

# GATEWAY TO GREAT & VIBRANT SHOPPING EXPERIENCE



**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.**





***ANY ENQUIRIES PLEASE RESERVE TOWARDS THE END OF THE SESSION***



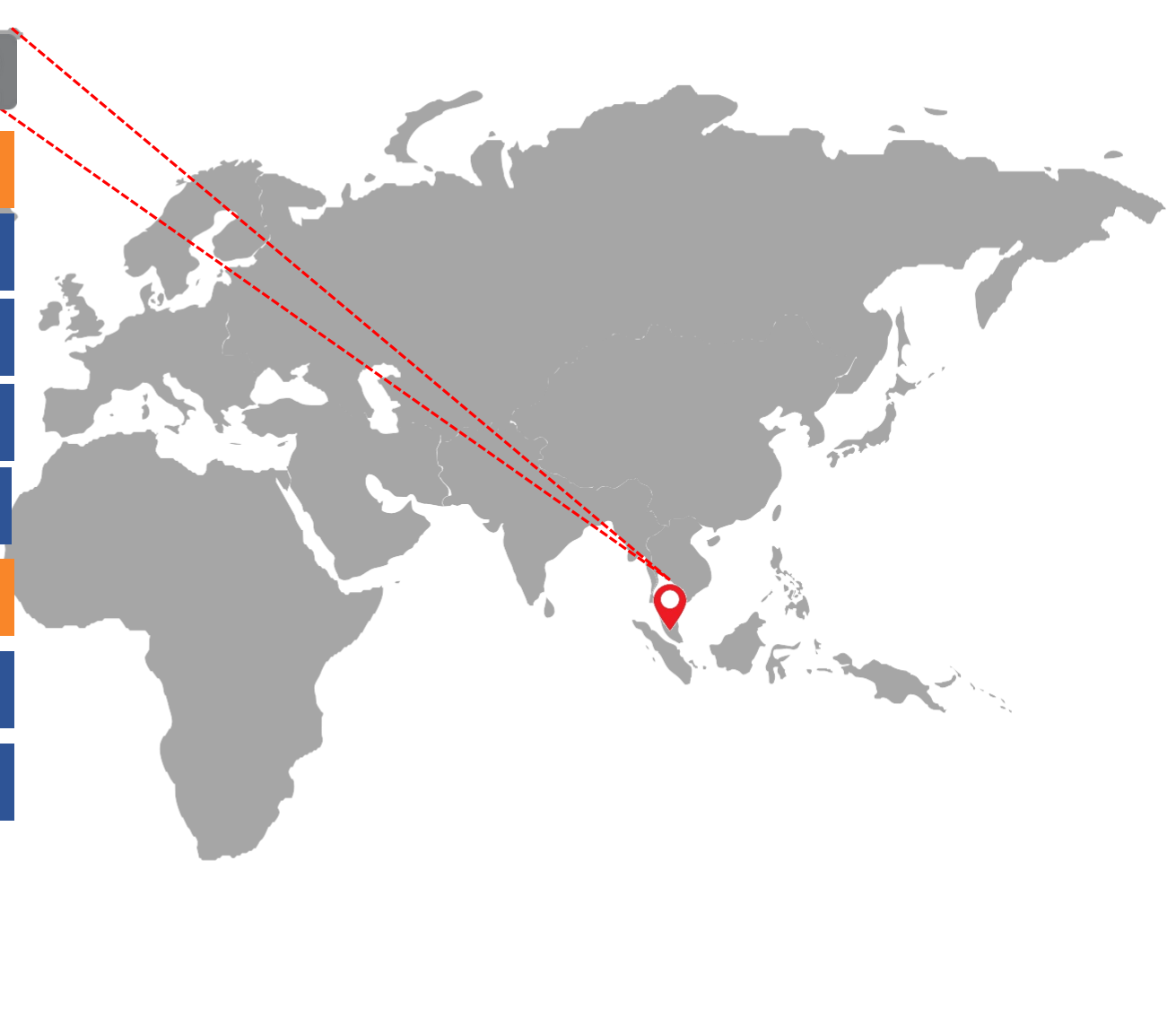
klia 2

## Section A: Introduction

1. MAHB at a glance
2. Runway to Success 2020
3. Retail Landscape at klia2
4. Terminal Overview

## Section B: Business Opportunities

1. List of Business Opportunities
2. Important Information To Tenderers



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



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



TO BE THE GLOBAL LEADER IN CREATING AIRPORT CITIES

2020 KEY OUTCOMES	TRAFFIC	REVENUE	EBITDA	AEROPOLIS
	MAHB: 163 mppa MY: 123 mppa INT'L: 40 mppa	MAHB: RM7.6 bil MY: RM5.1 bil INT'L: RM2.5 bil	MAHB: RM3.3 bil MY: RM1.6 bil INT'L: RM1.7 bil	~3,000 acres developed

### STRENGTHEN THE CORE



#### KUL HUB

Evolve KUL into a hub with increased connectivity and seamless transfers



#### TOTAL AIRPORT EXPERIENCE (TAE)

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

### EXPAND AND DIVERSIFY



#### AEROPOLIS

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



#### INTERNATIONAL EXPANSION

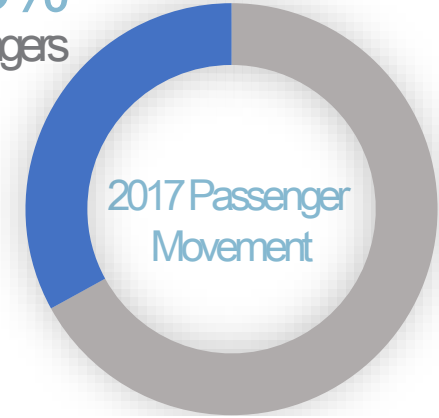
Diversify internationally, decentralising risk and exporting core airport capabilities



# kliA2

*Here's a quick overview of the opportunities in kliA2, just waiting to be tapped into.*

33%  
Domestic Passengers



67%  
International Passengers



257,845 m<sup>2</sup>

Terminal Size



30,795 m<sup>2</sup>

Commercial Size



> 9

Airline Serving



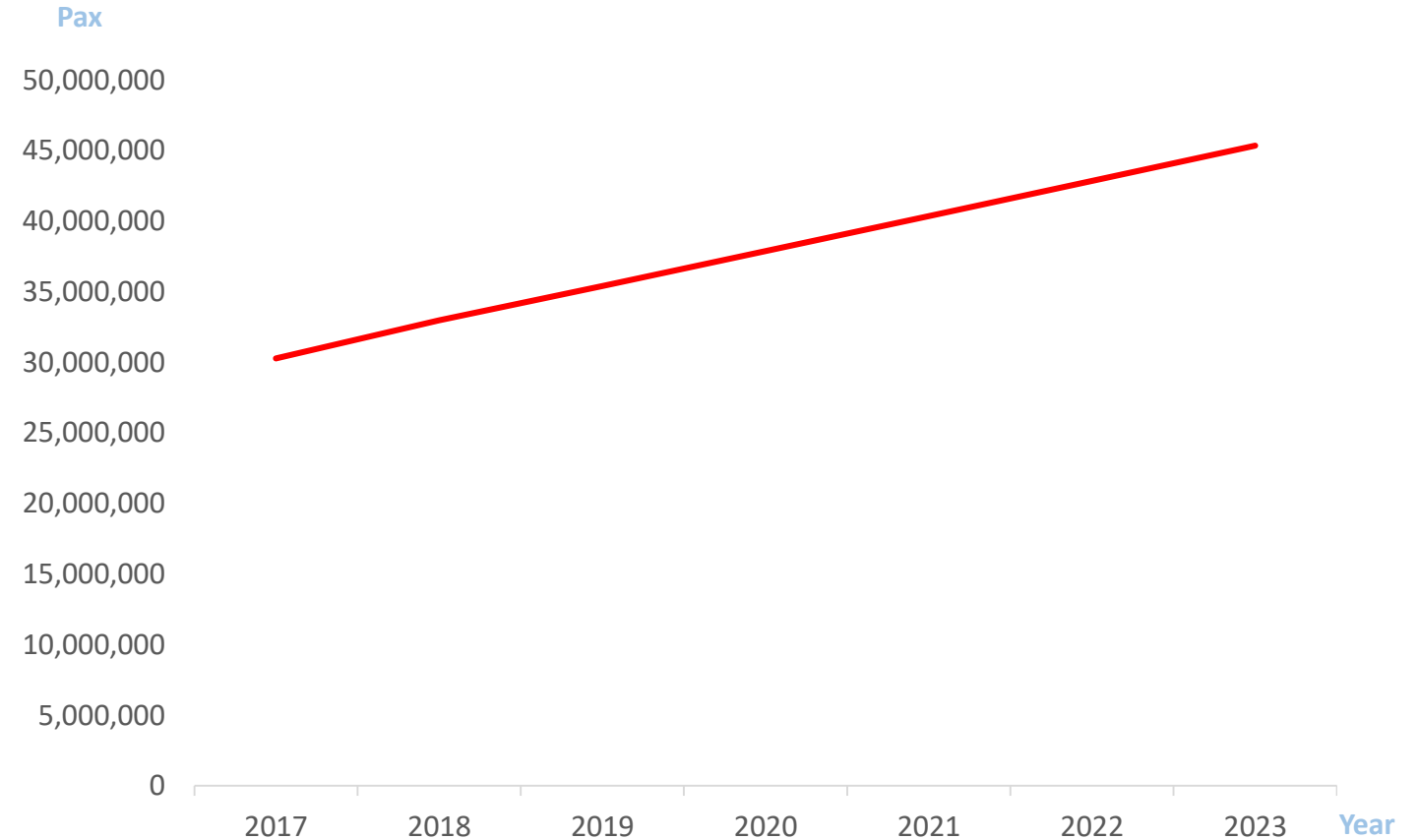
30,267,225

2017 Passenger

## POISED FOR CONTINUOUS GROWTH



*There are more opportunities for your business to grow and give great returns with the expected increase in Traffic at klia2.*



Year	2017	2018	2019	2020	2021	2022	2023
<b>klia 2</b>	30,267,225	32,971,431	35,410,992	37,875,288	40,358,041	42,852,608	45,352,004



# 5



five new retail zones are tailored to simplify the visitors' retail experiences at the airport.

Now you are easily connected to travellers who seek your retail items and services, increasing purchase-making traffic to your outlets.

## DUTY FREE ZONE

Located at the forefront of the retail shops, this zone highlights duty-free products such as liquor, tobacco, perfumes, cosmetics and confectioneries.

## FASHION AVENUE

Explore fashion items, designer brands, accessories, sunglasses, watches, timepieces, gadgets and electronics in this zone.

## RETAIL-TAINMENT

Brands in this zone are at an advantageous position to inject entertainment and engagement for the guests, encouraging impulse purchases. Gondolas and pop-ups adds freshness to the retail mix.

## SENSE OF PLACE

Specially curated travel souvenirs will strengthen klia2's sense of place with offerings that include local handicrafts, food, specialty gifts, 'I Love Malaysia' souvenirs and more.

## FOOD & BEVERAGES

New concepts such as food boutiques, downtown favourites, local champions, market halls and celebrity chefs will position your gastronomic offerings as the new age shopping attractions.



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.





RM1,162,553,049

2018 Sales Forecast



RM35.26

2017 Sales per Passenger

## TOP DESTINATION FOR klia2

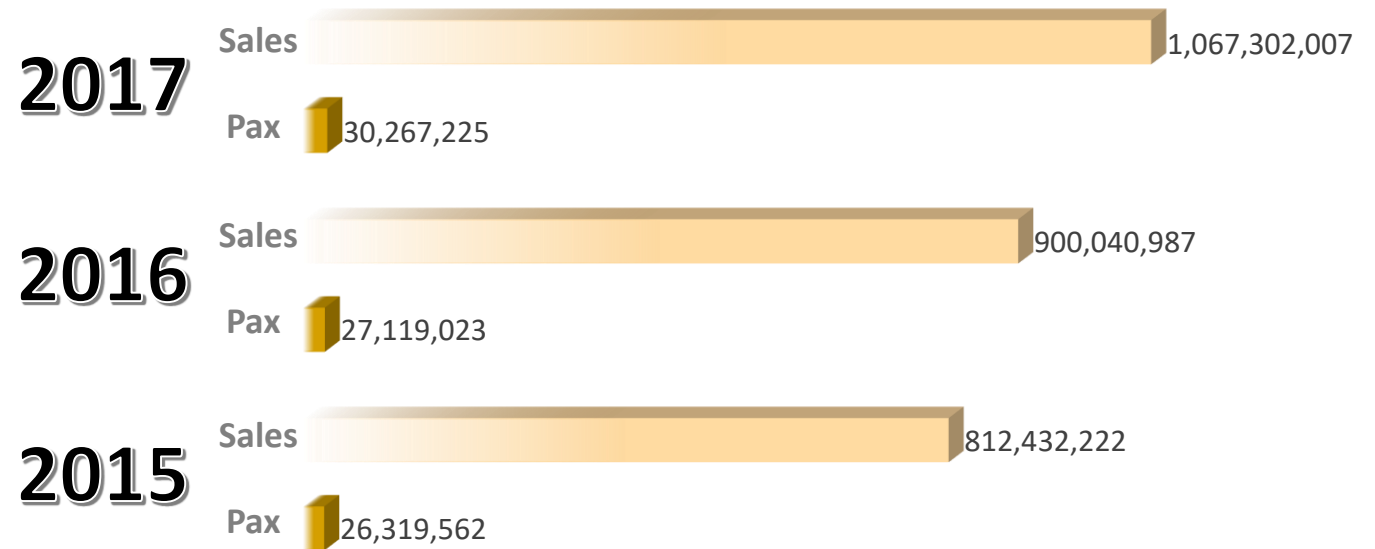
### Domestic :

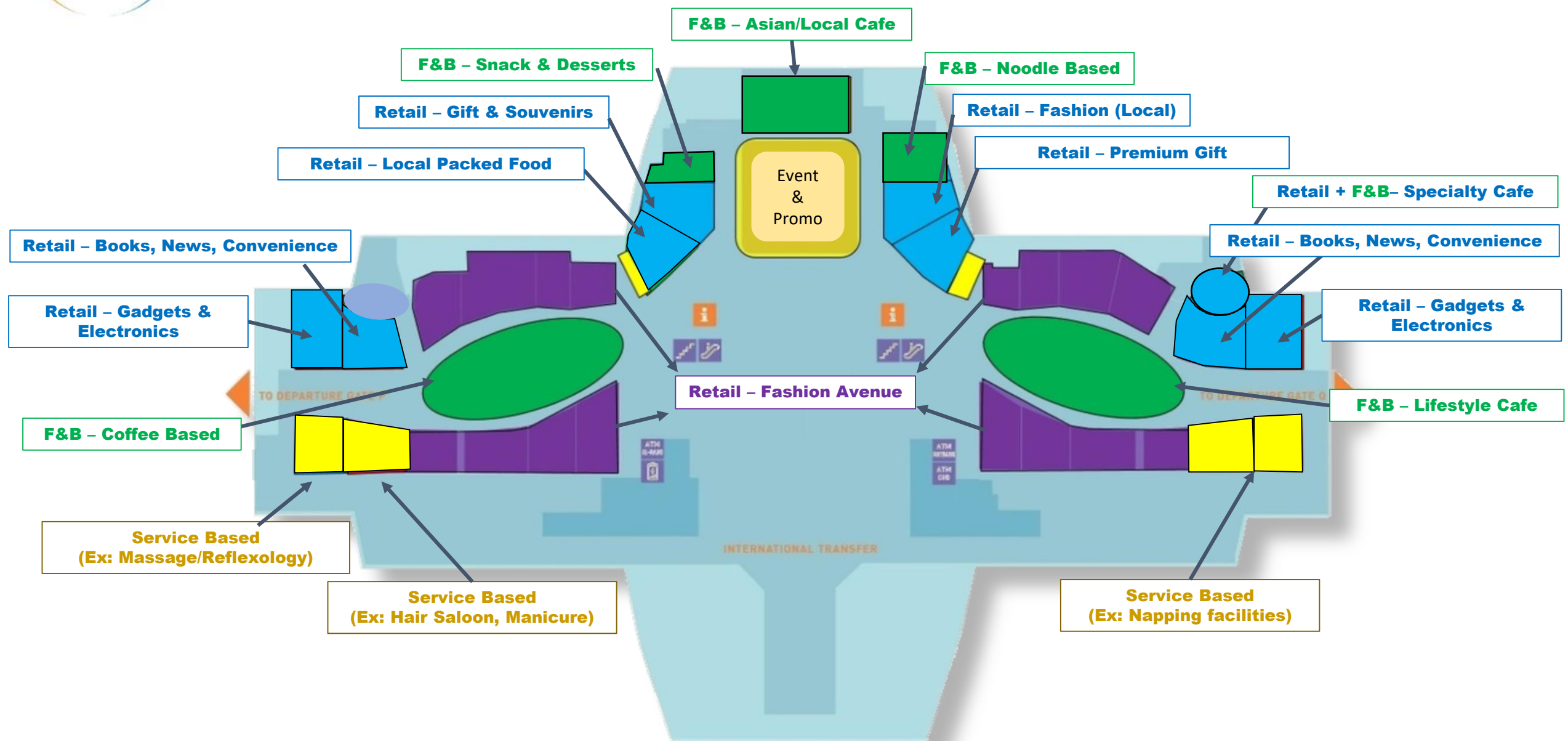
- i) Kota Kinabalu
- ii) Langkawi
- iii) Kuching
- iv) Penang
- v) Kota Bharu

### International :

- i) Singapore
- ii) Don Mueang
- iii) Jakarta
- iv) Denpasar (Bali)
- v) Surabaya

## SALES & PASSENGER GROWTH







# BUSINESS OPPORTUNITIES

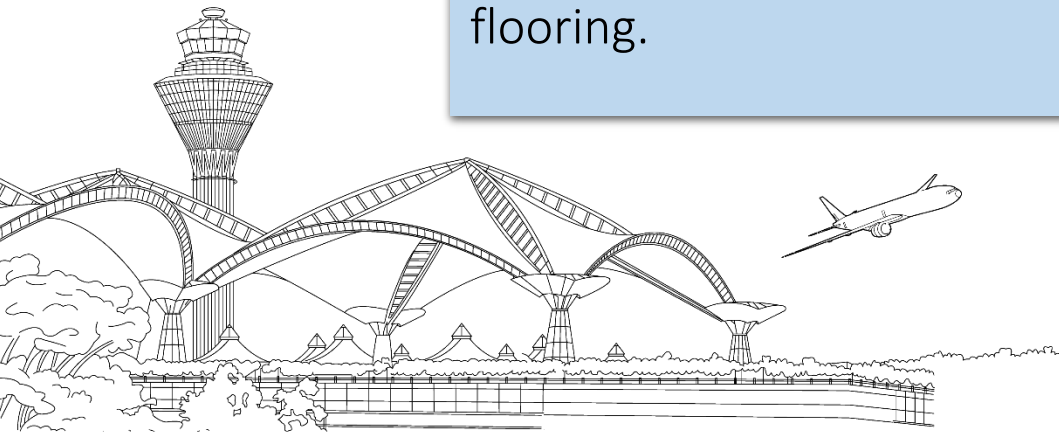


## IMPORTANT NOTICE !!!

The 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. Any upgrades to be made to the outlet from its original conditions shall be borne by the Successful Tenderer.

\*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.





**OPEN TENDER  
(STANDARD)**

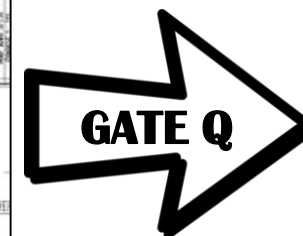
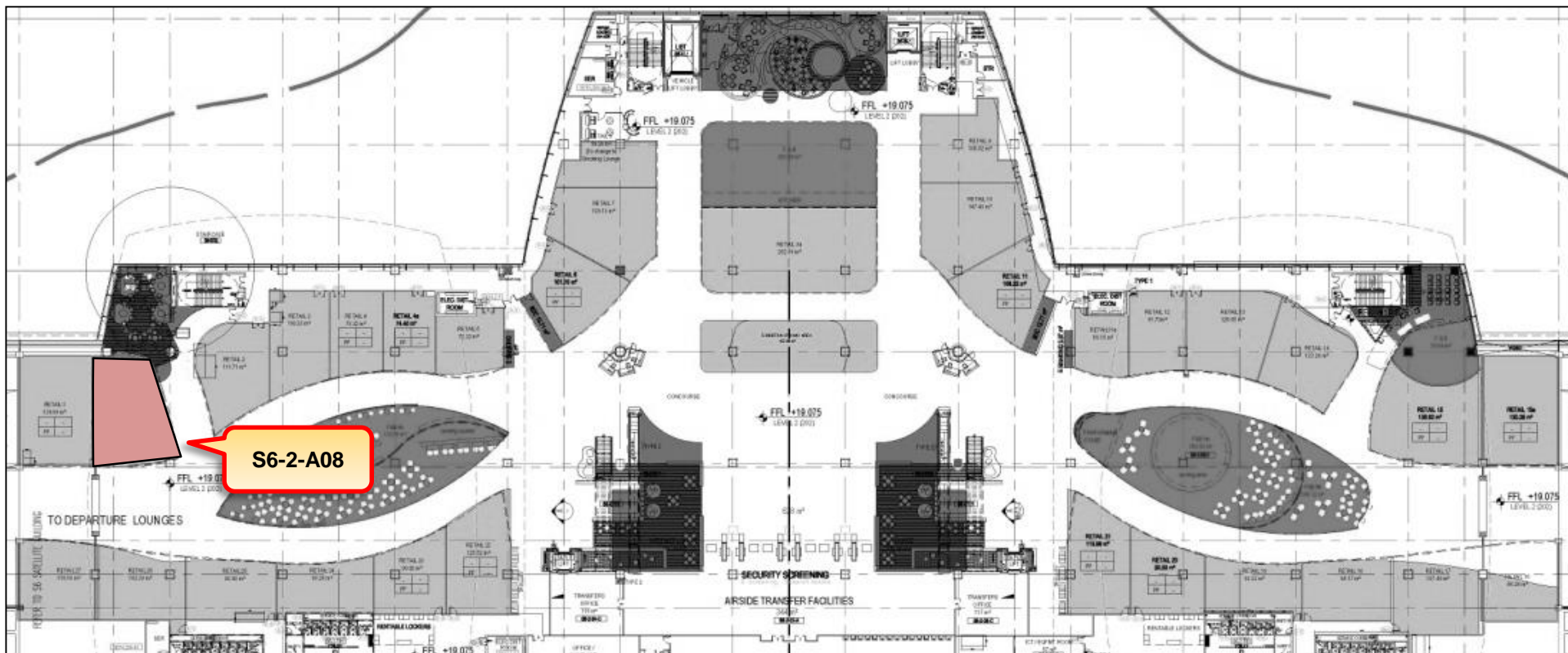
## OPEN TENDER (STANDARD)

No.	Tender No.	Lot No.	Size (sqm)	Product Category	Fixed Royalty (%)	Variable Royalty (%)	Expected Tenancy Award
1	MAHB-MA(S)/T/75/2018	Lot No. S6-2-A08, International Departure Level (Airside), klia2	113.57 sqm	Retail Outlet - News, Books & Convenience	Not less than 1%	Not less than 10%	3 <sup>rd</sup> Quarter 2019
2	MAHB-MA(S)/T/76/2018	Lot No. S6-2-A18, International Departure Level (Airside), klia2	103.23 sqm	Retail Outlet - Local Packed Food	Not less than 1%	Not less than 10%	3 <sup>rd</sup> Quarter 2019
3	MAHB-MA(S)/T/77/2018	Lot No. S6-2-A19, International Departure Level (Airside), klia2	135.20 sqm	Retail Outlet - Gift & Souvenir	Not less than 1%	Not less than 20%	3 <sup>rd</sup> Quarter 2019
4	MAHB-MA(S)/T/78/2018	Lot No. S6-2-A23, International Departure Level (Airside), klia2	113.53 sqm	Retail Outlet - Premium Gift	Not less than 1%	Not less than 20%	3 <sup>rd</sup> Quarter 2019
5	MAHB-MA(S)/T/79/2018	Lot No. S6-2-A29, International Departure Level (Airside), klia2	154.97 sqm	Retail Outlet - News, Books & Convenience	Not less than 1%	Not less than 10%	4 <sup>th</sup> Quarter 2019
6	MAHB-MA(S)/T/80/2018	Lot No. S6-2-A30, International Departure Level (Airside), klia2	74.21 sqm	Retail and Food & Beverage Outlet - Specialty Store with Cafe	Not less than 1%	Not less than Retail: 10% Food & Beverage: 18%	1 <sup>st</sup> Quarter 2019



## OPEN TENDER (STANDARD)

No.	Tender No.	Lot No.	Size (sqm)	Product Category	Fixed Royalty (%)	Variable Royalty (%)	Expected Tenancy Award
7	MAHB-MA(S)/T/81/2018	Lot No. S6-2-A20, International Departure Level (Airside), klia2	69.57 sqm	Food & Beverage Outlet - Snack & Desserts	Not less than 1%	Not less than 18%	1 <sup>st</sup> Quarter 2019
8	MAHB-MA(S)/T/82/2018	Lot No. S6-2-A21, International Departure Level (Airside), klia2	104.93 sqm	Food & Beverage Outlet - Specialty Café / Restaurant (Noodle Based)	Not less than 1%	Not less than 18%	1 <sup>st</sup> Quarter 2019
9	MAHB-MA(S)/T/83/2018	Lot No. S6-2-A05, International Departure Level (Airside), klia2	103.33 sqm	Service Outlet - Hair Saloon & Spa / Manicure & Pedicure	NA	Not less than 20%	3 <sup>rd</sup> Quarter 2019
10	MAHB-MA(S)/T/84/2018	Lot No. S6-2-A06, International Departure Level (Airside), klia2	108.32 sqm	Service Outlet - Massage / Reflexology	NA	Not less than 20%	1 <sup>st</sup> Quarter 2020



**Details:**

Lot No. : S6-2-A08  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 113.57 sqm



**Product Description:**

Brand name specialty retail offering of multiple convenience products, non-prescriptive medication (over the counter), personal care products, books, magazines, newspaper and other reading materials. The product ratio shall be as follows:

- Reading materials: Min 20%
- Personal Care products: Max 30%

The remaining space shall be allocated for convenience product category

**Terms and Conditions**



**Tenancy Period:**

3 + 2 Years

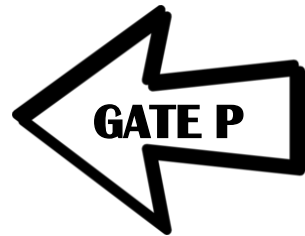
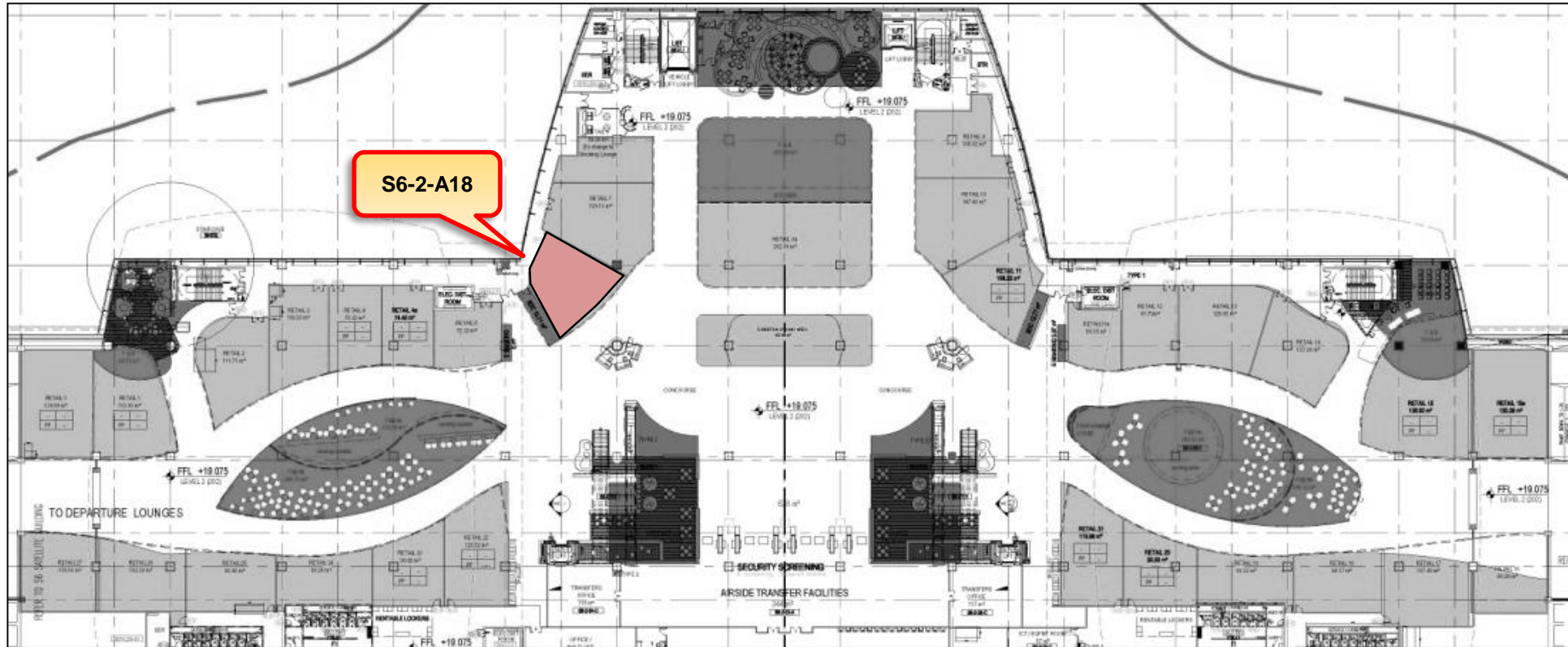
**Royalty:**

- Fixed Royalty : Not less than 1%
- Variable Royalty : Not less than 10%

**Indicative Rental:**

RM489 to RM612 /sqm/month





**Details:**

Lot No. : S6-2-A18  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 103.23 sqm



**Product Description:**

Brand name specialty retail (monobrand) offering Traditional packed food and unique Malaysian delicacies.

Outlet façade shall need to follow the guideline to be provided to Successful Tenderer



**Royalty:**

Fixed Royalty : Not less than 1%  
 Variable Royalty : Not less than 10%

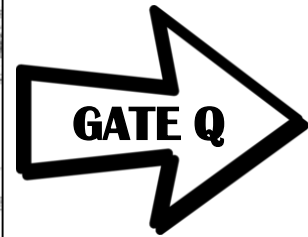
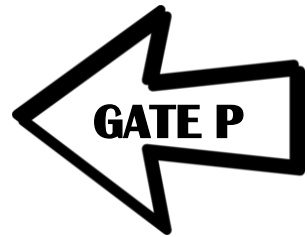
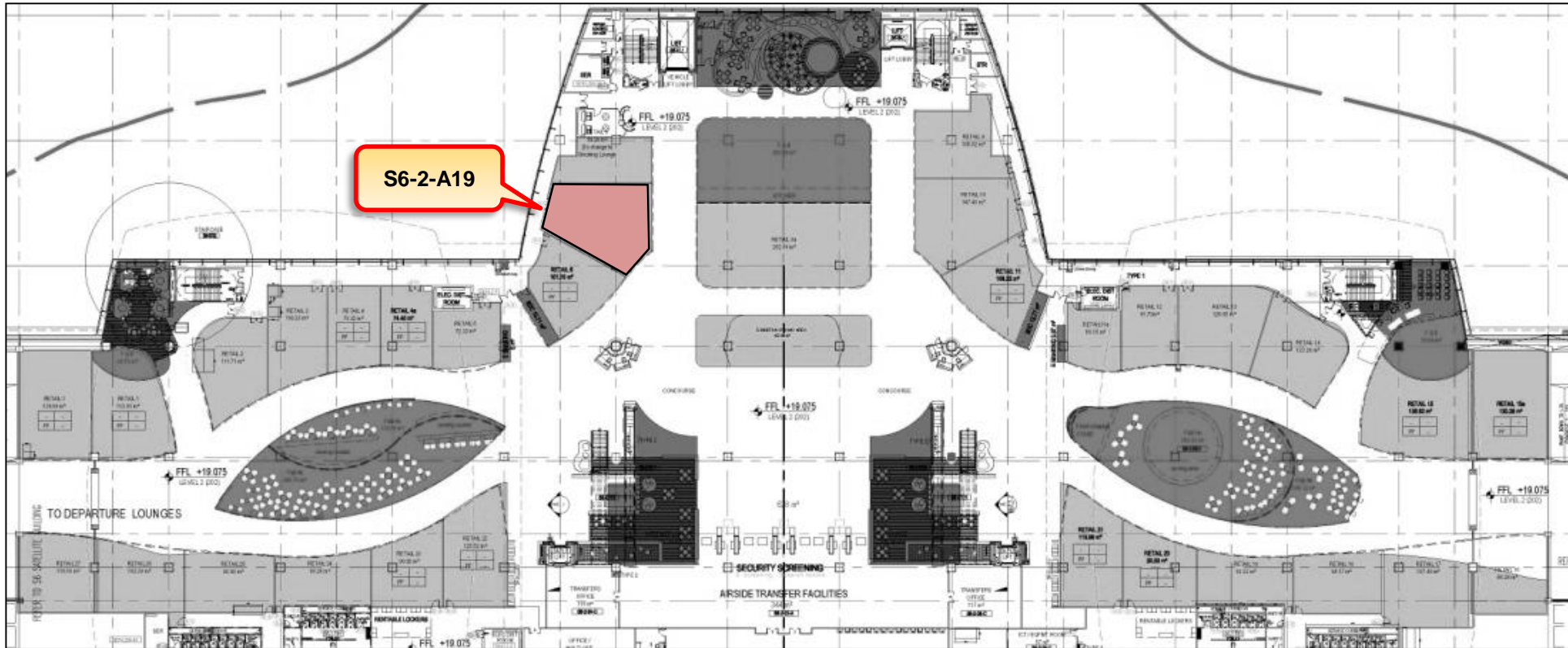
**Indicative Rental:**

RM434 to RM543 /sqm/month

**Tenancy Period:**

3 + 2 Years





**Details:**

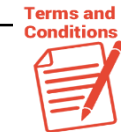
Lot No. : S6-2-A19  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 135.20 sqm



**Product Description:**

Wide range of specialty souvenir and handicrafts including but not limited to apparels, accessories, ornaments, décor items and home ware. Food related items are not allowed.

Outlet façade shall need to follow the guideline to be provided to Successful Tenderer



**Royalty:**

Fixed Royalty : Not less than 1%  
 Variable Royalty : Not less than 20%

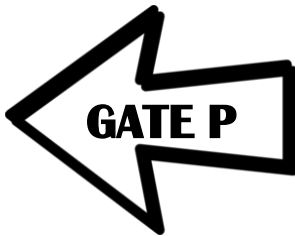
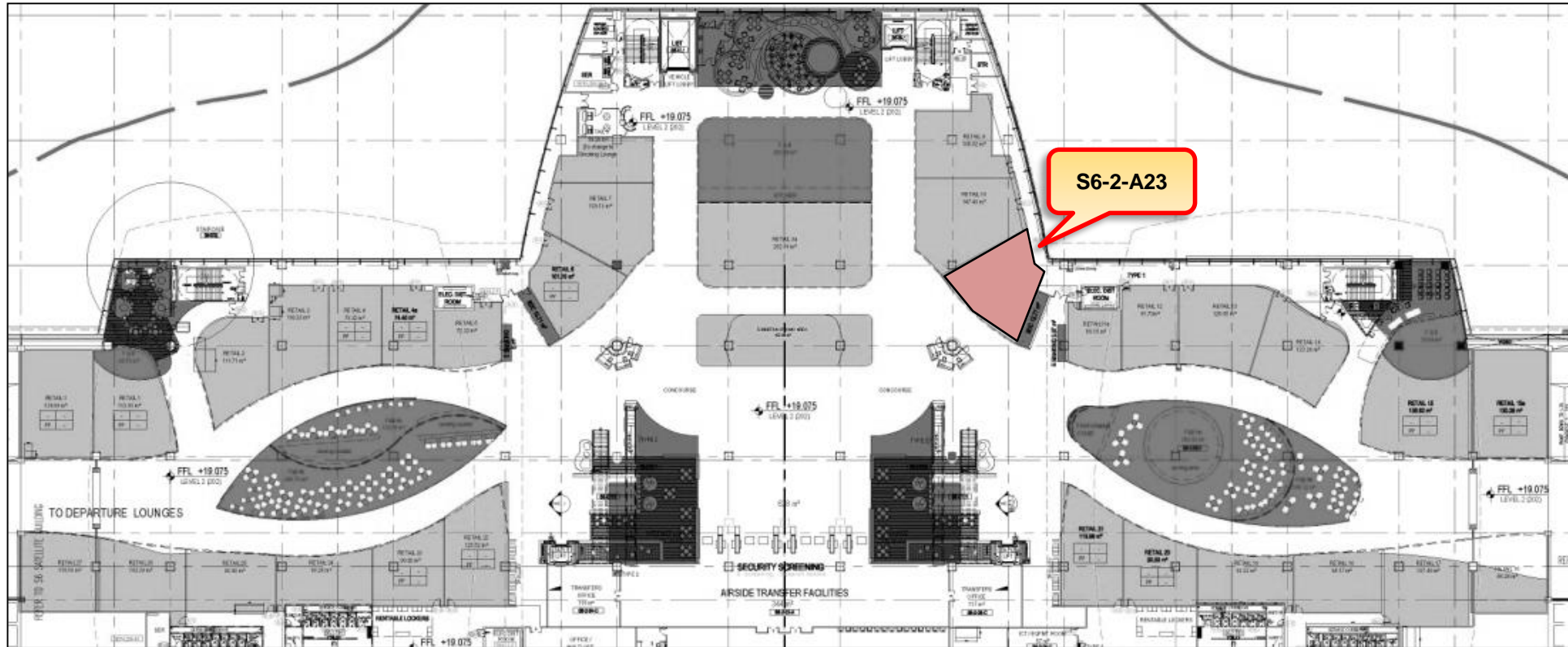
**Indicative Rental:**

RM398 to RM452 /sqm/month

**Tenancy Period:**

3 + 2 Years





**Details:**

Lot No. : S6-2-A23  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 113.53 sqm



**Product Description:**

Premium concept gift category offering thematic and exclusive gift and collectible items suitable for corporate, business, personal and seasonal buy.

Outlet façade shall need to follow the guideline to be provided to Successful Tenderer



**Tenancy Period:**

3 + 2 Years

**Royalty:**

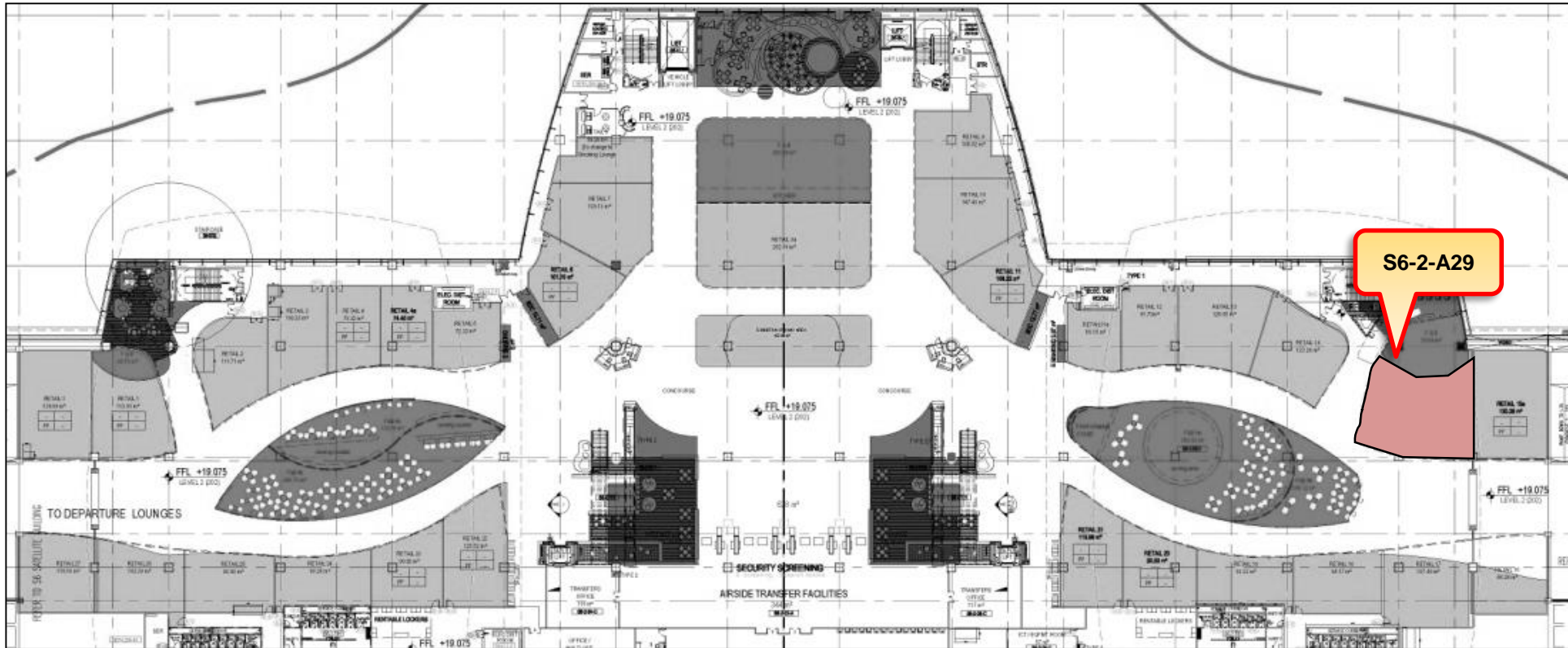
Fixed Royalty : Not less than 1%  
 Variable Royalty : Not less than 20%

**Indicative Rental:**

RM320 to RM355 /sqm/month







**Details:**

Lot No. : S6-2-A29  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 154.97 sqm



**Product Description:**

Brand name specialty retail offering of multiple convenience products, non-prescriptive medication (over the counter), personal care products, books, magazines, newspaper and other reading materials. The product ratio shall be as follows:

Reading materials: Min 20%  
 Personal Care products: Max 30%

The remaining space shall be allocated for convenience product category

**Terms and Conditions**



**Tenancy Period:**

3 + 2 Years

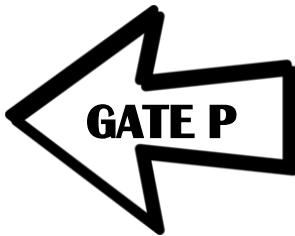
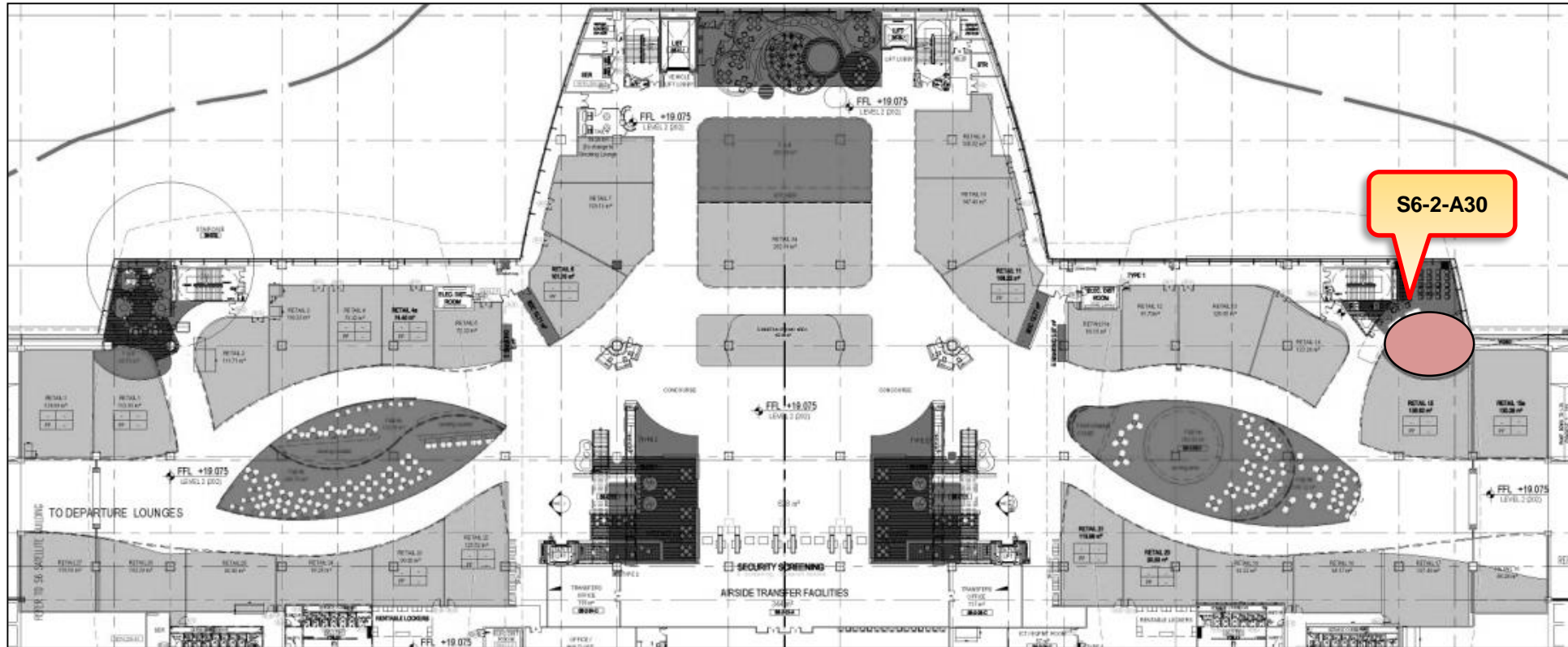
**Royalty:**

Fixed Royalty : Not less than 1%  
 Variable Royalty : Not less than 10%

**Indicative Rental:**

RM489 to RM612 /sqm/month





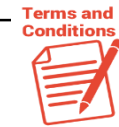
**Details:**

Lot No. : S6-2-A30  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 74.21 sqm



**Product Description:**

Retail offering of specialty merchandise i.e hobbies & collectables, motorsport, football clubs and associations, toys etc. The product offering shall not be limited to thematic gift and souvenirs, apparels and fashion accessories etc. The Café offering must be related / relevant to the proposed retail brand.



**Royalty:**

Fixed Royalty : Not less than 1%  
 Variable Royalty  
 Retail : Not less than 10%  
 Food & Beverage : Not less than 18%

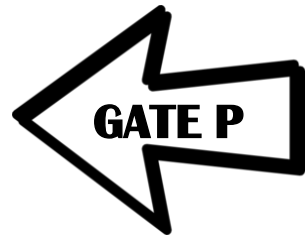
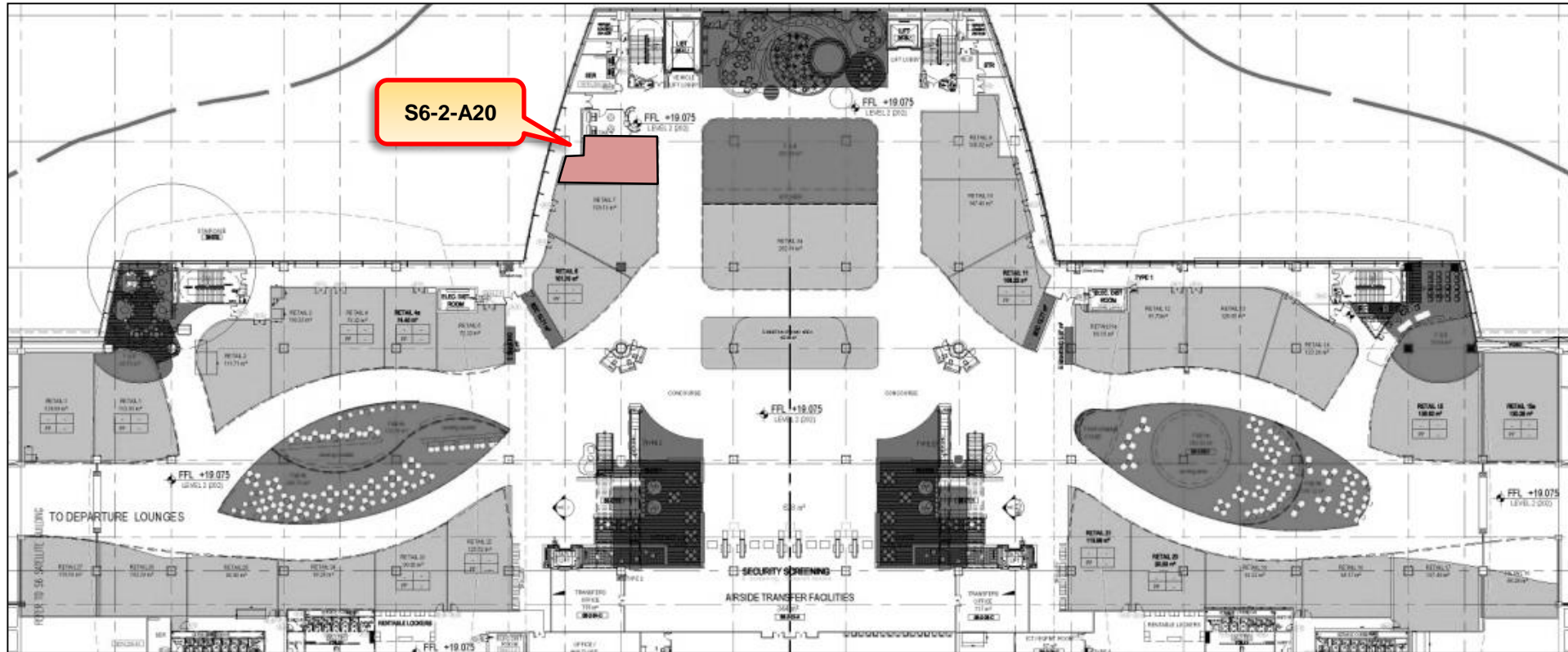
**Indicative Rental:**

RM81 to RM121 /sqm/month

**Tenancy Period:**

3 + 2 Years





**Details:**

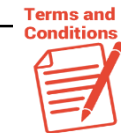
Lot No. : S6-2-A20  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 69.57 sqm



**Product Description:**

Specialty food & beverage outlets featuring Malaysian concept menu (local originated) comprising of snacks, desserts, beverage and/or bakery i.e curry puff, durian ice cream, buns, kuih etc.

Outlet façade shall need to follow the guideline to be provided to Successful Tenderer



**Royalty:**

Fixed Royalty : Not less than 1%  
 Variable Royalty : Not less than 18%

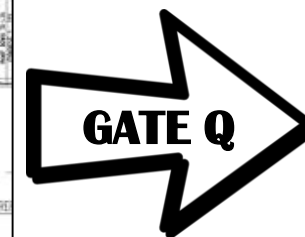
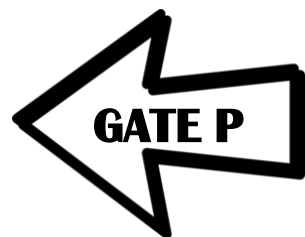
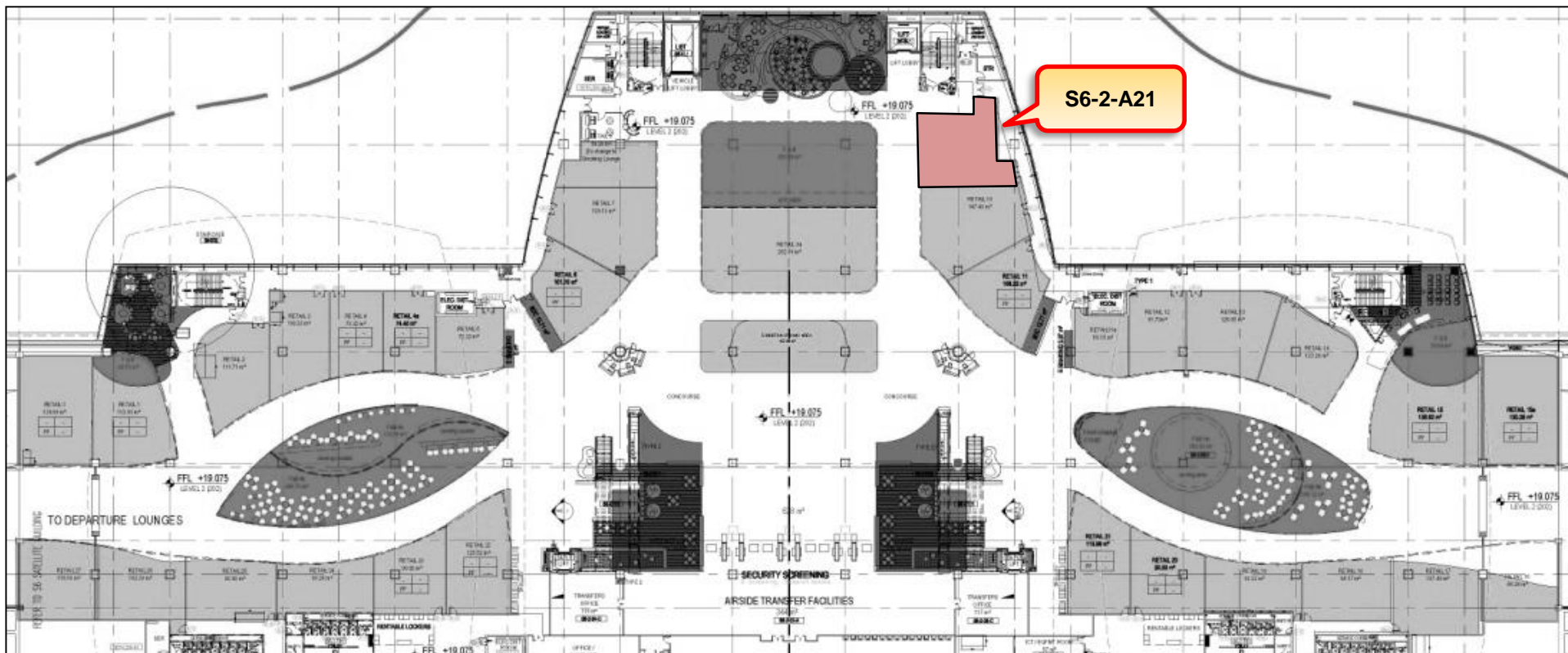
**Indicative Rental:**

RM115 to RM173 /sqm/month

**Tenancy Period:**

3 + 2 Years





**Details:**

Lot No. : S6-2-A21  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 104.93 sqm

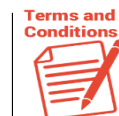


**Product Description:**

Specialty café with Asian concept noodles only i.e traditional noodles originating from various countries in Asian i.e, Pho, Laksa Penang/Johor, Ramen, Sichuan etc.

Health food selection / vegetarian (noodle based) is an added advantage. The design and concept shall emphasize the Asian noodles product offering.

Outlet façade shall need to follow the guideline to be provided to Successful Tenderer



**Terms and Conditions**

**Tenancy Period:**

3 + 2 Years

**Royalty:**

Fixed Royalty : Not less than 1%  
 Variable Royalty : Not less than 18%

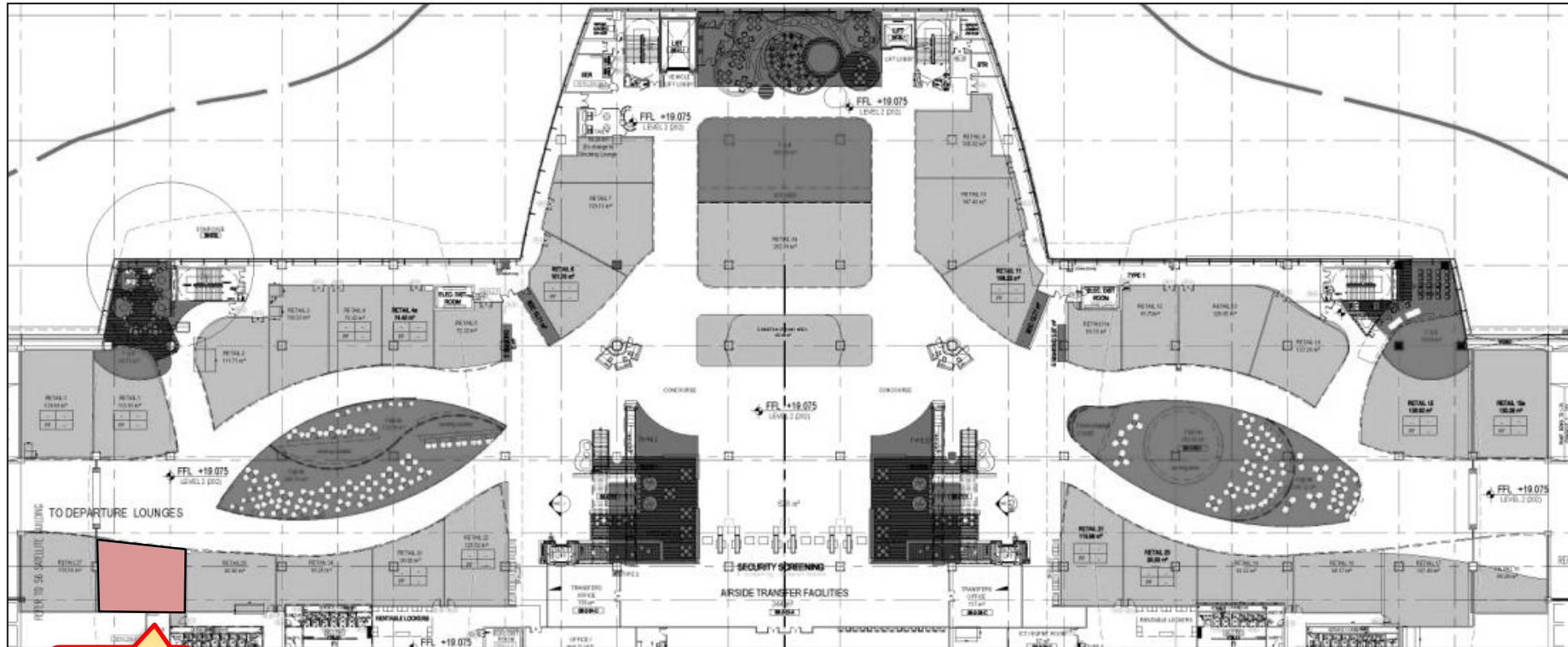
**Indicative Rental:**

RM395 to RM494 /sqm/month





©Sorbis/shutterstock



**S6-2-A05**



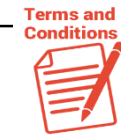
Details:

Lot No. : S6-2-A05  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 103.33 sqm



Product Description:

specialty service outlet offering beauty services and products, i.e Spa, Hair Saloon, pedicure, manicure etc.



Terms and Conditions

Tenancy Period:

3 Years ONLY

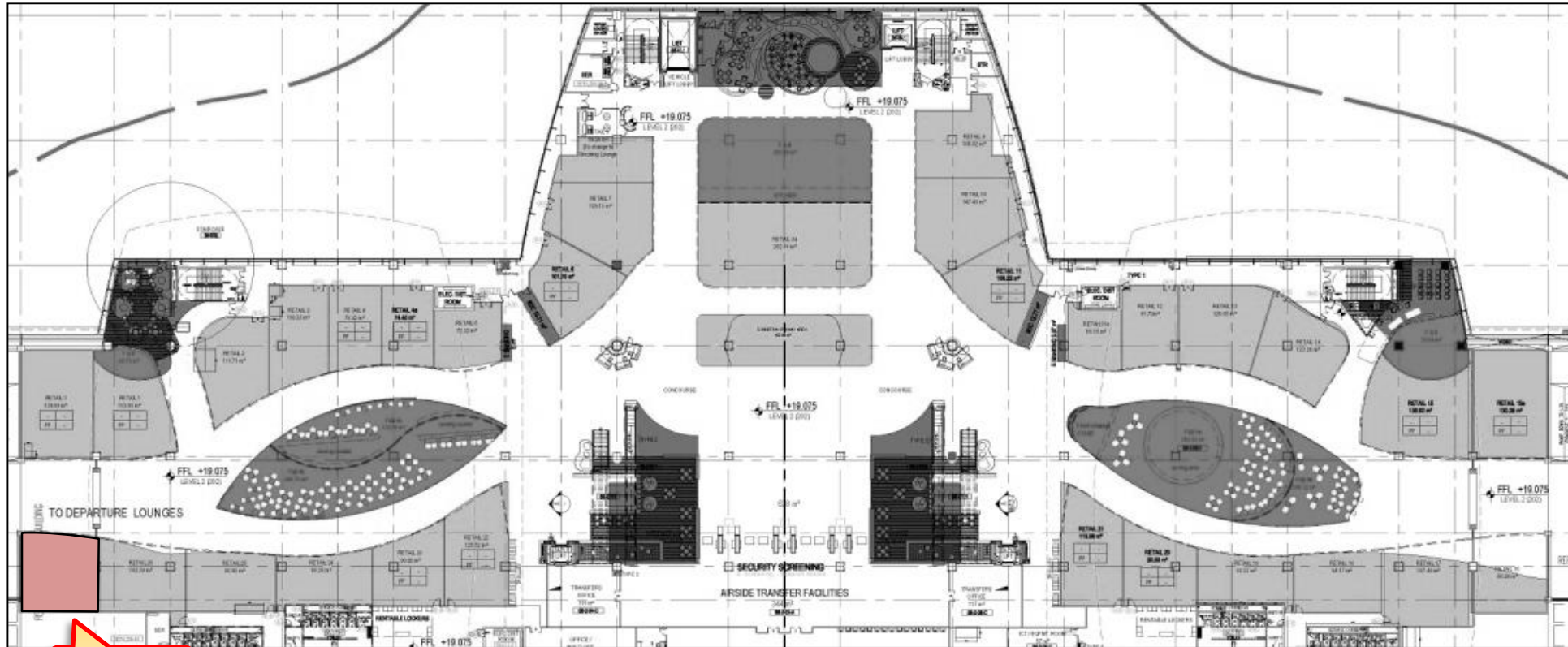
Royalty:

Variable Royalty : Not less than 20%

Indicative Rental:

RM97 to RM145 /sqm/month





**S6-2-A06**



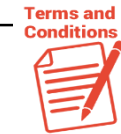
Details:

Lot No. : S6-2-A06  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 108.32 sqm



Product Description:

specialty service outlet offering wide range of massage / reflexology services i.e foot, neck and back reflexology (Automated and/or masseur) and related retail offering i.e massage oils, essential oils etc.



Terms and Conditions

Tenancy Period:

3 Years ONLY

Royalty:

Variable Royalty : Not less than 20%

Indicative Rental:

RM185 to RM203 /sqm/month



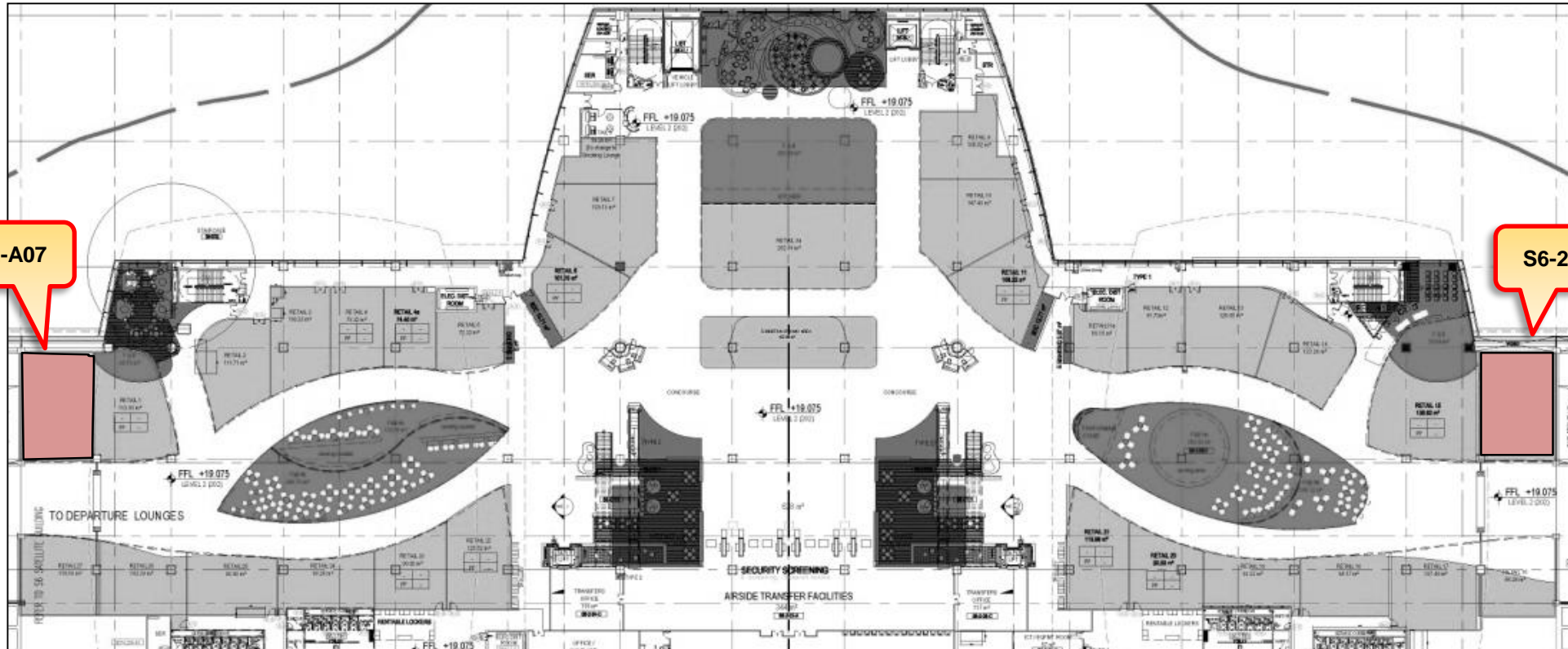


**OPEN TENDER  
(PACKAGE DEAL)**

# LIST OF BUSINESS OPPORTUNITIES

## OPEN TENDER (PACKAGE DEAL)

No.	Tender No.	Lot No.	Size (sqm)	Product Category	Fixed Royalty (%)	Variable Royalty (%)	Expected Tenancy Award
1	MAHB-MA(S)/T/85/2018	Lot No. S6-2-A07 & S6-2-A31, International Departure Level (Airside), klia2	137.30 sqm 150.13 sqm	Package Deal Retail Outlet - Gadgets & Electronics	Not less than 1%	Not less than 10%	3 <sup>rd</sup> Quarter 2019
2	MAHB-MA(S)/T/86/2018	Lot No. S6-2-A25, S6-2-A26, S6-2-A27, S6-2-A28, S6-2-A34, S6-2-A35, S6-2-A36 & S6-2-A37, International Departure Level (Airside), klia2	57.20 sqm 81.14 sqm 126.36 sqm 124.93 sqm 78.84 sqm 90.37 sqm 92.52 sqm 118.70 sqm	Package Deal Retail Outlet - Fashion and Accessories (Lifestyle Fashion Hall)	Not less than 1%	Not less than 15%	1 <sup>st</sup> - 3 <sup>rd</sup> Quarter 2019
3	MAHB-MA(S)/T/87/2018	Lot No. S6-2-A15 & S6-2-A16, International Departure Level (Airside), klia2	138.10 sqm 266.78 sqm	Package Deal Food & Beverage Outlet - Coffee Based Cafe	Not less than 1%	Not less than 18%	1 <sup>st</sup> Quarter 2020
4	MAHB-MA(S)/T/88/2018	Lot No. S6-2-A38 & S6-2-A39, International Departure Level (Airside), klia2	353.02 sqm 105.67 sqm	Package Deal Food & Beverage Outlet - Lifestyle Cafe	Not less than 1%	Not less than 18%	4 <sup>th</sup> Quarter 2019
5	MAHB-MA(S)/T/89/2018	Lot No. S6-2-A32 & S6-2-A33, International Departure Level (Airside), klia2	101.64 sqm 131.28 sqm	Package Deal Service Outlet - Sleeping Pod	NA	Not less than 20%	3 <sup>rd</sup> Quarter 2019



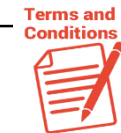
**Details:**

Lot No. : S6-2-A07 & S6-2A31  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 137.30 & 150.13 sqm respectively



**Product Description:**

Specialty retail offering gadgets and electronic products and accessories, music and entertainment concept store, camera i.e hard disc, thumb drive, laptop, notebook, tablets, CD's, DVD's, headphones, iPod / MP4 pouches etc.



**Royalty:**

Fixed Royalty : Not less than 1%  
 Variable Royalty : Not less than 10%

**Indicative Rental:**

RM78 to RM104 /sqm/month

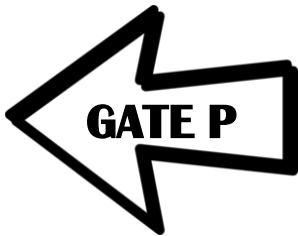
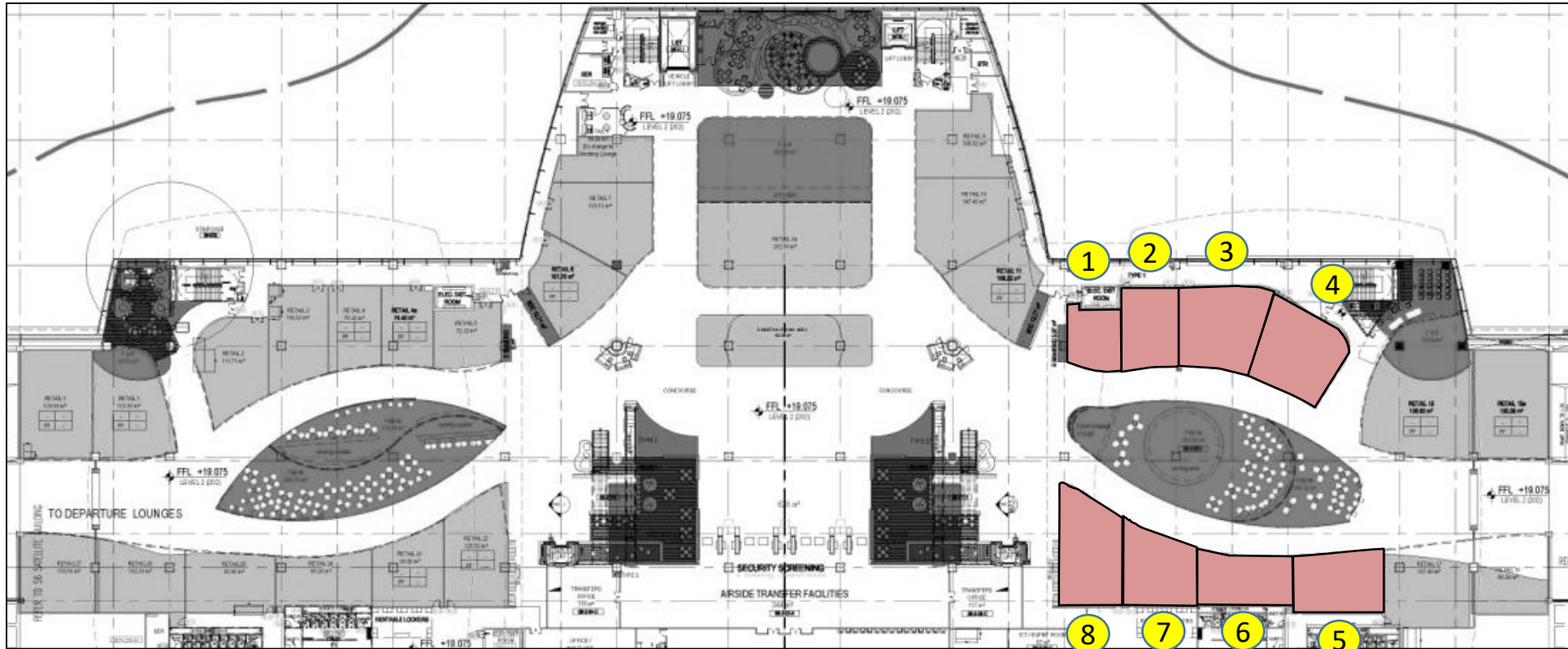
**Tenancy Period:**

3 + 2 Years



Kuala Lumpur International Airport





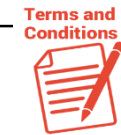
**Details:**

- Location: International Departure Level (Airside), klia2
- Lot No:
- |                         |                         |
|-------------------------|-------------------------|
| 1. S6-2-A25 (57.29sqm)  | 5. S6-2-A34 (95.08sqm)  |
| 2. S6-2-A26 (81.14sqm)  | 6. S6-2-A35 (90.37sqm)  |
| 3. S6-2-A27 (126.36sqm) | 7. S6-2-A36 (92.52sqm)  |
| 4. S6-2-A28 (124.93sqm) | 8. S6-2-A37 (118.70sqm) |



**Product Description:**

Specialty retail offering multi brand fashion apparels, accessories, jewellery, watches & timepieces, shoes, leatherwear, scarves, sunglasses etc, appealing to middle – upper market segment, and a unique and strong store concept suited for a prime location.



**Royalty:**

- Fixed Royalty : Not less than 1%
- Variable Royalty : Not less than 15%

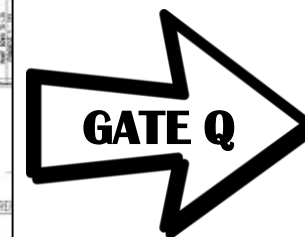
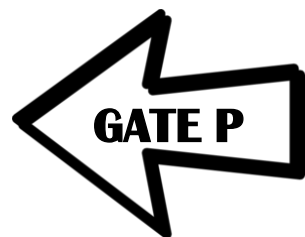
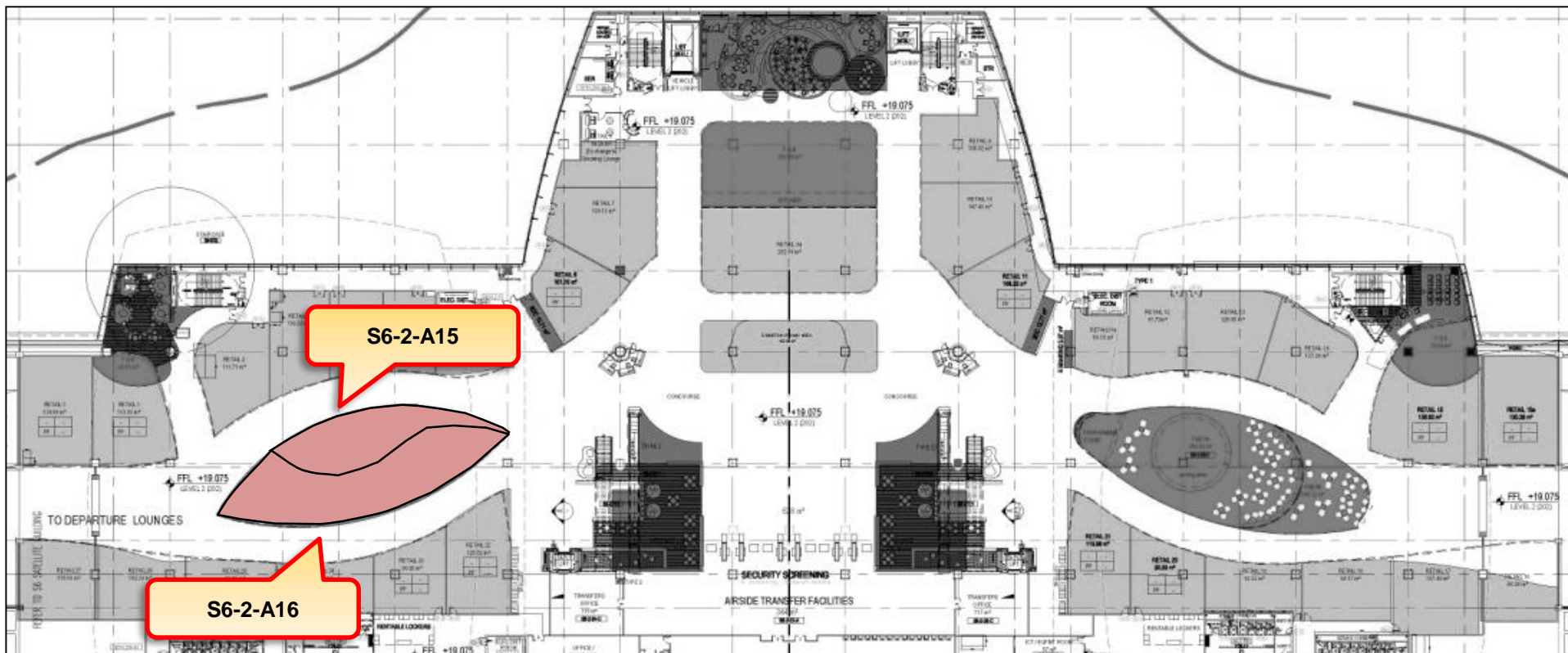
**Indicative Rental:**

RM374 to RM458 /sqm/month

**Tenancy Period:**

3 + 2 Years





**Details:**

Lot No. : S6-2-A15 & S6-2-A16  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 138.10 & 266.78 sqm respectively



**Product Description:**

Specialty coffee concept outlet (beverage based) with light food offering. The brand must be an established name in the local and/or international travel retail market.

The design must depict a unique Open Concept that appeals to middle-upper market segment and fitting to be present at a super prime area. The proposed design must be exclusively for klia2.

**Terms and Conditions**



**Tenancy Period:**

3 + 2 Years

**Royalty:**

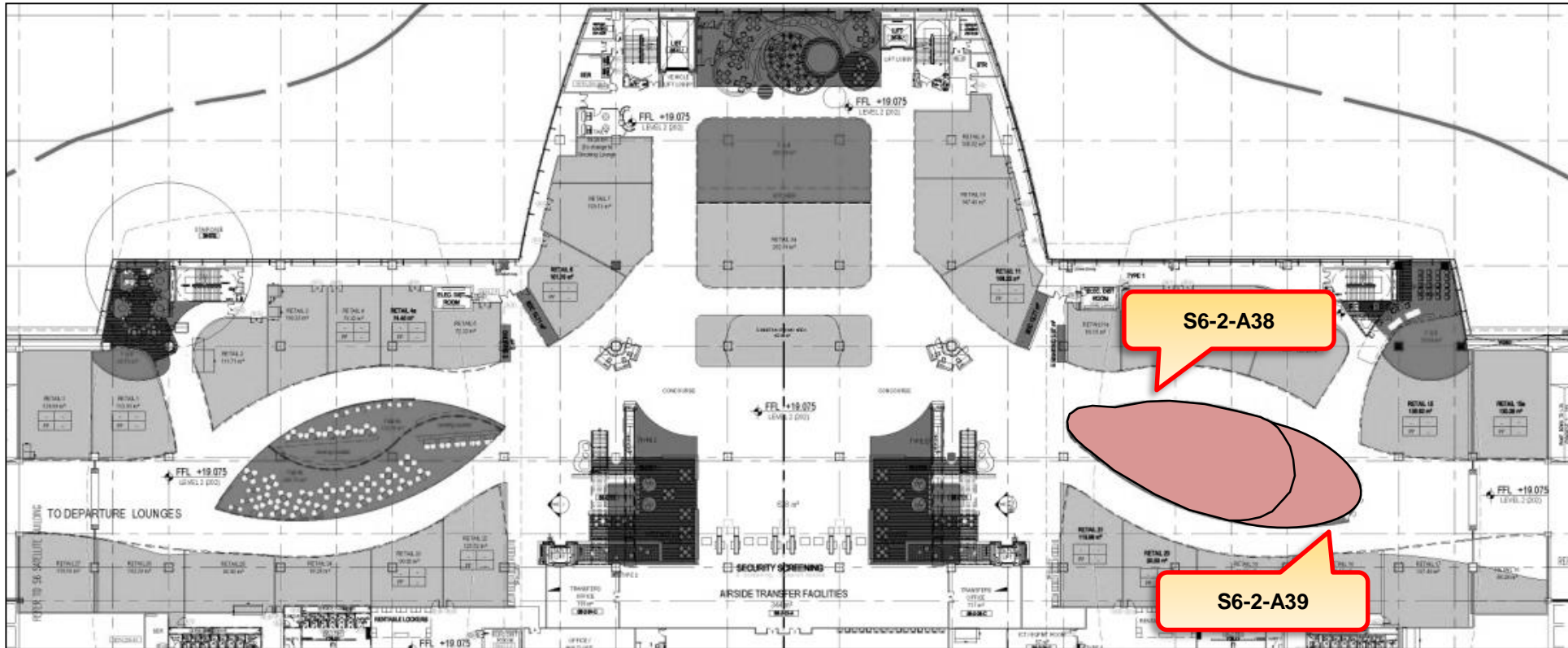
Fixed Royalty : Not less than 1%  
 Variable Royalty : Not less than 18%

**Indicative Rental:**

RM105 to RM117 /sqm/month

Kuala Lumpur International Airport





**Details:**

Lot No. : S6-2-A38 & S6-2-A39  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 353.02 & 105.67 sqm respectively



**Product Description:**

Specialty café concept (beverage based) i.e fusion, western, or Asian cuisine with light food offering. The brand must be an established name in the local and/or international travel retail market.

The design must depict a unique Open Concept that appeals to middle-upper market segment and fitting to be present at a super prime area. The proposed design must be exclusively for klia2.

**Terms and Conditions**



**Tenancy Period:**

3 + 2 Years

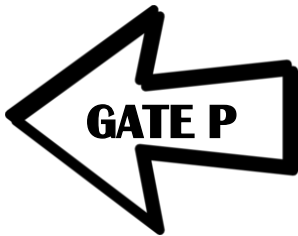
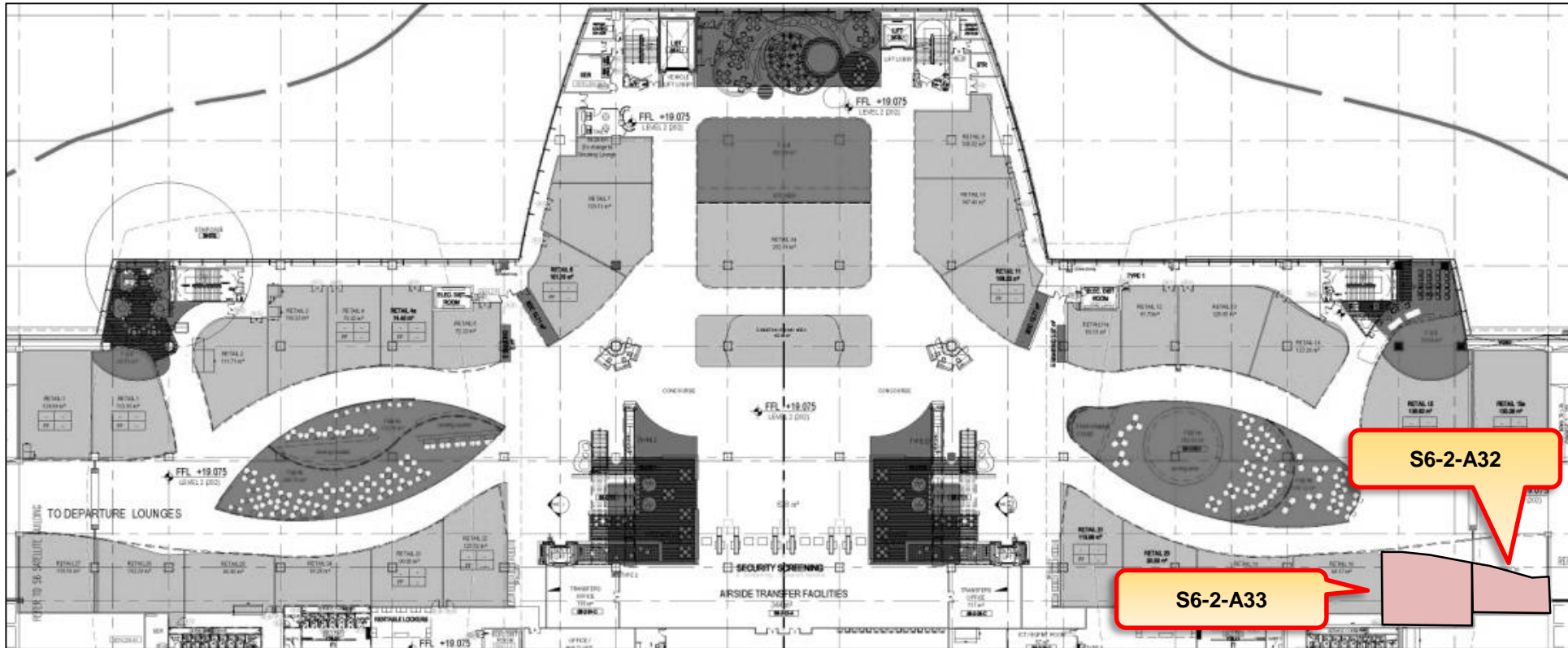
**Royalty:**

Fixed Royalty : Not less than 1%  
 Variable Royalty : Not less than 18%

**Indicative Rental:**

RM81 to RM90 /sqm/month





**Details:**

Lot No. : S6-2-A32 & S6-2-A33  
 Location : International Departure Level (Airside), klia2  
 Size : Approximately 101.64 & 131.28 sqm respectively



**Product Description:**

Specially designed/ innovative napping facilities for rest and nap area. The napping facilities shall offer personal, cozy and immense convenience for passenger to enjoy at an affordable price and great comfort.

**Terms and Conditions**



**Tenancy Period:**

3 Years ONLY

**Royalty:**

Variable Royalty : Not less than 20%

**Indicative Rental:**

RM86 to RM122 /sqm/month



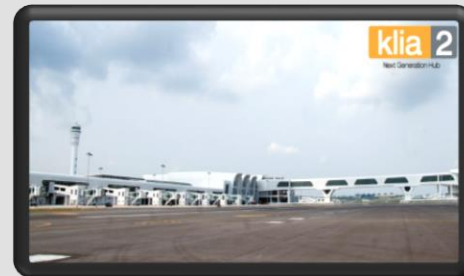
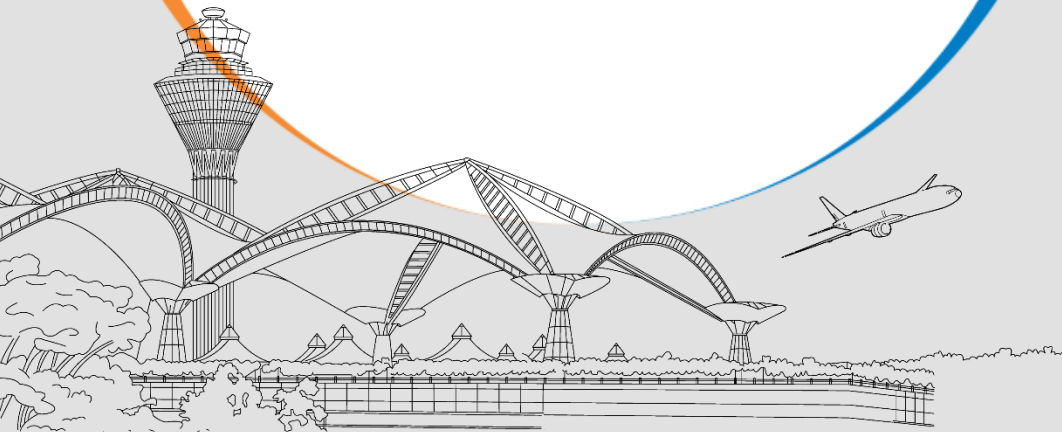
Kuala Lumpur International Airport 2



Photo Credit: Tallinn Airport



# IMPORTANT INFORMATION TO TENDERERS



**COMMERCIAL PROPOSAL**

**Retail and Food & Beverage Outlet**

**Fixed Rent**

**AND**

**Fixed Royalty %**

**OR**

**Variable Royalty %**

Period	Rental Proposal for Lot No. ....
Year 1	RM ____/month
Year 2	RM ____/month
Year 3	RM ____/month
OPTION	
Year 4	RM ____/month
Year 5	RM ____/month

Period	Fixed Royalty (%) for Lot No. ....
Year 1	_____ of the monthly gross sales
Year 2	_____ of the monthly gross sales
Year 3	_____ of the monthly gross sales
OPTION	
Year 4	_____ of the monthly gross sales
Year 5	_____ 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
Year 3	_____ of the monthly gross sales
OPTION	
Year 4	_____ of the monthly gross sales
Year 5	_____ of the monthly gross sales

**Whichever is higher**

**COMMERCIAL PROPOSAL**

**Service**

**Fixed Rent**

**OR**

**Variable Royalty %**

Period	Rental Proposal for Lot No. ....
Year 1	RM _____/month
Year 2	RM _____/month
Year 3	RM _____/month

Period	Variable Royalty (%) for Lot No. ....
Year 1	_____ of the monthly gross sales
Year 2	_____ of the monthly gross sales
Year 3	_____ of the monthly gross sales

**Whichever is higher**

## 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
<hr/>			
	RENTAL SUM	11,000	12,000
		FR+ FRYT	VRYT

**Legend:**

- FR : Fixed Rent
- FRYT : Fixed Royalty
- VRYT : Variable Royalty



**EVALUATION PROCESS  
& CRITERIA**

## Screening Process

### Mandatory Requirement

1. Tender Briefing Attendance and Attendance Registration
2. Tender Deposit
3. Tenderer Statutory Declaration and/or
4. Searches

### Minimum Qualification

1. Minimum experience
2. Current business partner requirement
3. Bumiputera composition (Bumi Tender only)

### Financial Evaluation

1. Latest audited accounts
2. Latest 3 months bank statement
3. Bank Credit facilities

**NEXT**

## Business Evaluation

### Concept Design

1. Artist Impression
2. Layout
3. Capital Investment

**20%**

### Commercial Evaluation

1. Financial Projection
2. Financial Consideration (Fixed Rent, Royalty, Sales Projection)
3. Investment Plan

**40%**

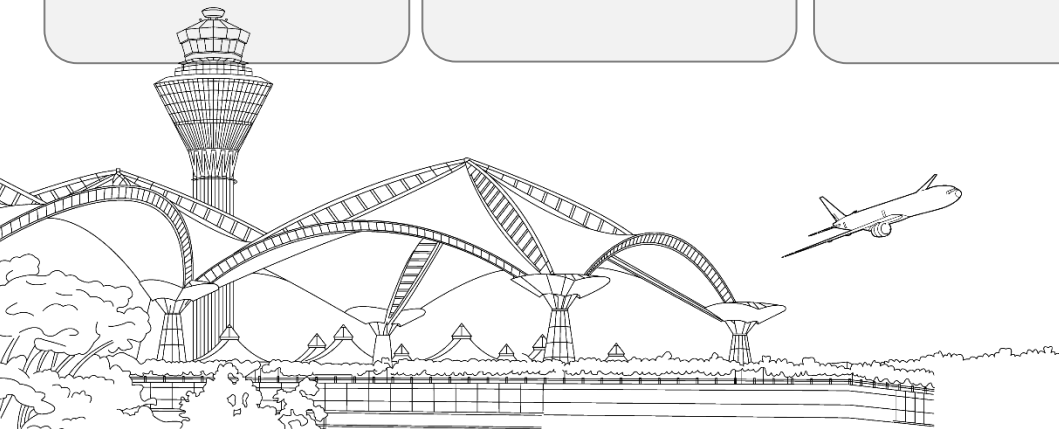
### Technical Evaluation

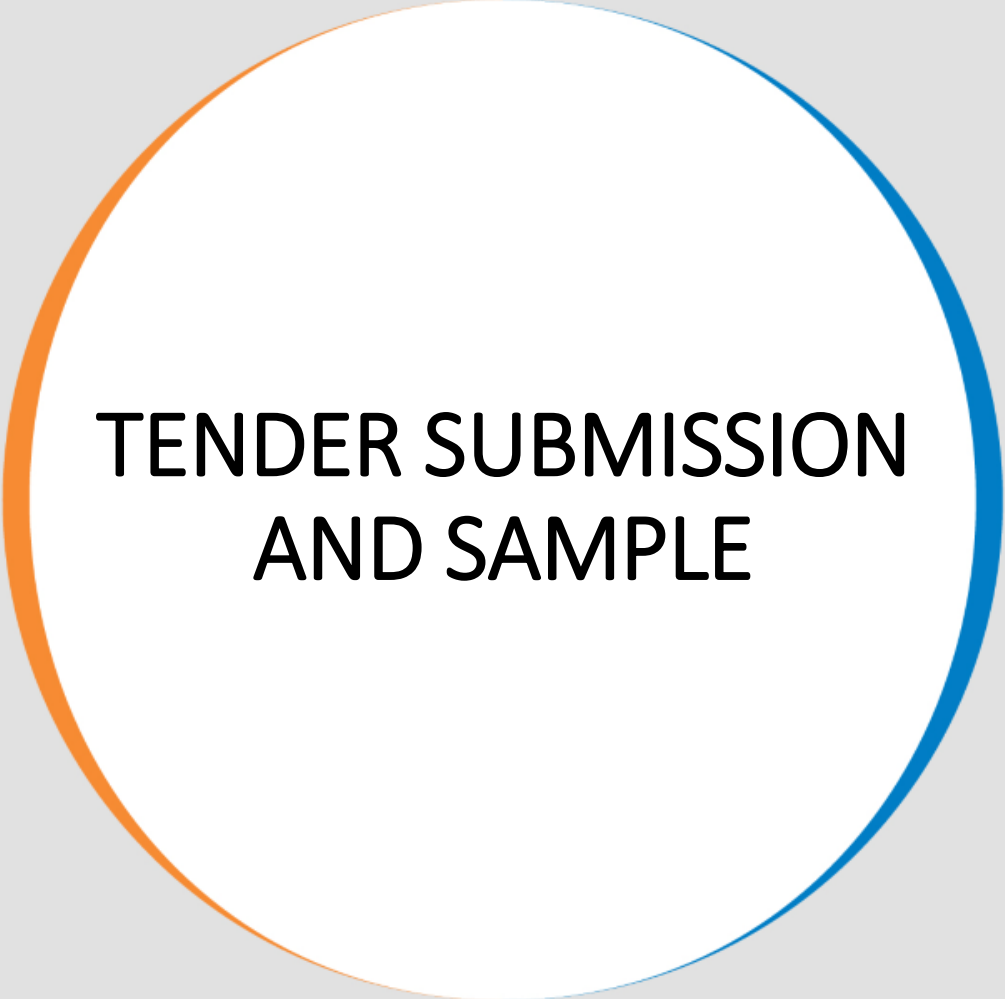
1. Proposed Business Concept
2. Customer Service
3. Quality Control
4. Pricing Commitment

**40%**

Interview - Shortlisted Key Category only

**10%**





**TENDER SUBMISSION  
AND SAMPLE**



**PURCHASE OF TENDER DOCUMENT**



From 9 October 2018 to 8 November 2018

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



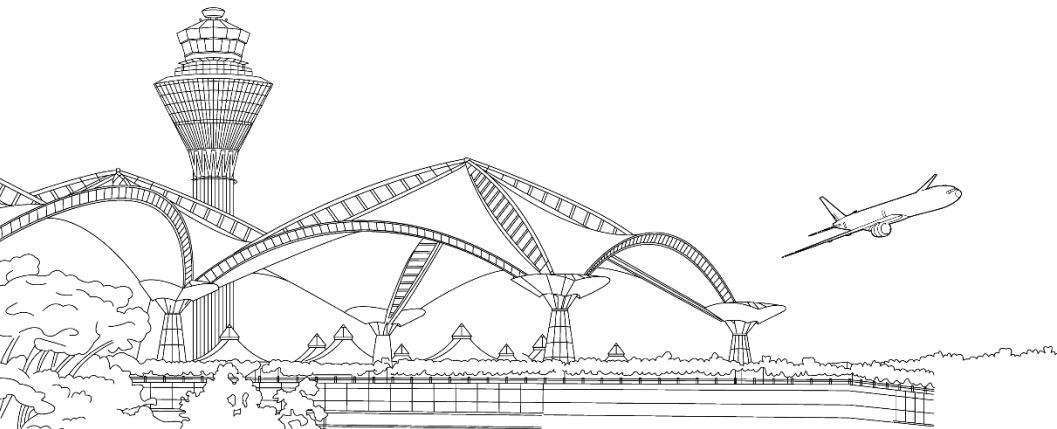
Monday to Thursday  
(8.30am - 12.00pm / 2.30pm - 4.30pm)

Friday  
(8.30am - 12.00pm / 3.00pm - 4.30pm)

Saturday and Sunday (Closed)



RM250.00



## SUBMISSION : BY HAND / COURIER



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

### Attn: Tender Secretariat

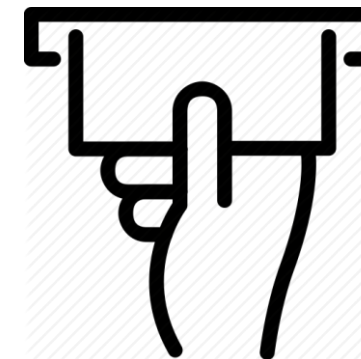
- Indicate **Tender No.** on the top right side of the envelope
- No "Acknowledgement Letters/Receipt" will be given by Procurement Department upon proposal submission.
- The submission must be in a booklet/comb binding format!

Don't Miss the  
**DEADLINE!**



2018

No Later Than 12.00pm



## GENTLE REMINDER 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 REQUIREMENT - DIRECTOR'S AND COMPANY'S STATUTORY DECLARATION

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:-

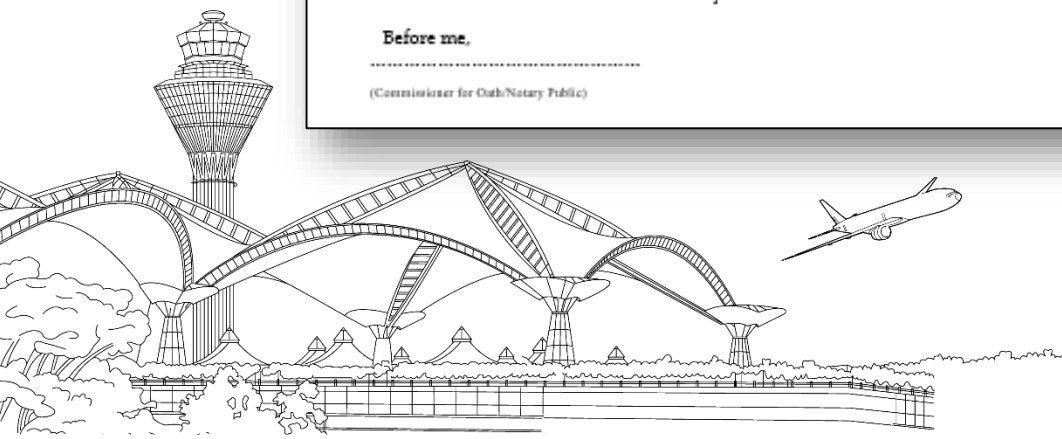
- 1. that as at the date hereof I am not an undischarged bankrupt...
2. that I have not committed any act of bankruptcy...
3. that I have not in default under...
4. that I agree that...
5. that I undertake to notify MAHB and Malaysia Airports Sdn. Bhd. within seven [7] days of I becoming aware of a petition 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. [\*]), at [\*] in the State of [\*] on this [\*] day of [\*]

[Insert name of the director of the Tenderer] (NRIC No./Passport No. [\*])

Before me, (Commissioner for Oath/Notary Public)



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 Tenderer] (hereinafter called "the Company") of [Insert Tenderer's address] do hereby solemnly and sincerely declare as follows:

- 1. that we are the directors of the Company;
2. that to the best of our knowledge...
3. that we make this...
4. that we undertake to notify MAHB and Malaysia Airports Sdn. Bhd. 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

on this day of [Insert name of the directors of the company] (NRIC No./Passport No. [\*])

Before me, [Insert name of the directors of the company] (NRIC No./Passport No. [\*])

(Commissioner for Oath/Notary Public)

**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, collude, conspire, or agree, directly or indirectly, with any person, firm, corporation or other Tenderer with regard to the financial offer, terms or conditions of this Tender.
  
2. We further understand and agree that:-
  - (a) We shall carry on the business in accordance with the business proposal as tendered;
  - (b) We shall be bound by the terms and conditions of the Validity Period;
  - (c) Should we withdraw our offer during the Validity Period, our Tender Deposit will be forfeited;
  - (d) MAHB and Malaysia Airports Sdn. Bhd. may accept our offer or reject our offers; and
  - (e) MAHB and Malaysia Airports Sdn. Bhd. 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 Sdn. Bhd. within thirty (30) days from the date of the Letter of Offer the following documents:
    - (i) Our acceptance to the Letter of Offer;
    - (ii) The first payment of the Fixed Rent for year one (1) of the Term of Tenancy and the Airport Service Charge (if applicable) in the form of a banker's cheque drawn in favour of Malaysia Airports Sdn. Bhd.;
    - (iii) Our bank's standing instruction form in pursuance to Section 9.8.1 of this Tender;

SAMPLE

**MANDATORY REQUIREMENT – TENDERER'S DECLARATION**

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

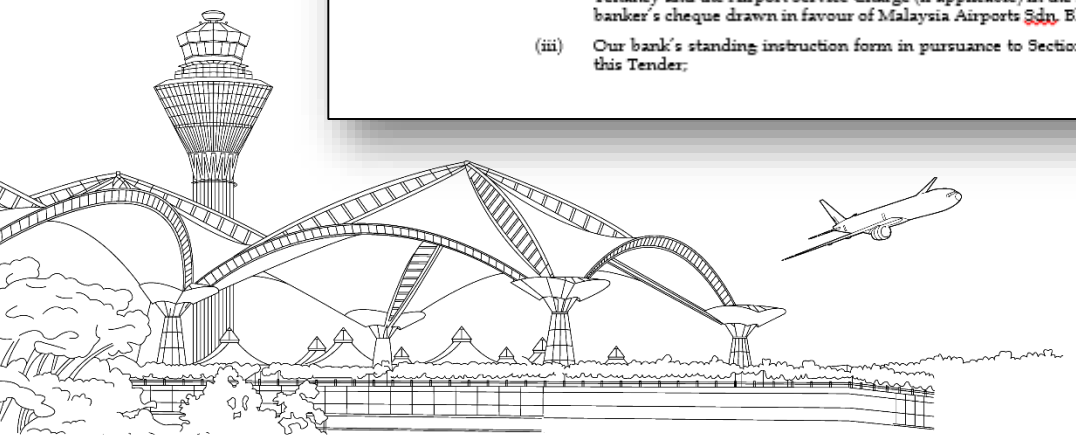
- (h) All statistical or other data and information provided in this Tender are for reference only. Malaysia Airports (Sepang) and MAHB do not warrant the accuracy or validity of the data or information presented. We have made our own independent evaluation of the business potential of this Tender and 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 .

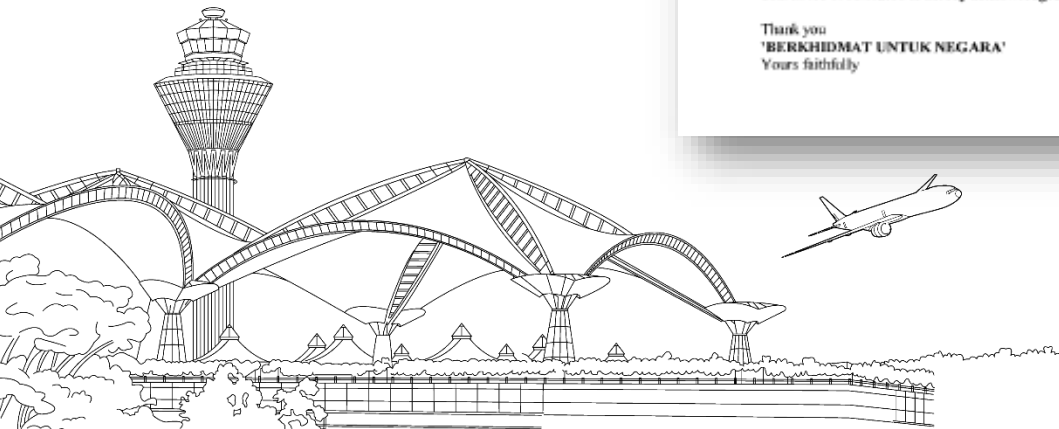
Thank you  
 'BERKHIDMAT UNTUK NEGARA'  
 Yours faithfully

**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 have 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 KERTAL 9, KUALA LUMPUR KERTAL, 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

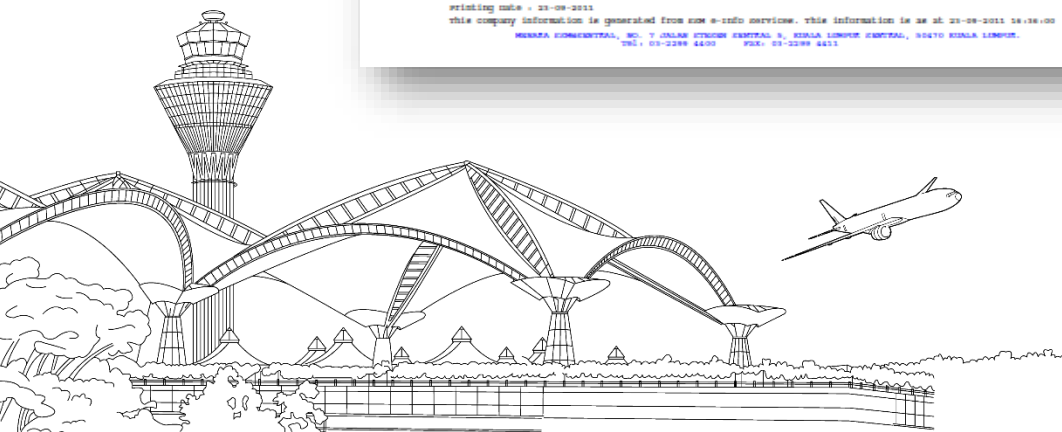
3 / 7

DIRECTORS/OFFICERS

Company Name :  
Company Number :

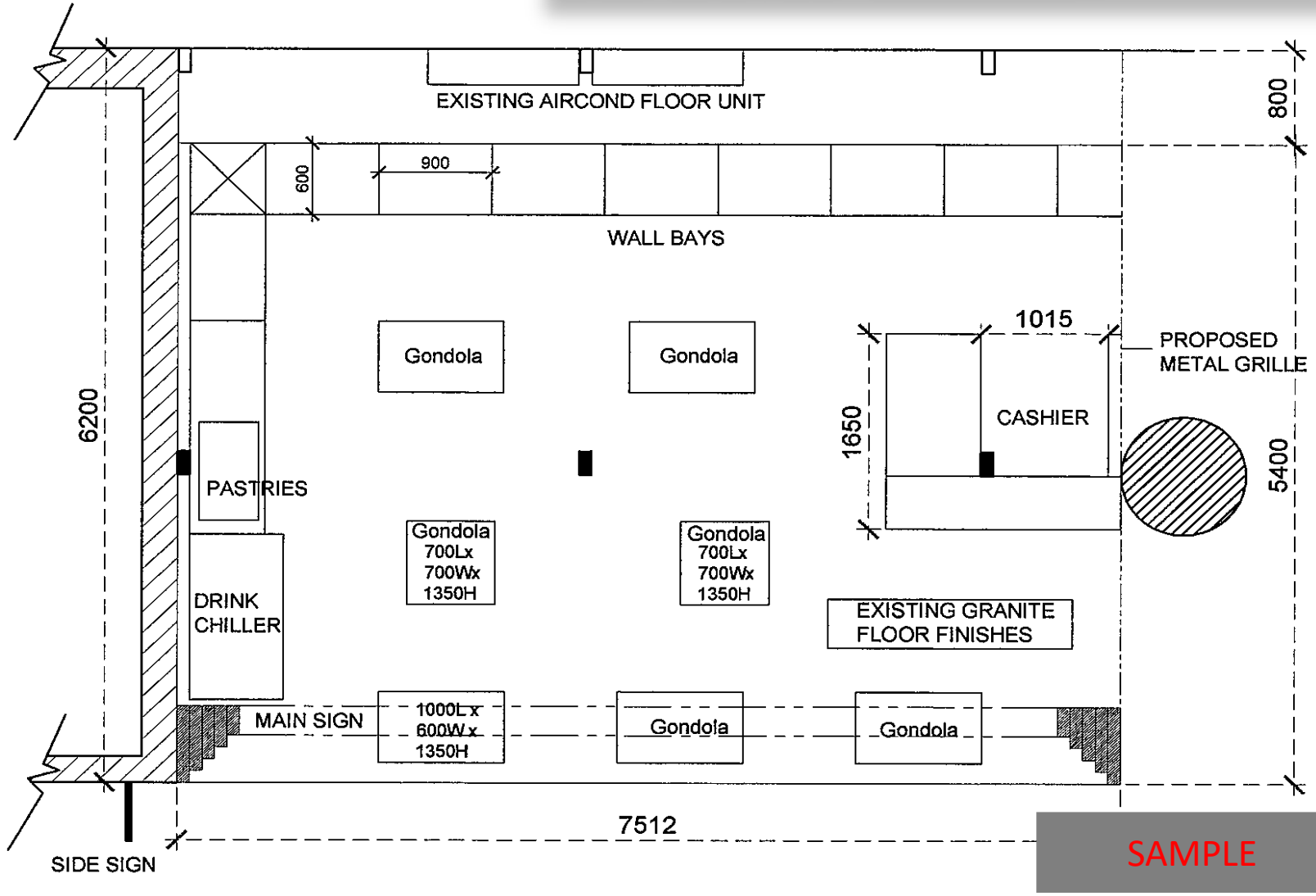
Name/Address	IC/Passport	Designation	Date of Appointment

SAMPLE



**Note:** Any revision of layout and perspective design upon award shall be at least 70% similar

# SAMPLE LAYOUT SUBMISSION





**Note:** Any revision of layout and perspective design upon award shall be at least 70% similar

## SAMPLE PERSPECTIVE DESIGN

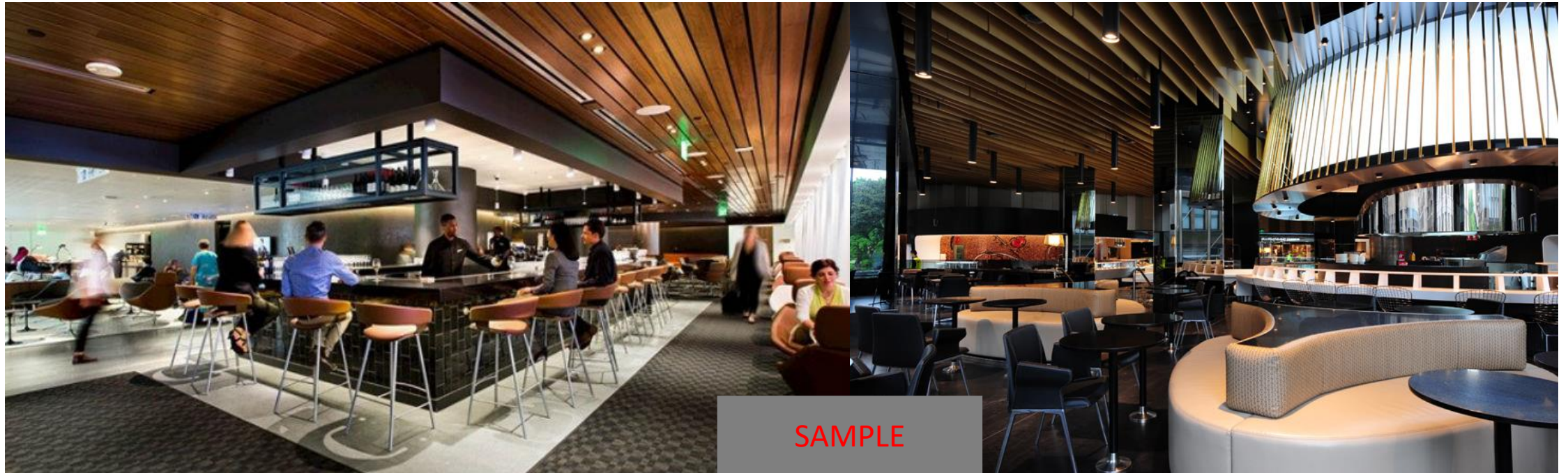
### Sample of Perspective Design

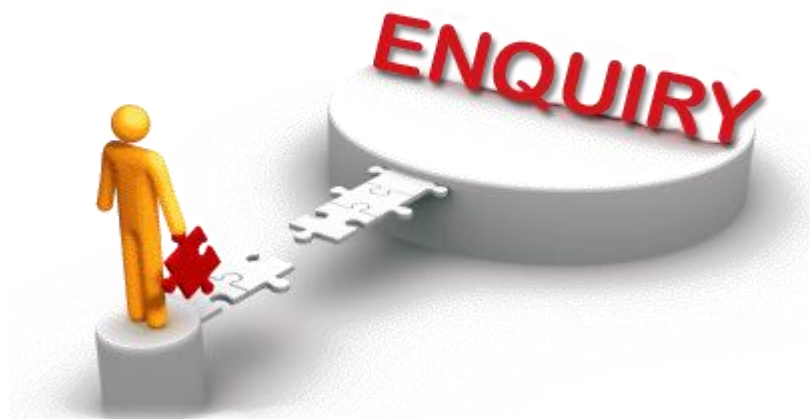


**Note:** Any revision of layout and perspective design upon award shall be at least 70% similar

## SAMPLE PERSPECTIVE DESIGN

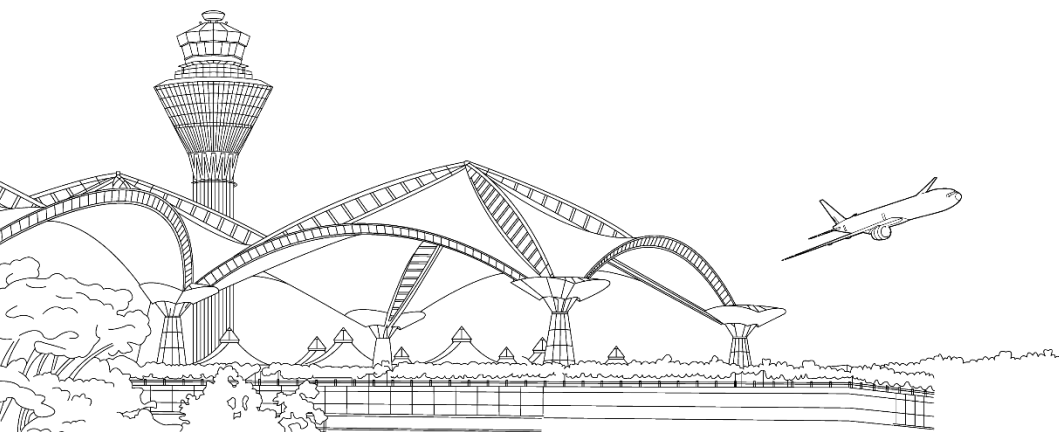
Sample of Perspective Design





Commercial Tender Secretariat

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



thank  
you!