



Open Tender Briefing Session

2 SEPTEMBER 2015

MEETING ROOM 1, TERMINAL OPERATION SERVICES,
KLIA2





MALAYSIA AIRPORTS HOLDINGS BERHAD

- One of the world's largest private airport operators, managing 39 airports in Malaysia and having presence in several countries worldwide.
- Consistently winning awards for the quality airports; KLIA as our flagship airport continues to remain among the top airports in the world for service excellence.
- Serving over 83 million passengers annually and listed in Main Board of Bursa Malaysia.

Introduction to Malaysia Airports



It is 1.5km away from KLIA 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.

Prime Business Address

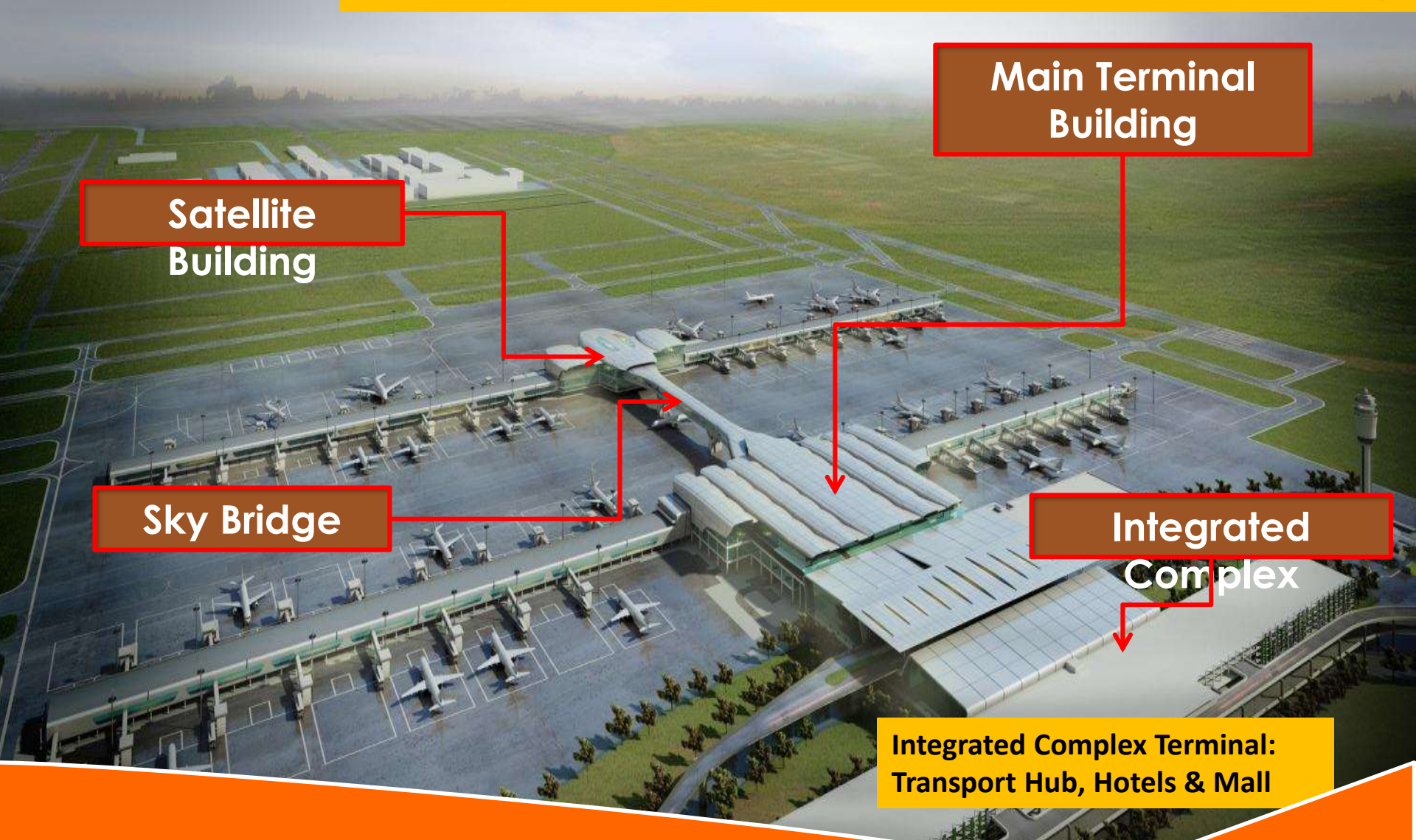




klia2 is destined to be the new and exciting, bustling retail hub, a center for fine selections of F&B offerings, complemented by its niche Street Fashion center where shopping and dining intertwine. It will become a shopper's paradise.

Airport In A Mall

35,000 sqms of Retail Area at Satellite & Main Terminal Building



Satellite Building

Main Terminal Building

Sky Bridge

Integrated Complex

Integrated Complex Terminal:
Transport Hub, Hotels & Mall

Seamless end-to-end business opportunities

*Artist Impression

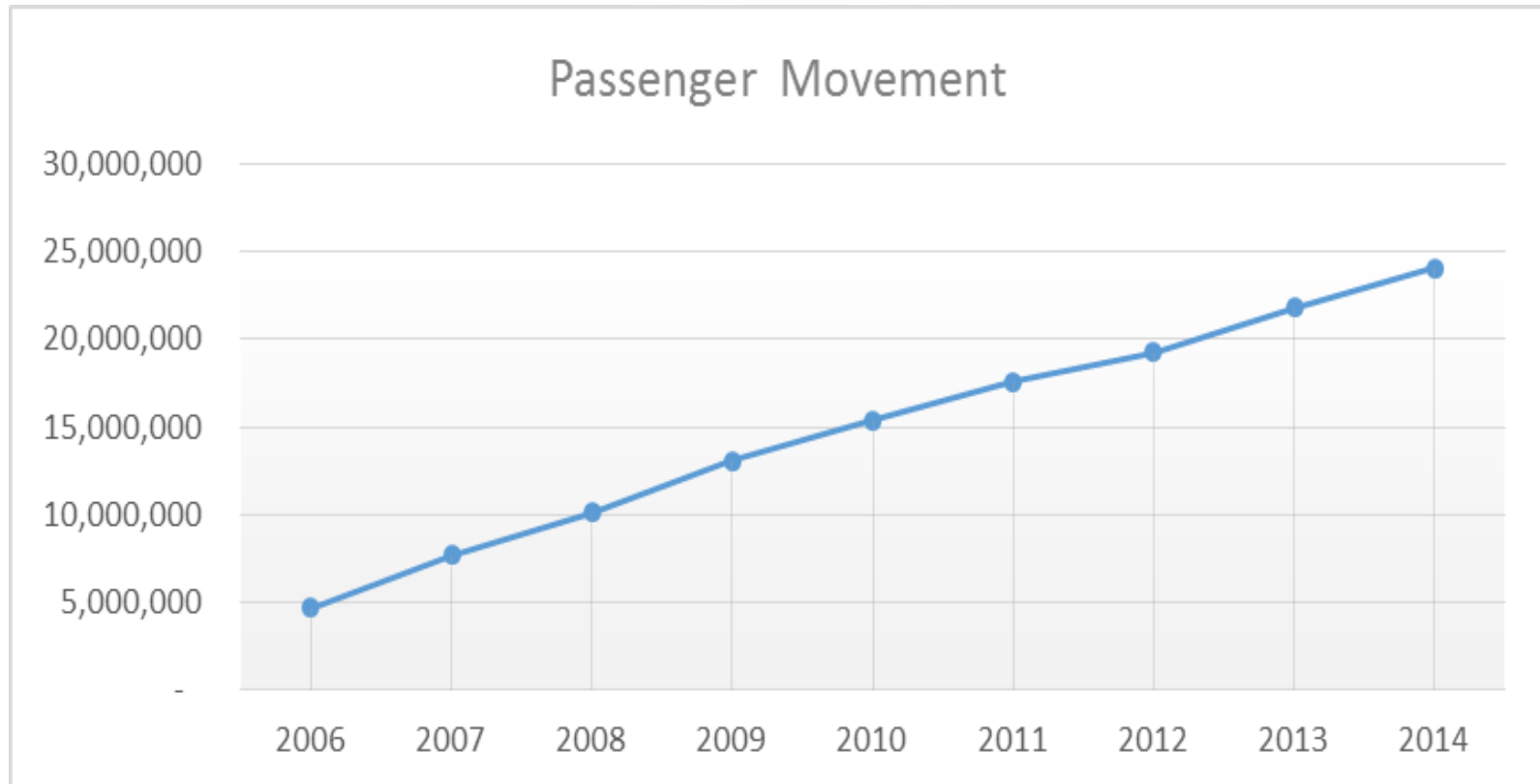


brief introduction and statistics of KLIA



klia2 Statistic

Overall Passenger Flow klia2



Overall Passenger Flow klia2

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2014	-	-	-	-	1,571,730	2,106,334	1,919,897	2,017,616	1,878,779	2,003,480	2,077,631	2,425,056
2015	2,014,239	1,892,968	2,123,498	2,009,924	2,159,324	2,116,850	2,251,146	-	-	-	-	-

Overall Passenger Flow @klia2

2014	No of Pax	
	International	Domestic
May	1,022,728	549,002
June	1,338,971	767,363
July	1,295,951	623,946
August	1,307,500	710,116
September	1,234,150	644,629
October	1,346,258	657,222
November	1,364,969	712,662
December	1,614,737	810,319
Total	10,525,264	5,475,259
2015	No of Pax	
	International	Domestic
Jan	1,370,260	643,979
Feb	1,227,801	665,167
Mar	1,357,738	765,760
Apr	1,308,833	701,091
May	1,371,704	787,620
June	1,361,221	755,629
July	1,442,815	808,331
Total	9,440,372	5,127,577

Segregation for Domestic and International

Overall Passenger Flow @klia2

2014	No of Pax		
	Departure	Arrival	Transit
May	796,745	774,985	-
June	1,041,851	1,064,483	-
July	1,005,735	914,162	-
August	987,813	1,029,803	-
September	930,500	948,279	-
October	1,012,457	990,856	167
November	1,049,019	1,028,612	-
December	1,221,339	1,203,717	-
Total	8,045,459	7,954,897	167
2015	No of Pax		
	Departure	Arrival	Transit
Jan	1,008,211	1,006,028	-
Feb	952,560	940,408	-
Mar	1,064,269	1,059,229	-
Apr	1,017,663	992,261	-
May	1,098,553	1,060,771	-
June	1,060,791	1,056,059	-
July	1,159,074	1,092,072	-
Total	7,361,121	7,206,828	-

Segregation for Departure, Arrival and Transit (Per Annum)

5 REASONS WHY YOU SHOULD BE INTERESTED

- **67% OF TRAVELLERS ARE WITHIN THE PRIME AGE BRACKET OF 22 – 44 YEARS OLD**
- **43% ARE WHITE COLLAR**
- **TRAVEL AVERAGELY EVERY 2 MONTHS**
- **AVERAGE DWELL TIME OF MORE THAN 2 HOURS AT THE AIRPORT**
- **PASSENGER MOVEMENTS WILL REACH 30 MILLION IN 5 YEARS**

**Commercial space within customers flow –
HIGH VISIBILITY and EASE OF ACCESSIBILITY**

*kli*a2 Soul

Attracting world's curious retail
explorers

2

HOW IS KLIA2 RETAIL DIFFERENT?

**“FOR TRAVELLERS TO START AND END THEIR
JOURNEY AT KLIA2”**

**klia2 Retail will evoke the RETAIL
EXPLORER within our passengers...**

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

DESTINATION CURIOUS

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kliq2 Retail Brand Principles

- Evoking creative ambiance
- Latest retail design
- Creating an experience
- On hand retail and customers participation

Experiential





Liberating

- Empower customers to do things their way
- Seize the opportunity to offer more rewarding experience

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

Innovation





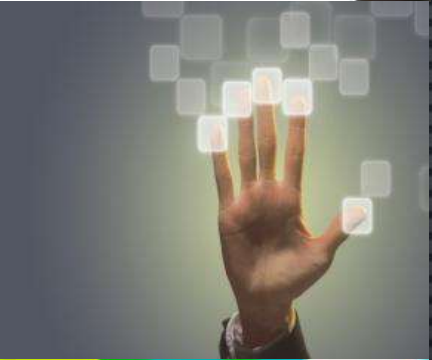
Thrilling

- Stimulate all senses
- Irresistible offering

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

Ever-Changing





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**Making an
amazing
discovery each
and every time**

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*kli*a2 Brand Personality

Shaping the future of retail

Free spírít



vibrant



experimental



playful



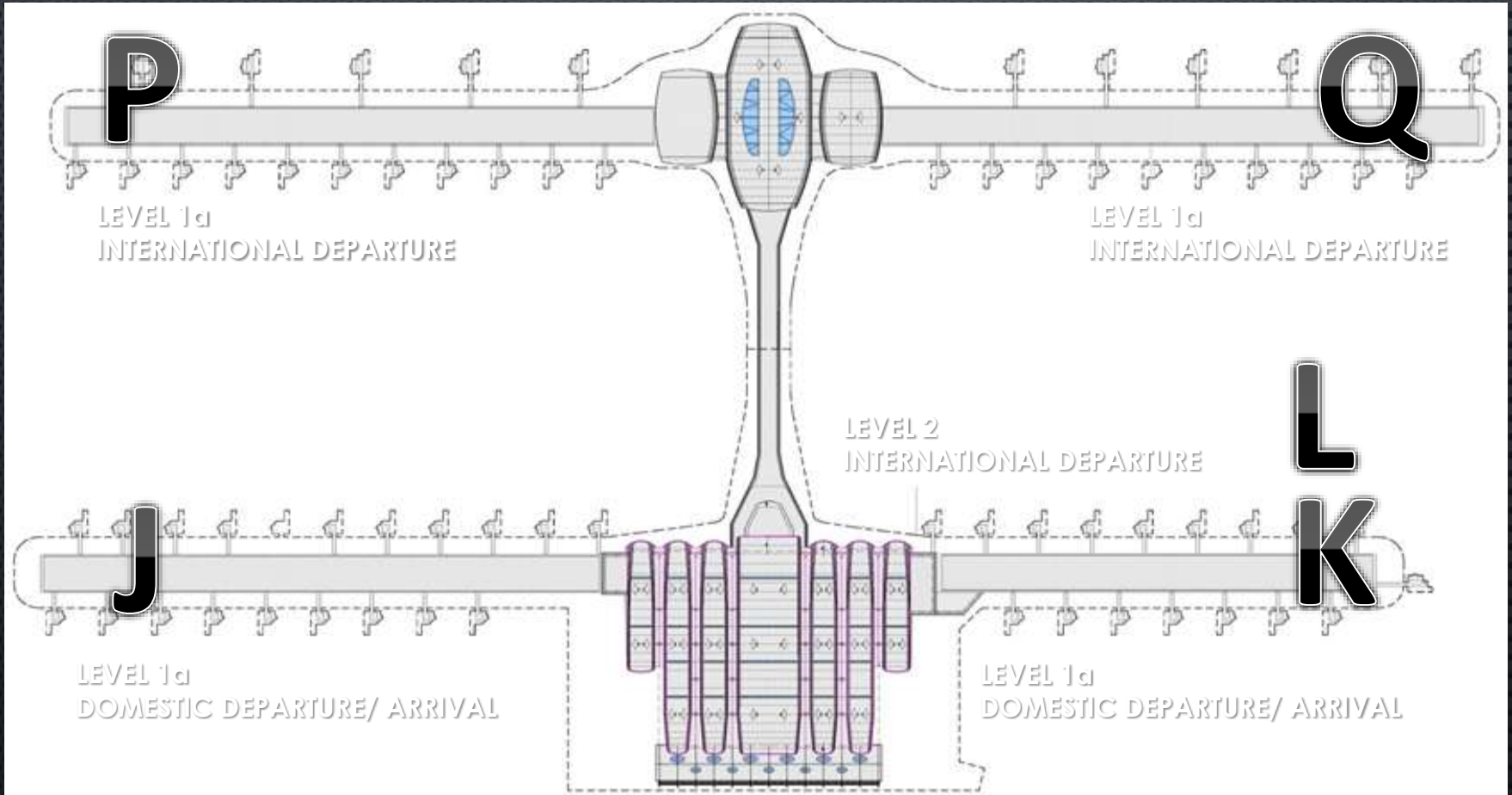
DESTINATION CURIOUS

CHARTING CUSTOMER JOURNEY BRAND OVERVIEW



SATELLITE BUILDING

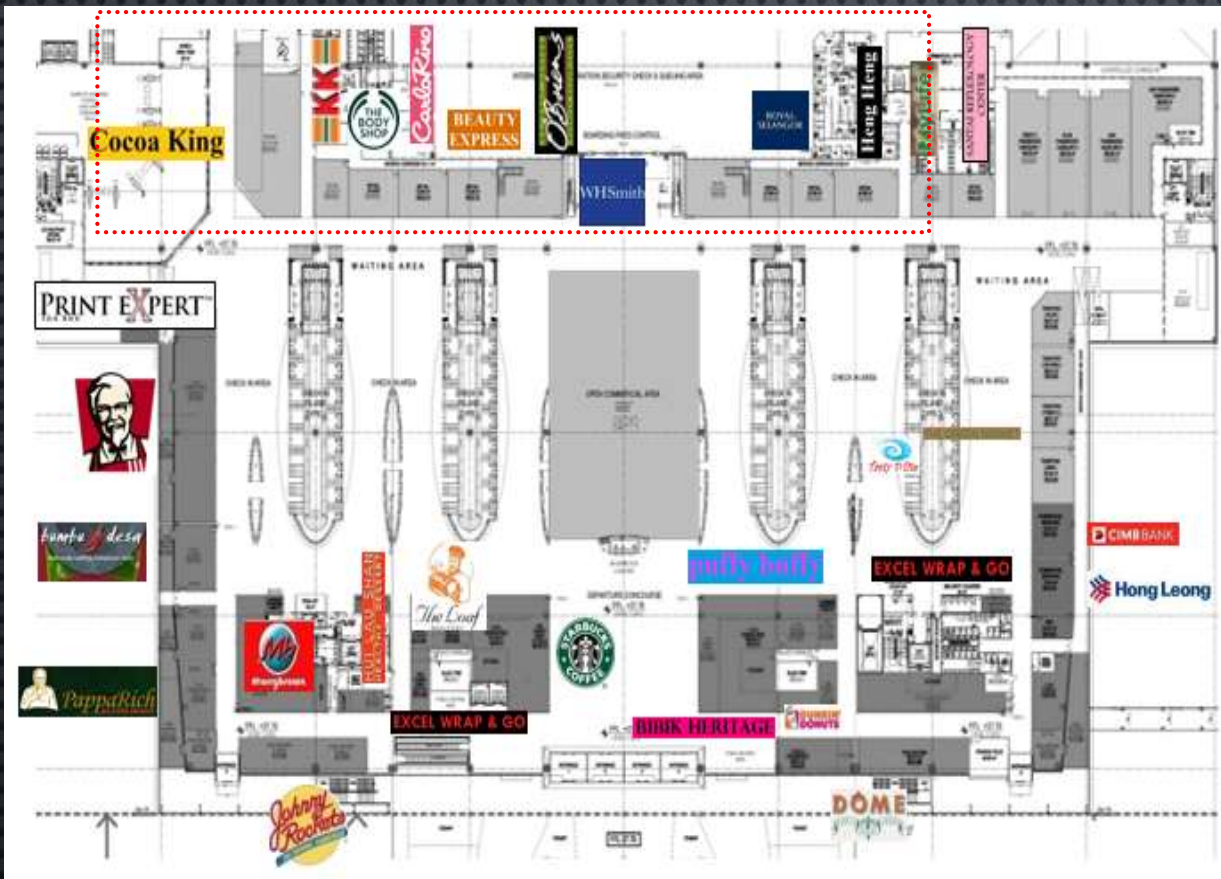
LEVEL 2 and 3



MAIN TERMINAL BUILDING

LEVEL 2, 3 and 3a

Departure Level, Public Concourse (Level 3)

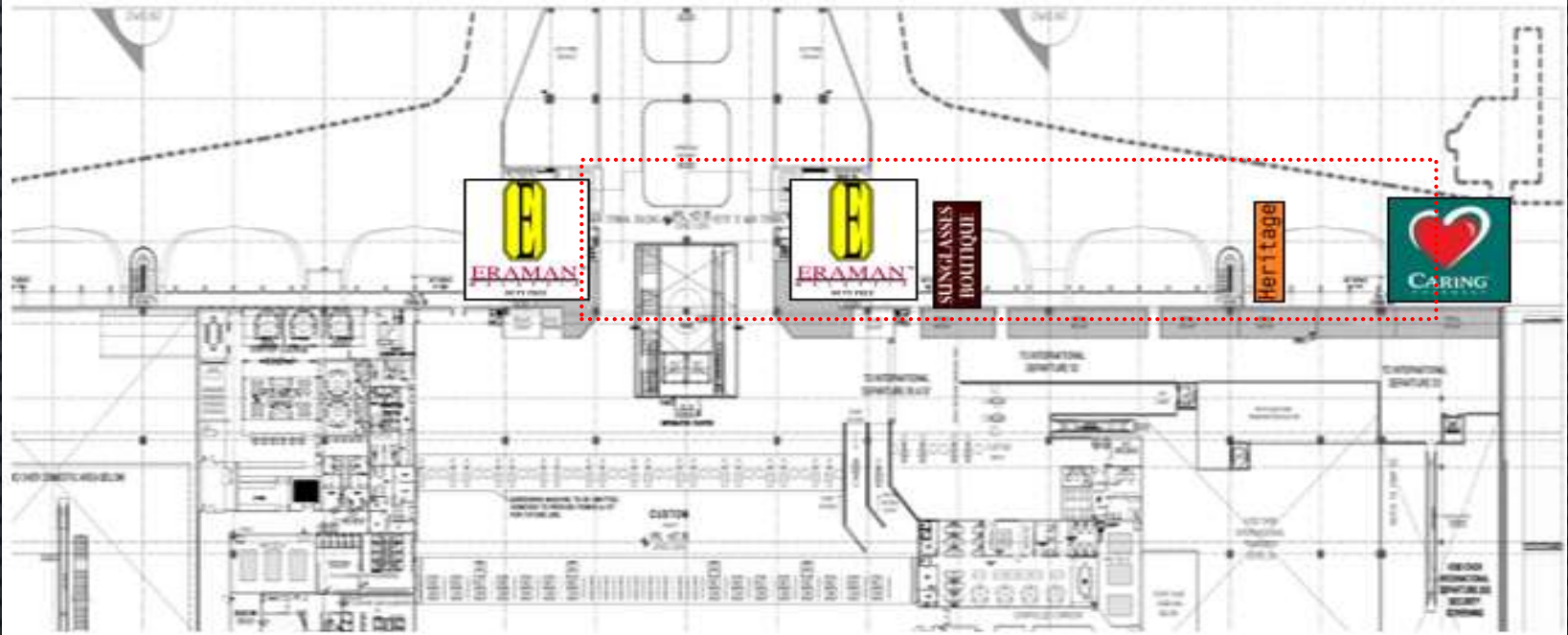


MAIN TERMINAL BUILDING (LANDSIDE)



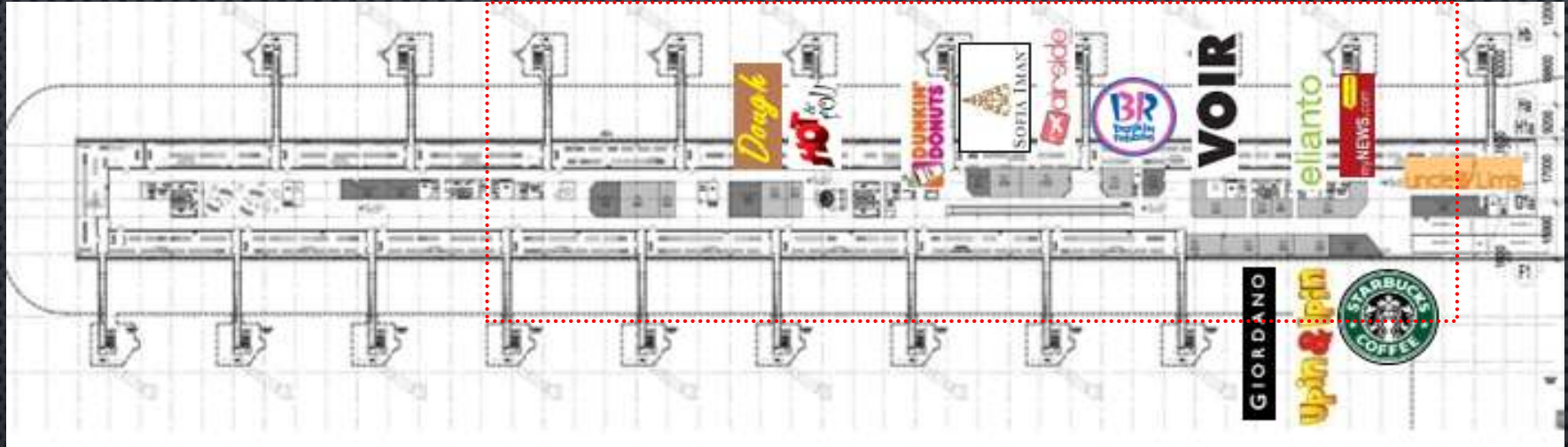
International Departure Level (Level 3)

MAIN TERMINAL BUILDING (AIRSIDE)



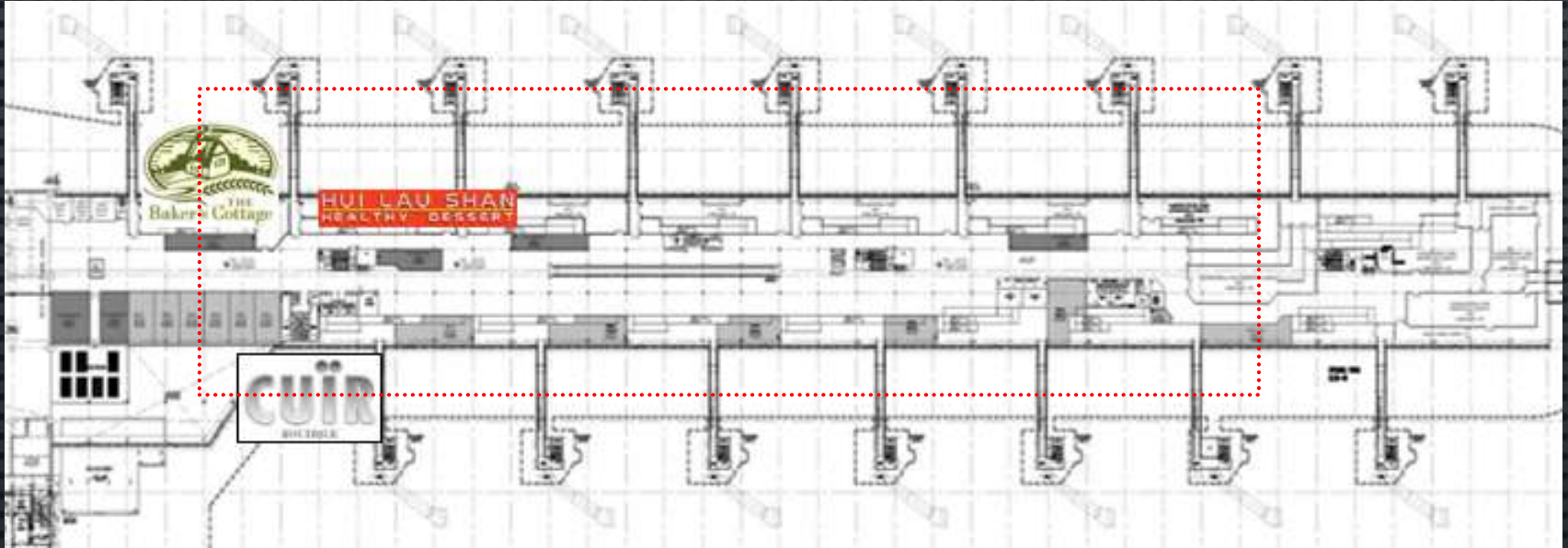
Domestic Departure / Arrival Level (Level 1a)

GATE J
(AIRSIDE)



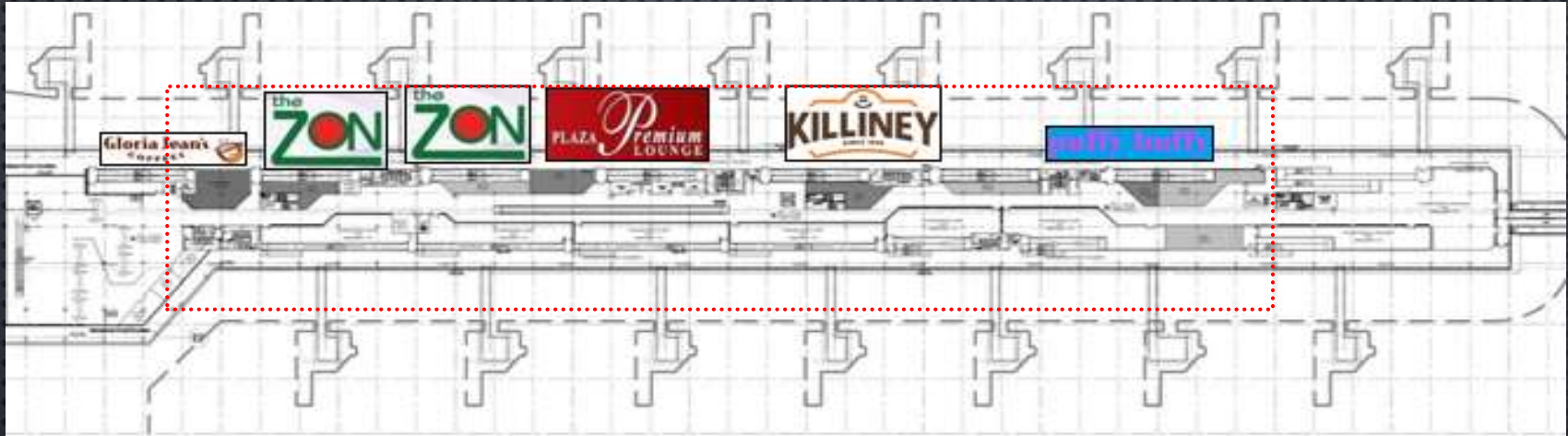
Domestic Departure / Arrival Level (Level 1a)

GATE K
(AIRSIDE)



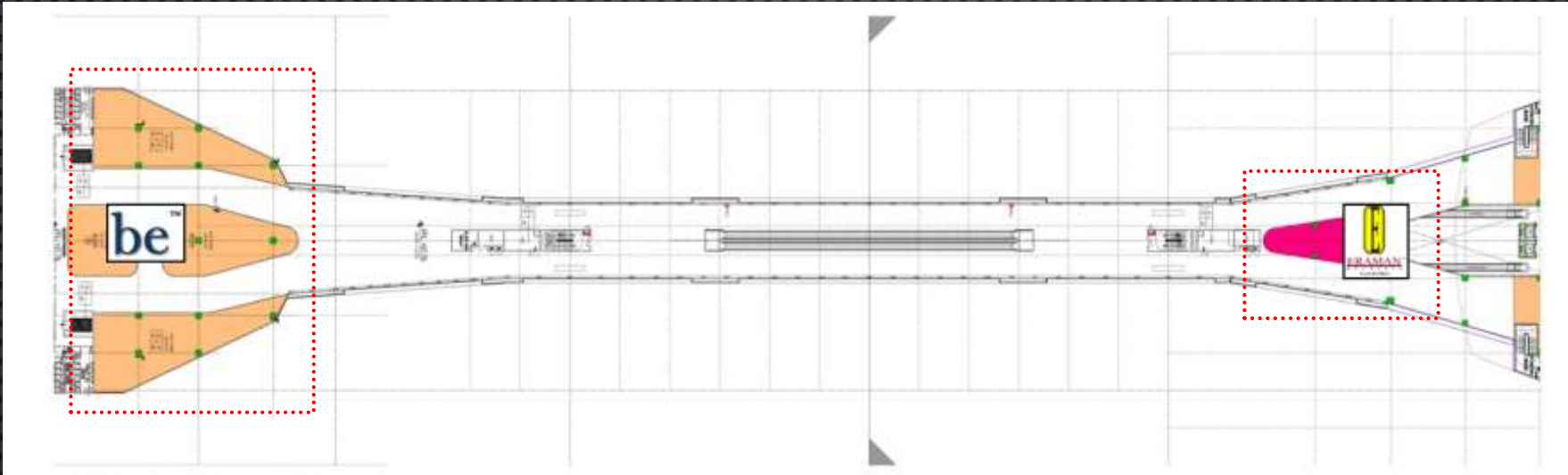
International Departure Level (Level 2)

GATE L
(AIRSIDE)



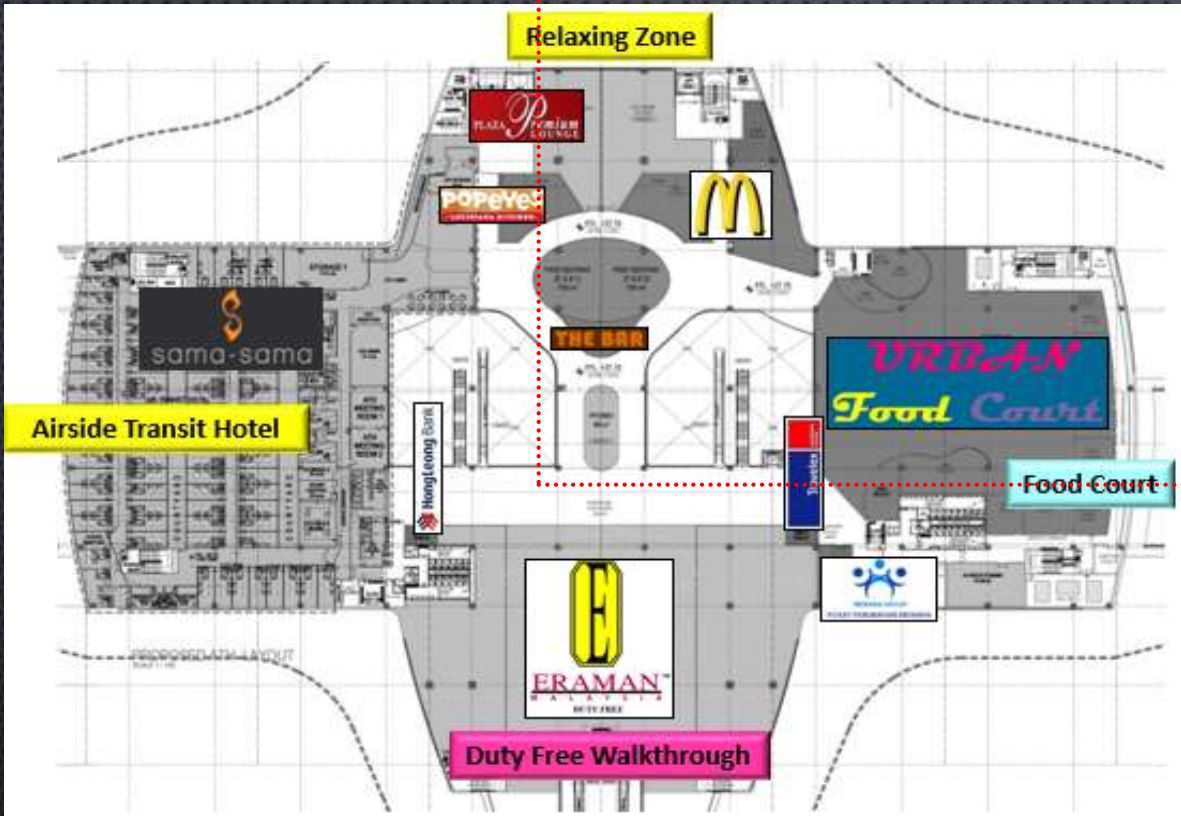
International Departure Level (Level 3)

SKYBRIDGE
(AIRSIDE)



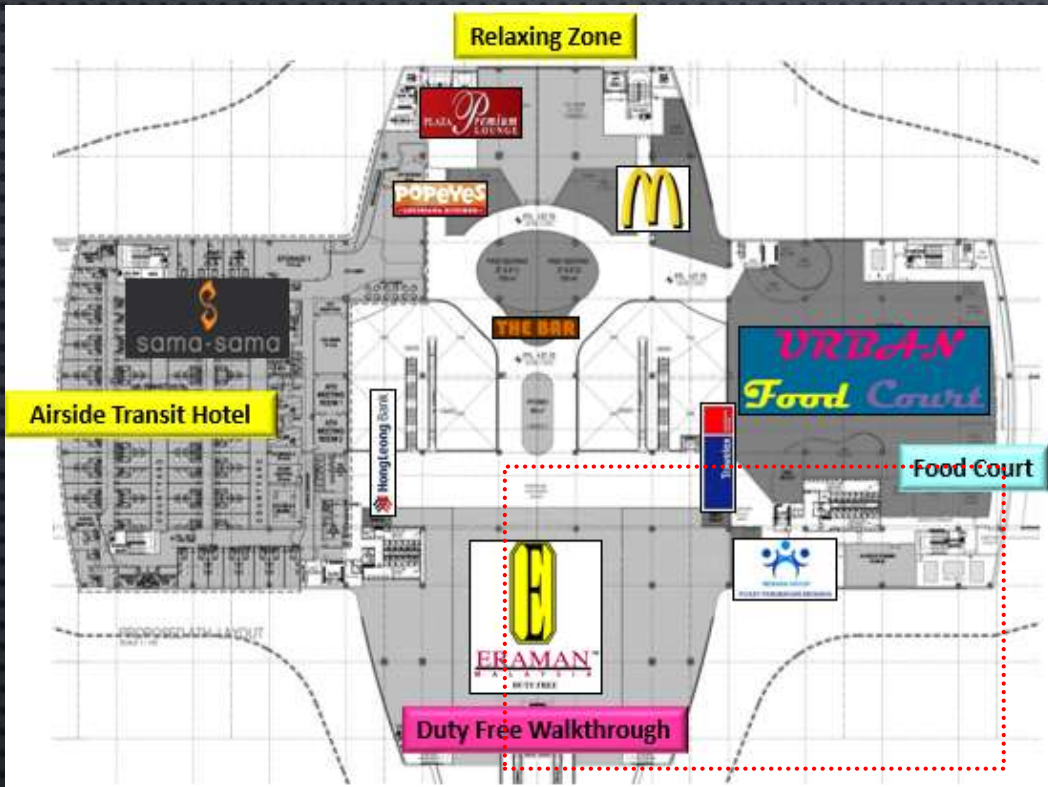
International Departure Level (Level 3)

SATELLITE BUILDING (AIRSIDE)



International Departure Level (Level 3)

SATELLITE BUILDING
(AIRSIDE)



International Departure Level (Level 2)



SATELLITE BUILDING (AIRSIDE)



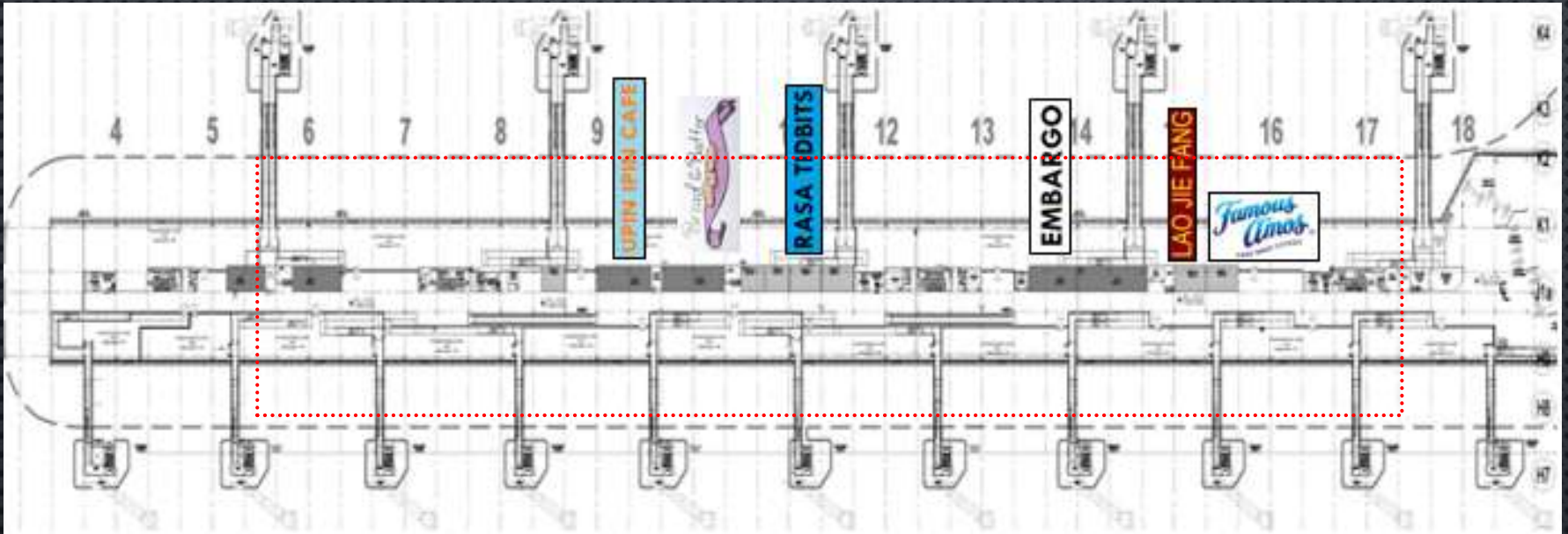
International Departure Level (Level 2)

SATELLITE BUILDING (AIRSIDE)



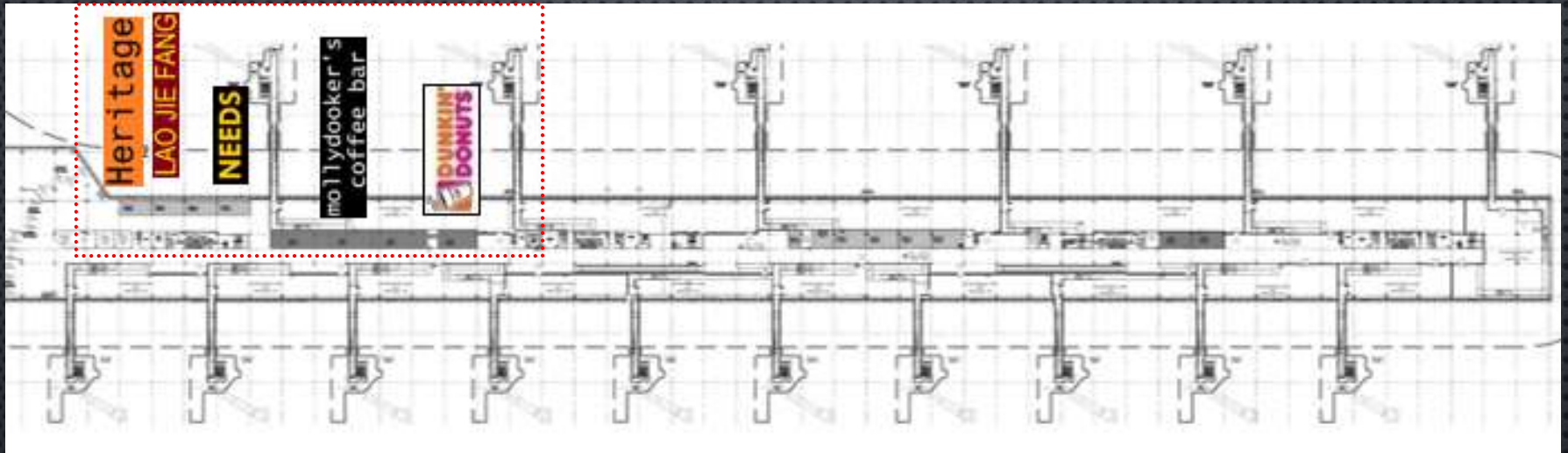
International Departure Level (Level 1a)

PIER P
(AIRSIDE)



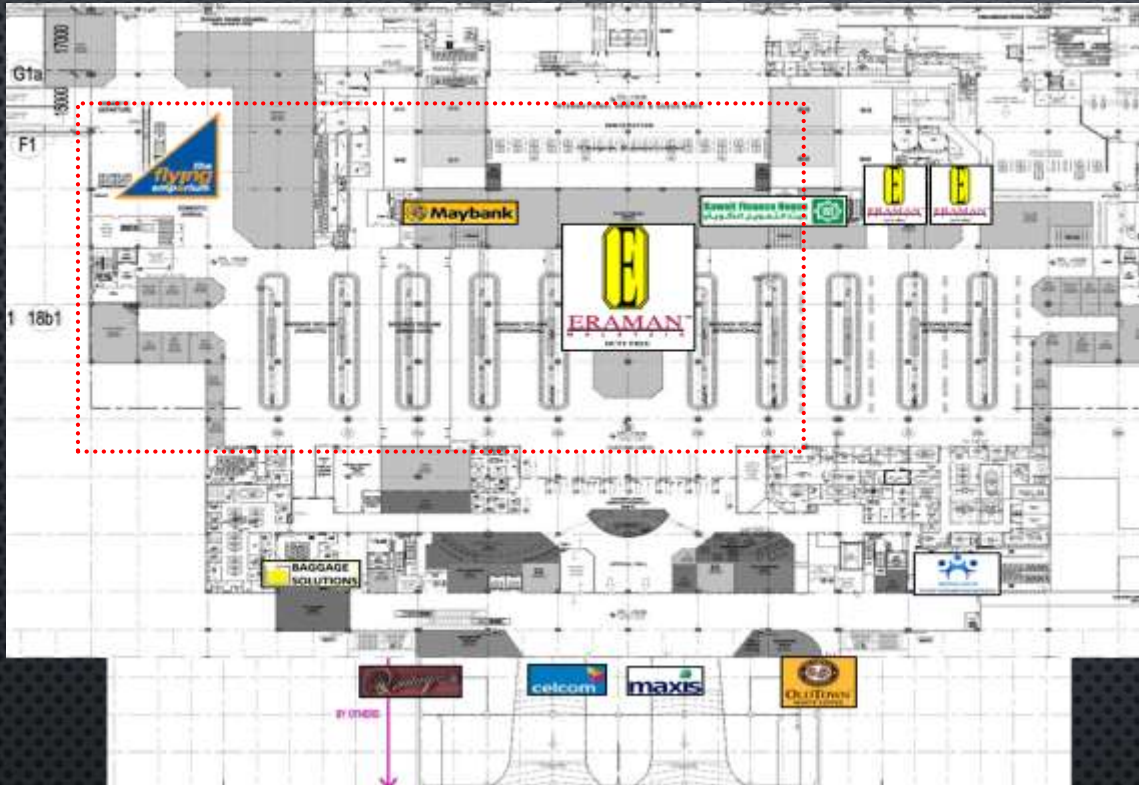
International Departure Level (Level 1a)

PIER Q
(AIRSIDE)



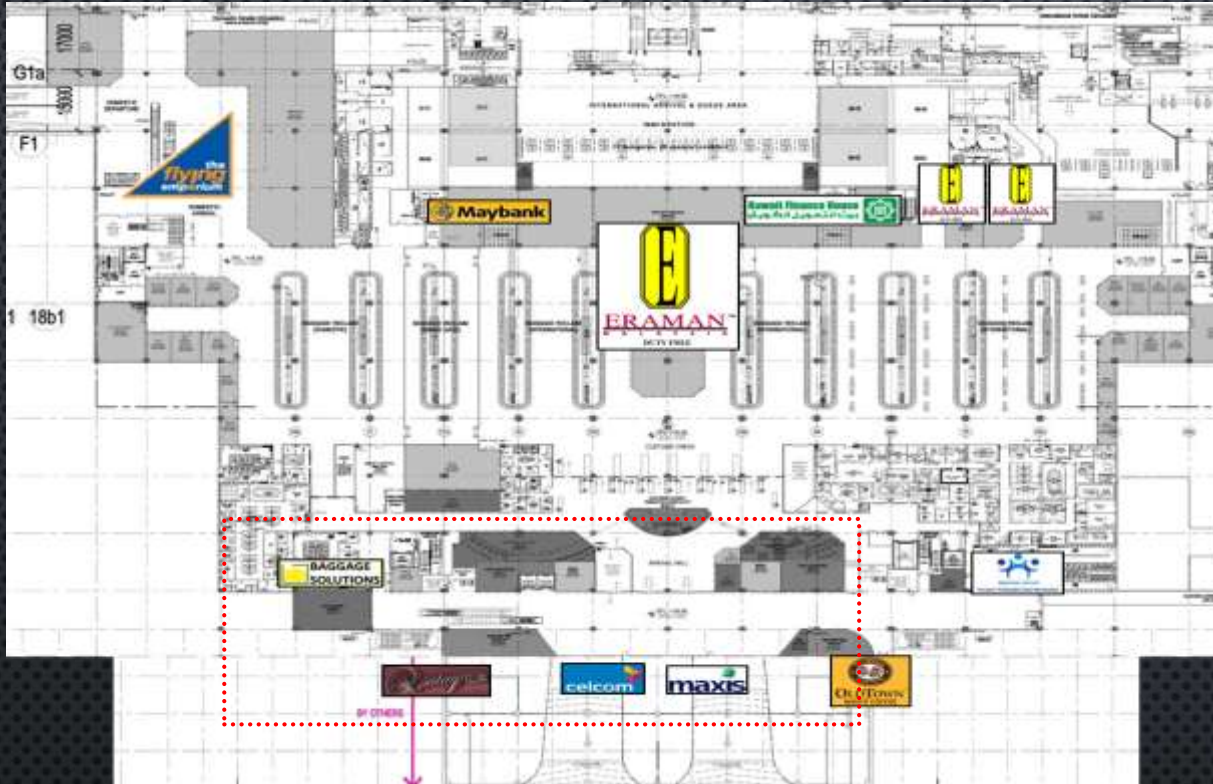
Arrival Level (Level 2)

MAIN TERMINAL BUILDING (AIRSIDE)



Arrival Level (Level 2)

MAIN TERMINAL BUILDING
(LANDSIDE)





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.



klia 2

OPEN TENDER



Open Tender

No.	Tender No.	Location	Lot No.	Size (sqm)	Fixed Royalty %	Variable Royalty %	Product
1	T/38	Satellite Building, Level 2, International Departure Level (Airside), klia2	S6-2-A08	113.57	Not less than 2%	Not less than 15%	Retail Outlet (Chocolates and Confectionary)
2	T/39	Satellite Building, Level 2, International Departure Level (Airside), klia2	S6-2-A32	101.64	Not less than 2%	Not less than 15%	Retail Outlet (Chocolates and Confectionary)
3	T/40	Main Terminal Building, Level 3, Departure Level, Public Concourse, klia2	S2-3-L17 & S2-3a-L04	S2-3-L17 - 117.07 S2-3a-L04 - 194.86	Not less than 1%	Retail : Not less than 15% F&B : Not less than 18%	Package Deal - Specialty Retail and Food & Beverage Outlet (Duplex)
4	T/41	Satellite Building, Level 2, International Departure Level (Airside), klia2	S6-2-A40 & S6-2-A41	525.94	Not less than 1%	Retail : Not less than 15% F&B : Not less than 18%	Package Deal - Retail and Food & Beverage Outlet (Fashion Gallery (Multi Brand) and Lifestyle Café)

MAHB – MA(S)/T/38/2015

Chocolates and Confectionary

Lot No.: S6-2-A08
Satellite Building, Level 2,
International Departure Level
(Airside), klia2
Retail Outlet (Chocolates and
Confectionary)
Size : Approximately 113.57
sqms

Product description:

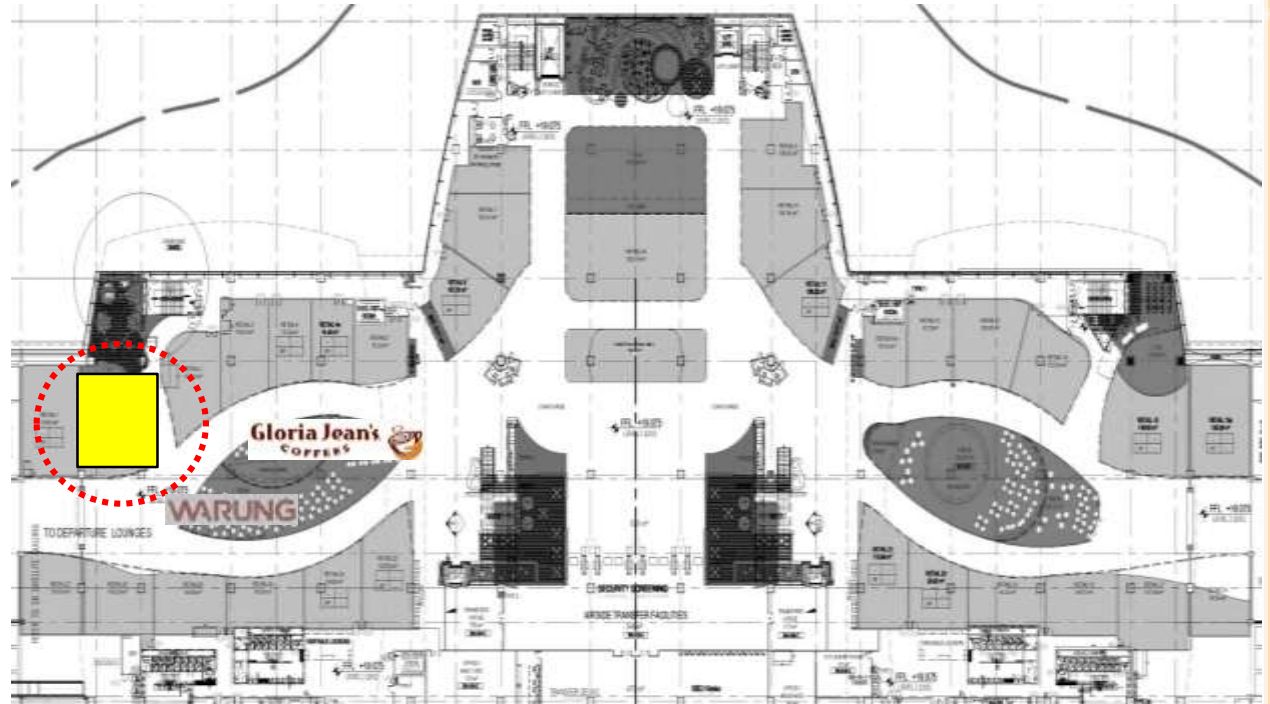
Brand name specialty retail offering chocolates & confectionery with personalised lifestyle boutique concept store.

The merchandise shall consist of assortment of premium chocolates and strong brands renowned locally or internationally.

Value – add: To also cater the needs of premium gift packaging service, kids' favourites and local specialty products as the store specialty.

Note : The outlet ONLY cater for Retail M&E

The outlet must incorporate the elements of E.L.I.T.E to reflect "Premium Lifestyle" and to convert the passenger into a satisfied customer.



Warung, Gloria Jean's

MAHB – MA(S)/T/39/2015

Chocolates and Confectionary

Lot No.: S6-2-A32
Satellite Building, Level 2,
International Departure, klia2
Retail Outlet (Chocolates and
Confectionary)
Size : Approximately 113.57
sqms

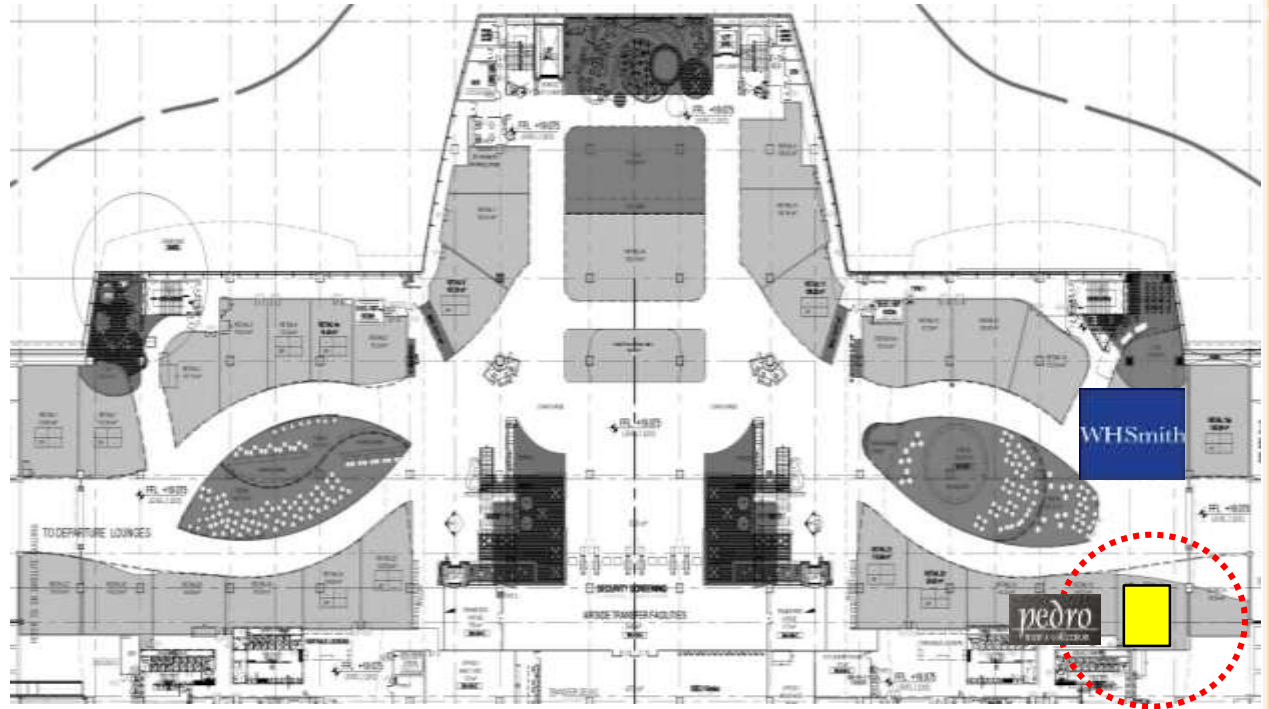
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Note : The outlet ONLY cater for Retail M&E

The outlet must incorporate the elements of E.L.I.T.E to reflect "Premium Lifestyle" and to convert the passenger into a satisfied customer.



WH Smith, Pedro

MAHB – MA(S)/T/40/2015

Package Deal - Specialty Retail and Food & Beverage Outlet (Duplex)

Lot No.: S2-3-L17 & S2-3a-L04
Departure Level, Public
Concourse, Klia2
Package Deal - Specialty Retail
and Food & Beverage Outlet
(Duplex)
Size : Approximately
Food & Beverage Outlet S2-3a-
L04 - 194.86 sqm
Retail Outlet S2-3-L17 - 117.07
sqm

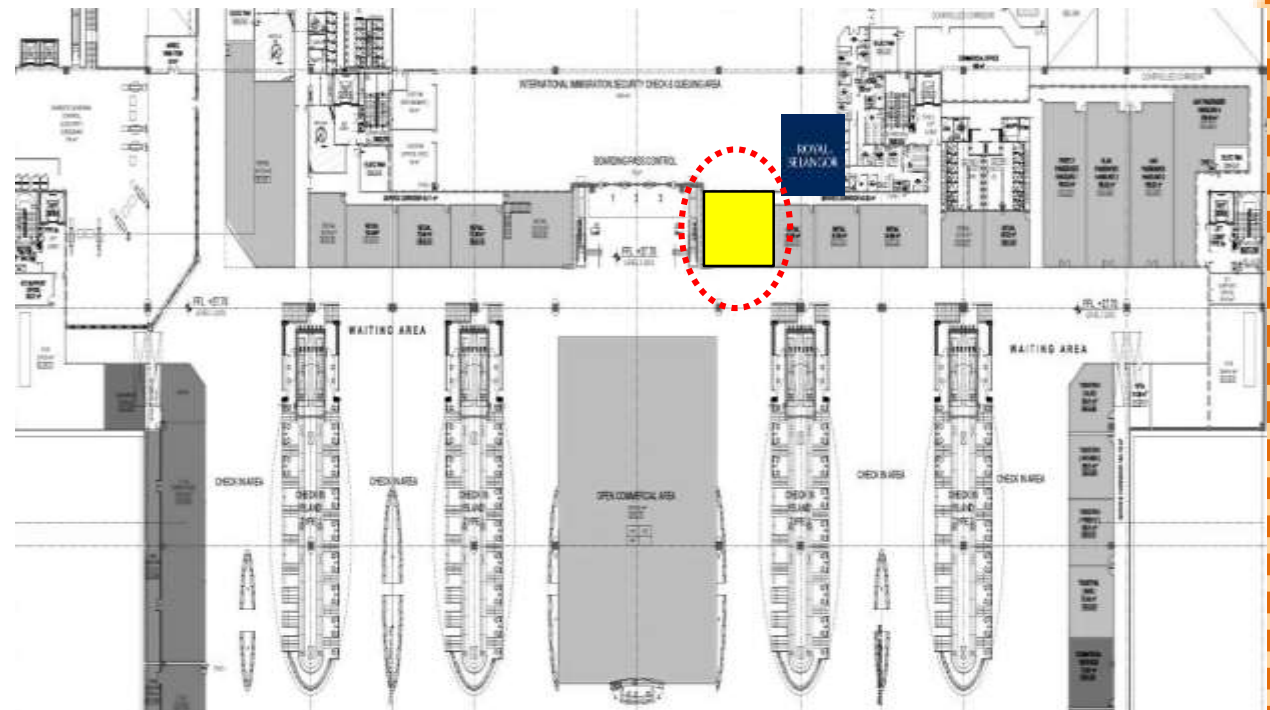
Product description:

Renowned brand name offering
retail and food & beverage
proposition (Duplex Outlet) but is
not limited to apparel, fashion
accessories, leatherwear,
souvenir, retail food or any other
business proposal suitable to the
proposed product category.

* The duplication with the current
brand is not allowed
(Halal food & beverage only)

Note : The outlet cater for Retail
and Food & Beverage M&E

The outlet must incorporate the elements
of E.L.I.T.E to reflect "Premium Lifestyle"
and to convert the passenger into a
satisfied customer.



Royal Selangor

MAHB – MA(S)/T/41/2015

Package Deal - Retail and Food & Beverage Outlet (Fashion Gallery (Multi Brand) and Lifestyle Café)

Lot No.: S6-2-A40 & S2-3-A41
Satellite Building, Level 2, International
Departure Level (Airside), klia2
Package Deal - Retail and Food & Beverage
Outlet (Fashion Gallery (Multi Brand) and
Lifestyle Café)
Size : Approximately 525.94 sqm

Product description:

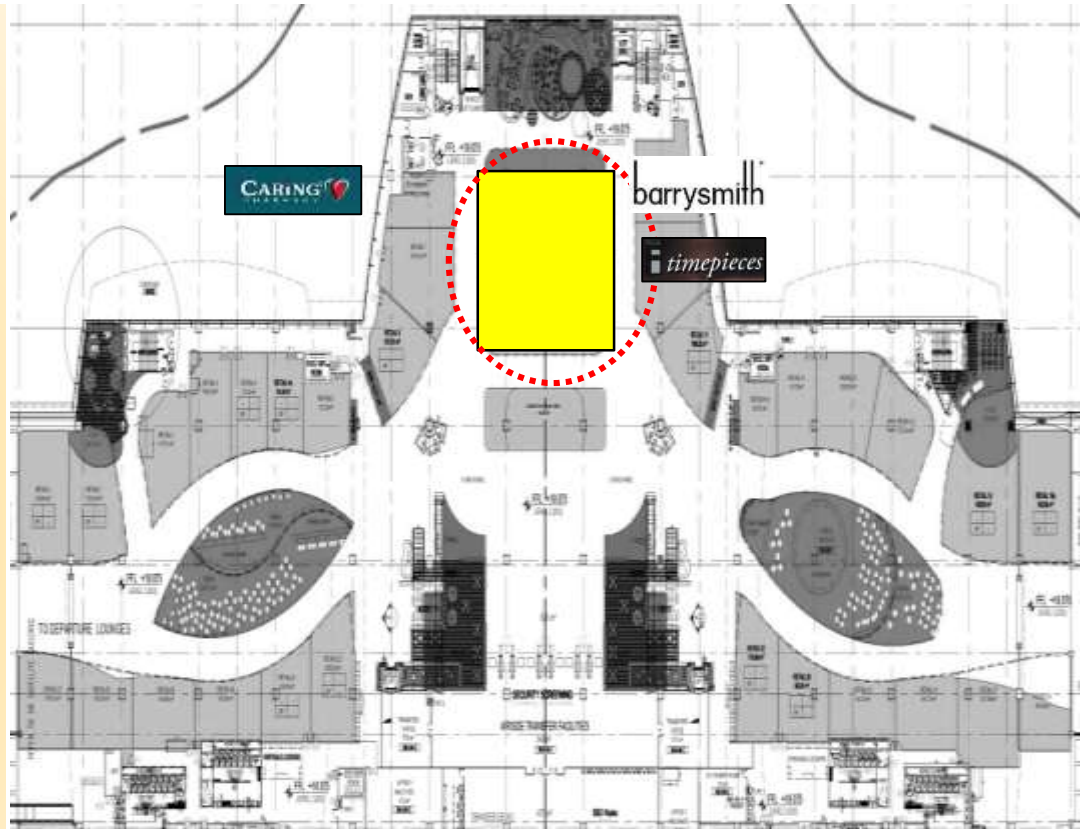
Premium concept fashion gallery offering multi brand fashion apparels, accessories, jewellery, shoes, leatherwear, scarves, sunglasses etc, appealing to middle - upper market segment, and a unique and strong store concept suited for a prime location.

The retail outlet is to be complimented with a renowned brand lifestyle café i.e fashion cafe/coffee based that will enhance the overall fashion gallery experience.

The overall concept must be based on the open concept fashion gallery and an island concept cafe (80% open air concept).

The offering for Food & Beverage shall not exceed 50% from the total gross floor area.

The outlet must incorporate the elements of E.L.I.T.E to reflect "Premium Lifestyle" and to convert the passenger into a satisfied customer.



**Caring Pharmacy, barrysmith,
Timepieces**



IMPORTANT INFORMATION TO TENDERERS



TENDER EVALUATION CRITERION

- ↳ Technical Evaluation
- ↳ Financial Evaluation
- ↳ Commercial Evaluation
- ↳ Company Background and Information

TENANCY PERIOD

- ↳ Retail and F&B outlet : **Three (3) + Two (2) Years**

Tender FAQ

BRAND PILLARS/PRINCIPLES

The proposed outlet shall incorporate features designed to engage, entertain and convert the passenger into a satisfied consumer; and aligned to klia2 Brand Pillars : E.L.I.T.E



Tender FAQ

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 14 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 3 years investment plan
- Product and Price Listing
- Company and Director Searches :
 - Director's Bankruptcy Search (Jabatan Insolvensi Malaysia)
 - Winding Up Search (Jabatan Insolvensi Malaysia)
 - Company Search Report (Suruhanjaya Syarikat Malaysia – SSM)

Website :

Jabatan Insolvensi Malaysia :

<http://www.insolvensi.gov.my>

Suruhanjaya Syarikat Malaysia (SSM):

www.ssm.com.my

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.

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.

DIRECTOR'S BANKRUPTCY SEARCH

From Jabatan Insolvency Malaysia



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

Date : 02/03/2012

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

Dear Sir,

RE : MALAYSIA AIRPORTS (SELANG) 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 above-mentioned company.
Date of search.

JABATAN INSOLVENSİ MALAYSIA

Search fee of RM12.00 is hereby acknowledged receipt on 02/03/2012 and the reference number is 2120302519401.

Thank you
'BERKHIDMAT UNTUK NEGARA'
Yours faithfully,

WINDING UP SEARCH

From Jabatan Insolvensi Malaysia



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

Telephone : 03-88851000
Fax : 03-88851348

OFFICIAL SEARCH

Date : 02/03/2012

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

Dear Sir,

RE : MALAYSIA AIRPORTS (SELANG) 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 above mentioned company
as at 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 OF COMPANY SEARCH REPORT

From Suruhanjaya Syarikat Malaysia – 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 - 23-08-2011
 This company information is generated from e-file services. This information is as at 23-08-2011 16:56:00
 MENARA KOMERSIAL, NO. 7 JALAN STRAITS FEDERAL 8, SIKILIA LINGKAR SENTRAL, 50270 KUALA LUMPUR.
 TEL : 03-2389 4400 9500-03-2389 4411


SURUHANJAYA SYARIKAT MALAYSIA
 COMPANIES COMMISSION OF MALAYSIA

2 / 7

SUMMARY OF SHARE CAPITAL

Company Name :
 Company Number :

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

SAMPLE


SURUHANJAYA SYARIKAT MALAYSIA
 COMPANIES COMMISSION OF MALAYSIA

3 / 7

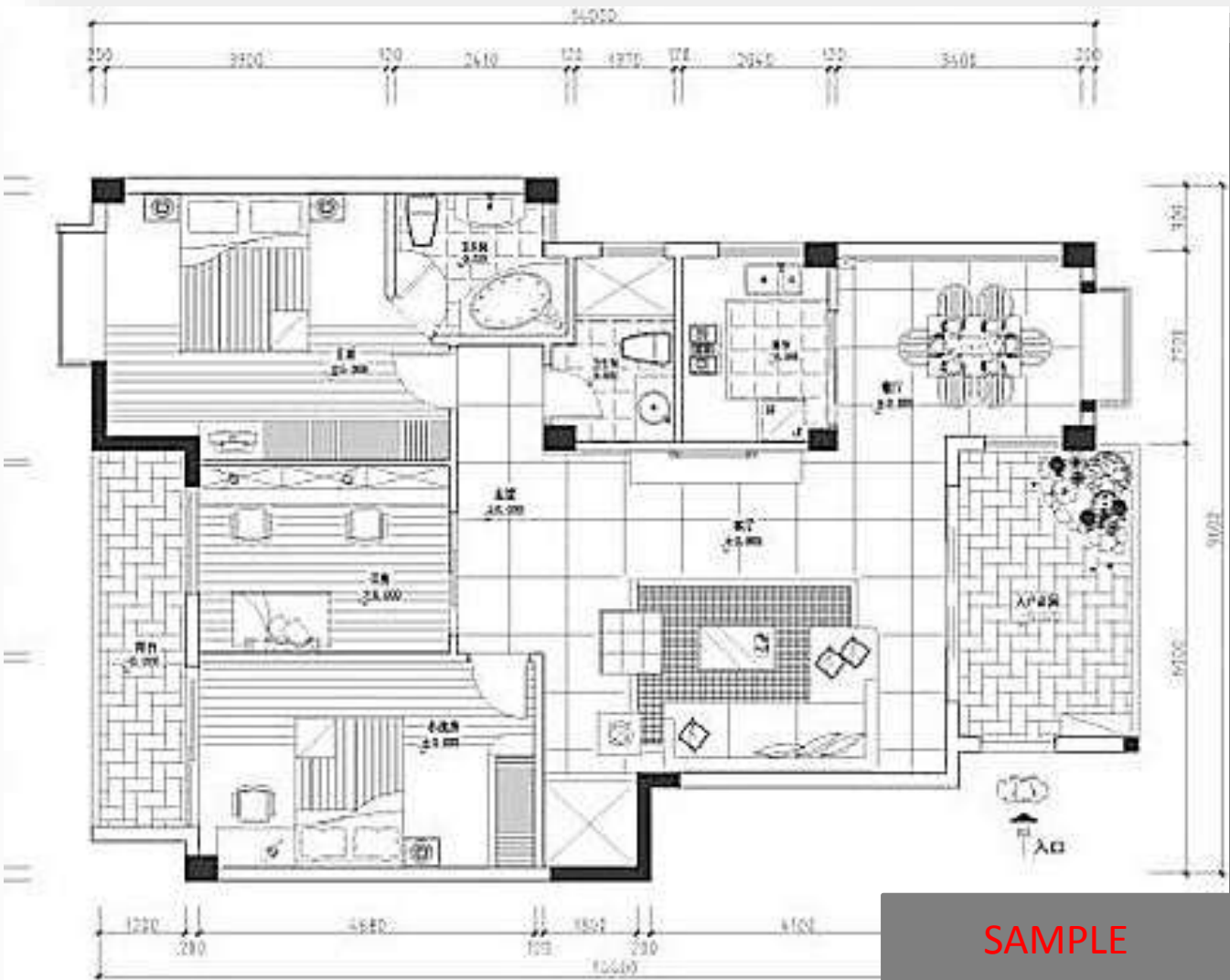
DIRECTORS/OFFICERS

Company Name :
 Company Number :

Name/Address	IC/Passport	Designation	Date of Appointment

SAMPLE

SAMPLE LAYOUT SUBMISSION



SAMPLE

SAMPLE ARTIST IMPRESSION

Sample of Perspective of the Outlets



SAMPLE ARTIST IMPRESSION

Sample of Perspective of the Outlets



SAMPLE

FINANCIAL CONSIDERATION FOR RETAIL AND F&B :

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

✘ **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	SCENARIO 3	SCENARIO 4
(A) SALES	100,000	120,000	80,000	110,000
(B) FIXED RENT	10,000	10,000	10,000	10,000
(C) FIXED ROYALTY (1%)	1,000	1,200	800	1,100
(B + C) FIXED RENT+ FIXED ROYALTY	11,000	11,200	10,800	11,100
OR				
(D) VARIABLE ROYALTY (10%)	10,000	12,000	8,000	11,000
RENTAL SUM	11,000	12,000	10,800	11,100
	FR+ FRYT	VRYT	FR+ FRYT	FR+ FRYT

Legend :

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

REMINDER

- 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:
 - i. Tender Briefing
 - ii. Schedule 4 (Statutory Declaration)
 - iii. Schedule 5 (Statutory Declaration)
 - iv. Schedule 6 (Tenderer Declaration)
 - v. Director Bankruptcy Search
 - vi. Company Winding Up Search
 - vii. Company SSM Search

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SAMPLE SCHEDULE 4 AND 5

From the Tender Document

SCHEDULE 4

(Section 5.1(b))

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 proceedings of whatever nature have been instituted or are being instituted against me under the Bankruptcy Act, 1967 in Malaysia or anywhere else;
- that I have not committed any offence as defined under Section 3 of the Bankruptcy Act, 1967;
- that I have not in any way become or am becoming involved in any suits, legal proceedings or threatened which may affect in any way the capacity of the Company to enter into a binding agreement;
- that I agree that, in the event it is 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. [*]),
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)

SCHEDULE 5

(Section 5.1(b))

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

- that we are the directors of the Company;
- that to the best of our knowledge, information, and belief, no suits, legal proceedings or threatened which may affect in any way the capacity of the Company to enter into a binding agreement;
- that we make this declaration in 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 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 directors of the company]
of [Insert address] (NRIC No./Passport No. [*])

on this [] day of []

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

Before me,

(Commissioner for Oath/Notary Public)

SAMPLE SCHEDULE 6

From the Tender Document

SCHEDULE 6

(Section 5.1(b) and Section 5.2.3.2)

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 subseries and addenda, if any;
- (b) All information submitted to the best of our knowledge; and
- (c) We did not, in whole or in part, or agree, directly or indirectly, with any person or persons who are Tenderer with regard to the financial offer, terms and conditions of the Tender.

2. We further understand that:-

- (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;

- (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 provided. We have made our own independent evaluation of the business proposal and shall have no claims against Malaysia Airports (Sepang) or MAHB resulting from information provided in this Tender to Malaysia Airports (Sepang) and MAHB;
- (i) We shall not request for any concession on the Rent and any other charges as set out in this Tender;
- (j) MAHB may modify, amend, supplement, 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 : _____

Corporate Seal

Dated this _____ day of _____

How can you purchase the Tender Document?

Purchase At :	Procurement & Contract Division Level 1, Block B Malaysia Airports Holdings Berhad Malaysia Airports Corporate Office Persiaran Korporat KLIA, 64000 KLIA, Selangor
Date :	From 2 September 2015 to 29 September 2015
Day:	Monday to Thursday (8.30am – 12.00pm / 2.30pm – 4.30pm) Friday (8.30am – 12.00pm / 3.00pm – 4.30pm) Saturday and Sunday (Closed)
Price:	Normal - RM1,060.00 (Inclusive 6% GST) Package Deal – RM1,590.00 (Inclusive 6% GST)

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SUBMISSION : BY HAND / COURIER

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

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

Submission Deadline : **29 September 2015 (Tuesday)**
No Later Than 12.00pm

Tender FAQ

For Tender Enquiries,
Please Email To The Following Persons:

Sharifah Eliza - eliza@malaysiaairports.com.my

Azrina Zainal - azrinazainal@malaysiaairports.com.my

Mohamad Fais - mfais@malaysiaairports.com.my

Mohd Zuraffly - zuraffly@malaysiaairports.com.my

General Line : 03-8777 7000

Fax : 03-8777 7650

Tender FAQ

Disclaimer

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.

THANK
YOU