

Request for Information (RFI): Establishment of Commercial Area on the Ground Floor of MIDA Building

1.0 Introduction and Background

The **Malaysian Investment Development Authority (MIDA)** is the Government's principal agency for promoting the manufacturing and services sectors in Malaysia. In line with the national agenda for economic resilience and sustainability, MIDA is committed to optimising resources, enhancing operational efficiency, and diversifying income sources beyond traditional government funding.

As part of the Revenue Generation Strategic Initiative, MIDA has undertaken an internal asset optimisation review to identify opportunities for maximising value from existing infrastructure. This review revealed that significant space on the ground floor of MIDA Sentral is currently underutilised.

The ground floor, being a prime location with high visibility and easy accessibility, presents an exceptional opportunity to be repurposed into a vibrant commercial area. Strategically activating this space would:

- i. **Optimise Existing Assets:** Transform idle floor area into productive use that supports organisational and financial objectives;
- ii. **Diversify Non-Funding Revenue Streams:** Introduce sustainable income sources through leasing, concessions, or revenue-sharing arrangements;
- iii. **Enhance Operational Efficiency:** Integrate amenities that improve staff and visitor experience, reducing reliance on external facilities;
- iv. **Strengthen Service Offerings:** Provide value-added services that complement MIDA's role as a business facilitation hub, such as small retail, F&B outlets or service kiosks; and
- v. **Support Stakeholder Engagement:** Offer a dynamic and functional space that can be leveraged for events, collaborations, and public engagement.

This RFI seeks qualified, innovative, and capable partners to design, develop, and operate the commercial space in a manner that aligns with MIDA's vision, maximises revenue potential, and enhances the overall environment of MIDA Sentral.

2.0 Purpose of the RFI

The purpose of this RFI is to gather market intelligence and insights from interested vendors regarding the potential establishment of a commercial area on the ground floor of MIDA Sentral. The information collected will assist MIDA in shaping a future Request for Proposal (RFP) or tender exercise.

This RFI is **not a solicitation for proposals** and does not create any binding obligation on MIDA. Participation in this RFI does not guarantee inclusion in any subsequent RFP.

3.0 Information Requested

No.	Information	Details
1)	Company background and capability	- Company information (name, registration no., year established, address, contact details). - Ownership structure (including Bumiputera equity). - Location of headquarters/branch relative to project site (Kuala Lumpur). - Relevant experience (at least three similar projects, government or private) - General track record in comparable developments. - Financial position of the firm (indicative revenue for the past three years).
2)	Project team	- Number and experience of personnel (management, key professionals, support staff). - Awards/recognitions. - Professional registrations of staff.
3)	Conceptual and technical input	- Suggested commercial concepts for 50.88 sqm or 68.04 sqm spaces (examples: retail kiosk, F&B outlet, service counter, exhibition space, small clinic/health service, hybrid use). - High-level design or space planning ideas.

No.	Information	Details
		• Compliance considerations (building codes, safety, accessibility). • Sustainability measures (green materials, energy efficiency).
4)	Commercial and partnership models	• Possible leasing, rental, or revenue-sharing arrangements. • Indicative profit-sharing approaches (fixed rental, variable revenue share, hybrid). • Profit distribution frequency (monthly, quarterly, annually). • Contract duration and renewal preferences. • Risk considerations and mitigation ideas • Insurance/warranty coverage is usually provided in similar projects.
5)	Indicative financial information (<i>non-binding</i>)	• Approximate construction/ fit-out investment the vendor would expect to bear. • Estimated operational cost structure. • Indicative rental or revenue-share levels that may be feasible. • General revenue projections (annual and 5-year outlook, if available).
6)	Project timeline	• Expected duration for mobilisation, fit-out, and operational readiness. • Milestones from award to opening (indicative only).
7)	Value-added proposals	• Additional features or services beyond minimum requirements (e.g., digital integration, eco-friendly enhancements, customer amenities). • Marketing and community engagement ideas to attract visitors and strengthen MIDA's brand presence.

4.0 Scope of Work / Requirements

<u>Scope of Work</u>	<u>Requirements</u>
1) Design and Concept	a. Total available area: i. Option 1: 50.88 sqm / 547.7 sqft ii. Option 2: 68.04 sqm / 732.4 sqft Plan layout as per <u>Appendix I</u> b. Location: Ground floor, currently occupied for MIDA's mailing room, mail processing room and driver's room. c. Optimised use of compact space to ensure efficiency and customer flow. d. Architectural and interior design proposals. e. Branding concepts aligned with MIDA's corporate identity. f. Functional layouts, appealing design, and compliance with all regulatory standards such as building codes, fire safety, and accessibility standards.
2) Proposed Suitable Commercial Area Types (for reference only)	a. Retail Kiosk / Speciality Store: boutique products, gift shop, convenience goods. a. F&B Outlet (Compact Café or Grab-and-Go): coffee bar, bakery, juice/smoothie bar. b. Service Counter / Business Lounge: printing and courier services, travel desk, IT support, concierge. c. Exhibition / Promotional Space: rotating displays, product showcases, tourism or investment promotion booths.

<u>Scope of Work</u>	<u>Requirements</u>
	d. Small Clinic / Health Service: basic medical consultation, wellness checks, or pharmacy. e. Hybrid Space: combination of retail/ service/ health functions to maximise revenue and engagement. Vendors may propose other concepts if they are commercially viable, operationally feasible, and aligned with MIDA's image.
3) Development Works	a. Renovation and fit-out, including utilities (power, water, HVAC, internet) b. Signage and wayfinding solutions c. Sustainable and energy-efficient design approach d. All construction, renovation, and fit-out costs shall be fully borne by the selected vendor, with no capital expenditure required from MIDA
4) Commercial Model	a. Tenant mix strategy (e.g., retail, F&B, services, pop-up spaces) b. Proposed leasing, rental, or revenue-sharing arrangements c. Marketing and promotion plan to ensure high footfall and tenant retention
5) Operations and Maintenance	a. Facility management, cleaning, and security b. Periodic reporting of revenue performance c. Customer service and experience management

5.0 **Briefing Session**

Interested parties are invited for a briefing session at **3.00 pm, 30 October 2025, Thursday** at Japan Room, Level 18, MIDA Sentral, No. 5, Jalan Stesen Sentral 5, Kuala Lumpur Sentral, 50470 Kuala Lumpur. The parties will be taken for a viewing around the location for better understanding of the proposed suitable commercial area types to be undertaken.

6.0 **Submission Guidelines**

- i. Submissions should be concise, structured, and address the information categories above.
- ii. Responses must be in English and submitted electronically in PDF format (in Pendrive) and physically (in Sealed document).
- iii. All proposals must be submitted in English, electronically in PDF format (in Pendrive) and physically (in Sealed document) to Corporate Management Division, Level 14, MIDA Sentral, No. 5, Jalan Stesen Sentral 5, Kuala Lumpur Sentral, 50470 Kuala Lumpur **before / by 12.00 pm, 7 November 2025, Friday**.

7.0 **Next Steps**

MIDA will review responses to this RFI to:

- i. Assess market practices and feasibility.
- ii. Identify suitable business models.
- iii. Refine the scope and structure of a future RFP or tender.

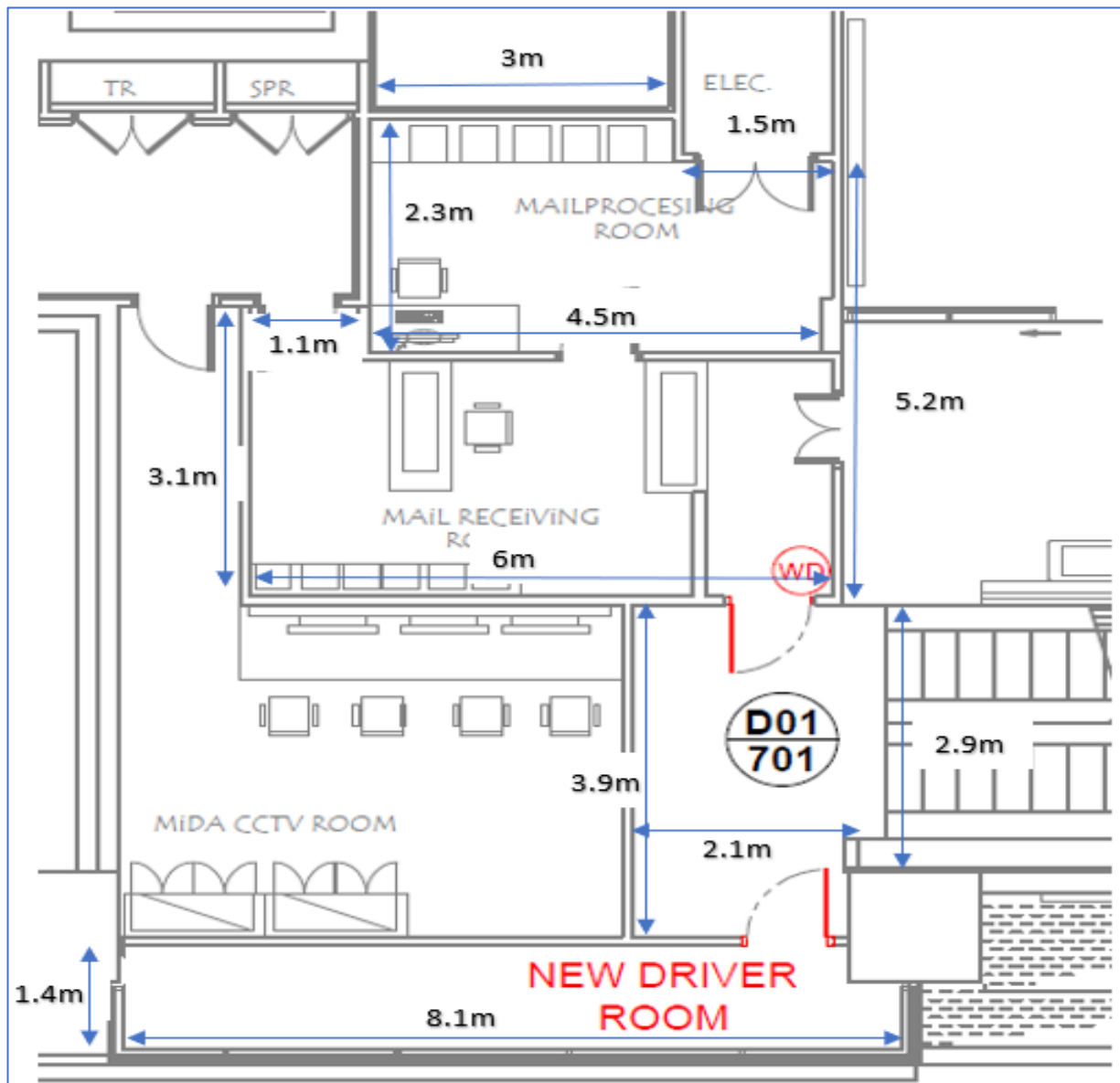
This RFI is for information-gathering only. No contract will be awarded as a result of this process.

8.0 **Terms and Conditions**

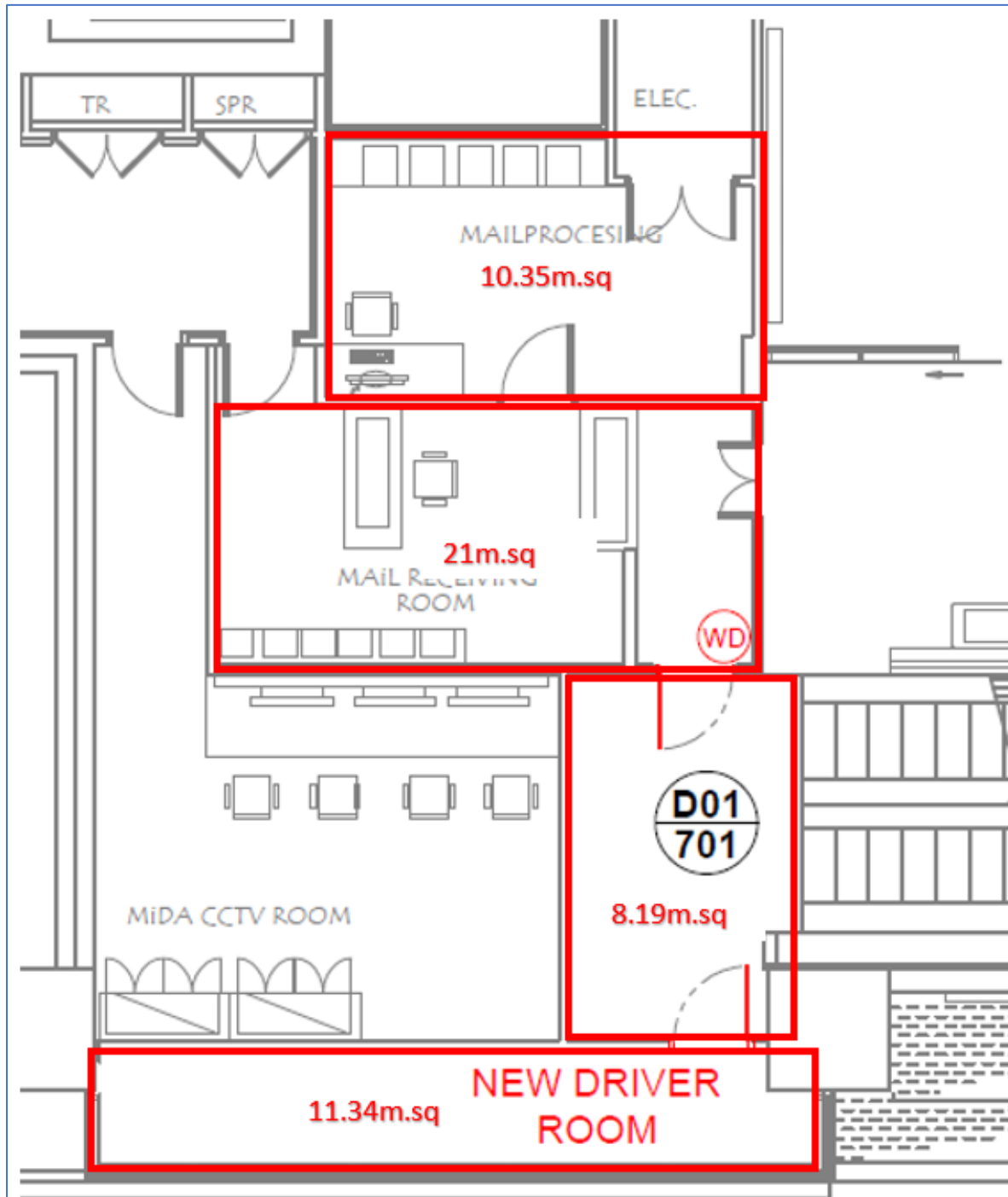
- i. This RFI does not constitute a tender, Request for Proposal, or offer for contract.

- ii. Vendors are not required to provide binding commitments, pricing, or guarantees.
- iii. Participation is voluntary, and all costs of responding to this RFI are the sole responsibility of the vendor.
- iv. Information provided will be treated as confidential and used only for internal planning by MIDA.
- v. Respondents to this RFI may be invited, but are not guaranteed, to participate in any future procurement process.
- vi. All information provided by MIDA must be treated as confidential.

Current Plan Layout



Option 1



Total areas:

**50.88 Sqm /
547.7 Sq.ft**

Option 2

