

MEDIA RELEASE

MRT CORP INTRODUCES RETAILERS OF THE ELEVATED MRT SBK LINE STATION

15 companies will open outlets at 19 MRT stations

Seri Kembangan, 20 October 2016: Mass Rapid Transit Corporation Sdn Bhd (MRT Corp) today announced the 15 companies that will be running retail spaces at the 19 elevated stations along the MRT Sungai Buloh – Kajang (SBK) Line.

The 15 companies that won their bid for the space were among the 49 companies that submitted a total of 223 application for the MRT SBK Line elevated station retail space in April this year. List of successful retailers is as attached.

The bidding opened with minimum or reserve prices which varied for each lot. The companies then submitted the rental rate that they were willing to pay as part of their tender. Other requirements of the tender were the financial status of the companies and their business plan.

MRT Corp Director of Commercial and Land Management Dato' Haris Fadzilah Hassan said the bidding method executed was selected as the best process to ensure transparency in awarding the retail space.

"This process will ensure the MRT retail space is awarded to the best business, allowing MRT Corp to get the best returns for lettable space, which is an important revenue for the company," he said during the event today.

On the selection of the best retailer for the space, Haris said: "One of the factors is to ensure that the brands working with MRT Corp are strong brands that would be able to cater to the fast paced mobility and urban lifestyle of the commuters in Klang Valley."

He said MRT Corp also strived to ensure that the trade mix offered at each station would be complimentary with each other rather than competing against each other.



“Lastly, taking the advice from none other than the Prime Minister, YAB Dato’ Sri Mohd Najib Tun Abdul Razak himself, we wanted businesses that were going to fit the image of the MRT as the country’s most modern mode of transport,” he said.

He added that in furthering the government’s Bumiputera Agenda, MRT Corp had targetted at least 30% of the retail space units to be awarded to Bumiputera entrepreneurs.

“We exceeded this target with 18 units of retail space or 44% of the total would be run by Bumiputera entrepreneurs. On top of that, I am also happy to share that one of these Bumiputera outlets will be operated by a company that is owned and run by the disabled, with the assistance of MARA,” he said.

At the event, representatives from the 15 successful companies received their Retailers’ Handbook from Haris. The Handbook contains details on fitting out process, the dos and don’ts for the retailers. The guideline will help in ensuring that the MRT Retail Experience will be collectively achieved.

The next round of retail space bid will be opening soon for the underground MRT stations. MRT Corp also plans to expand the Retail Experience at the MRT Stations by utilizing available spaces to include kiosks and push carts.

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List of Retailers for the MRT SBK Line Retail Space at Elevated Stations

No	Company Name	Brand Name	Station	Trade Type
1.	FBC Resources Sdn Bhd	Buttercrumbs and Luscious Pie	Taman Midah Bandar Tun Hussein Onn	Food & Beverage
2.	RB Gurney Sdn Bhd	Rotiboy	Semantan Taman Permata	Food & Beverage
3.	Noras Delight	Noras Delight	Sungai Buloh Kota Damansara	Food & Beverage
4.	AJ Delicacies	QuickMart	Taman Mutiara Bukit Dukung Sungai Jernih	Convenience Store
5.	CTC Bekalan & Binaan	Juicee	Taman Mutiara	Food & Beverage
6.	Polar Wizards Sdn Bhd	Chatime	Kampung Selamat Sri Raya Bukit Dukung	Food & Beverage
7.	Watson's Personal Care Stores	Watsons	Kwasa Sentral Pusat Bandar Damansara Sungai Jernih	Pharmacy
8.	Circle K Malaysia Sdn Bhd	Circle K	Sungai Buloh	Convenience Store
9.	7-Eleven Malaysia Sdn Bhd	7-Eleven	Kwasa Sentral Surian Pusat Bandar Damansara Semantan Taman Midah Taman Connaught Taman Connaught Bandar Tun Hussein Onn Batu Sebelas Cheras Stadium Kajang	Convenience Store

10	Infra Alfa Sdn Bhd	Groovy Juice	Surian	Food & Beverage
11	Mega Riajaya Sdn Bhd	myNews.com	Kampung Selamat Kota Damansara Taman Pertama Taman Pertama Taman Suntex	Convenience Store
12	Sugar Heritage Sdn Bhd	Sugar Village	Sri Raya	Food & Beverage
13	Monza Elegent Resources	Monza Elegent	Stadium Kajang	Food & Beverage
14	Maxincome Resources Sdn Bhd	Family Mart	Taman Tun Dr Ismail Taman Tun Dr Ismail	Convenience Store
15	Junshui Enterprise	Junshui Bookstore	Batu Sebelas Cheras	Book Store & Stationeries