



REQUEST FOR PROPOSAL (RFP)

DATE : 21 JULY 2025

**MODERNISATION OF KESAS' REST AND SERVICE AREAS
(AWAN BESAR)**

TABLE OF CONTENT

| | | |
|-----|-----------------------------------|---|
| 1.0 | DEFINITIONS AND TERMINOLOGY | 1 |
| 2.0 | COMPANY BACKGROUND | 1 |
| 3.0 | PROJECT BACKGROUND | 2 |
| 4.0 | PROJECT SCOPE | 3 |
| 5.0 | PROJECT TIMELINE..... | 5 |
| 6.0 | PROPOSAL REQUIREMENTS..... | 5 |
| 7.0 | RFP SUBMISSION..... | 6 |
| 8.0 | TERMS AND CONDITIONS..... | 7 |

1.0 DEFINITIONS AND TERMINOLOGY

In this Request for Proposal ("RFP") the following phrases shall have the following meanings unless expressly indicated to the contrary:

| | |
|--------------|--|
| Company | : Amanat Lebuhraya Rakyat Berhad ("The Company"). |
| Bidder | : The entity that will undertake the project to modernise, operate and maintain the Rest and Service Area. |
| Closing Date | : A date after which any submission is regarded as invalid. |
| Project | : The Modernisation of Rest and Service Area. |
| RSA | : Rest and Service Areas (RSA) - Awan Besar RSA. |
| RFP | : Request for Proposal. |

2.0 COMPANY BACKGROUND

- 2.1 Amanat Lebuhraya Rakyat Berhad ("ALR") is a private, special purpose, not-for-profit entity established to hasten the shortening of toll concession and facilitate the return of four (4) highways to the Government of Malaysia. It was incorporated under the Companies Act 2016 in late 2021.
- 2.2 Following its establishment, ALR acquired four (4) highway concessions, namely:
 - i. KESAS Sdn Bhd ("KESAS")
 - ii. Lingkaran Trans Kota Sdn Bhd ("LITRAK")
 - iii. Sistem Penyuraian Trafik KL Barat Sdn Bhd ("SPRINT")
 - iv. Syarikat Mengurus Air Banjir & Terowong Sdn Bhd ("SMART")
- 2.3 With these acquisitions, ALR now manages the maintenance and operations of the four (4) highways through the four (4) highway concession companies until the end of their respective concession periods.
- 2.4 Prior to the acquisition, most of these highways had been in operation for nearly 20 years, and the operational model was outdated. Consequently, ALR has decided to modernise all its existing facilities, aiming to enhance operational efficiency and promote sustainable highway management.

3.0 PROJECT BACKGROUND

- 3.1 KESAS Sdn Bhd is the exclusive rights and license holder of all the concession area of Lebuhraya Shah Alam ("LSA"), which is a key route in Klang Valley stretching 34.5km from Klang to Sri Petaling. Built to ease congestion on the Federal Highway, LSA was completed in two (2) phases between 1994 and 1998. Along with the construction of the highway, LSA is also equipped with two (2) Rest and Service Areas (RSAs) which are Kinrara RSA and Awan Besar RSA.
- 3.2 ALR plans to upgrade and modernise the existing Awan Besar RSA. The RSA offers essential amenities like food courts, suraus, restrooms and parking spaces.
- 3.3 As a not-for-profit organisation, ALR is seeking a partnership with a private entity to transform these Rest and Service Areas (RSAs) into modern, vibrant spaces that could potentially become popular destination. This collaboration aims to enhance the overall user experience, promote local cultures and businesses, and ensure the sustainability and attractiveness of the highways for both local and international travellers.
- 3.4 The objectives of the project are:
- i. **To modernise the RSA infrastructure:** This includes upgrading building atmosphere/designs, dining, retail, parking, and other facilities to provide a more comfortable and convenient experience for travellers.
 - ii. **To enhance traveller experience:** By incorporating innovative and sustainable designs, the project aims to create enjoyable and environmentally friendly environment for all users.
 - iii. **To implement a Revenue Sharing or Sub-license Agreement:** This approach ensures mutual benefit for both ALR, and the private entity involved, fostering a collaborative and profitable partnership.
 - iv. **To integrate new technology:** The project will introduce modern amenities such as Artificial Intelligent (AI) monitoring, digital payment systems, aligning with current technological advancements and traveller needs.

4.0 PROJECT SCOPE

4.1 The designated location for this project is the **Awan Besar RSA**. The specifics of the RSA are outlined below:

| NO | DESCRIPTION | AWAN BESAR RSA |
|----|---------------------------|---------------------|
| 1 | Land Area | 14,539 Sqm |
| 2 | Building Area | 4,211 Sqm |
| 3 | Traffic Volume (Annually) | ≅ 28.47 million |
| 4 | Location | KM46.5 (West Bound) |
| 5 | Parking Spaces | 197 Nos |
| 6 | Sewerage Treatment Plant | 1 unit |

4.2 Deliverables and the responsibility of the Selected Bidder:

| NO | SCOPE | DESCRIPTIONS |
|----|-----------------------------------|--|
| 1 | Design and Development: | <ul style="list-style-type: none">Propose appealing and functional modern architectural designs for the RSA which complies to Malaysia Highway Authority (MHA) guidelines for RSA.Integrate innovative technologies to enhance traveller experience.Include sustainable features like renewable energy, rainwater harvesting, and solar panels.Execute construction and refurbishment of RSA facilities, upgrading dining, toilet, retail, parking, and other amenities.Manage all aspects of the projects from procurement, logistics, and on-site supervision to maintain high standards and efficiency. |
| 2 | Operational Upgrade: | <ul style="list-style-type: none">Upgrade dining experience and food options, retail selection, parking, and other facilities.Install digital payment systems, high-speed Wi-Fi, interactive kiosks, real-time traffic updates, and interactive maps.Install smart parking, adoption of "Internet of Things" (IoT) for RSA monitoring/surveillance and security of tenants/users with complete emergency response protocol. |
| 3 | Management and Maintenance | <ul style="list-style-type: none">Management of the RSA post-completion including the tenants, utilities, facilities, billing and sewerages.Maintenance of buildings and facilities to ensure high-quality service standards during the operational phase, in compliance with MHA and other relevant authorities' requirements. |

| NO | SCOPE | DESCRIPTIONS |
|----|---------------------------|---|
| | | <ul style="list-style-type: none"> • Conduct regular inspections to ensure no penalties from MHA or other relevant authorities. |
| 4 | Financial Proposal | <ul style="list-style-type: none"> • Provide clear revenue sharing or sub-licensing price model. • Specify clearly tenure requirements, cost of investment and return of investment (ROI) period. • To take into consideration for any premiums, rates, assessments, rents, taxes or other costs, that may be payable in respect of land use within the concession areas arising from any relevant agencies/parties. |

4.3 Potential Challenges:

- i. **Project Viability:** The project may require a higher capital investment compared to the revenue generated, resulting in a longer ROI period or potentially not achieving ROI at all.
- ii. **Regulatory Issue:** There is possibly a requirement by the MHA's regulations and approval processes that required leasing arrangements between private entities and Federal Land Commissioner/Pesuruhjaya Tanah Persekutuan (PTP), after KESAS concession ends in July 2034, which could impact the project's feasibility.
- iii. **Approval Delays:** Obtaining the necessary approvals from relevant authorities may take a longer period, potentially delay the project's implementation and increase costs.
- iv. **Unanticipated Costs:** There may be unknown costs that are not foreseeable at the outset, which could affect the overall budget and financial planning of the project.
- v. **Management of Existing Tenant:** The RSAs host numerous existing tenants. Effective management is essential to minimise disruption and maintain positive relationships.

5.0 PROJECT TIMELINE

5.1 This project is expected to start operations in March 2026, subject to adjustments during planning and execution. All parties must ensure timely task completion according to the schedule to guarantee smooth and efficient implementation.

5.2 Timeline of the project:

| DESCRIPTION | DURATION | ESTIMATED TIMELINE |
|--|----------|--------------------------|
| Release of RFP and Receive Responses | 6 weeks | 21 Jul – 31 Aug 2025 |
| Presentation and Demonstration by Bidder | 2 weeks | 1 – 15 Sep 2025 |
| Evaluation and Vendor Selection | 2 weeks | 16 – 30 Sep 2025 |
| Finalise and Award of Contract | 4 weeks | 1 – 31 Oct 2025 |
| Development and Execution | 4 months | 1 Nov 2025 – 28 Feb 2026 |
| Start of Operations | - | 1 Mar 2026 |

6.0 PROPOSAL REQUIREMENTS

6.1 The RFP must also include the following:

i. Bidder's information

- Company profile, experience, certifications, qualifications and contact information.
- Company's Memorandum and Articles of Association (M&A), Form 9, Form 13 (if any), Form 24 and Form 49, or equivalent documents issued by Company Commission of Malaysia/Suruhanjaya Syarikat Malaysia (SSM).
- Audited financial statements for the past three (3) years and latest three (3) months' bank statements.

ii. Technical proposal

- Concept design and proposed upgrade.
- Innovative features and sustainability.
- Traffic and other considerations.

iii. Financial proposal

- Investment amount and financial model.
- Funding sources and financial projections.
- Clear revenue sharing or sub-license structure.
- Contingency and risks allocation.

iv. Implementation plan

- Project timeline and milestones.
- Risk management plan.
- Quality, environment, safety and health (QESH) assurance and control.

v. Compliance

- Ensure the design, construction and maintenance of the rest and service area (RSA) follow all relevant MHA guidelines (including LLM/GP/T17-19), Kementerian Perumahan & Kerajaan Tempatan's (KPKT) requirements, local regulations, building, health and safety standard.
- Compliance with all relevant regulators and authorities' requirements are essential to avoid delays and legal challenges.
- Necessary permits, inspections and approvals shall be obtained from all relevant authorities before, during and after construction.

7.0 RFP SUBMISSION

7.1 Due date for the submission: **1 September 2025.**

7.2 Please provide one (1) bound copy marked "**Original**" and one (1) flash drive or other electronic copy, submitted to:

Address : **AMANAT LEBUHRAYA RAKYAT BERHAD**
Kompleks Operasi Litrak
KM19, Lebuhraya Damansara-Puchong
Bandar Sunway, PJS 9
47500 Subang Jaya
Selangor Darul Ehsan

Point of Contact : En Zainuddin Yusuf

Email : zy@kesas.com.my

Phone : 03 - 7494 7000/016 – 332 3529

Deadline : Latest by 5.00 pm

7.3 Selection Criteria

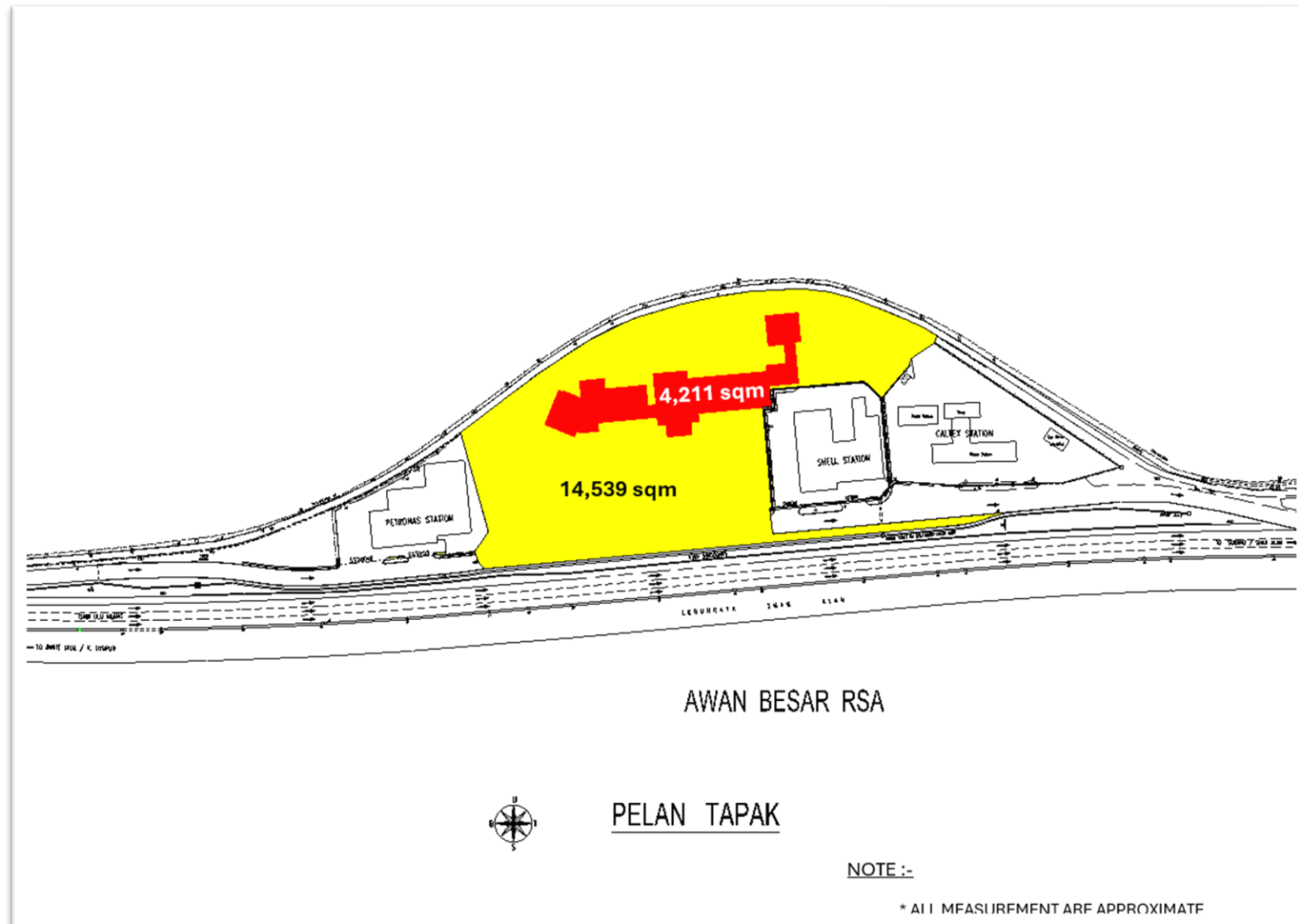
To ensure the selection of a qualified and capable company to successfully modernise the RSA, the following criteria will be used:

| Selection Criteria | | Weightage |
|--------------------|---|------------|
| 1 | Experience and Track Record <ul style="list-style-type: none">• Proven experience in similar design-build projects, particularly in modernising rest and service areas or similar facilities.• Demonstrated success in integrating innovative and sustainable technologies. | 30% |
| 2 | Technical Feasibility and Innovation <ul style="list-style-type: none">• Quality and functionality of the proposed architectural designs.• Incorporation of advanced technologies to enhance traveller experience. | 30% |

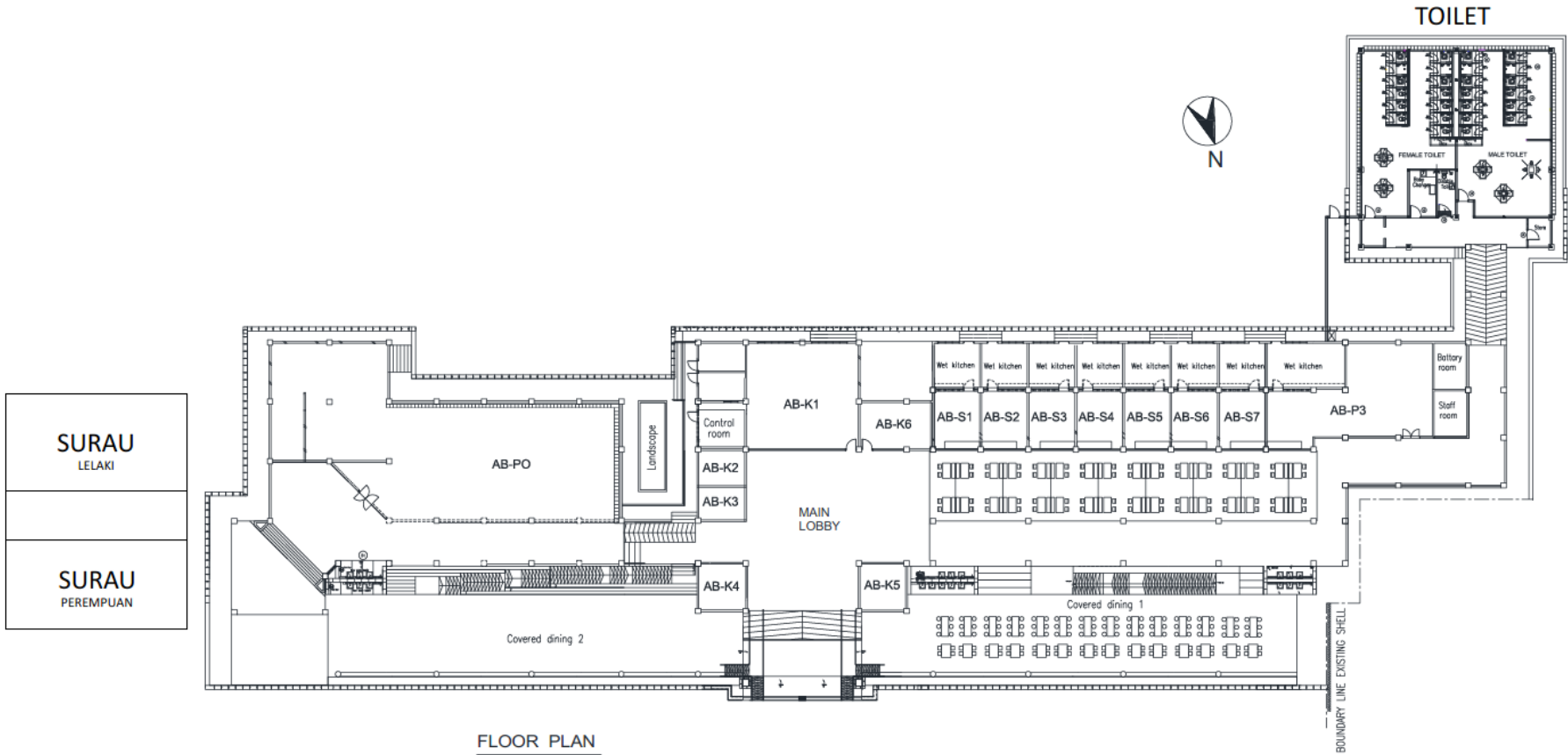
| | | |
|----------|---|------------|
| 3 | Financial Model and Value Proposition <ul style="list-style-type: none"> • Cost-effectiveness and transparency of the proposed budget. • Viability and attractiveness of the revenue sharing or sub-license agreement. | 30% |
| 4 | Compliance with Sustainability Requirements and Regulatory Standards <ul style="list-style-type: none"> • Integration of renewable energy sources, rainwater harvesting, and other eco-friendly practices. • Adherence to all relevant regulations and guidelines. | 10% |

8.0 TERMS AND CONDITIONS

- 8.1 All costs associated with proposal submission are to be borne by the bidder.
- 8.2 Confidentiality of the submitted documents will be strictly maintained.
- 8.3 Any submission later than the deadline will not be considered.
- 8.4 Any queries pertaining the RFP shall be submitted to ALR on or before **25 August 2025**.



REST AND SERVICE AREA AWAN BESAR.



AWAN BESAR REST AND SERVICE AREA

RSA AWAN BESAR.

| NO | ITEM | TYPE | QUANTITY |
|----|-------------------------|---|----------|
| 1 | PARKING | <ul style="list-style-type: none"> • Car • OKU • Motorcycle • Lorry / Bus | 197 Nos |
| 2 | SHOP | <ul style="list-style-type: none"> • Kiosk • Stall • Restaurant or Retail Lot | 15 Lots |
| 3 | PUBLIC FACILITY | <ul style="list-style-type: none"> • Surau • Toilet • Massage Chair • Wakaf • Public Dining Area | - |
| 4 | OTHER STRUCTURES | <ul style="list-style-type: none"> • Solar panels | |

RSA AWAN BESAR

