

A composite image showing a blurred high-speed train on the left and blurred figures of passengers walking on the right, suggesting speed and movement.

**MYHSR CORPORATION SDN BHD**

Women In Rail Malaysia Conference 2023

# **UNLOCKING THE BENEFITS OF THE KL-SG HSR PROJECT**

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By: **Dato' Mohd Nur Ismal Mohamed Kamal** (CEO of MyHSR Corporation Sdn Bhd)

## WIR Conference Agenda

**1** Context and Background

**2** The Case For KL-SG HSR: Transport Considerations

**3** The Case For KL-SG HSR: Economic Considerations

**4** Public Private Partnership (PPP) in HSR

# Section 1 – Context and Background



## WIR Conference

1. The Government of Malaysia (GOM) aims to **improve intercity mobility with a view to generate socio-economic development** through reduced journey time, safe and seamless travel, and enhanced accessibility to our second and third-tier cities.
2. With this aim in mind, the GOM intends to **implement our first high speed rail line in the southern corridor of Peninsular Malaysia on a PPP basis.**
3. MyHSR Corporation Sdn Bhd (MyHSR Corp), a company wholly owned by the Minister of Finance (Incorporated), has been tasked to **initiate an RFI to solicit concept proposals from local and international industry players to assess their readiness and capabilities.**
4. Innovative business models and supplementary revenue-stream ideas for a privately funded structure are welcomed.

## WIR Conference Agenda

1

**Context and Background**

2

**The Case For KL-SG HSR: Transport Considerations**

3

**The Case For KL-SG HSR: Economic Considerations**

4

**Public Private Partnership (PPP) in HSR**

# Section 2 – Identifying the Need for HSR

## Vehicle Population Surpasses Human Population in Malaysia



### Mobility & Market Demand

News

## Highway authority expects 2.3 million vehicles daily on major expressways during Raya

Several measures are in place to ease traffic flow and relieve congestion.

Bernama | April 19, 2023 1:18 PM | 2 minute read



### Mobility and market demand:

- Trips to grow 2.5 times by 2060
- Road congestion to severely worsen
- Future investment needed, especially on the road expansion, to cater to the demand



## Vehicles outnumber people in Malaysia

By Dawn Chan - June 9, 2022 @ 9:55pm



**KUALA LUMPUR:** The number of vehicles in the country has overtaken the human population, with an **increase of at least a million vehicles annually** since 2019.

Last year, there were 33.3 million registered vehicles nationwide versus the human population, which stood at 32.6 million, according to road safety expert Professor Dr Kulanthayan K.C. Mani of Universiti Putra Malaysia.

Of the 33.3 million registered vehicles, up to 47.3 % were cars; 46.6 % were motorcycles while 4.7 % were goods vehicles.

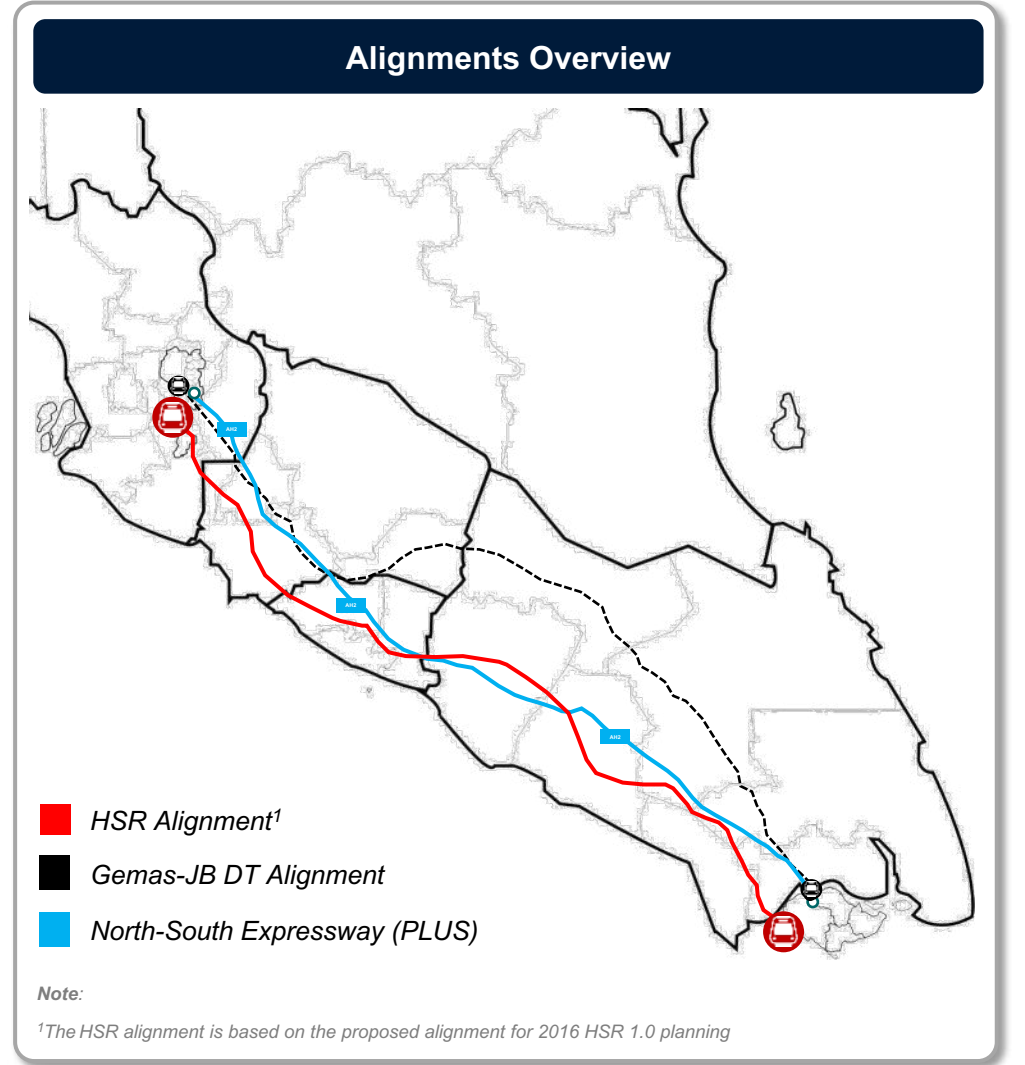
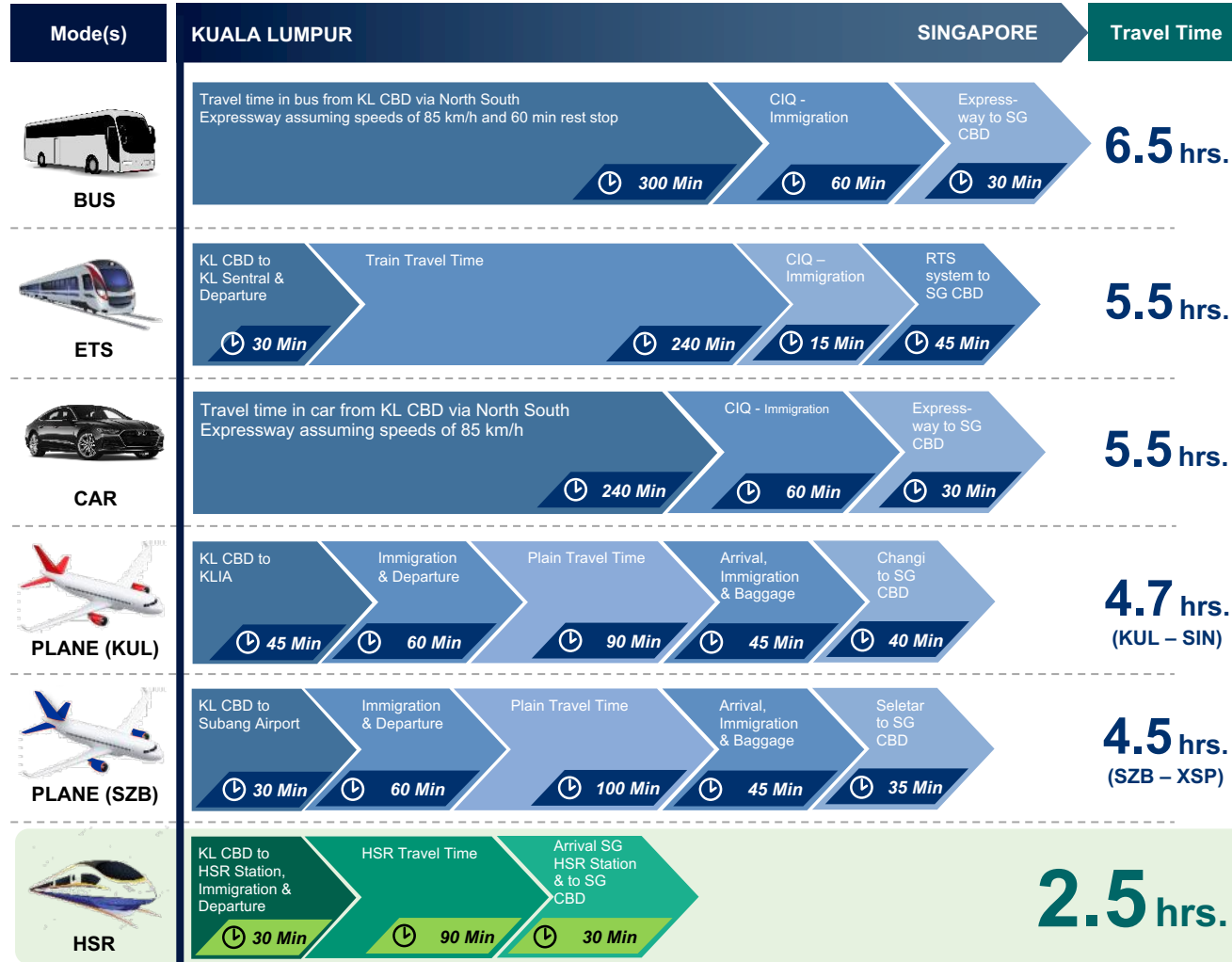
# Section 2 – Identifying the Need for HSR

Faster and Seamless



## Average Travel Time

Below chart illustrates the travel time comparison of the different modes of transport:

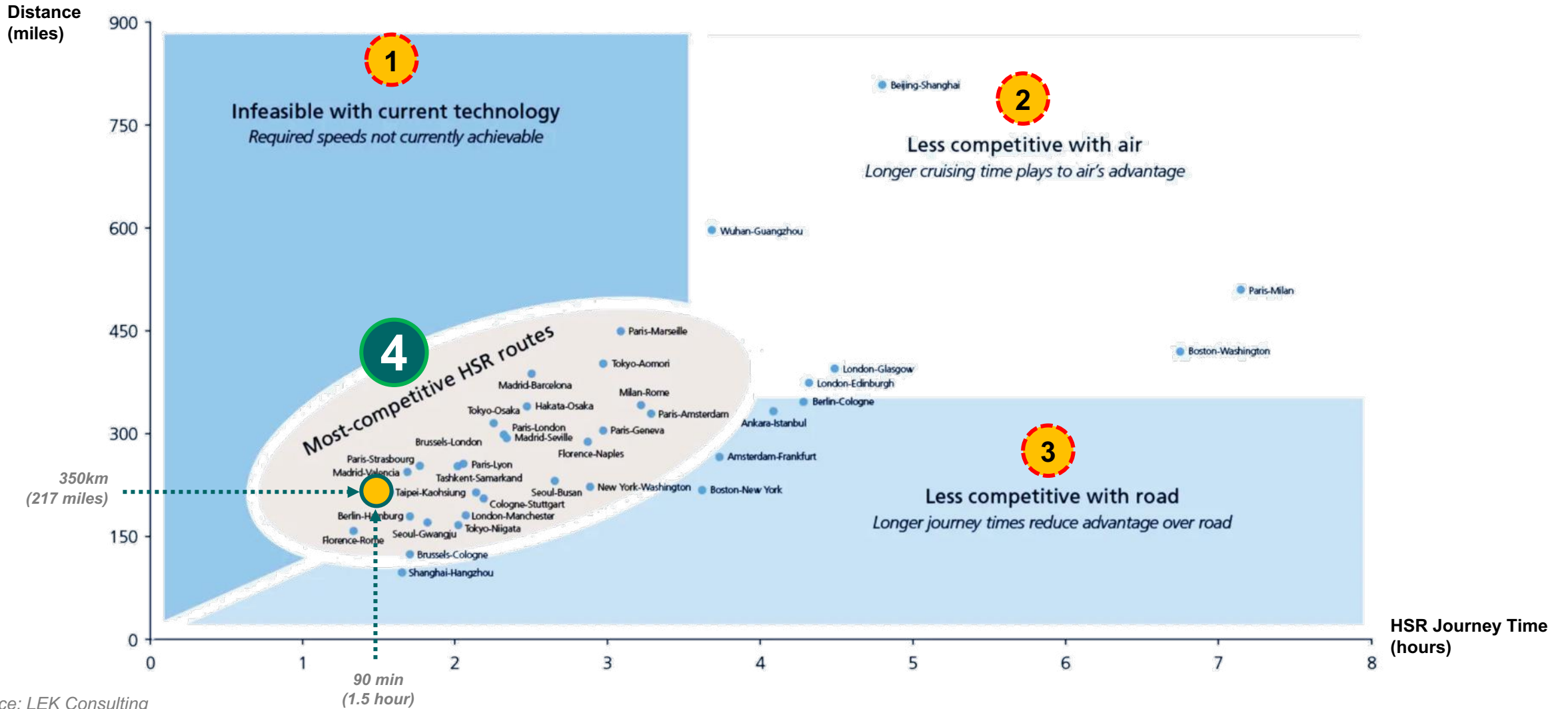


# Section 2 – Identifying the Need for HSR

KL-SG HSR sits right in the middle of the HSR sweet spot



## HSR Sweet Spot



# Section 2 – Identifying the Need for HSR

Faster, Cheaper & More Convenient



## HSR Sweet Spot

### Faster than flying: the high-speed rail routes taking on the air industry

A recent analysis found that on certain routes across Asia and Europe, high-speed trains are faster, cheaper and more convenient than flying to the destination. From Beijing to Shanghai and London to Paris, where in the world do passengers prefer to take the train?

By Eva Grey



- **London – Paris – Brussels:**

Trains from Brussels to London can slash three hours and 18 minutes off the total journey time compared to flying, while London to Paris saves one hour and 41 minutes.

- **Madrid – Barcelona:**

In 2007, less than one year before the line's opening, Madrid–Barcelona was the busiest air route in Europe, according to Eurostat data.

Shortly after its inauguration, the HSR took more than half of the business travel market on the corridor.

- **Milan – Rome:**

The journey between Milan and Rome is a busy corridor for tourists and commuters alike, served by the 320km/h Frecciarossa.

Leaving Rome's central station, the frequent Alta Velocità (AV) trains complete the journey to Milan in just under three hours – that's one hour less than flying from the capital.

- **Tokyo – Osaka:**

With a capacity of 445,000 passengers per day, the trains own 85% of the market share over airlines. So for every 30,000 seats occupied on planes, 350,000 are taken on trains each day, according to JR Central's annual report.



# Section 2 – Identifying the Need for HSR

## HSR's Low Carbon Footprint



### Low Carbon Footprint

Below chart illustrates the comparison of carbon emission by different modes of transport:

#### The transport sector is one of the main contributors to carbon emission...

- The transport sector is the **second biggest driver** of carbon emissions in Malaysia after electricity and heat production, while the industrial sector is the third-largest contributor
- Carbon emissions from the transport sector **represented 28.8% of total fossil fuel combustion in Malaysia**, well above the global average of 24.5%
- **Road transport has been identified as the largest carbon emitter** among all transport subsectors

#### Banning Short Haul Flights for Greener Transportation

Implemented:



France



Austria

Planning/ Proposing:



Spain



Germany



Netherlands

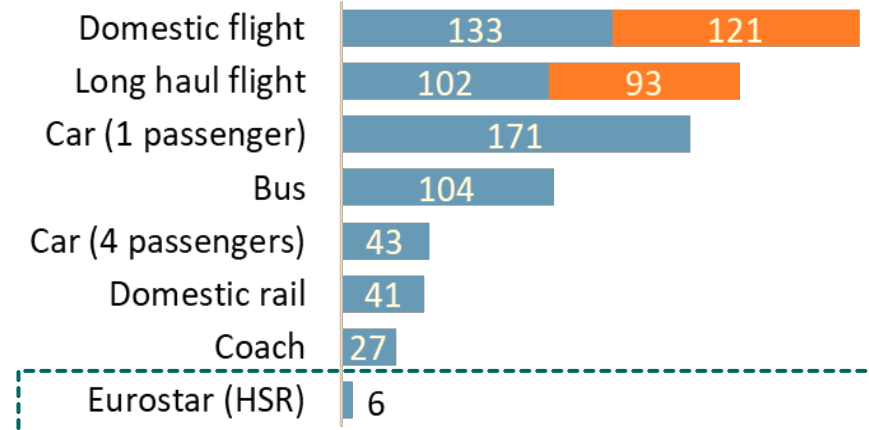
Source: International Energy Agency 2019



### Gas Emission

#### Emissions from different modes of transport

Emissions per passenger per km travelled (g)



Carbon Dioxide emissions

Strong warming gases at high altitudes (Nitrogen Oxide, etc.)

Source: <https://www.bbc.com/news/science-environment-49349566>

It is estimated that the KL-SG HSR project can reduce ~10 million tons of CO<sub>2</sub>e of GHG emission in the first 50 years of operation. This is in line government's aspiration to achieve net-zero GHG emissions by 2050

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# Section 3 – HSR As Catalyst For Economic Growth

## Japan Shinkansen: Key Driver For The Economic Growth



### Connectivity & Accessibility

Japan suffered a severe economic downturn and social inequality following WWII:

 **Slower economic growth after the devastating effects of WW2.**

Prior to 1960, Japan's economy was only one-twelfth of the USA's economy size and much smaller than other Western nations such as France, Britain, and Germany. Following vigorous economic policies/planning, its economy grew to be only one-fourth of the USA's economy in 1972 and subsequently about half of the USA's economy by the mid-80s. Japan also was the second biggest economy from 1972 until the late 2000s.

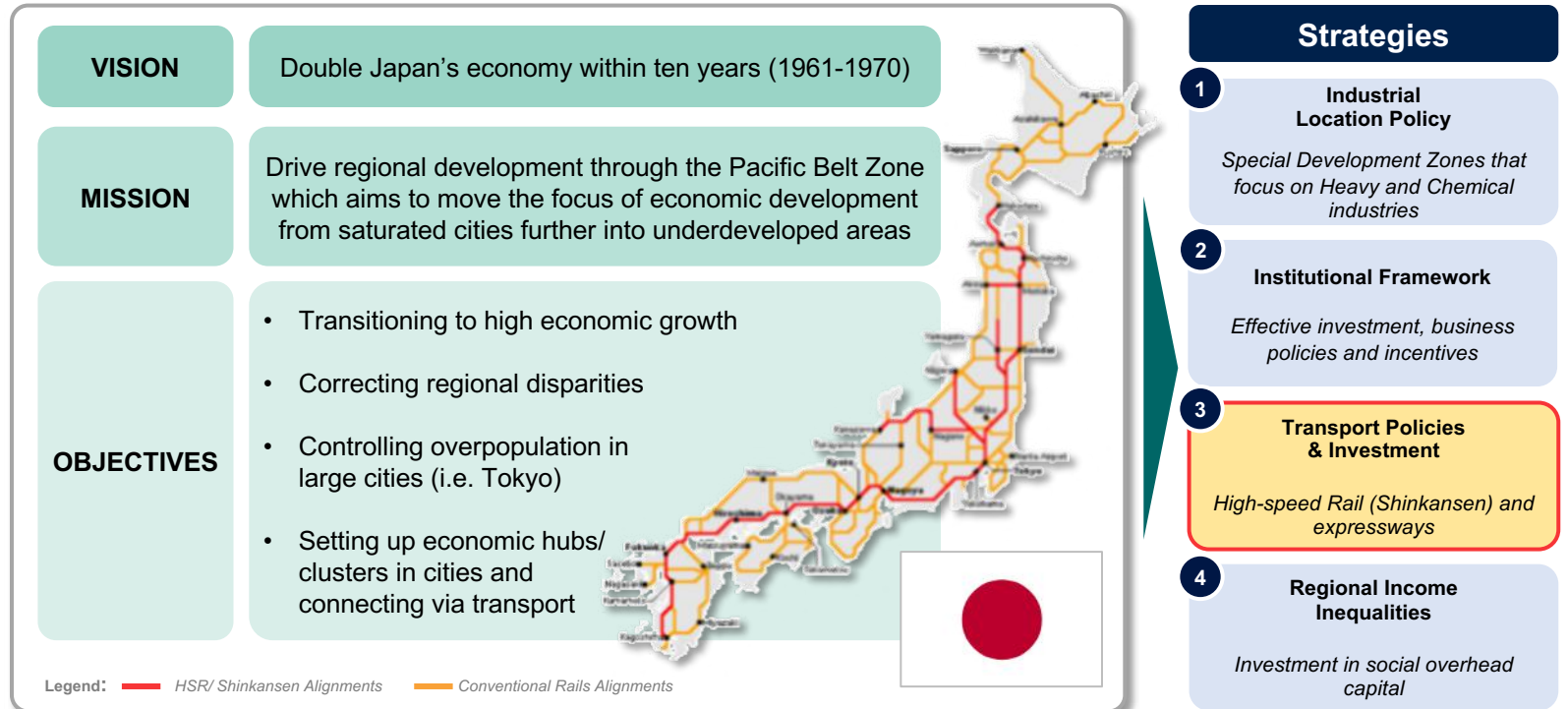
 **Uneven population distribution between saturated cities and non-core/rural areas**

Most of the population were within the major cities that had caused a huge social gap between urban and rural area as opportunities were concentrated in big cities such as Tokyo, Osaka, Nagoya.

 **Imbalanced regional development**

Economic activities were only concentrated within major cities that lead to low development/ opportunities for other region.

Japan in the 1960s has successfully undertaken economic reform termed **Income Doubling Plan (IDP)** targeting Social, Industrial Policy and Connectivity/Transport as primary focus areas. IDP has led its economy to double in size within less than 7 years.



- Japan's annual growth averaged more than 10% over the course of the Plan (original target was 7.2%), and the economy doubled in size in less than seven year
- GDP: US\$45b (1960), US\$90b (1965), US\$212b (1970)

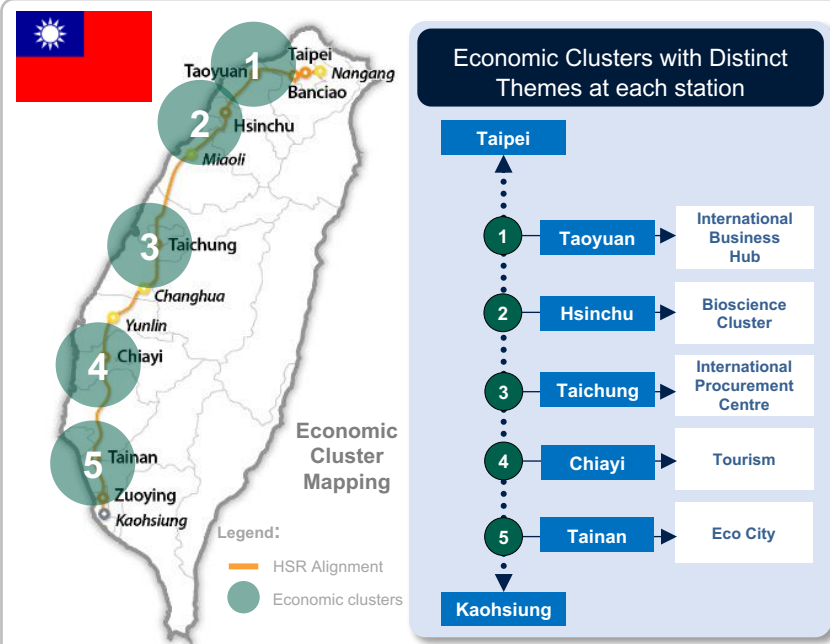
# Section 3 – HSR As Catalyst For Economic Growth

## Taiwan HSR: National Economic Clusters



### Integrated Economic Planning

Taiwan HSR is Integrated with Special District Planning to Ensure Balanced Development.



The government plans the economic clusters according to the "Land and Spatial Development Strategy Plan" approved by the National Development Council in 1999.

### Integrated Economic Development Plan was executed with 3 strategies

#### Economic Clusters

- Distinct development themes for 5 key station locations i.e. Business, Biotech, Tourism, Ecocity and Retail
- Special Planning District – HSR development prioritized as key public projects

#### State-led TOD

- Alignment of development plans around national cluster
- E.g. Taoyuan station development plans centered on International Airport – Taoyuan Aviation City Project to create a modern international business city

#### Corporate Support

- Government support for biomed cluster – reduced corporate income tax for 5 years, 40-50% subsidies for R&D establishment/ personnel training, tariff-free machinery import

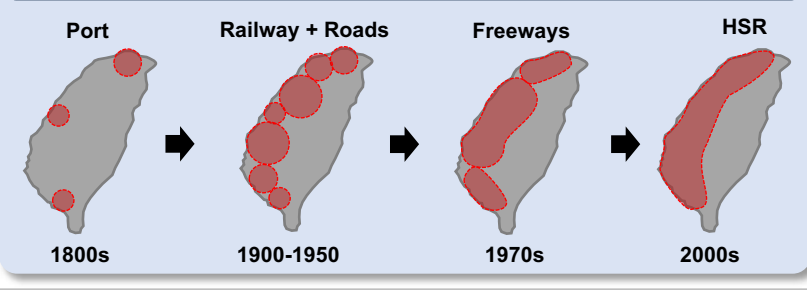
### Impacts

- Attracted USD 3.9 bil TOD Private Investments (first 5-7 years)
- Improve Human Capital Mobility & Talent Pool Accessibility
- Catalyze New Industries & Generate High-Income Jobs

Annualized Average Trends in Pre And Post HSR Operation (Comparable Period):

Economy	FDI	Productivity	Urbanisation
<b>GDP Nominal</b> ↑ > 40% CAGR improved to 3% from 2%	<b>GDP Per Capita</b> ↑ > 35% CAGR improved to 2.7% from 2%	↑ > 40% Annual FDI increased by 43%	↑ > 30% Increased by 30% per month
			↑ > 10% Rate improved by 11%

### Evolution of The Regional Accessibility

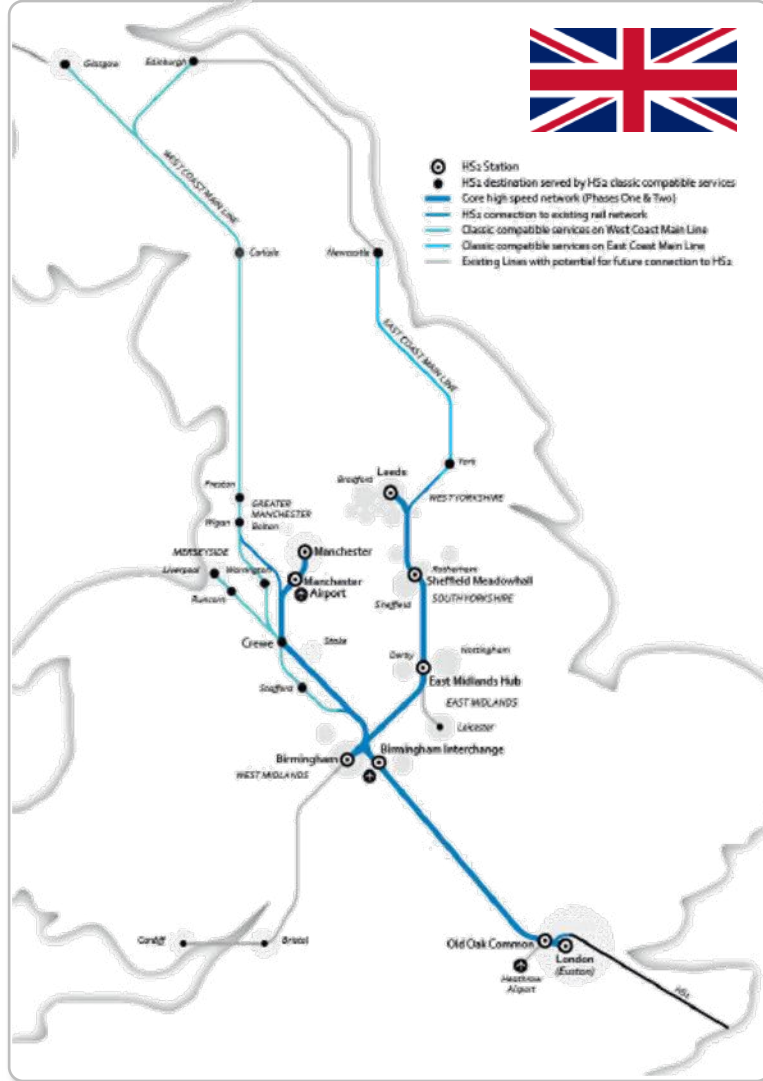


# Section 3 – HSR As Catalyst For Economic Growth

## HS2 HSR: The Socioeconomic Case for HS2 – Capacity, Carbon and Connectivity



### Integrated Growth Strategies



- HS2 is expected to be **Europe's largest infrastructure project**.
- The new high-speed line will run between the North West and the South East, stopping at Manchester, Birmingham and London, with trains extending to Scotland and other destinations on the existing network. In total, over 400km of new high-speed line is planned across the country, over the span of a few phases.
- The construction of Phase 1 linking London to Birmingham is currently underway. Services are **expected to start between 2029 - 2033**.

### Why HS2? The Socioeconomic Case For HS2



HS2 will **add vital capacity to the rail network** by taking long-distance trains off existing railway lines



HS2 playing a vital role in achieving the goal of Britain becoming **net zero carbon by 2050**

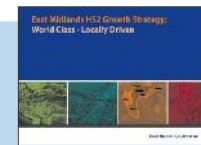


HS2 will be providing **better connectivity** that will act as a catalyst for the country's economic growth

### Harnessing HS2 Full Economic Potential through Integrated Growth Strategies

#### East Midlands HS2 Growth Strategy

- 74,000 new jobs
- Add £4bn/yr to regional economy
- Proposed new developments include expansion of regional airport, HS2 infrastructure maintenance depot



#### Greater Manchester HS2 Growth Strategy

- 96,000 new jobs
- Double the economic output of the region to £132bn by 2050
- Proposed new development around the HS2 station at Manchester Airport, redevelopment of Manchester Piccadilly



#### West Midlands HS2 Growth Strategy

- 100,000 new jobs
- Add £14bn/yr to regional economy
- The UK Central Hub is a massive development plan centered around the Solihull interchange station; it aims to create jobs, homes and commercial space, generating £6.2bn GVA per year and bringing 1.3m people to within a 45-minute public transport commute of the station



# Section 3 – HSR As Catalyst For Economic Growth

## China's HSR: Unlocking China's Internal Economic Circulation



### Accelerating Economic Growth



### The “Five-Year Plan” Series of China’s Guide for Social and Economic Development



HSR has been identified as one of the catalysts to unlock China’s internal economic circulation

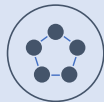
### Goals:



Achieve **economic acceleration and integration of Yangtze River Economic Belt** (e.g. Shanghai, Jiangsu, Zhejiang, Hubei, Hunan, Chongqing, Sichuan, Yunnan, and Guizhou)



Create **economic spillover** from wealthy area to other areas for equitable growth



Increase **global competitiveness** on logistic and supply chains through efficient talent mobility

### Impacts from HSR

- Net benefits (30 years): **~\$378 Bn**
- Annual ROI of **6.5%**

Source: Paulson institute

- Provides a **fast, reliable and comfortable means of transporting** large numbers of travelers in a densely populated country over long distances
- **Stimulated the economy in the short term** by creating construction jobs and helping drive during the economic downturn in 2008-2009
- Facilitates **cross-city economic integration** and promotes the growth of smaller cities by connecting them with larger cities
- Supports **energy independence and environmental sustainability**
- **Fosters an indigenous HSR technology and components industry**; Chinese train equipment manufacturers have quickly absorbed foreign technologies (such as Japan’s Shinkansen systems), localized production processes, and begun competing with foreign suppliers in the export market

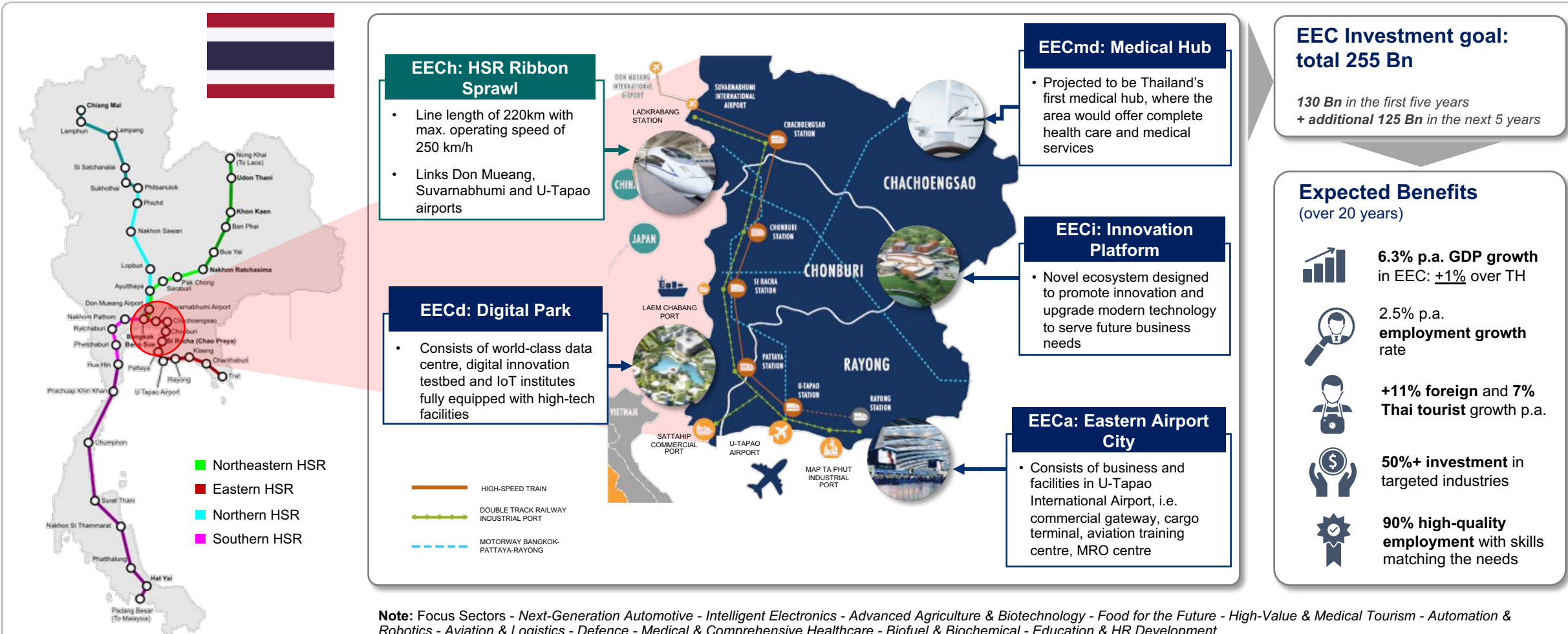
# Section 3 – HSR As Catalyst For Economic Growth

## Thailand HSR: Eastern Economic Corridor (EEC)



### HSR as Economic Catalysts

Thailand has developed the **Eastern Economic Corridor (EEC)** with HSR as one of its catalysts and will create **RM 2.5 Tn incremental GDP impact** and **1 Mn + employment opportunities by 2037**



# Section 3 – HSR As Catalyst For Economic Growth

## Jakarta-Bandung HSR: Economic Center Connecting Line



### Accelerating Sustainable Growth

#### Phase I: Investment in Java Corridor

(Bn RM)  
(5 years)  
**370**

**125**  
(Industries)

**245**  
(Infra)

#### Target industries:



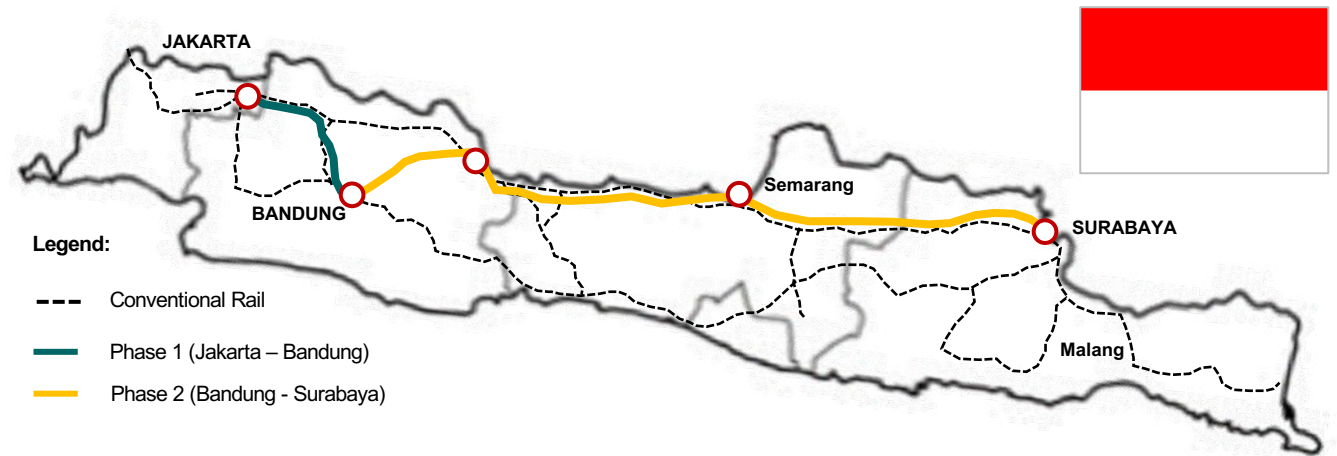
#### Infrastructure Projects:

10 priority projects totaling 30 Bn, including rail infrastructure



Source: Coordinating Ministry for Economic Affairs (Indonesia)

#### Jakarta – Bandung HSR



#### Phase II & III

##### Phase II

- Accelerate long-term infra development
- Enhance innovation
- Improve governance
- Encouragement of industry

##### Phase III

- Enhance national industries
- Implement high level technology for sustainable development

**2.2%+**  
**incremental**  
**GDP growth**  
**in Java**



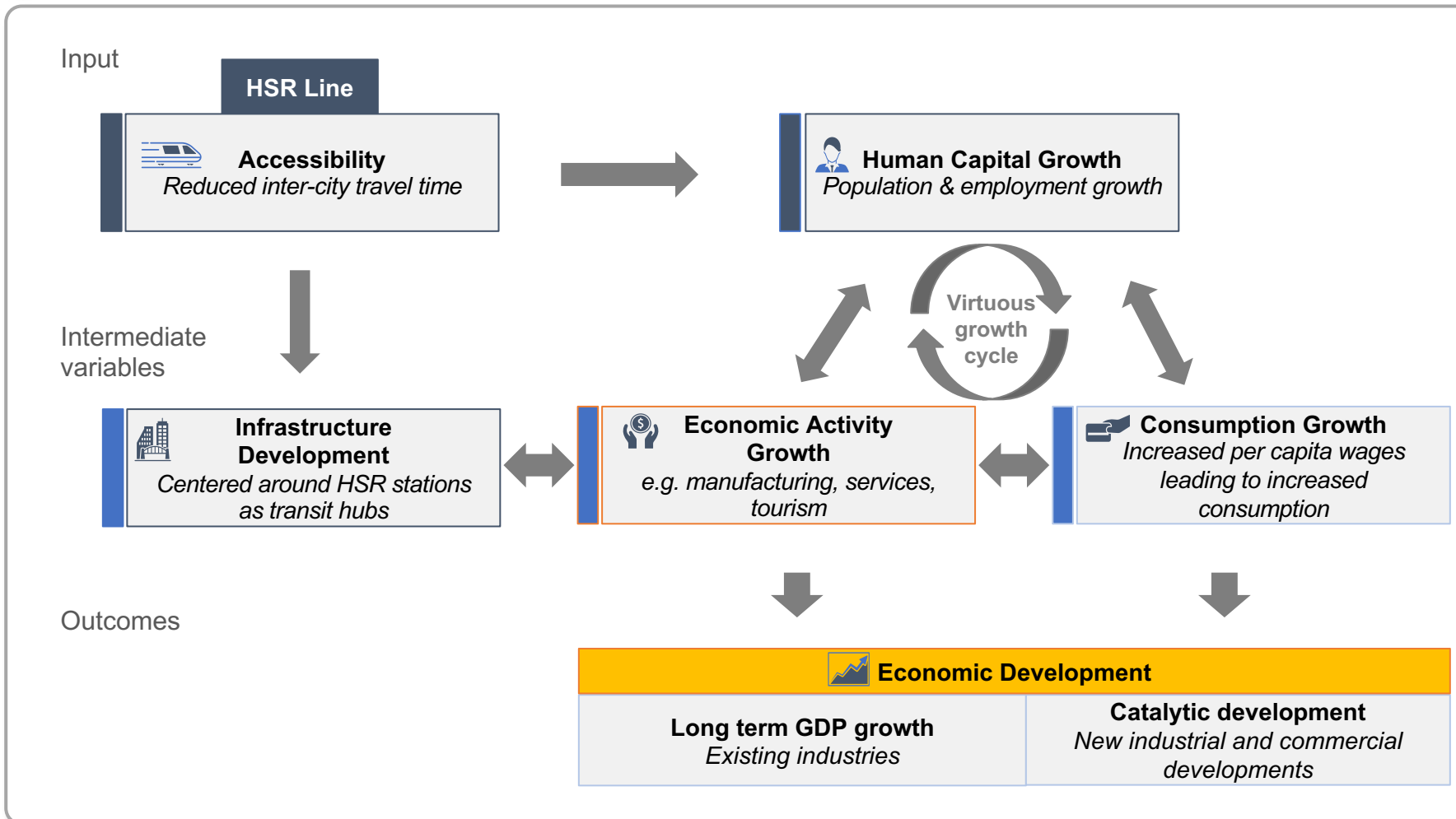
# Section 3 – HSR As Catalyst For Economic Growth

HSR promotes catalytic economic and human capital growth in cities



## Transport Investment

Transport investment is a major instrument in promoting catalytic economic and human capital growth in cities:



### Key Messages

- HSR promotes connectivity and **increases accessibility** along the corridor
- This enables **agglomeration effects** from human capital movement
- Resulting in a **virtuous growth cycle** of infrastructure, human capital, consumption, and economic activity growth
- Long-term result of **GDP growth and catalytic development** (formation of new industries)

# Section 3 – HSR As Catalyst For Economic Growth

## Strategic rationale for HSR



### HSR Redefine The Economy

HSR has the potential to pave the way to redefine the economy into a hi-tech, innovation-driven hub.



#### Drive Regional Competitiveness To Attract High-Value Investments

- Linking to KL-SG will **connect Malaysia into a catchment** of RM268.5b of total output impact
- Compete against **Thailand and Indonesia** which are already constructing HSR to **continue attracting FDI**



#### Accelerate Equitable Economic Growth

- **Promote inclusive state development** and close the growing income gap between Southern states
- Catalyze growth along the HSR corridor, up to **RM19 Tn** wider economic Impacts



#### Improve Human Capital Mobility & Talent Pool Accessibility

- **Attract talent from across the country into HSR corridor** through improved accessibility
- HSR catalyzed development can **potentially add 1%+ of state GDP** growth



#### Generate High-Income Jobs & Enhance Standard of Living

- **Potential to create > 700k** direct, indirect and induced jobs
- **Improve quality of life** through up to 50% reduction in travel time and accidents
- Drive sustainability through **reduction of ~10 million tons** of COe of GHG emission in the first 50 years of operation

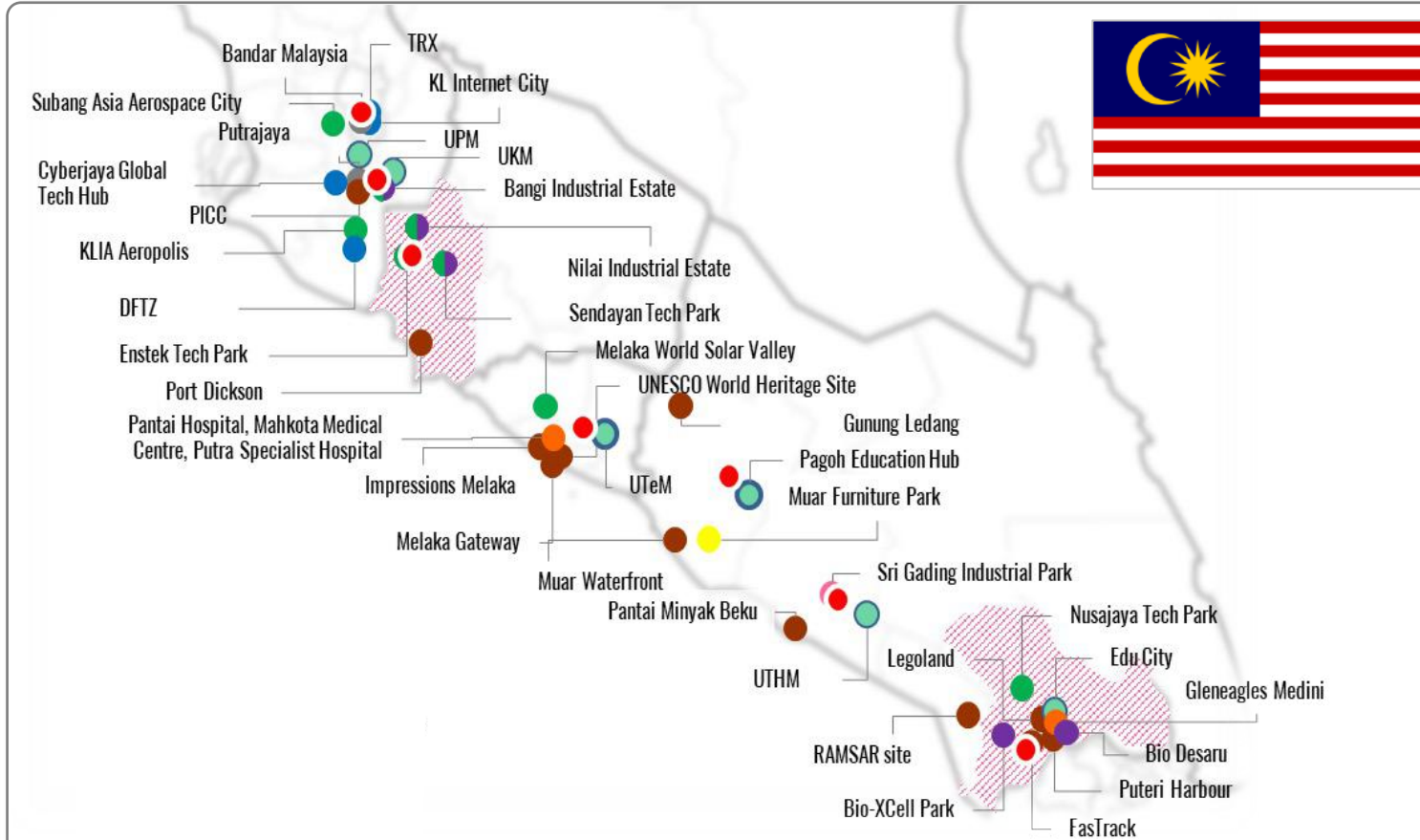
# Section 3 – HSR As Catalyst For Economic Growth

## Unlocking the Untapped Growth Potential (Southern Corridor)



### Untapped Potential

For Malaysia to maximise benefits from the KL-SG HSR, our corridor development planning shall leverage the strong base of existing assets available.



**We already have a good base of stand-alone assets across the Southern HSR Corridor**

### Highlights of Available Assets



**~52 MSC Status Assets**  
(e.g. Retail & Business Centers and Financial Institutions) within 20km radius



**~36 Industrial parks**  
focusing on aerospace, automotive, bioeconomy, pharmaceuticals, semiconductor, green technology, food electronics, chemical products



**~117 tourist key sites and assets**  
including attractions, accommodation and retail



**104 incentives** are available across the 7 growth areas

# Section 2 – HSR As Catalyst For Economic Growth

Great Economic Opportunities Throughout The HSR Corridor



## Maximizing KL-SG HSR Potential

### The KL-SG HSR Socio-Economic Development Plan (“SEDP”)

The HSR SEDP is critical to maximize the economic benefit for the country arising from the HSR project, and to ensure that the benefits occur early and deliver equitable benefits to local communities

It provides potential for land monetization to fund the HSR infrastructure investment, reducing the future national debt burden

A new approach taking a holistic view of development across all destinations will maximize the benefit and ensure a positive and sustainable outcome for all

### Vision

*High-income innovation driven economy while sustaining equitable growth and shared prosperity*

### Objectives

- 1 Enhanced economic diversity and complexity via high local R&D and innovation
- 2 Creation of high skill jobs to provide better income for Malaysians and alleviate poverty
- 3 Expansion of domestic linkages into global supply chain
- 4 Development of new & existing clusters to close development gaps outside Klang Valley

### STARTING POINT – 7 GROWTH AREAS & 23 SUB-SECTORS

**KNOWLEDGE INTENSIVE INDUSTRIES**

- Digital Economy
- Advance Manufacturing
- Bio-economy

**MODERN SERVICES**

- Tourism
- Healthcare

**LOCAL INDUSTRIES**

- Furniture
- Textile

Through HSR Socio-Economic Development Plan, Malaysia will be well positioned to accelerate ecosystem development and move towards high value economy

# Section 3 – HSR As Catalyst For Economic Growth

## Maximizing The HSR Corridor Potential



### Maximizing KL-SG HSR Potential

The KL-SG HSR project presents an exceptional investment opportunity, with the potential to unlock robust economic prospects along the corridor

This strategic venture will not only expedite planned developments but also generate substantial job opportunities, contributing significantly to Malaysia's post-COVID recovery and reform

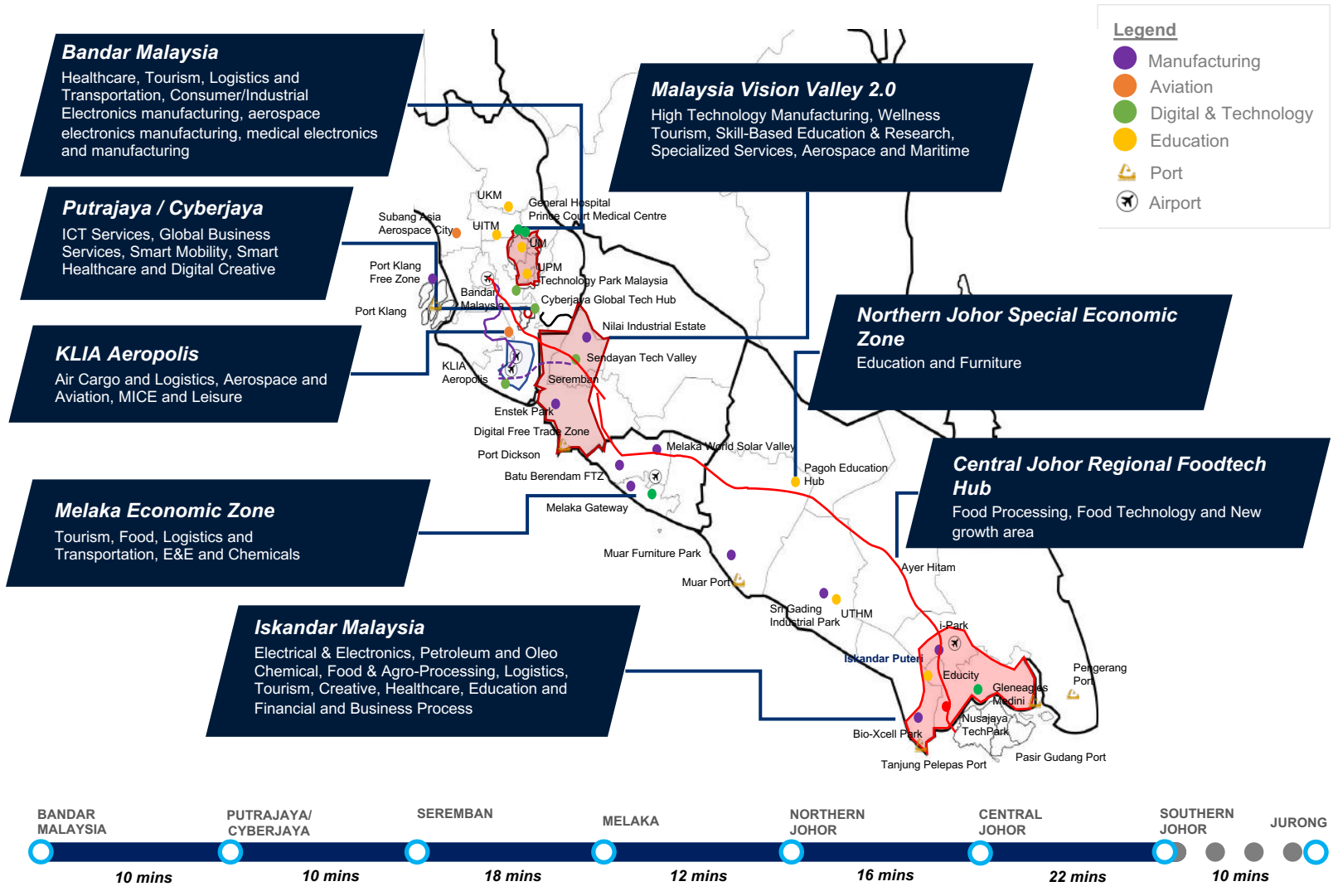
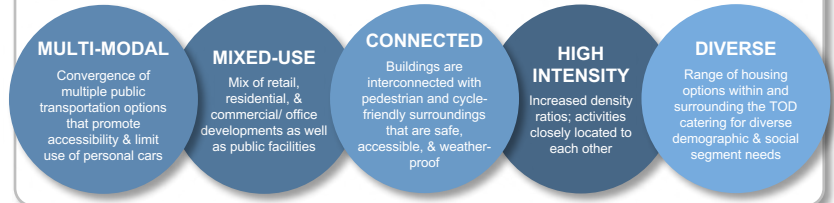
The private sector can play a pivotal role in shaping the nation's future by being part of this transformative project, poised to yield substantial returns while fostering sustainable growth and development

### Creating Impact In Each City Along The HSR Corridor TOD

Urban Growth & Economic Development

Enhancing Connectivity & Mobility

Value Creation & Land Utilization



# Section 3 – HSR As Catalyst For Economic Growth

## Maximizing The HSR Corridor Potential



### Maximizing KL-SG HSR Potential

*Illustrative only*

Growth Areas		Bandar Malaysia	Putrajaya	Seremban	Melaka	Muar	Ayer Hitam	Iskandar Puteri
			10 mins	10 mins	18 mins	12 mins	16 mins	22 mins
Knowledge-intensive	Digital Economy	<ul style="list-style-type: none"> <li>KPO</li> </ul>	<ul style="list-style-type: none"> <li>GBS/ITO</li> <li>Games &amp; animation</li> <li>Industry 4.0</li> </ul>					<ul style="list-style-type: none"> <li>KPO</li> <li>VFX, creative content</li> </ul>
	Bioeconomy			<ul style="list-style-type: none"> <li>Bio-Pharma</li> <li>Bio-Industrial</li> </ul>		<ul style="list-style-type: none"> <li>Higher Education Hub</li> <li>R&amp;D Clusters</li> </ul>	<ul style="list-style-type: none"> <li>FoodTech</li> </ul>	<ul style="list-style-type: none"> <li>Bio-Pharma</li> <li>Bio-Industrial</li> </ul>
	Advanced Manufacturing		<ul style="list-style-type: none"> <li>HSR Ind.</li> <li>Autonomous Vehicles</li> <li>Aviation</li> </ul>	<ul style="list-style-type: none"> <li>Elec. Vehic.</li> <li>CleanTech – Waste &amp; Water</li> </ul>	<ul style="list-style-type: none"> <li>GreenTech - Energy</li> </ul>		<ul style="list-style-type: none"> <li>GreenTech – Solar Energy</li> </ul>	
Modern Services	Healthcare			<ul style="list-style-type: none"> <li>Niche rehab cancer treat.</li> <li>Aged care Tech</li> </ul>	<ul style="list-style-type: none"> <li>Wellness retreats</li> <li>T&amp;CM services</li> </ul>			<ul style="list-style-type: none"> <li>Oncology, cardiology</li> <li>Aged care</li> <li>Wellness</li> </ul>
	Tourism	<ul style="list-style-type: none"> <li>Premium lifestyle</li> <li>World-class MICE &amp; golf</li> </ul>	<ul style="list-style-type: none"> <li>World class events</li> <li>International motorsports</li> </ul>	<ul style="list-style-type: none"> <li>Beach and Wellness Resort</li> <li>MICE</li> </ul>	<ul style="list-style-type: none"> <li>Historical &amp; Culture</li> <li>Family Fun</li> </ul>	<ul style="list-style-type: none"> <li>Cultural-Royal City</li> <li>Eco-Gunung Ledang</li> </ul>	<ul style="list-style-type: none"> <li>Food Trails</li> <li>Eco-Bird watching</li> </ul>	<ul style="list-style-type: none"> <li>World-class theme parks</li> <li>MICE &amp; golf</li> <li>Ramsar site</li> </ul>
Local Industry	Furniture	<ul style="list-style-type: none"> <li>Furniture Design</li> <li>Local retail</li> </ul>				<ul style="list-style-type: none"> <li>Artisan retail</li> <li>Bespoke wood products</li> </ul>		<ul style="list-style-type: none"> <li>Creative – set design</li> </ul>
	Textiles	<ul style="list-style-type: none"> <li>Apparel &amp; furnishings design</li> <li>Local retail</li> </ul>					<ul style="list-style-type: none"> <li>Performance Textiles</li> <li>Technical Textiles</li> </ul>	<ul style="list-style-type: none"> <li>Apparel &amp; furnishings design</li> <li>Local retail</li> </ul>

Regional Hubs for MNCs

# Section 3 – HSR As Catalyst For Economic Growth

## Key to Successful HSR Development

### Success Factors

Successful HSRs have federal and state governments which work in concert to ensure catalyzed development



**National cluster development plan**

***Clear view on specializations along HSR corridor to avoid overlap between neighboring states***



**State-led TOD development**

***Transit-oriented development (TOD) master plan centering on the stations as hubs***



**Corporate sector investments & policy support**

***Encourage urban development alongside rail construction and drive further agglomeration***

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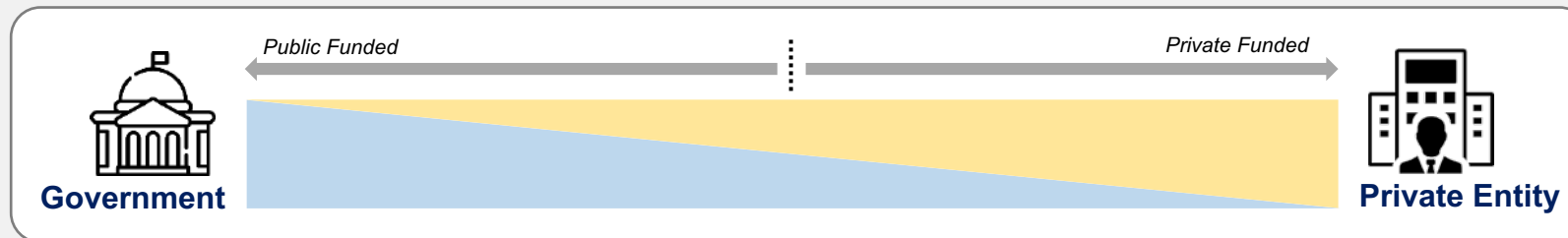
**4** Public Private Partnership (PPP) in HSR



# Section 4 – Private Public Partnership (“PPP”)

## Overview of PPP and PFI

### Overview



- Public-private partnership (PPP) is a broad term that refers to a collaboration between the public and private sector for the delivery of public infrastructure and services.
- PPPs can take on various forms, one of which is private finance initiatives (PFIs).
- A PFI is a long-term contract between government and a private party in which the private sector takes on a significant portion of the funding risk, project/infrastructure delivery as well as assumes the risks associated with them.



### Examples of HSR PPP approaches around the world:

	France Tours – Bordeaux HSR	Thailand EEC (3 Airports HSR)	UK HS1 (London – Channel Tunnel)	Indonesia Jakarta – Bandung HSR	Taiwan THSR (Taipei – Kaoshiung)
<b>FUNDING BY PRIVATE SECTORS</b>	<b>&gt;50%</b>	<b>&gt;50%</b>	<b>&gt;70%</b>	<b>&gt;70%</b>	<b>&gt;70%</b>
Civil	Private	Private	Private	Private/SOE	Private
Systems	Private	Private	Private	Private/SOE	Private
O&M Infra	Private	Private	Private	Private/SOE	Private
Rolling stock	Government	Private	Private	Private/SOE	Private
O&M Services	Government	Private	Private	Private/SOE	Private
Land	Government	Government	Government	Government	Government

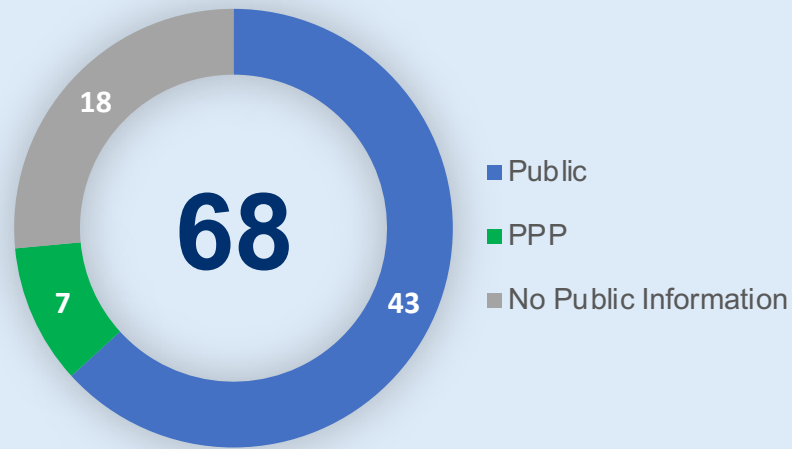
\* The examples illustrated here show the setup of the respective HSR projects at inception; these may have evolved over time to the current setup

# Section 4 – Private Public Partnership (“PPP”)

## Commercial Structures and Key Success Factors

### PPP In HSR

Most HSR developments are fully public-led with seven (7) developed under the Public-Private Partnership approach:



**Commercial structures adopted by different HSR developments**

- Of the seven (7) PPP projects, five (5) are in operation
- Existing private funding for PPP ranges between 12% and 79% based on publicly available data
- **Malaysia aims to develop the KL-SG HSR project without government funding and guarantee.**

### Lessons Learned/ Key Success Factors for a successful PPP/ PFI

- Optimize the allocation of risk between public and private sectors
- Reliable estimation of ridership and revenue to support operating cost and debt services
- Reasonable concession period to manage debt obligation and tenure
- Efficient and effective operations and maintenance
- Early integration and collaboration of economic corridor planning to amplify HSR benefits and growth potentials

\* The examples illustrated here show the setup of the respective HSR projects at inception; these may have evolved over time to the current setup

# Section 4 – Request For Information Exercise

## Approach For The KL-SG HSR Concept Proposal RFI Exercise

### Overview

The entire process be divided into two main steps as follows:

Step 1

#### Concept Proposal (RFI) (Non - Binding)



##### Purpose

- Assess readiness and capabilities of industry players
- Assess business model and funding structure ideas
- Generate interest for fully private funding structures



##### Outcome

- Shortlisted consortia to advance to Step 2
- Refinement of outstanding ideas into the Detailed Proposal step

Step 2

#### Detailed Proposal (RFP) (Binding)



##### Purpose

- Shortlisted consortia to conduct a detailed feasibility study for incorporation into final proposal



##### Outcome

- Selection of Preferred Bidder
- Reasonably smooth path to contract negotiations, financial close, and implementation
- Framework for G2G negotiations with SG

### Exercise Outcomes

**The exercise will enable the GOM to make an informed decision in the best interest of the country and the people, achieving development goals**

# Section 4 – Request For Information Exercise

## General Project Description & Concept Proposal Components



### Overview

Element(s)	Requirements
Route	Kuala Lumpur to Singapore (or within Southern Corridor of Malaysia with connecting option to Singapore)
Design Speed	350km/h or any speed that meets the International Union of Railways (UIC) definition of HSR
Concessional Structure	Design-Finance-Build-Operate-Transfer (DFBOT)
GOM Funding/ Guarantee	No  The Concept proposal is to be developed without funding or guarantee from the GOM. However, participants have the flexibility to propose and justify any financial support they may need from the GOM

The concept proposal should address the following areas:

01
Vision and Strategy

- Clear vision for the HSR project, including goals and objectives
- Strategic plan outlining key strategies
- Potential social, economic, and environmental impacts of the HSR project
- Alignment with national and regional development plans
- Strategies and proposals related to technology transfer/Industrial Collaboration Program (ICP), localisation and the involvement of Bumiputra/local contractors

02
Technical

- Proposed route plan, including track alignment, station and maintenance facility locations
- Rolling stock, signaling system, and technical specifications
- Project timeline
- Maintenance and operational plans

03
Project Cost

- Project cost breakdown, including capital (civil, land acquisition, system, rolling stock) and operating expenses
- Proposed funding sources and financial structure
- Risk assessment and mitigation measures

04
Commercial

- Business model and revenue streams
- Ridership demand and pricing strategy
- Proposed concession structure and period
- Risk allocation and sharing mechanisms with GOM
- Legal and regulatory support from GOM

05
Consortium Structure

- Proposed consortium structure and roles
- Financial strengths
- Overview of consortium experience and expertise
- Project credentials
- Management and governance structure
- Proposed structure for the operations and maintenance

# THANK YOU

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