

KLIA

**NEXT
GEN
HUB**

klia

2

Open Tender Briefing Session

27 JULY 2016

MEETING ROOM 1, 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



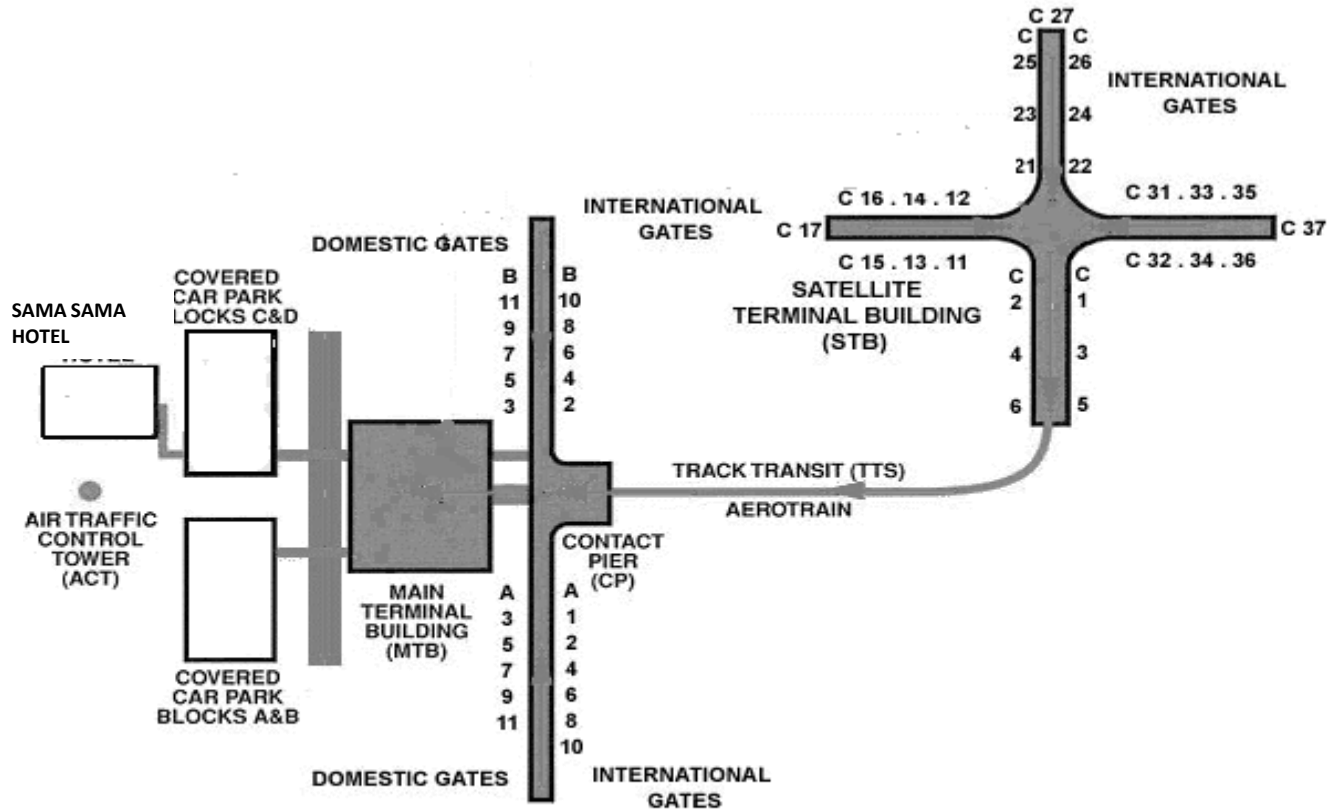
It is 1.5km away from KLIA thus linking both low-cost and legacy airlines passengers together, allowing seamless transit and journey to any destination worldwide while providing more fulfilling travel, shopping and dining experience.

Prime Business Address





KL International Airport



AIRPORT HOTEL AND COVERED CAR PARK BLOCKS

KLIA Terminal Layout

Take Off KLIA

YEAR	TOTAL
2011	20,155,141
2012	20,608,880
2013	25,675,631
2014	24,904,119
2015	22,618,862
As at May 2016	9,112,848

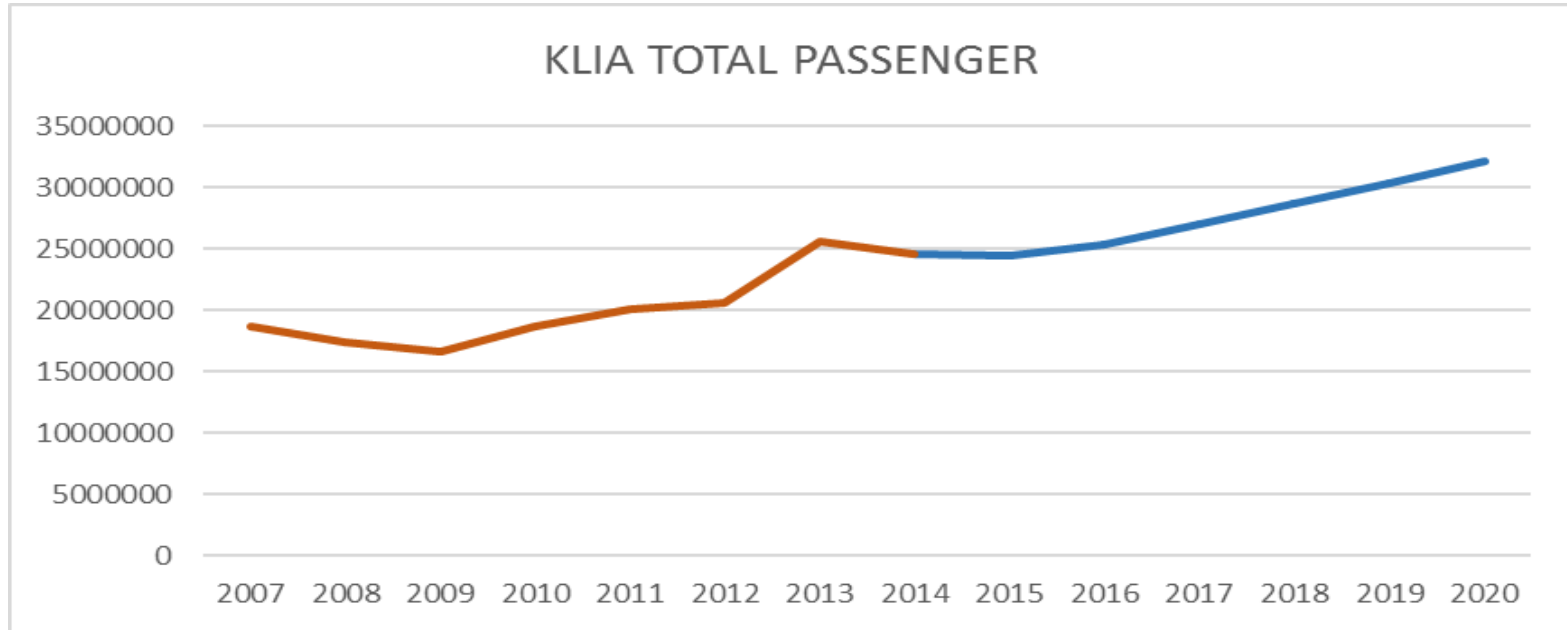
Take Off KLIA

YEAR	ARRIVAL	DEPARTURE	TRANSIT
2011	9,936,416	9,827,610	391,115
2012	10,127,787	10,107,045	374,048
2013	12,702,062	12,619,112	354,457
2014	12,340,490	12,205,221	358,408
2015	11,148,769	11,149,371	320,722
As at May 2016	4,473,602	4,545,535	93,711

Take Off KLIA

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
As at May 2016	2,179,183	6,933,665

Take Off KLIA



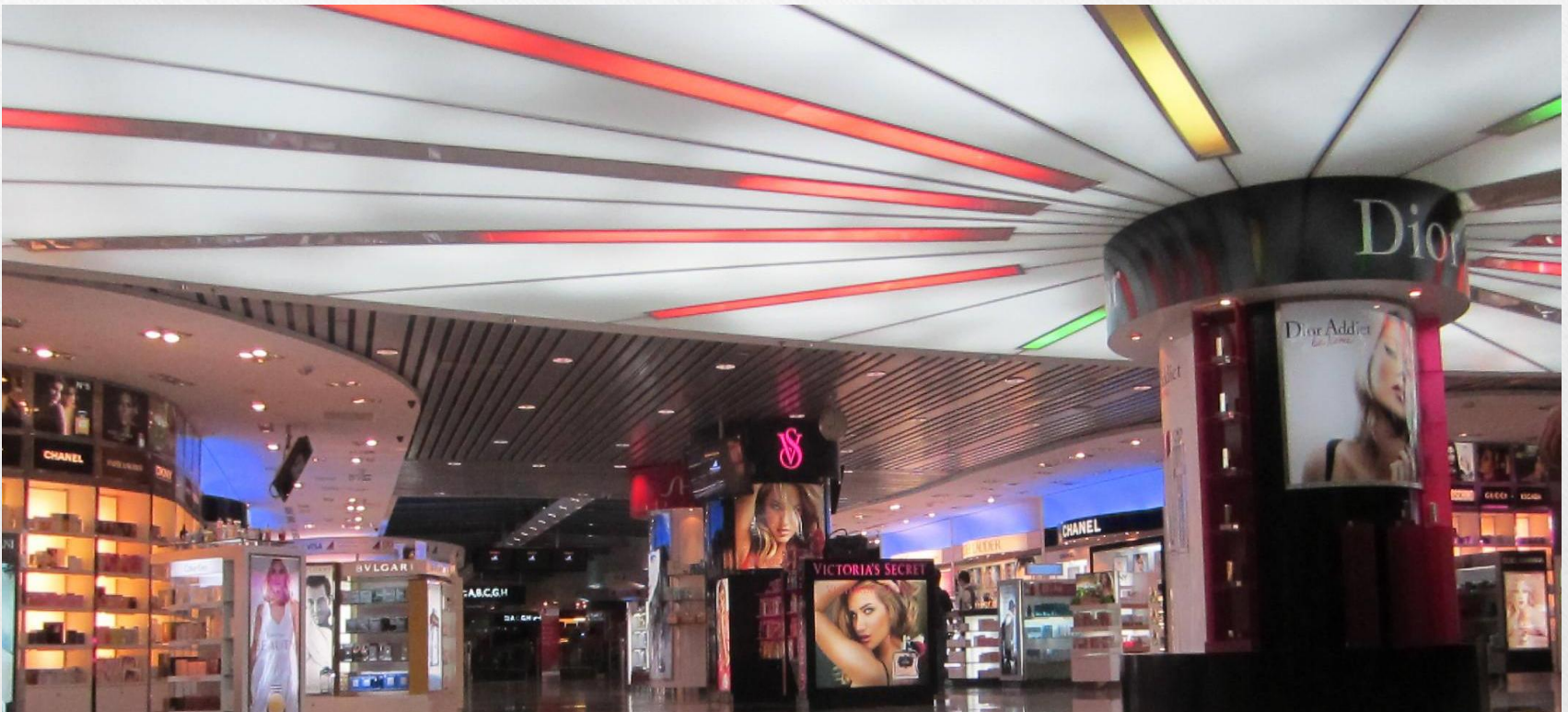
Passengers Movements

- Actual Passenger Number
- R&P Forecast

Source: MAHB Research & Planning

Delivering Airport

SHOPPING EXPERIENCE



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*

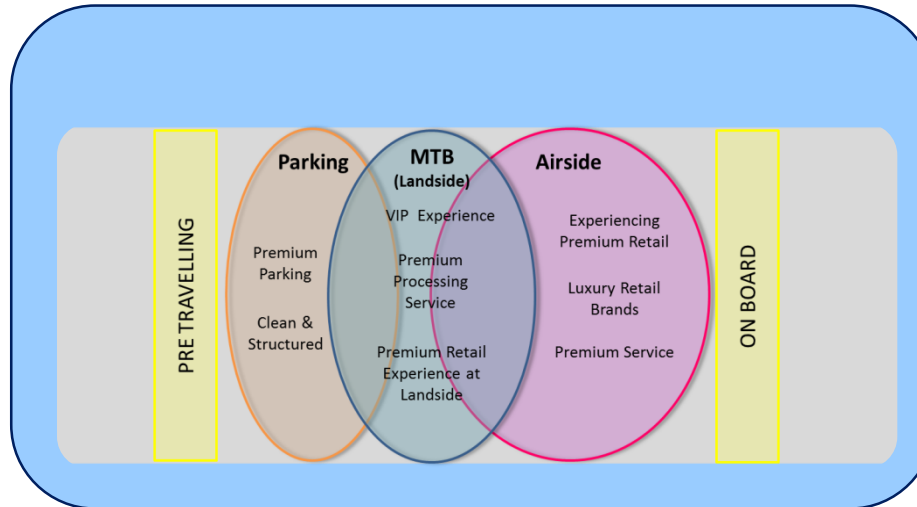
**Lahad Datu, Mulu,
Limbang, Redang,
Tioman**

CONCEPT AND DELIVERABLE

REDEFINING THE TRAVEL RETAIL EXPERIENCE @KLIA

Lifestyle Model

- Current KLIA Experience
- Basic Enhanced Services
- Operational, with Commercial Enhancements



Premium Lifestyle Model

- Enhanced Experience
- Value-add Services
- Above expectation of Commercial offering
- Balance and wider offering based and Commercially Driven services
- Technology





**SHOPPING
EXCITEMENT**



**UNFORGETTABLE
EXPERIENCE**

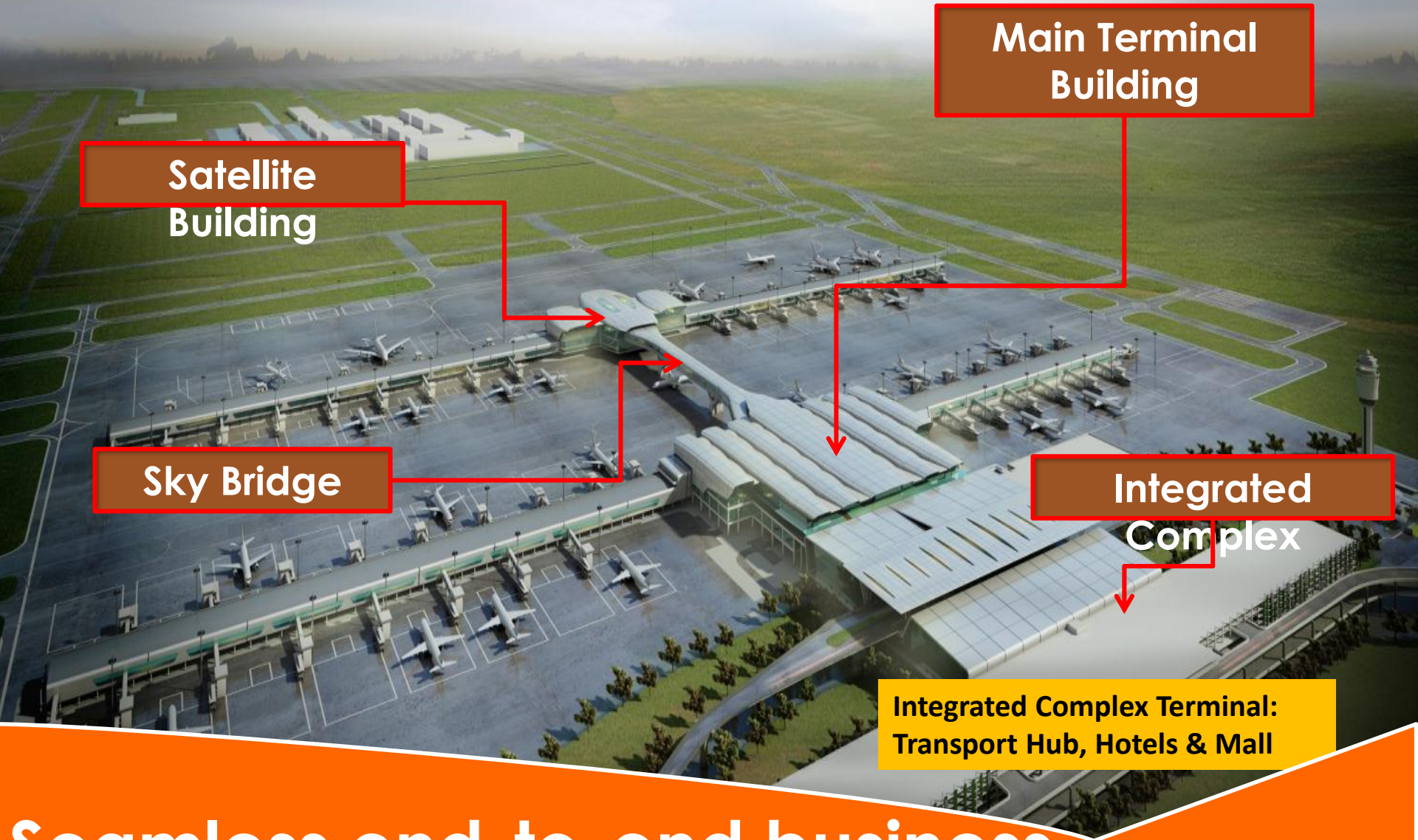


**VALUE FOR
MONEY**

Our Aspiration

klia2

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



Main Terminal Building

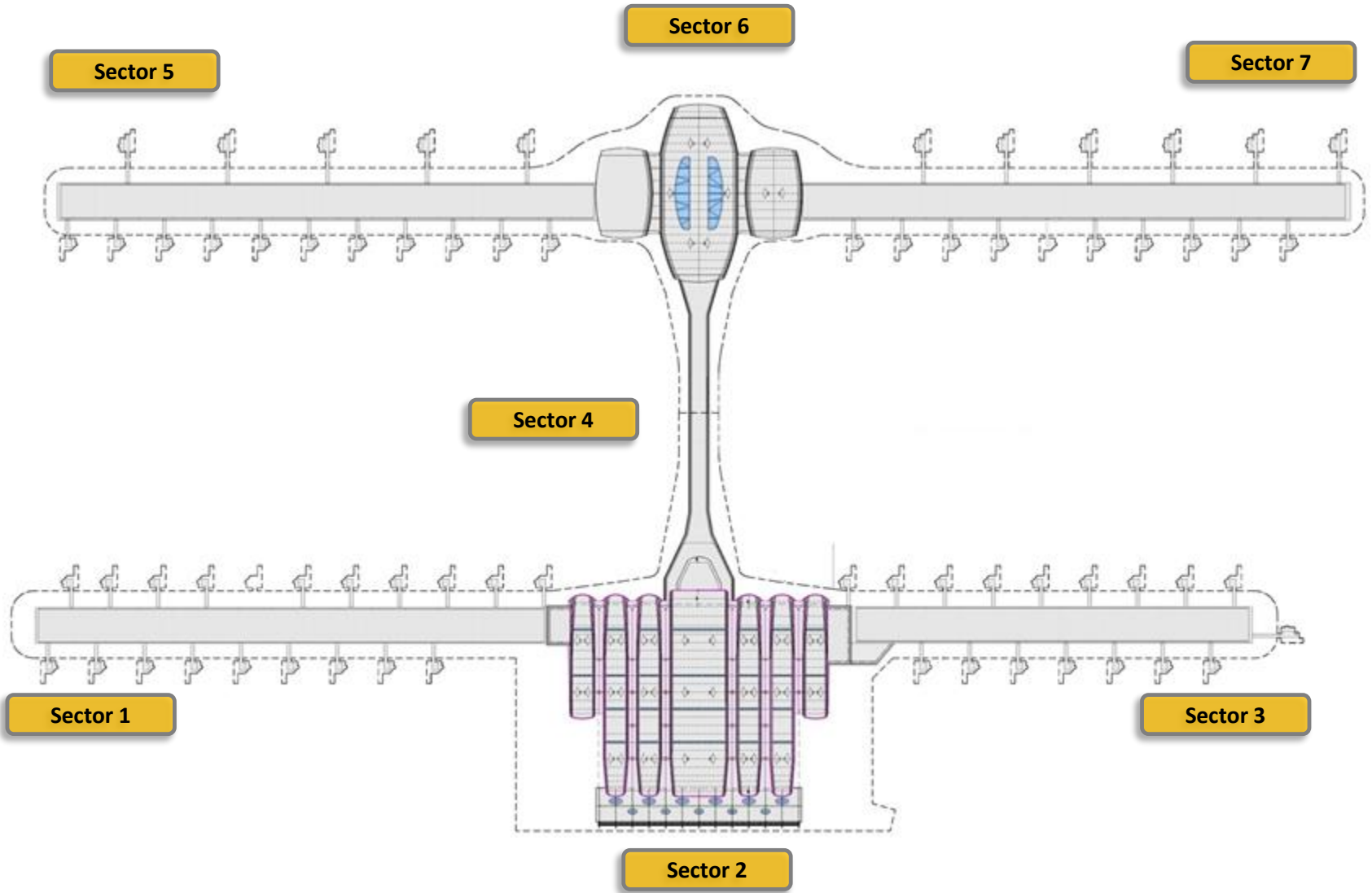
Satellite Building

Sky Bridge

Integrated Complex

**Integrated Complex Terminal:
Transport Hub, Hotels & Mall**

Seamless end-to-end business opportunities



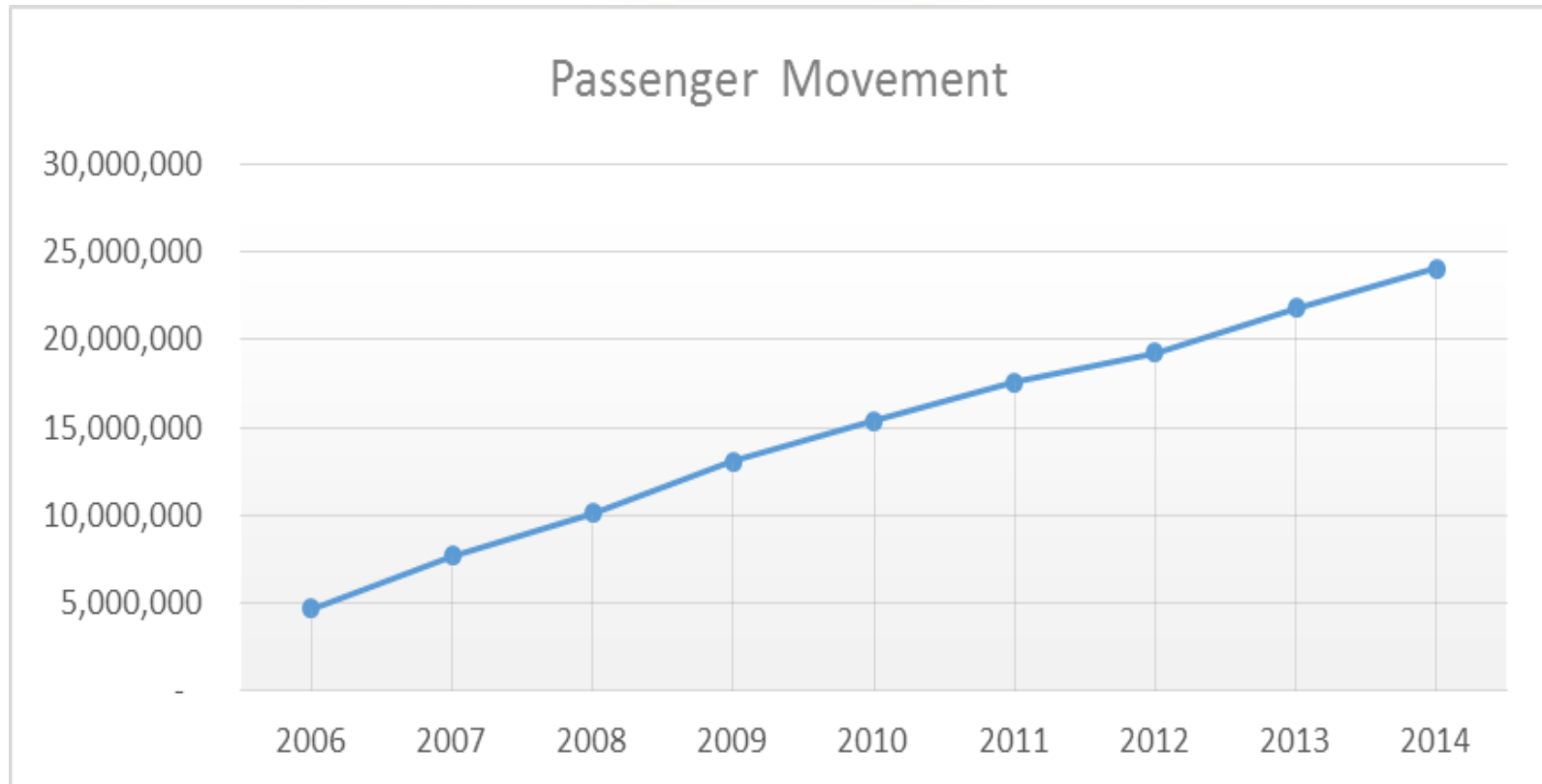


brief introduction and statistics of KLIA



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	2,276,670	2,325,751	2,164,913	2,211,033	2,312,937	2,711,455
2016	2,470,508	2,373,329	2,349,107	2,168,635	2,437,887	-	-	-	-	-	-	-

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	1,468,339	808,331
August	1,500,366	825,385
September	1,376,847	788,066
October	1,481,872	729,161
November	1,521,396	791,541
December	1,832,295	879,160
Total	17,178,672	9,140,890
2016	No of Pax	
	International	Domestic
Jan	1,711,059	759,449
Feb	1,600,837	772,492
Mar	1,557,886	791,221
Apr	1,456,992	711,643
May	1,602,622	835,265
Total	7,929,396	3,870,070

Segregation for Domestic and International

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	1,171,569	1,105,101	-
August	1,155,403	1,170,348	-
September	1,088,251	1,076,480	-
October	1,114,291	1,096,619	182
November	1,176,985	1,135,952	123
December	1,368,408	1,342,876	-
Total	13,276,954	13,042,132	476
2016	No of Pax		
	Departure	Arrival	Transit
Jan	1,228,322	1,242,186	-
Feb	1,198,573	1,174,756	-
Mar	1,190,162	1,158,945	-
Apr	1,099,463	1,069,172	-
May	1,246,713	1,191,174	-
Total	5,963,233	5,836,233	-

Segregation for Departure, Arrival and Transitm

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...**

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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





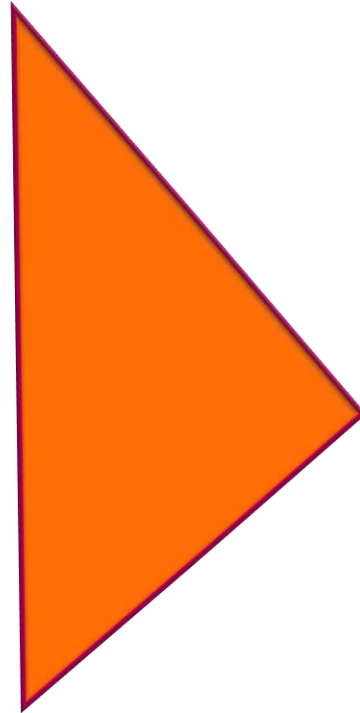
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**Making an
amazing
discovery each
and every time**

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 Business Opportunities

Service Area

No.	Tender No.	Lot No.	Size (sqm)	Fixed Royalty %	Product	
1	T26/2016	MTBDL AVM01b	CPI AVM08b	CPD AVM13c	20 locations 2.16 sqm each location	Not less than 1% Automated Vending Machine – Food Based
		MTBDL AVM02b	CPI AVM08c	SAT AVM14b		
		MTBDL AVM04a	CPD AVM09b	SAT AVM16c		
		MTBDL AVM04b	CPD AVM09c	SAT AVM17b		
		MTBLB AVM05b	CPD AVM10b	SAT AVM17c		
		CPI AVM06b	CPD AVM11b	SAT AVM18c		
		CPI AVM06c	CPD AVM13b			
2	T27/2016	MTBDL AVM01a	CPD AVM9a	SAT AVM15	20 locations 2.16 sqm each location	Not less than 1% Automated Vending Machine – Beverages
		MTBDL AVM02a	CPD AVM10a	SAT AVM16a		
		MTBDL AVM03a	CPD AVM11a	SAT AVM16b		
		MTBDL AVM03b	CPD AVM12a	SAT AVM17a		
		MTBLB AVM05a	CPD AVM12b	SAT AVM18a		
		CPI AVM06a	CPD AVM13a	SAT AVM18b		
		CPI AVM08a	SAT AVM14a			
3	T28/2016	CPI AVM07a	CPI AVM07b		2 locations 2.16 sqm each location	Not less than 1% Automated Vending Machine – Retail

MAHB – MA(S)/T/26/2016

Automated Vending Machine – Food Based

No of Lot: 20 Locations

Size: 2.16 sqm each location

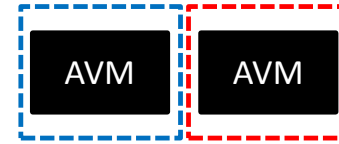
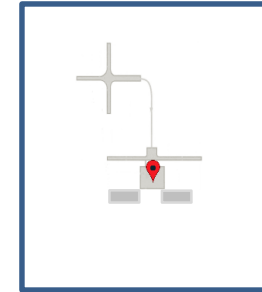
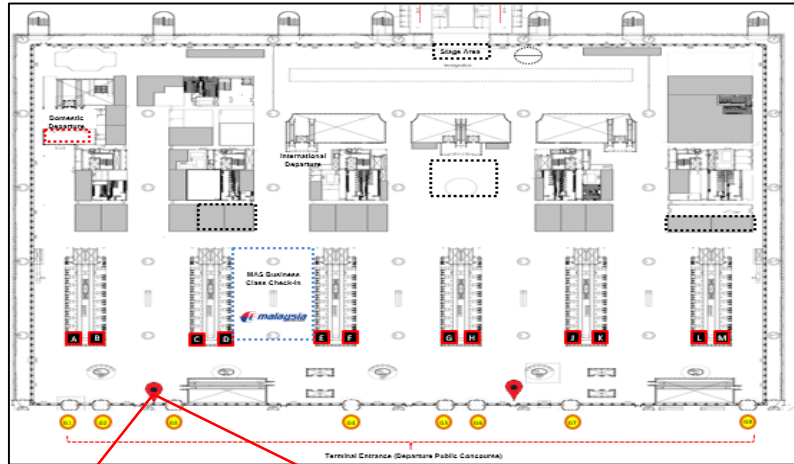
Product Description:

Specialty service offering of Automated Vending Machine (Food Based) i.e pre-heat food / fruits / snacks / sandwiches / sweet & savoury or any other product range suitable to the proposed product category at respective dedicated areas.

The machine must embody new, modern, up to date technology and superior in quality of serving airport passenger and community.

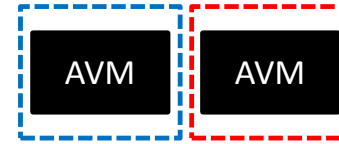
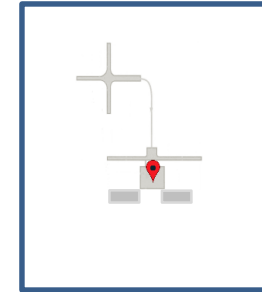
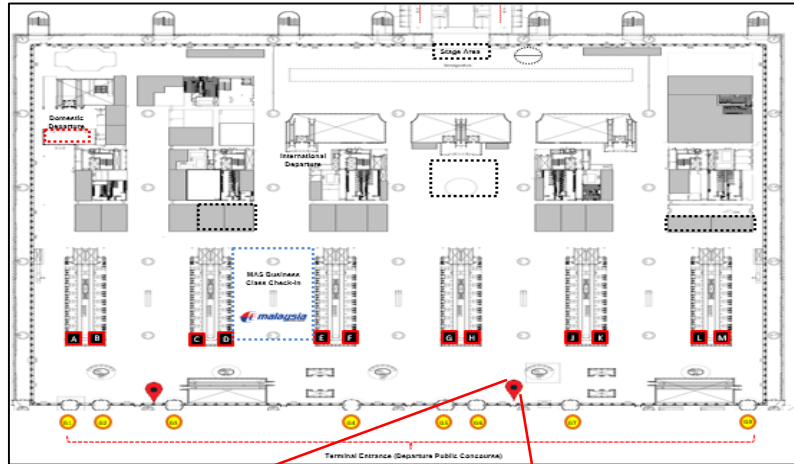
Value add: Touch screen vending machine.

Note : The area is provided with 13 amp Switch Socket Outlet power supply ONLY.



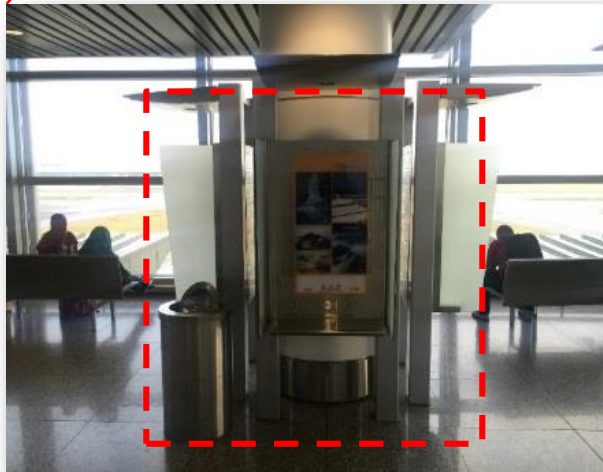
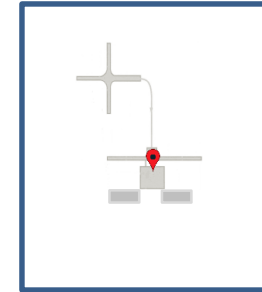
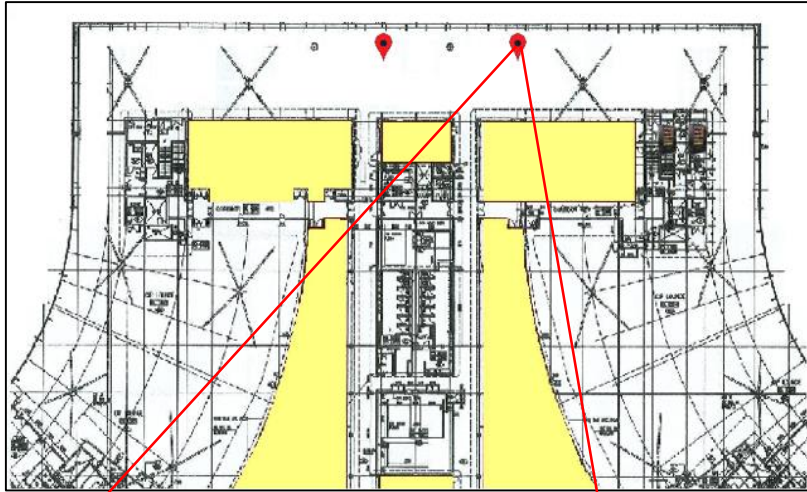
MTBDL AVM01b

LOT NUMBER	CATEGORY	DATE
MTBDL AVM01b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	MTB	5



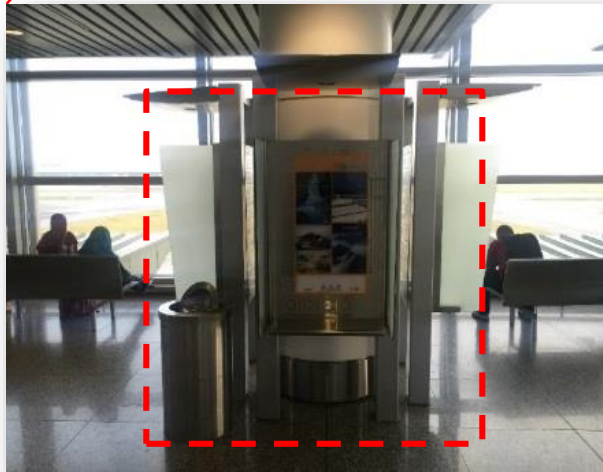
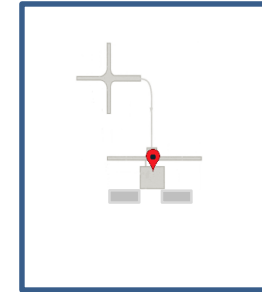
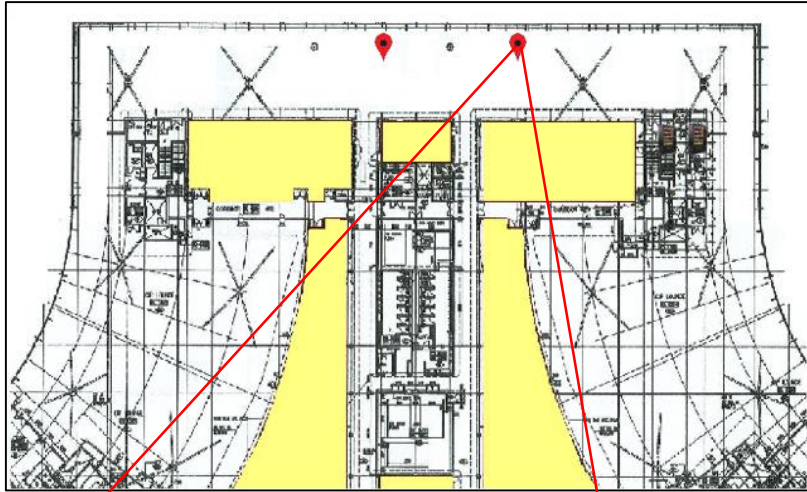
MTBDL AVM02b

LOT NUMBER	CATEGORY	DATE
MTBDL AVM02b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	MTB	5



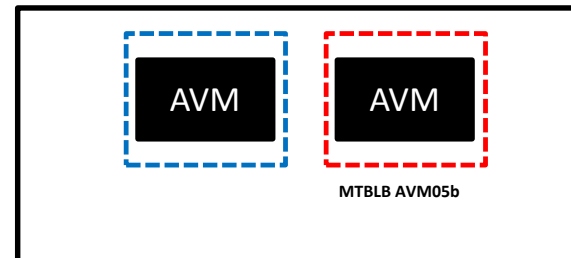
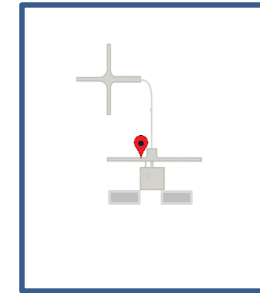
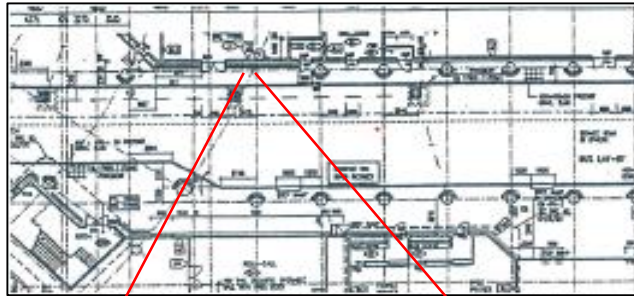
MTBDL AVM04a

LOT NUMBER	CATEGORY	DATE
MTBDL AVM04a	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	ANJUNG TINJAU	5

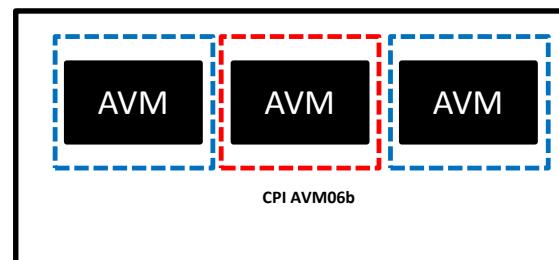
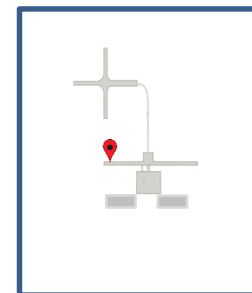
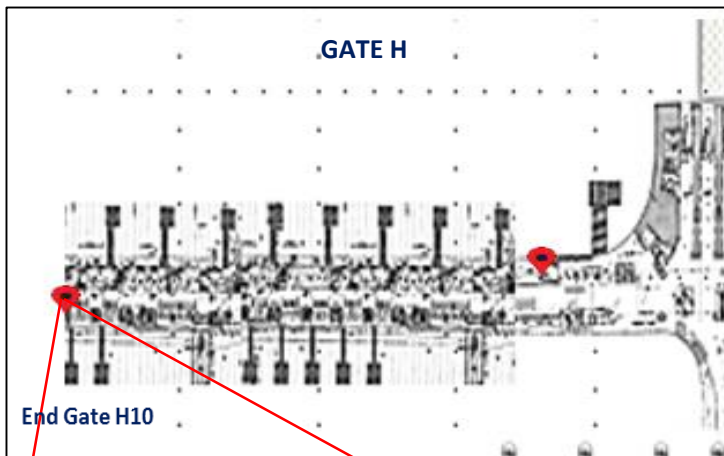


MTBDL AVM04b

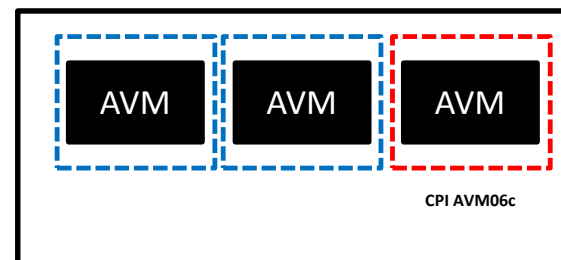
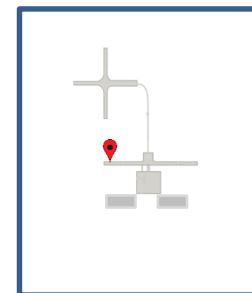
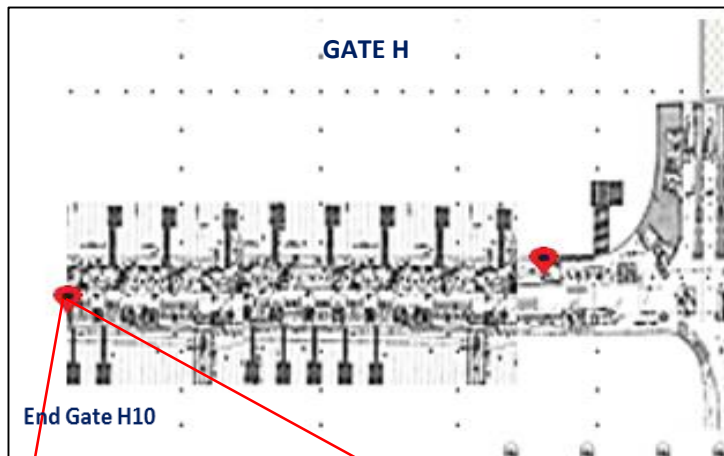
LOT NUMBER	CATEGORY	DATE
MTBDL AVM04b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	ANJUNG TINJAU	5



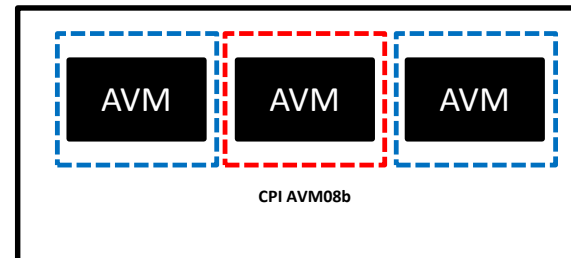
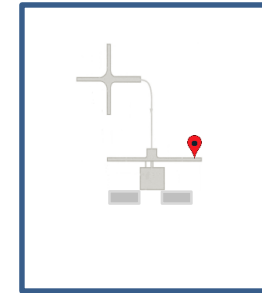
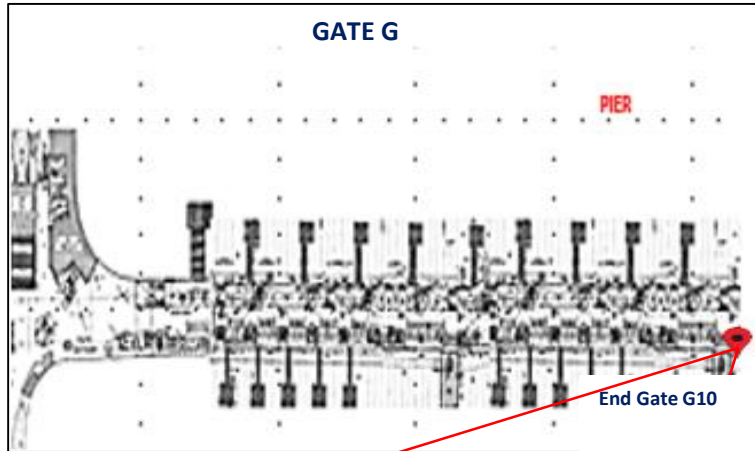
LOT NUMBER	CATEGORY	DATE
MTBLB AVM05b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	LOADING BAY	GROUND LEVEL



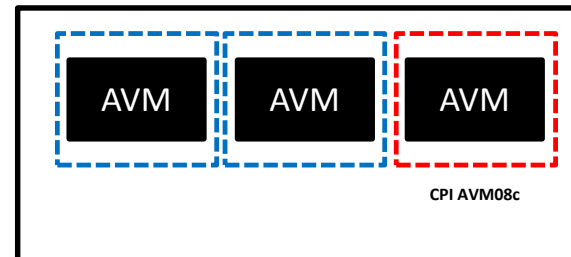
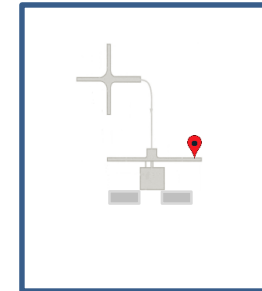
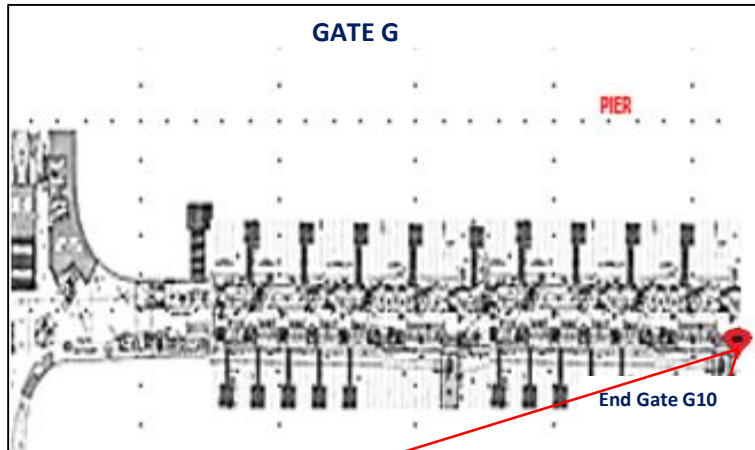
LOT NUMBER	CATEGORY	DATE
CPI AVM06b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP INTERNATIONAL	GATE H



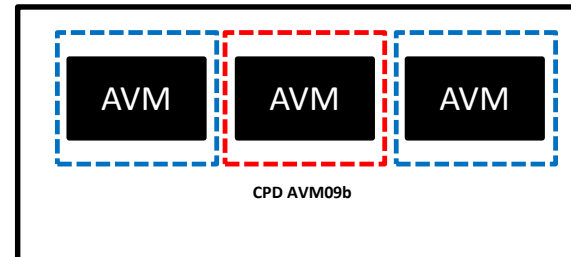
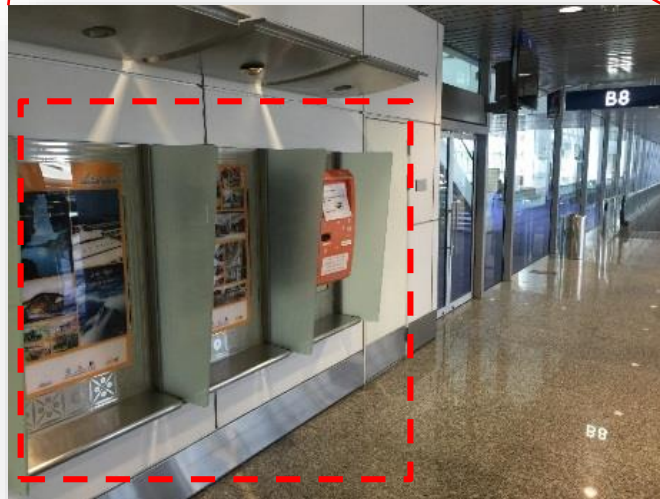
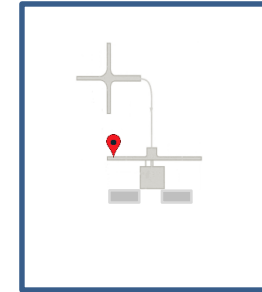
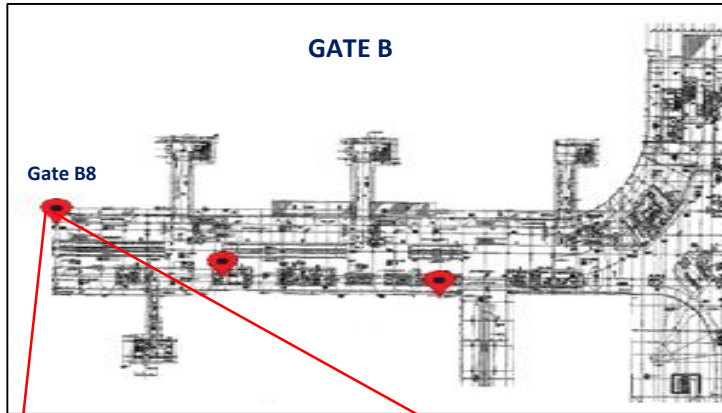
LOT NUMBER	CATEGORY	DATE
CPI AVM06c	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP INTERNATIONAL	GATE H



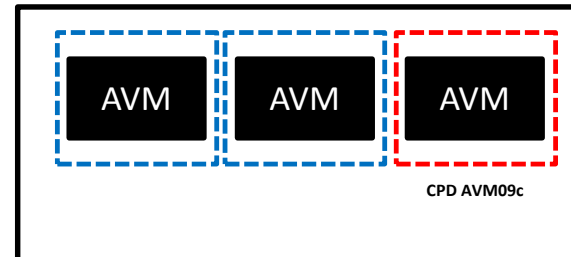
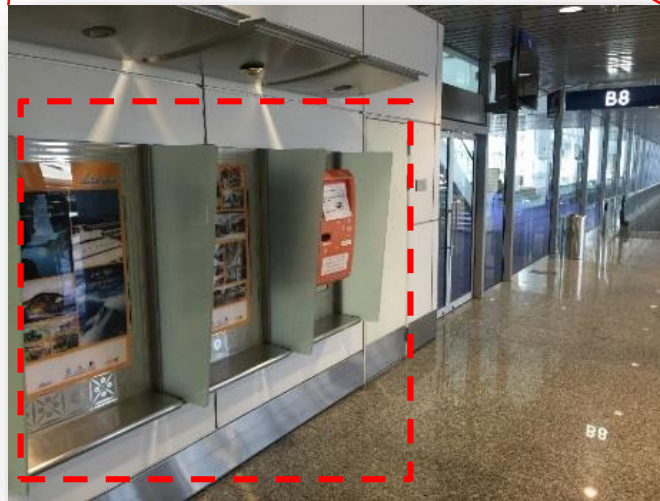
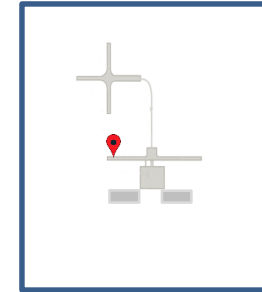
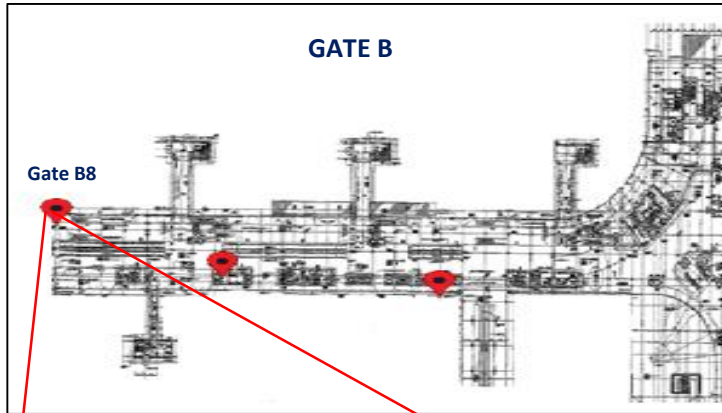
LOT NUMBER	CATEGORY	DATE
CPI AVM08b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP INTERNATIONAL	GATE G



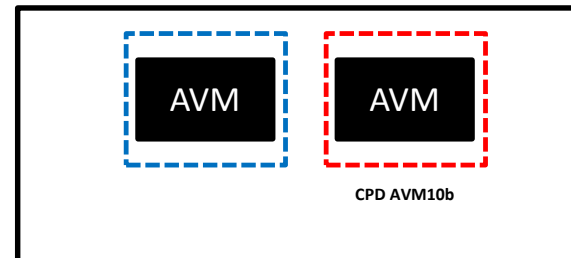
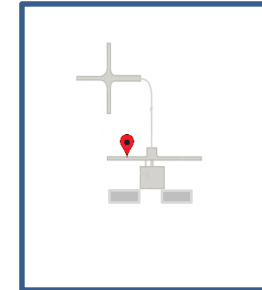
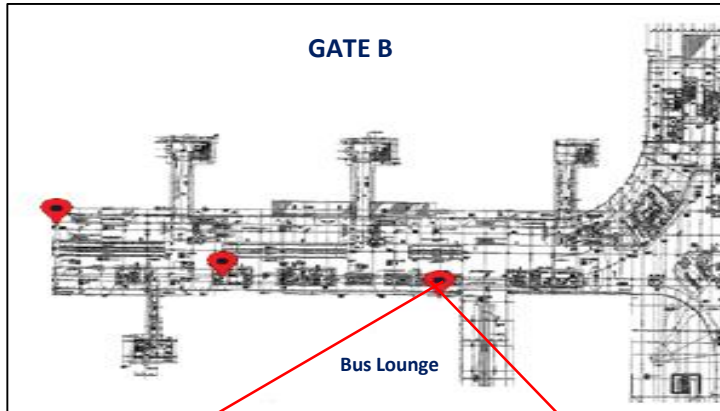
LOT NUMBER	CATEGORY	DATE
CPI AVM08c	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP INTERNATIONAL	GATE G



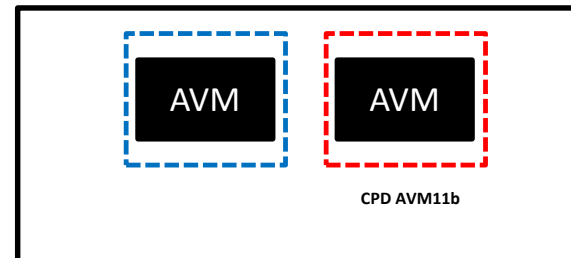
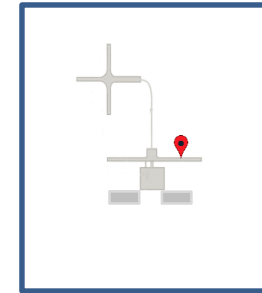
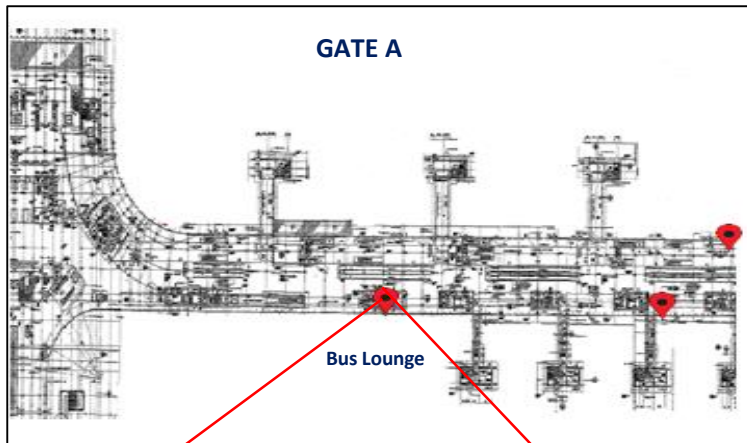
LOT NUMBER	CATEGORY	DATE
CPD AVM09b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	GATE B



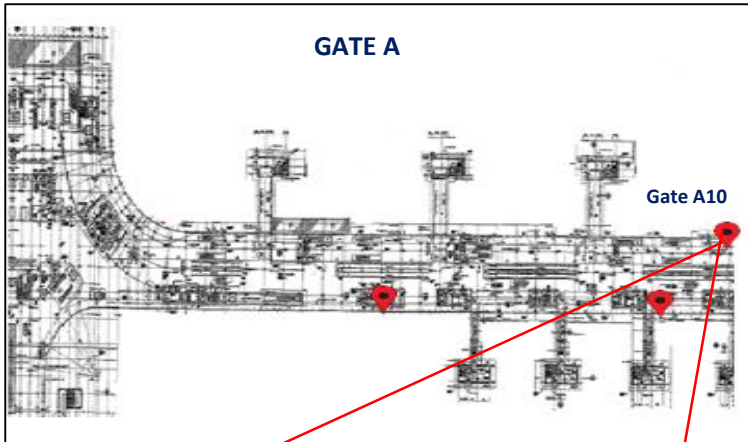
LOT NUMBER	CATEGORY	DATE
CPD AVM09c	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	GATE B



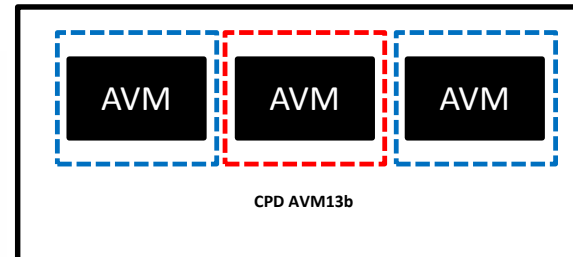
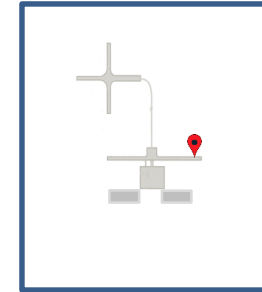
LOT NUMBER	CATEGORY	DATE
CPD AVM10b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	BUS LOUNGE



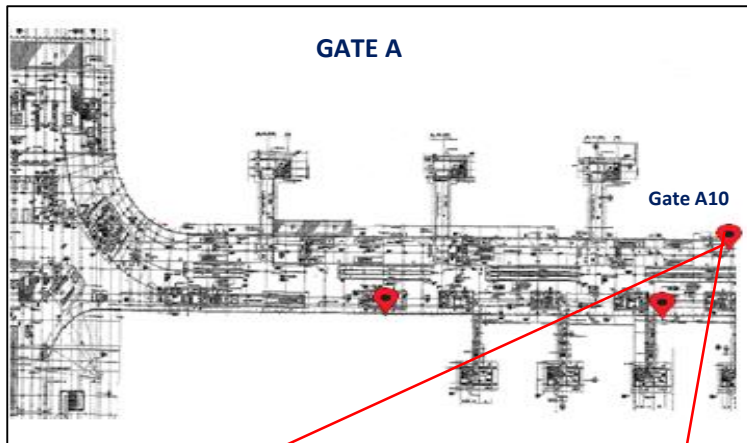
LOT NUMBER	CATEGORY	DATE
CPD AVM11b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	BUS LOUNGE



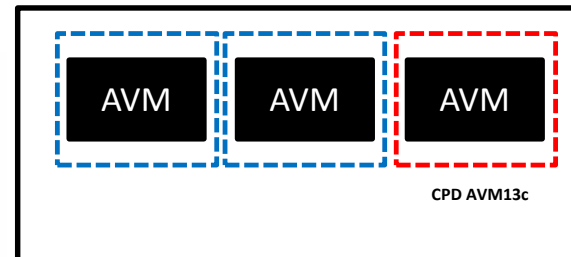
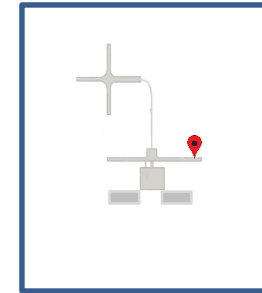
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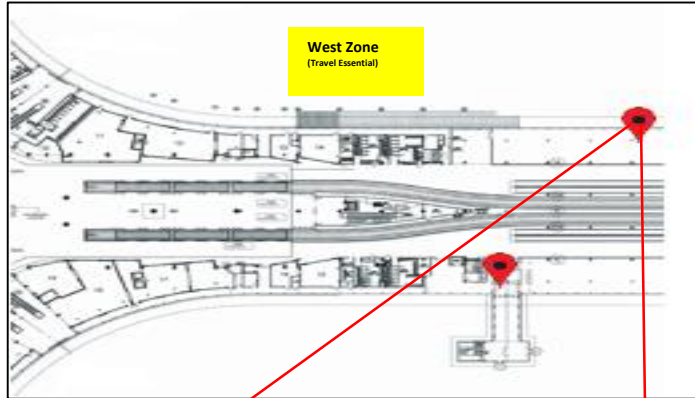
LOT NUMBER	CATEGORY	DATE
CPD AVM13b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	GATE A



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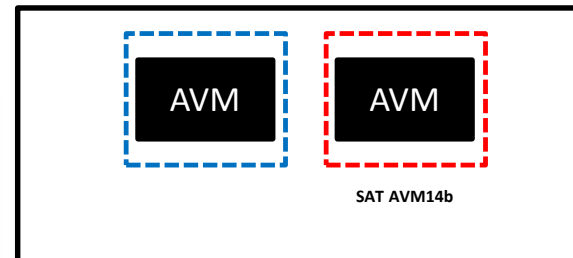
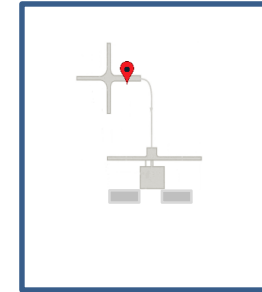


LOT NUMBER	CATEGORY	DATE
CPD AVM13c	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	GATE A

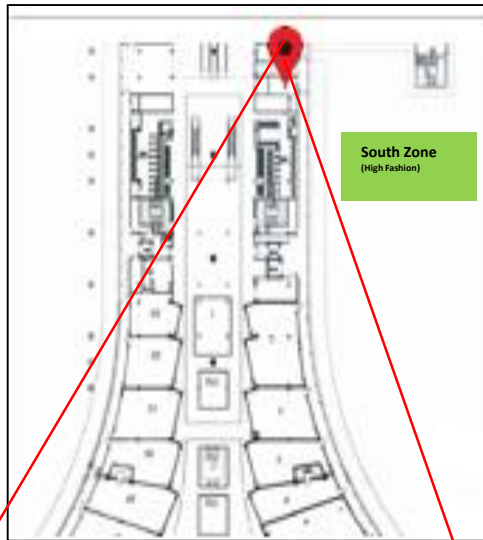


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MALAYSIA AIRPORTS

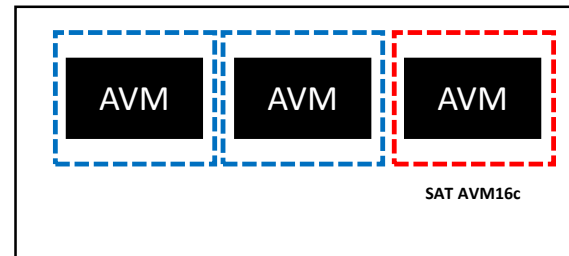
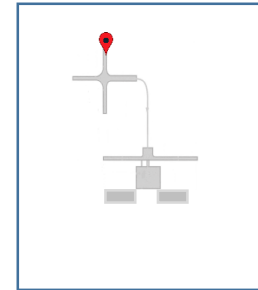


LOT NUMBER	CATEGORY	DATE
SAT AVM14b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	WEST

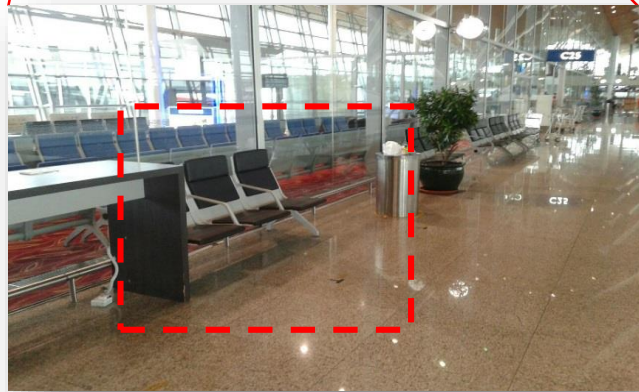
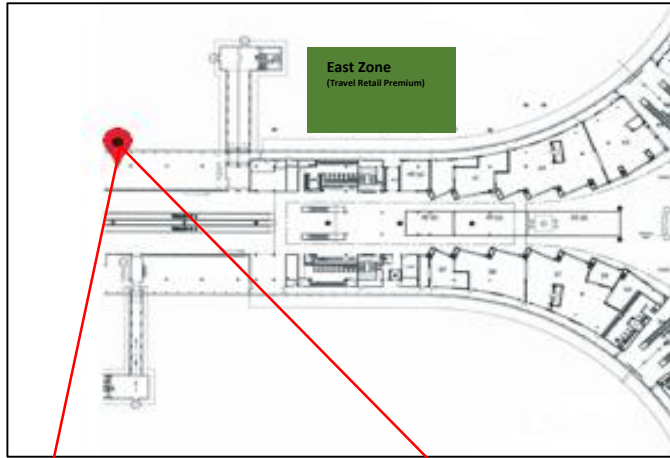


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MALAYSIA
AIRPORTS

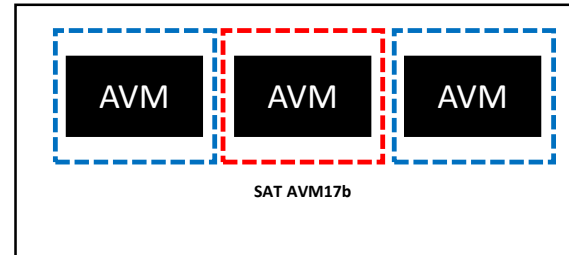
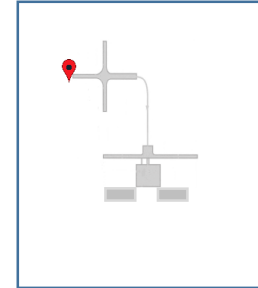


LOT NUMBER	CATEGORY	DATE
SAT AVM16c	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	SOUTH

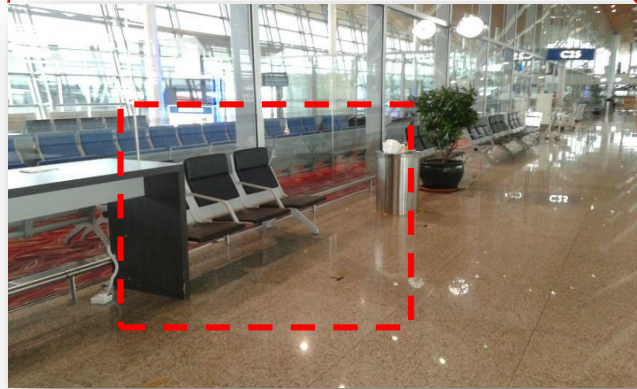
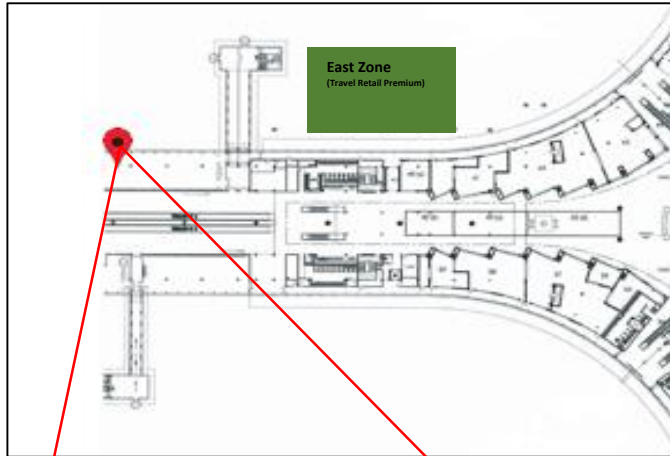


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MALAYSIA AIRPORTS

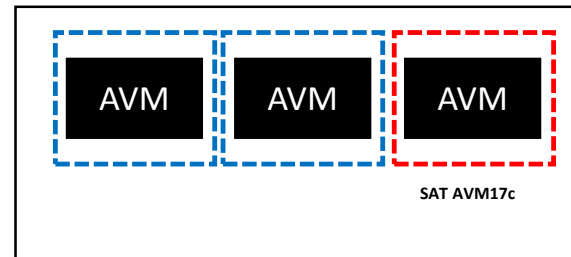
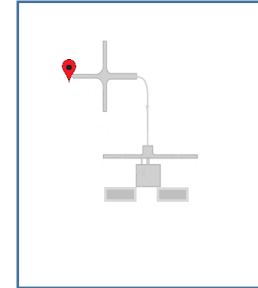


LOT NUMBER	CATEGORY	DATE
SAT AVM17b	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	EAST

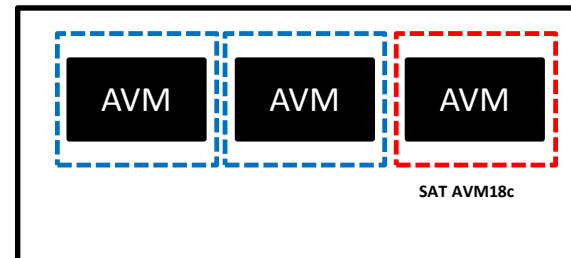
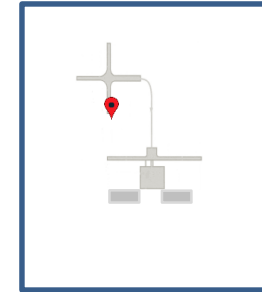
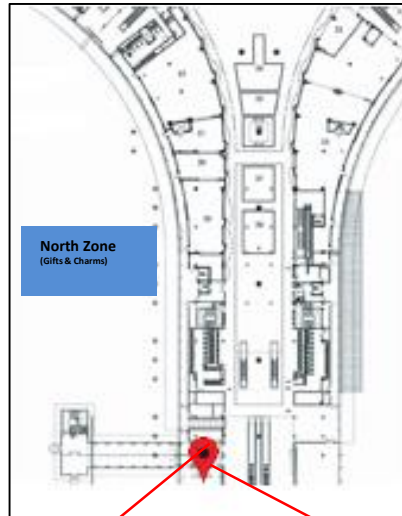


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MALAYSIA AIRPORTS



LOT NUMBER	CATEGORY	DATE
SAT AVM17c	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	EAST



LOT NUMBER	CATEGORY	DATE
SAT AVM18c	FOOD	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	NORTH

MAHB – MA(S)/T/27/2016

Automated Vending Machine – Beverages

No of Lot: 20 Locations

Size: 2.16 sqm each location

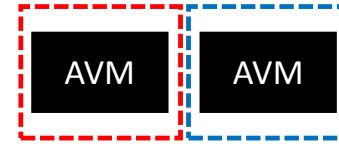
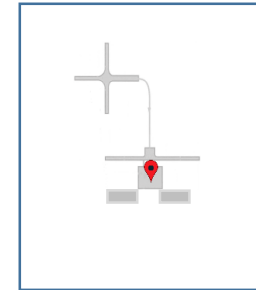
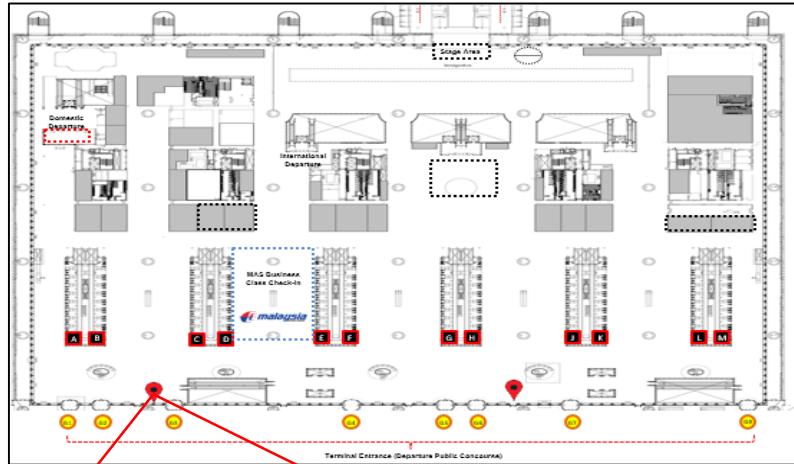
Product Description:

Specialty service offering of Automated Vending Machine (Beverages) i.e cup drinks (hot and/or cold) / ice cream / smoothies / yogurt / juice or any other product range suitable to the proposed product category at respective dedicated areas.

The machine must embody new, modern, up to date technology and superior in quality of serving airport passenger and community.

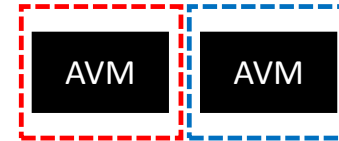
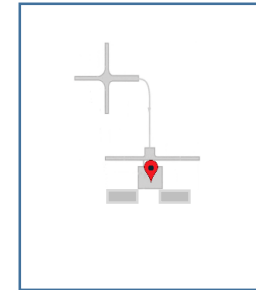
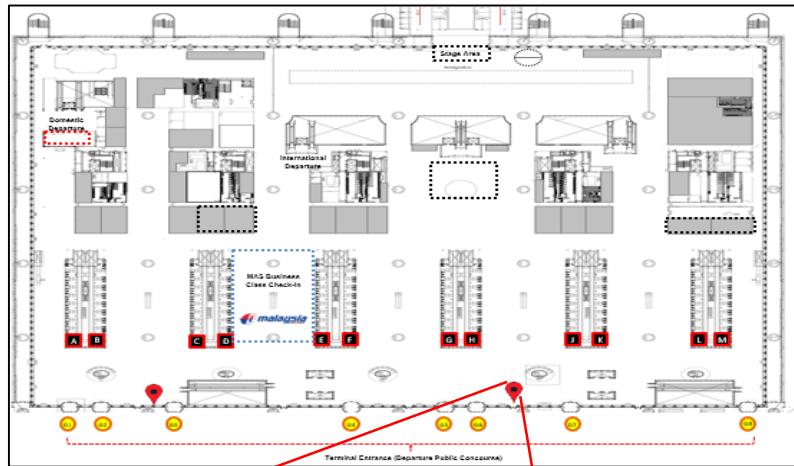
Value add: Touch screen vending machine.

Note : The area is provided with 13 amp Switch Socket Outlet power supply ONLY.



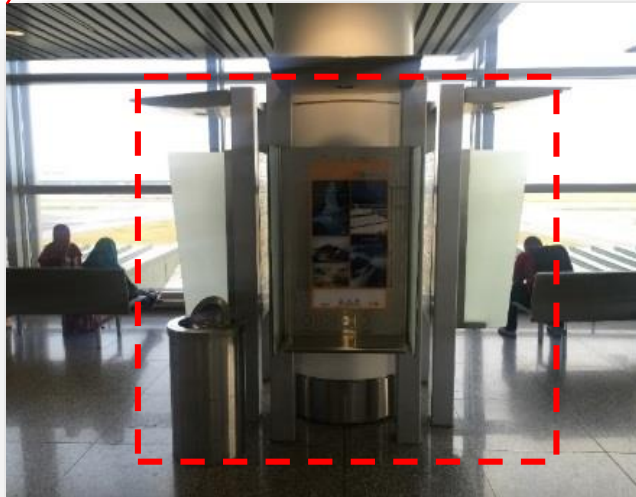
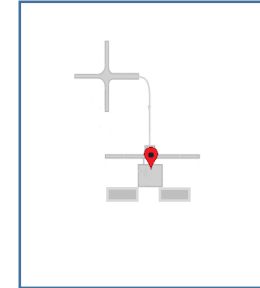
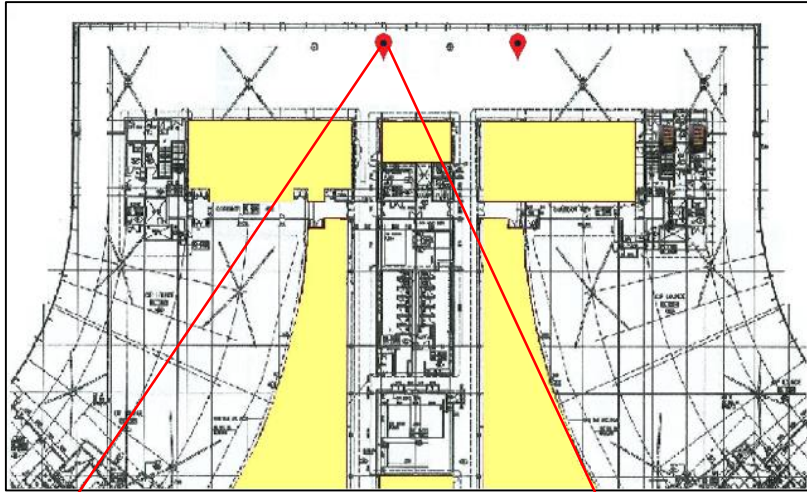
MTBDL AVM01a

LOT NUMBER	CATEGORY	DATE
MTBDL AVM01a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	MTB	5



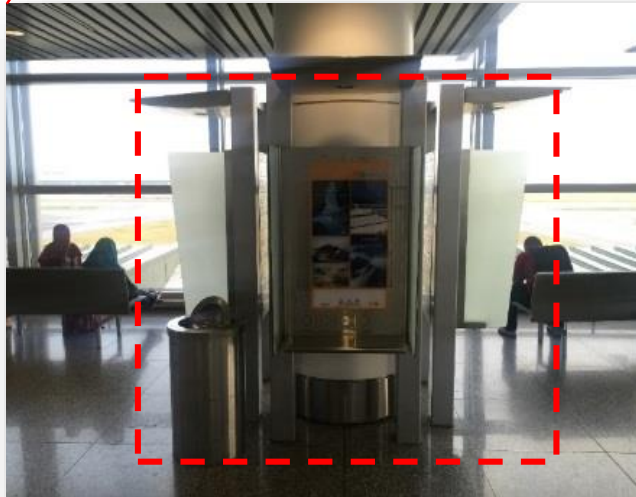
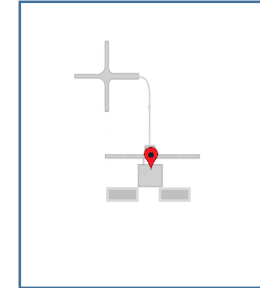
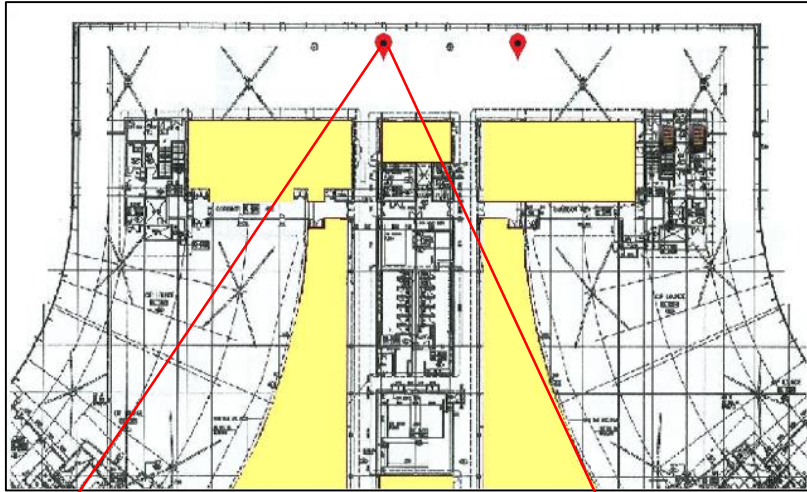
MTBDL AVM02a

LOT NUMBER	CATEGORY	DATE
MTBDL AVM02a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	MTB	5



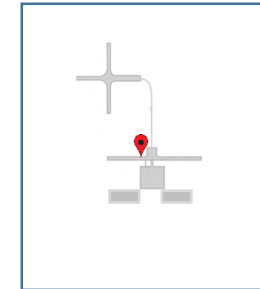
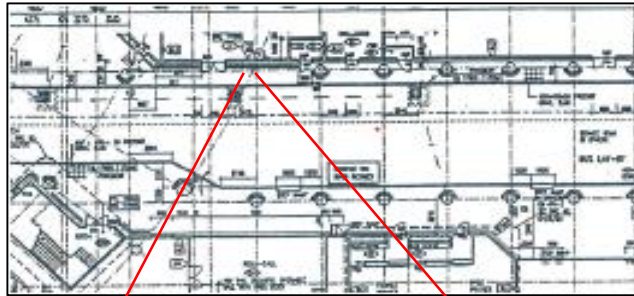
MTBDL AVM03a

LOT NUMBER	CATEGORY	DATE
MTBDL AVM03a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	ANJUNG TINJAU	5



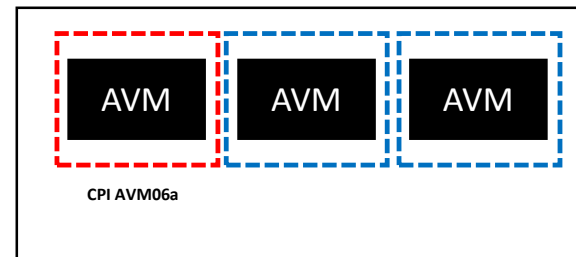
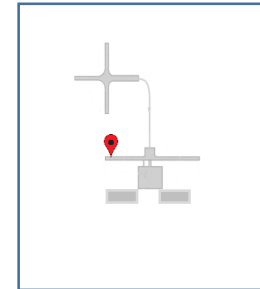
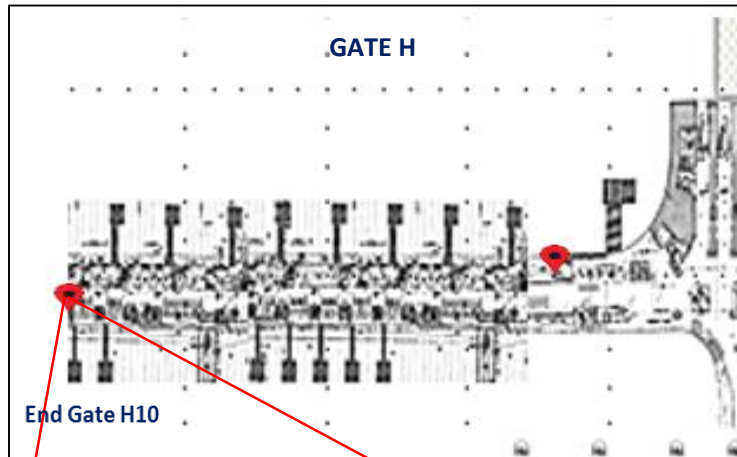
MTBDL AVM03b

LOT NUMBER	CATEGORY	DATE
MTBDL AVM03b	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	ANJUNG TINJAU	5

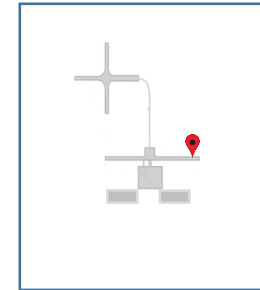
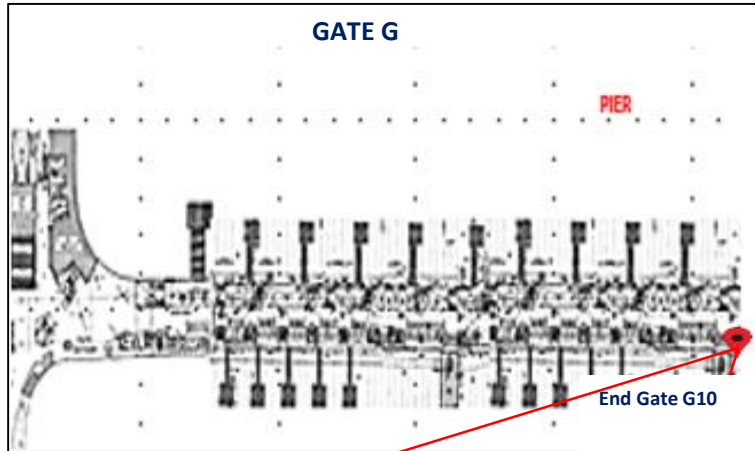


MTBLB AVM05a

LOT NUMBER	CATEGORY	DATE
MTBLB AVM05a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	LOADING BAY	GROUND LEVEL

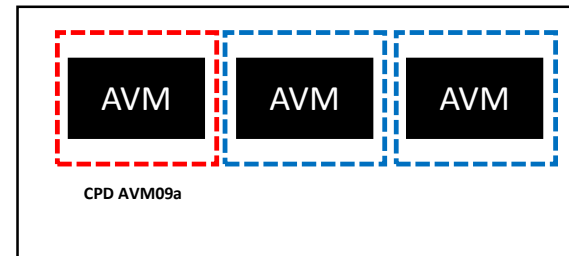
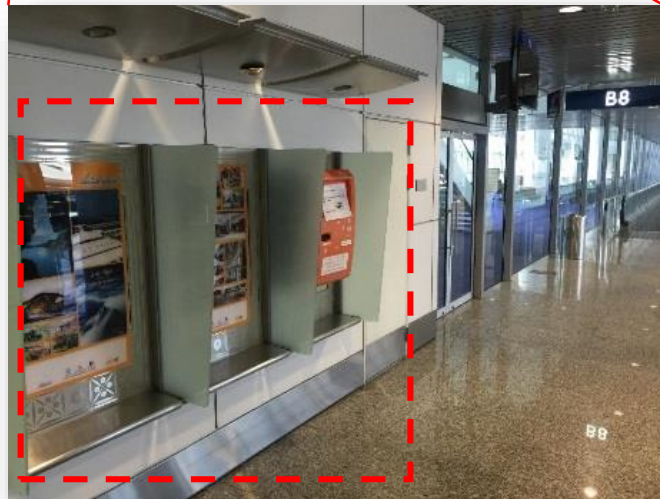
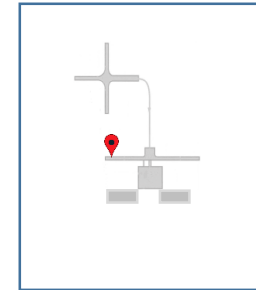
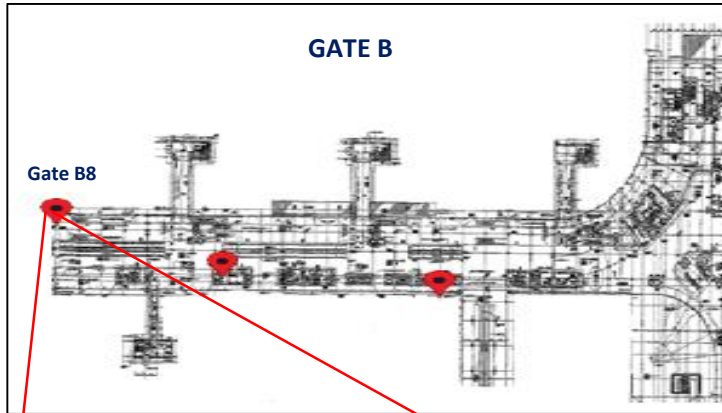


LOT NUMBER	CATEGORY	DATE
CPI AVM06a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP INTERNATIONAL	GATE H

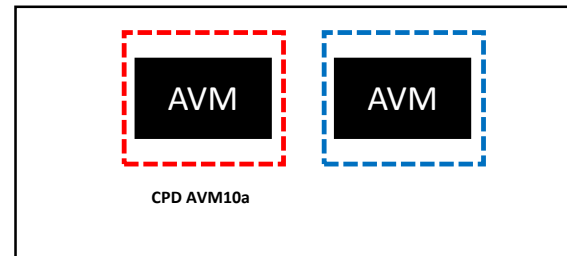
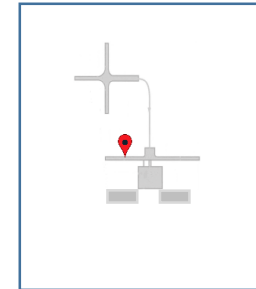
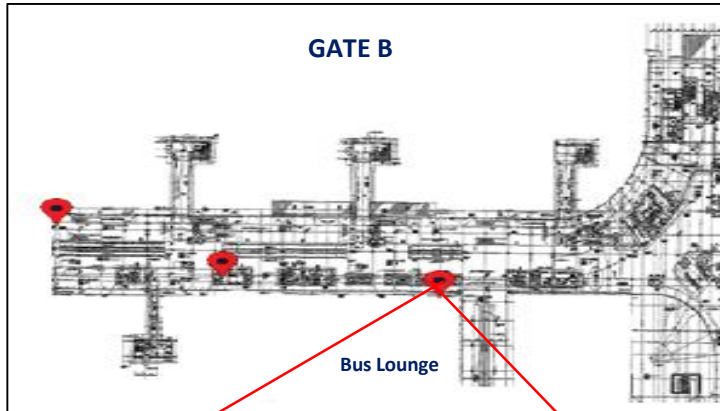


CPI AVM08a

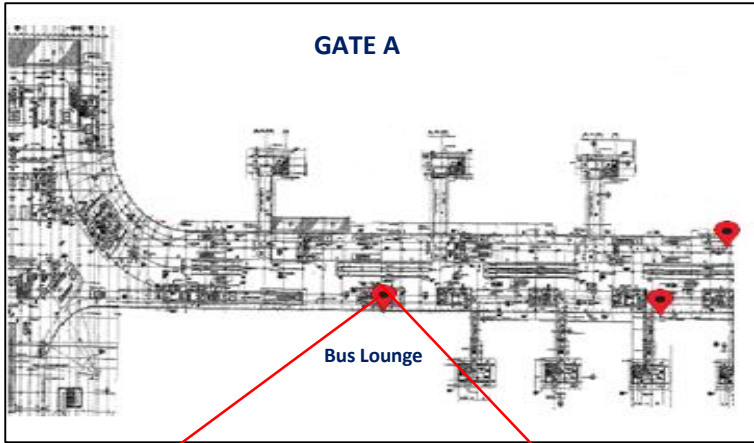
LOT NUMBER	CATEGORY	DATE
CPI AVM08a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP INTERNATIONAL	GATE G



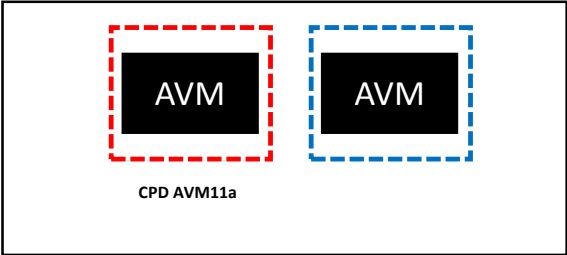
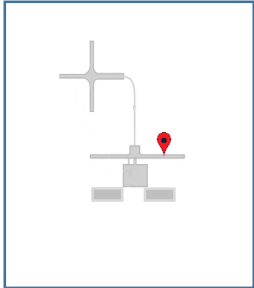
LOT NUMBER	CATEGORY	DATE
CPD AVM09a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	GATE B



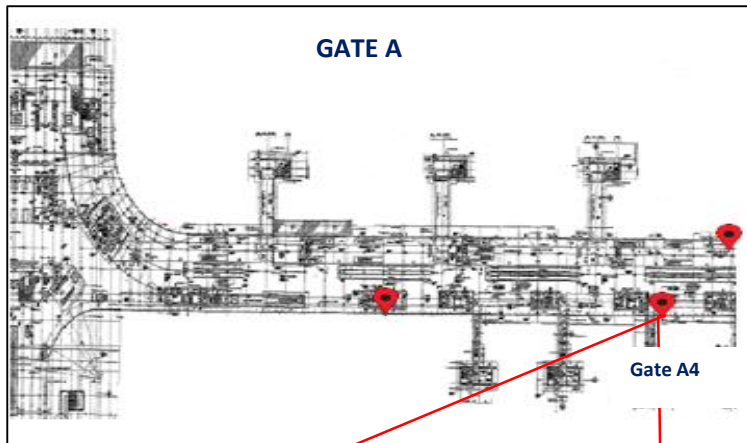
LOT NUMBER	CATEGORY	DATE
CPD AVM10a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	BUS LOUNGE



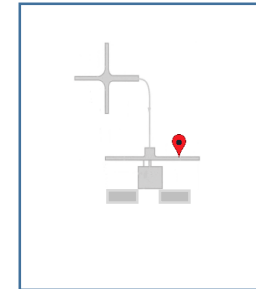
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LOT NUMBER	CATEGORY	DATE
CPD AVM11a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	BUS LOUNGE



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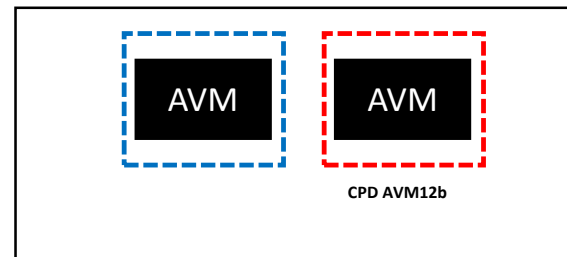
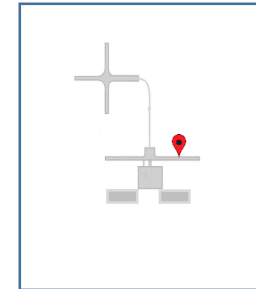
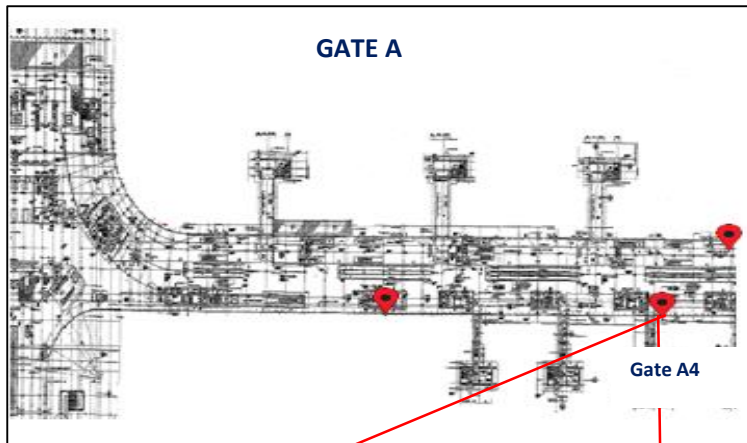


AVM

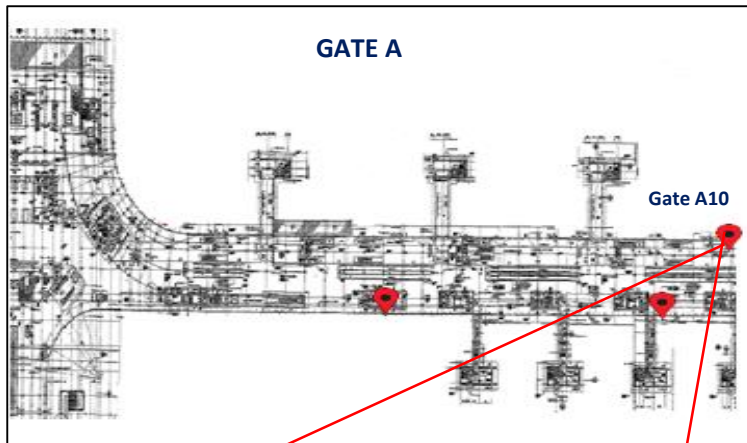
AVM

CPD AVM12a

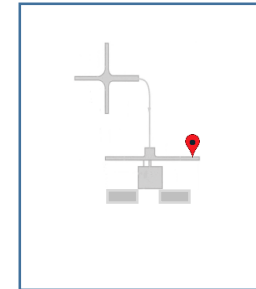
LOT NUMBER	CATEGORY	DATE
CPD AVM12a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	GATE A



LOT NUMBER	CATEGORY	DATE
CPD AVM12b	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	GATE A

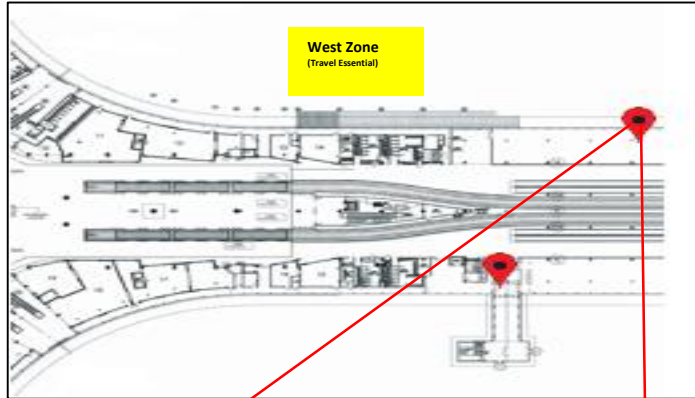


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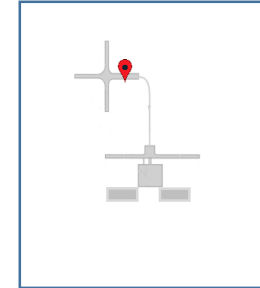


CPD AVM13a

LOT NUMBER	CATEGORY	DATE
CPD AVM13a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP DOMESTIC	GATE A

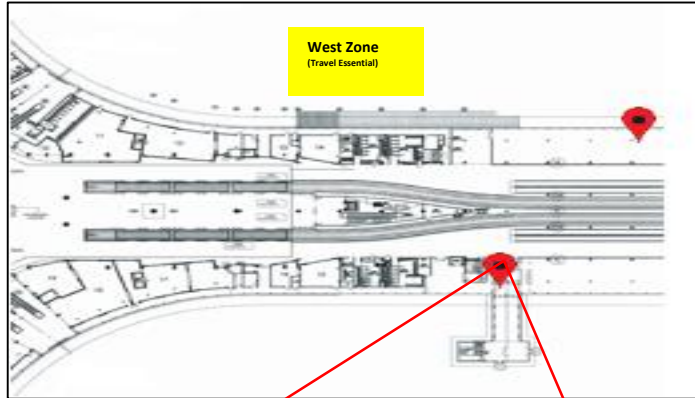


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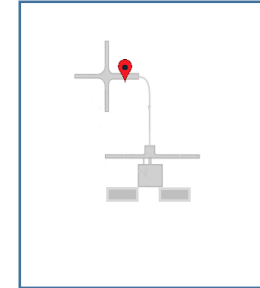


SAT AVM14a

LOT NUMBER	CATEGORY	DATE
SAT AVM14a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	WEST

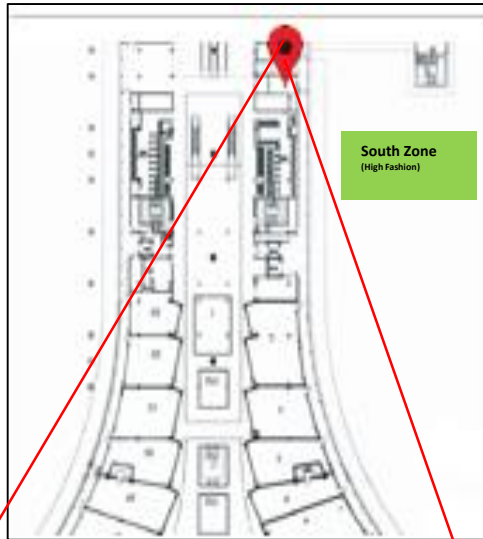


KLIA NEXT GEN HUB
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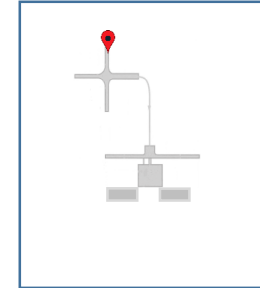
SAT AVM15

LOT NUMBER	CATEGORY	DATE
SAT AVM15	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	WEST



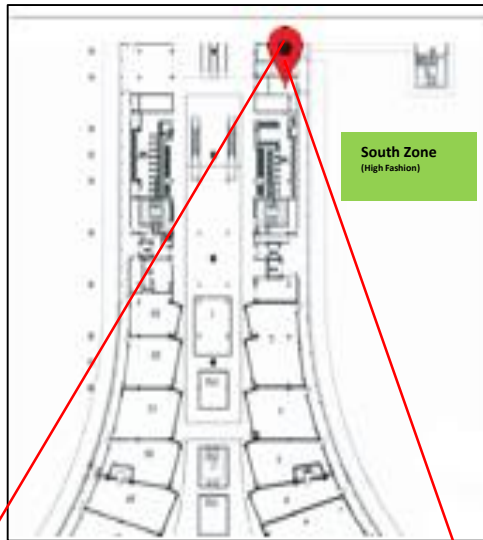
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MALAYSIA AIRPORTS



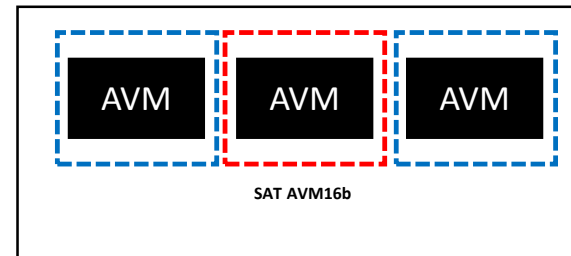
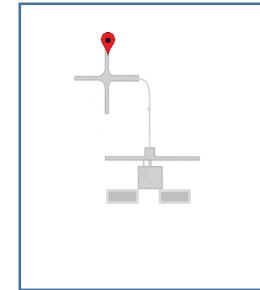
SAT AVM16a

LOT NUMBER	CATEGORY	DATE
SAT AVM16a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	SOUTH

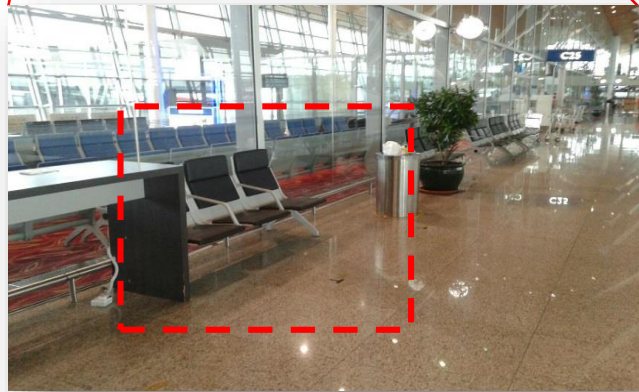
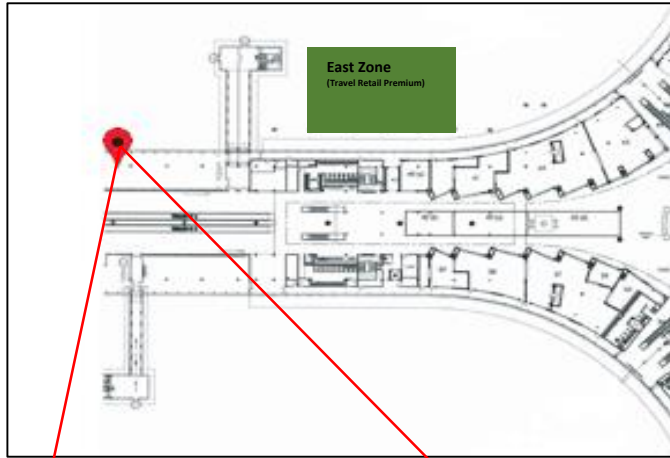


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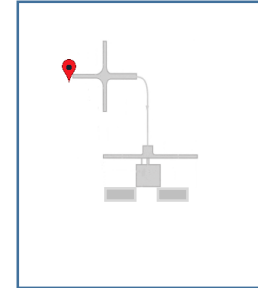
MALAYSIA AIRPORTS



LOT NUMBER	CATEGORY	DATE
SAT AVM16b	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	SOUTH

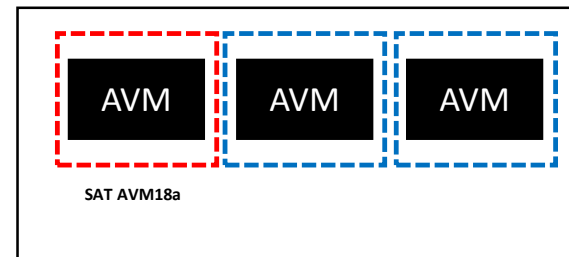
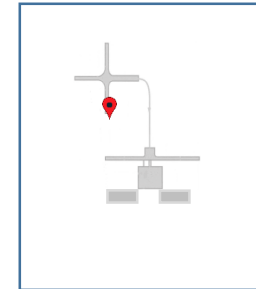
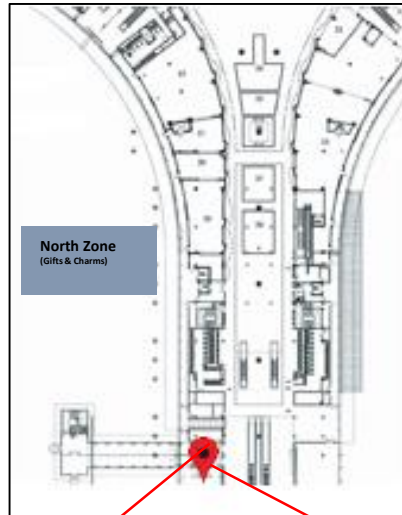


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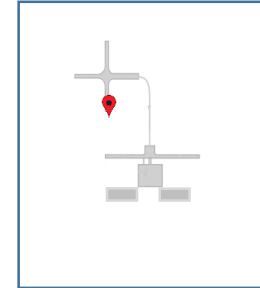
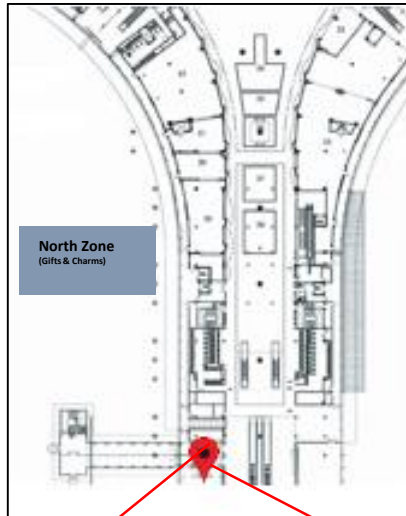


SAT AVM17a

LOT NUMBER	CATEGORY	DATE
SAT AVM17a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	EAST



LOT NUMBER	CATEGORY	DATE
SAT AVM18a	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	NORTH



SAT AVM18b

LOT NUMBER	CATEGORY	DATE
SAT AVM18b	BEVERAGES	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	SATELLITE	NORTH

MAHB – MA(S)/T/28/2016

Automated Vending Machine – Retail

No of Lot: 2 Locations

Size: 2.16 sqm each location

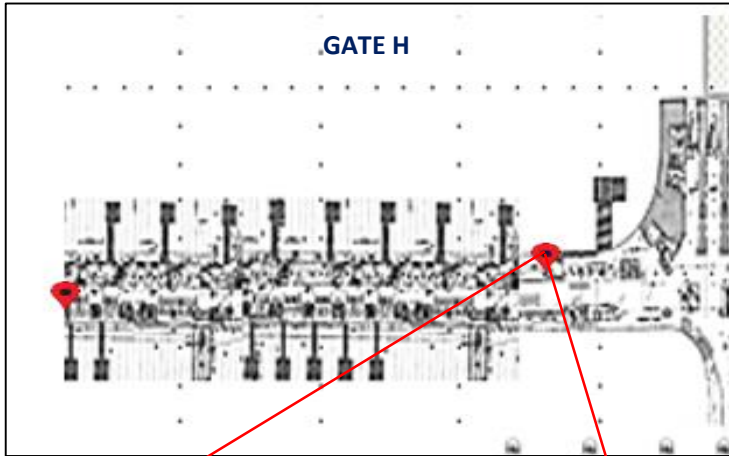
Product Description:

Specialty service offering of Automated Vending Machine (Retail) i.e accessories / gadget / pharmacy / cosmetic or any other product range suitable to the proposed product category at respective dedicated areas.

The machine must embodies new, modern, up to date technology and superior in quality of serving airport passenger and community.

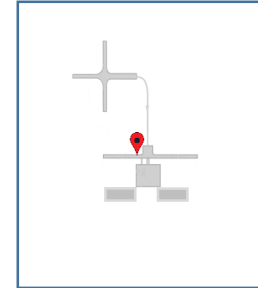
Value add: Touch screen vending machine.

Note : The area is provided with 13 amp Switch Socket Outlet power supply ONLY.



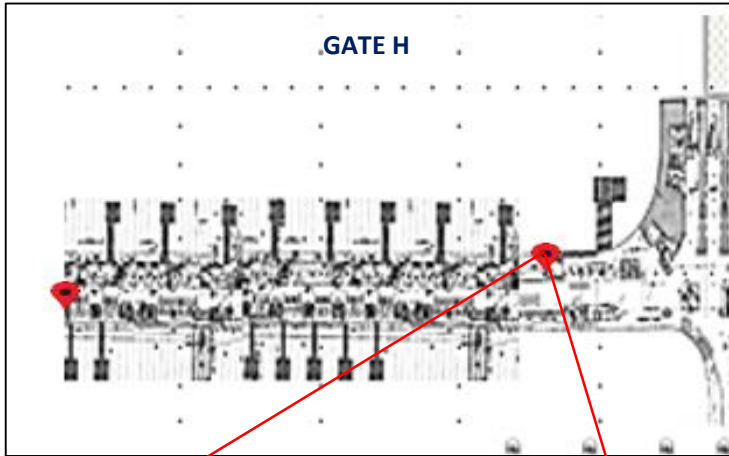
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MALAYSIA AIRPORTS

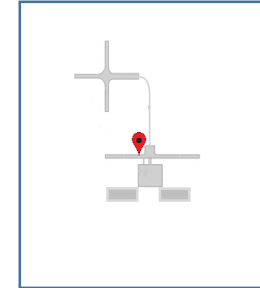


CPI AVM07a

LOT NUMBER	CATEGORY	DATE
CPI AVM07a	RETAIL	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP INTERNATIONAL	GATE H



KLIA NEXT GEN HUB
THE NEW WAY TO THE WORLD



CPI AVM07b

LOT NUMBER	CATEGORY	DATE
CPI AVM07b	RETAIL	MARCH 2016
NET AREA (sqm)	BUILDING	LEVEL
2.16	CP INTERNATIONAL	GATE H



klia2 Business Opportunities

Service Area

No.	Tender No.	Lot No.	Size (sqm)	Fixed Royalty %	Product	
1	T29/2016	S1-1a-AVM01b	S3-2-AVM04b	S5-1a-AVM07c	13 locations 2.16 sqm each location	Not less than 1% Automated Vending Machine – Food Based
		S1-1a-AVM01c	S3-2-AVM04c	S7-1a-AVM08b		
		S2-2-AVM02c	S6-2-AVM05b	S7-1a-AVM08c		
		S3-1a-AVM03b	S6-2-AVM06b			
		S3-1a-AVM03c	S5-1a-AVM07b			
2	T30/2016	S1-1a-AVM01a	S3-1a-AVM03a	S6-2-AVM06a	9 locations 2.16 sqm each location	Not less than 1% Automated Vending Machine – Beverages
		S2-2-AVM02a	S3-2-AVM04a	S5-1a-AVM07a		
		S2-2-AVM02b	S6-2-AVM05a	S7-1a-AVM08a		
3	T31/2016	S6-2-AVM05c	S6-2-AVM06c		2 locations 2.16 sqm each location	Not less than 1% Automated Vending Machine – Retail

MAHB – MA(S)/T/29/2016

Automated Vending Machine – Food Based

No of Lot: 13 Locations

Size: 2.16 sqm each location

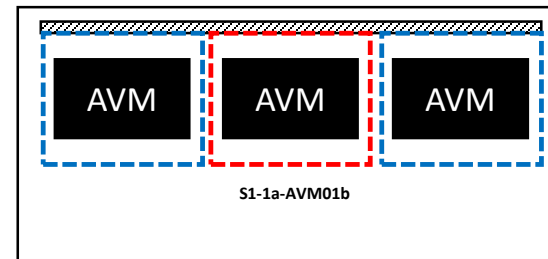
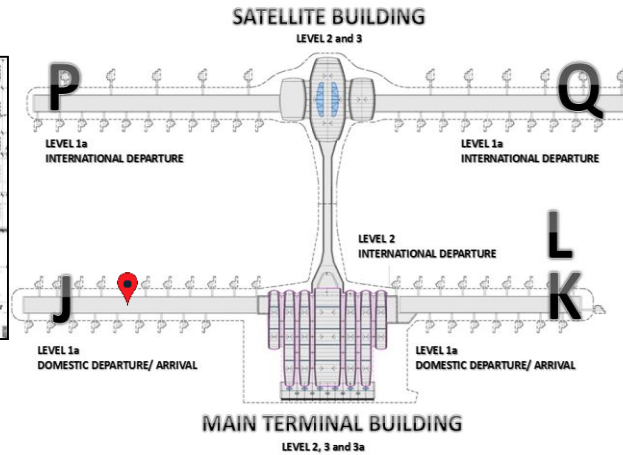
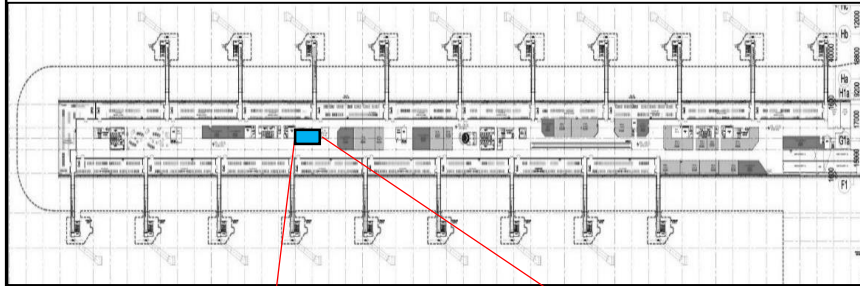
Product Description:

Specialty service offering of Automated Vending Machine (Food Based) i.e pre-heat food / fruits / snacks / sandwiches / sweet & savoury or any other product range suitable to the proposed product category at respective dedicated areas.

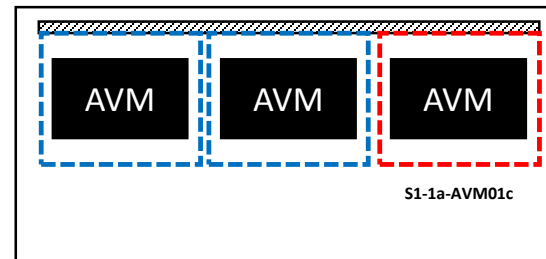
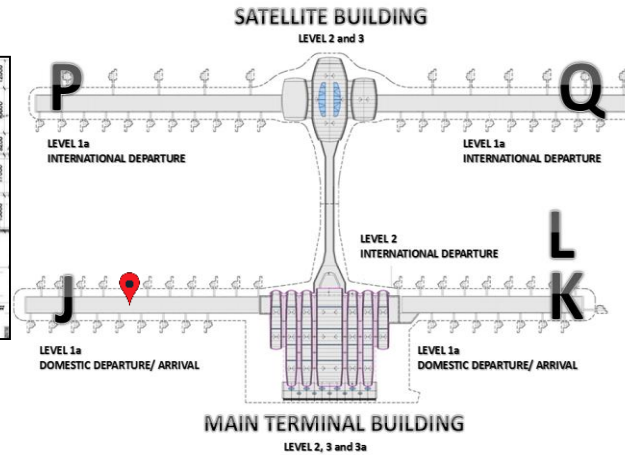
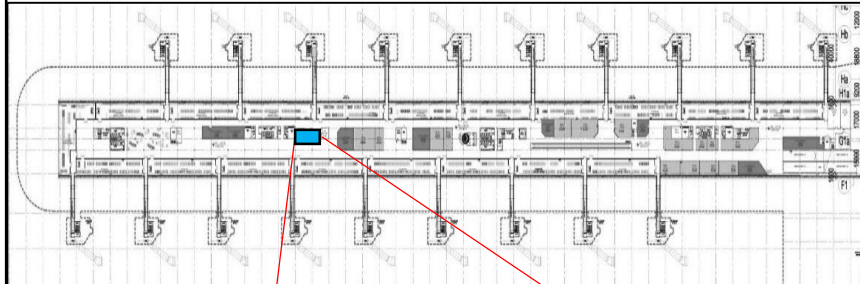
The machine must embody new, modern, up to date technology and superior in quality of serving airport passenger and community.

Value add: Touch screen vending machine.

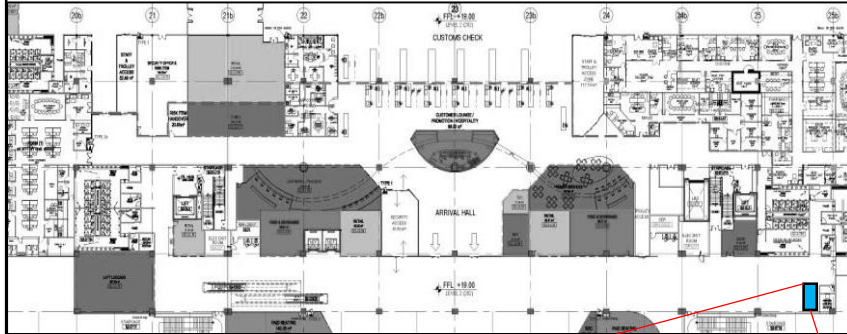
Note : The area is provided with 13 amp Switch Socket Outlet power supply ONLY.



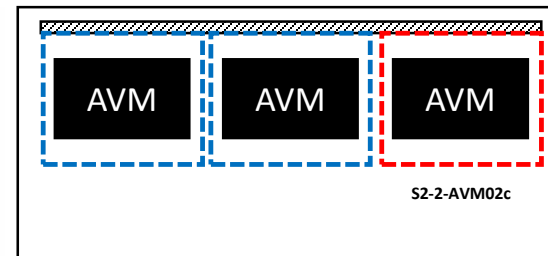
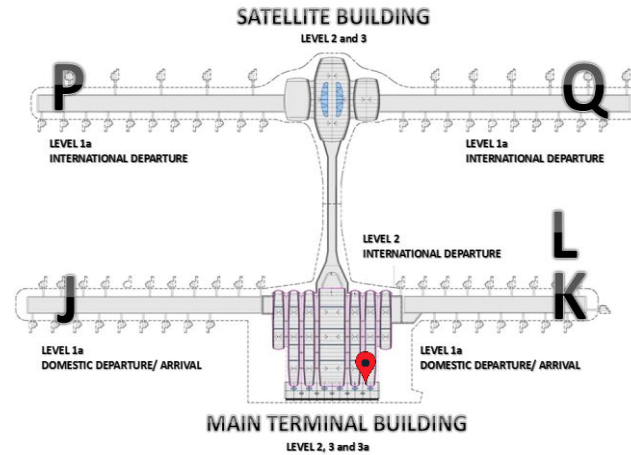
AREA NUMBER	TYPE	DATE
S1-1a-AVM01b	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	J	1a



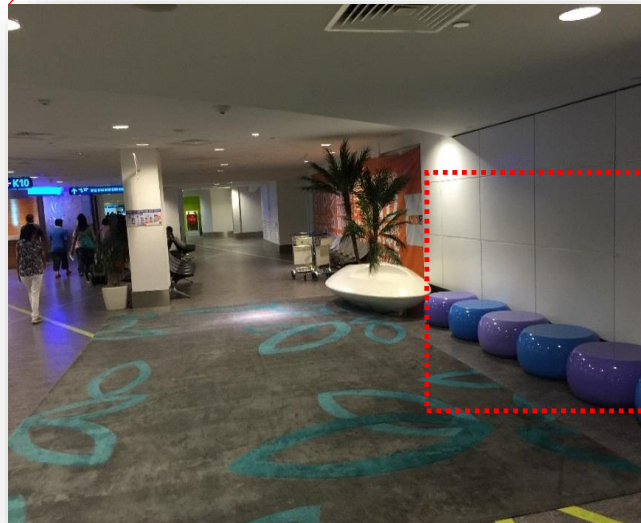
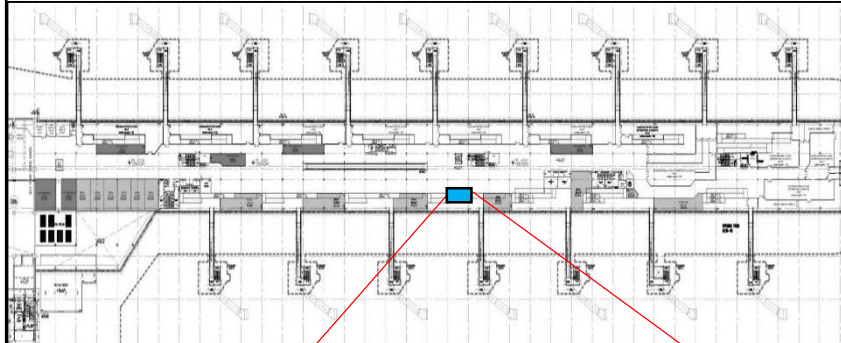
AREA NUMBER	TYPE	DATE
S1-1a-AVM01c	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	J	1a



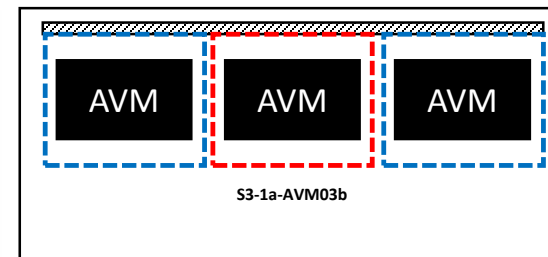
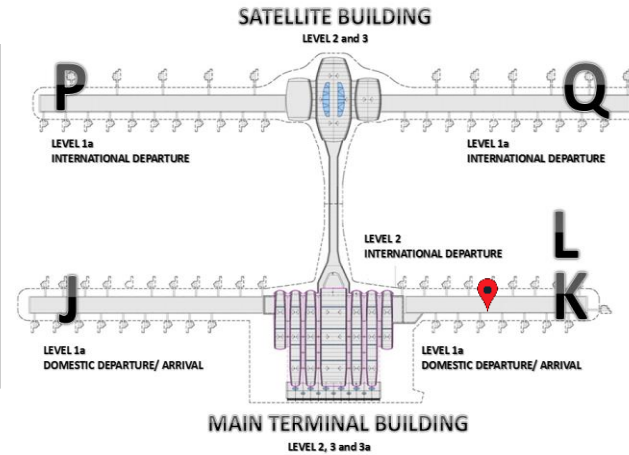
klia 2



AREA NUMBER	TYPE	DATE
S2-2-AVM02c	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	MTB	2

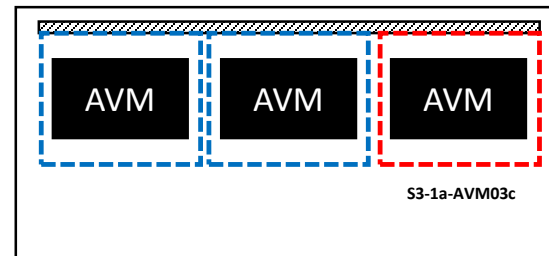
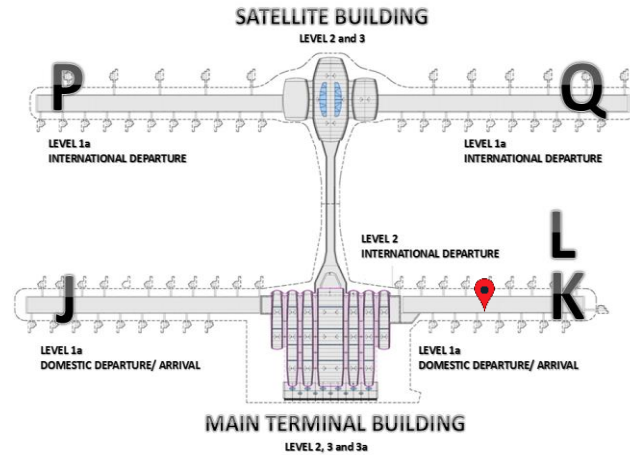
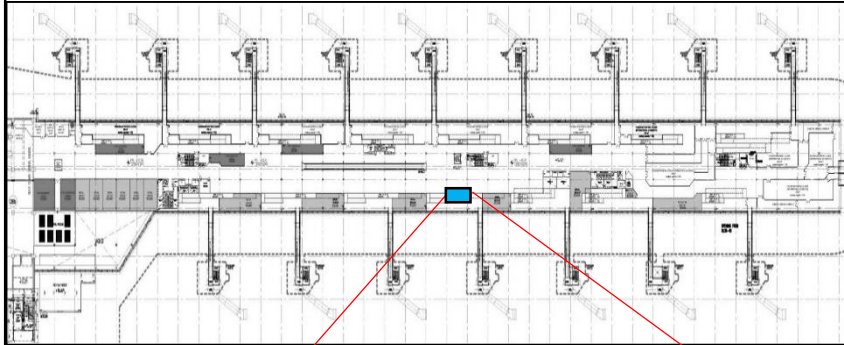


klia 2



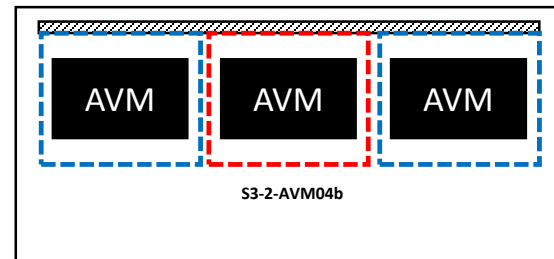
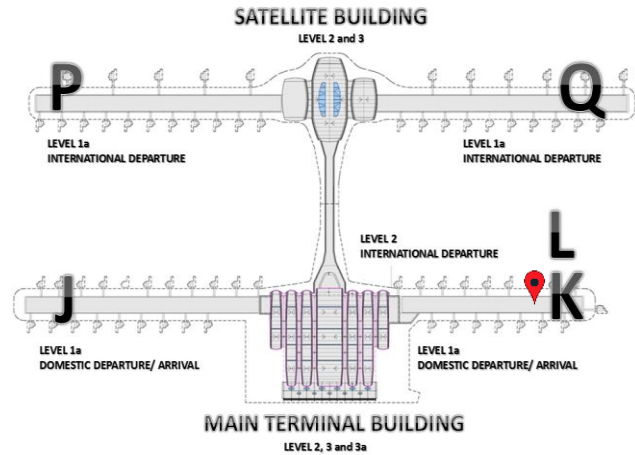
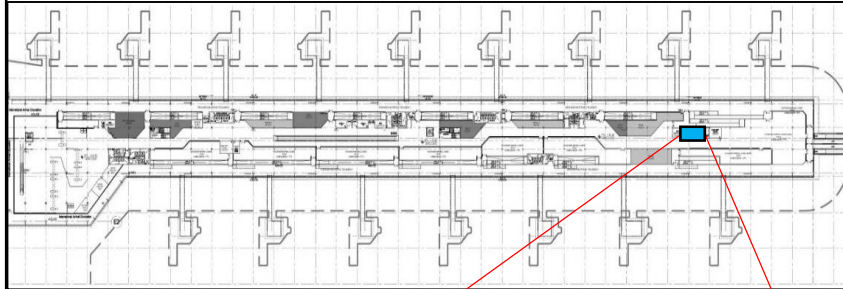
AREA NUMBER	TYPE	DATE
S3-1a-AVM03b	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	K	1a

klia 2

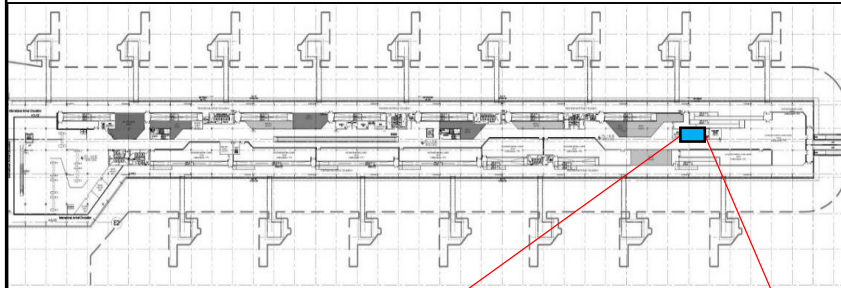


AREA NUMBER	TYPE	DATE
S3-1a-AVM03c	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	K	1a

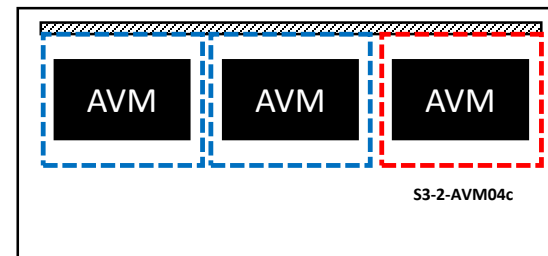
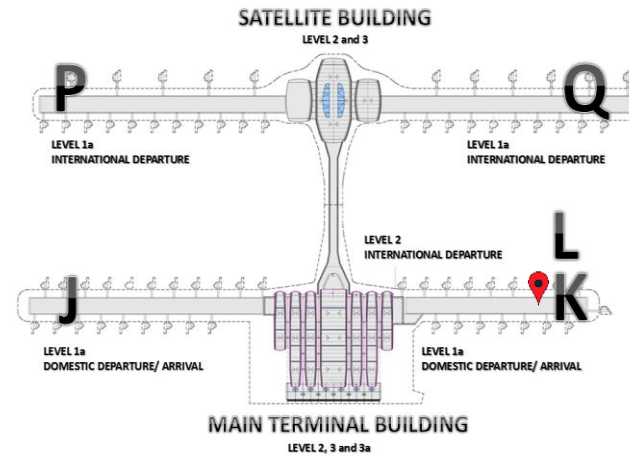
klia 2



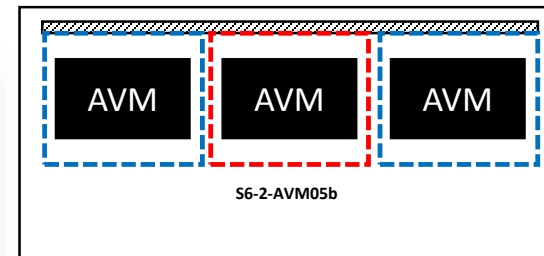
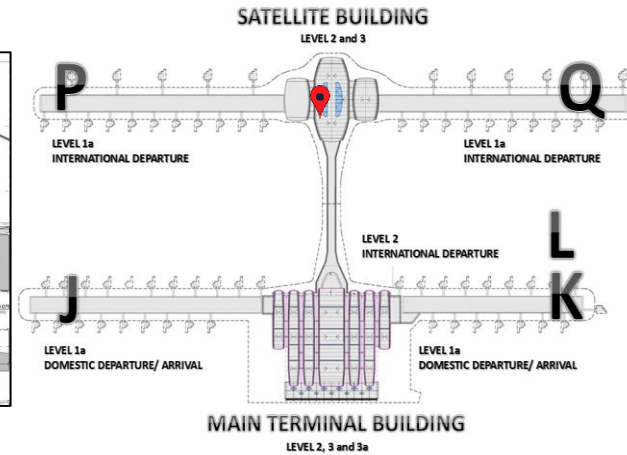
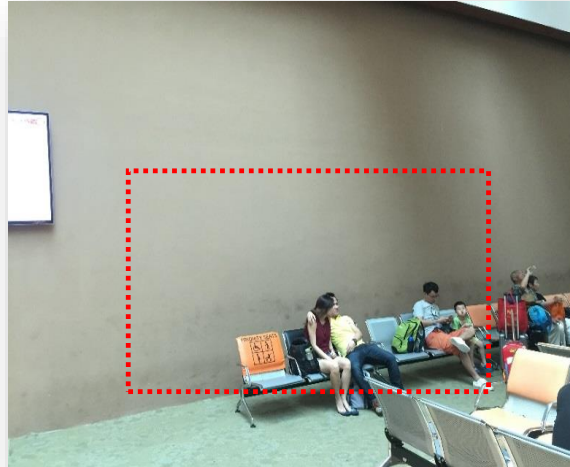
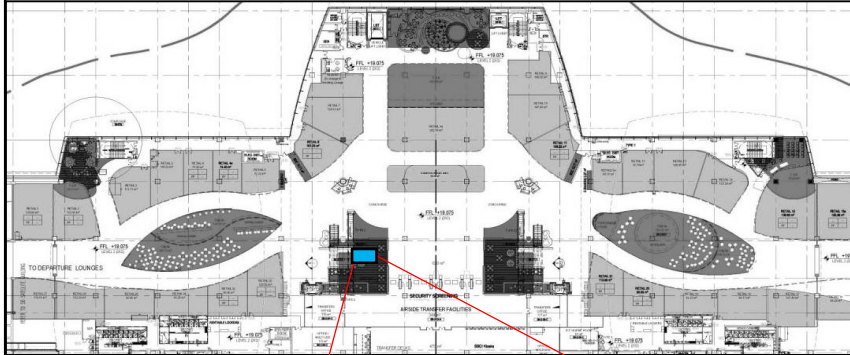
AREA NUMBER	TYPE	DATE
S3-2-AVM04b	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	L	2



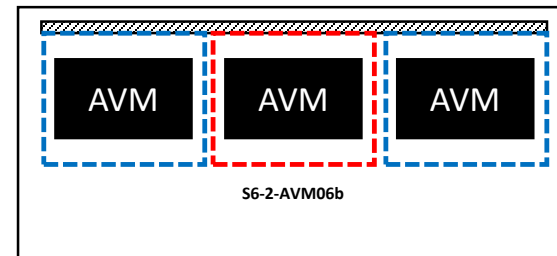
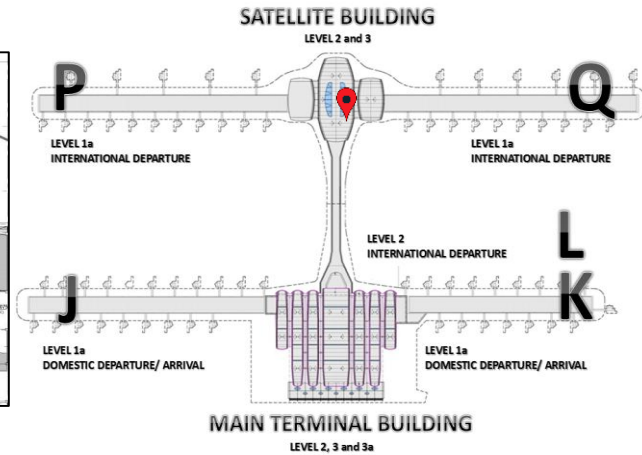
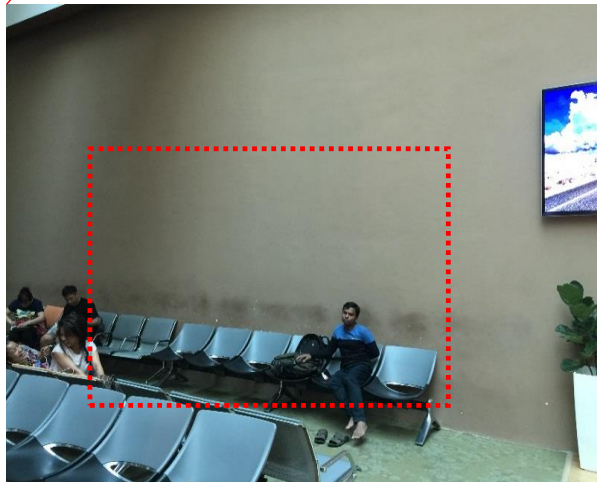
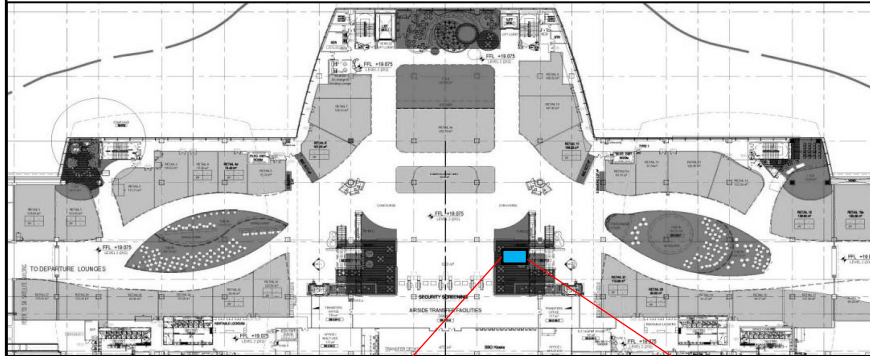
klia 2



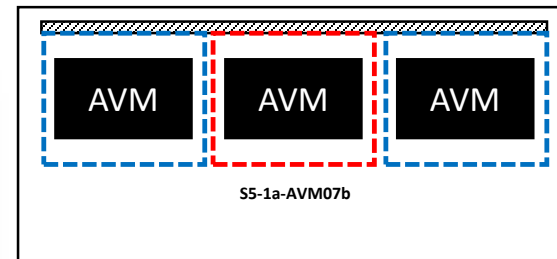
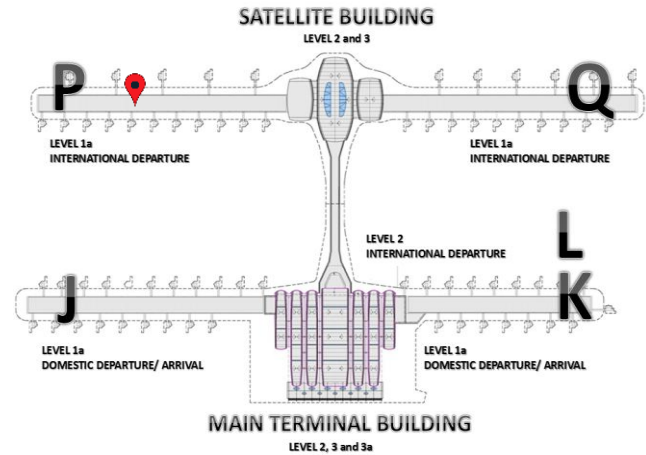
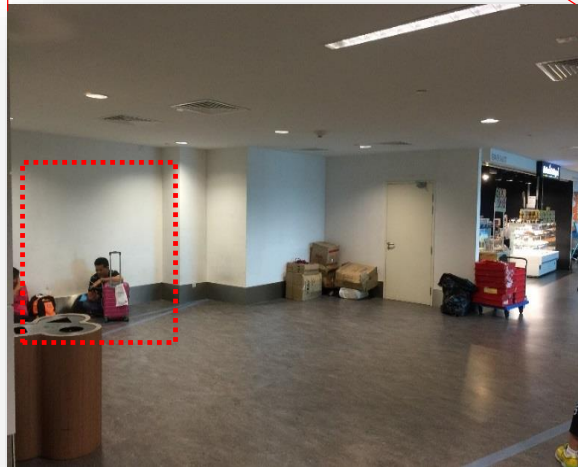
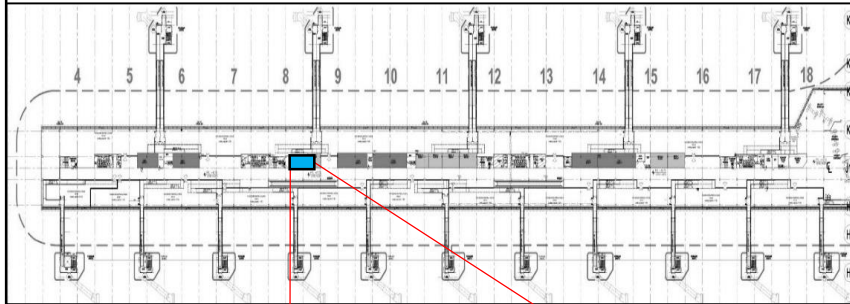
AREA NUMBER	TYPE	DATE
S3-2-AVM04c	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	L	2



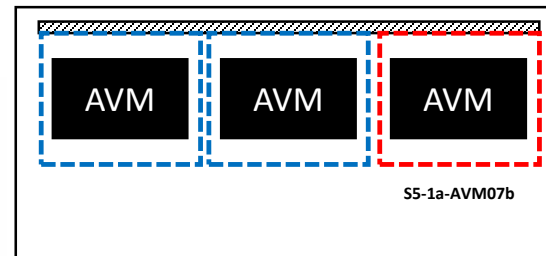
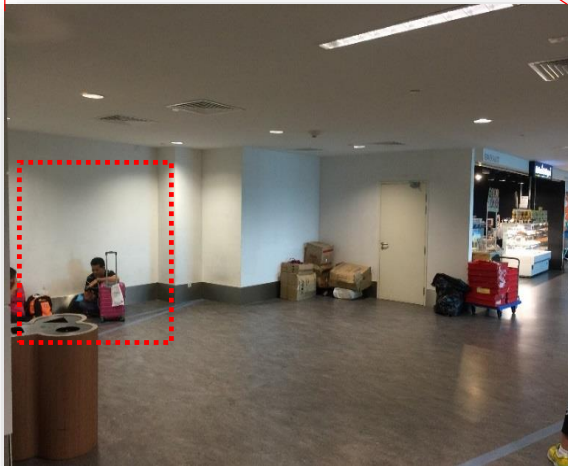
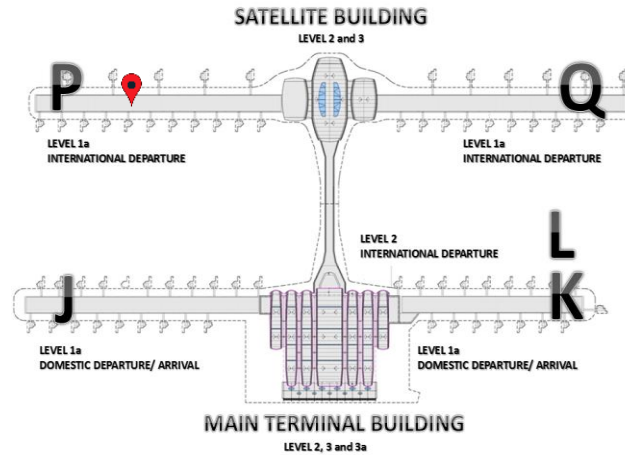
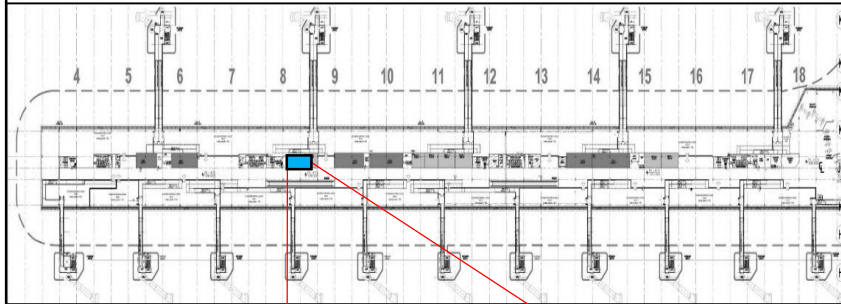
AREA NUMBER	TYPE	DATE
S6-2-AVM05b	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	SATELLITE	2



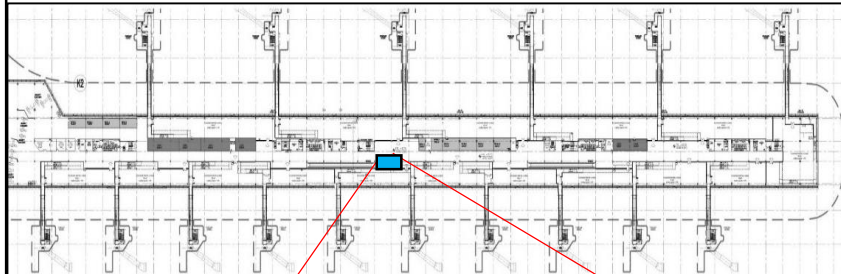
AREA NUMBER	TYPE	DATE
S6-2-AVM06b	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	SATELLITE	2



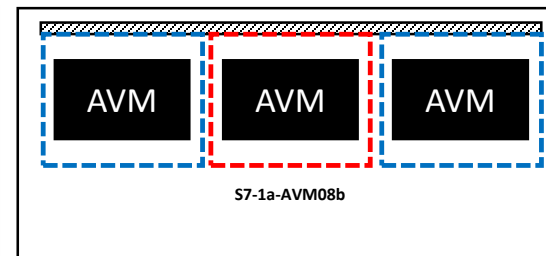
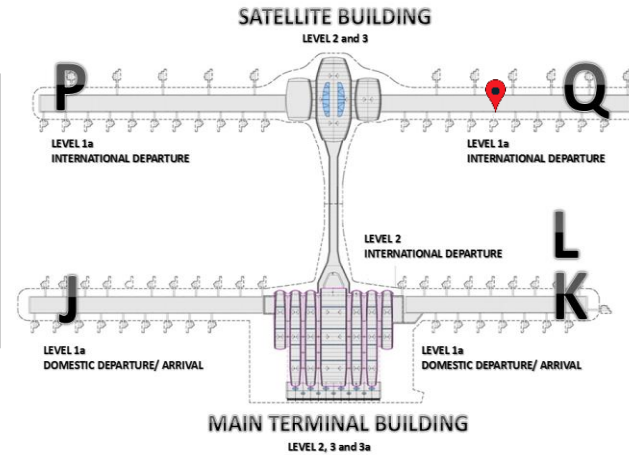
AREA NUMBER	TYPE	DATE
S5-1a-AVM07b	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	P	1a



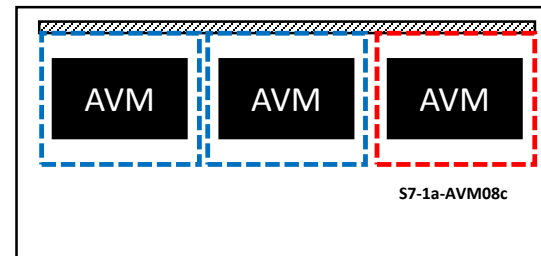
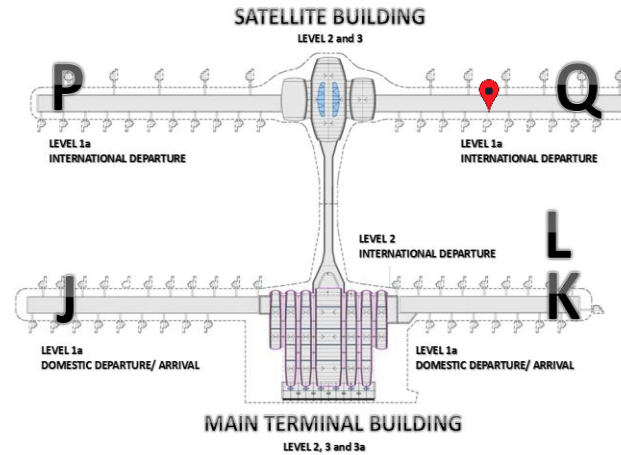
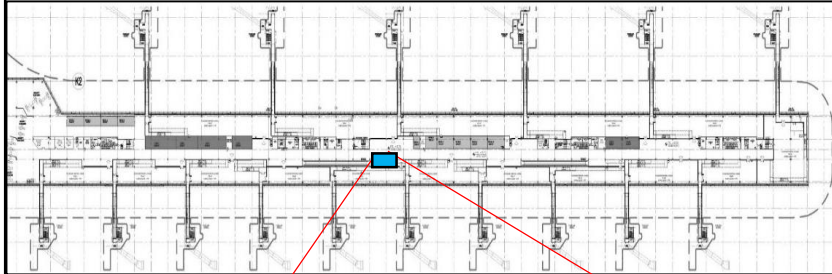
AREA NUMBER	TYPE	DATE
S5-1a-AVM07c	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	P	1a



klia 2



AREA NUMBER	TYPE	DATE
S7-1a-AVM08b	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	Q	1a



AREA NUMBER	TYPE	DATE
S7-1a-AVM08c	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	Q	1a

MAHB – MA(S)/T/30/2016

Automated Vending Machine – Beverages

No of Lot: 9 Locations

Size: 2.16 sqm each location

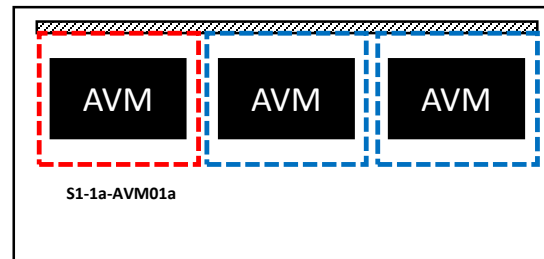
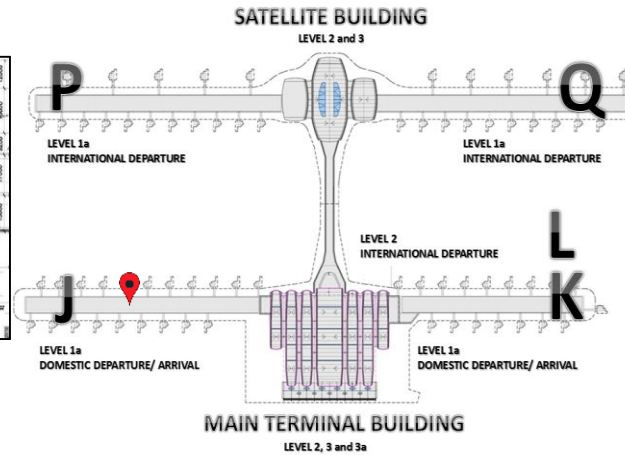
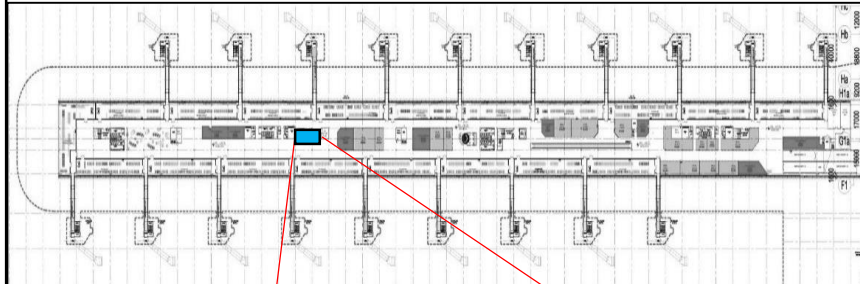
Product Description:

Specialty service offering of Automated Vending Machine (Beverages) i.e cup drinks (hot and/or cold) / ice cream / smoothies / yogurt / juice or any other product range suitable to the proposed product category at respective dedicated areas.

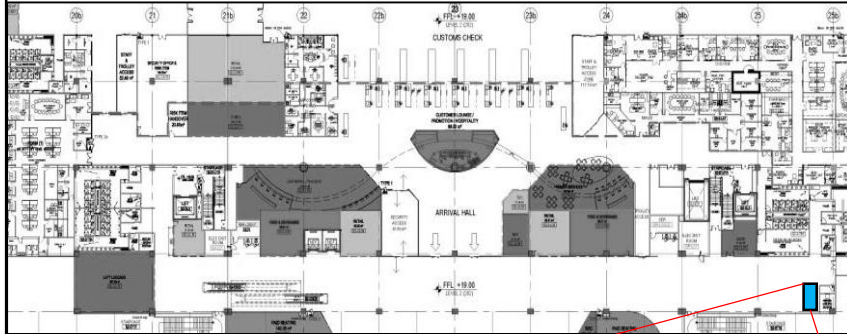
The machine must embody new, modern, up to date technology and superior in quality of serving airport passenger and community.

Value add: Touch screen vending machine.

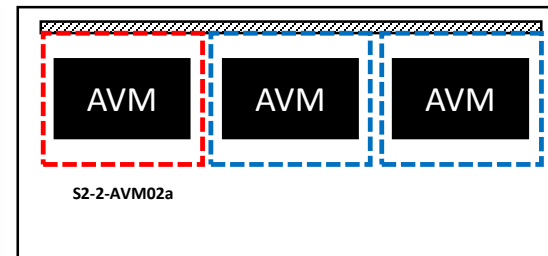
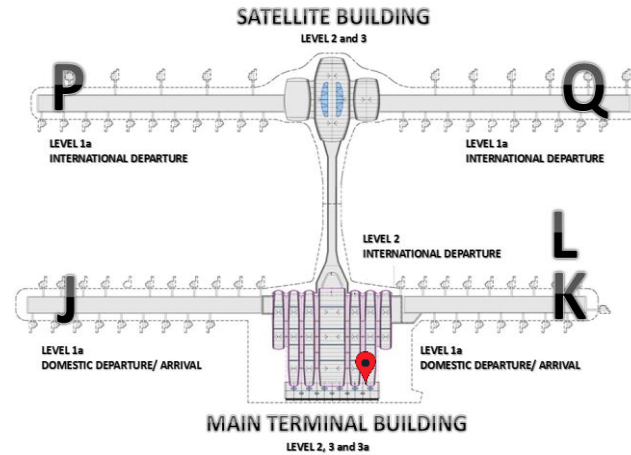
Note : The area is provided with 13 amp Switch Socket Outlet power supply ONLY.



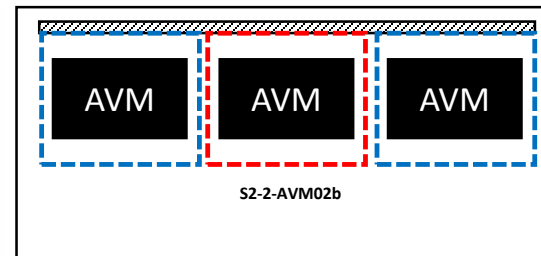
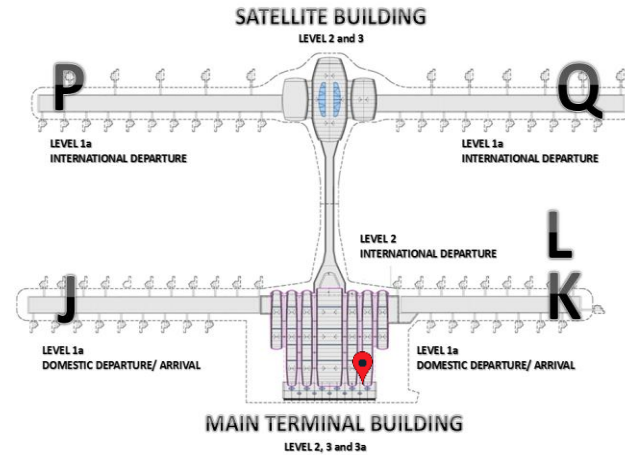
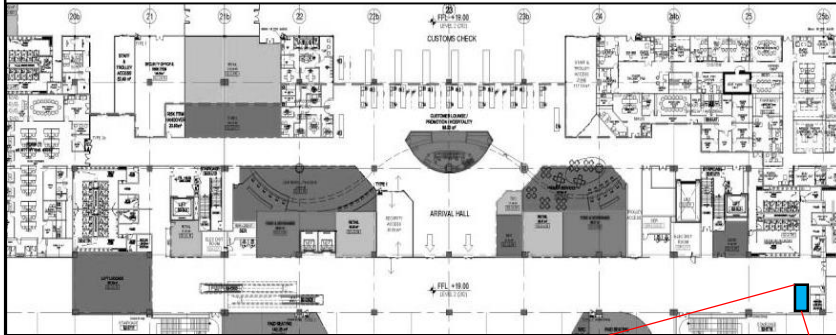
AREA NUMBER	TYPE	DATE
S1-1a-AVM01a	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	J	1a



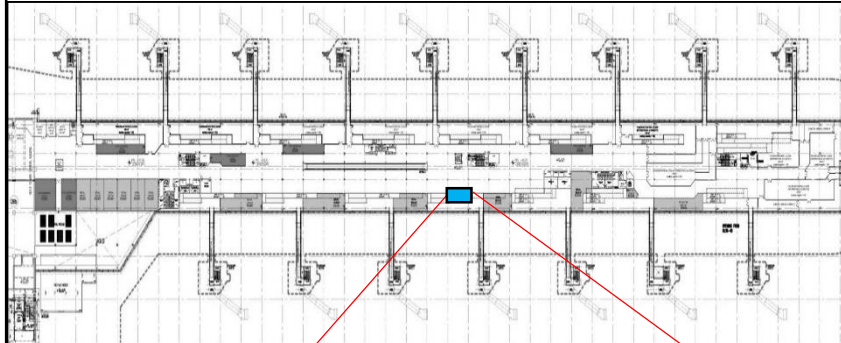
klia 2



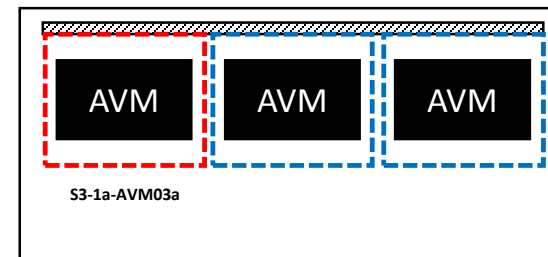
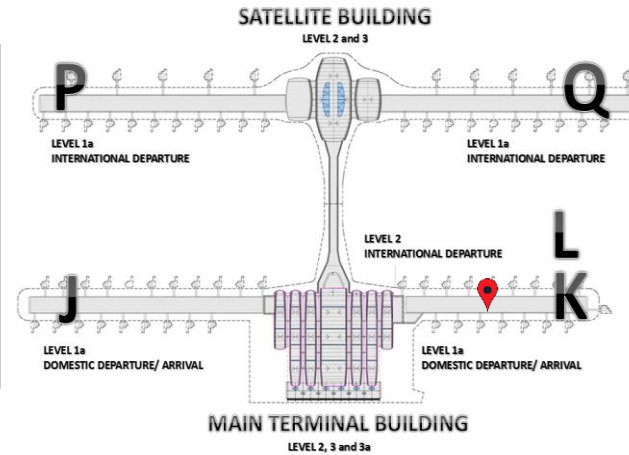
AREA NUMBER	TYPE	DATE
S2-2-AVM02a	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	MTB	2



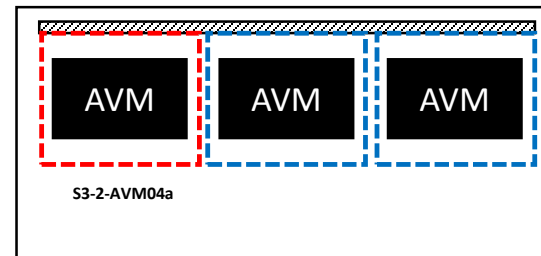
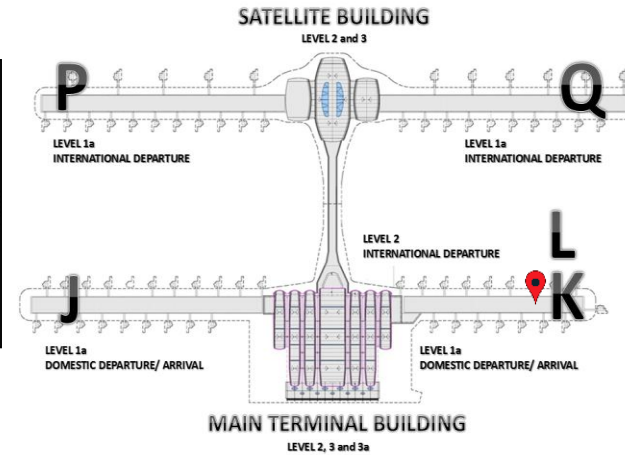
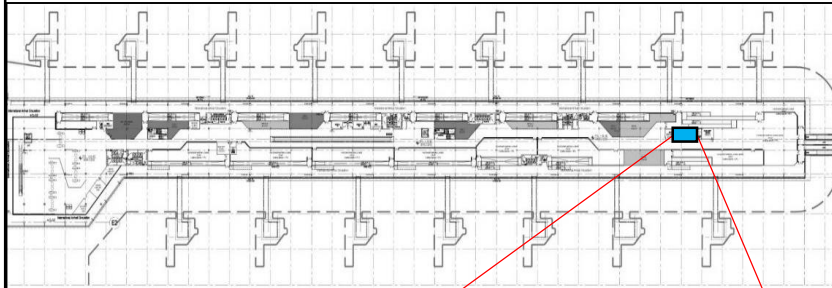
AREA NUMBER	TYPE	DATE
S2-2-AVM02b	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	MTB	2



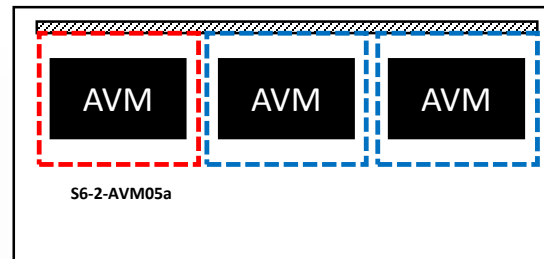
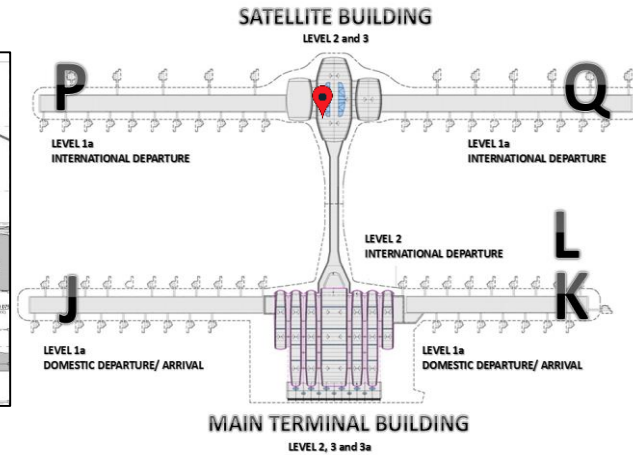
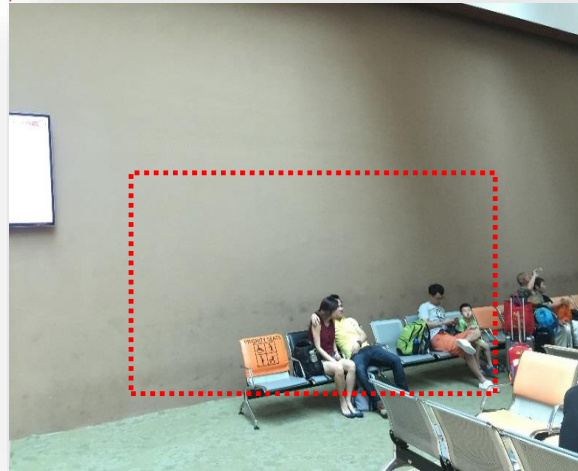
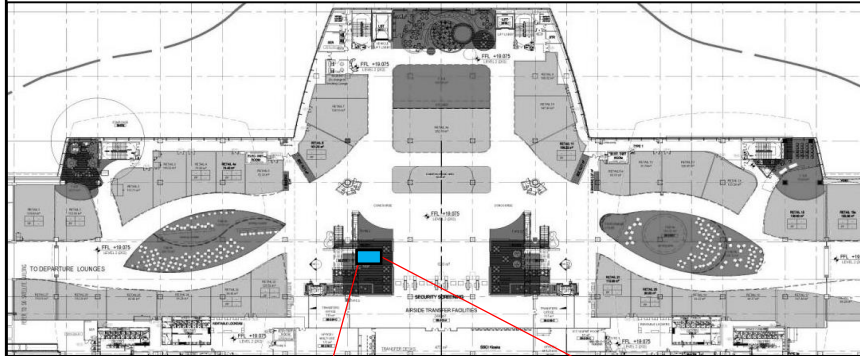
klia 2



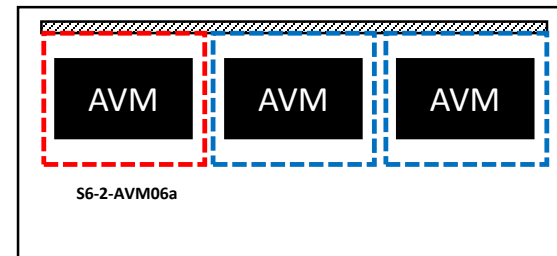
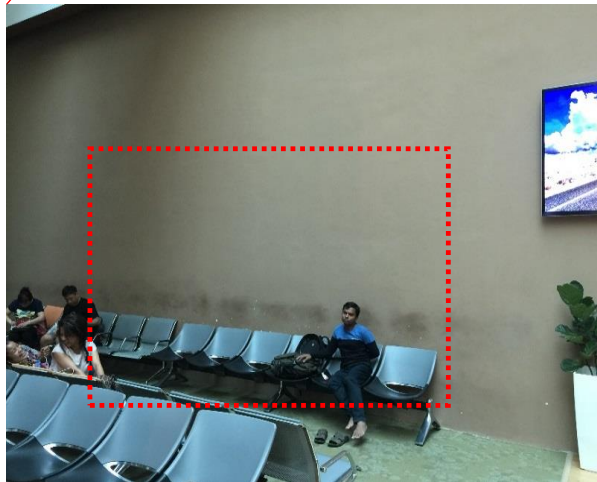
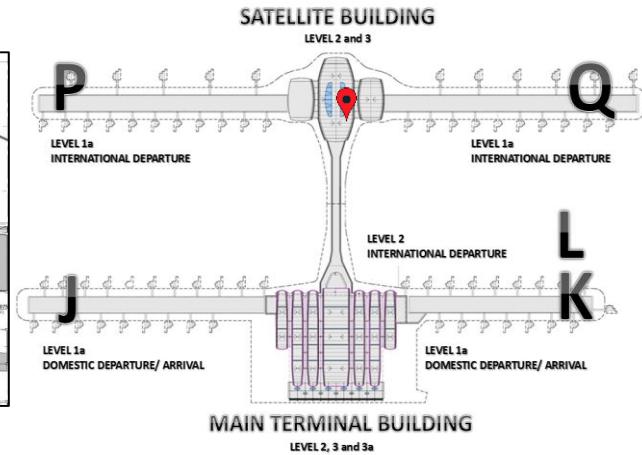
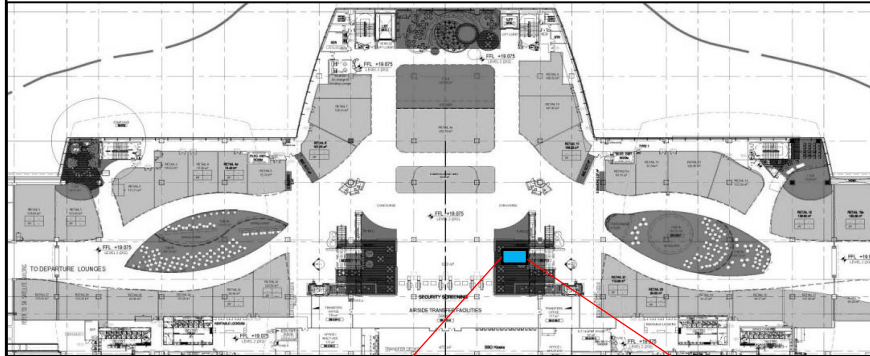
AREA NUMBER	TYPE	DATE
S3-1a-AVM03a	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	K	1a



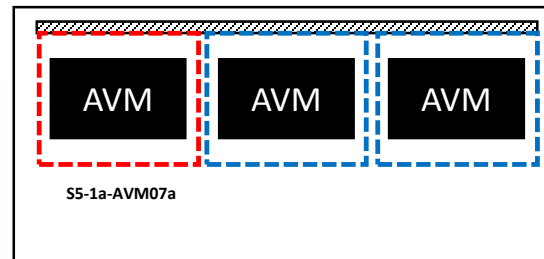
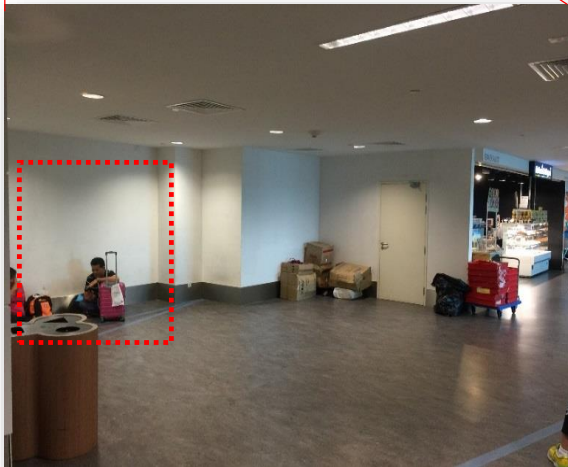
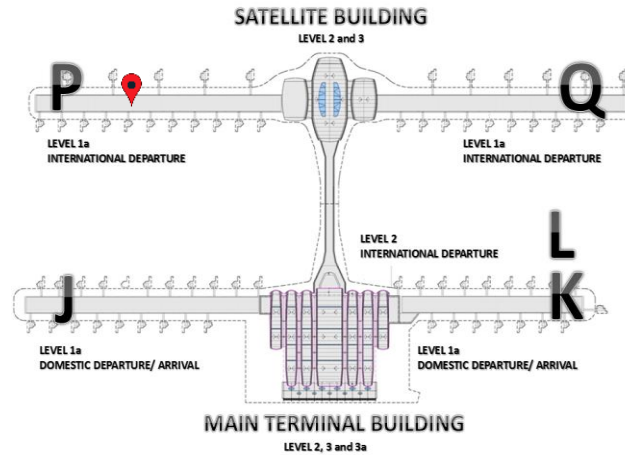
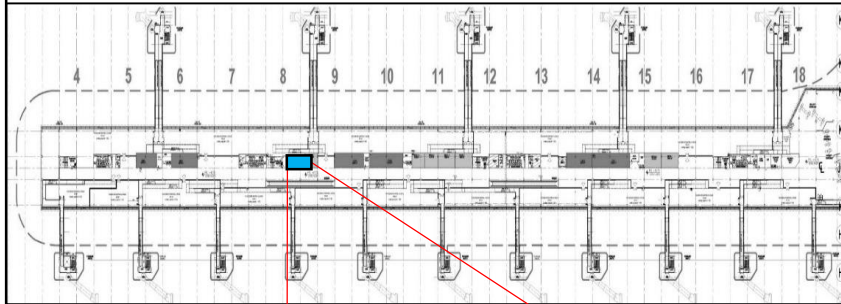
AREA NUMBER	TYPE	DATE
S3-2-AVM04a	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	L	2



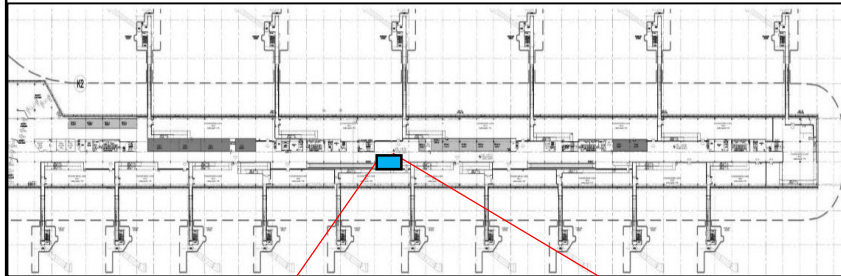
AREA NUMBER	TYPE	DATE
S6-2-AVM05a	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	SATELLITE	2



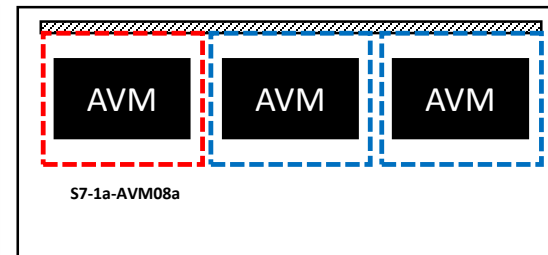
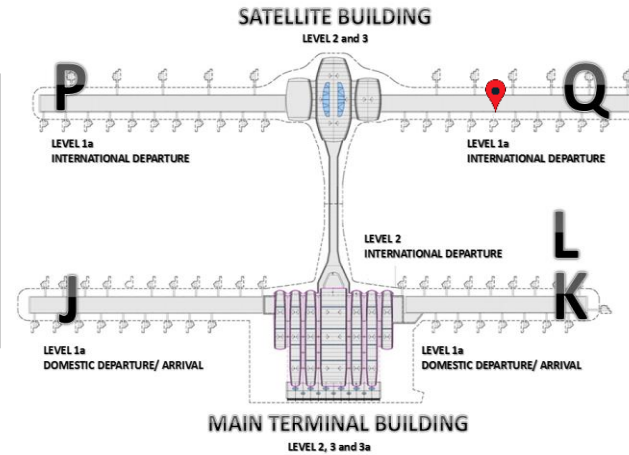
AREA NUMBER	TYPE	DATE
S6-2-AVM06a	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	SATELLITE	2



AREA NUMBER	TYPE	DATE
S5-1a-AVM07a	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	P	1a



klia 2



AREA NUMBER	TYPE	DATE
S7-1a-AVM08a	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	Q	1a

MAHB – MA(S)/T/31/2016

Automated Vending Machine – Retail

No of Lot: 2 Locations

Size: 2.16 sqm each location

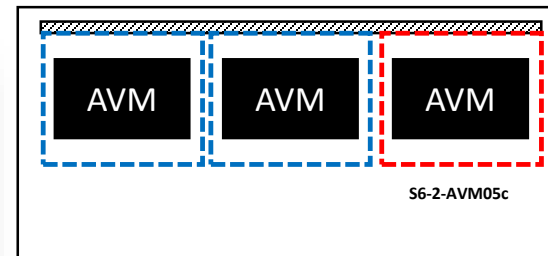
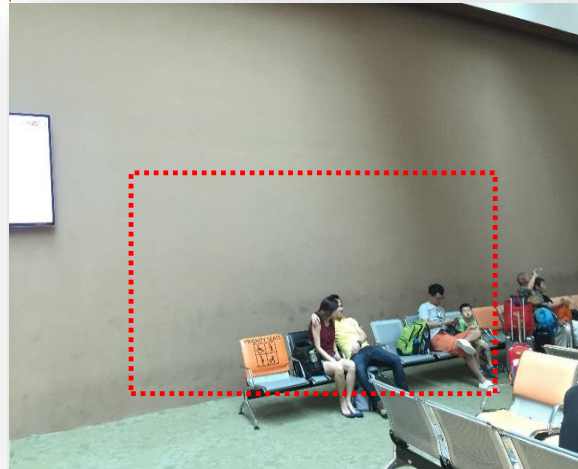
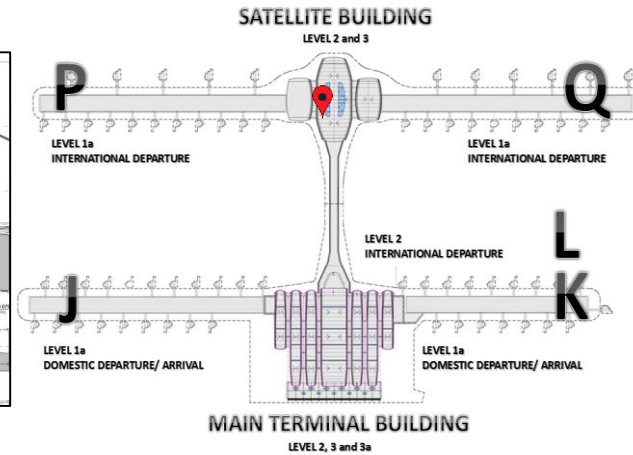
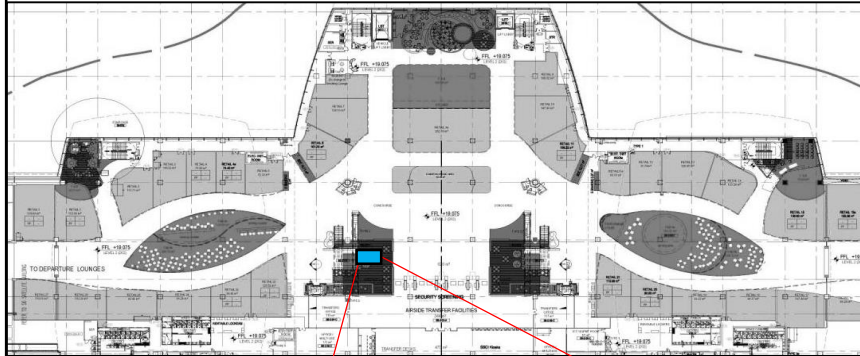
Product Description:

Specialty service offering of Automated Vending Machine (Retail) i.e accessories / gadget / pharmacy / cosmetic or any other product range suitable to the proposed product category at respective dedicated areas. .

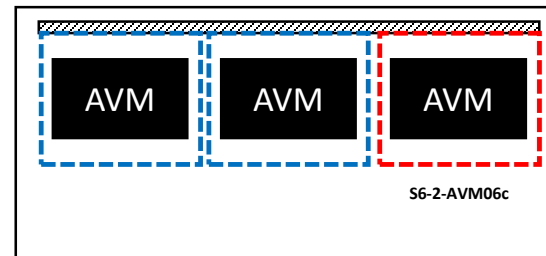
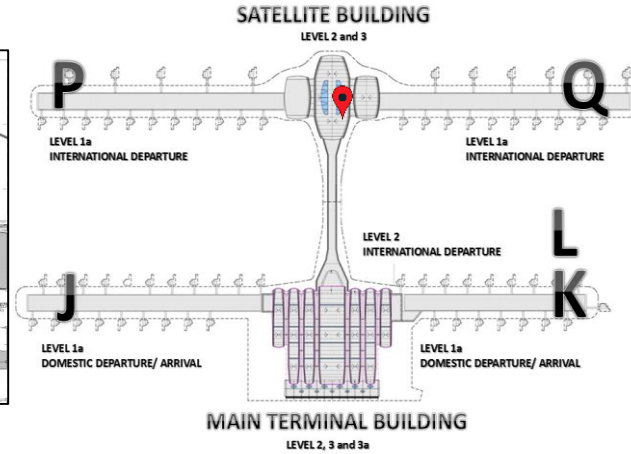
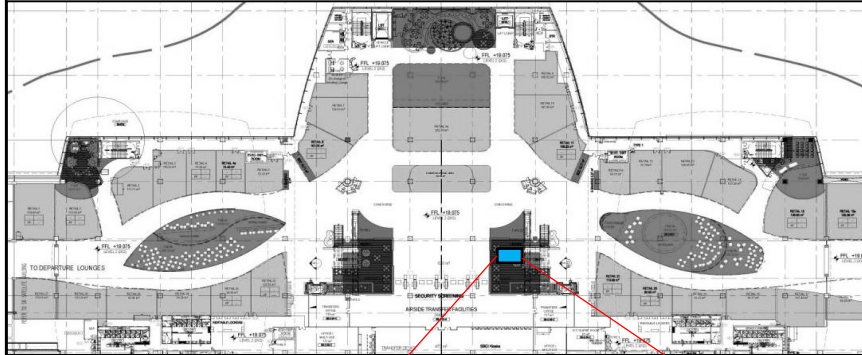
The machine must embodies new, modern, up to date technology and superior in quality of serving airport passenger and community.

Value add: Touch screen vending machine.

Note : The area is provided with 13 amp Switch Socket Outlet power supply ONLY.



AREA NUMBER	TYPE	DATE
S6-2-AVM05c	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	SATELLITE	2



AREA NUMBER	TYPE	DATE
S6-2-AVM06c	VENDING MACHINE	APRIL 2014
NET AREA (sqm)	BUILDING	LEVEL
2.16 sqms	SATELLITE	2



IMPORTANT INFORMATION TO TENDERERS



TENDER EVALUATION CRITERION

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

TENANCY PERIOD

- ↘ Service area (AVM): **Three (3) Years ONLY**

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 KLIA & klia2 Brand Pillars : E.L.I.T.E

E

- **Experiential**

L

- **Liberating**

I

- **Innovative**

T

- **Thrilling**

E

- **Ever Changing**

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 / Service Level
 - 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
- 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.insolavensi.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.

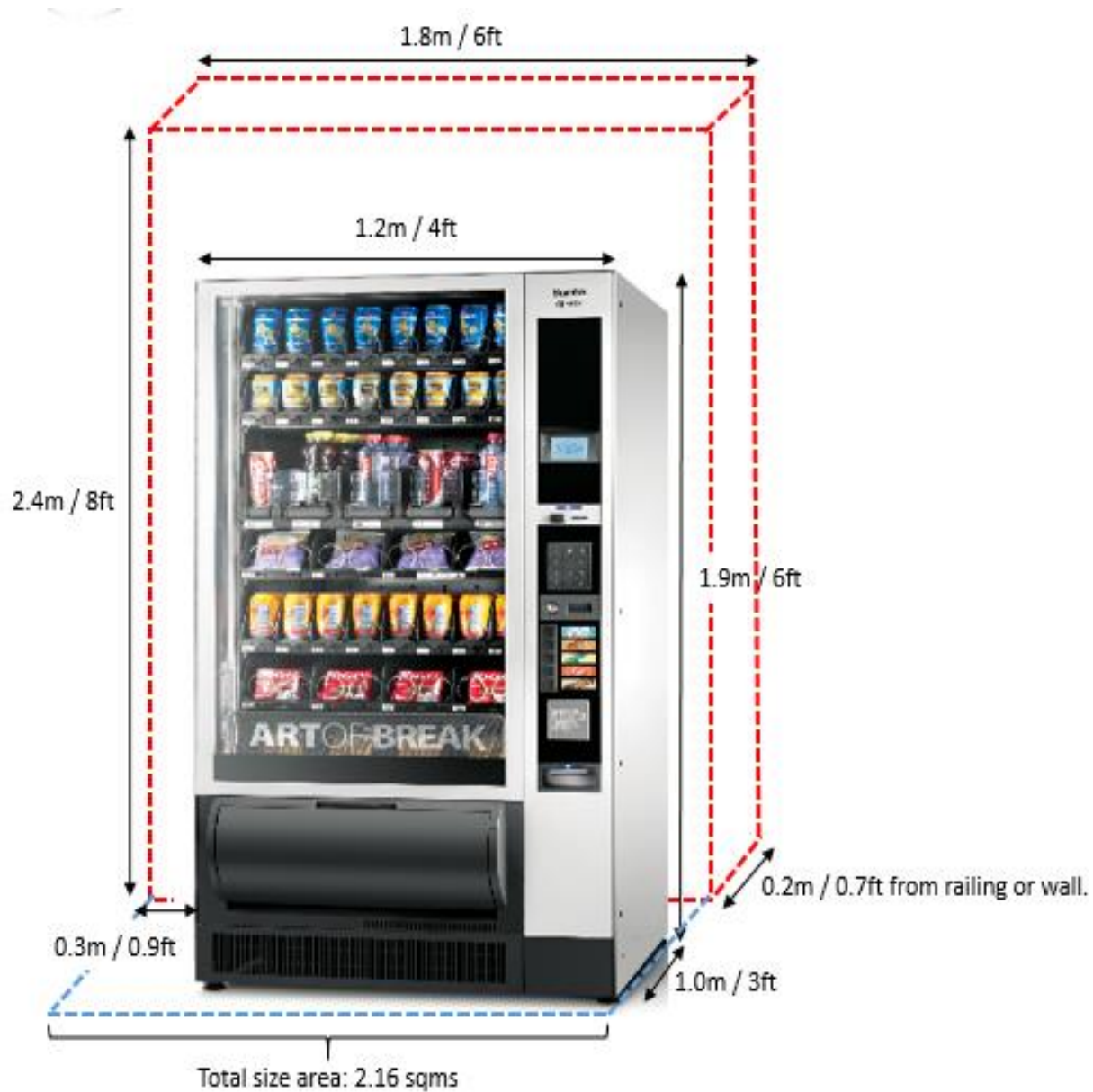
The Tenderer hereby acknowledge that their participation in the tender process is at their own risk, cost and expense. MAHB shall not under any circumstances be liable in any manner whatsoever for any loss, damage and expense incurred by the Tenderer in connection with the preparation and/or submission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

Automated Vending Machine Specification



FINANCIAL CONSIDERATION FOR AVM:

Fixed Rent

AND

Fixed Royalty %

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

✘ **FINANCIAL CONSIDERATION ABOVE ARE EXCLUSIVE OF 6% GST**

✘ **ELECTRICITY INCLUDED IN THE RENTAL**

✘ **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

		SCENARIO 1
(A)	SALES	30,000
(B)	FIXED RENT	1,500
(C)	FIXED ROYALTY (1%)	300
	TOTAL	1,500

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 - Statutory Declaration
 - iii. Schedule - Statutory Declaration
 - iv. Schedule - Tenderer Declaration
 - v. Director Bankruptcy Search
 - vi. Company Winding Up Search
 - vii. Company SSM Search

Tender FAQ

SAMPLE SCHEDULE – TENDERER’S DECLARATION

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 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, directly or indirectly, with any person, firm, company or organization, enter into any agreement or understanding with regard to the financial offer, terms or conditions of this Tender.

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;

- (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 addenda at any time. Any modification of this Tender or issue any revision or addenda will be in writing and will be provided to the recipients of this Tender.

1. Name _____
Position _____
Signature _____
2. Name _____
Position _____
Signature _____
3. Name _____
Position _____
Signature _____

Corporate Seal

Dated this _____ day of _____

DIRECTOR'S BANKRUPTCY SEARCH

From Jabatan Insolvensi Malaysia



JABATAN INSOLVENSI MALAYSIA
ARAS 2 & 3, BANGUNAN HAL EHWAL UNDANG-UNDANG
PERSEKUTUAN
62692 PUTRAJAYA
E-MAIL : einsolvensi@bheu.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 (SEPADANG) 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
on the date of search.

JABATAN INSOLVENSI 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

WINDING UP SEARCH

From Jabatan Insolvensi Malaysia



JABATAN INSOLVENSI MALAYSIA
ARAS 2 & 3, BANGUNAN HAL EHWAL UNDANG-UNDANG
PERSENT 3, PUSAT PENTADBIRAN KERAJAAN
PERSEKUTUAN
62692 PUTRAJAYA
E-MAIL : eiinsolvensi@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 (SEPANG) SDN. BHD. REG. NO.: 320480-D

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as of the date of search.

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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 : 23-09-2011
 This company information is generated from e-info services. This information is as at 23-09-2011 16:36:00
 MENARA KOMERSIAL, NO. 7 JALAN STRECH KEMPTON 8, KUALA LUMPUR CENTRAL, 50470 KUALA LUMPUR.
 TEL: 03-2389 6400 FAX: 03-2389 6411


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

How can you purchase the Tender Document?

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

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)

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 : **11 August 2016 (Thursday)**
No Later Than 12.00pm

Tender FAQ

For Tender Enquiries,
Please Email To The Following Persons:

- | | |
|-----------------|--|
| Sharifah Eliza | - eliza@malaysiaairports.com.my |
| Mohamad Fais | - mfais@malaysiaairports.com.my |
| Rozaila Md Zain | - rozaila@malaysiaairports.com.my |
| Mohd Zuraffly | - zuraffly@malaysiaairports.com.my |
| Mohd Norhidayat | - mnorhidayat@malaysiaairports.com.my |

General Line : 03-8777 7000

Fax : 03-8777 7650

Tender FAQ

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THANK

YOU