

**WELCOME TO
TENDER BRIEFING FOR PACKAGE DEAL
14 MARCH 2019**



ADDENDUM OF TENDER ADVERTISEMENT

Tender Advertisement					Addendum	
No	Tender No	Tender Description	Lot No	Size (sqm)	Lot No	Size (sqm)
1	MAHB-MASB/T/06/2019	Food & Beverage Outlet - Fast Food	i) Lot No L3L14 & L3L15, Level 3, Public Concourse Departure Level (Landside), Kota Kinabalu International Airport	263.00 & 34.00	i) Lot No L3L14 , Level 3, Public Concourse Departure Level (Landside), Kota Kinabalu International Airport	263.00
2	MAHB-MASB/T/10/2019	Food & Beverage Outlet - Coffee Based	i) Lot No L3A01, Level 3, Public Concourse, Departure Level (Landside), Kota Kinabalu Airport	133.00	i) Lot No L3A01, Level 3, Public Concourse, Departure Level (Airside), Kota Kinabalu Airport	Same as advertisement
3	MAHB-MASB/T/16/2019	Food & Beverage Outlet - Noodle Based	ii) Lot No SAT-M-A17, Mezzanine Level, Satellite Building, Kuala Lumpur International Airport	233.92	ii) MTB-5-L27, Level 5, Main Terminal Building, Kuala Lumpur International Airport	54.00
4	MAHB-MASB/T/17/2019	Retail Outlet - Core Product	iii) Lot No L1L18, L1L19 & L1L20, Level 1, Public Concourse (Landside) Labuan Airport	475.00	iii) Lot No L2L18, Level 2 , Public Concourse (Landside), Labuan Airport	203.07

1992

MALAYSIA AIRPORTS
ESTABLISHMENT OF MALAYSIA AIRPORTS

1998

OPENING OF KLIA
 KLIA NEXT GEN HUB
THE NEW WAY TO THE WORLD

1999

BURSA MALAYSIA
MALAYSIA AIRPORTS LISTED ON KLSE MAIN BOARD
(now Main Market of Bursa Malaysia)

2010

klia 2
Next Generation Hub
klia2 GROUND BREAKING CEREMONY

2009

OPERATING AGREEMENTS
SIGNING OF OPERATING AGREEMENT WITH THE GOVERNMENT OF MALAYSIA

2004

KHAZANAH NASIONAL
50% MINISTRY OF FINANCE INC. STAKE TRANSFERRED TO KHAZANAH NASIONAL

2013

sama·sama Hotel
KL International Airport
LAUNCHING OF SAMA-SAMA HOTEL

2014

klia 2 OPENING OF klia2
Next Generation Hub
 ISG
FULL ACQUISITION OF ISTANBUL SABIHA GOKCEN INTERNATIONAL AIRPORT IN TURKEY

2015

PUTRAJAYA COMMITTEE GLC HIGH PERFORMANCE
GRADUATION FROM GLC TRANSFORMATION PROGRAMME

2017

AEROPOLIS
KLIA AEROPOLIS SELECTED AS INITIAL PHASE OF DIGITAL FREE TRADE ZONE (DFTZ)

- Conversion of LCCT to KL Air Cargo Terminal 1 (KACT1)
- Ground breaking of KLIA Aeropolis DFTZ Park

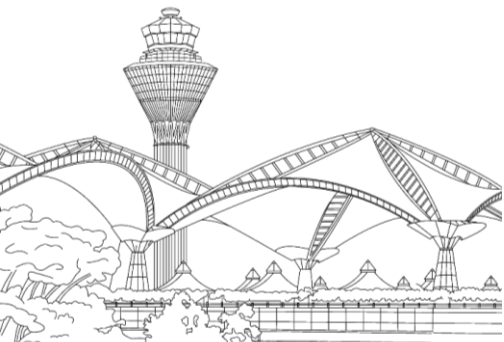
2016

RtS2020

- LAUNCH OF RUNWAY TO SUCCESS 2020
- LAUNCH OF KLIA AEROPOLIS
- GROUND BREAKING OF MITSUI OUTLET PARK KLIA SEPANG PHASE 2

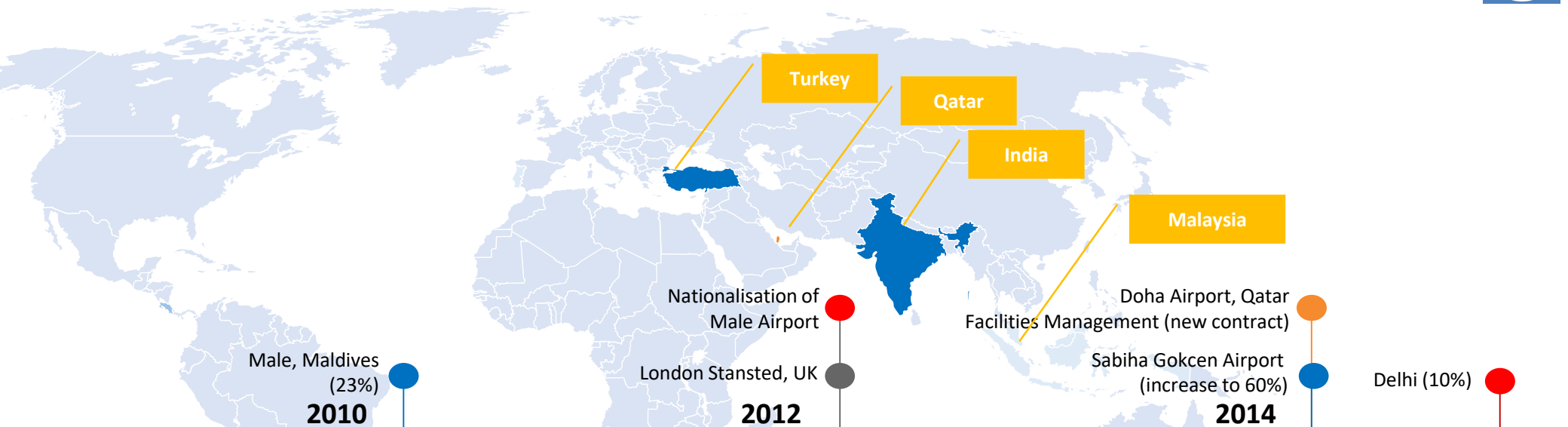
2015

MITSUI OUTLET PARK KLIA SEPANG
OPENING OF MITSUI OUTLET PARK KLIA SEPANG





International record for Malaysia Airports is well recognised



Malaysia Airports' International Journey

Pre-2010

Delhi, India (10%)
Hyderabad, India (11%)
Sabiha Gokcen, Turkey (20%)

Jeddah, Saudi
Astana, Kazakhstan

Cambodia airports
(40%)

2011

Madinah, Saudi

2013

Cebu, Philippines

Doha Airport, Qatar
Facilities Management
Yangon Airport, Myanmar
Tender for development

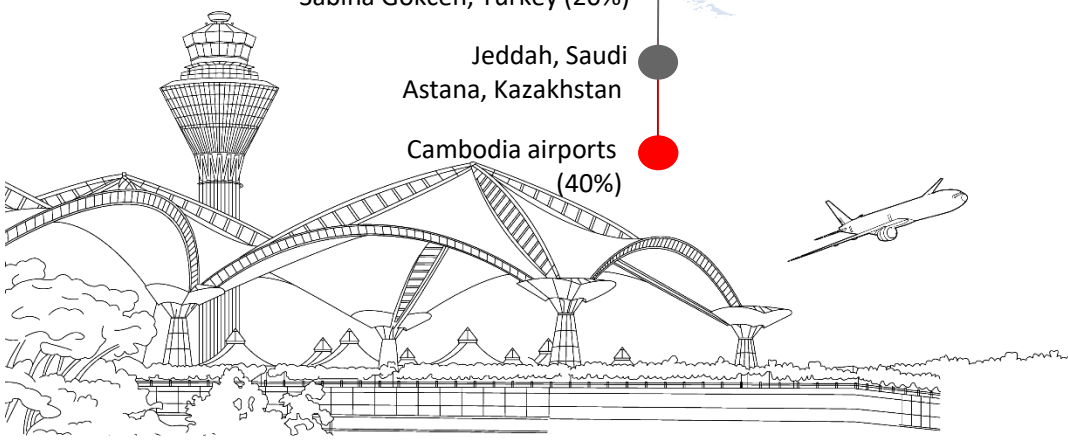
Naypyitaw Airport, Myanmar
Airport certification

2015

Sabiha Gokcen Airport
(increase to 100%)

Doha Airport, Qatar
Facilities Management (new contract)

- Divestment
- Successful airport acquisitions/stake
- Attempted airport bids
- Consultancy



WORLD CLASS AIRPORT OPERATOR

Globally recognized for operational and financial excellence

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



2013
Best Small Airport
(Asia Pacific) – LGK



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



2014
Large Airport of the
Year, Asia Pacific -
KUL



2014
Ranked 3rd in top 10
airports worldwide -
KUL



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



2009
Eagle Award for
Best Airport -
KUL



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



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



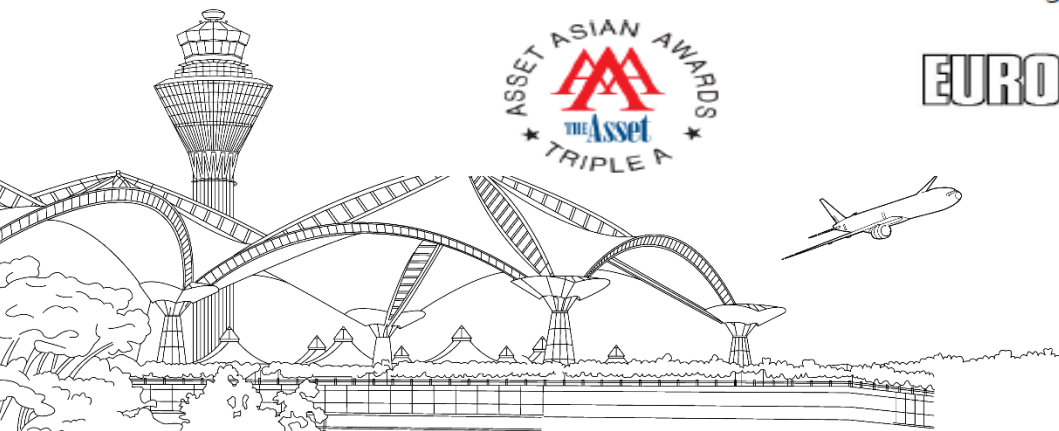
2015
Innovation in Islamic
Finance – RM1.0bil
Perpetual Subordinated
Sukuk



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



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





WHAT WE ACHIEVED IN 2017



2nd Largest Airport Operator for Passenger Movements

112 million passengers across 40 airports



Europe's Fastest Growing Airport for 5 Years Running

19.6% growth in 2015, carrying 28.3 million passengers



Among Top Performing GLCs for Total Shareholder Returns

Cumulative returns of more than 500% throughout the GLC Transformation Program



One of the Biggest Premium Retail Outlet Parks in ASEAN

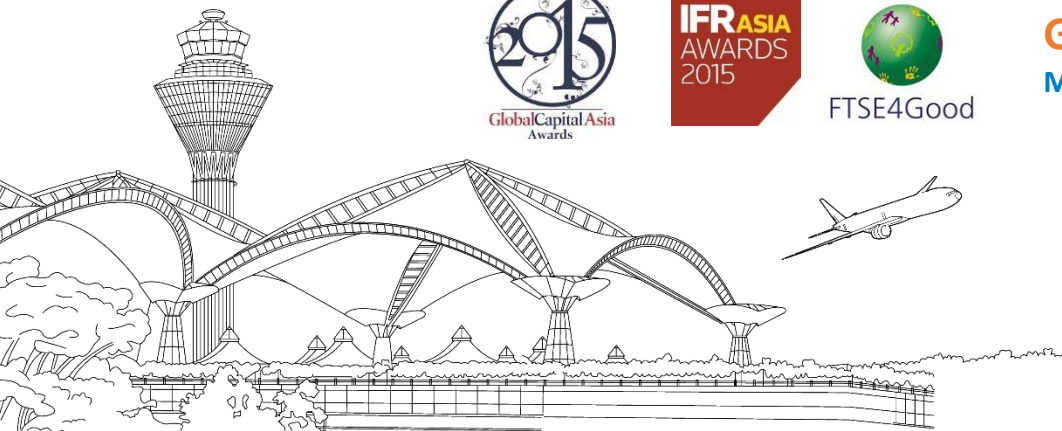
Opening of MOP KLIA is a key catalyst in the KLIA Aeropolis development with 140 shops over 25,000sqm



FTSE4Good

Globally Recognised for Operational & Financial Excellence

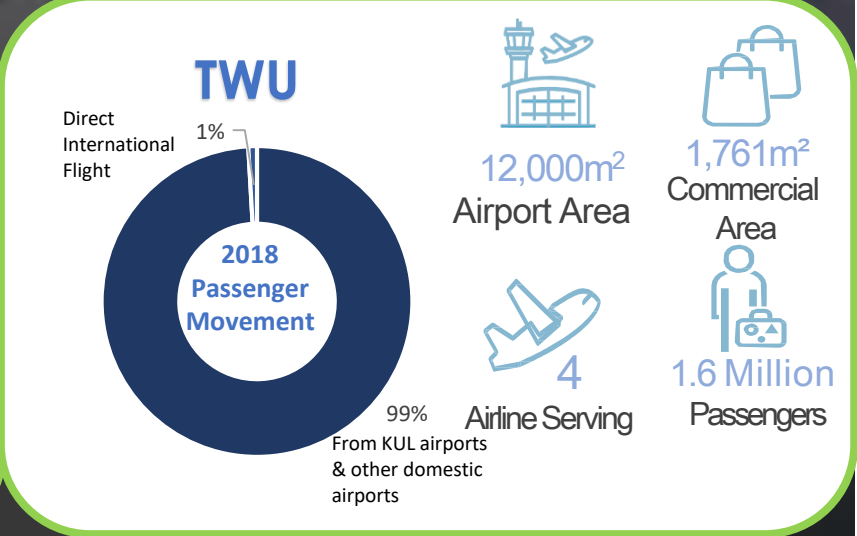
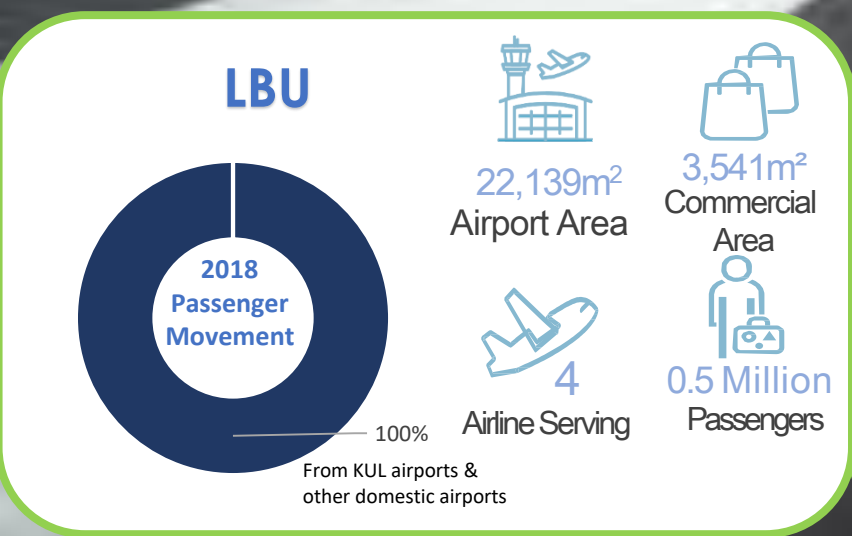
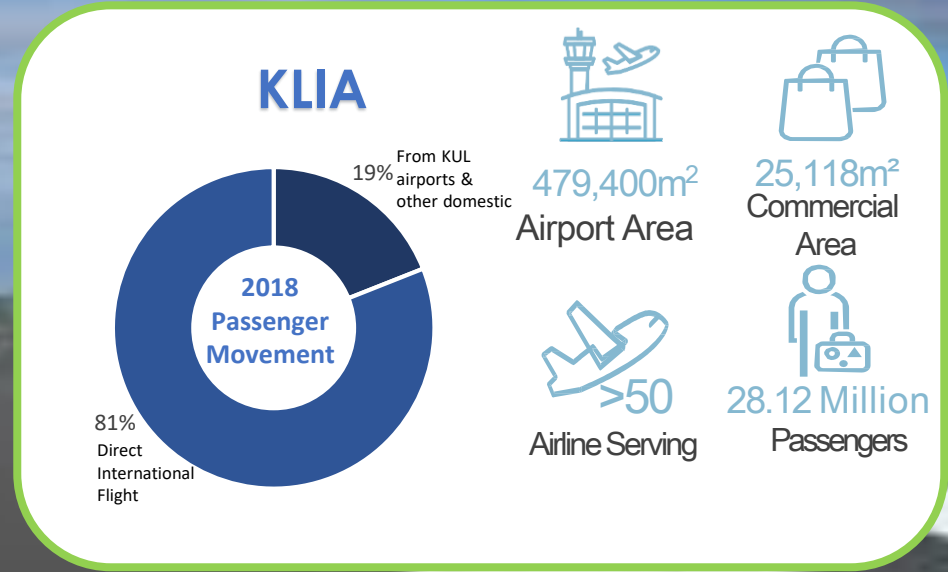
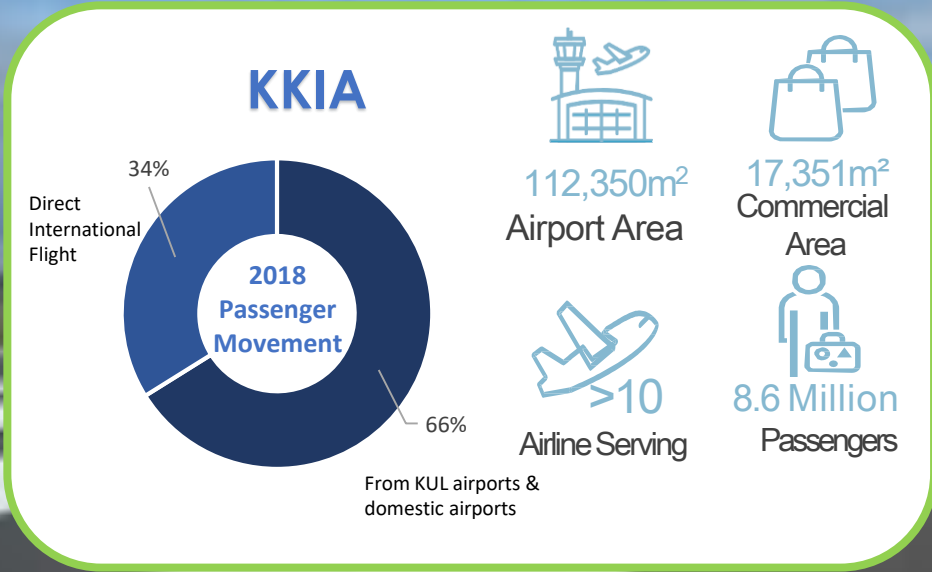
Malaysia Airports continues to be widely acknowledged for its capabilities



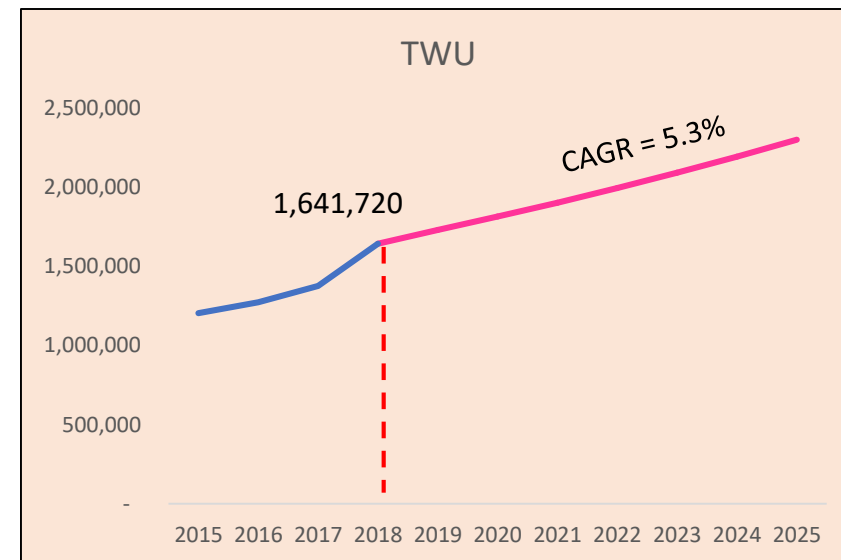
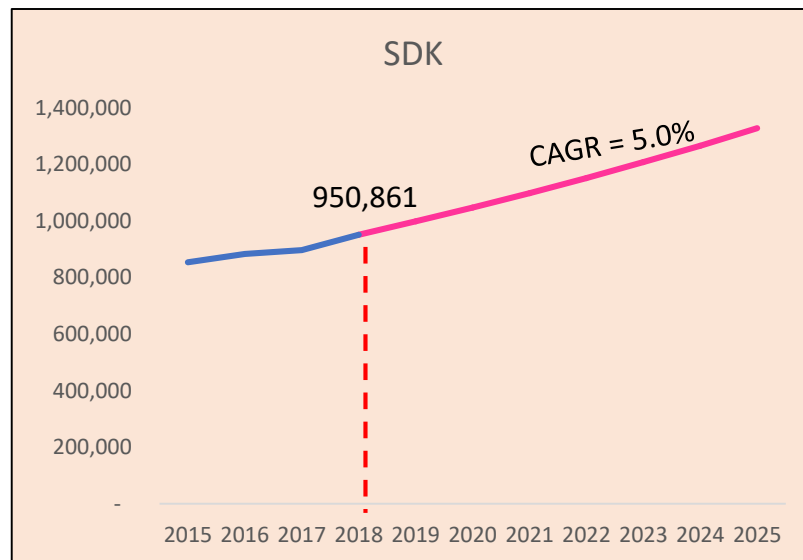
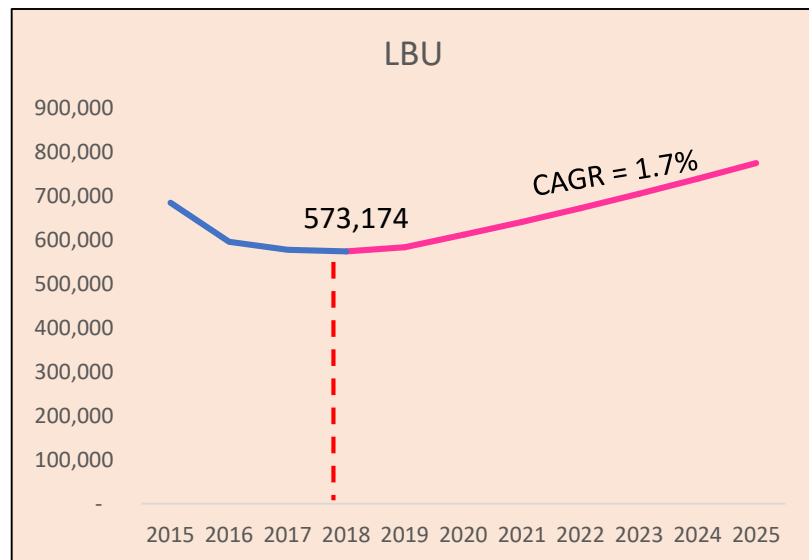
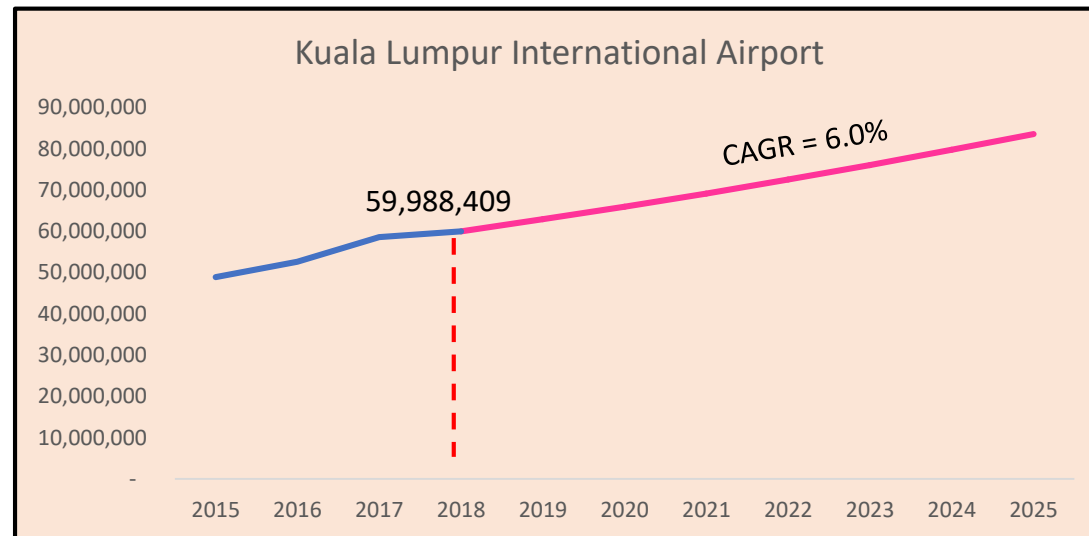
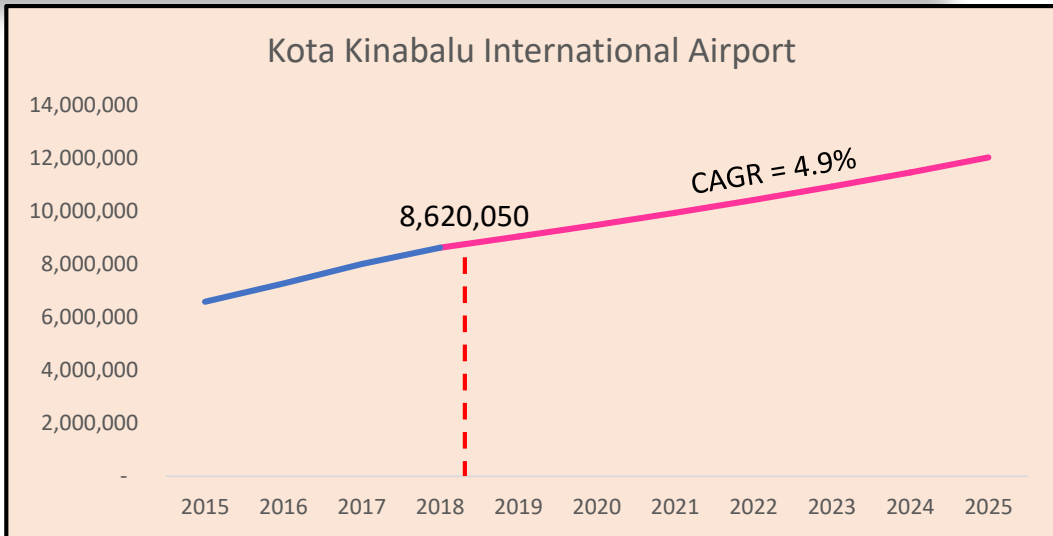
AIRPORT AT A GLANCE

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

LET'S START FLY TO THE  JOURNEY



POISED FOR CONTINUOUS GROWTH



Passenger Movement

Actual

Forecast



KKIA



RM140,528,880
Sales per Year for Retail & F&B

RM22.00
Sales per Passenger



KLIA



RM1,258,697,066
Sales per Year for Retail & F&B

RM28.10
Sales per Passenger

COMMERCIAL TRACK RECORD



LBU



RM17,830,578
Sales per Year for Retail & F&B

RM43
Sales per Passenger



SDK



RM2,955,752
Sales per Year for Retail & F&B

RM4.10
Sales per Passenger



TWU



RM3,135,031
Sales per Year for Retail & F&B

RM2.60
Sales per Passenger



TOP DESTINATIONS

Airport	Domestic	International
KKIA	Kuala Lumpur, Johor Bharu, Kuching, Penang, Sandakan	Singapore, Seoul, Shanghai, Guangzhou
KLIA	Penang, Kuching, Johor, Langkawi, Kota Kinabalu	Singapore, Jakarta, Hong Kong, Denpasar, Bangkok
LBU	Kuala Lumpur, Kota Kinabalu, Miri	
SDK	Kuala Lumpur, Kota Kinabalu, Tawau	
TWU	Kuala Lumpur, Johor Bharu, Kota Kinabalu, Kuching, Sandakan	



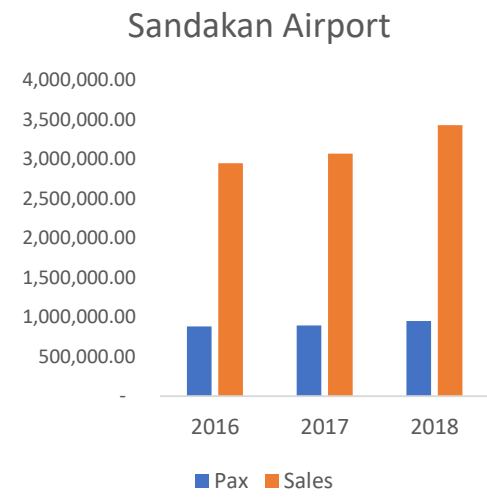
9% AVERAGE GROWTH RATE



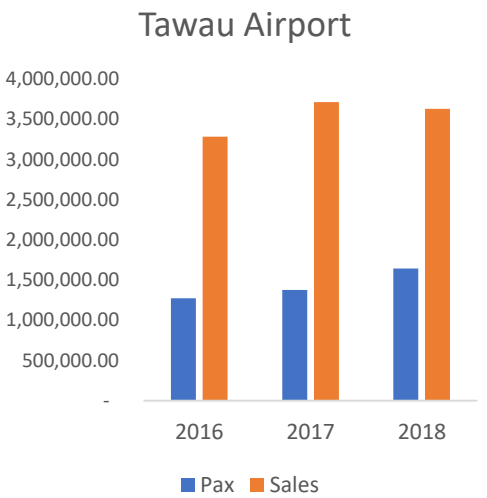
7% AVERAGE GROWTH RATE



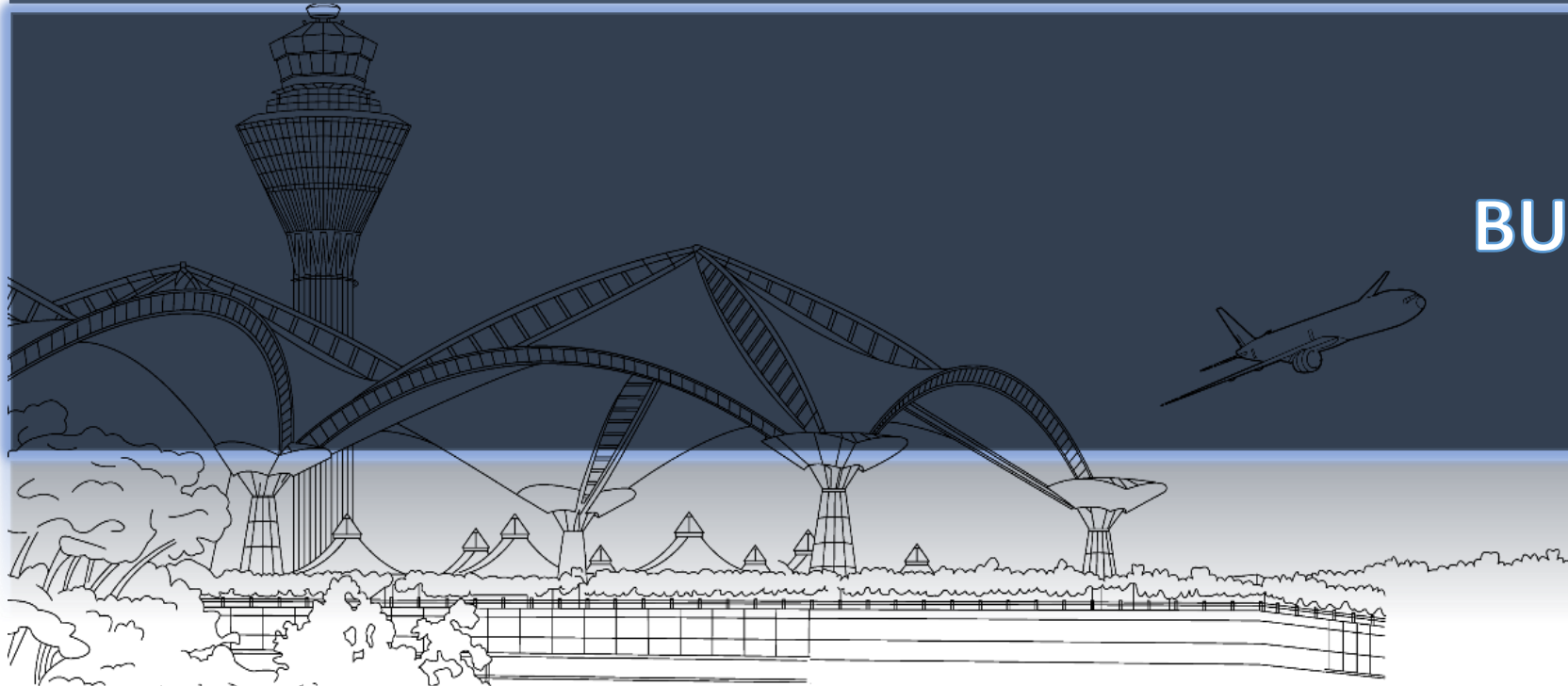
-2% AVERAGE GROWTH RATE



4% AVERAGE GROWTH RATE



14% AVERAGE GROWTH RATE



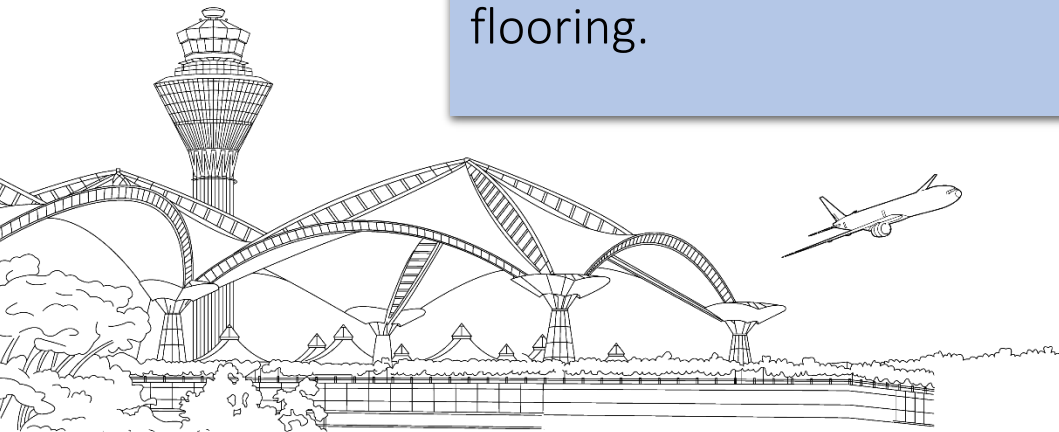
BUSINESS OPPORTUNITIES

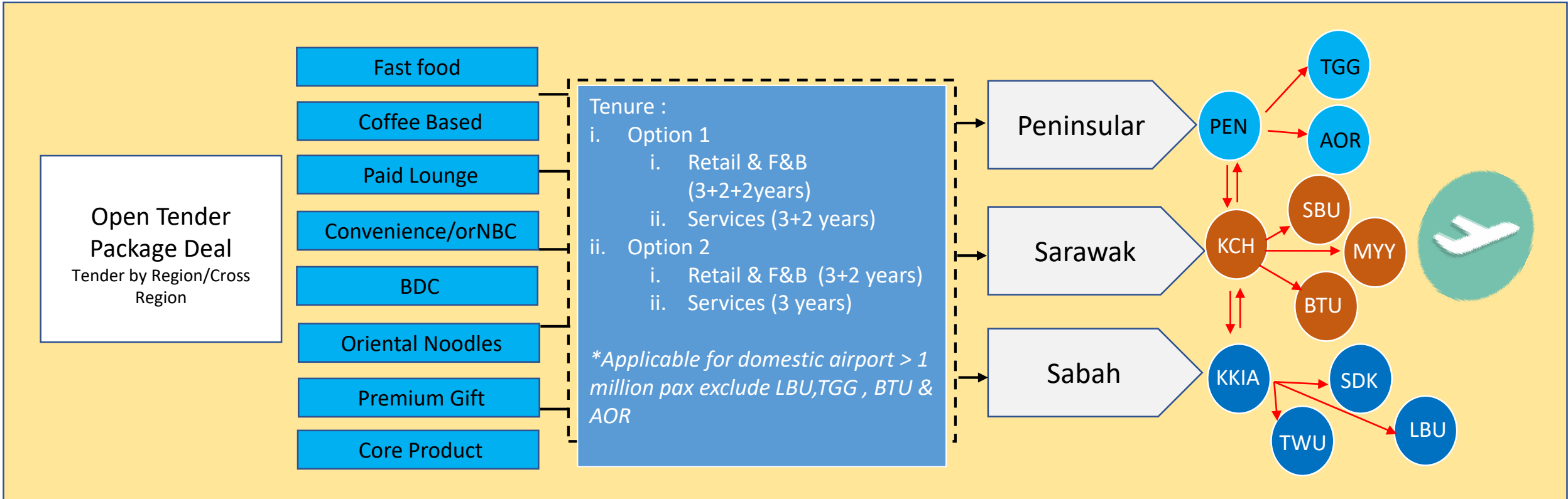
IMPORTANT NOTICE !!!

The Tenderer has inspected (*Site Visit*) and satisfied itself as to the physical condition of the Demised Premises and accepts that the said Demised Premises shall be rented on an "As Is, Where Is" basis. Any upgrades to be made to the outlet from its original conditions shall be borne by the Successful Tenderer.

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

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





**OPTION 1:
PACKAGE DEAL**

- Retail & F&B (3+2+2 years)
- Services (3+2 years)

**OPTION 2:
INDIVIDUAL**

- Retail & F&B (3+2 years)
- Services (3 years)

Package Deal Matrix

Category	HOST Airport	Airport to be Package	Tenure	Tender Timeline	Business Commencement
BDC	<div style="display: flex; justify-content: space-around;"> <div style="background-color: yellow; padding: 2px;">PEN</div> <div style="background-color: lightgray; padding: 2px;">KKIA</div> <div style="background-color: lightblue; padding: 2px;">KCH</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="background-color: yellow; padding: 2px;">KBR</div> <div style="background-color: lightgray; padding: 2px;">SDK/LBU/TWU</div> <div style="background-color: lightblue; padding: 2px;">SBW/MYY</div> </div>	3 +2 Years	Q1 19	Q3 – Q4 19
Fast Food	<div style="display: flex; justify-content: space-around;"> <div style="background-color: yellow; padding: 2px;">KLIA</div> <div style="background-color: lightgray; padding: 2px;">KKIA</div> <div style="background-color: lightblue; padding: 2px;">KCH</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="background-color: yellow; padding: 2px;">TGG</div> <div style="background-color: lightgray; padding: 2px;">SDK/LBU/TWU</div> <div style="background-color: lightblue; padding: 2px;">SBU/MYY</div> </div>	3 +2+ 2 Years	Q1 19	Q3 – Q4 19
Coffee Based	<div style="display: flex; justify-content: space-around;"> <div style="background-color: yellow; padding: 2px;">KLIA</div> <div style="background-color: lightgray; padding: 2px;">KKIA</div> <div style="background-color: lightblue; padding: 2px;">KCH</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="background-color: yellow; padding: 2px;">PEN/TGG/AOR</div> <div style="background-color: lightgray; padding: 2px;">SDK/TWU</div> <div style="background-color: lightblue; padding: 2px;">SBW/MYY</div> </div>	3 + 2 + 2 Years	Q1 19	Q3 – Q4 19
Convenience and/or NBC	<div style="display: flex; justify-content: space-around;"> <div style="background-color: yellow; padding: 2px;">KLIA</div> <div style="background-color: lightgray; padding: 2px;">KKIA</div> <div style="background-color: lightblue; padding: 2px;">KCH</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="background-color: yellow; padding: 2px;">PEN/TGG</div> <div style="background-color: lightgray; padding: 2px;">SDK/TWU/LBU</div> <div style="background-color: lightblue; padding: 2px;">SBW/MYY/ BTU</div> </div>	3 + 2 + 2 Years	Q1 19	Q3 – Q4 19
Oriental Noodles	<div style="background-color: lightgreen; padding: 2px; text-align: center;">KLIA</div>	<div style="background-color: lightgreen; padding: 2px; text-align: center;">KKIA/LBU/TWU</div>	3 + 2 + 2 Years	Q1 19	Q3 – Q4 19
Premium Gift	<div style="background-color: lightgreen; padding: 2px; text-align: center;">KLIA</div>	<div style="background-color: lightgreen; padding: 2px; text-align: center;">PEN/KKIA/KCH/LGK</div>	3 + 2 + 2 Years	Q1 19	Q3 – Q4 19
Core Product (L&T)	<div style="background-color: lightgreen; padding: 2px; text-align: center;">KKIA</div>	<div style="background-color: lightgreen; padding: 2px; text-align: center;">KCH/LBU</div>	3 + 2 + 2 Years	Q1 19	Q3 – Q4 19

Legend :



Nationwide



Peninsular Only



Sabah Only



Sarawak Only



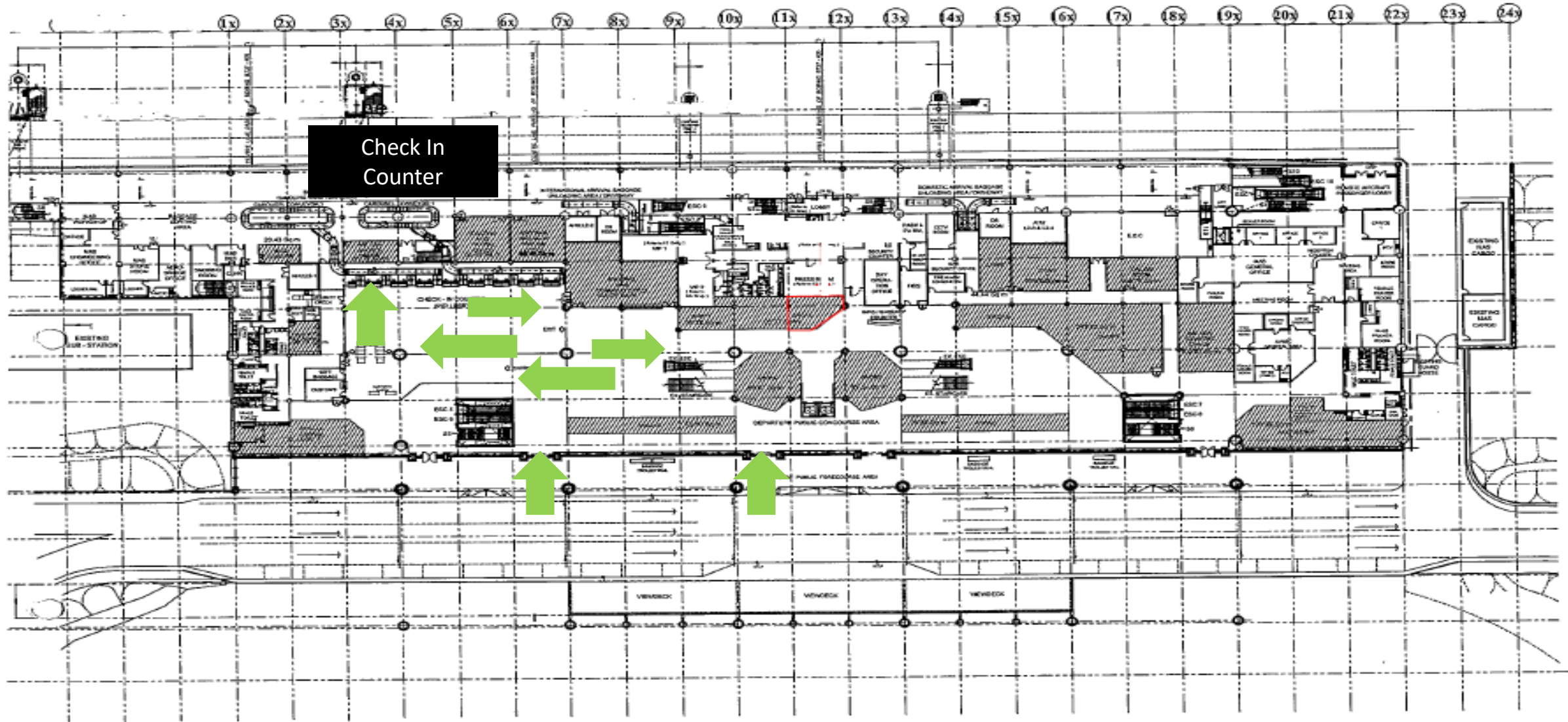
PASSENGER FLOW OF DOMESTIC AIRPORT



LABUAN AIRPORT PASSENGER FLOW

DEPARTURE LEVEL – LEVEL 2

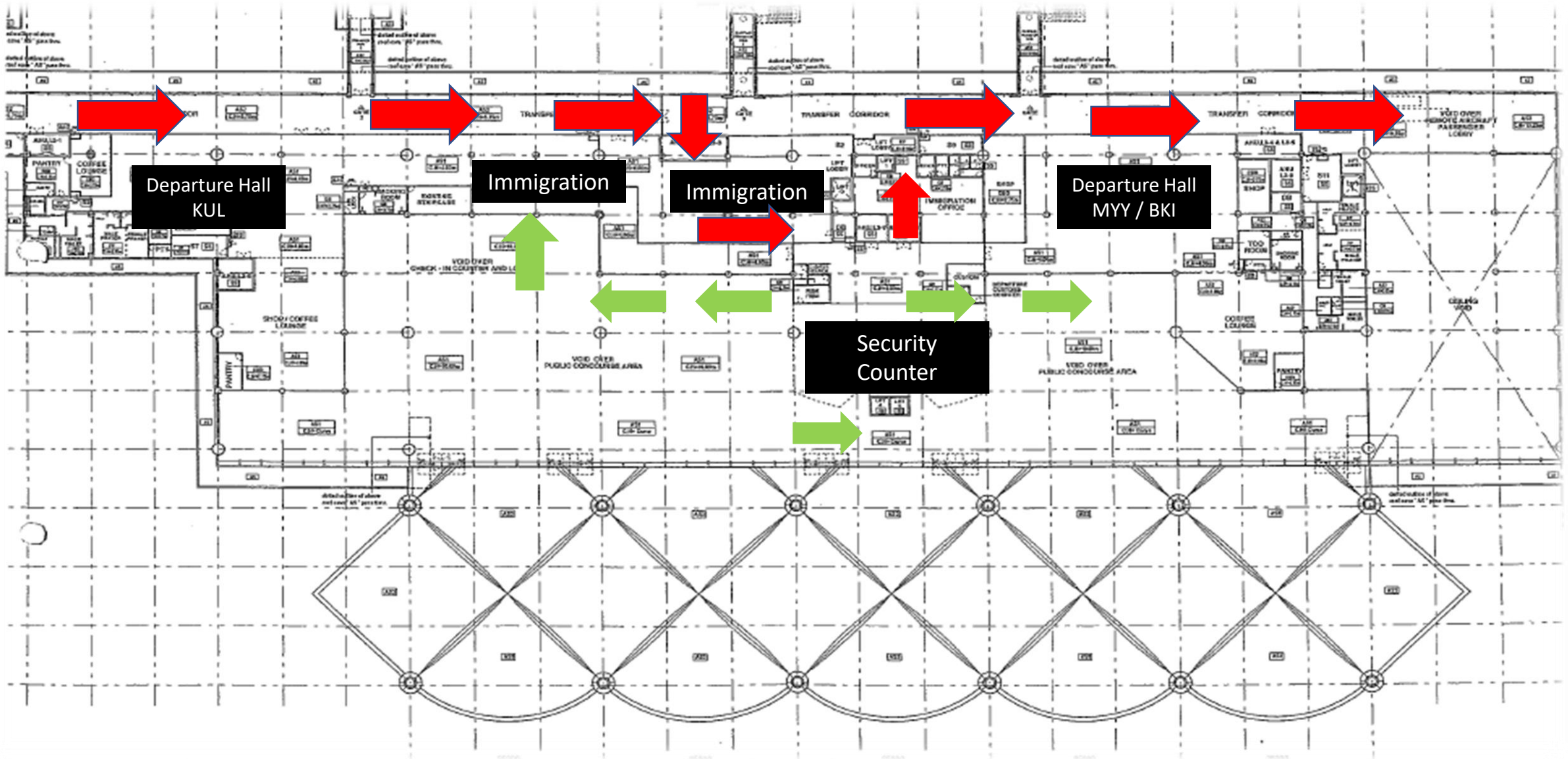
Level 2, Labuan Airport



LEVEL 2 FLOOR PLAN

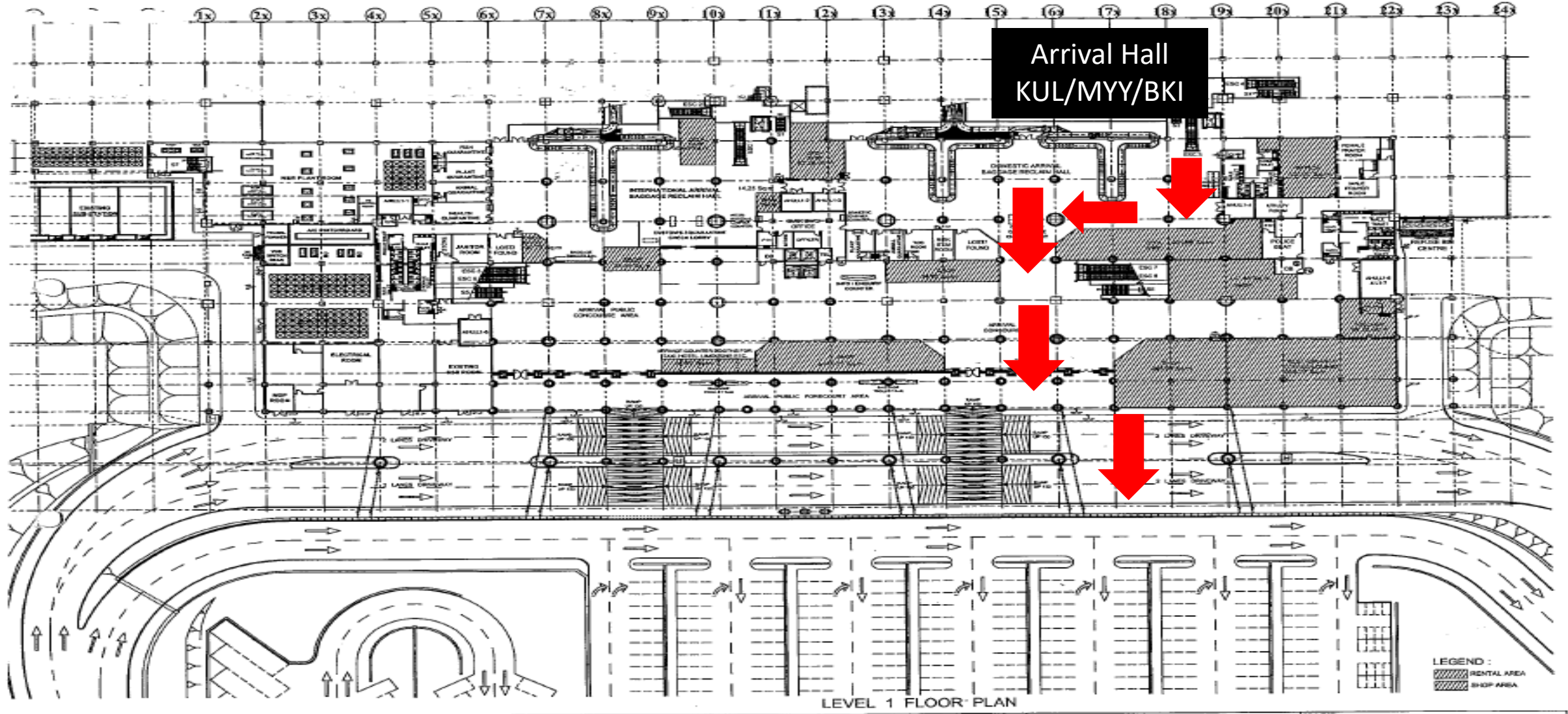
DEPARTURE AIRSIDE – MEZZANINE LEVEL

Labuan Airport



ARRIVAL LEVEL – GROUND FLOOR (LEVEL 1)

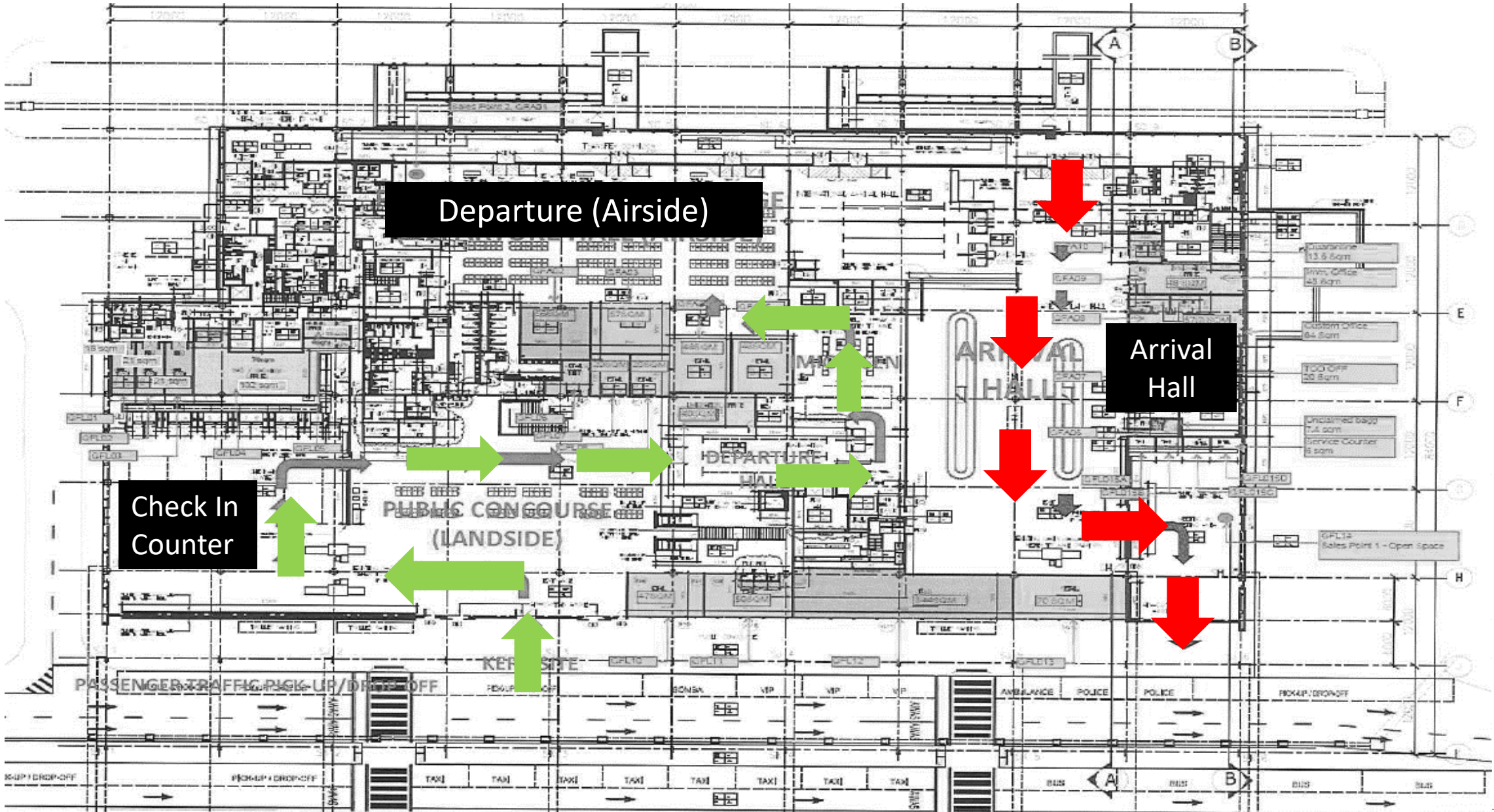
Level 1, Labuan Airport



SANDAKAN AIRPORT PASSENGER FLOW

DEPARTURE/ARRIVAL LEVEL – GROUND FLOOR

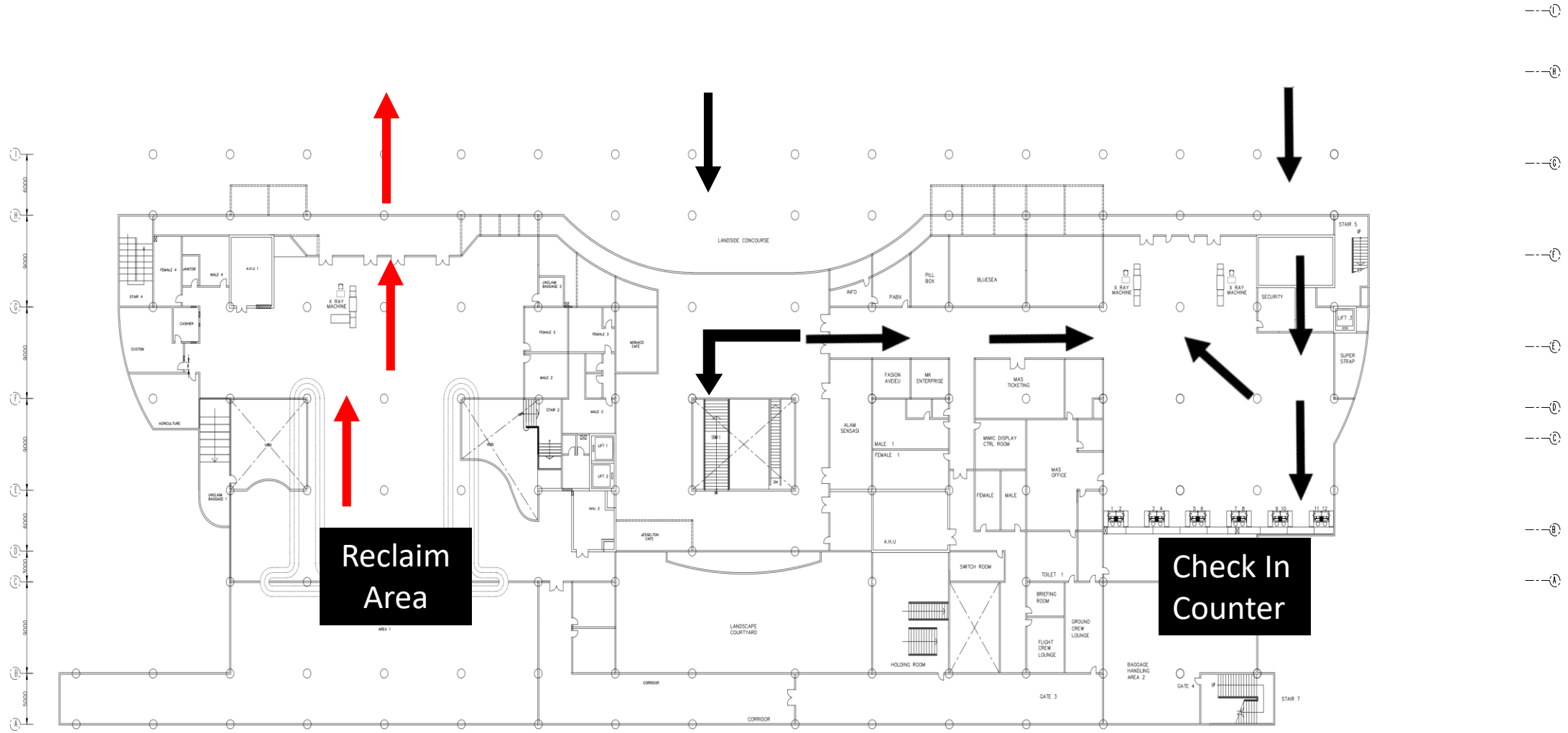
Sandakan Airport



TAWAU AIRPORT PASSENGER FLOW

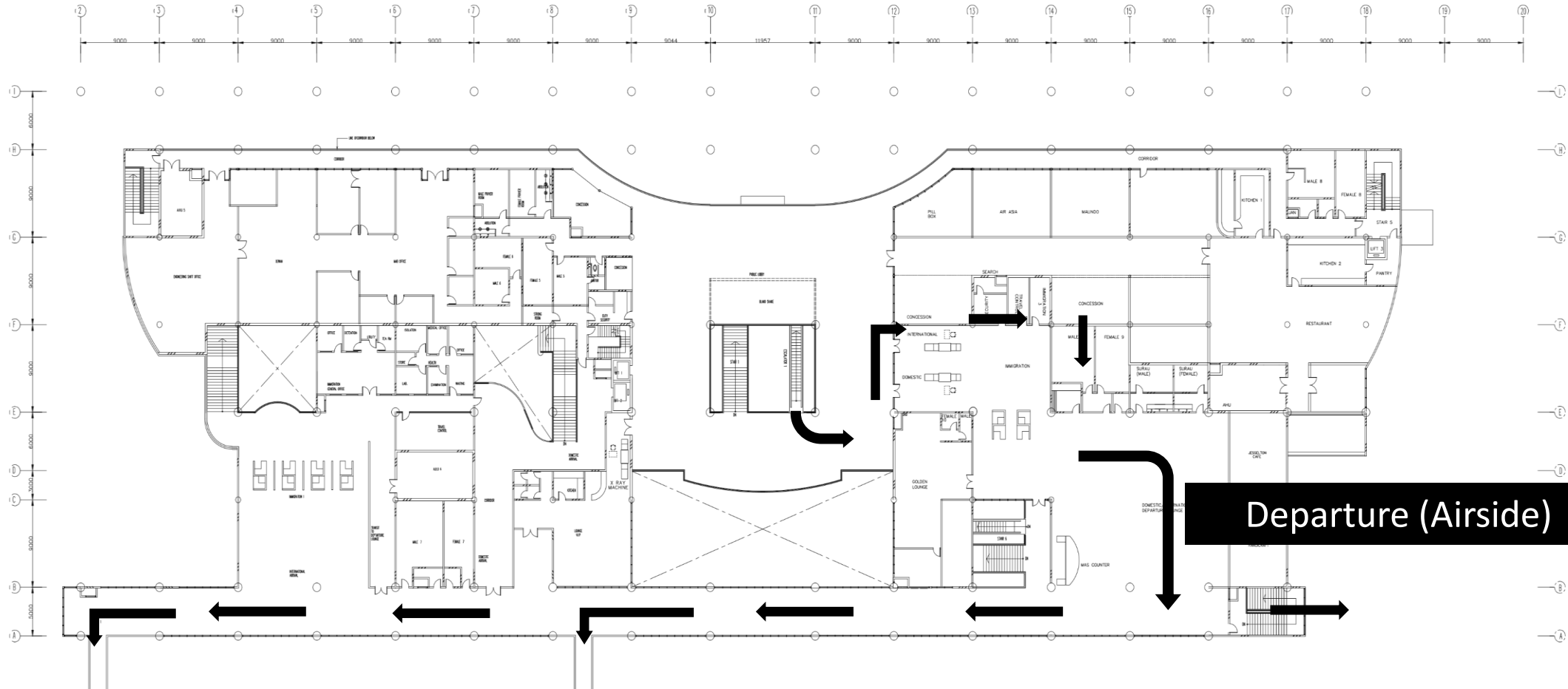
DEPARTURE/ARRIVAL LEVEL – GROUND FLOOR

Tawau Airport



DEPARTURE AIRSDIE – LEVEL 1

Tawau Airport



TERMINAL BUILDING FIRST FLOOR

Category

Host Airport

International Airport

Domestic Airport

PACKAGE DEAL 1

- KLIA – Arrival Hall (Landside)

- Nil

- TGG (1 OUTLET)

PACKAGE DEAL 2

- KCH – Arrival Hall (Landside)

- Nil

- MYY (1OUTLET)

PACKAGE DEAL 3

- KCH – Arrival Hall (Landside)

- Nil

- SBW (1 Outlet)

PACKAGE DEAL 4

- KKIA– Departure Hall (Landside)

- KKIA – Domestic Airside (Gate 9)

- LBU (1 OUTLET)
- TWU (TBC)

PACKAGE DEAL 5

- KKIA– Arrival Hall (Landside)

- KKIA – Domestic Airside (GATE 3)

- SDK (1 OUTLET)

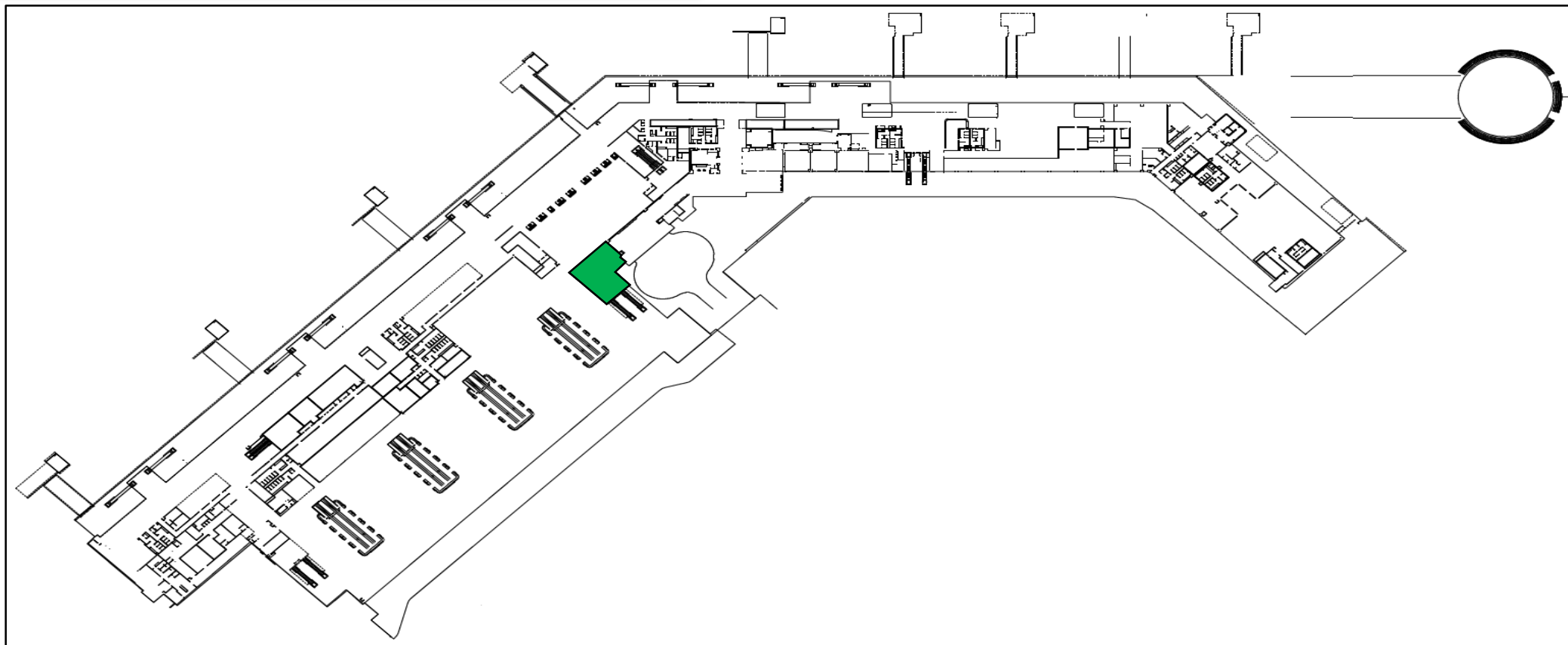
PACKAGE WITH



TENDER NO	CATEGORY	AIRPORT	PACKAGED DEAL		INDIVIDUAL	SIZE (SQM)	FIXED ROYALTY	VARIABLE ROYALTY
MAHB- MASB/T/06/2019	FOOD & BEVERAGE – FAST FOOD	KKIA	L3L14	Packaged Deal 1	L3L14	263.00	1%	18%
		KKIA	L2A40 & L2A41		L2A40 & L2A41	425.40	1%	18%
		Labuan	L1L04 & L1L04(A)		L1L04 & L1L04(A)	350.00 & 7.00	NA	15%
		Tawau	TBC		TBC	250.00	NA	15%
MAHB- MASB/T/07/2019		KKIA	L1L04 & L1L05	Packaged Deal 2	L1L04 & L1L05	327.00	1%	18%
		KKIA	L2A03		L2A03	210.00	1%	18%
		Sandakan	MZL02		MZL02	496.00	NA	15%

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T/06
(Fast Food)



Lot No: L3L14

Location: Level 3, Public Concourse,
Departure Level (Landside),
Kota Kinabalu International Airport.

Size: Approximately 263.00Sqm

Product Description:

Brand name fast food restaurant chain which is an establish brand name in the local and/or international market. The concept shall depict a lifestyle fast food restaurant catering to all markets segment with value for money propositions.

Indicative Rental : RM423 – RM444

Fixed Royalty : 1%

Variable Royalty : 18%

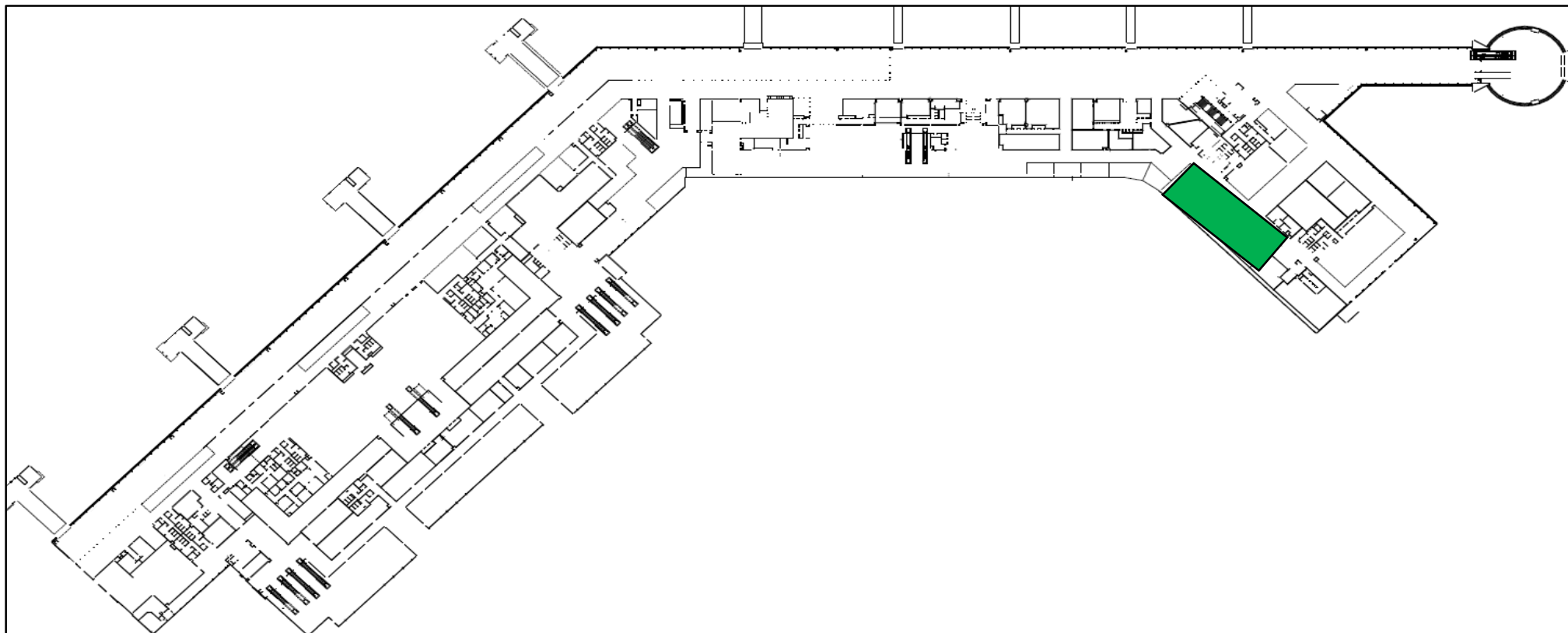
Tenancy of Period

1) **Packaged Deal** :3+2+2 Years

2) **Individual** :3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T06
(Fast Food)



Lot No: L2A40 & L2A41

Location: Level 2, Domestic Departure
(Airside),

Kota Kinabalu International Airport.

Size: Approximately 425.40 Sqm

Product Description:

Brand name fast food restaurant chain which is an establish brand name in the local and/or international market. The concept shall depict a lifestyle fast food restaurant catering to all markets segment with value for money propositions.

Indicative Rental : RM48 – RM50

Fixed Royalty : 1%

Variable Royalty : 18%

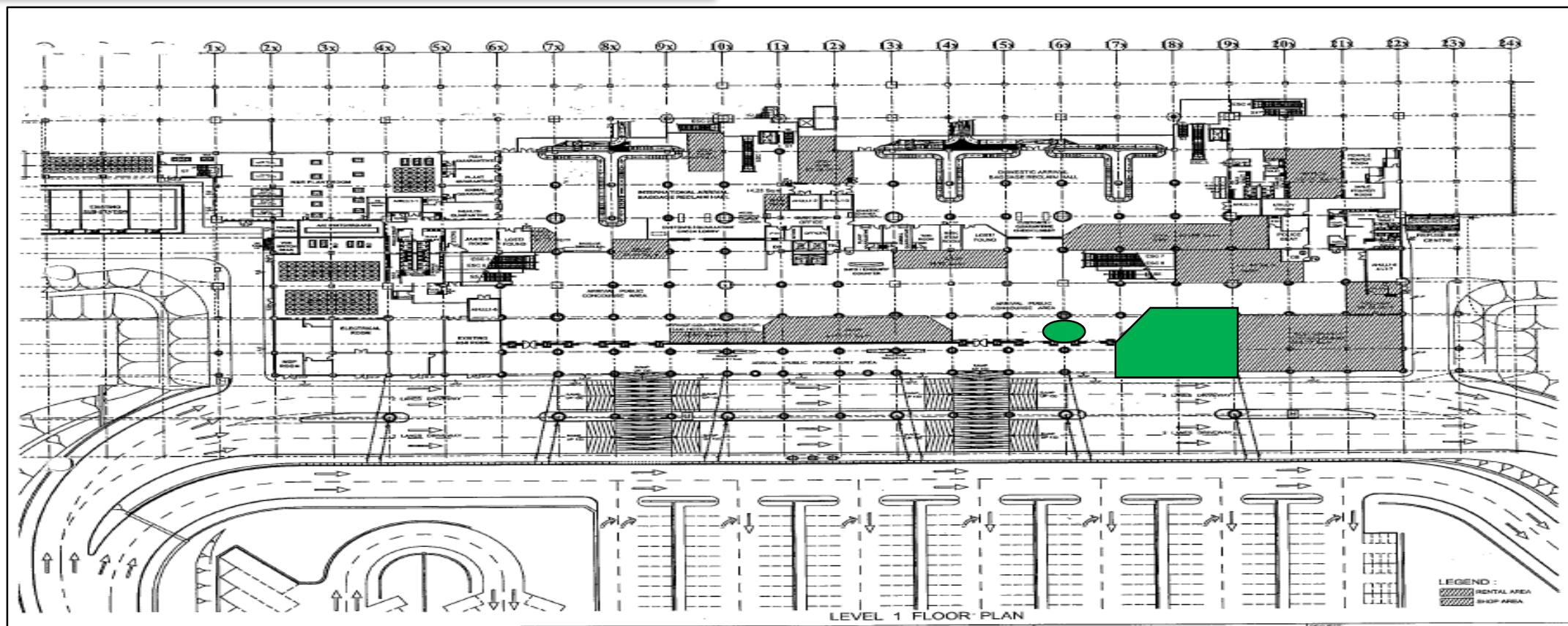
Tenancy of Period

1) **Packaged Deal** :3+2+2 Years

2) **Individual** :3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T06
(Fast Food)



Lot No: L1L04 & L1L04(A)

Location: Level 1, Arrival Level (Landside),

Labuan Airport

Size: Approximately 350.00 Sqm & 7.00 Sqm

Product Description:

Brand name fast food restaurant chain which is an establish brand name in the local and/or international market. The concept shall depict a lifestyle fast food restaurant catering to all markets segment with value for money propositions.

Indicative Rental : RM31 – RM33

Fixed Royalty : NA

Variable Royalty : 15%

Tenancy of Period

1) **Packaged Deal :** 3+2+2 Years

2) **Individual :** 3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T06
(Fast Food)



Lot No: TBC

Location: Tawau

Size: Approximately 250.00 Sqm

* Size and location is subject to change

Product Description:

Brand name fast food restaurant chain which is an establish brand name in the local and/or international market. The concept shall depict a lifestyle fast food restaurant catering to all markets segment with value for money propositions.

Indicative Rental : RM31 – RM33

Fixed Royalty : NA

Variable Royalty : 15%

Tenancy of Period

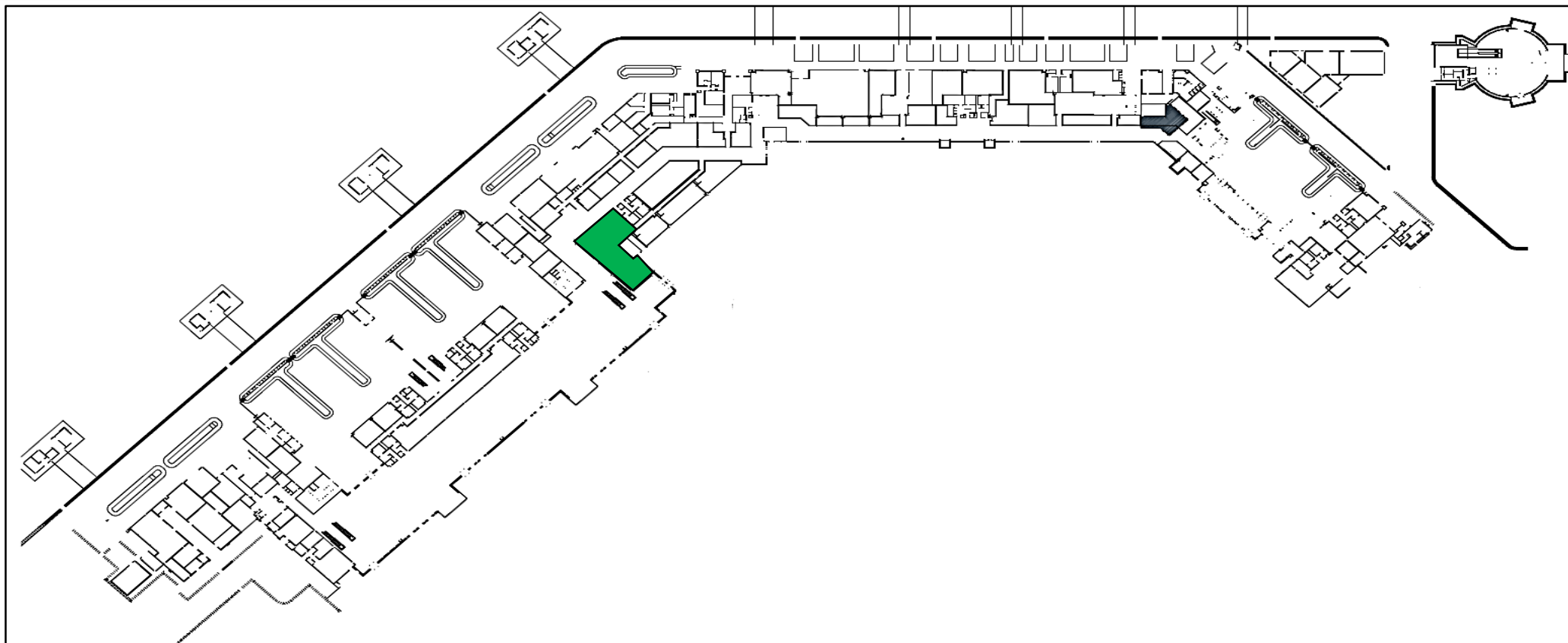
1) **Packaged Deal** :3+2+2 Years

2) **Individual** :3+2 Years

SABAH
PD 2

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T/07
(Fast Food)



Lot No: L1L04 & L1L05

Location: Level 1, Public Concourse
(Landside),

Kota Kinabalu International Airport

Size: Approximately 327.00 Sqm

Product Description:

Brand name fast food restaurant chain which is an establish brand name in the local and/or international market. The concept shall depict a lifestyle fast food restaurant catering to all markets segment with value for money propositions.

Indicative Rental : RM328 – RM365

Fixed Royalty : 1%

Variable Royalty : 18%

Tenancy of Period

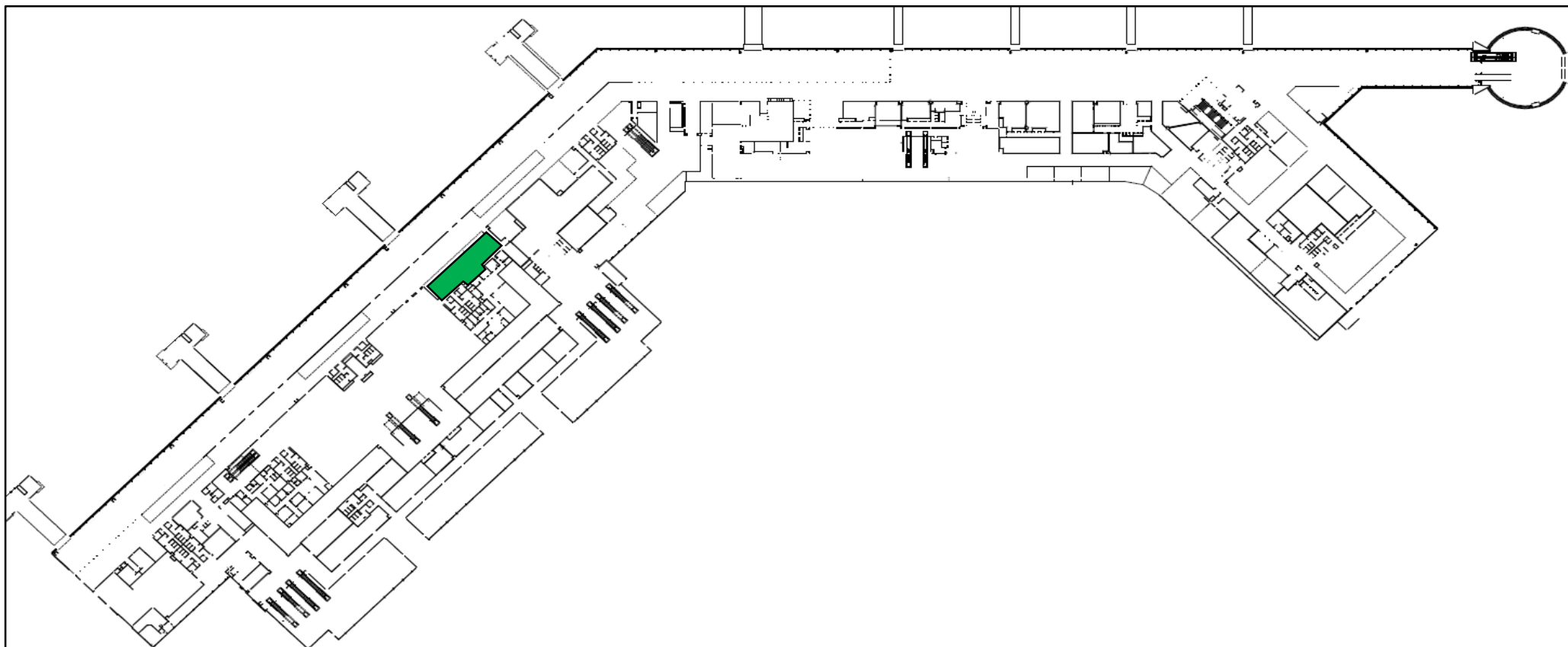
1) **Packaged Deal** :3+2+2 Years

2) **Individual** :3+2 Years

SABAH
PD 2

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T/07
(Fast Food)



Lot No: L2A03

Location: Level 2, Domestic
Departure/ Arrival (Airside), Kota
Kinabalu International Airport

Size: Approximately 210.00 Sqm

Product Description:

Brand name fast food restaurant chain which is an establish brand name in the local and/or international market. The concept shall depict a lifestyle fast food restaurant catering to all markets segment with value for money propositions.

Indicative Rental : RM48 – RM50

Fixed Royalty : 1%

Variable Royalty : 18%

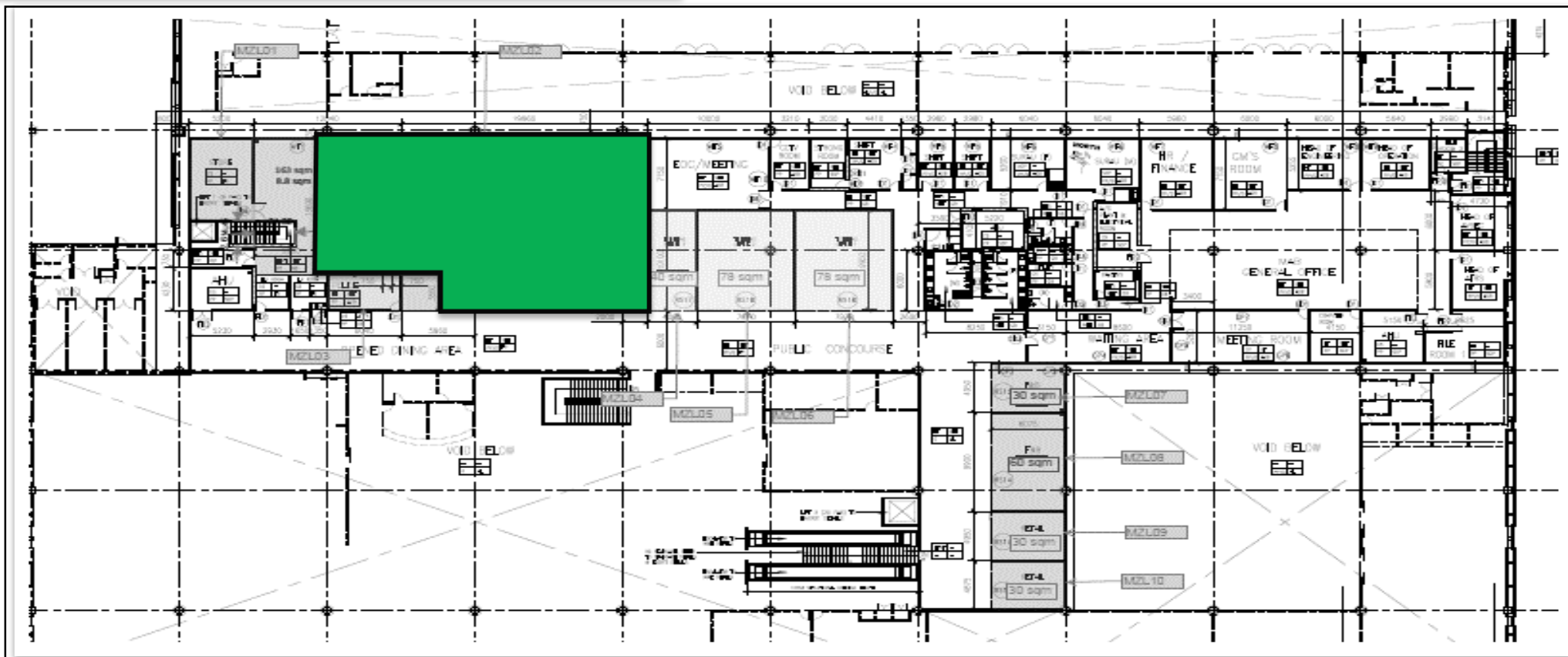
Tenancy of Period

1) Packaged Deal : 3+2+2 Years

2) Individual : 3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T/07
(Fast Food)



Lot No: MZL02

Location: Mezzanine Level (Landside),
Sandakan Airport

Size: Approximately 496.00 Sqm

Product Description:

Brand name fast food restaurant chain which is an establish brand name in the local and/or international market. The concept shall depict a lifestyle fast food restaurant catering to all markets segment with value for money propositions.

Indicative Rental : RM31 – RM33

Fixed Royalty : NA

Variable Royalty : 15%

Tenancy of Period

1) **Packaged Deal :** 3+2+2 Years

2) **Individual :** 3+2 Years

Category	Host Airport	International Airport	Domestic Airport
PACKAGE DEAL 1	<ul style="list-style-type: none"> • KLIA – Satellite Building 	<ul style="list-style-type: none"> • Nil 	<ul style="list-style-type: none"> • TGG (2 outlets)
PACKAGE DEAL 2	<ul style="list-style-type: none"> • PEN- Public Concourse 	<ul style="list-style-type: none"> • Nil 	<ul style="list-style-type: none"> • AOR
PACKAGE DEAL 3	<ul style="list-style-type: none"> • KKIA – International Airside 	<ul style="list-style-type: none"> • Nil 	<ul style="list-style-type: none"> • SDK (1 OUTLET) • TWU (TBC)
PACKAGE DEAL 4	<ul style="list-style-type: none"> • KCH – Departure Hall (Landside) 	<ul style="list-style-type: none"> • Nil 	<ul style="list-style-type: none"> • SBW (1 outlet) • MYY (1 Outlet)

PACKAGE WITH

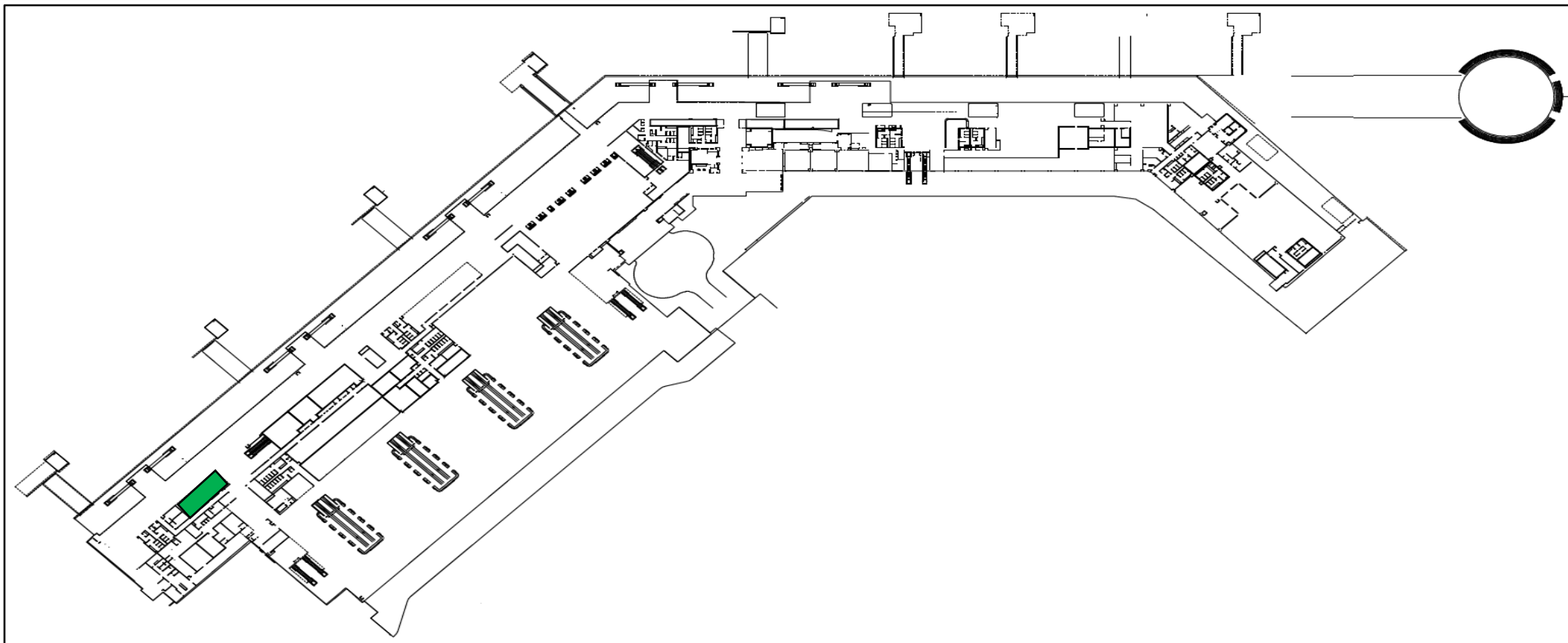


TENDER NO	CATEGORY	AIRPORT	PACKAGED DEAL		INDIVIDUAL	SIZE (SQM)	FIXED ROYALTY	VARIABLE ROYALTY
MAHB- MASB/T/10/2019	FOOD & BEVERAGE – COFFEE BASED	KKIA	L3A01	Packaged Deal 3	L3A01	133.00	1%	18%
		SDK	GFL12		GFL12	144.00	NA	15%
		TWU	TBC		TBC	150	NA	15%

SABAH
PD 1

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T/10
(Coffee Based)



Lot No: L3A01

Location: Level 3, Public Concourse,
Departure Level (Airside),

Kota Kinabalu International Airport

Size: Approximately 133.00 Sqm

Product Description:

Brand name specialty café/restaurant with coffee - based concept. The brand must be an established name in the local and/or travel retail market.

The design must depict a modern concept with appealing leisure lifestyle inspiration that appeals middle-upper market segment and fitting to be present at a super prime area.

Indicative Rental : RM290 – RM304

Fixed Royalty : 1%

Variable Royalty : 18%

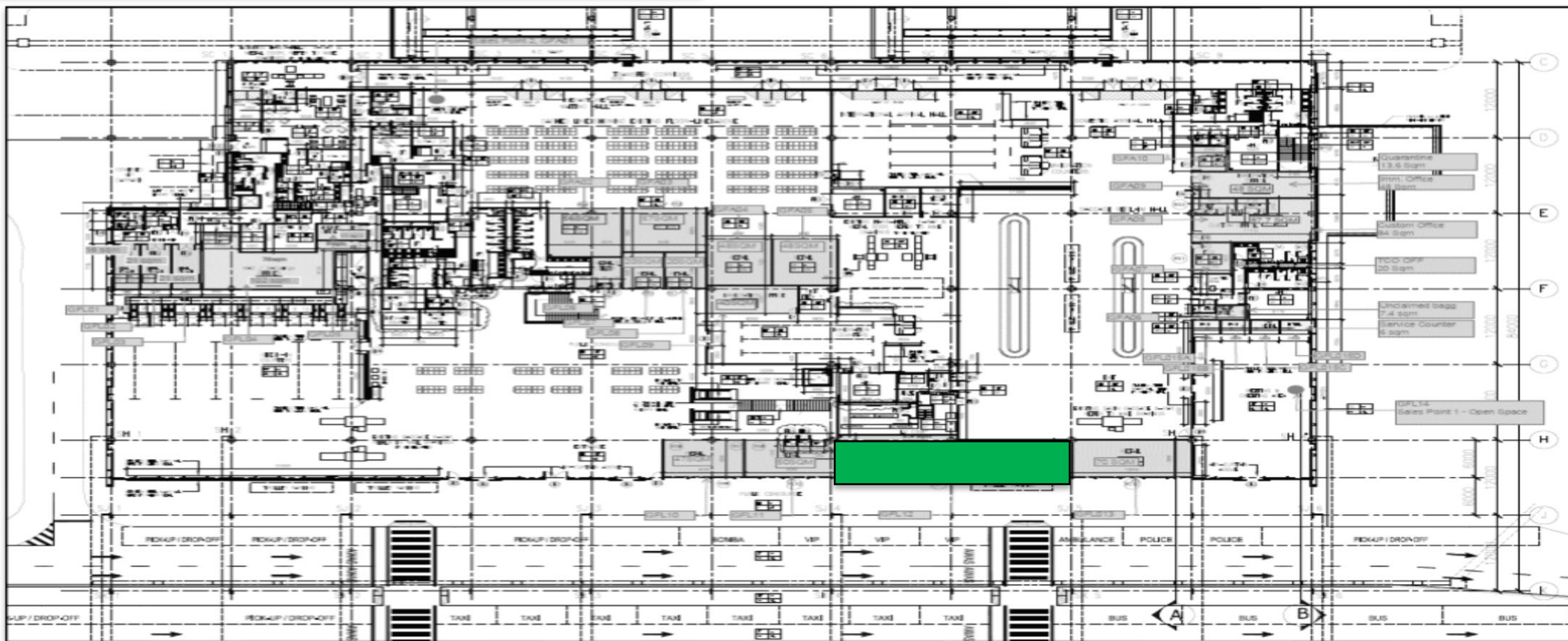
Tenancy of Period

1) **Packaged Deal** :3+2+2 Years

2) **Individual** :3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet - T/10
(Coffee Based)



Lot No: GFL12

Location: Ground Floor, Kerbside
(Landside), Sandakan Airport

Size: Approximately 144.00 Sqm

Product Description:

Brand name specialty café/restaurant with coffee - based concept. The brand must be an established name in the local and/or travel retail market.

The design must depict a modern concept with appealing leisure lifestyle inspiration that appeals middle-upper market segment and fitting to be present at a super prime area.

Indicative Rental : RM49 – RM51

Fixed Royalty : NA

Variable Royalty : 15%

Tenancy of Period

1) Packaged Deal : 3+2+2 Years

2) Individual : 3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T/10
(Coffee Based)



TO BE CONFIRM

Lot No: TBC

Location: Tawau Airport

Size: Approximately 150 Sqm

***Size and location subject to change**

Product Description:

Brand name specialty café/restaurant with coffee - based concept. The brand must be an established name in the local and/or travel retail market.

The design must depict a modern concept with appealing leisure lifestyle inspiration that appeals middle-upper market segment and fitting to be present at a super prime area.

Indicative Rental : RM85 – RM89

Fixed Royalty : NA

Variable Royalty : 15%

Tenancy of Period

1) Packaged Deal :3+2+2 Years

2) Individual :3+2 Years



CONVENIENCE AND/OR NEWS BOOKS

Category	Host Airport	International Airport	Domestic Airport
PACKAGE DEAL 1	<ul style="list-style-type: none"> • KLIA – Satellite 	<ul style="list-style-type: none"> • PEN (3 outlets) 	<ul style="list-style-type: none"> • TGG (2 Outlets)
PACKAGE DEAL 2	<ul style="list-style-type: none"> • KKIA – Departure Landside/ 	<ul style="list-style-type: none"> • Nil 	<ul style="list-style-type: none"> • LBU (2 Outlets) • TWU
PACKAGE DEAL 3	<ul style="list-style-type: none"> • KKIA – Domestic Airside 	<ul style="list-style-type: none"> • Nil 	<ul style="list-style-type: none"> • SDK
PACKAGE DEAL 4	<ul style="list-style-type: none"> • KCH – Arrival Hall 	<ul style="list-style-type: none"> • Nil 	<ul style="list-style-type: none"> • SBW • MYY • BTU

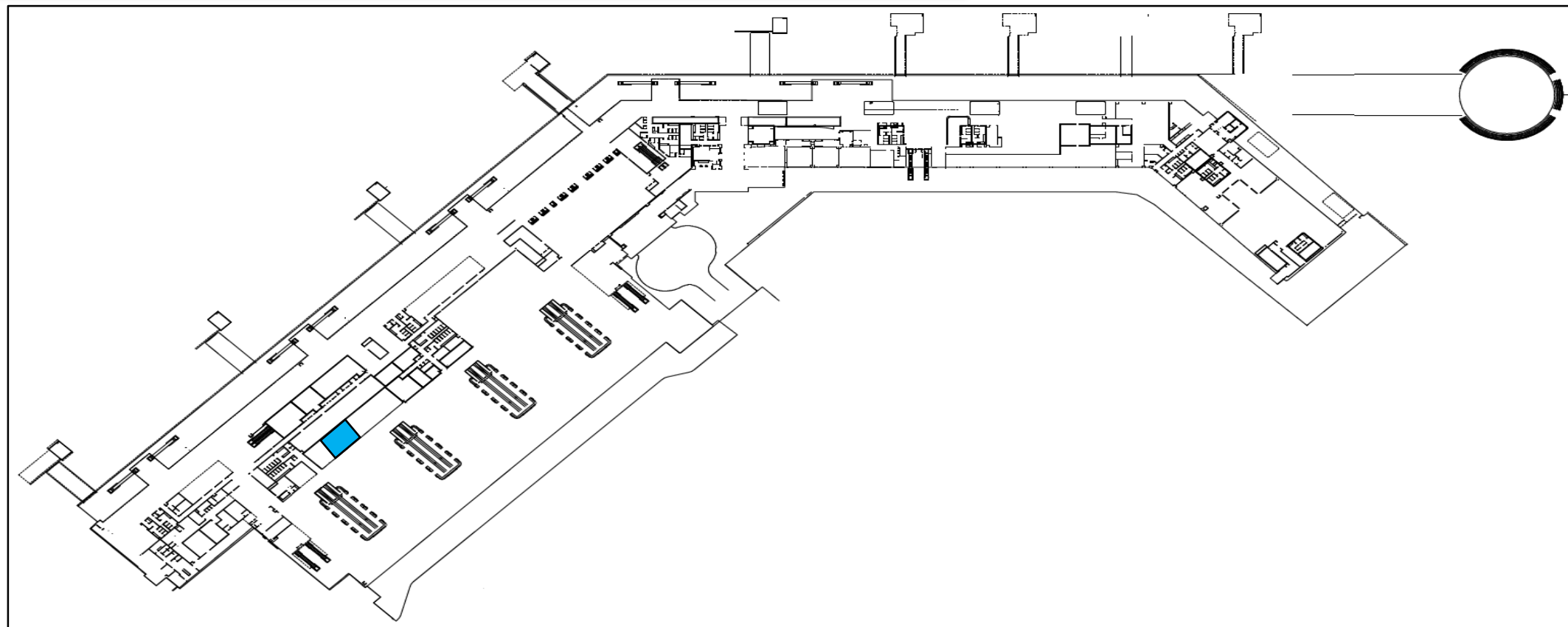


TENDER NO	CATEGORY	AIRPORT	PACKAGED DEAL	INDIVIDUAL	SIZE (SQM)	FIXED ROYALTY	VARIABLE ROYALTY	
MAHB- MASB/T/13/2019	RETAIL OUTLET – CONVENIENCE AND/ OR NEWS BOOK	KKIA	L3L08	Packaged Deal 1	L3L08	84.00	1%	10%
		LBU	1) L2L09 2) L3A13		1) L2L09 2) L3A13	1) 88.26 2) 35.28	NA	10%
		TWU	TBC		TBC	80.00	NA	10%
MAHB- MASB/T/14/2019		KKIA	1) L2A05 2) L2A44	Packaged Deal 2	1) L2A05 2) L2A44	1) 132.54 2) 59.00	1%	10%
		SDK	GFL10 & GFL11		GFL10 & GFL11	97.00	NA	10%

SABAH
PD 1

Tender Outlet for:
Packaged Deal (PD) and Individual

Retail Outlet – T/13 (Convenience and/or News Books)



Lot No: L3L08

Location: Level 3, Public Concourse
(Landside),

Kota Kinabalu International Airport

Size: Approximately 84 sqm

Product Description:

Brand name specialty retail offering of multiple convenience products, unprescribed medication (over the counter), books, magazines, newspaper etc. The product ratio should be a maximum of 30% personal care product and at the minimum of 70% is allocated for the convenience product category. Value for money products offering is an added advantage.

Indicative Rental : RM141 – RM148

Fixed Royalty : 1%

Variable Royalty : 10%

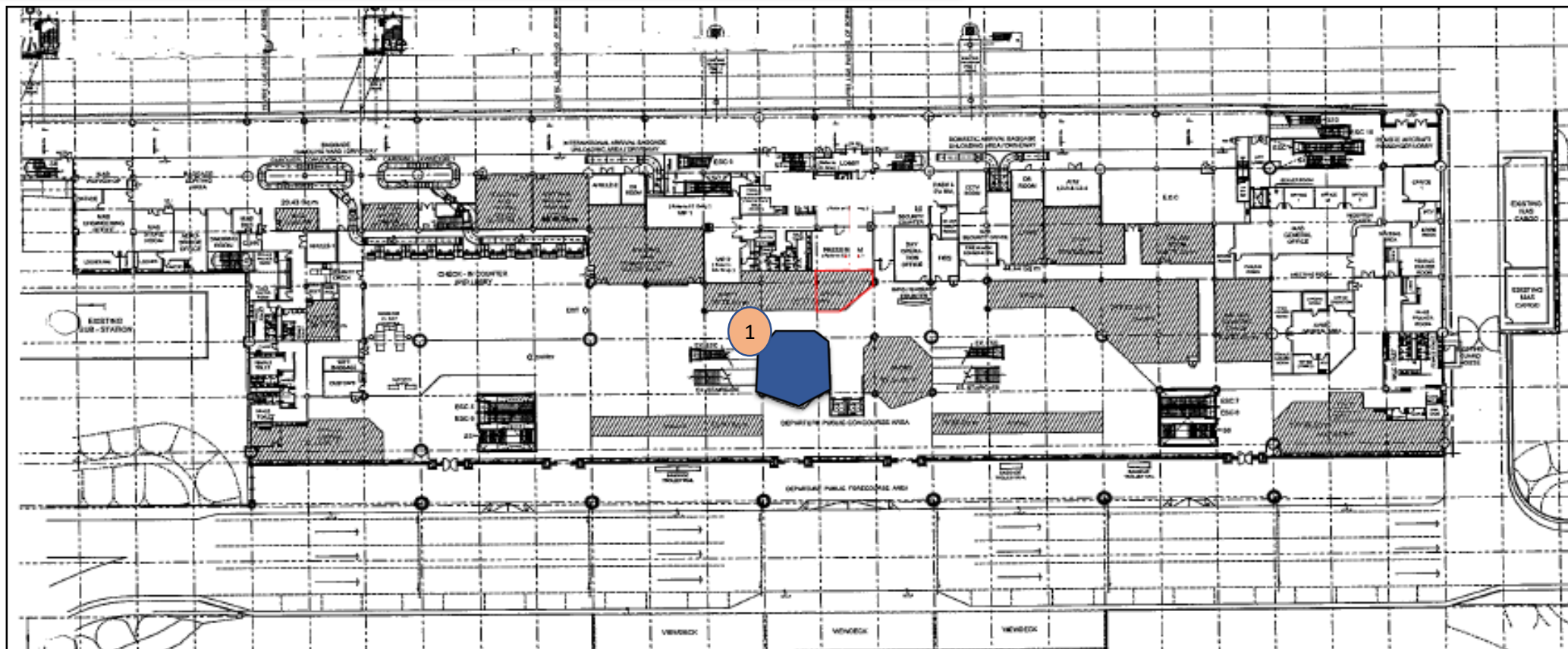
Tenancy of Period

1) **Packaged Deal** :3+2+2 Years

2) **Individual** :3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

Retail Outlet - T/13 (Convenience and/or News Books)



Lot No: L2L09

Location: Level 2, Public Concourse
(Landside), Labuan Airport.

Size: Approximately 88.26 sqm

Product Description:

Brand name specialty retail offering of multiple convenience products, unprescribed medication (over the counter), books, magazines, newspaper etc. The product ratio should be a maximum of 30% personal care product and at the minimum of 70% is allocated for the convenience product category. Value for money products offering is an added advantage.

**** INDIVIDUAL : L2L09 and L3A13 consider as one(1) outlet tender.**

Indicative Rental : RM54 – RM56

Fixed Royalty : NA

Variable Royalty : 10%

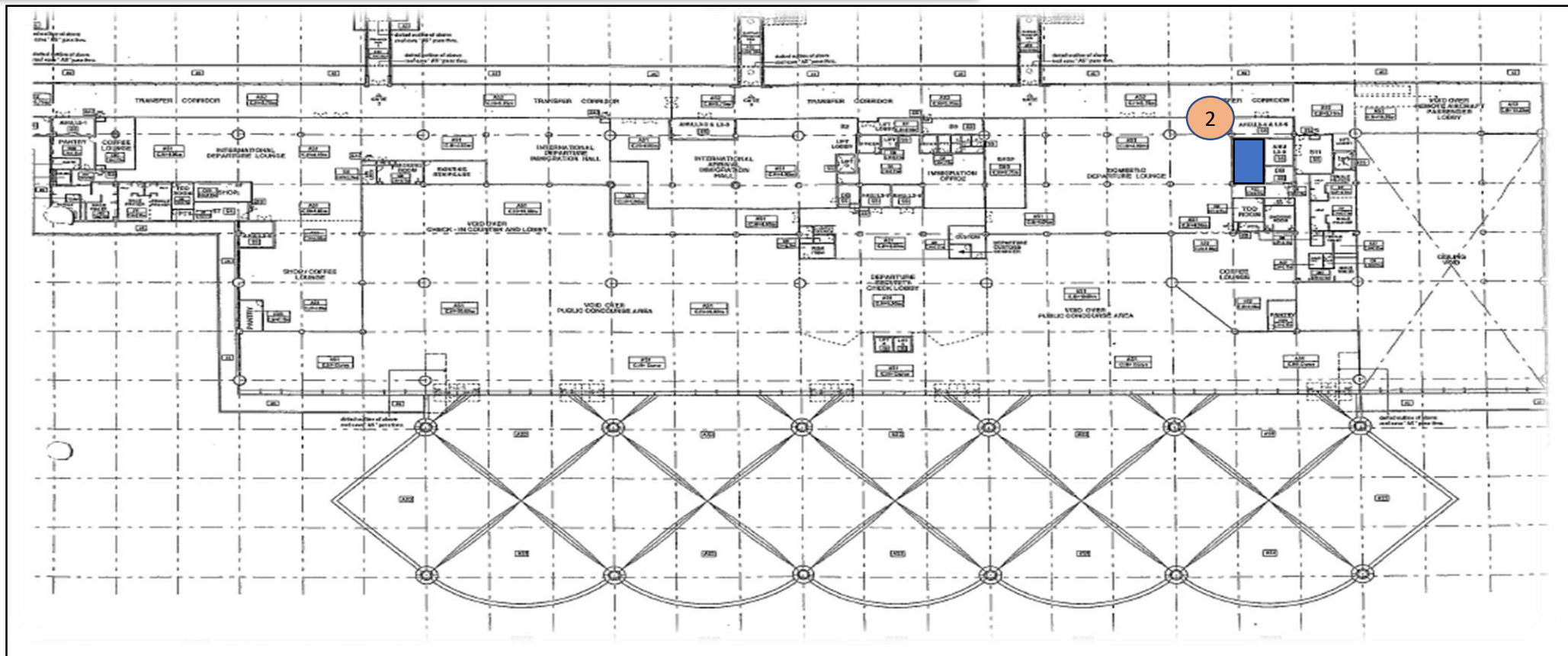
Tenancy of Period

1) Packaged Deal : 3+2+2 Years

2) Individual : 3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

Retail Outlet – T/13 (Convenience and/or News Books)



Lot No: L3A13

Location: Level 3, Domestic Departure
(Airside), Labuan Airport.

Size: Approximately 35.28 Sqm

Product Description:

Brand name specialty retail offering of multiple convenience products, unprescribed medication (over the counter), books, magazines, newspaper etc. The product ratio should be a maximum of 30% personal care product and at the minimum of 70% is allocated for the convenience product category. Value for money products offering is an added advantage.

**** INDIVIDUAL : L2L09 and L3A13 consider as one(1) outlet tender.**

Indicative Rental : RM60 – RM63

Fixed Royalty : NA

Variable Royalty : 10%

Tenancy of Period

1) Packaged Deal : 3+2+2 Years

2) Individual : 3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

Retail Outlet – T/13 (Convenience and/or News Books)



Lot No: TBC
Location: Tawau
Size: Approximately 80.00 Sqm
** Size and location subject to change.*

Product Description:

Brand name specialty retail offering of multiple convenience products, unprescribed medication (over the counter), books, magazines, newspaper etc. The product ratio should be a maximum of 30% personal care product and at the minimum of 70% is allocated for the convenience product category. Value for money products offering is an added advantage.

Indicative Rental : RM111 – RM117

Fixed Royalty : NA

Variable Royalty : 10%

Tenancy of Period

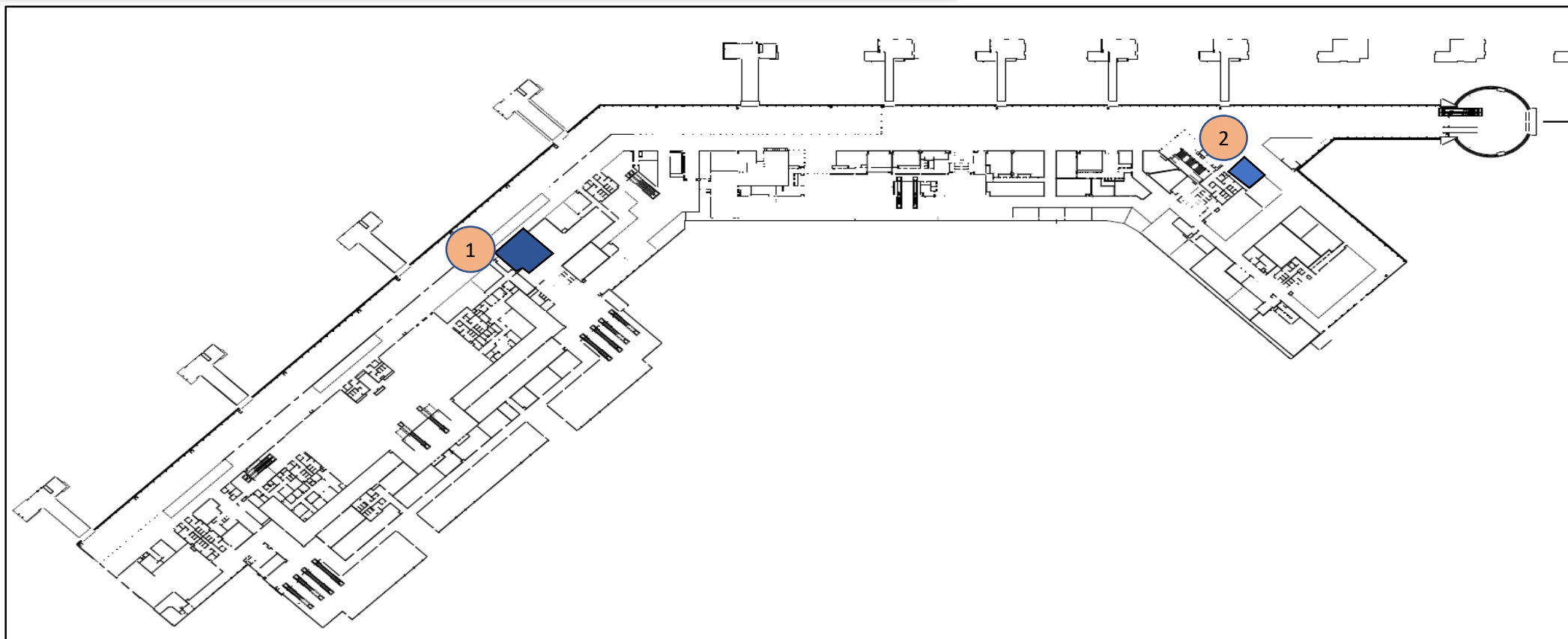
1) Packaged Deal :3+2+2 Years

2) Individual :3+2 Years

SABAH
PD 2

Tender Outlet for:
Packaged Deal (PD) and Individual

Retail Outlet – T/14 (Convenience and/or News Books)



Lot No: 1) L2A05
2) L2A44

Location: Level 2, Domestic
Departure/ Arrival (Airside), Kota
Kinabalu International Airport

Size: Approximately 1) 132.54 sqm
2) 59.00 sqm

Product Description:

Brand name specialty retail offering of multiple convenience products, unprescribed medication (over the counter), books, magazines, newspaper etc. The product ratio should be a maximum of 30% personal care product and at the minimum of 70% is allocated for the convenience product category. Value for money products offering is an added advantage.

**** INDIVIDUAL : L2A05 and L2A44 consider as one(1) outlet tender.**

Indicative Rental : RM121 – RM127

Fixed Royalty : 1%

Variable Royalty : 10%

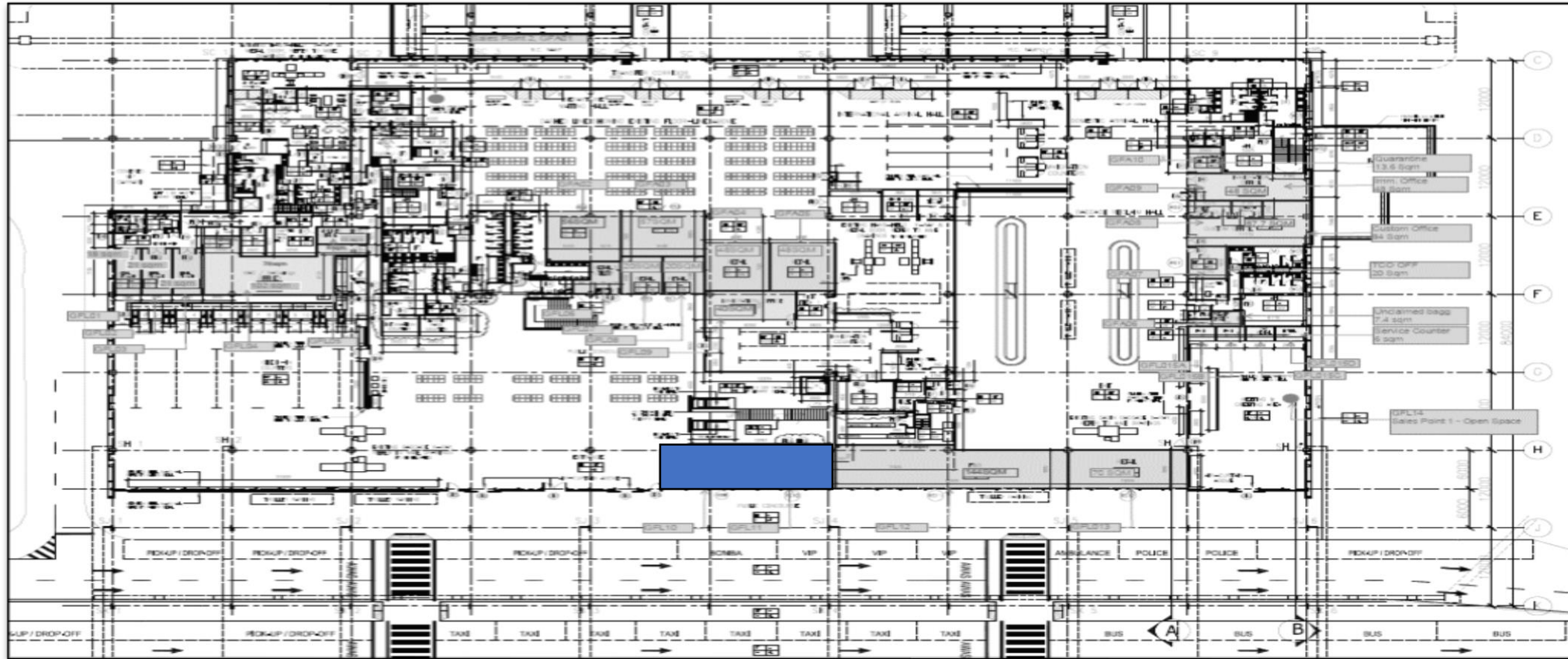
Tenancy of Period

1) Packaged Deal : 3+2+2 Years

2) Individual : 3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

Retail Outlet – T/14 (Convenience and/or News Books)



Lot No: GFL10 and GFL11

Location: Ground Floor (Landside), Sandakan Airport.

Size: Approximately 97.00 sqm

Product Description:

Brand name specialty retail offering of multiple convenience products, unprescribed medication (over the counter), books, magazines, newspaper etc. The product ratio should be a maximum of 30% personal care product and at the minimum of 70% is allocated for the convenience product category. Value for money products offering is an added advantage.

Indicative Rental : RM54 – RM56

Fixed Royalty : NA

Variable Royalty : 10%

Tenancy of Period

1) Packaged Deal : 3+2+2 Years

2) Individual : 3+2 Years



NOODLE BASED



Category

Host Airport

International Airport

Domestic Airport

PACKAGE DEAL 1

- KKIA – International Departure



- KLIA

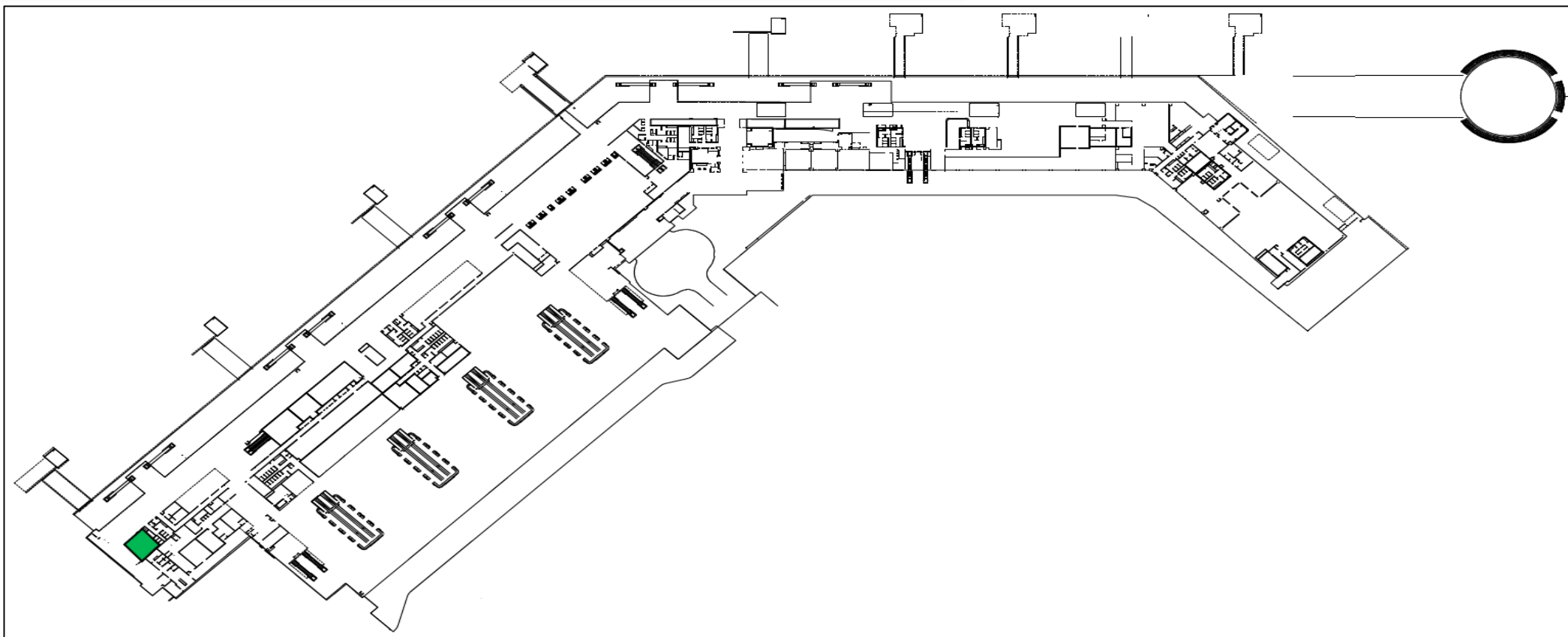
- LBU
- TWU

TENDER NO	CATEGORY	AIRPORT	PACKAGED DEAL	INDIVIDUAL	SIZE	FIXED ROYALTY	VARIABLE ROYALTY	
MAHB- MASB/T/16/2019	FOOD & BEVERAGE - NOODLE BASED	KKIA	L3A01(A)	Packaged Deal 1	L3A01(A)	102.42	1%	18%
		KLIA	MTB-5-L27		MTB-5-L27	36.00		
		LBU	L1L03A & L1L03B		L1L03A & L1L03B	70.56	NA	15%
		TWU	TBC		TBC	70.00		

NATIONWIDE
PD 1

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet - T/16
(Noodle Based)



Lot No: L3A01(A)

Location: Level 3, International Departure (Airside),

Kota Kinabalu International Airport

Size: Approximately 102.42 Sqm

Product Description:

Brand name specialty café/restaurant presenting Asian concept noodles. The design and concept shall further emphasize the product offering of Asian noodles i.e traditional noodles originating from various countries in Asian i.e, Pho, Laksa Penang/Johor, Ramen, Sichuan etc

Healthy food offerings is an added advantage.

Indicative Rental : RM152 – RM160

Fixed Royalty : 1%

Variable Royalty : 18%

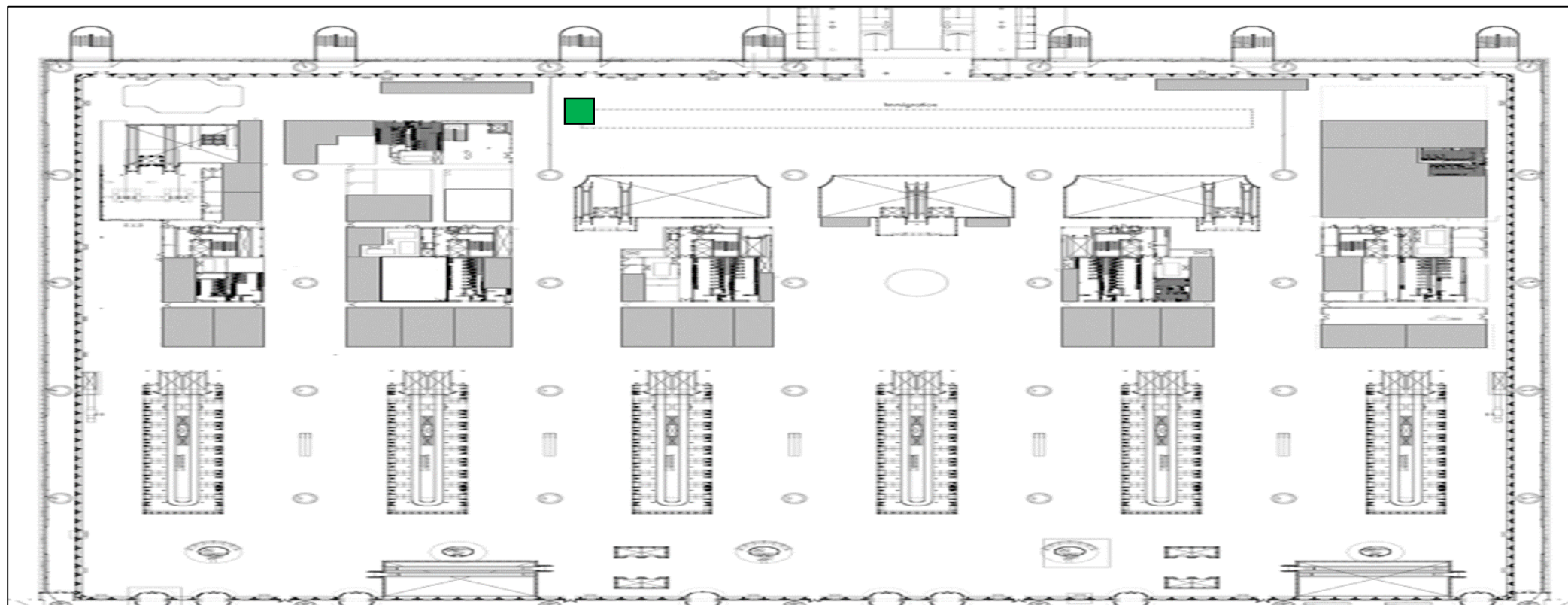
Tenancy of Period

1) **Packaged Deal** :3+2+2 Years

2) **Individual** :3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T/16 (Noodle Based)



Lot No: MTB-5-L27

Location: Level 5, Main Terminal Building,

Kuala Lumpur International Airport.

Size: Approximately 54.00 sqm

Product Description:

Brand name specialty café/restaurant presenting Asian concept noodles. The design and concept shall further emphasize the product offering of Asian noodles i.e traditional noodles originating from various countries in Asian i.e, Pho, Laksa Penang/Johor, Ramen, Sichuan etc

Healthy food offerings is an added advantage.

Indicative Rental : RM719 – RM755

Fixed Royalty : 1%

Variable Royalty : 18%

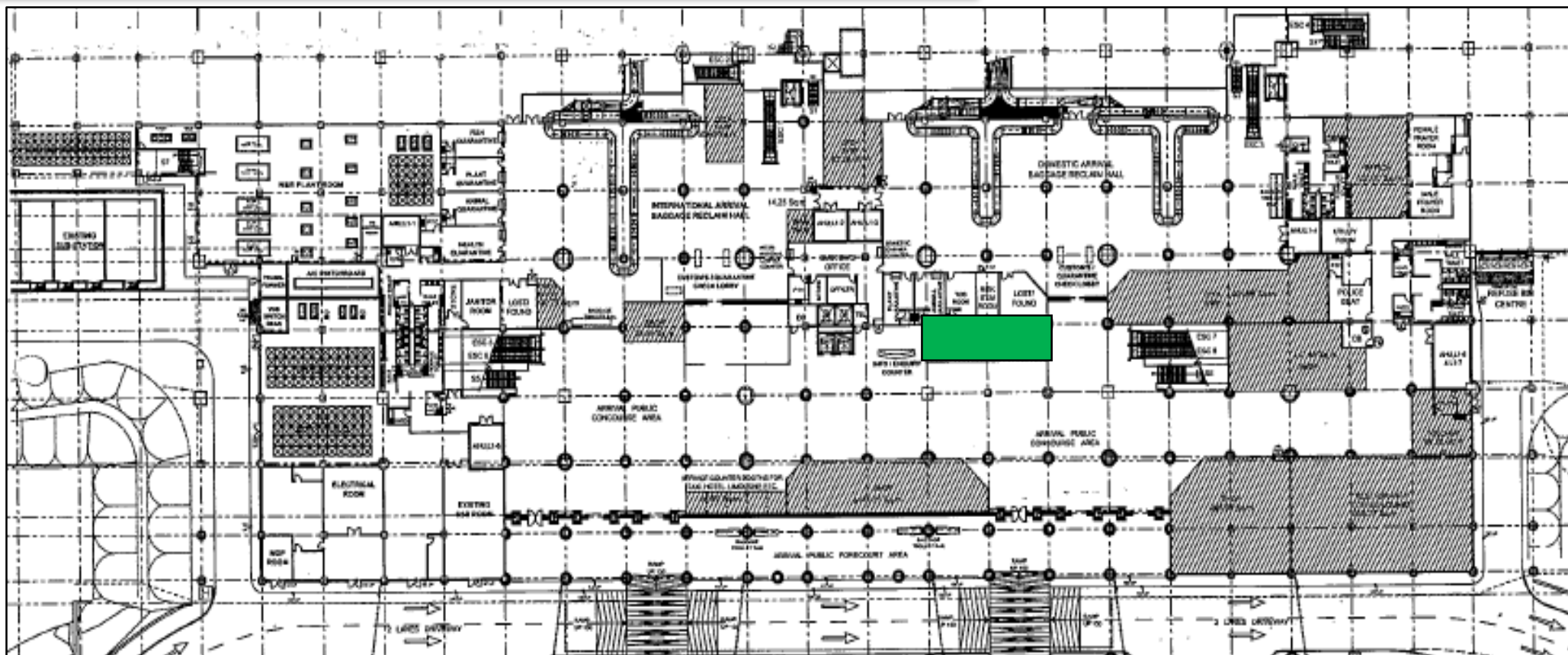
Tenancy of Period

1) **Packaged Deal** :3+2+2 Years

2) **Individual** :3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T/16
(Noodle Based)



Lot No: L1L03A & L1L03B
Location: Level 1, Public Concourse
(Landside), Labuan Airport
Size: Approximately 70.56 Sqm

Product Description:

Brand name specialty café/restaurant presenting Asian concept noodles. The design and concept shall further emphasize the product offering of Asian noodles i.e traditional noodles originating from various countries in Asian i.e, Pho, Laksa Penang/Johor, Ramen, Sichuan etc
Healthy food offerings is an added advantage.

Indicative Rental : RM63 – RM66

Fixed Royalty : NA

Variable Royalty : 15%

Tenancy of Period

1) Packaged Deal : 3+2+2 Years

2) Individual : 3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

F&B Outlet – T/16
(Noodle Based)



TO BE CONFIRM

Lot No: TBC

Location: Tawau Airport

Size: Approximately 70.00 Sqm

* Size and location subject to change.

Product Description:

Brand name specialty café/restaurant presenting Asian concept noodles. The design and concept shall further emphasize the product offering of Asian noodles i.e traditional noodles originating from various countries in Asian i.e, Pho, Laksa Penang/Johor, Ramen, Sichuan etc

Healthy food offerings is an added advantage.

Indicative Rental : RM63 – RM66

Fixed Royalty : NA

Variable Royalty : 15%

Tenancy of Period

1) **Packaged Deal** :3+2+2 Years

2) **Individual** :3+2 Years



CORE PRODUCT (LIQUOR & TOBACCO)



Category Host Airport International Airport Domestic Airport

PACKAGE DEAL 1

- KKIA – International Departure

PACKAGE DEAL 2

- KKIA – Departure Landside



- KCH (Landside) (P&C , C&C)

- KCH (Airside) (P&C , C&C)

- LBU (Duty Free Emporium)

- Nil

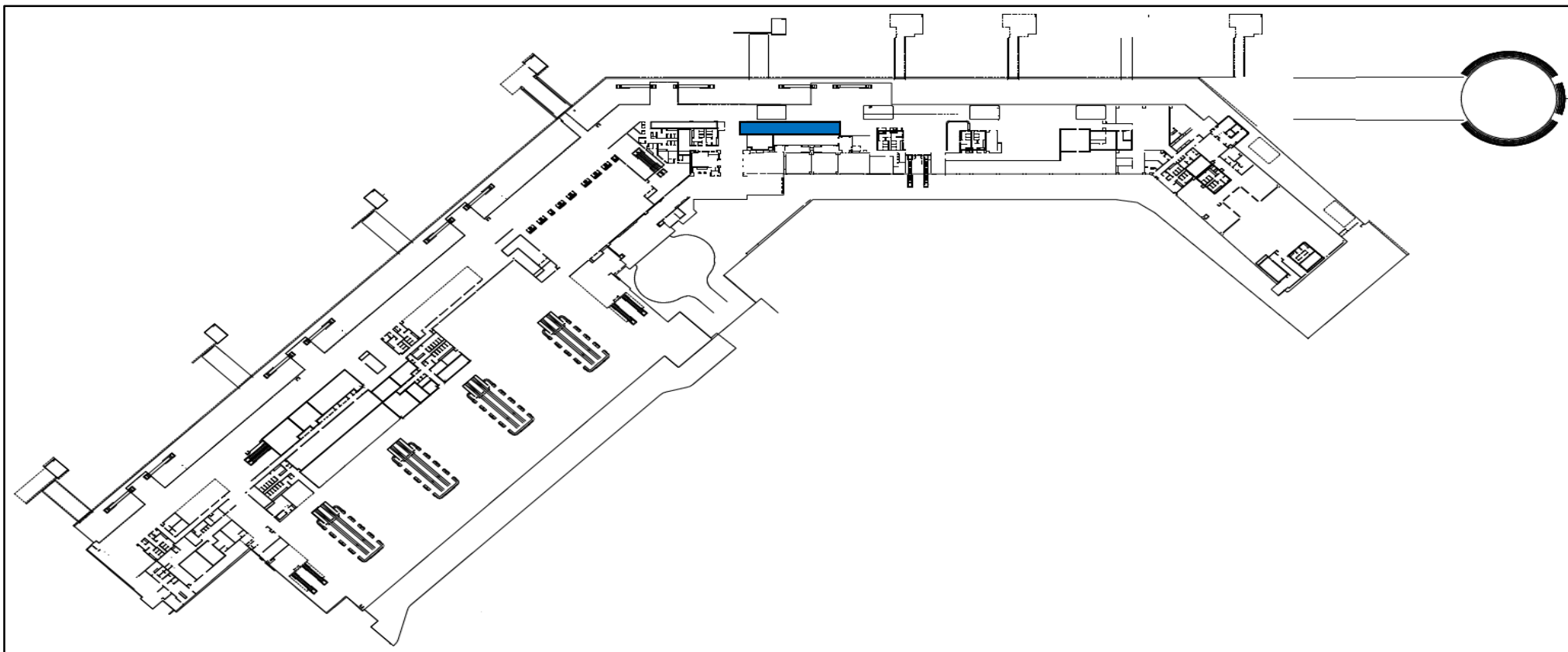
TENDER NO	CATEGORY	AIRPORT	PACKAGED DEAL	INDIVIDUAL	SIZE (SQM)	FIXED ROYALTY	VARIABLE ROYALTY	
MAHB- MASB/T/17/2019	CORE PRODUCT	KKIA	L3A12-L3A13(L&T)	Packaged Deal 1	L3A12-L3A13(L&T)	119.00	2%	Liquor = 22% Tobacco = 15% P&C = 22% C&C = 15%
		KIA	L3L01(P&C and C&C)		L3L01(P&C and C&C)	178.00		
		LBU	L2L18, L2L19 & L2L20 (Duty Free Emporium)		L2L18, L2L19 & L2L20 (Duty Free Emporium)	203.70		
MAHB- MASB/T/18/2019		KKIA	L3L09 (P&C and C&C)	Packaged Deal 2	L3L09 (P&C and C&C)	167.00		
		KIA	L2A13, L2A14, L2A15 & L2A16 (P&C and C&C)		L2A13, L2A14, L2A15 & L2A16 (P&C and C&C)	160.00		

NATIONWIDE

PD 1

Tender Outlet for:
Packaged Deal (PD) and Individual

Retail Outlet – T/17 (Liquor & Tobacco)



Lot No: L3A12-L3A13

Location: Level 3, International
Departure (Airside),

Kota Kinabalu International Airport

Size: Approximately 119.00 sqm

Product Description:

Offering wide selections of core products of Liquor and Tobacco from exclusive international and local brands. The store must be able to depict modern boutique concept with appealing leisure lifestyle inspiration, supported by adoption of digital and innovative concepts that will deliver a superior and unparalleled shopping experience.

Indicative Rental : RM636 – RM667

Fixed Royalty : 2%

Variable Royalty : Liquor 22%, Tobacco 15%

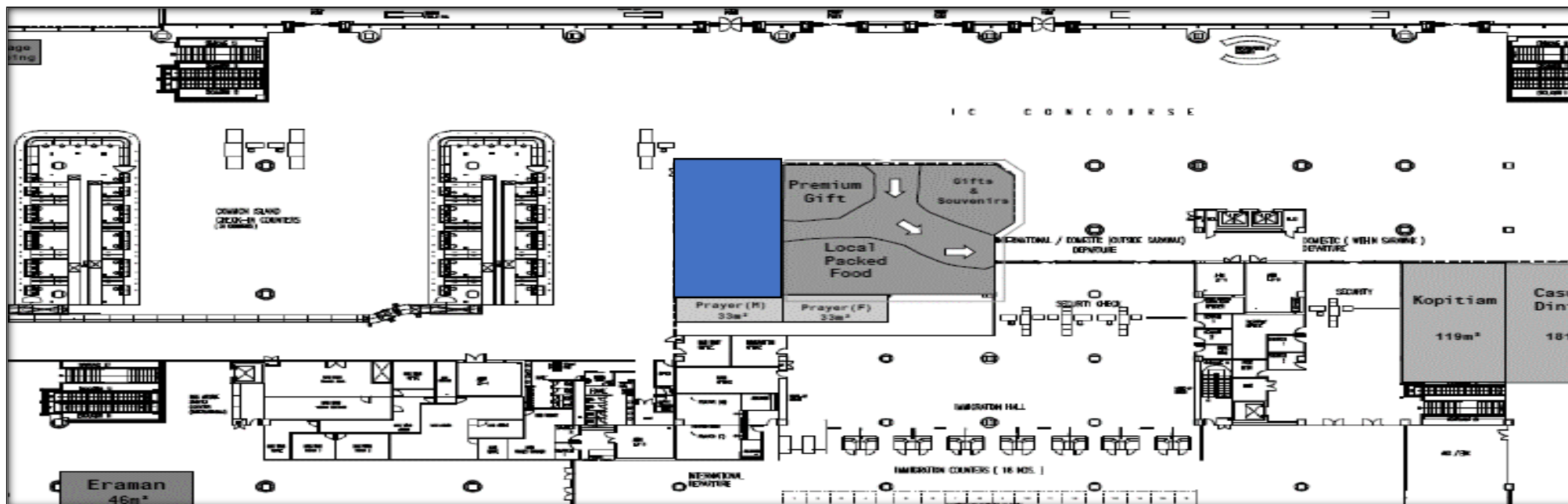
Tenancy of Period

1) **Packaged Deal** :3+2+2 Years

2) **Individual** :3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

Retail Outlet – T/17
(P&C and C&C)



Product Description:

Perfume & Cosmetic

Retail offering of famous perfume and cosmetics product line, ranging from middle - upper market segment. The store must be able to depict modern boutique concept with appealing leisure lifestyle inspiration, supported by adoption of digital and innovative concepts that will deliver a superior and unparalleled shopping experience.

Chocolate & Confectionery

Brand name specialty retail offering of chocolate & confectionery with strong personalization, a unique concept which is fun and vibrant that appeals to many. The mix shall comprise of various categories of international and local chocolates and confectionery brands for various purposes such as gifting snacking, premium packaging, kids favorites or representing destinations (specialties from Malaysia)

Indicative Rental : RM200 – RM210

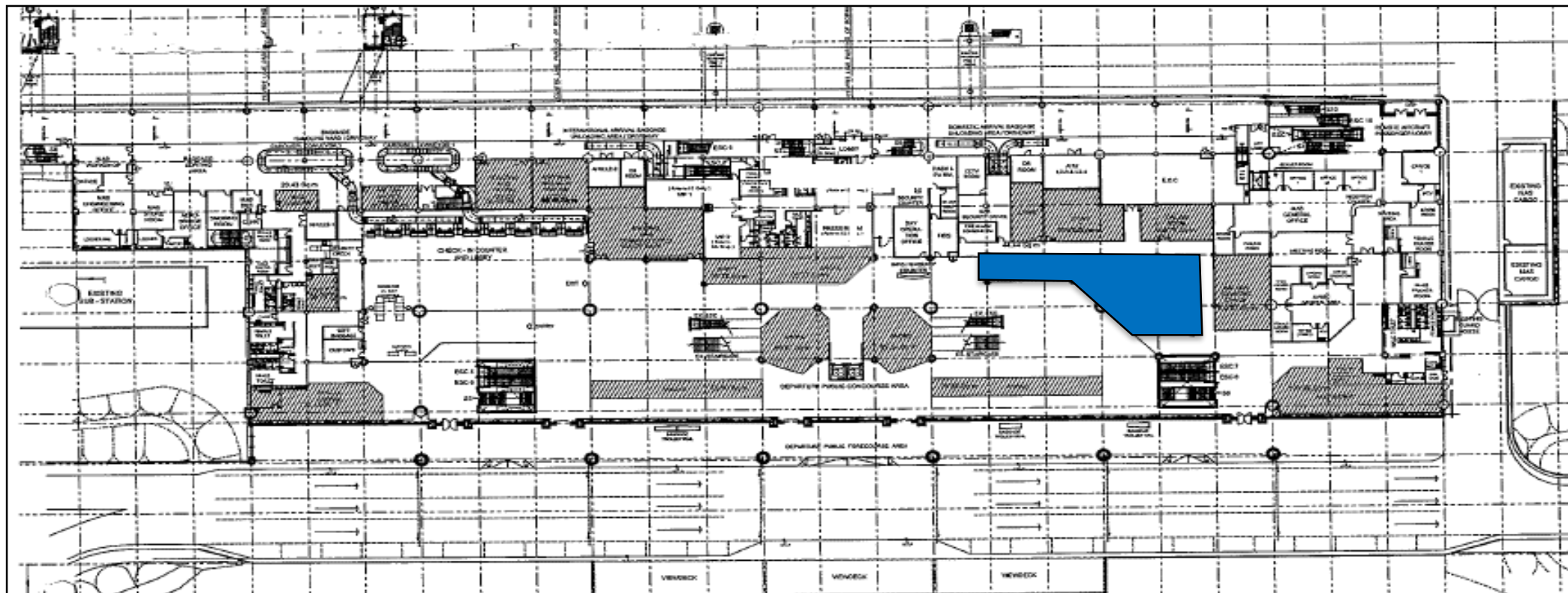
Fixed Royalty : 2%
Variable Royalty : P&C 22%, C&C 15%

Tenancy of Period
1) **Packaged Deal** :3+2+2 Years
2) **Individual** :3+2 Years

Lot No: L3L01
Location: Level 3, Public Concourse (Landside), Kuching International Airport.
Size: Approximately 178 sqm

Tender Outlet for:
Packaged Deal (PD) and Individual

Retail Outlet – T/17 (Duty Free Emporium)



Lot No: L2L18,
Location: Level 2, Public Concourse
(Landside), Labuan Airport
Size: Approximately 203.70 sqm

Product Description:

Retail emporium offering a wide range of multibrand Duty Free core product comprising of chocolates and confectioneries, perfume & cosmetics, liquor & tobacco and cigar.

Indicative Rental : RM49 – RM51

Fixed Royalty : 2%

Variable Royalty : Liquor 22%, Tobacco 15%,
P&C 22%, C&C 15%

Tenancy of Period

1) **Packaged Deal** :3+2+2 Years

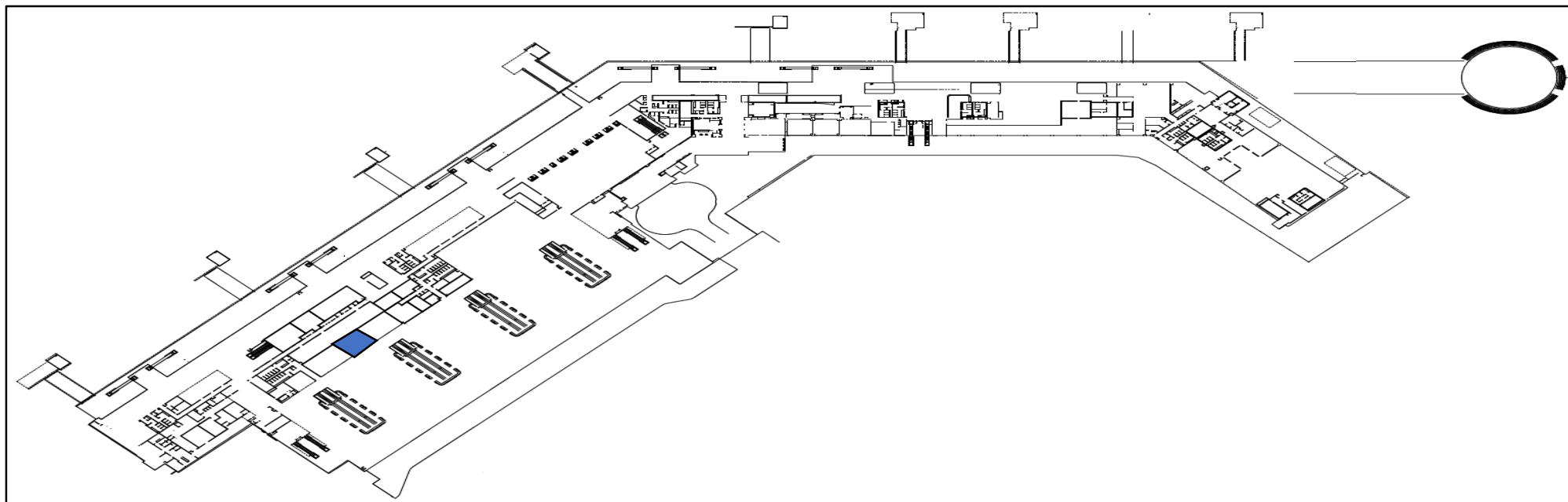
2) **Individual** :3+2 Years

NATIONWIDE

PD 2

Tender Outlet for:
Packaged Deal (PD) and Individual

Retail Outlet – T/18
(P&C and C&C)



Product Description:

Perfume & Cosmetic

Retail offering of famous perfume and cosmetics product line, ranging from middle - upper market segment. The store must be able to depict modern boutique concept with appealing leisure lifestyle inspiration, supported by adoption of digital and innovative concepts that will deliver a superior and unparalleled shopping experience.

Chocolate & Confectionery

Brand name specialty retail offering of chocolate & confectionery with strong personalization, a unique concept which is fun and vibrant that appeals to many. The mix shall comprise of various categories of international and local chocolates and confectionery brands for various purposes such as gifting snacking, premium packaging, kids favorites or representing destinations (specialties from Malaysia)

Lot No: L3L09

Location: Level 3, International Departure (Landside), Kota Kinabalu International Airport

Size: Approximately 167.00

Indicative Rental : RM563 – RM589

Fixed Royalty : 2%

Variable Royalty : P&C 22%, C&C 15%

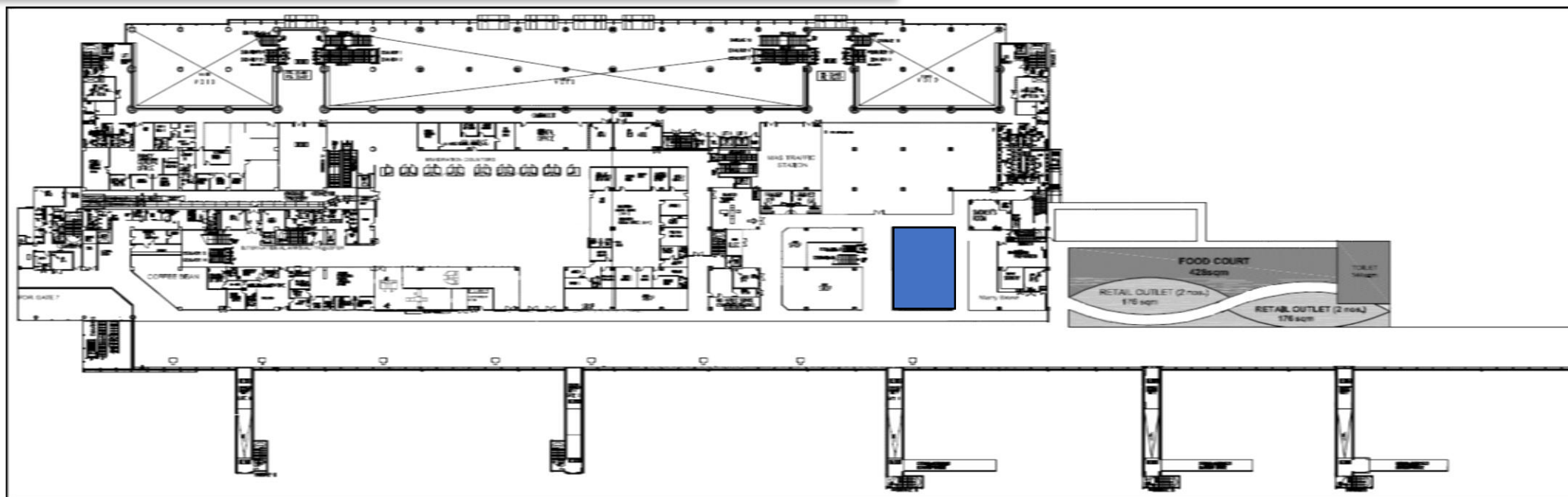
Tenancy of Period

1) Packaged Deal :3+2+2 Years

2) Individual :3+2 Years

Tender Outlet for:
Packaged Deal (PD) and Individual

Retail Outlet – T/18 (P&C and C&C)



Product Description:

Perfume & Cosmetic

Retail offering of famous perfume and cosmetics product line, ranging from middle - upper market segment. The store must be able to depict modern boutique concept with appealing leisure lifestyle inspiration, supported by adoption of digital and innovative concepts that will deliver a superior and unparalleled shopping experience.

Chocolate & Confectionery

Brand name specialty retail offering of chocolate & confectionery with strong personalization, a unique concept which is fun and vibrant that appeals to many. The mix shall comprise of various categories of international and local chocolates and confectionery brands for various purposes such as gifting snacking, premium packaging, kids favorites or representing destinations (specialties from Malaysia)

Lot No: L2A13, L2A14, L2A15 & L2A16

Location: Level 2, Domestic Departure (Airside), Kuching International Airport

Size: Approximately 216 sqm

Indicative Rental : RM178 – RM186

Fixed Royalty : 2%

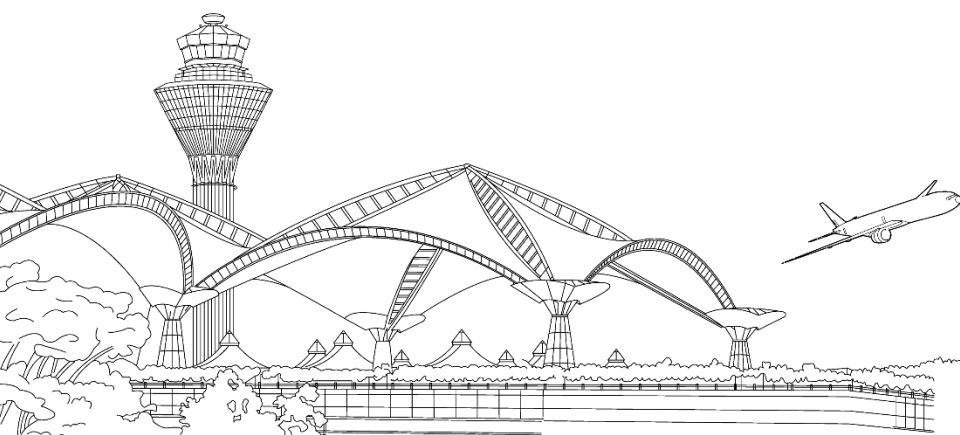
Variable Royalty : P&C 22%, C&C 15%

Tenancy of Period

1) Packaged Deal :3+2+2 Years

2) Individual :3+2 Years

IMPORTANT INFORMATION TO TENDERERS





**EVALUATION PROCESS
& CRITERIA**

Screening Process

Tender Requirement

1. Tender Briefing Attendance and Attendance Registration
2. Tender Deposit
3. Tenderer Statutory Declaration
4. Tenderer Declaration
5. Declaration of Tender Integrity form

Minimum Qualification

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

Financial Evaluation

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

NEXT

Business Evaluation

Concept Design

1. Artist Impression
2. Layout
3. Capital Investment

20%

Commercial Evaluation

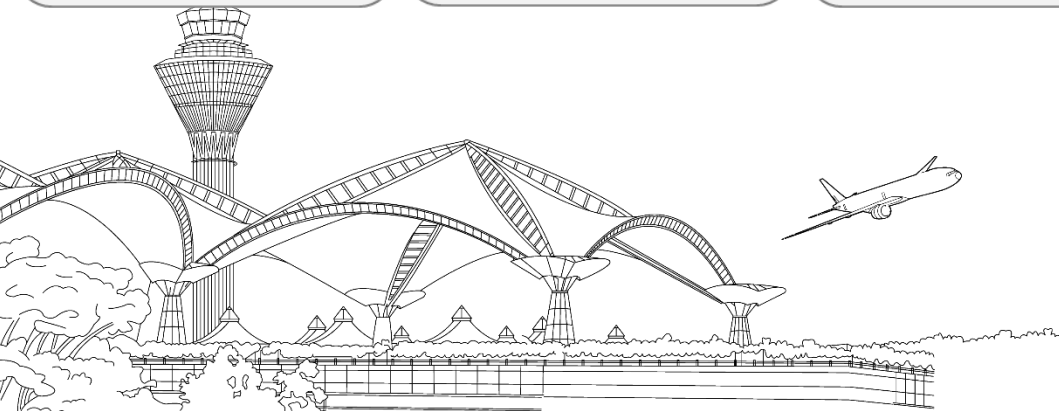
1. Financial Projection
2. Financial Consideration (Fixed Rent, Royalty, Sales Projection)
3. Investment Plan

40%

Technical Evaluation

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

40%



ANNEX 1: COVER LETTER

Each tenderer must submit a letter of introduction and executive summary of the proposal submission.

The cover letter shall be addressed to the following:

Senior General Manager

Commercial Services

Malaysia Airports Holdings Berhad

Malaysia Airports Corporate Office

Persiaran Korporat KLIA

64000 KLIA, Sepang

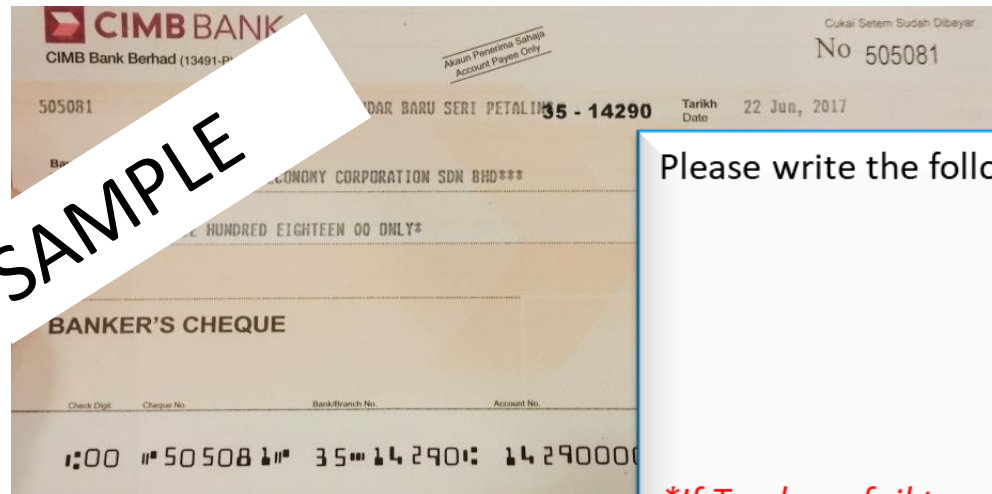
Selangor, Malaysia



ANNEX 2: TENDER REQUIREMENT

1. Mandatory Tender Briefing attendance
2. Tender Deposit

- ✓ Required to submit Tender Deposit equivalent to *2% of Year 1 Annual Rent proposal or maximum of RM100,000 per tendered outlet* (in the case of multiple proposals) in the form of Bank Draft under the name of **MALAYSIA AIRPORTS HOLDINGS BERHAD** (including the company, contact person, contact number behind each Bank Draft)



Please write the following behind each of Bank Draft:

Company Name:
Address for refund:
Contact Person:
Contact No:
Email:

**If Tenderer fail to provide the right address, MAHB will put that amount under unclaimed debt.*

Appendix 3 & 4: Director's and Company's Statutory Declaration

STATUTORY DECLARATION

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

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

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

1. that as at the date hereof I am not an undischarged bankrupt and that no bankruptcy proceedings or any other legal proceeding of whatever nature have been instituted or are being instituted against me under the laws of Malaysia or anywhere else;
2. that I have not committed any act of bankruptcy as defined under Section 3 of the Bankruptcy Act, 1967;
3. that I have not in default under any law or contract or in connection with any suit, legal proceedings or threatened proceedings (including arbitration administrative proceedings, as the case may be) pending or threatened which may affect my solvency;
4. that I agree that in the event I am covered that I am an undischarged bankrupt, Malaysia Airports Holdings Berhad (Company No. 487092-W) (hereinafter referred to as "MAHB") and Malaysia Airports Sdn. Bhd. Sdn. Bhd. (Company No. 320480-D) (hereinafter referred to as "Malaysia Airports Sdn. Bhd.") 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);
5. that I undertake to notify MAHB and Malaysia Airports Sdn. Bhd. within seven (7) days of I becoming aware of a petition for bankruptcy being filed against me;

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

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

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

Before me,

 (Commissioner for Oath/Notary Public)

STATUTORY DECLARATION

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

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

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

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

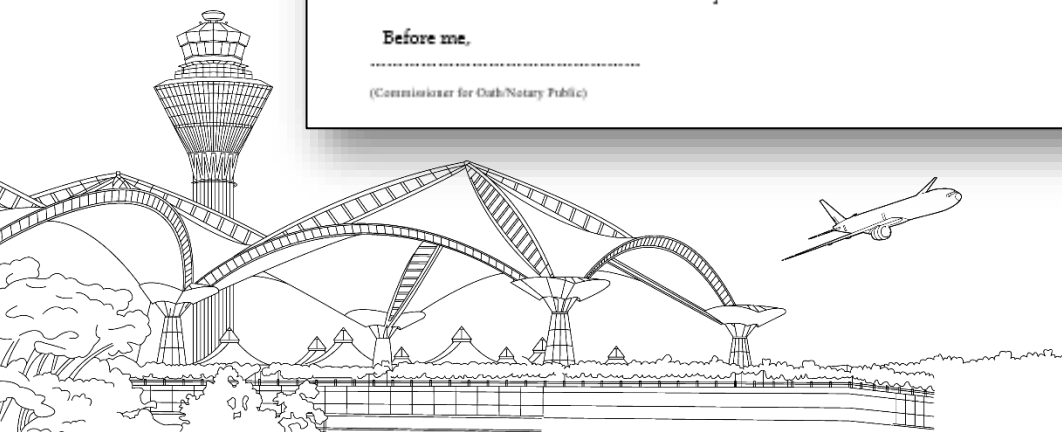
And we make this solemn declaration consciously believing the same to be true and by virtue of the provisions of the Statutory Declarations Act, 1960.

SUBSCRIBED and SOLEMNLY
 DECLARED by the abovenamed)

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

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

_____)
 (Commissioner for Oath/Notary Public)



SAMPLE.....



e-Insolvency

- Director's Bankruptcy Search
- Winding Up Search



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

Telephone : 03-88851000
Fax : 03-88851348

OFFICIAL SEARCH

MESSRS ZAİD İBRAHİM & CO (PROPERTY)
LEVEL 19, MENARA MİLENIUM
JALAN DAMANLELA PUSAT BANDAR DAMANSARA
50490 KUALA LUMPUR
W.PERSEKUTUAN

Date : 02/03/2012

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

Dear Sir,

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

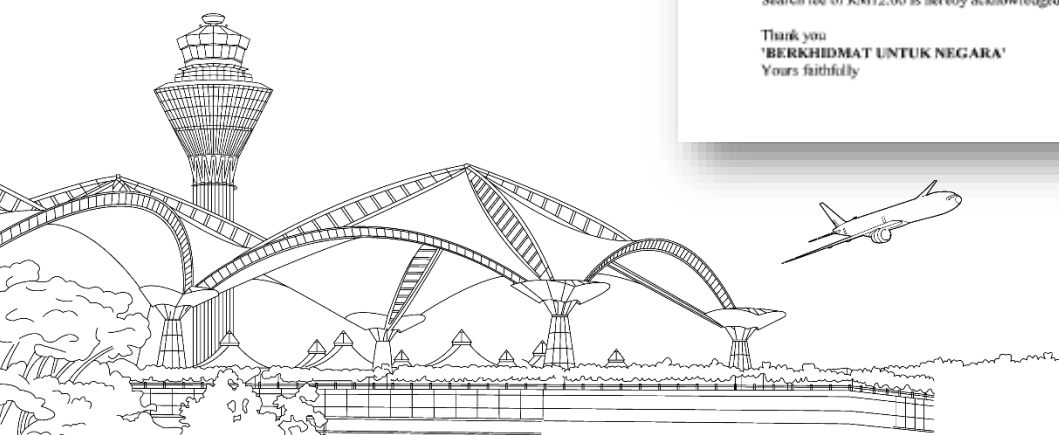
According to our departmental records, we wish to inform that :-

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

JABATAN INSOLVENSİ MALAYSIA

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

Thank you
'BERKHIDMAT UNTUK NEGARA'
Yours faithfully





SURUHANJAYA SYARIKAT MALAYSIA
COMPANIES COMMISSION OF MALAYSIA

1 / 7

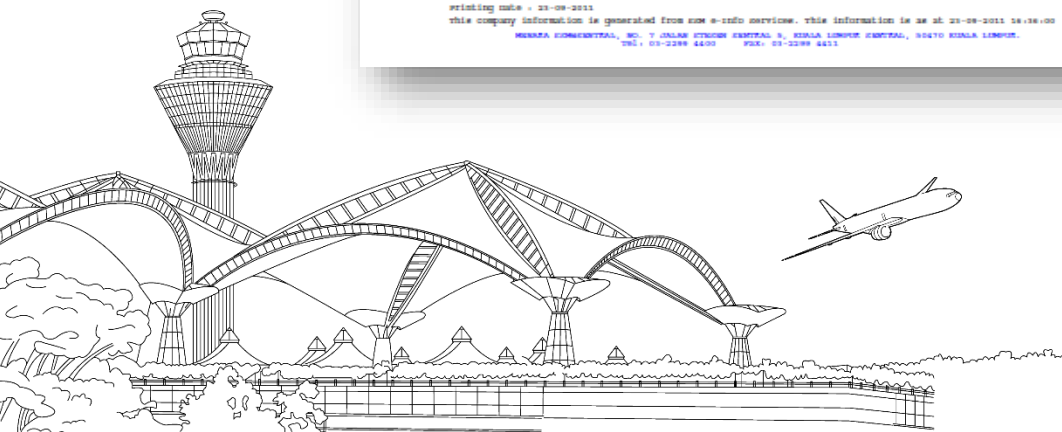
Although all efforts has been carried out to ensure that the information provided is accurate and up to date, the Registrar of Companies will not be liable for any losses arising from any inaccurate or omitted information

CORPORATE INFORMATION

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

SAMPLE

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



SAMPLE OF COMPANY SEARCH REPORT



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

Appendix 5: Tenderer's Declaration

TENDERER'S DECLARATION

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

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

1. We declare that:
 - (a) We have carefully examined and fully understand all the information provided in this Tender and all of its subsequent addenda, if any;
 - (b) All information submitted is true and correct to the best of our knowledge; and
 - (c) We did not, in any way, collude, conspire, or agree, directly or indirectly, with any person, firm, corporation or other Tenderer with regard to the financial offer, terms or conditions of this Tender.

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

3. If our proposal is accepted;
 - (a) We shall present and/or return to Malaysia Airports Sdn. Bhd. within thirty (30) days from the date of the Letter of Offer the following documents:
 - (i) Our acceptance to the Letter of Offer;
 - (ii) The first payment of the Fixed Rent for year one (1) of the Term of Tenancy and the Airport Service Charge (if applicable) in the form of a banker's cheque drawn in favour of Malaysia Airports Sdn. Bhd.;
 - (iii) Our bank's standing instruction form in pursuance to Section 9.8.1 of this Tender;

SAMPLE

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

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

1. Name : _____
 Position : _____
 Signature : _____

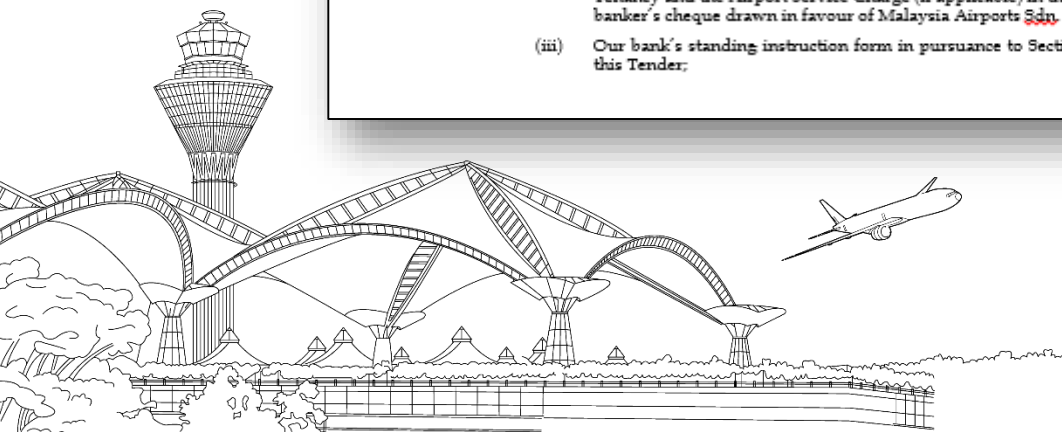
2. Name : _____
 Position : _____
 Signature : _____

3. Name : _____
 Position : _____
 Signature : _____

SAMPLE

Corporate Seal

Dated this _____ day of _____



APPENDIX 6 - TENDERER CODE OF ETHICS

1. INTRODUCTION

Malaysia Airports is committed to uphold principles of integrity, accountability and fairness in its procurement activities. Similarly, Malaysia Airports expects its Tenderers to embrace the commitment to these principles as set out in this Tenderer Code of Ethics.

The Tenderer Code of Ethics outlines Malaysia Airports' minimum expectations for Tenderers to respect and adhere to when conducting business with or on behalf of Malaysia Airports. All Tenderers of Malaysia Airports must comply with all applicable laws and regulations, the requirements set out in this Tenderer Code of Ethics and its contractual obligations to Malaysia Airports.

This Tenderer Code of Ethics is intended to complement Malaysia Airports Code of Ethics and Conduct, Procurement Policies, Procedures & Guidelines (3Ps), Procurement Code of Ethics and the Company's other policies.

2. SCOPE

The Tenderer Code of Ethics applies to all Malaysia Airports' Tenderers including its principals, employees, sub-contractors and agents.

3. DEFINITIONS

The following terms are used in this Tenderer Code of Ethics and shall have the following meanings:

Bribe means an inducement or reward (financial or otherwise) offered, given or received, directly or indirectly in order to secure an undue or improper result, award, decision, benefit or advantage of any kind.

Cartel means an arrangement between Tenderers to fix prices or to share the market between them.

Conflict of interest means a situation in which an individual has competing professional or personal interests that may interfere or potentially interfere with the individual's objectivity to fulfil his or her duties impartially.

Employee means all employees under the employment of the Company or Tenderer including persons who are on contract, secondment, apprenticeship, attachment whether remunerated or otherwise. The term "Employee" or "Employees" shall have the same meaning and may be used interchangeably.

Facilitation payments means payments made to secure or expedite the performance by a person performing a routine or administrative duty or function.

Family member means the Employee's:

- i. Spouse(s);
- ii. Parents (including step and adopted parents);
- iii. Children (including step and adopted children);
- iv. Siblings (including step and adopted siblings);

Alternatively, the individual or Tenderer may contact any member of the Whistleblowing Independent Committee (WIC) or the WIC Secretariat directly to raise their concern. The list of WIC members and WIC Secretariat together with their contact details is distributed separately.

Malaysia Airports will maintain confidentiality of the identity of the individual or Tenderer who raise the concern to the extent possible.

Malaysia Airports will not tolerate any retribution or retaliation taken by its employees or Tenderers against any individual or Tenderer who has, in good faith, reported questionable behaviour or a possible violations of laws, this Tenderer Code of Ethics and/or any contractual obligations with Malaysia Airports.

Tender Title:

Tender No:

We, _____, acknowledge that we have received and read the Malaysia Airports Tenderer Code of Ethics and that we understand it and will comply with this Code in our participation in procurements with Malaysia Airports Holdings Berhad.

Executed this ___ day of _____, 20__.

On behalf of]
 NAME:]
 NRIC No:]
 DESIGNATION:]
 DATE:] _____
 Company Stamp

in the presence of
 NAME:]
 NRIC No:]
 DESIGNATION:]
 DATE:] _____
 Company Stamp

- Note:**
- Please complete this form in handwriting
 - Please do not retype or reproduce this form in any other format

Note: This form shall be submitted together with the business proposal.

Appendix 6: Tenderer Code Of Ethic

Appendix 7: RPT

APPENDIX 7 – DECLARATION ON COMMERCIAL RELATED PARTY TRANSACTION

DECLARATION ON RELATED PARTY TRANSACTION (RPT/RRPT)

(Pursuant to Chapter 10 of Bursa Malaysia Listing Requirements / Malaysian Financial Reporting Standard 124)

Note: The Interested Tenderer is required to complete and sign this Commercial RPT Declaration Form in the form of handwriting. This Commercial RPT Declaration Form SHOULD NOT BE LEFT BLANK or retype or reproduce in any other format. Failure by the Interested Tenderer to complete and/or sign this RPT Declaration Form may result to a complete disqualification from the procurement exercise.

I/We, _____ NRIC No: _____
of full age and having residential address at _____

do hereby affirm and declare that :-

1. This transaction of _____
to be entered/entered between _____

(“MAHB Group of Companies”) and _____

(Tenderer):

[Please tick either item i) or ii) below where applicable]

i) **is not** Related Party Transaction (“RPT”) / Recurrent Related Party Transaction (“RRPT”) (please complete Item 3 below)

OR

ii) **is** Related Party Transaction (“RPT”) / Recurrent Related Party Transaction (“RRPT”) (please provide particulars of RPT/RRPT in Item 2 below)

2. Particulars of RPT/RRPT are as follows: -

PARTIES TO TRANSACTION	DETAILS OF RELATED PARTY IN THE TRANSACTION
MAHB GROUP OF COMPANIES:	Name : Designation : Relationship : / Connection
*TENDERER:	Name : Designation : Relationship/ : Connection

(please complete Item 3 below)

**To be declared by the Managing Director of Tenderer*

3. AND I/WE MAKE THIS SOLEMN DECLARATION conscientiously believing the same to be true and in the event of any false declaration made herein, MAHB Group of Companies shall be entitled to terminate and withdraw the transaction/contract/award made in favour of the “Vendor/ Concessionaire/Operator/Contractor and to further exercise all or any of its rights and remedies under the law.

Signed by the abovenamed*

On behalf of _____]
NAME: _____]
NRIC: _____]
No: _____]
DESIGNATION: _____]
DATE: _____] Company Stamp

in the presence of _____]
NAME: _____]
NRIC No: _____]
DESIGNATION: _____]
DATE: _____] Company Stamp

Explanatory Note:

- The term RPT and RRPT are as defined under Chapter 10 of the Listing Requirements of Bursa Malaysia Securities Berhad and the Malaysian Financial Reporting Standard (MFRS) 124.
- The information provided in this declaration may be used for by MAHB Group of Companies for assessment of Related Party disclosure under the requirement of MFRS 124 Related Party Disclosure and Chapter 10 of the Listing Requirements. A copy of MFRS 124 can be found at the Malaysian Financial Accounting Standard Board (MASB) Website: www.masb.org.my > Our Standard > MASB Approved Accounting Standard for Entities Other than Private Entities > Malaysian Financial Reporting Standard (MFRS). A copy of Chapter 10 of the Listing Requirements can be found at Bursa Malaysia’s website: www.bursamalaysia.com > Regulation > Rules > Listing Requirements > Chapter 10 (Transaction)
- A copy of a fresh declaration must be submitted to MAHB Group of Companies whenever there are changes to the nature of the relationship as disclosed in the table. This includes changes to the directorship and shareholdings of the “Vendor/ Concessionaire / Operator/ Contractor.
- Reference and definition of “Related Party” and “Person Connected” can be found in Chapter 1 of Bursa Malaysia Listing Requirement and in MFRS 124 of the Malaysian Financial Reporting Standard.
- Reference and definition of “Close members of the family of a person connected” is as laid down in MFRS 124 of the Malaysian Financial Reporting Standard.

Note: This form shall be submitted together with the business proposal.

Appendix 8: Declaration Of Non-collusion

APPENDIX 8 - DECLARATION OF NON-COLLUSION BY TENDERER

TENDER TITLE: _____

TENDER NO : _____

DECLARATION OF NON-COLLUSION

The essence of open/selective bidding is that the Employer shall receive bona-fide competitive tender from all firms bidding. In recognition of this principle, we certify that this is a bona-fide tender, intended to be competitive, and that we have not fixed or adjusted the amount of the tender by or in accordance with any agreement or arrangements with any other person. We also certify that we have not and we undertake that we will not at any time before the returnable date of this tender:-

- (a) Communicate to any person other than the person calling for those tender, the amount or approximate amount of the proposed tender, except where the disclosure, in confidence, of the approximate amount of the tender is necessary to obtain insurance premium tender required for the preparation of the tender;
- (b) Enter into any agreement or arrangement with any other person that he shall refrain from bidding or as to the amount of any tender to be submitted;
- (c) Offer or pay or give or agree to pay or give any sum of money or valuable consideration directly or indirectly to any person for doing or have done or causing or having caused to be done in relation to any other tender or proposed tender for the said work any act or thing of the sort described above.

In this certificate the word 'person' includes any persons and any body or association, corporate or unincorporate; and 'any agreement or arrangement' includes any such transaction formed or unformed, and whether legally binding or not.

.....
 Authorized Signatory For Partnership/Company

I.C. No.:

Date:

Note: This form shall be submitted together with the business proposal.

Appendix 9: Tenderer Non-Disclosure

APPENDIX 9 - TENDER NON-DISCLOSURE

TENDER NO: _____

TENDER NON-DISCLOSURE AGREEMENT

We, the Tenderer who is officially named below in this Agreement and whose Authorised Representative has officially signed below on this Agreement on behalf of us, the so-named Tenderer, fully agree not to disclose or make available to any person other than Malaysia Airports Sdn. Bhd., ('the Employer') or use, except to an extent which is reasonably necessary for the preparation and submittal of our Tender Proposal, any information acquired from the Employer in connection with the tendering of this tender entitled

..... and Tender Number

We, the Tenderer, further agree that we shall not make any announcements or release any information regarding this tender to any official body, or the press, or the public at any time unless prior written approval is furnished by the Employer subsequent to our written request. We the Tenderer shall ensure that the requirements of this Agreement are fully complied with by any sub-contractor, vendor equipment or material supplier, consultant or others with whom we may work in order to prepare our Tender Proposal. We, the Tenderer, provided our full agreement to the non-disclosure obligations stated above and the confidentiality terms as are specified in the Tender Documents.

.....

TENDERER' NAME	AUTHORISED REPRESENTATIVE (print name / title)
.....
DATE	AUTHORISED REPRESENTATIVE (SIGNATURE)
.....

Note: This form shall be submitted together with the business proposal.

Minimum Qualification

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

ANNEX 3: MINIMUM REQUIREMENT

1. Briefly explain on the current business experience/operation:
 - ✓ Core Product outlet – Minimum experience at least 5 years
 - ✓ Non Core Product outlet – Minimum experience at least 3 years
2. Tenderer to submit all the Business Registration form i.e. Form 9, Form 13, Form 24, Form 44, Form 49
3. Current business partner requirement is based on the followings:
 - ✓ Business Sustainability
 - ✓ Operational Rating
 - ✓ Credit Rating
 - ✓ Contract Rating
4. Establishment of local company for International tenderers
5. Halal certification (F&B only)

Financial Evaluation

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

ANNEX 4: COMPANY STRENGTH ASSESSMENT

1. Tenderer to submit latest audited accounts which is dated not more than 18 months old from the date of submission of tender
2. Latest three (3) months Bank Statement; **(February, March, April 2019).**
3. Tenderer to provide a credit reference from the principal banker or the financial institution

Concept Design

1. Artist Impression
2. Layout
3. Capital Investment

20%

ANNEX 5: DESIGN AND CAPITAL INVESTMENT

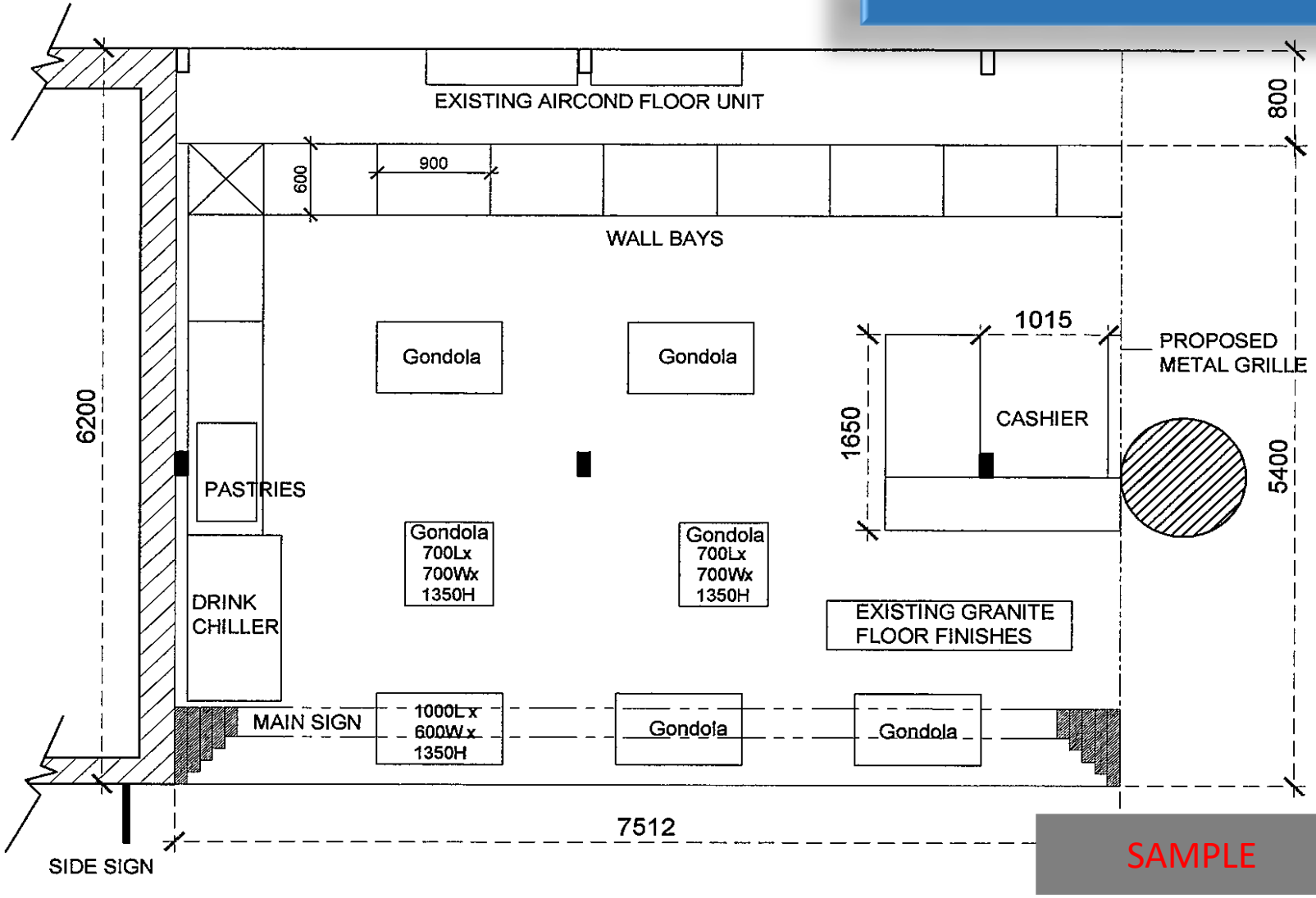
1. Tenderer to submit conceptual design comprising of artist impression and layout. The proposed conceptual design shall comparable with other International Airports.
2. Tenderer to submit the proposed capital Investment to make sure that the Tenderer can produce a good concept for the tendered outlet.

The tenderer also to describe:

- ✓ Overall appeal and quality of design.
- ✓ Overall appeal and effectiveness of store-front design, signage, floor plan, and interior design.
- ✓ How the design supports the proposed brand/concept, and how merchandising strategy is incorporated into design

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

SAMPLE LAYOUT SUBMISSION



SAMPLE

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

SAMPLE PERSPECTIVE DESIGN

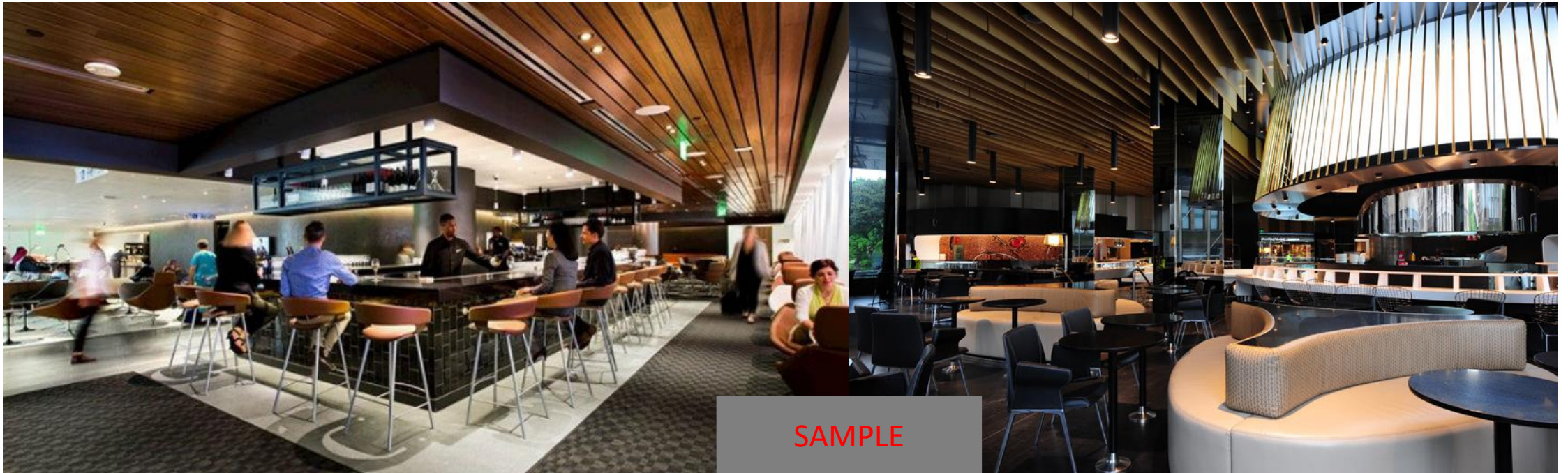
Sample of Perspective Design



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

SAMPLE PERSPECTIVE DESIGN

Sample of Perspective Design



YEAR	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7
PASSENGER FORECAST							
PROJECTED GROSS SALES (RM)							
OPERATING EXPENSES (OPEX)	RM	RM	RM	RM	RM	RM	RM
COST OF GOODS SOLD							
MANPOWER/ STAFF SALARY							
STAFF ALLOWANCES							
FIXED RENT							
FIXED ROYALTY							
FRANCHISE / LICENSE FEES							
DEPRECIATION							
LICENSE & PERMITS							
ADMINISTRATIVE & GENERAL							
ADVERTISING & PROMOTION							
OTHER OPERATING EXPENSES							
MALAYSIA AIRPORTS' CHARGES							
Airport Service Charge							
A&P Charges							
Utilities Charges							
POS Charges							
Airport Pass Charges							
TOTAL OPEX							
EBITDA (Earnings before interest, taxes, depreciation, and amortization)							
ANNUAL GROSS SALES PER SQUARE METRE							
RENOVATION							
FURNITURE & FIXTURES							
ASSETS							
TOTAL CAPEX							

ANNEX 6: FINANCIAL PROJECTION

OPTION 1: PACKAGED DEAL (3+2+2 YEARS)

Commercial Evaluation

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

40%

YEAR	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
PASSENGER FORECAST					
PROJECTED GROSS SALES (RM)					
OPERATING EXPENSES (OPEX)	RM	RM	RM	RM	RM
COST OF GOODS SOLD					
MANPOWER/ STAFF SALARY					
STAFF ALLOWANCES					
FIXED RENT					
FIXED ROYALTY					
FRANCHISE / LICENSE FEES					
DEPRECIATION					
LICENSE & PERMITS					
ADMINISTRATIVE & GENERAL					
ADVERTISING & PROMOTION					
OTHER OPERATING EXPENSES					
MALAYSIA AIRPORTS' CHARGES					
Airport Service Charge					
A&P Charges					
Utilities Charges					
POS Charges					
Airport Pass Charges					
TOTAL OPEX					
EBITDA (Earnings before interest, taxes, depreciation, and amortization)					
ANNUAL GROSS SALES PER SQUARE METRE					
RENOVATION					
FURNITURE & FIXTURES					
ASSETS					
TOTAL CAPEX					

ANNEX 6: FINANCIAL PROJECTION

OPTION 2: INDIVIDUAL (3+2 YEARS)

Commercial Evaluation

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

40%

ANNEX 7: COMMERCIAL EVALUATION

Rent Structure

For authorized business of Retail and Food & Beverage

(i) the Fixed Rent AND the Fixed Royalty;

OR

(ii) the Variable Royalty;

whichever is higher.

Formula:-

Fixed Royalty = Monthly Gross Sales X Fixed Royalty percentage based on product category

Variable Royalty = Monthly Gross Sales X Variable Royalty percentage based on product category

Option 1: Packaged Deal (3+2+2 Years)

ANNEX 7: COMMERCIAL EVALUATION

Lot No.				
Period	Fixed Rent	Fixed Royalty Percentage Calculated Based on Monthly Gross Sales (%) (Not less than 1%)	Variable Royalty Percentage Calculated Based on Monthly Gross Sales (%) (Not less than 18%)	Sales Projection
Year 1	RM /month	.....%	.....%	RM /month
Year 2	RM /month	.....%	.....%	RM /month
Year 3	RM /month	.....%	.....%	RM /month
OPTION				
Year 4	RM /month	.....%	.....%	RM /month
Year 5	RM /month	.....%	.....%	RM /month
OPTION				
Year 6	RM /month	.....%	.....%	RM /month
Year 7	RM /month	.....%	.....%	RM /month

*Disclaimer:
Fixed Royalty is applicable for
International Airports only*

ANNEX 7: COMMERCIAL EVALUATION

Option 2: Individual Outlets (3+2 Years)

Lot No.				
Period	Fixed Rent	Fixed Royalty Percentage Calculated Based on Monthly Gross Sales (%) <i>(Not less than 1%)</i>	Variable Royalty Percentage Calculated Based on Monthly Gross Sales (%) <i>(Not less than 18%)</i>	Sales Projection
Year 1	RM /month	.....%	.....%	RM /month
Year 2	RM /month	.....%	.....%	RM /month
Year 3	RM /month	.....%	.....%	RM /month
OPTION				
Year 4	RM /month	.....%	.....%	RM /month
Year 5	RM /month	.....%	.....%	RM /month

*Disclaimer:
Fixed Royalty is applicable for International Airports only*

RENTAL MODEL SIMULATION

Example :

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

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

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

Technical Evaluation

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

40%

ANNEX 8: TECHNICAL EVALUATION

No.	Describe in detail on the following:
1	Business Proposal & Concept <ol style="list-style-type: none"> a. Proposed Product & Brand b. Merchandise Assortment c. Marketing Plan d. Operational Plan e. Pricing Policy for the tenancy
2	Customer Service <ol style="list-style-type: none"> a. Customer Service b. Quality Control c. Manpower Plan

**Appendix 11:
Product & Price List**

APPENDIX 11 - PRODUCT & PRICE LIST

Important Notice

- The Product and Price List submitted herein must be valid for six (6) months from the last day of the Submission Date. Malaysia Airports reserves its right to request from the Tenderer, at any time, to re-submit this List (with no changes made it).
- The Product and Price List submitted herein shall be subject to approval by the Malaysia Airports.

[Name of item]

[Unit size or weight]

[Unit price]

We hereby declare that the price charged for each item of the product (or services) is reasonable and is comparable to if not lower than the price charged at similar types of retail, F&B and services outlets downtown or at other regional international airports.

Prepared By:

Verified By:

[Note: to sign here]

[Note: to sign here]

Name:

NRIC No. /Passport No.:

Designation:

Date:

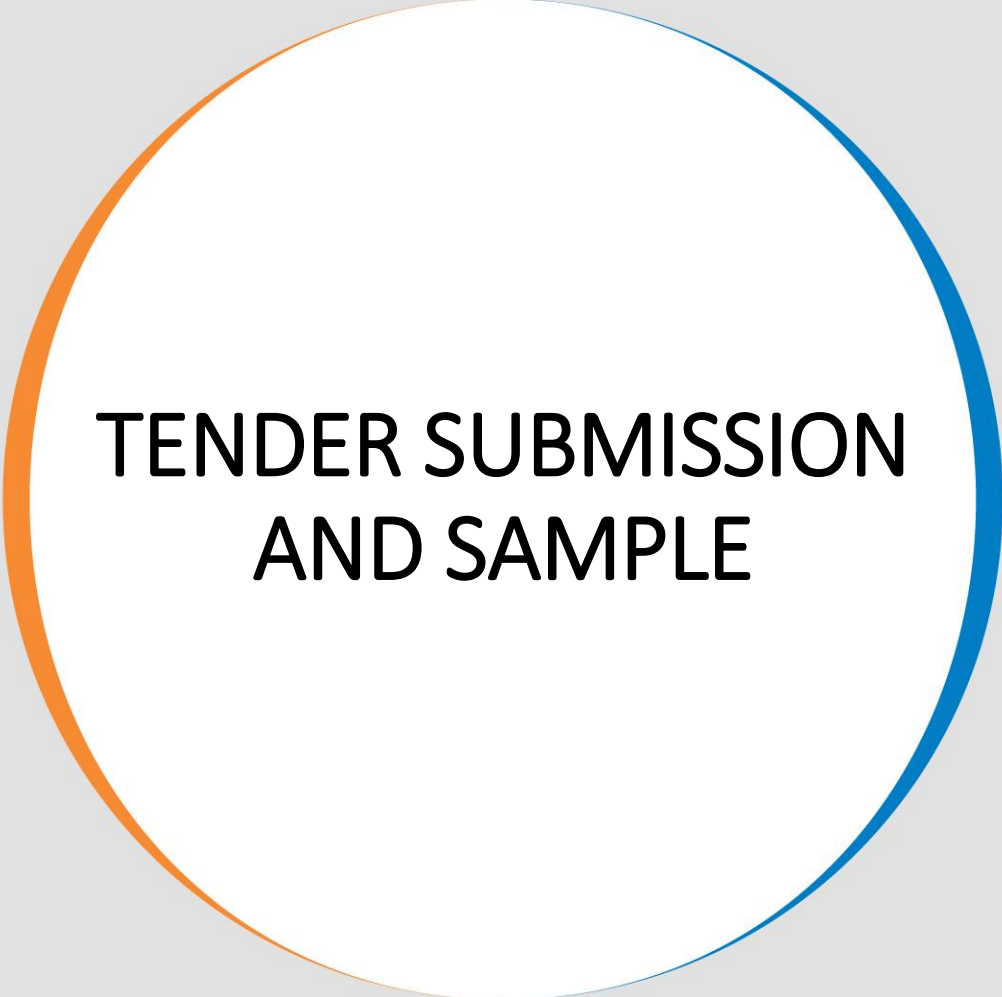
Name:

NRIC No. /Passport No.:

Designation:

Date:

Note: This form shall be submitted together with the business proposal.



**TENDER SUBMISSION
AND SAMPLE**

PURCHASE OF TENDER DOCUMENT



From 14 March 2019 – 27 May 2019



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

OR

Administration Office
Malaysia Airports Sdn Bhd
Kota Kinabalu International Airport
88740 Kota Kinabalu, Sabah



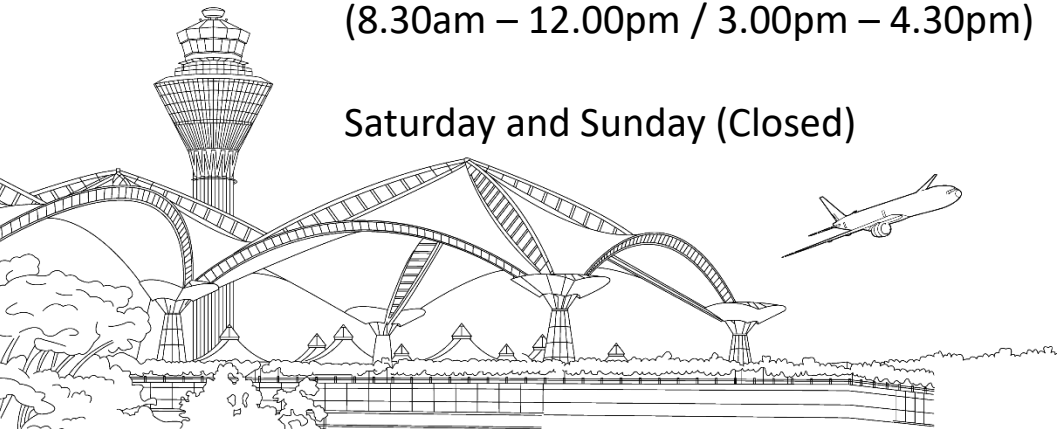
Monday to Thursday
(8.30am – 12.00pm / 2.30pm – 4.30pm)

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

Saturday and Sunday (Closed)



RM250.00



SUBMISSION : BY HAND / COURIER



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

Attn: Tender Secretariat

Don't Miss the

DEADLINE!

2019



No Later Than 12.00pm

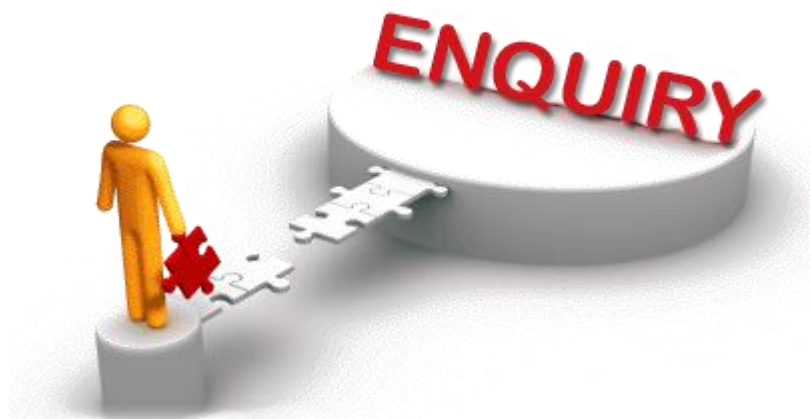
Indicate **Tender No.** on the top right side of the envelope

No "Acknowledgement Letters/Receipt" will be given by Procurement Department upon proposal submission.

Each annex must be submitted in individual sealed envelopes and labelled according to the respective annexes. All individual sealed Annex to be put in one envelope for the purpose of submission.

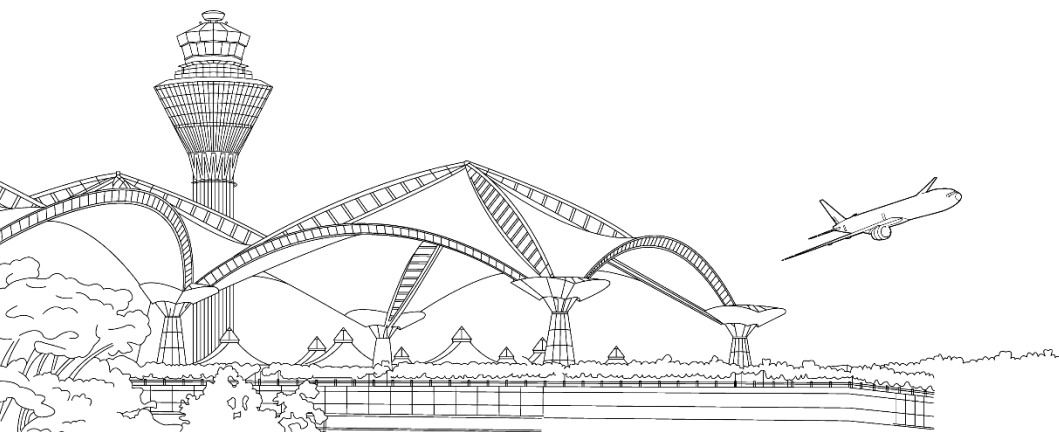
GENTLE REMINDER TO TENDERER

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



Commercial Tender Secretariat

commercialtender@malaysiaairports.com.my



thank
you!