REQUEST FOR INFORMATION (RFI) / REGISTRATION OF INTEREST (ROI)

FOR THE PROPOSED APPOINTMENT OF A PROJECT DELIVERY PARTNER (PDP)

FOR THE PLANNING, DEVELOPMENT, IMPLEMENTATION, MANAGEMENT, OPERATION, MAINTENANCE AND COMMERCIALISATION OF DIGITAL INFRASTRUCTURE FOR SILVER VALLEY TECHNOLOGY PARK (SVTP) SMART INDUSTRIAL PARK, IPOH, PERAK

Private-Finance-Led / PFI-Style Delivery Model

Reference No.: RFI2026000001

Proposed Issue Date: 18th September 2026

Proposed Response Date: 1st October 2026 by 12:00 PM

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SECTION I - GENERAL INFORMATION AND PROCUREMENT PATHWAY

A. Purpose

1. The purpose of this Request for Information (RFI) and Registration of Interest (ROI) is to obtain market and industry information from suitably qualified telecommunications operators, infrastructure providers, technology and system integration companies, investors, financiers, consortia and other capable parties interested in exploring potential participation as a Project Delivery Partner (PDP) for the SVTP Smart Industrial Park digital infrastructure programme.
2. Digital Perak Corporation Holdings (Digital Perak) intends to use this exercise to understand market capability, technical approaches, private investment appetite, commercialisation potential, regulatory considerations, operating models, risk allocation, bankability considerations, and the potential long-term economic value that may be generated for Digital Perak and the State of Perak. The information obtained through this exercise may be used to inform Digital Perak's consideration of the potential project structure, delivery model and subsequent procurement pathway.
3. The potential role of a PDP may, subject to further assessment, consultation and the eventual project structure, encompass planning, design, financing and investment, development, construction, implementation, integration, operations, maintenance, commercialisation, customer management, lifecycle renewal and structured transfer of operational capability to Digital Perak. The scope, responsibilities, risk allocation, commercial arrangements and other terms applicable to any future PDP appointment have not been finalised at this stage and may be further developed following this RFI/ROI exercise.
4. Digital Perak is exploring the feasibility of a private-finance-led / PFI-style structure under which the PDP and/or its financing partners may fund all or a substantial portion of the project investment and seek to recover such investment through commercially viable monetisation of the infrastructure and services over an appropriate project, concession or service term. The proposed financing, revenue, concession, service and commercialisation structures remain subject to further assessment, due diligence, regulatory requirements, financial viability and agreement between the relevant parties.
5. Digital Perak recognises that a sustainable and commercially viable model may require appropriate mechanisms for the PDP and its investors to recover invested capital and earn an appropriate risk-adjusted return, while providing Digital Perak with transparent, measurable and meaningful participation in the economic value created by the project. Any such mechanisms, including the allocation of costs, revenues, risks, returns and other commercial benefits, shall be subject to further evaluation, negotiation and the terms of any definitive agreement that may subsequently be entered into.
6. This RFI/ROI is issued for information-gathering, market engagement and preliminary planning purposes only. It does not constitute an invitation to tender, request for proposal, offer, acceptance, commitment, promise or undertaking by Digital Perak to appoint

any respondent as a PDP or to proceed with the proposed project. Participation in, or submission pursuant to, this RFI/ROI shall not confer any right or expectation of appointment, exclusivity or preferential treatment on any respondent.

7. Digital Perak reserves the right, at its discretion and subject to applicable laws, policies and requirements, to amend, suspend, withdraw or terminate this RFI/ROI exercise, to seek further information or clarification from any respondent, to accept or reject any or all submissions, to modify or reconsider the proposed project structure or procurement pathway, and/or not to proceed with the proposed project, without any obligation to appoint a PDP or any liability to any respondent arising solely from such decision.
8. Each respondent shall be responsible for its own costs, expenses and liabilities incurred in connection with reviewing, preparing and submitting any response to this RFI/ROI and participating in any subsequent discussions, meetings, presentations or engagements arising from this exercise.

IMPORTANT - RFI/ROI STAGE IS NOT A FULL RFP

The RFI/ROI stage is intended for preliminary information-gathering and market assessment only and is not a full Request for Proposal (RFP) process.

Respondents are not required to submit a fully developed bankable financial model, detailed IFC design, final BoQ, binding tariff schedule or committed financing package. Digital Perak seeks indicative information to assess capability, investment appetite, commercial viability, technical suitability and readiness for a potential subsequent RFP.

Any subsequent RFP process, including its scope and requirements, shall be determined by Digital Perak at its discretion. Participation in, or shortlisting under, this RFI/ROI shall not create any right or entitlement to participate in a subsequent RFP or to be appointed as the PDP.

B. Anticipated Procurement Pathway

Stage	Process	Purpose
1	RFI / ROI & Market Sounding	Assess market capability, technical concepts, private-finance appetite, commercial viability and market feedback.
2	Pre-Qualification / Shortlisting	Identify potentially capable respondents / consortia for consideration at the next stage.
3	Invitation-Only Detailed RFP	Obtain substantially developed technical, commercial, financial and implementation proposals, including binding submissions where required.
4	Evaluation, Clarification & Negotiation	Assess and refine value, risk allocation, revenue-sharing, bankability and contractual terms.
5	Appointment & Project Agreement	Formal appointment, subject to applicable approvals, definitive documentation, financial close and conditions precedent.

Digital Perak reserves the right to vary, combine, suspend or discontinue any stage and may invite only selected respondents to a subsequent RFP.

C. Commercial Intent and Value-Sharing Principle

- The preferred direction is a commercially sustainable structure in which the PDP has a credible route to recover capital, fund O&M and lifecycle replacement, service financing obligations and earn a reasonable return.
- Digital Perak should receive transparent and meaningful economic participation through a clearly defined revenue, fee or value-sharing mechanism rather than relying solely on an undefined residual “net profit”.
- Digital Perak does not prescribe a fixed sharing percentage at RFI stage. Respondents should indicate the preferred participation mechanism and explain why it is bankable and equitable.
- Examples may include gross-revenue sharing, concession / licence fee, minimum annual payment, EBITDA or distributable-cash sharing, tiered upside sharing, profit sharing with defined deductions, or a hybrid model.
- For this RFI, “PFI-style” is a descriptive term for a private-finance-led model and does not pre-determine the final legal classification under any applicable procurement, PPP, regulatory or approval framework.

D. Information Requested Now vs. Deferred to RFP

Area	RFI / ROI - Required Now	Detailed RFP - Deferred to Shortlisted Bidders
Technical	High-level architecture, resilience, capacity philosophy, phasing, interfaces and key dependencies.	Detailed design, route plans, BoQ, specifications, equipment schedule, acceptance tests and final implementation methodology.
O&M / SLA	High-level operating model, NOC/SOC, maintenance philosophy and indicative service levels.	Binding SLA/KPI, service credits, detailed staffing, spares, maintenance plan and performance regime.
Investment	Indicative CAPEX range, proposed PDP-funded proportion, funding route and principal conditions.	Firm funding structure, financing plan, lender/equity support, financial-close plan and security package.
Financial Model	High-level investment recovery logic, proposed term, indicative payback / return expectations where available.	Editable full-term financial model, detailed IRR/NPV/DSCR, debt schedule, tax, scenario and sensitivity analysis.
Commercialisation	Principal chargeable services, target customers, charging basis and revenue logic.	Detailed tariff schedule, take-up assumptions, customer ramp-up, revenue forecast and binding commercial terms.
DPCH Participation	Preferred sharing / fee mechanism and high-level rationale.	Binding formula, percentages/floors/tiers, revenue waterfall, deductions, audit rights and payment mechanics.
Risk / Legal	Key bankability assumptions, major risks, requested rights and critical dependencies.	Detailed risk matrix, project agreement mark-up, contractual departures, termination, lender step-in and change-in-law provisions.
ToT / Handback	Commitment to structured 24-month transition and high-level approach.	Detailed training, competency, asset-condition, documentation, transfer and acceptance plan.

E. Market-Sounding Objectives

- Identify the types of PDP / consortium structures capable of financing, delivering, operating and commercialising the required infrastructure.
- Understand appropriate high-level digital architecture for industrial, enterprise, AI-intensive and data-centre / hyperscale connectivity requirements.
- Assess the level of private-sector investment that may be mobilised, indicative investment-recovery periods and material bankability conditions.
- Identify the most promising recurring-revenue services, customer segments and commercialisation approaches.
- Understand practical mechanisms through which Digital Perak and the State may receive recurring economic value while preserving project bankability.
- Identify critical regulatory, land, utility, backhaul, power, demand, cybersecurity and implementation dependencies.
- Obtain market input on the information and due diligence required to support a firm RFP submission.

F. Contact Details

Name	Designation	Email	Contact No.
Encik Zamri Mohamed	Senior Manager	zamri@digitalperak.com.my	012-644 1964
Encik Norizwan Azmi	Manager	norizwan.azmi@digitalperak.com.my	019-551 1863

G. Pertinent Dates

Milestone	Date / Status
Proposed RFI/ROI Issue Date	18th September 2026
Final Date for Clarification Questions	25th September 2026, 5.00 PM
Submission Deadline	1st October 2026, 12.00 PM

Milestone	Date / Status
Clarification / Presentation Sessions	If requested by Digital Perak
Shortlisting / Next Stage	To be advised

H. Eligibility, Regulatory and Financial Capability

- Relevant MCMC licences and authorisations, where applicable, including NFP, NSP and ASP capabilities, held directly or through committed consortium members / partners.
- Relevant telecommunications, network facilities, digital-service, cybersecurity, data-protection and associated approvals / capabilities.
- Demonstrated experience in infrastructure delivery, O&M, service commercialisation and/or infrastructure investment relevant to the proposed role.
- Financial standing and credible access to corporate, debt, equity, project-finance or strategic-investor funding appropriate to the intended role.
- Where a consortium is proposed, clear identification of the lead respondent and the intended licence-holder, investor/financier, operator and system-integrator roles.

Respondents should provide the latest three (3) years of audited financial statements or equivalent evidence of financial standing where available. Such information may be submitted in a separately marked confidential annex.

I. Confidentiality, Respondent IP and Non-Binding Nature

- This RFI/ROI is confidential and intended solely for authorised recipients. It shall not be published, disclosed or used for publicity purposes without Digital Perak's prior written consent.
- Respondents shall clearly identify any proprietary or commercially sensitive information in their submissions. Submission of information shall not transfer ownership of any pre-existing intellectual property of the respondent.
- Subject to applicable confidentiality obligations, Digital Perak may use non-proprietary concepts, benchmarks and market information submitted through this RFI/ROI for the purposes of project planning, structuring and any subsequent procurement process.
- All technical, financial and commercial information submitted at this stage is indicative and non-binding and shall not create any obligation on Digital Perak or any respondent, unless expressly agreed in a subsequent procurement document or definitive agreement.

SECTION II - ORGANISATION AND PROJECT CONTEXT

A. Digital Perak Corporation Holdings (Digital Perak)

Digital Perak Corporation Holdings (Digital Perak) is a Company Limited by Guarantee (CLBG) incorporated under the Companies Act of Malaysia and owned by the Perak State Government, with a mandate to plan, promote, manage, coordinate, facilitate and monitor the development of telecommunications infrastructure, fiberisation, digital infrastructure and the digital economy, as well as Smart City initiatives in the State of Perak.

For information on Digital Perak, please refer to: www.digitalperak.com.my

B. Silver Valley Technology Park (SVTP)

Silver Valley Technology Park (SVTP) is a 2,700-acre, master-planned industrial park owned and developed by Perak Corporation Bhd (PCB) and its partners, offering industrial land, ready infrastructure and investor facilitation for manufacturers seeking long-term expansion opportunities in Malaysia. The proposed smart digital infrastructure initiative by Digital Perak aims to support SVTP as a Smart Industrial Park through fit-for-purpose digital and telecommunications infrastructure, smart infrastructure, digital platforms, data infrastructure, system networking and related digital services, in line with Perak's digital economy and smart city agenda under the broader Perak Sejahtera 2030 plan.

The infrastructure is expected to be scalable for industrial tenants, enterprise users, public-sector use cases, AI-intensive workloads and data-centre / hyperscale connectivity requirements, while supporting carrier-neutral and interoperable service delivery where commercially and regulatorily appropriate.

C. Project Delivery and Commercial Context

- Primary direction: privately financed / investment-led delivery, with the PDP funding all or a substantial portion of project investment and lifecycle obligations.
- Investment recovery: commercialisation of agreed infrastructure and services over an appropriate project / concession / service term.
- Digital Perak participation: recurring and transparent economic participation under a measurable commercial mechanism.
- Lifecycle responsibility: technology refresh, capacity expansion and replacement obligations should be recognised from the outset.
- Capability transfer: structured transfer of knowledge, documentation, systems and operating capability to Digital Perak during the final twenty-four (24) months of the term.

D. Indicative Project Information Pack

Digital Perak intends to provide sufficient project information for market sounding and high-level modelling, including available site, development-phasing, demand and existing/proposed-infrastructure information. Detailed protected design information, final BoQ, final routing and commercially sensitive documentation may be reserved for shortlisted RFP respondents and released subject to appropriate confidentiality controls.

SECTION III - HIGH-LEVEL PROJECT REQUIREMENTS

A. Indicative PDP Workstreams

Workstream	Indicative Scope
1. Master Planning & Architecture	High-level architecture, standards, topology, capacity strategy and phased implementation planning.
2. Fiberisation & Connectivity	Fiber, ducts, pathways, chambers, backbone, feeder, last-mile and associated facilities.
3. Telecommunications Infrastructure	Carrier-grade facilities supporting industrial, enterprise, operator, AI and data-centre connectivity.
4. Smart Industrial Park Infrastructure	IoT, smart poles, CCTV / analytics, monitoring and other smart industrial technologies.
5. Digital Platforms & Data	Digital platforms, cloud / edge integration, APIs, data exchange and related service layers.
6. System Integration	Integration of networks, digital systems, operational platforms and third-party solutions.
7. Operations & Maintenance	Operations, monitoring, service assurance, field support, preventive/corrective maintenance and incident management.
8. Commercialisation & Customer Management	Service packaging, customer acquisition, contracting, billing / collection and recurring-revenue development.
9. Investment & Funding	Private investment / financing, working capital and lifecycle funding strategy.
10. Revenue Assurance & Reporting	Revenue measurement, billing assurance, reconciliation and Digital Perak reporting.
11. Future-Proofing & Lifecycle Renewal	Capacity expansion, technology refresh, resilience and obsolescence management.
12. Transition, ToT & Handback	Structured final 24-month transition, knowledge transfer and asset / system handback.

B. Primary Integrated Proposal Principle

Digital Perak's preference is to understand an integrated PDP model capable of taking end-to-end accountability for financing, delivery, integration, operations, lifecycle management and commercialisation. Respondents that do not individually possess all capabilities are encouraged to form a consortium or strategic partnership. A partial / selected-workstream model may be submitted as an alternative, provided that interfaces and accountabilities are clearly identified.

C. Desired Outcomes

- Scalable, resilient, secure and maintainable digital infrastructure for SVTP.
- Carrier-grade connectivity capable of supporting industrial, enterprise, AI and data-centre / hyperscale requirements.
- Commercially sustainable private-finance-led model with credible investment recovery.
- Diversified recurring revenue streams and meaningful, transparent economic participation for Digital Perak.
- Appropriate O&M, lifecycle renewal and technology-refresh responsibilities.
- Clear ownership, customer, regulatory, investment and risk accountabilities.
- Progressive development of Digital Perak operational capability through the final 24-month ToT / handback programme.

D. High-Level Technical and Commercial Principles

- Open standards, interoperability, modular architecture and avoidance of unnecessary vendor lock-in.
- Scalability, redundancy, cybersecurity, maintainability and lifecycle sustainability by design.
- Phased deployment aligned with development, tenant demand and bankable demand triggers.
- Carrier-neutral / open-access principles where commercially and regulatorily appropriate.
- Transparent commercial logic, auditable revenue participation and disclosure of material bankability assumptions.
- No expectation at RFI stage for respondents to disclose fully binding or competitively sensitive final commercial terms; such terms will be requested at RFP stage.

SECTION IV - INFORMATION REQUESTED FROM RESPONDENTS - RFI/ROI STAGE

RIGHT-SIZED RESPONSE EXPECTATION

Respondents should provide concise, decision-useful information sufficient for Digital Perak to assess capability and shortlist potential RFP participants. High-level ranges, assumptions and commercial principles are acceptable at this stage. Where information is commercially sensitive or not yet approved internally, respondents may state the current level of confidence and identify what would be provided at RFP stage.

1. Organisation, Consortium and Regulatory Capability

- Company / group profile, ownership and core competencies relevant to the PDP role.
- Proposed lead respondent and intended consortium / strategic partners, identifying NFP, NSP, ASP, investor / financier, operator and system integrator roles as applicable.
- Relevant licences, registrations, approvals and regulatory structure.
- High-level financial standing and evidence of capacity to support the proposed role.

2. Relevant Experience

- Up to five (5) comparable projects covering digital infrastructure, industrial park, smart city, telecommunications, concession / managed-service, long-term O&M or private investment.
- For each, provide location, approximate value, role, delivery / commercial model, financing role and current status.
- Highlight experience with commercialisation, revenue sharing, lifecycle obligations, handback or technology transfer.

3. Proposed PDP Structure and Governance

- Preferred structure: single entity, consortium, JV, SPV, strategic partnership, concession, managed service or other model.
- Roles and responsibilities of Digital Perak, PDP, licence holders, investors / financiers, operator and technology partners.
- Proposed project / concession / service term or indicative range and the rationale for investment recovery and lifecycle sustainability.

4. High-Level Technical and Delivery Concept

- Recommended high-level digital infrastructure architecture and topology for SVTP.
- Fiberisation, carrier interconnection, smart infrastructure, data / cloud / edge, cybersecurity and system-integration approach.
- Scalability, resilience, future-proofing and high-level capacity philosophy for industrial, AI and data-centre / hyperscale requirements.
- Indicative implementation phasing, earliest achievable commercial-operation milestones and material dependencies.

5. Operations, Maintenance and Lifecycle Approach

- High-level operating model including NOC/SOC, field support, customer support, maintenance and service assurance.
- Indicative availability / service-level philosophy and lifecycle / technology-refresh approach.
- Confirmation of willingness to assume long-term O&M and lifecycle obligations.

6. Private Investment and Funding Appetite

- Indicative total CAPEX range, if reasonably estimable at this stage.
- Indicative amount / proportion the respondent is prepared to finance or co-invest, and whether any Digital Perak contribution is assumed.
- Indicative funding route (corporate, debt/equity, project finance, SPV, vendor finance or hybrid) and current status of funding discussions where applicable.
- Key conditions that materially affect funding appetite, such as tenure, anchor demand, exclusivity / open access, tariff freedom, security, step-in or termination treatment.

7. Commercialisation and Revenue Model

- Identify the principal chargeable infrastructure and digital-service packages expected to support investment recovery.
- For the most material packages, state target customers, charging basis, indicative revenue role and key demand assumptions. Detailed tariffs are not required at RFI stage.
- Identify who is expected to contract with customers, invoice / collect revenue and manage customer credit risk.
- Highlight additional revenue opportunities that Digital Perak may not currently have identified.

8. Investment Recovery and Digital Perak Economic Participation

- Explain the high-level investment-recovery logic and proposed project / concession term.
- Provide indicative payback / return expectations or target range where reasonably available; detailed IRR / NPV / DSCR modelling is deferred to RFP.
- Propose the preferred Digital Perak participation mechanism (for example gross-revenue share, concession fee, minimum annual payment, EBITDA / distributable-cash share, profit share with defined basis, tiered upside or hybrid).
- Indicate when Digital Perak participation is expected to commence and identify material deductions / cost categories that could affect the sharing base.
- Confirm willingness to provide a full editable financial model, detailed revenue waterfall and binding / substantially developed commercial terms at RFP stage.

9. Asset Ownership, Risk and Bankability Assumptions

- High-level preferred ownership of key passive, active, digital and customer-facing assets during and after the term.
- Identify major technical, commercial, demand, financing, regulatory, land / access, utility and operational risks.
- State the critical assumptions or rights required for the proposal to be bankable and practical.
- Identify principal assets / rights expected to transfer or be handed back to Digital Perak at the end of the term.

10. Transition, ToT and Handback Commitment

- Confirm acceptance in principle of a structured transition and Transfer of Technology programme commencing no later than twenty-four (24) months before scheduled handback.
- Describe at a high level how operational, technical, commercial, documentation and system capabilities would be progressively transferred to Digital Perak.

11. RFP Readiness and Required Due Diligence

- Identify information, surveys, demand data, design information, legal documentation, land / wayleave data, customer information or other due diligence required to submit a firm RFP proposal.
- Identify any aspect of this RFI/ROI that should be refined before the detailed RFP.
- Confirm willingness to participate in clarification / presentation sessions and, if shortlisted, a detailed RFP process.

SECTION V - RESPONSE FORMAT AND SUBMISSION REQUIREMENTS

A. Recommended Submission Structure

Volume	Required Content
Executive Investment Case (max. 5 pages)	What is proposed, indicative investment, how the PDP expects to recover investment, how Digital Perak participates and why the model is sustainable.
Volume 1 - Corporate / ROI / Qualification	Company / consortium, licences, relevant experience, financial standing, lead entity and ROI declaration.
Volume 2 - Technical & Operational Concept	High-level architecture, implementation, O&M, resilience, lifecycle and ToT approach.
Volume 3 - Commercial / PFI Concept	Indicative investment, funding appetite, commercialisation, investment recovery, Digital Perak participation and key bankability assumptions.
Appendices / Confidential Annex	Supporting corporate / financial evidence, project references and completed schedules.

B. Submission Method and Number of Copies

Respondents shall submit one (1) complete electronic RFI/ROI submission comprising the separate files / volumes specified below. No physical hardcopy is required at this stage unless subsequently requested in writing by Digital Perak.

The electronic submission is intended to constitute one official response package. The separation into individual files is solely to support secure handling, independent technical and commercial evaluation, and efficient document control.

- All PDF files should be searchable and, where reasonably practicable, generated directly from the source document rather than scanned.
- The Technical & Operational Proposal and Commercial / PFI Proposal must be submitted as separate files.
- Commercially sensitive information may be placed in a separate file clearly marked "CONFIDENTIAL - COMMERCIAL & FINANCIAL".
- Supporting evidence may be provided as PDF files or in a clearly indexed electronic folder / compressed archive, as appropriate.

C. Required Electronic File Structure and Naming Convention

Respondents should use the following file structure and naming convention. [CompanyName] should be replaced with the legal name or an unambiguous abbreviated name of the respondent / consortium lead.

File No.	Required File Name	Content
00	SVTP_RFIROI_[CompanyName]_00_Executive_Investment_Case.pdf	Executive Investment Case (maximum 5 pages).
01	SVTP_RFIROI_[CompanyName]_01_Corporate_ROI_Qualification.pdf	Corporate / consortium information, licences, experience, financial standing, lead entity and ROI declaration.
02	SVTP_RFIROI_[CompanyName]_02_Technical_Operational.pdf	High-level technical architecture, implementation, O&M, resilience, lifecycle and ToT approach.
03	SVTP_RFIROI_[CompanyName]_03_Commercial_PFI.pdf	Indicative investment, financing appetite, commercialisation, investment recovery, Digital Perak participation and key bankability assumptions.
04	SVTP_RFIROI_[CompanyName]_04_Appendices_Supporting.pdf	Completed schedules, corporate evidence, licences, project references and other supporting material.
05	SVTP_RFIROI_[CompanyName]_05_Confidential_Financial.pdf	Optional confidential financial / commercially sensitive annex, if required.

Where file-size limitations require multiple parts, the respondent may append "_Part1", "_Part2", etc. to the relevant file name. File names should otherwise remain consistent with the above convention.

D. Electronic Submission Channel and Receipt

The complete electronic submission shall be transmitted before the stated Submission Deadline through the official submission email address or secure electronic transfer channel designated by Digital Perak.

Submission Email / Secure Link	**info@digitalperak.com.my**
Submission Deadline	1st October 2026, 12.00 PM
Submission Subject / Reference	SVTP RFI/ROI - RFI2026000001 - [CompanyName]

The submission email address / secure link above shall be completed and confirmed by Digital Perak prior to formal issuance. The contact persons listed under Section I are clarification contacts and shall not automatically be treated as the official submission recipient unless expressly confirmed by Digital Perak.

A submission will be regarded as received when it has been successfully delivered through the designated channel before the deadline. Digital Perak may issue an acknowledgement of receipt; such acknowledgement does not constitute confirmation of completeness, compliance, pre-qualification or shortlisting.

E. Submission Limits and Principles

- The submission packaging, file separation and naming convention in Sections B-D are mandatory for document-control purposes unless Digital Perak confirms otherwise in writing.
- Core response should normally not exceed twenty-five (25) pages, excluding the Executive Investment Case, completed appendices and supporting evidence.
- Respondents are not required to submit a detailed editable financial model at RFI stage. A summary commercial / investment schedule in Appendix B is sufficient.
- Marketing literature should be supplementary and should not replace the requested response.
- All financial and commercial information may be indicative and non-binding at RFI stage, provided assumptions and confidence levels are stated.
- Existing capability should be distinguished from capability dependent on future partners or further approvals.
- The response must be signed by an authorised representative of the respondent / consortium lead.
- Digital Perak may request clarifications, a management presentation, technical workshop or evidence of financial / consortium capability.

F. Minimum RFI Commercial Information

Item	RFI Stage Requirement	Item	RFI Stage Requirement
Indicative CAPEX	Range / order of magnitude where reasonably available.	PDP Funding	Indicative amount or percentage the PDP / investors are prepared to fund.
DPCH Funding Assumption	State any Digital Perak contribution, guarantee or support assumed.	Indicative Term	Proposed project / concession / service term or range.
Investment Recovery	High-level payback / recovery logic and target return expectation where available.	Revenue Model	Principal recurring-revenue packages and target customers.
DPCH Participation	Preferred value-sharing / fee mechanism; final percentage not mandatory at RFI stage.	Critical Conditions	Key bankability, demand, regulatory, land / access, exclusivity or tariff assumptions.
RFP Commitment	Confirm detailed financial model and developed / binding commercial terms can be provided at RFP.	-	-

SECTION VI - INDICATIVE PRE-QUALIFICATION CONSIDERATIONS

Digital Perak may consider the following areas when determining which respondents are suitable for clarification, pre-qualification or invitation to a subsequent RFP. This is not the final RFP evaluation methodology and does not create an entitlement to shortlisting.

Assessment Area	Indicative Considerations
Corporate / Consortium Strength	Lead accountability, licence coverage, governance, financial standing and completeness of consortium roles.
Relevant Track Record	Comparable delivery, O&M, commercialisation, investment and long-term infrastructure experience.
Technical Concept	Scalability, resilience, carrier neutrality, cybersecurity, AI / data-centre readiness and future-proofing.
Delivery / O&M Capability	Implementation realism, operations, maintenance, lifecycle obligations and service assurance.
Private-Finance Capability	Credibility of investment appetite, funding route, bankability assumptions and ability to carry lifecycle obligations.
Commercialisation Potential	Breadth and realism of recurring-revenue opportunities and customer / demand logic.
Digital Perak / State Value	Transparency and potential quality of recurring economic participation, asset value and capability transfer.
Risk / ToT / RFP Readiness	Practical risk approach, 24-month ToT commitment, due-diligence clarity and readiness for detailed RFP.

Evaluation Governance

The detailed internal scoring matrix, weightings and shortlist thresholds are maintained separately by Digital Perak to support consistent and transparent evaluation. Final RFP evaluation criteria will be issued separately at the RFP stage.

APPENDIX A - RFI/ROI RESPONSE MATRIX

No.	Requirement	Response Provided	Reference / Page
1	Organisation, Consortium and Regulatory Capability	Yes / No / N/A	
2	Relevant Experience	Yes / No / N/A	
3	Proposed PDP Structure and Governance	Yes / No / N/A	
4	High-Level Technical and Delivery Concept	Yes / No / N/A	
5	Operations, Maintenance and Lifecycle Approach	Yes / No / N/A	
6	Private Investment and Funding Appetite	Yes / No / N/A	
7	Commercialisation and Revenue Model	Yes / No / N/A	
8	Investment Recovery and Digital Perak Economic Participation	Yes / No / N/A	
9	Asset Ownership, Risk and Bankability Assumptions	Yes / No / N/A	
10	Transition, ToT and Handback Commitment	Yes / No / N/A	
11	RFP Readiness and Required Due Diligence	Yes / No / N/A	

APPENDIX B - RFI COMMERCIAL & INVESTMENT SUMMARY

This schedule is intended to provide a concise, comparable RFI-stage snapshot. Detailed financial modelling is not required at this stage.

Parameter	Respondent Response
Indicative Total CAPEX Range	RM ______ to RM ______ / Not yet determinable
Indicative PDP / Investor Funding	RM ______ or ______% of total investment
Digital Perak Funding / Support Assumed	None
Proposed Project / Concession / Service Term	______ years / range
Indicative Investment Recovery / Payback	Year ______ / range / Not yet determined
Indicative Return Expectation (if available)	Target range / metric: ______
Primary Funding Route	Corporate / debt & equity / project finance / SPV / vendor finance / hybrid
Top Revenue Packages	1. ______ 2. ______ 3. ______ 4. ______ 5. ______
Preferred Digital Perak Participation Mechanism	Gross revenue / fee / floor / EBITDA / distributable cash / tiered / profit / hybrid / other
Indicative Commencement of Digital Perak Participation	Year ______ / milestone
Key Bankability Conditions	____
Detailed Financial Model at RFP Stage	Yes / No / Subject to: ______

Principal Chargeable Services / Revenue Opportunities

Service / Package	Target Customer	Charging Basis	Revenue Role / Rationale	DPCH Participation Concept

APPENDIX C - CONSORTIUM, REGULATORY & FUNDING CAPABILITY SCHEDULE

Entity / Role	Legal Entity / Proposed Partner	Licence / Capability	Funding / Responsibility	Status
Lead Respondent / SPV				
NFP Licence Holder				
NSP Licence Holder				
ASP / Service Provider				
Investor / Equity Provider				
Debt / Financing Provider				
System Integrator / Technology Partner				
O&M / NOC-SOC Operator				

State whether each party is confirmed, under discussion, proposed or to be appointed later. Digital Perak may seek supporting evidence during clarification / pre-qualification.

APPENDIX D - REGISTRATION OF INTEREST DECLARATION

Item	Respondent Information
Legal Name of Respondent / Consortium Lead	
Company Registration No.	
Registered Address	
Authorised Representative	
Designation	
Email / Contact No.	

Item	Respondent Information
Proposed Role	Integrated PDP / Consortium Lead / Investor / Financier / NFP / NSP / ASP / Technology / SI / Other
Interest in Subsequent RFP	Yes / No / Subject to stated conditions
Ability to Consider Private-Finance-Led Model	Yes / Partial / Co-investment / Alternative model
Confidential Annex Submitted	Yes / No

Declaration: We confirm that the information submitted in this RFI/ROI is, to the best of our knowledge, accurate and provided in good faith for market-sounding and pre-qualification purposes. We acknowledge that this exercise is non-binding and does not create any entitlement to participate in a subsequent RFP or to be appointed by Digital Perak.

Authorised Signatory: ______________________________

Name: ____

Designation: ______________________________________

Date: ____

APPENDIX E - INFORMATION REQUIRED FOR SUBSEQUENT RFP / DATA ROOM

Respondents should identify the project information they would reasonably require to provide a firm and substantially developed RFP proposal. This will assist Digital Perak in preparing the RFP data room.

Information / Due Diligence Item	Why Required / Decision Supported	Priority (High/Med/Low)

Illustrative RFP Data Room Areas

Site / development phasing; demand and tenant pipeline; existing utilities / power; wayleave and land information; protected design / route information; existing telecom facilities; survey data; target service requirements; draft Project Agreement; customer / anchor-demand assumptions; regulatory / approval information; technical standards and acceptance criteria.

END OF REQUEST FOR INFORMATION / REGISTRATION OF INTEREST