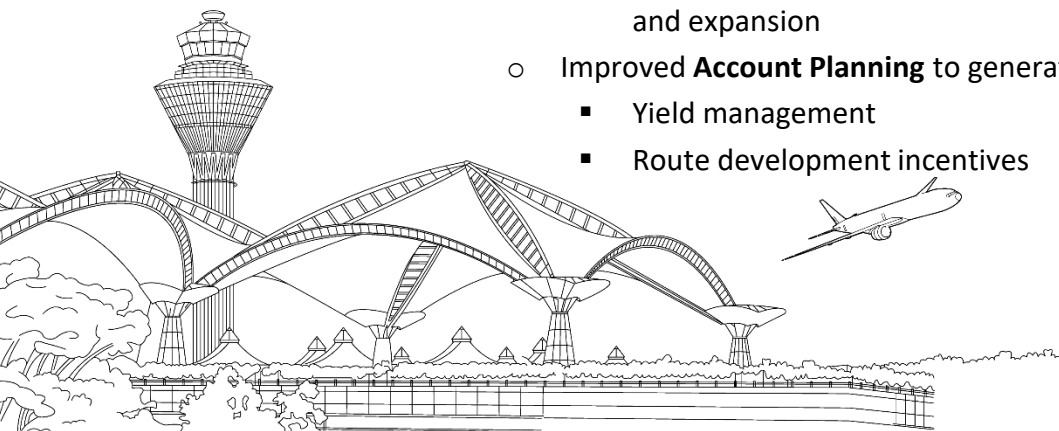
#### Increased sales for retailers

- **More avenues** for passenger to spend
- **Personalized promotions and targeted offers** based on passenger analytics

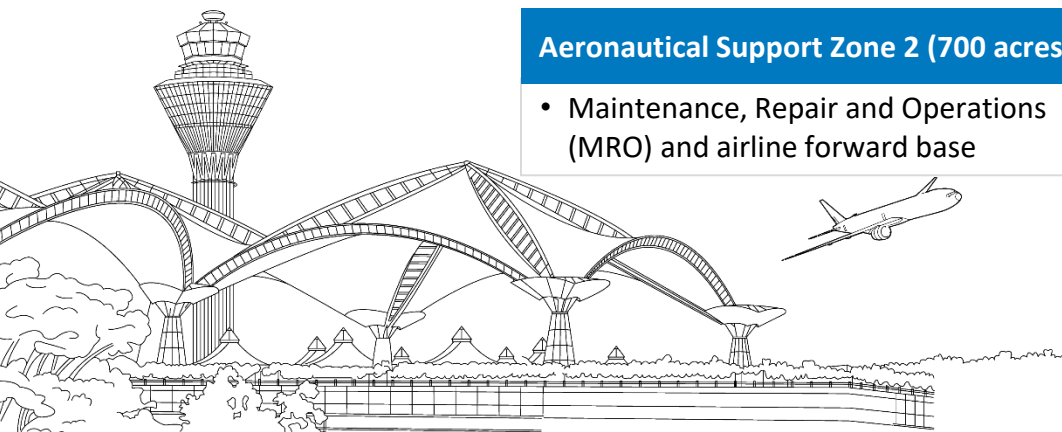
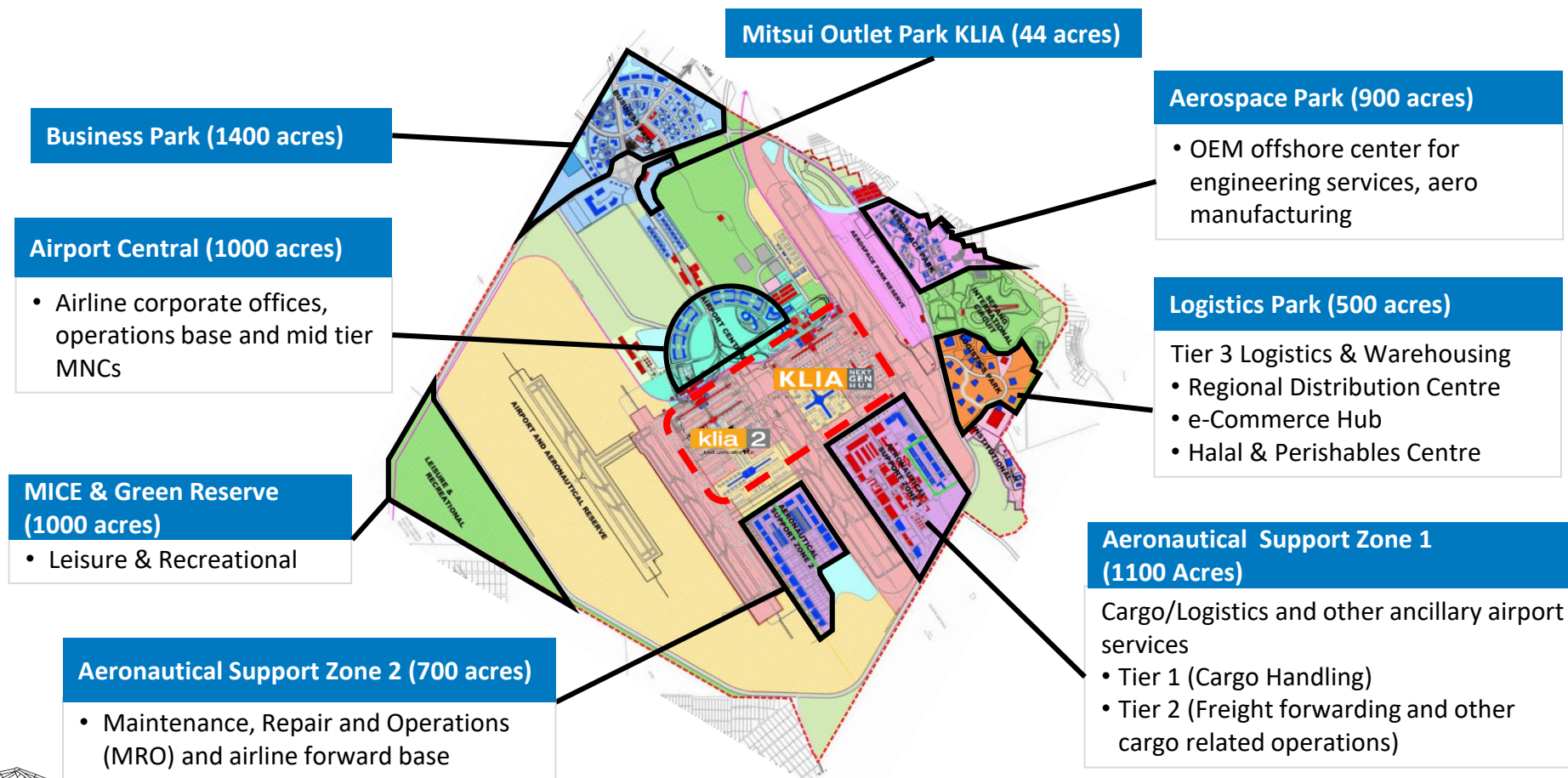


#### End-to-end retailer support

- **Differentiated** airport retail propositions
- Effective **marketing to tendering** processes
- **Set-up and operational** support



## KLIA Aeropolis concept masterplan



A white circle with a blue and orange border. The text "Commercial Business" is centered inside the circle.

Commercial Business

# AIRPORT COMMERCIAL MODEL



**Lifestyle Airport**  
*Destination creation, focusing on business oriented customers*  
 KLIA, Kota Kinabalu, Kuching, Penang

**Leisure Airport**  
*Developing a vibrant and fun hub for leisure travellers*  
 klia2, Tawau, Miri, Sibul, Kota Bharu, Langkawi

**Community Airport**  
*Going beyond passengers...creating commercial value for surrounding community*  
 Alor Setar, Terengganu, Ipoh, Melaka, Labuan, Bintulu, Kuantan, Sandakan

**Corporate Responsibility Airport**  
*Providing baseline travel retail and service offerings*  
 Lahad Datu, Mulu, Limbang, Redang, Tioman



# KLIA - SEAMLESS CONNECTIVITY FOR FSC & LCCS

## KLIA NEXT GEN HUB

### ASEAN hub for Oneworld



#### Primary Hub

- Malaysia Airlines
- Malindo Air

#### Major International Airlines

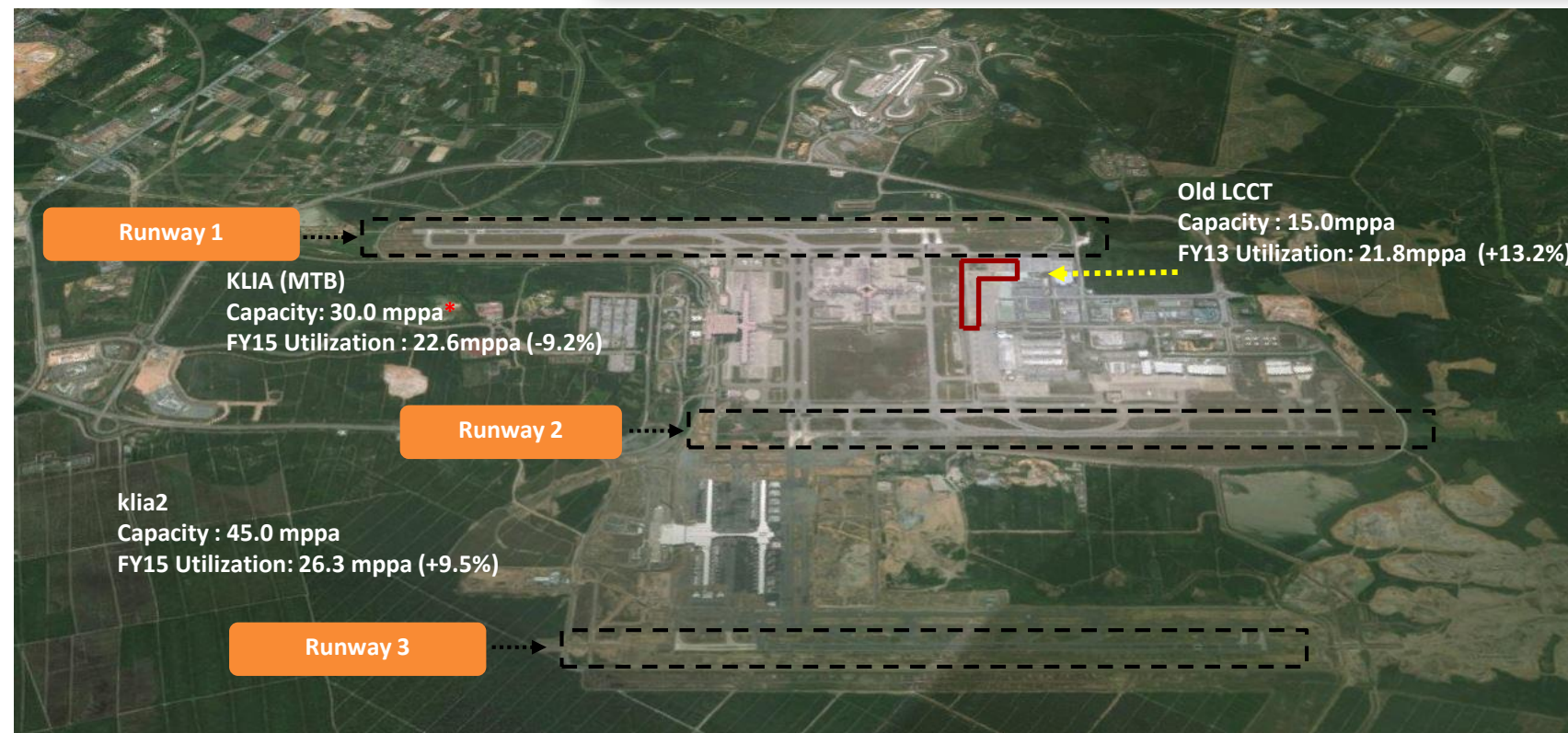
- Emirates
- Qatar Airways
- Air France-KLM
- Turkish Airlines
- Vietnam Airlines
- China Southern
- Singapore Airlines / Silk Air
- Cathay Pacific
- Etihad
- Thai Airways
- Saudia
- Garuda
- Xiamen Airlines

#### Returning airlines in 2015

- British Airways
- All Nippon Airways
- Air China

#### New airlines in 2016

- Shaheen Air
- VietJet



## klia 2

#### Primary Hub

- AirAsia
- AirAsia X

#### Major International Airlines

- Jetstar Asia
- Tiger Airways
- Cebu Pacific
- Thai AirAsia
- Indonesia AirAsia
- Philippines AirAsia

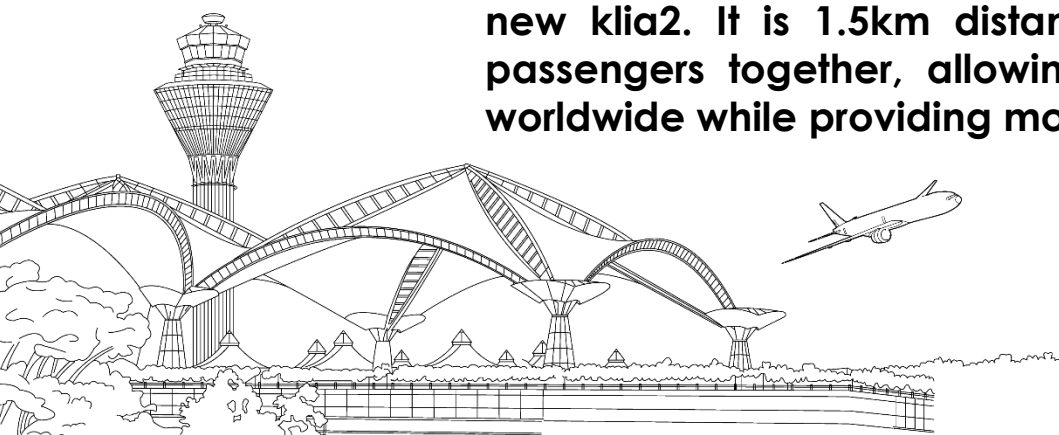
\*KLIA(MTB)'s design capacity is 25.0 mppa. KLIA(MTB) has one of the highest comfort level of 55sqm per passenger during peak hour, hence its capacity can be stretched to cater for up to 30.0 mppa



## PRIME BUSINESS LOCATION



Located within the KLIA Airport Aeropolis area. Consist of two terminals KLIA and new klia2. It is 1.5km distance thus linking both low-cost and legacy airlines passengers together, allowing seamless transit and journey to any destination worldwide while providing more fulfilling travel, shopping and dining experience.





# PASSENGER DEMOGRAPHIC 2014



>79% of pax dwell more than an hour at KLIA 

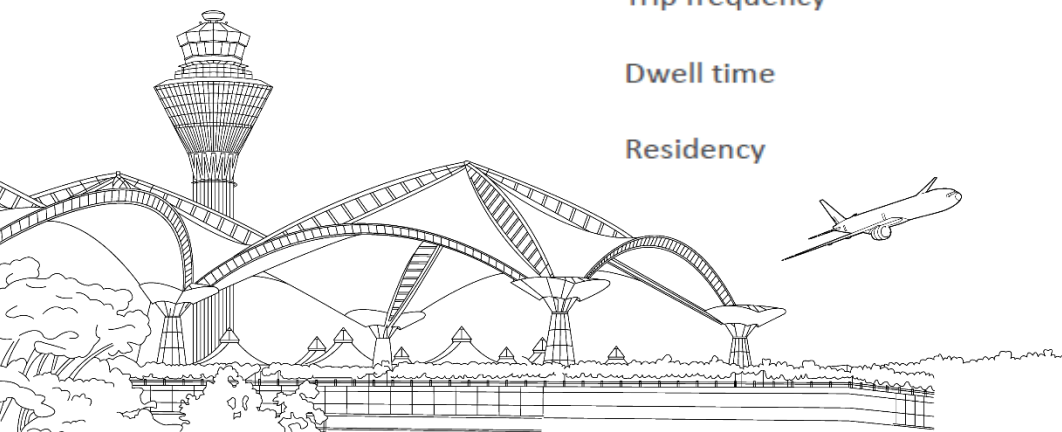
Two terminals – two very different profiles

## KLIA NEXT GEN HUB

Gender	64% 
Age	37 yrs.
Income	HIGH
Reason for trip	28% 
Trip frequency	HIGH
Dwell time	98 minutes
Residency	36% local

## klia 2

Gender	54% 
Age	35 yrs.
Income	MID
Reason for trip	14% 
Trip frequency	MID
Dwell time	104 minutes
Residency	45% local



## KLIA RETAIL BRAND PRINCIPLES

*Our Brand Principles was initiated at klia2 and now being used to transform KLLA*

*Airport Model: Leisure Model*

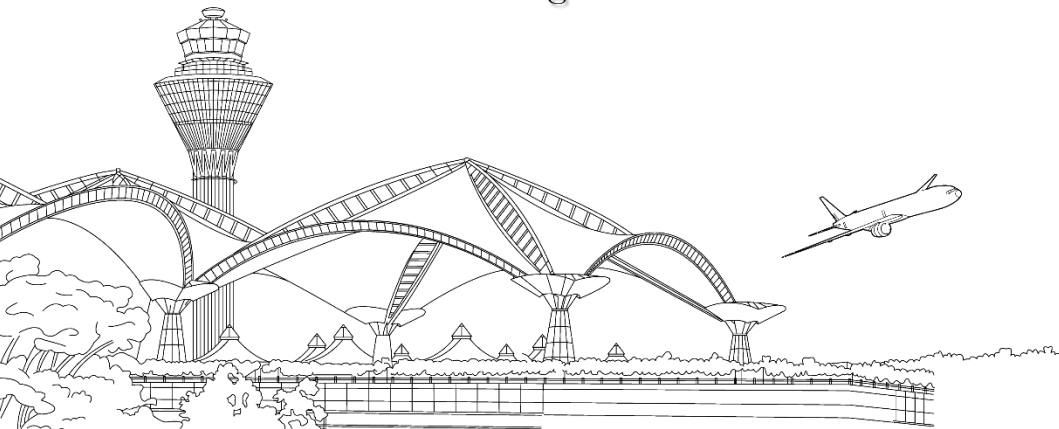


*Lifestyle Model*

*Tagline: "Destination Curious"*

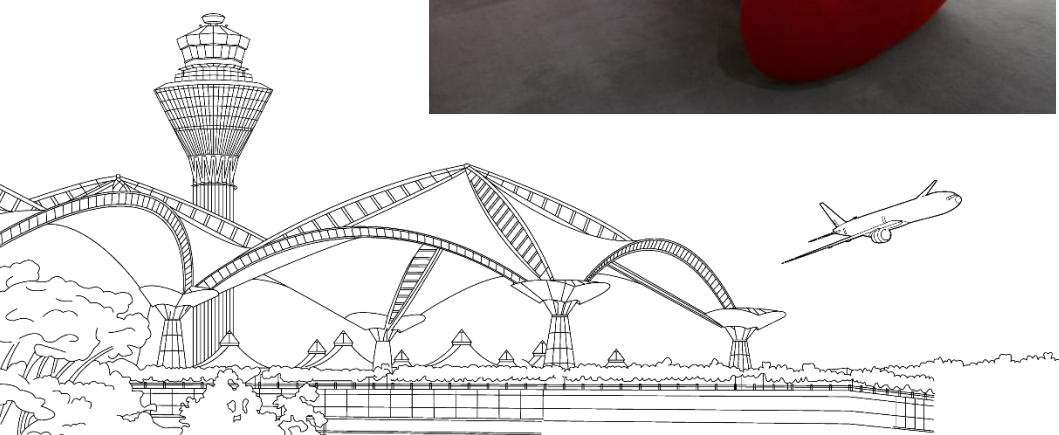


*"Premium Lifestyle"*



## Experiential

- Evoking creative ambiance
- Unique and premium design & atmosphere
- Creating an experience
- On hand retail and customers participation

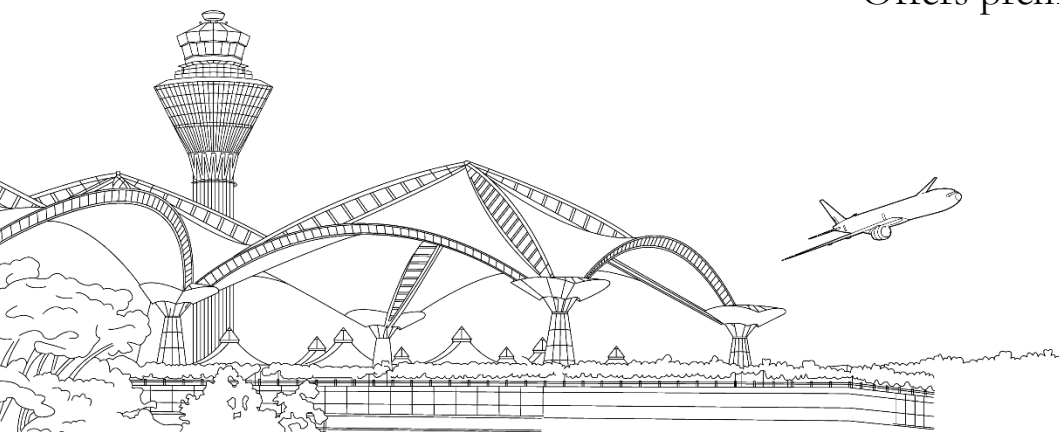




## Liberating

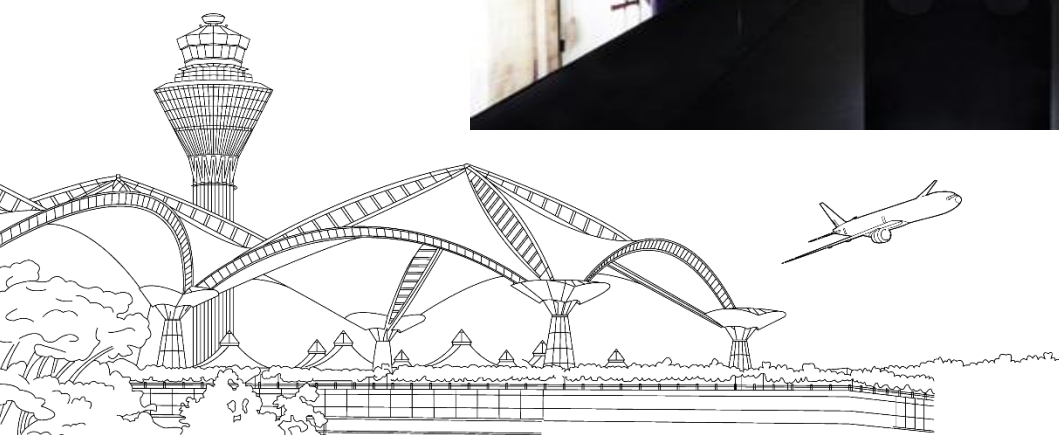


- Empower customers to do things their way
- Offers premium and differentiated add value service



## Innovation

- Interactive displays & communication, technology-savvy and latest in retail technology

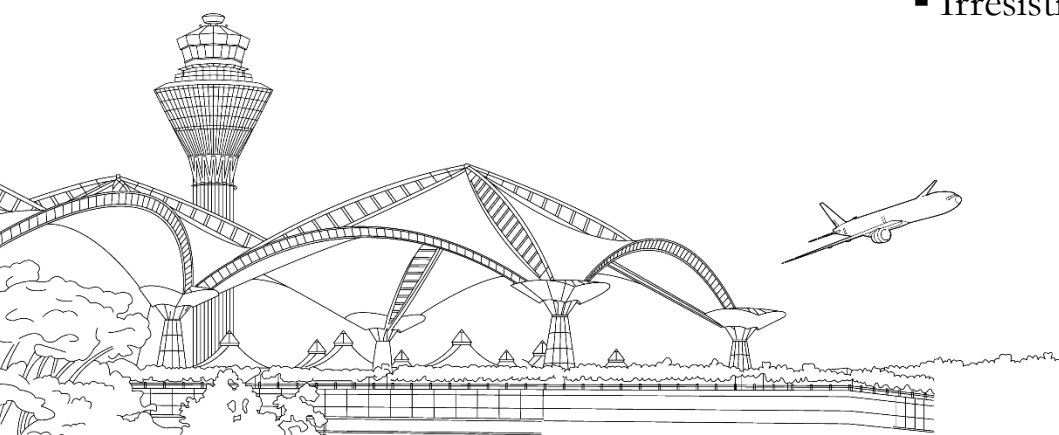




## Thrilling

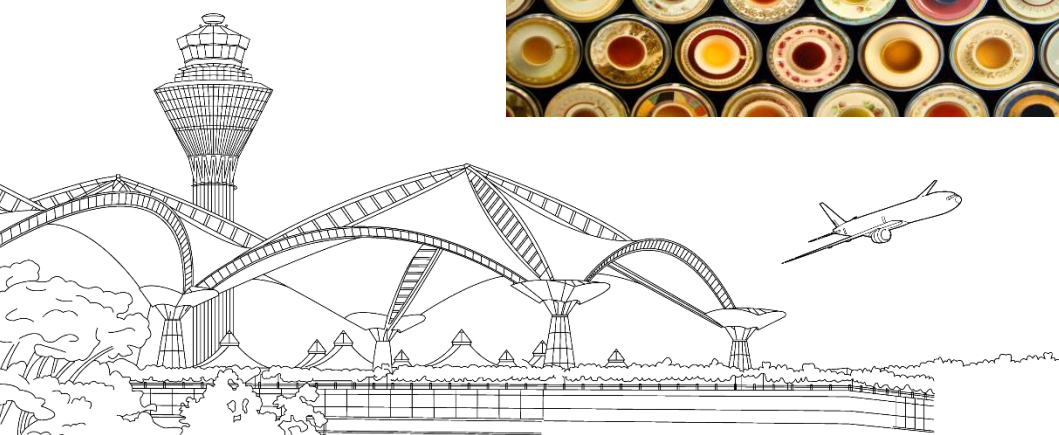


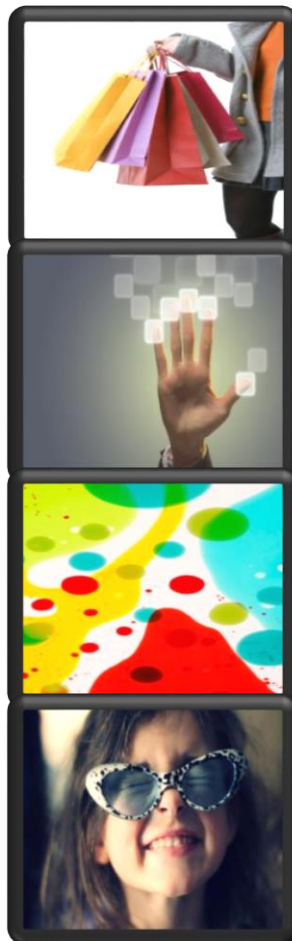
- Stimulate all senses
- Irresistible offering



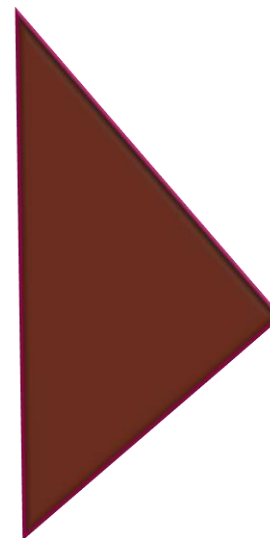
## Ever-Changing

- Seasonal changes / trends
- Trend Setter
- Have varieties
- Striking display
- Creative concepts

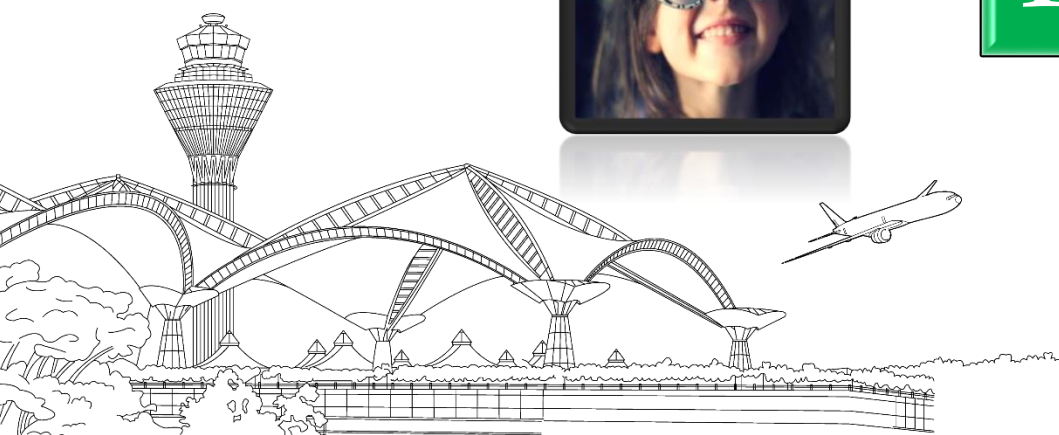




E  
L  
I  
T  
E



**Transforming the  
retail experience  
into a Premium  
Lifestyle Shopping  
Destination**

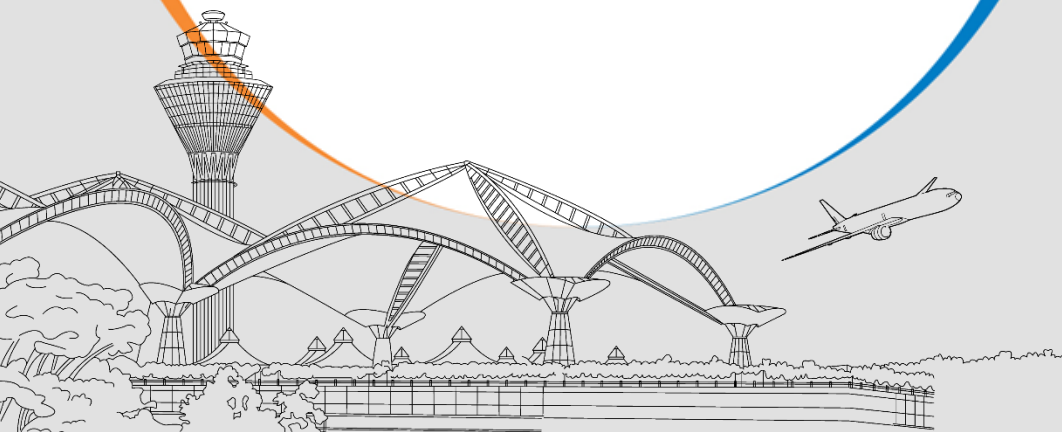






# klia2

## BUSINESS OPPORTUNITIES

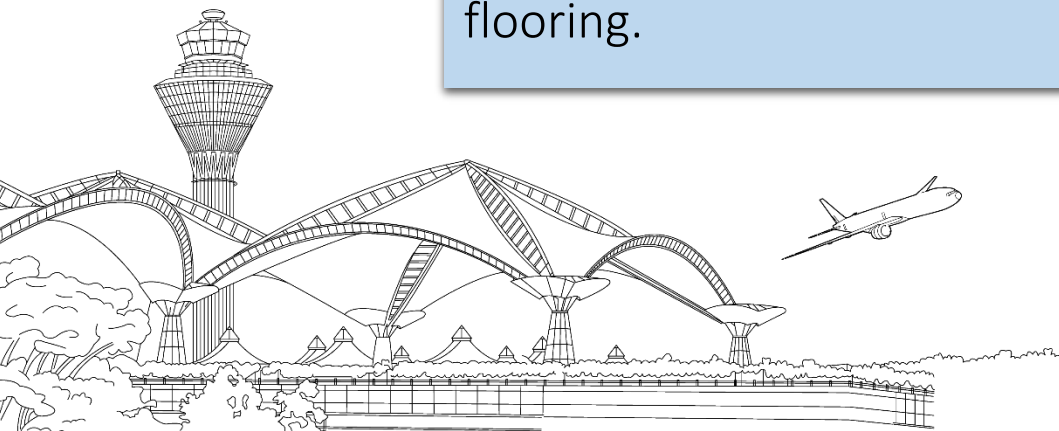


## IMPORTANT NOTICE !!!

The Successful Tenderer has inspected (*Site Visit*) and satisfied itself as to the physical condition of the Demised Premises and accepts that the said Demised Premises shall be rented on an "As Is, Where Is" basis.

\*Tenanted "As Is, Where Is" outlet shall be made good to its original condition of core & shell concept.

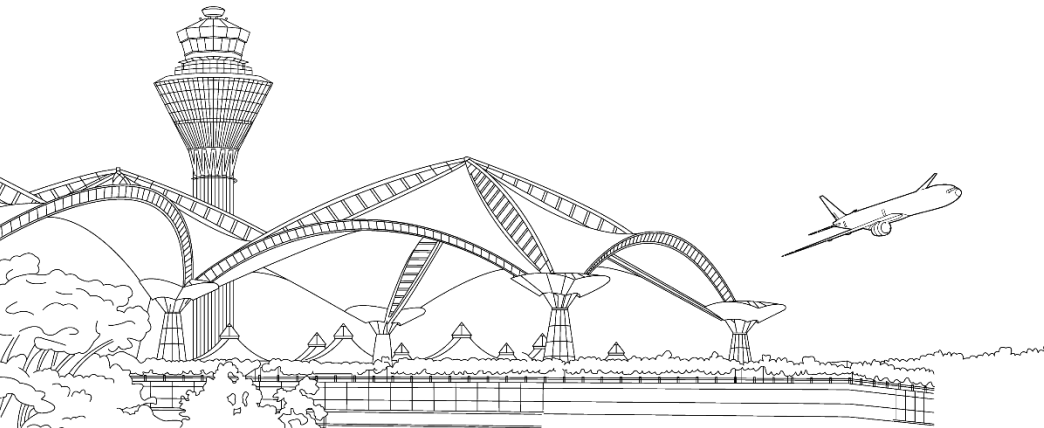
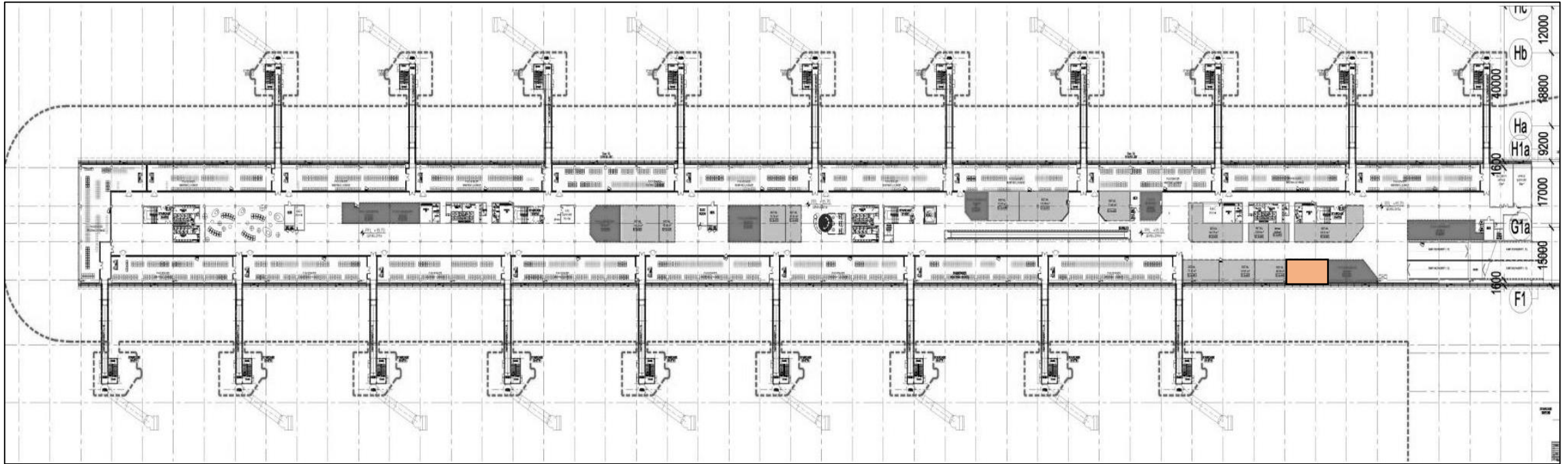
\* "Core & shell" concept is based on the original ceiling & cement rendered flooring.



## LIST OF BUSINESS OPPORTUNITIES

No.	Tender No.	Lot No.	Size (sqm)	Fixed Royalty %	Variable Royalty %	Product
1	T/20/2017	Lot S1-1a-A03, Domestic Departure / Arrival Level (Airside)	67.75	Not less than 1%	Not less than 10%	Retail Outlet (Travel Luggage & Accessories)
2	T/21/2017	Lot S1-1a-A05, Domestic Departure / Arrival Level (Airside)	66.78	Not less than 1%	Not less than 10%	Retail Outlet (Fashion Accessories – Busana Muslimah)
3	T/22/2017	Lot S2-3-A44, International Departure Level (Airside)	47.35	Not less than 1%	Not less than 10%	Retail Outlet (Retail Specialty Store – Packed Food)
4	T/23/2017	Lot S2-3-A45, International Departure Level (Airside)	47.03	Not less than 1%	Not less than 10%	Retail Outlet (Books, News & Prints)
5	T/24/2017	Lot S1-1a-A11, Domestic Departure / Arrival Level (Airside)	34.76	Not less than 1%	Not less than 18%	Food & Beverage Outlet (Grab & Go – Bakery / Juice Bar/ Sandwich Bar)

### Retail Outlet (Travel Luggage & Accessories)

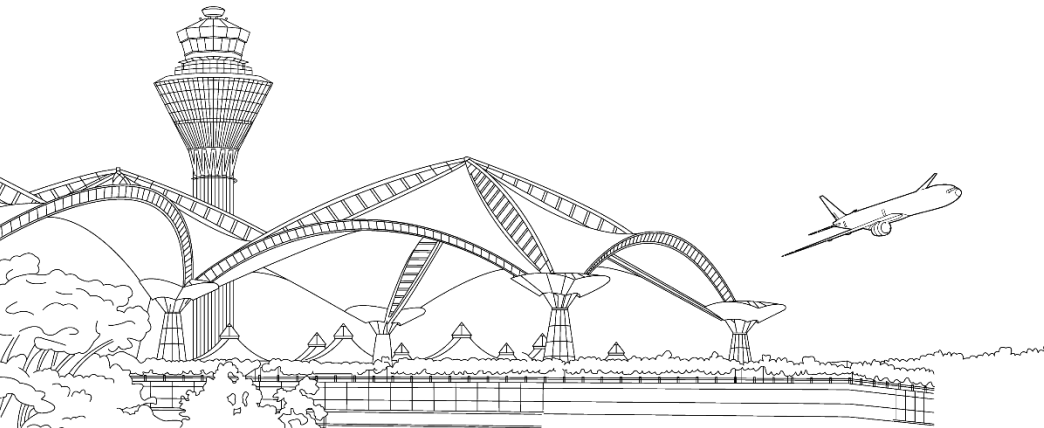
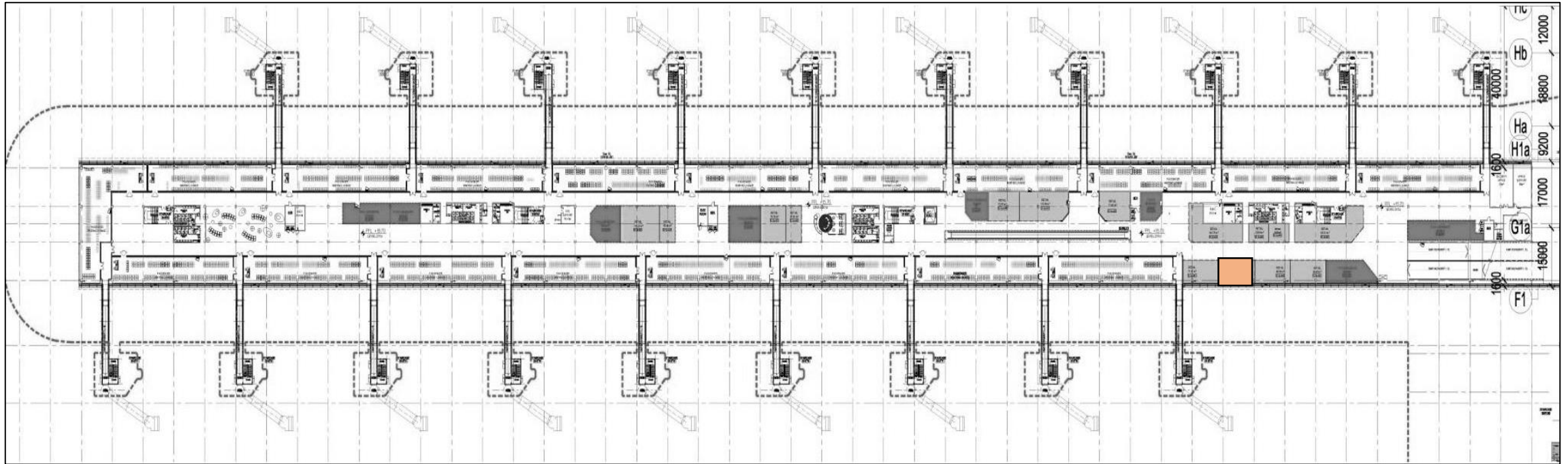


**Lot No: S1-1a-A03**  
**Location: Domestic Departure / Arrival Level (Airside)**  
**Size: Approximately 67.75 sqm**

**Product Description:**  
Brand name specialty retail offers multi brand travel luggage and accessories (mid-range) from renowned international brand.



### Retail Outlet (Fashion Accessories – Busana Muslimah)

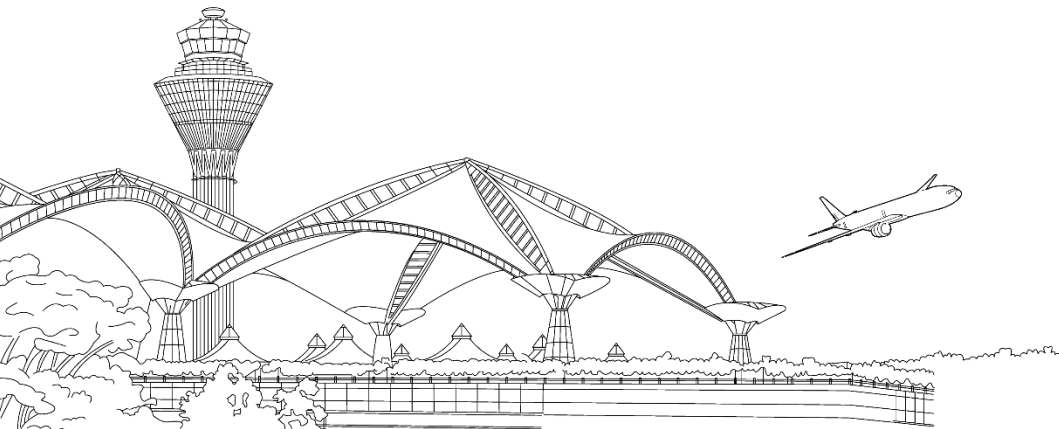
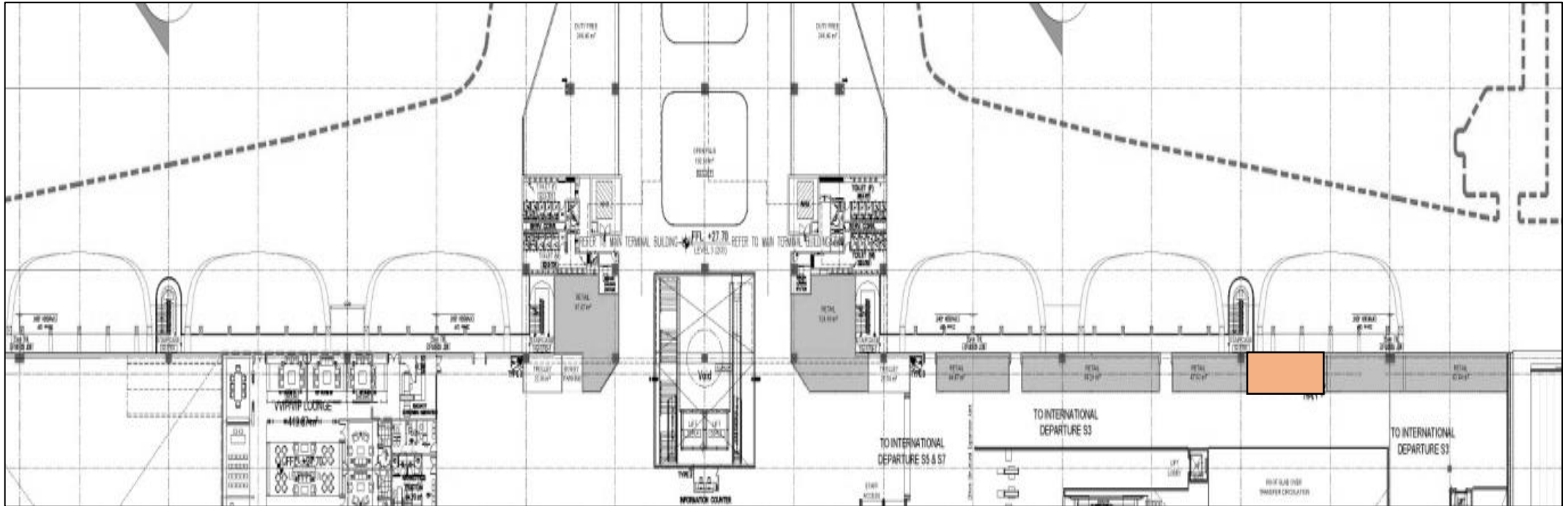


**Lot No: S1-1a-A05**  
**Location: Domestic Departure / Arrival Level (Airside)**  
**Size: Approximately 66.78 sqm**

**Product Description:**  
Brand name specialty retail offers muslimah apparel and accessories such as telekung, hijabs, jubah etc.



## Retail Outlet (Retail Specialty Store (Packed Food))



**Lot No: S2-3-A44**

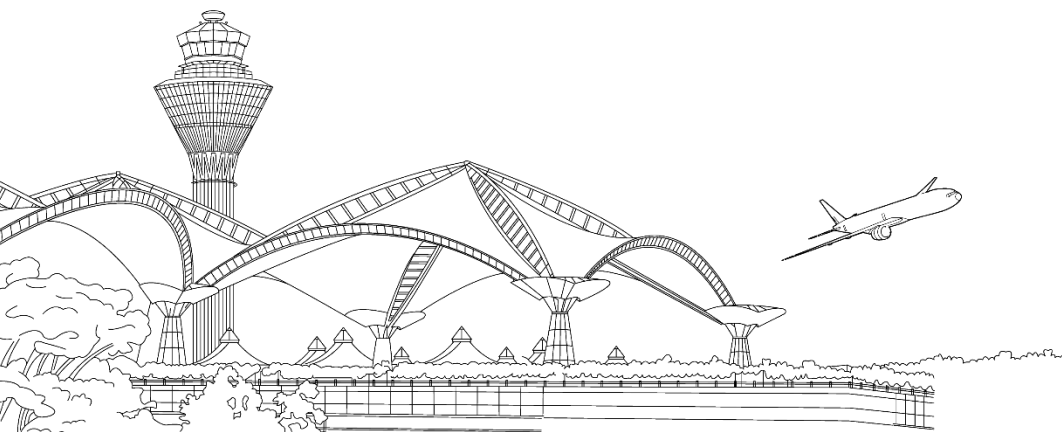
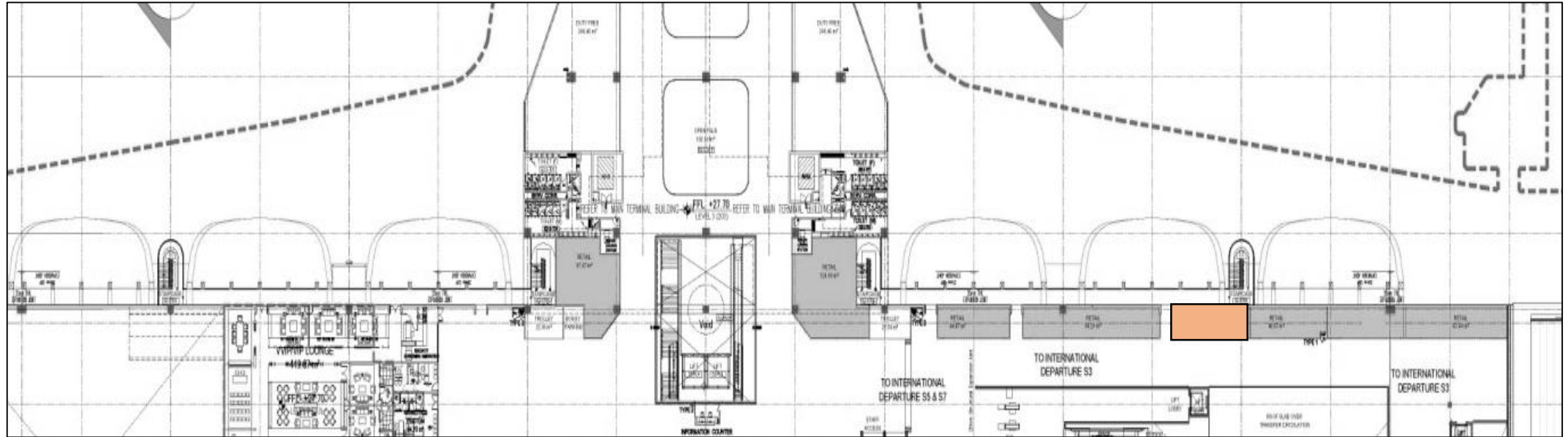
**Location: International Departure Level  
(Airside)**

**Size: Approximately 47.35 sqm**

### **Product Description:**

Brand name specialty retail offers native products, frozen products, tid-bits, gift hampers, instant cooking condiments, and beverages.

Retail Outlet (Books, News & Prints)



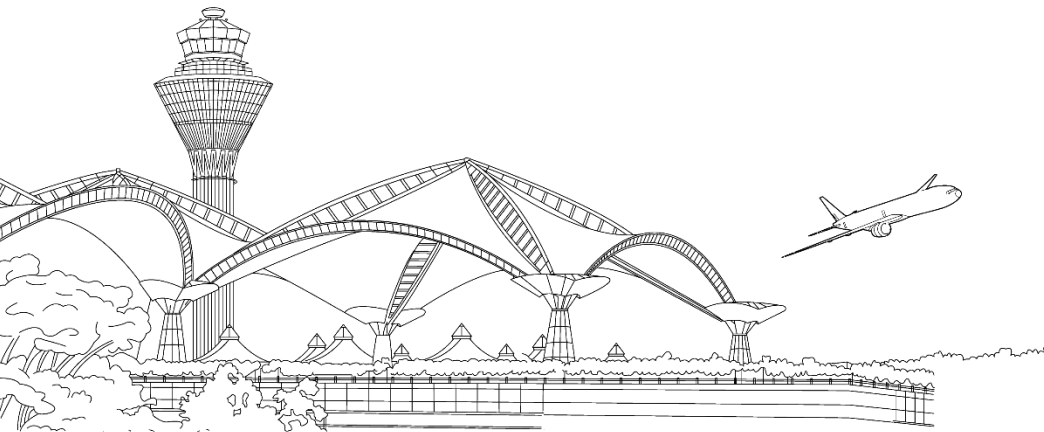
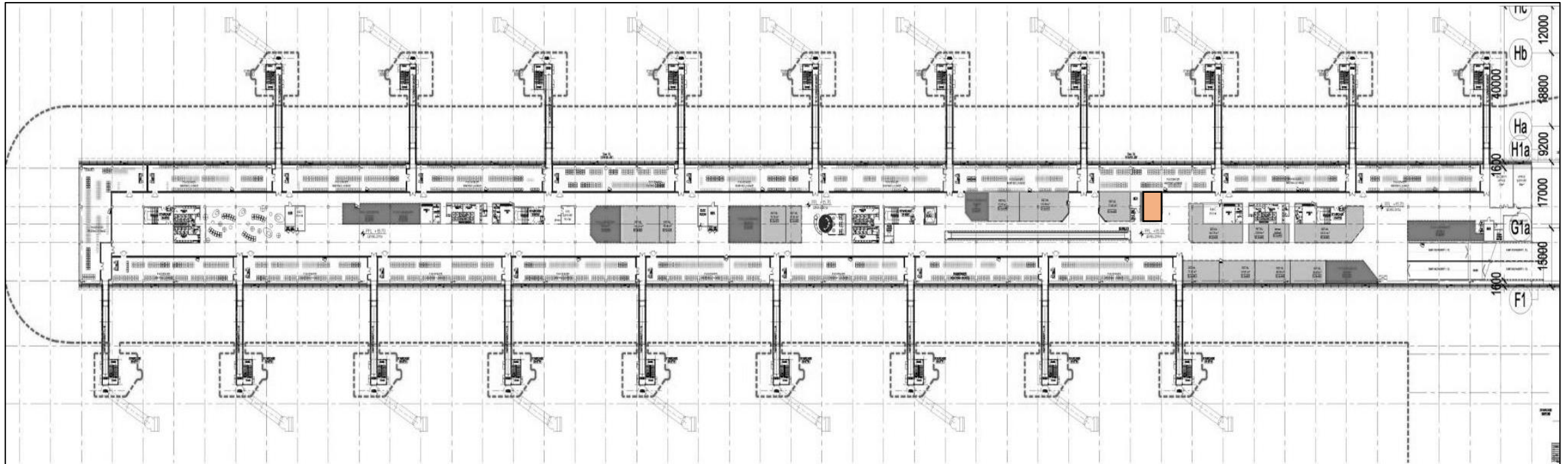
**Lot No: S2-3-A45**  
**Location: International Departure Level (Airside)**  
**Size: Approximately 47.03 sqm**

**Product Description:**

Brand name specialty retail offering books, news and magazines with a wide range of local and international titles.

Value – add: Complimentary with online news print service. The service is to cater individual request for specific / customized online or digital news prints available on the authorised online news print websites.

Food & Beverage Outlet (Grab & Go – Bakery / Juice Bar/ Sandwich Bar)



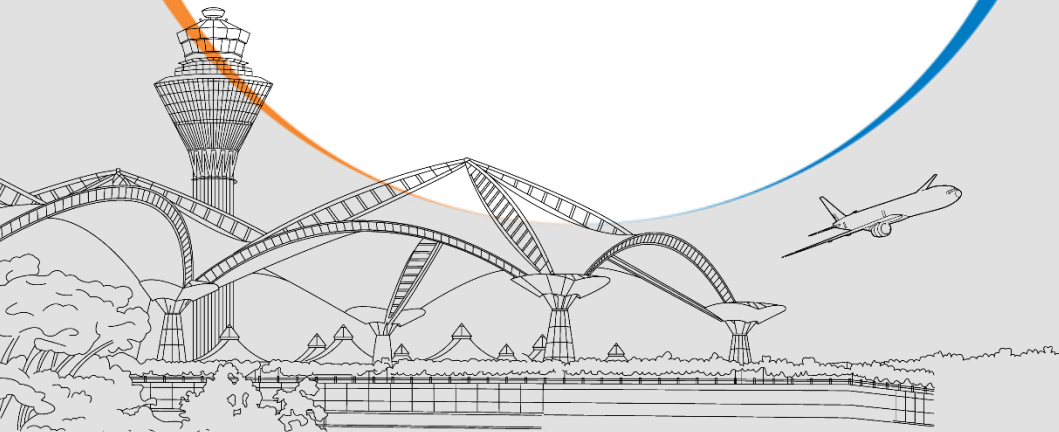
**Lot No: S1-1a-A11**  
**Location: Domestic Departure / Arrival Level (Airside)**  
**Size: Approximately 34.76 sqm**

**Product Description:**  
Brand name specialty food & beverage offers wide range of breads, pastries and hot & cold beverages with a grab & go concept. (Halal food & beverage only).





# IMPORTANT INFORMATION TO TENDERERS

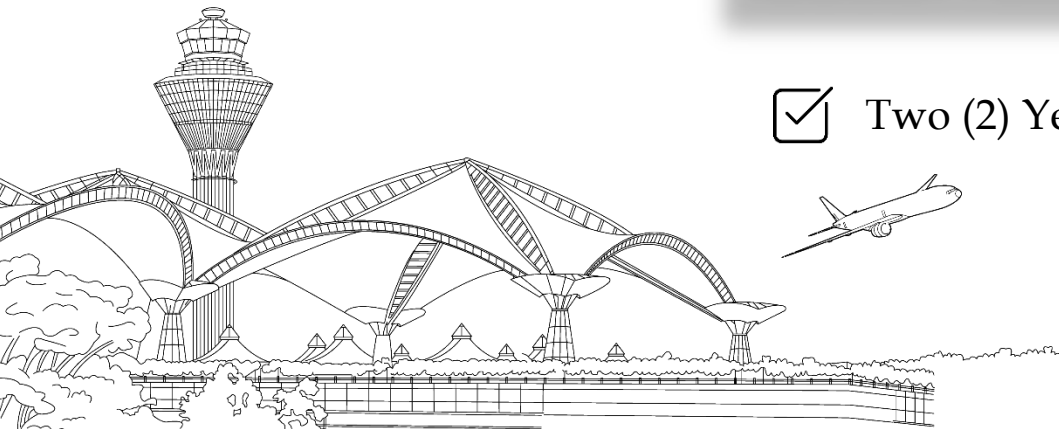


## TENDER EVALUATION CRITERION

- Mandatory Requirement
- Technical Evaluation
- Financial Evaluation
- Commercial Evaluation

## TENANCY PERIOD

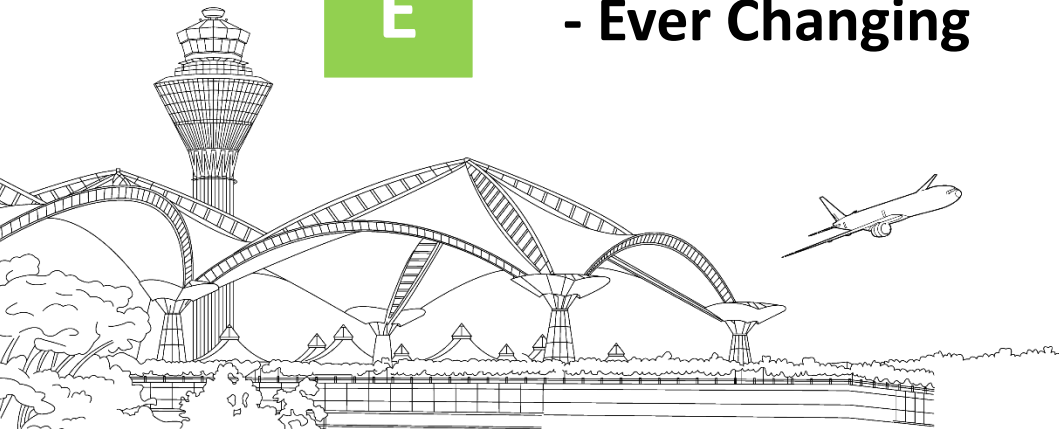
- Two (2) Years ONLY



**BRAND PILLARS/PRINCIPLES**

The proposed outlet shall incorporate features designed to engage, entertain and convert the passenger into a satisfied consumer; and aligned to KLIA Brand Pillars : E.L.I.T.E

- E** - **Experiential**
- L** - **Liberating**
- I** - **Innovative**
- T** - **Thrilling**
- E** - **Ever Changing**





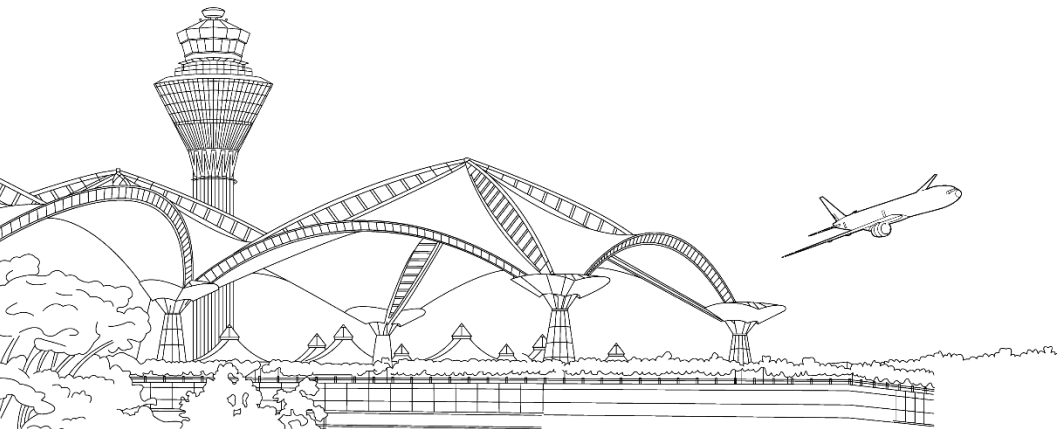
## TENDER PROPOSAL GUIDELINE



Each Submission is required to include ONE (1) set of the original and ONE (1) set of copy of each tender proposal comprising of the following :

### BUSINESS PLAN IN SCHEDULE 12 INCLUDES:

- Background and Experience
- Proposed Business
- Marketing Plan
- Pricing Policy
- Operational Plan / Strategy
  - Merchandising Plan
  - Operational Plan
  - Quality Assurance Programme
  - Manpower Planning
- Customer Service Programme
- Minimum Investment and Funding
- Revenue Forecast
- Facilities Requirement
- Financial Information Template
  - Information from financial statement and bank statement
- Proposed 2 years investment plan



CHECKLIST FOR SUBMISSION

**Checklist For A Complete Proposal Submission**  
*(which shall be read and construed as forming an integral part of this Tender)*

The Tenderer shall submit the following documents:

- One original and one copy of the Business Proposal and relevant documents as per contents stipulated in Schedule 12 herein and shall include all necessary attachments;
- A duly completed Financial Considerations as per contents stipulated in Schedule 12 herein;
- A duly completed Tenderer's Declaration in the format as set out in Schedule 5 herein;
- Statutory declarations the formats as set out in Schedule 3 and Schedule 4 herein; and
- Tender Deposit in the form of a cashier's order or a bank draft issued in favour of Malaysia Airports Holdings Berhad.
- The Tenderer's directors' latest bankruptcy searches, latest company winding up search and latest company SSM search
- All relevant documents and/or agreements and/or certificates evidencing the Tenderer's status as Franchisee and/or licensee and/or authorised agents.

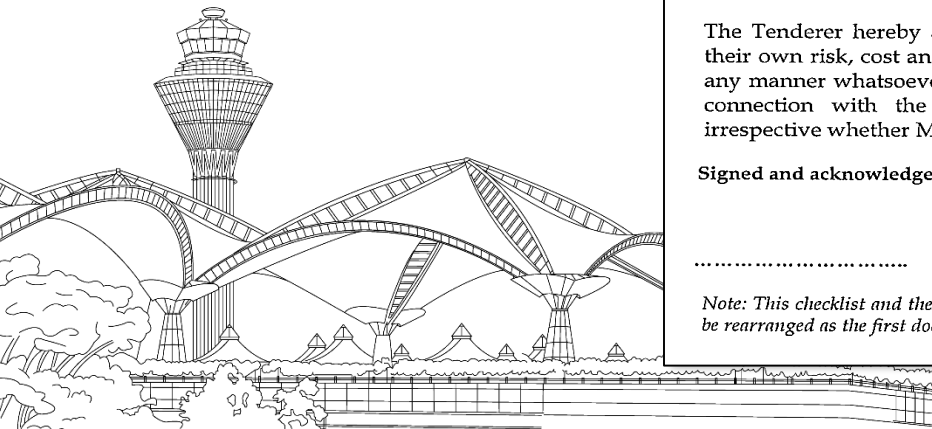
SAMPLE

The Tenderer hereby acknowledge that their participation in the tender process is at their own risk, cost and expense. MAHB shall not under any circumstances be liable in any manner whatsoever for any loss, damage and expense incurred by the Tenderer in connection with the preparation and/or submission of the business proposals irrespective whether MAHB actually proceeds with the award of the tenancy.

Signed and acknowledged by the Tenderer:

.....

*Note: This checklist and the above documents are to be attached together with the Tenderer's tender and to be rearranged as the first document in the Tenderer's tender.*



**Retail and Food & Beverage Outlet**

**FINANCIAL CONSIDERATION**

**Fixed Rent**

**AND**

**Fixed Royalty %**

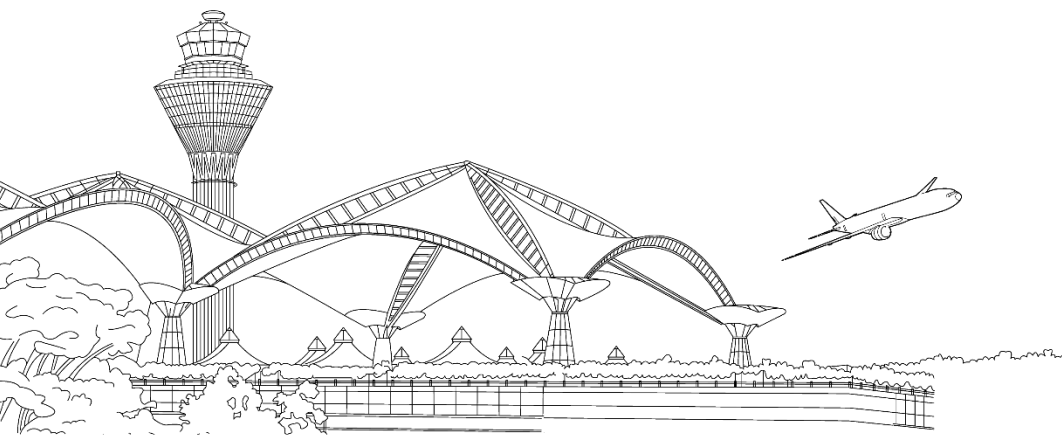
**OR**

**Variable Royalty %**

Period	Rental Proposal for Lot No. ....
Year 1	RM _____/month
Year 2	RM _____/month

Period	Fixed Royalty (%) for Lot No. ....
Year 1	_____ of the monthly gross sales
Year 2	_____ of the monthly gross sales

Period	Variable Royalty (%) for Lot No. ....
Year 1	_____ of the monthly gross sales
Year 2	_____ of the monthly gross sales



FINANCIAL CONSIDERATION ABOVE ARE EXCLUSIVE OF 6% GST

1% A&P FEES APPLY THROUGHOUT THE CONTRACT

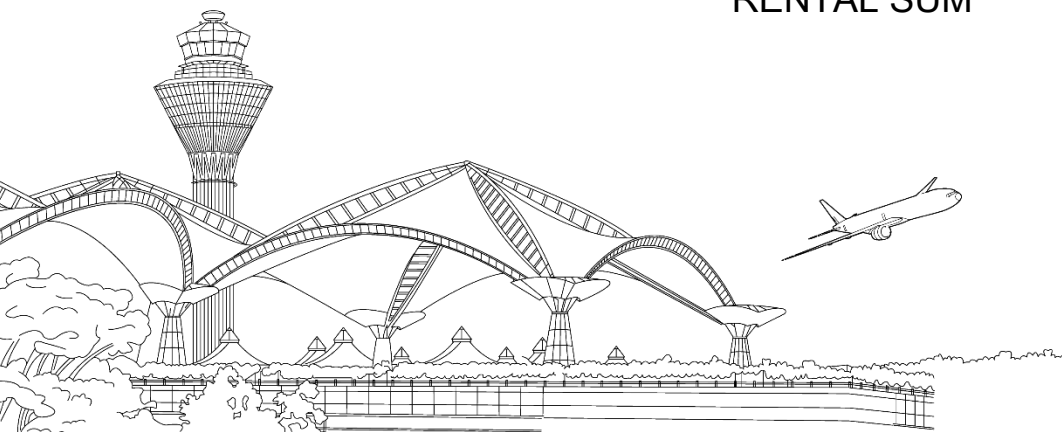
**Malaysia Airports shall be under no obligation to accept the highest offer**

**RENTAL MODEL SIMULATION**

Example :

*New Rental Model : Fixed Rent+ Fixed Royalty Or Variable Royalty , Whichever Is Higher*

		SCENARIO 1	SCENARIO 2
(A)	SALES	100,000	120,000
(B)	FIXED RENT	10,000	10,000
(C)	FIXED ROYALTY (1%)	1,000	1,200
(B + C)	FIXED RENT+ FIXED ROYALTY OR	11,000	11,200
(D)	VARIABLE ROYALTY (10%)	10,000	12,000
	RENTAL SUM	11,000	12,000
		FR+ FRYT	VRYT



**Legend:**

<input checked="" type="checkbox"/>	FR	: Fixed Rent
<input checked="" type="checkbox"/>	FRYT	: Fixed Royalty
<input checked="" type="checkbox"/>	VRYT	: Variable Royalty

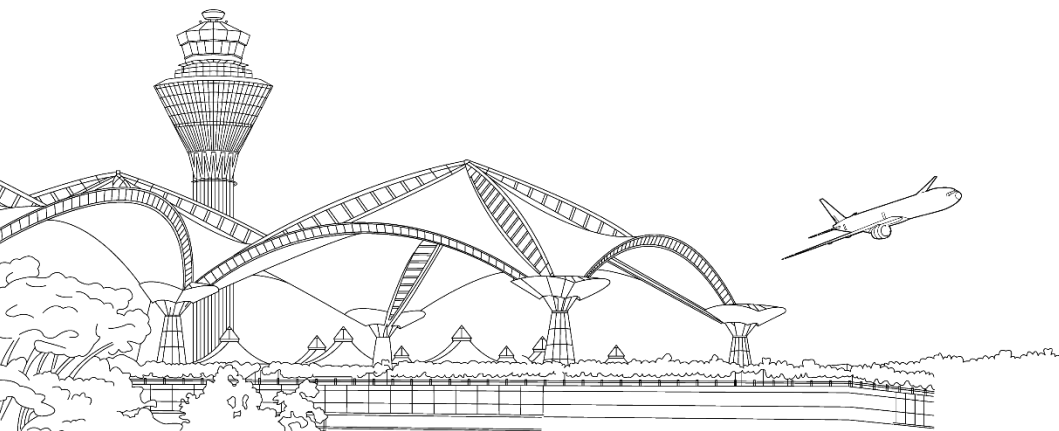
## GENTLE REMAINDER TO TENDERER

- Site visit/briefing attendance and the submission of the Tender Proposal must be made by the same company/organization.
- Only companies registered during briefing session are allowed to submit the tender proposal.

## MANDATORY REQUIREMENTS

Submission of the following document prior to submission of Tender Proposal:

- Tender Deposit
- Schedule 3 - Statutory Declaration
- Schedule 4 - Statutory Declaration
- Schedule 5 - Tenderer Declaration
- Director Bankruptcy Search
- Company Winding Up Search
- Company SSM Search





**SAMPLE OF SCHEDULE 3 & 4**

**SCHEDULE 3**  
(Section 4.1(a))

**STATUTORY DECLARATION**

*(which shall be read and construed as forming an integral part of this Tender)*

*(Note: This statutory declaration shall be signed by each of the directors of the Tenderer and the same shall be affirmed before a commissioner for oath/notary public and stamped)*

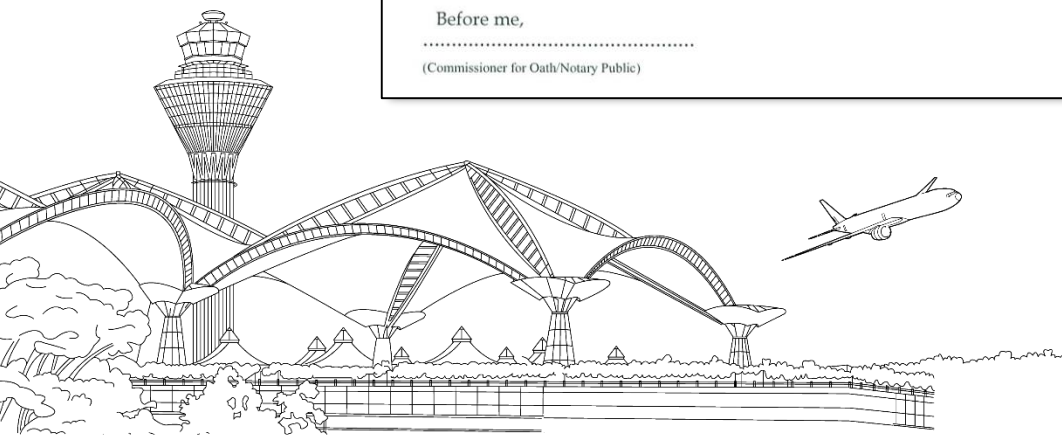
I, [Insert name of the directors of the company] (NRIC No./ Passport No. [•]) of [Insert address] do solemnly and sincerely declare as follows:-

- that as at the date hereof I am not an undischarged bankrupt and that no bankruptcy proceedings or any other legal proceeding of whatever nature have been instituted or are being instituted against me under the law of Malaysia or anywhere else;
- that I have not committed any act of bankruptcy as defined under Section 3 of the Bankruptcy Act, 1967;
- that I have not in default under any court order or any administrative proceedings is currently pending or under investigation, arbitration administrative proceedings, as the same may affect my solvency;
- that I agree that in the event discovered that I am an undischarged bankrupt, Malaysia Airports Holdings Berhad (Company No. 487092-W) (hereinafter referred to as "MAHB") and Malaysia Airports (Sepang) Sdn. Bhd. (Company No. 320480-D) (hereinafter referred to as "Malaysia Airports (Sepang)") shall have the right to disqualify the Tender (as defined in the tender issued by MAHB) and/or terminate the Tenancy Agreement (as defined in the tender issued by MAHB);
- that I undertake to notify MAHB and Malaysia Airports (Sepang) within seven (7) days of I becoming aware of a petition for bankruptcy being filed against me;

And I make this solemn declaration conscientiously believing the same to be true and by virtue of the provisions of the Statutory Declarations Act, 1960.

Subscribed and solemnly declared by [ ]  
 the abovenamed [Insert name of the ]  
 director of the Tenderer] (NRIC No./ ]  
 Passport No. [•]), [Insert name of the director of the Tenderer]  
 at [•] in the State of [•] (NRIC No./ Passport No. [•])  
 on this [•] day of [•]

Before me,  
 .....  
 (Commissioner for Oath/Notary Public)



**SAMPLE**

**SCHEDULE 4**  
(Section 4.1(a))

**STATUTORY DECLARATION**

*(which shall be read and construed as forming an integral part of this Tender)*

*(Note: This statutory declaration shall be signed by the directors authorised by the Tenderer under its directors' and members' (if any) resolutions and this statutory declaration shall be affirmed before a commissioner for oath/notary public and stamped)*

We, [Insert name of the directors of the company] (NRIC No./ Passport No. [•]) of [Insert address], directors of [Insert the name of the Company] (hereinafter called "the Company") of [Insert Tenderer's address] do hereby solemnly and sincerely declare as follows:

- that we are the directors of the Company;
- that to the best of our knowledge, information, suits, legal proceedings or claims against the Company (including winding-up proceedings) pending or threatened which may impair the capacity of the Company to enter into a binding agreement;
- that we make this declaration with full knowledge and awareness of Malaysia Airports Holdings Berhad (Company No. 487092-W) (hereinafter referred to as "MAHB") and Malaysia Airports (Sepang) Sdn. Bhd. (Company No. 320480-D) (hereinafter referred to as "Malaysia Airports (Sepang)") reliance on this declaration as an inducement or basis to award tender (as defined in the tender issued by MAHB) to the Company;
- that we undertake to notify MAHB and Malaysia Airports (Sepang) within seven (7) days of our becoming aware of any of the events as set out in Item 2 above being filed against us;

And we make this solemn declaration consciously believing the same to be true and by virtue of the provisions of the Statutory Declarations Act, 1960.

SUBSCRIBED and SOLEMNLY )  
 DECLARED by the abovenamed )  
 ) .....  
 ) [Insert name of the directors of the company]  
 on this day of ) (NRIC No./ Passport No. [•])

Before me,  
 .....  
 (Commissioner for Oath/Notary Public)

**SAMPLE**



**SCHEDULE 5**  
(Section 4.1(b) and Section 4.2.3.2)

**TENDERER'S DECLARATION**

*(which shall be read and construed as forming an integral part of this Tender)*

We hereby submit our background and experience and business plan in response to this Tender.

1. We declare that:

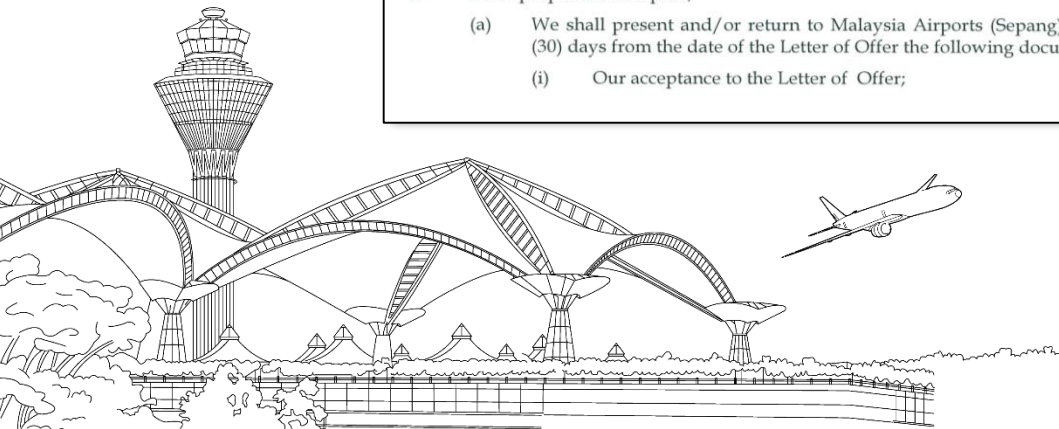
- (a) We have carefully examined and fully understand all the information provided in this Tender and all of its subsequent addenda, if any;
- (b) All information submitted is true and correct to the best of our knowledge; and
- (c) We did not, in any way, agree, directly or indirectly, with any person, firm or company, to act as Tenderer with regard to the financial offer, or to be a Tenderer.

2. We further understand:

- (a) We shall carry on the business in accordance with the business proposal as tendered;
- (b) We shall be bound by our proposal during the Validity Period;
- (c) Should we withdraw our offer during the Validity Period, our Tender Deposit will be forfeited by MAHB;
- (d) MAHB and Malaysia Airports (Sepang) may accept our offer or reject our offers; and
- (e) MAHB and Malaysia Airports (Sepang) may request us to give a presentation or submit further information to substantiate our offer before the tenancy award process.

3. If our proposal is accepted;

- (a) We shall present and/or return to Malaysia Airports (Sepang) within thirty (30) days from the date of the Letter of Offer the following documents:
  - (i) Our acceptance to the Letter of Offer;



**SAMPLE OF SCHEDULE 5**

with the preparation of our business proposals irrespective whether MAHB actually proceeds with the award of the tenancy;

- (h) All statistical or other data and information provided in this Tender are for reference only. Malaysia Airports (Sepang) and MAHB do not warrant the accuracy or validity of the data or information presented. We have made our own independent evaluation of the business potential of this Tender and shall have no claims against Malaysia Airports (Sepang) and MAHB resulting from information provided in this Tender or submission of offer by us to Malaysia Airports (Sepang) and MAHB;
- (i) We shall not request for any reduction on our proposed Rent and any other charges as set out in this Tender; and
- (j) MAHB may modify, amend or revise any provision of this Tender or issue any addenda at any time. Any modification, amendment, revision or addenda will be in writing and will be provided to the registered recipients of this Tender.

- 1. Name :-----  
Position :-----  
Signature :-----
- 2. Name :-----  
Position :-----  
Signature :-----
- 3. Name :-----  
Position :-----  
Signature :-----

**SAMPLE**

-----  
Corporate Seal

Dated this                      day of



JABATAN INSOLVENSİ MALAYSIA  
ARAS 2 & 3, BANGUNAN HAL EHWAL UNDANG-UNDANG  
PRESINT 3, PUSAT PENTADBIRAN KERAJAAN  
PERSEKUTUAN  
62692 PUTRAJAYA  
E-MAIL : einsolvensi@bhe.m.gov.my

Telephone : 03-88851000  
Fax : 03-88851348

#### OFFICIAL SEARCH

MESSRS ZAID IBRAHİM & CO (PROPERTY)  
LEVEL 19, MENARA MILENIUM  
JALAN DAMANLELA PUSAT BANDAR DAMANSARA  
50490 KUALA LUMPUR  
W.PERSEKUTUAN

Date : 02/03/2012

Please quote the department's  
reference no. for any search enquiry.

Dear Sir,

RE : MALAYSIA AIRPORTS (SEPANG) SDN. BHD. REG. NO.: 320480-D

According to our departmental records, we wish to inform that :-

No Winding Up Order has been made  
against the mentioned company  
as of the date of search.

JABATAN INSOLVENSİ MALAYSIA

Search fee of RM12.00 is hereby acknowledged receipt on 02/03/2012 and the reference number is 21203025194/01 .

Thank you  
'BERKHIDMAT UNTUK NEGARA'  
Yours faithfully

klia 2

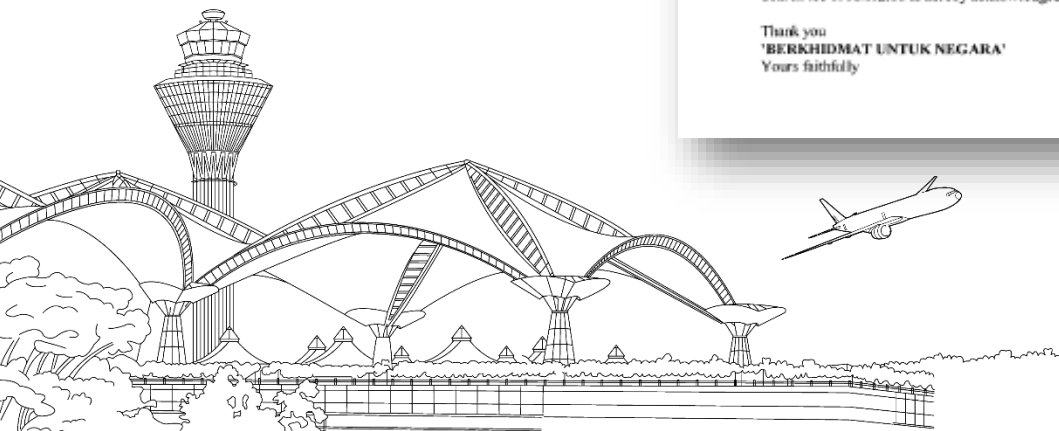
MALAYSIA  
AIRPORTS

SAMPLE.....



e-Insolvency

- Director's Bankruptcy Search
- Winding Up Search



**SAMPLE OF COMPANY SEARCH REPORT**

**SSM**  
SURUHANJAYA SYARIKAT MALAYSIA  
COMPANIES COMMISSION OF MALAYSIA

1 / 7

Although all efforts has been carried out to ensure that the information provided is accurate and up to date, the Registrar of Companies will not be liable for any losses arising from any inaccurate or omitted information

CORPORATE INFORMATION

Company Name :  
Last Old Name :  
Date of Change :  
Company Number :  
Registration Date :  
Type :  
Status :  
Registered Address :  
Postcode :  
Origin :  
Business Address :  
Postcode :  
Nature of Business :

SAMPLE

printing date : 23-09-2013  
this company information is generated from ssm e-info services. this information is as at 23-09-2013 16:08:00  
MENARA KOMERCIAL, NO. 7 JALAN STRECH HARTAL 9, KUALA LUMPUR SENTRAL, 50470 KUALA LUMPUR.  
TEL: 03-2298 4400 FAX: 03-2298 4411

**SSM**  
SURUHANJAYA SYARIKAT MALAYSIA  
COMPANIES COMMISSION OF MALAYSIA

2 / 7

SUMMARY OF SHARE CAPITAL

Company Name :  
Company Number :

TOTAL AUTHORIZED (RM)	DIVIDED INTO	MINIMAL VALUE (Sen)
ORDINARY		
PREFERENCE		
OTHERS		

SAMPLE

**SSM**  
SURUHANJAYA SYARIKAT MALAYSIA  
COMPANIES COMMISSION OF MALAYSIA

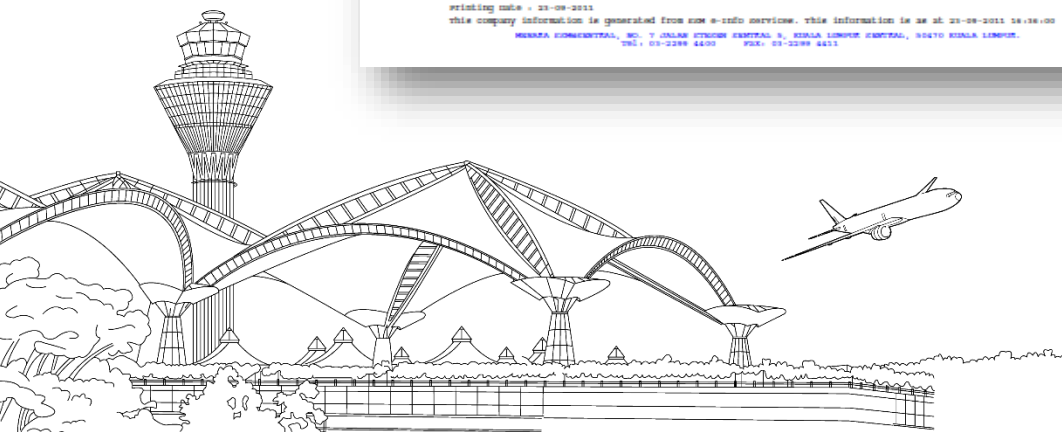
3 / 7

DIRECTORS/OFFICERS

Company Name :  
Company Number :

Name/Address	IC/Passport	Designation	Date of Appointment

SAMPLE



**PURCHASE OF TENDER DOCUMENT**



Procurement & Contract Division  
 Level 1, Block B  
 Malaysia Airports Holdings Berhad  
 Malaysia Airports Corporate Office  
 Persiaran Korporat KLIA,  
 64000 KLIA, Selangor



From 30 March 2017 to 20 April 2017



Monday to Thursday  
 (9.00am - 12.00pm / 2.00pm - 4.30pm)

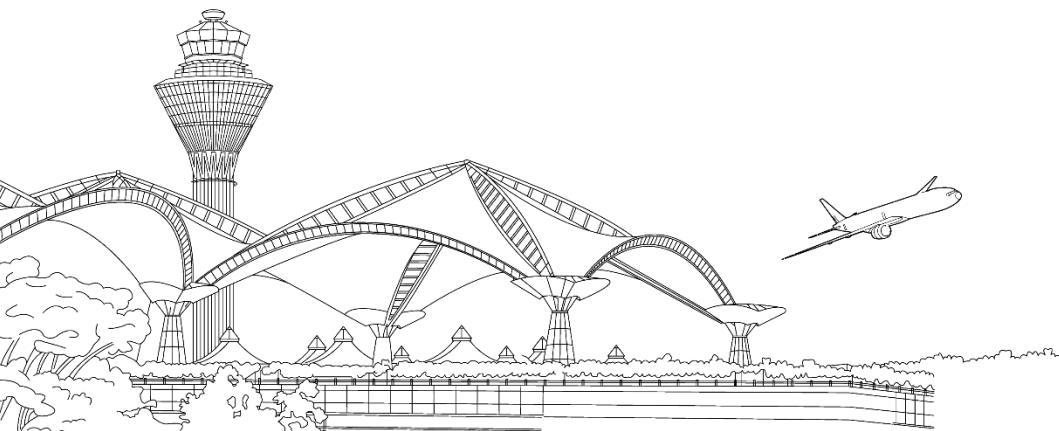
Friday  
 (9.00am - 12.00pm / 3.00pm - 4.30pm)

Saturday and Sunday (Closed)



Retail and Food & Beverage

RM1,060.00



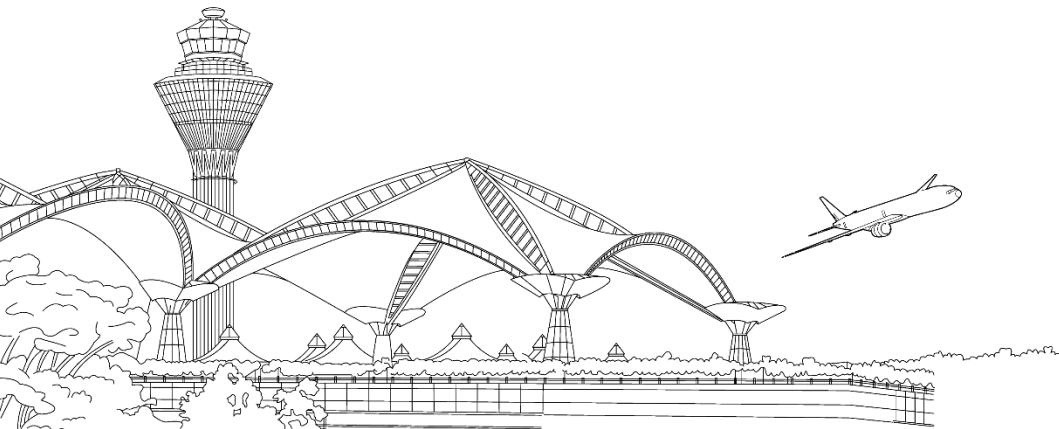


Procurement & Contract Division  
Level 1, Block B  
Malaysia Airports Holdings Berhad  
Malaysia Airports Corporate Office  
Persiaran Korporat KLIA,  
64000 KLIA, Selangor

Attn: Tender Secretariat

**SUBMISSION : BY HAND / COURIER**

- Indicate **Tender No.** on the top right side of the envelope
- No "Acknowledgement Letters/Receipt" will be given by Procurement Department upon proposal submission.



Don't Miss the  
**DEADLINE!**



**2017**

*No Later Than 12.00pm*



Stanley Ng Hoong Tat

[nghoongtat@malaysiaairports.com.my](mailto:nghoongtat@malaysiaairports.com.my)



Mohamad Fais

[mfais@malaysiaairports.com.my](mailto:mfais@malaysiaairports.com.my)



Zuraffly Md Zuki

[zuraffly@malaysiaairports.com.my](mailto:zuraffly@malaysiaairports.com.my)



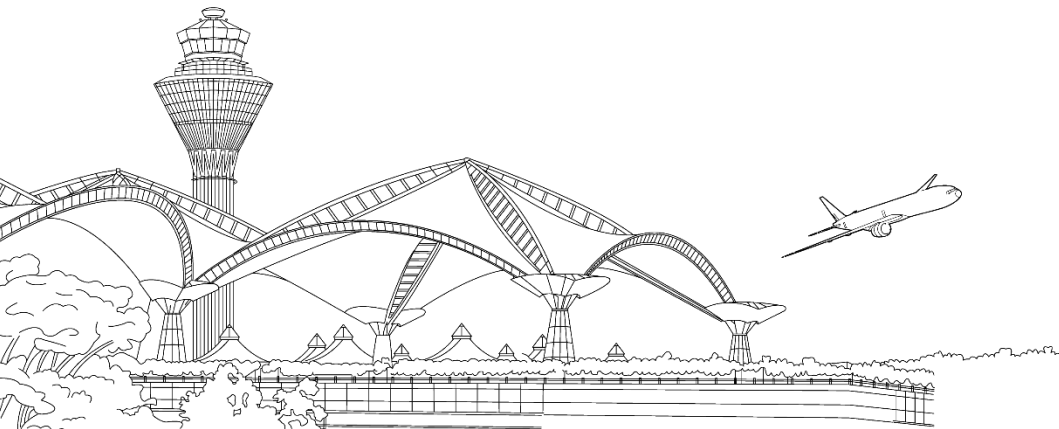
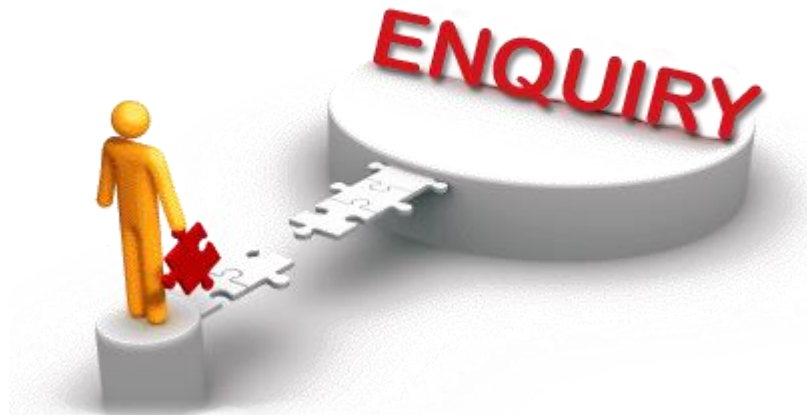
Azrina Zainal

[azrinazainal@malaysiaairports.com.my](mailto:azrinazainal@malaysiaairports.com.my)



Mohd Norhidayat

[mnorhidayat@malaysiaairports.com.my](mailto:mnorhidayat@malaysiaairports.com.my)



03-8777 7000



03-8777 7650



thank  
you!

