

M+E requirements for Fit Out Design



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Today's retail challenge

Shift in demographics, attitudes and customer preferences



2

Today's retail challenge

Market space is changing rapidly

Online or Physical Store



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Today's retail challenge

Retailers' margins are being squeezed between rising cost and weakening demands



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What makes shopping malls still relevant today?



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What makes shopping malls still relevant



<http://www.wisegeek.org/what-are-shopping-malls.html#didyouknowout>

- Instant gratification
- Easy access & Parking
- Refuge from weather elements
- Free 'Air Conditioning'
- Sense of place
- Integrated space for community
- Experience
- **Tenant Mix**



<https://www.cpm.co.th/en/our-properties/shoppingcenter/central-festival/383/centralfestival-eastville>



<https://www.ecr.co.za/visit-durban-what-eat/durban-top-5-street-food-spots/>

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Mall leasing strategy of today

How to keep up with what the mall has
and what do consumers want



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<https://www.ecr.co.za/visit-durban/what-eat/durbans-top-5-street-food-spots/>

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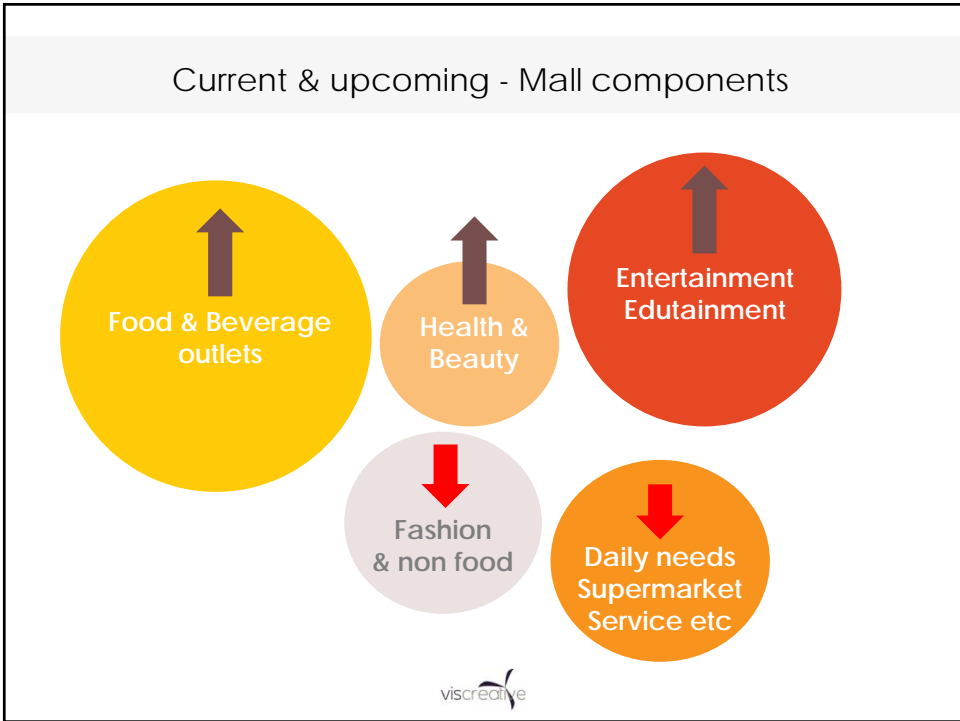
Design for change for tenant's lot in mall

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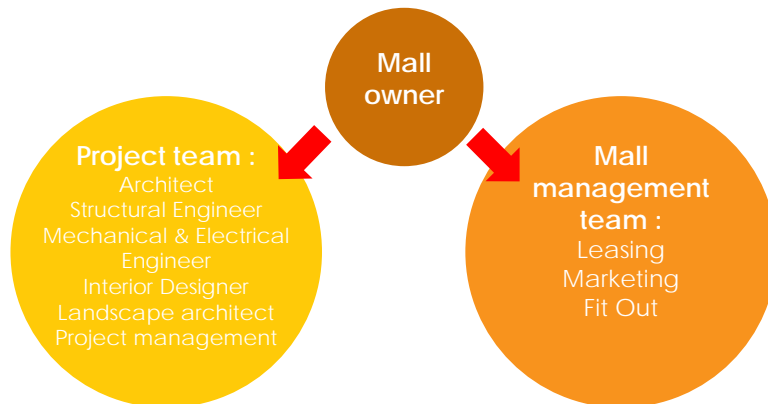
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How is this relevant ?

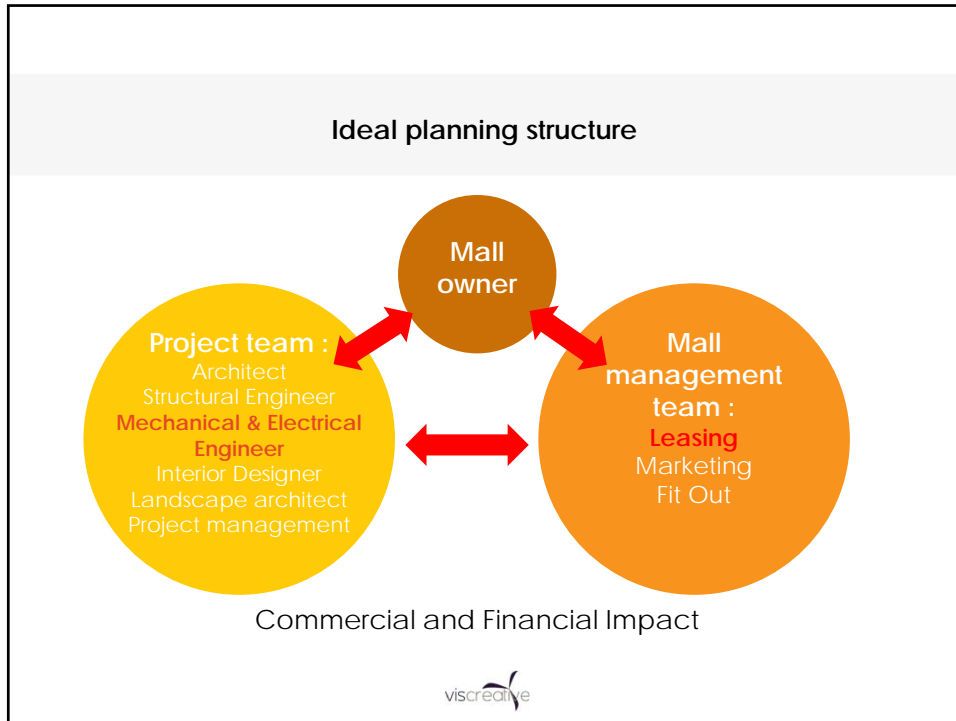


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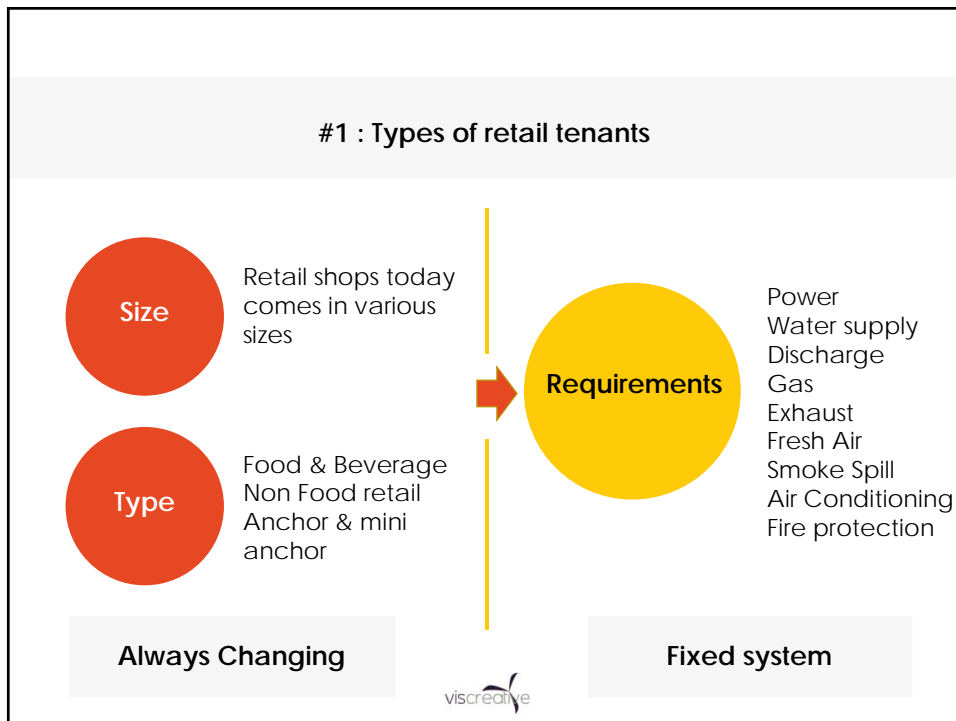
Traditional planning structure



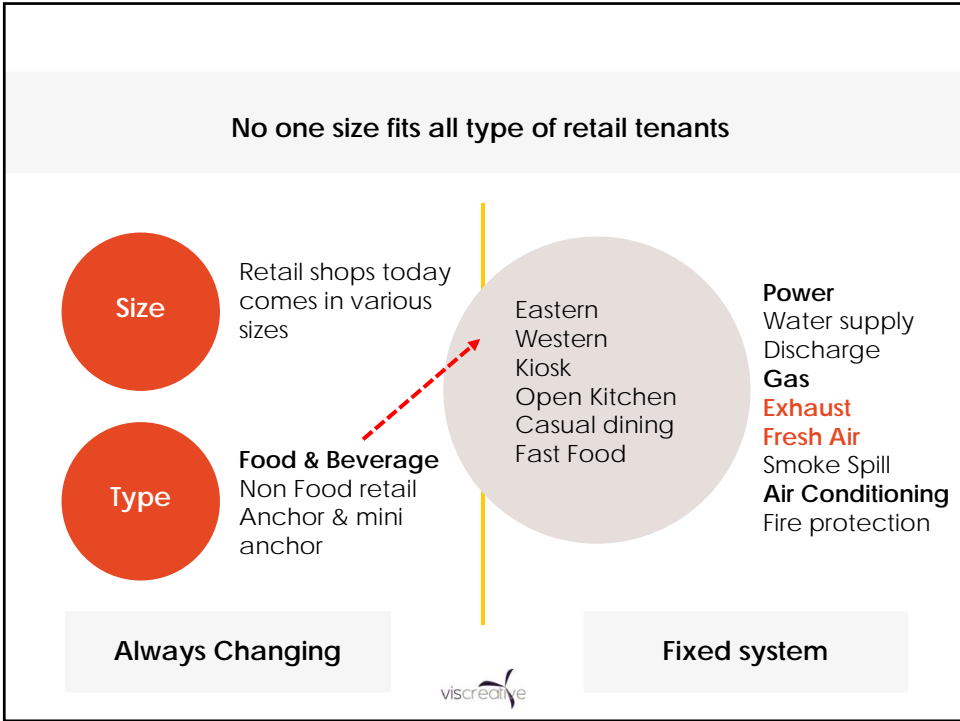
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Various cooking styles

Western kitchen



<https://www.fickitchen.com/>

Technology in cooking



<https://www.nisbets.co.uk/rational-selfcooking-centre/gi078>

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Cooking not within confined space ie: kitchen

Korean BBQ Restaurant

Experiential

Hot Pot



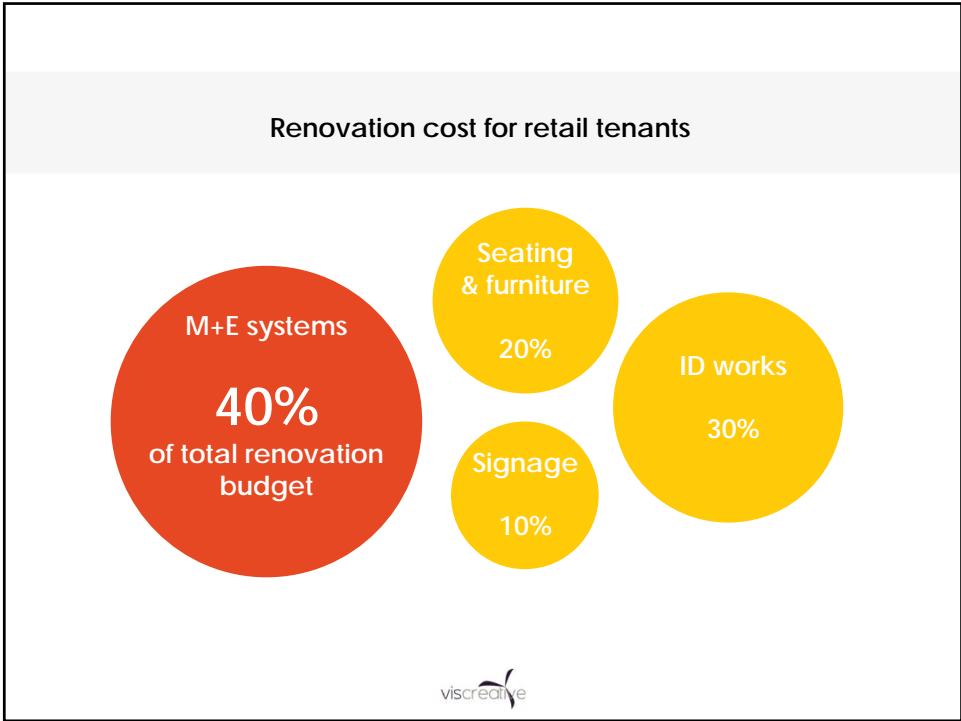
<https://urbanmatter.com/chicago/best-korean-bbq/>



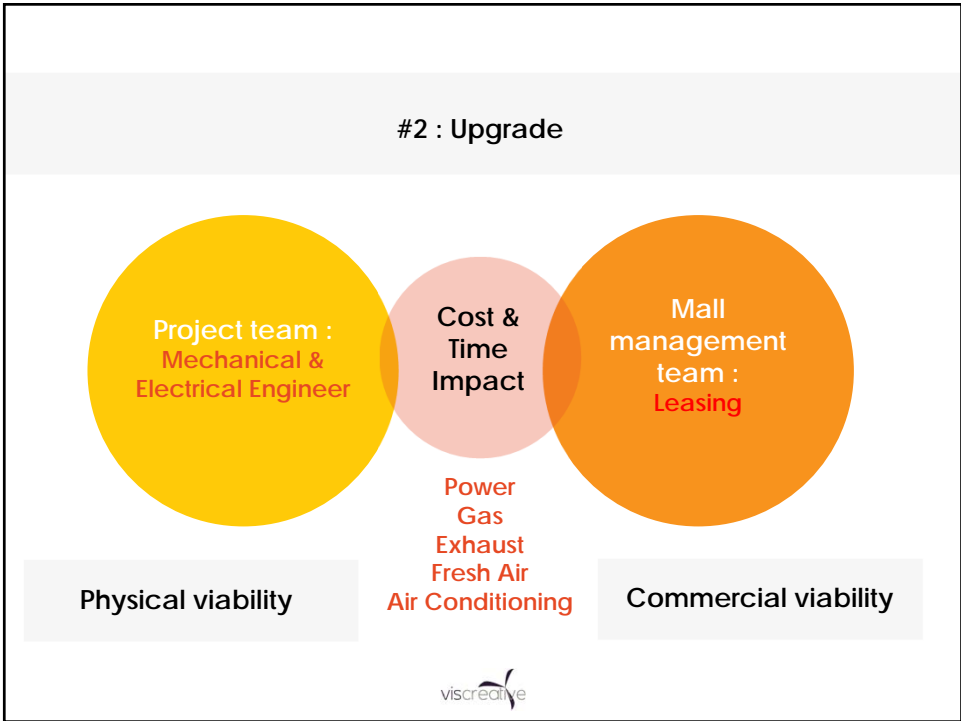
<https://hype.my/2018/160207/hai-di-lao-is-finally-opening-its-first-store-in-malaysia/>

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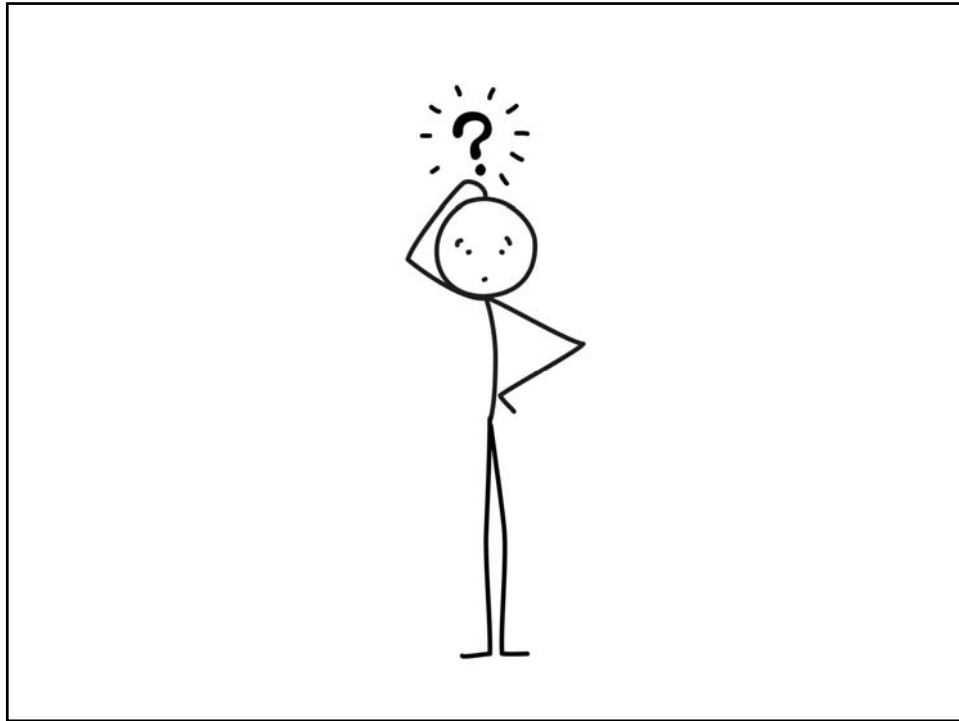
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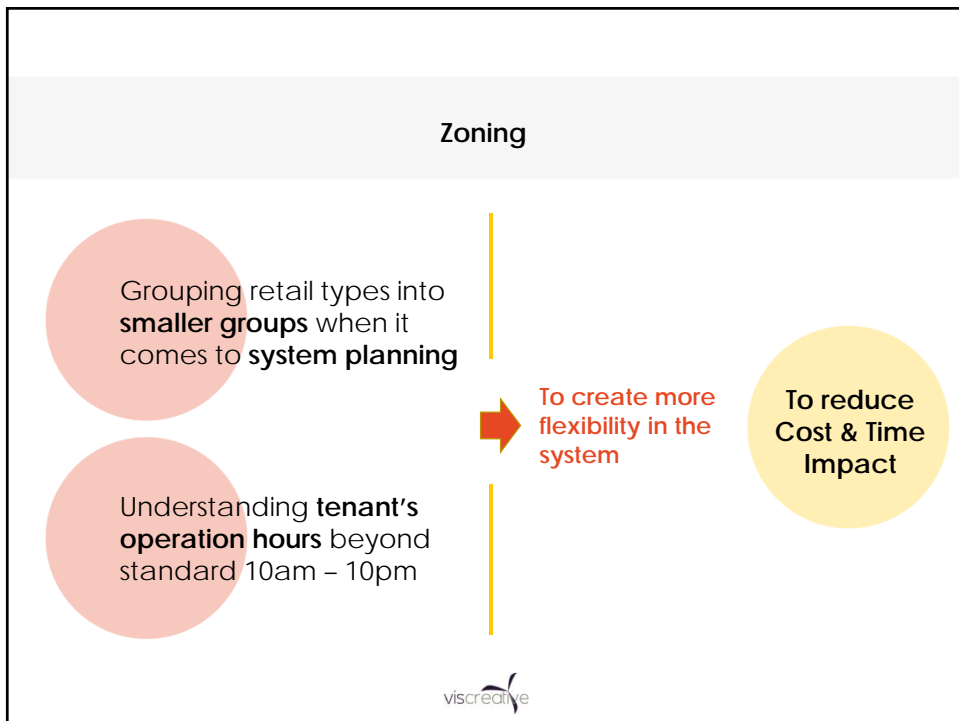
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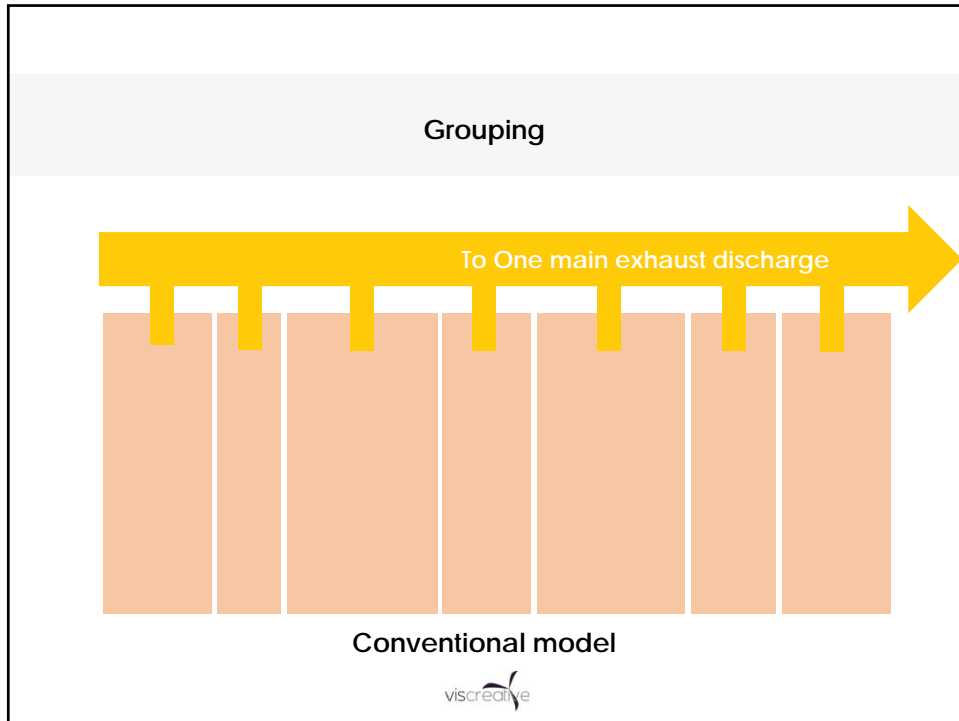
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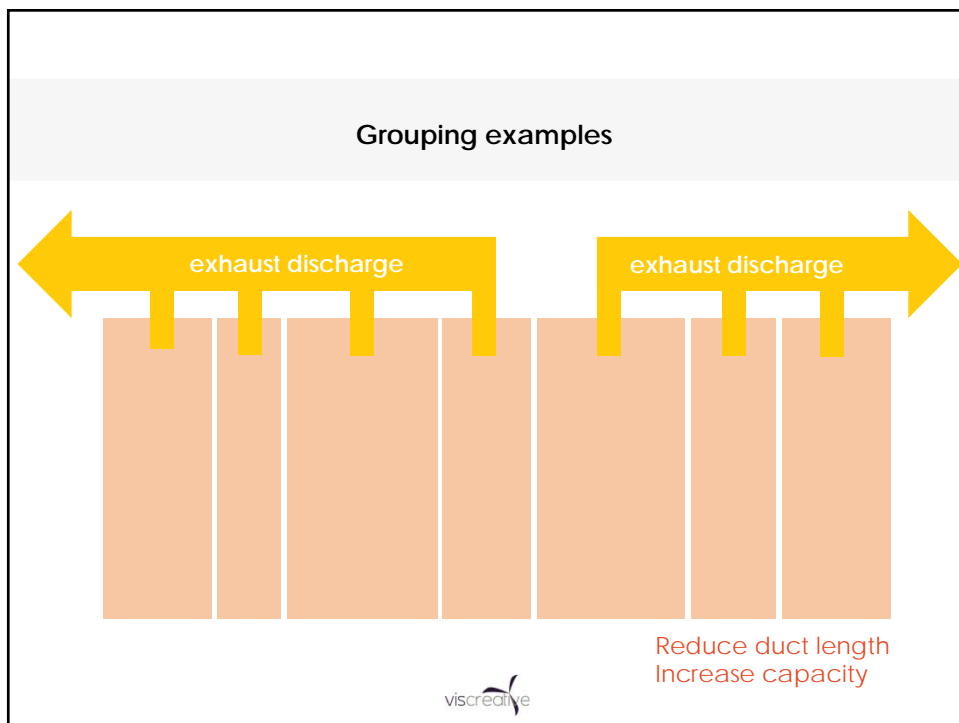
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Operation hours



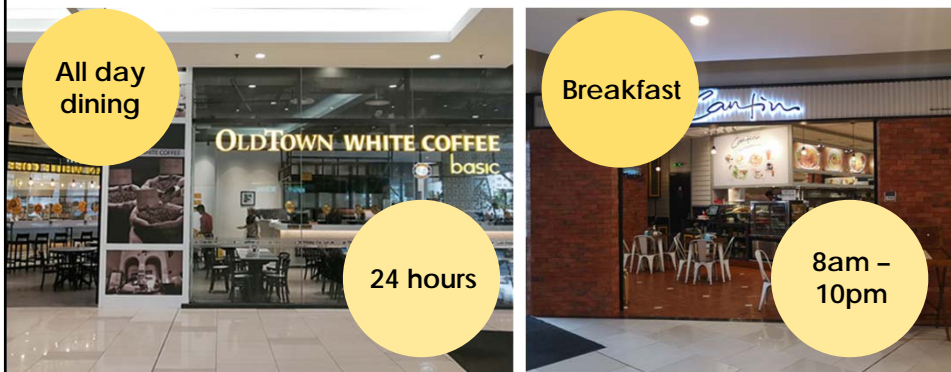
<https://ringgitplus.com/en/blog/Personal-Finance-News/Family-Mart-Releases-Loyalty-App-Offering-Free-Ice-Cream-Vouchers-And-More.html>

<https://www.24local.com.my/malaysia-hai-di-lao/>

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Operation hours



http://www.paradigm mall.com.my/store_details.aspx?sid=2561&cat=5&name=food&catname=

http://www.paradigm mall.com.my/store_details.aspx?sid=41&cat=5&name=food&catname=Food

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Operation hours

After meals
Late night

1230pm –
1130pm

1130am –
11pm

<http://www.malaysianflavours.com/2016/08/fluffed-cafe-dessert-bar-taman-paramount-pi.html>

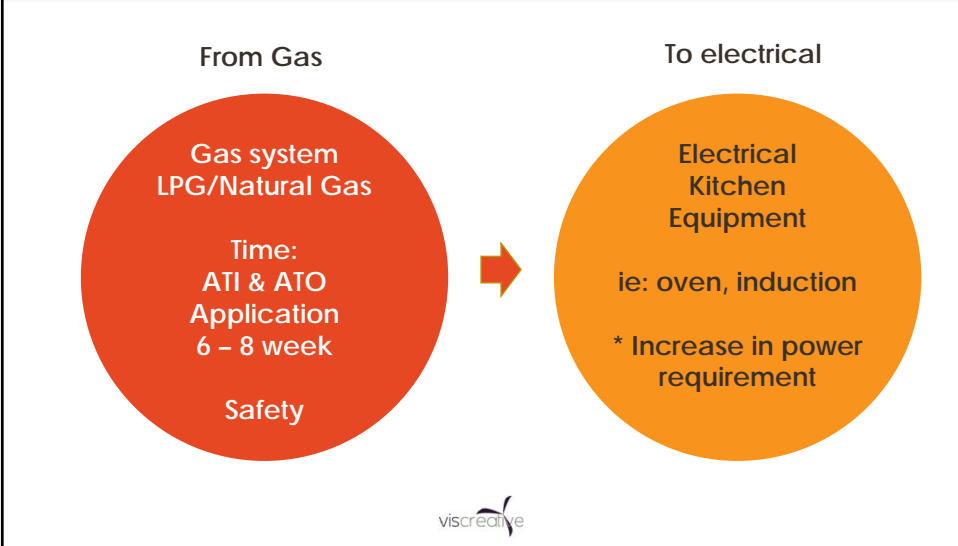
https://www.hungrygowhere.my/dining-guide/tried-and-tested/the-inside-scoop-ice-cream-parlour-in-damansara-jaya-*aid-d4523101/

How to convert retailers from shop lots to open malls

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Shift on kitchen equipment type



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#3 : MEP Placements

Top 5 common mistakes

Incoming points

Coming from front of lot
Cost saving
Nearest distance to main services
No service lane
On inter-tenancy walls

Front is **prime spot** – should be focused on retailing
Change in lot sizes – MEP to be **relocated** again

Placements

FCU/AHU/ Exhaust tapping point location
Structural consideration

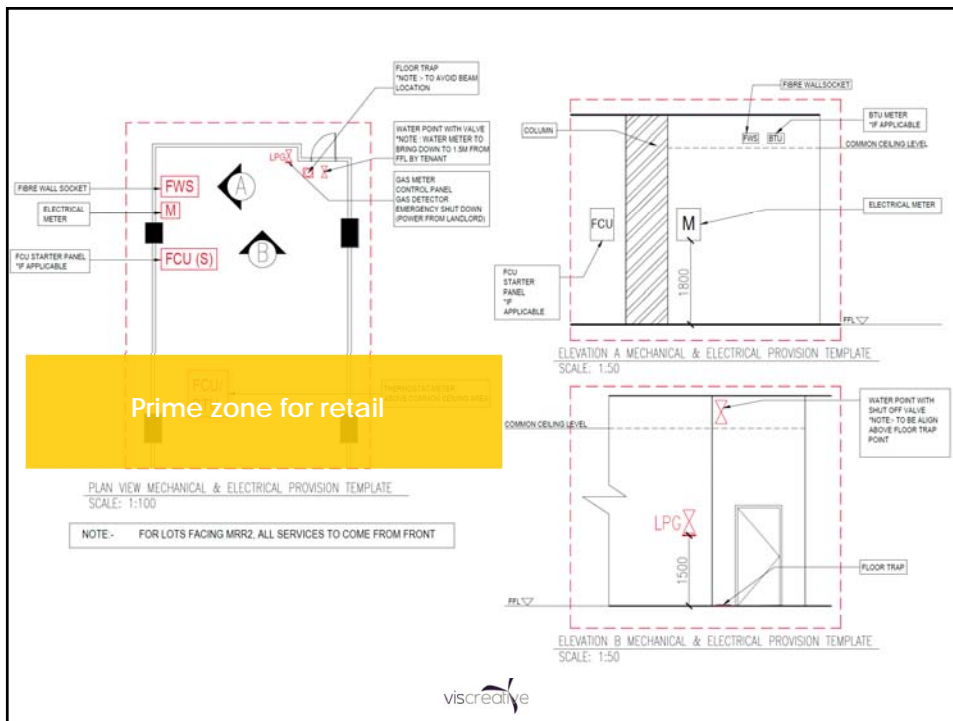
Ceiling height is affected – affecting design of shop
Retail trend moving towards **higher ceiling**

Conventional model

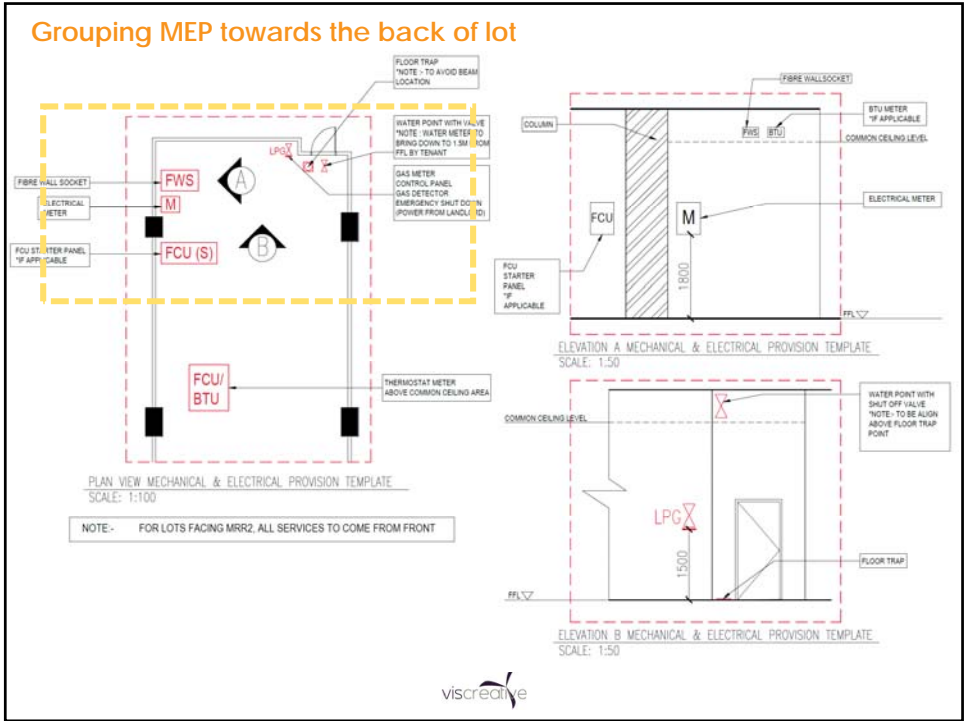
How it affects retailers' design



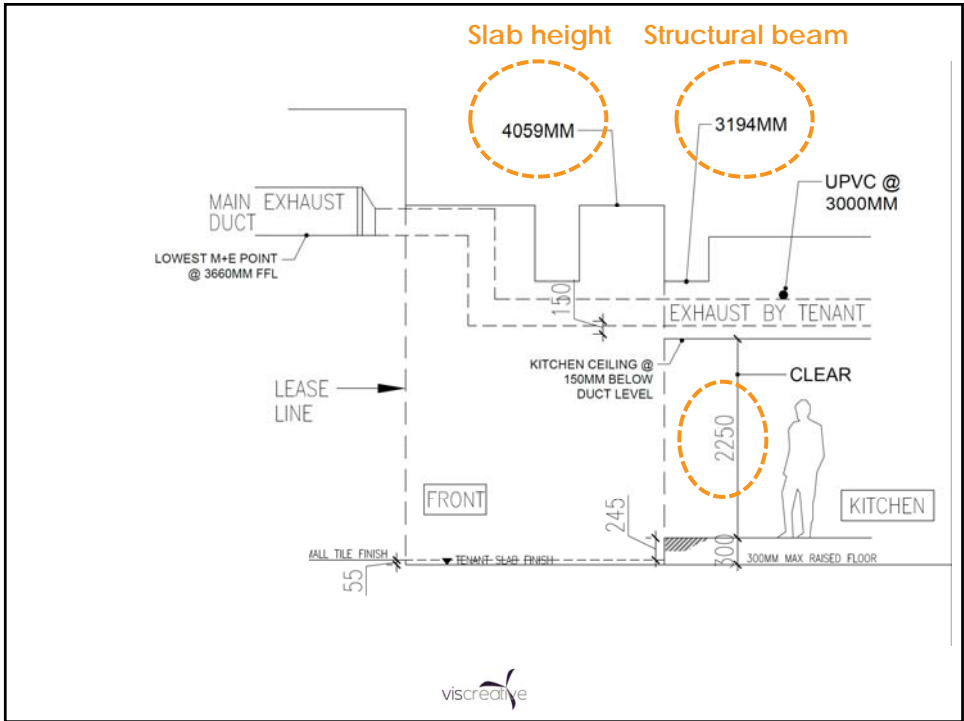
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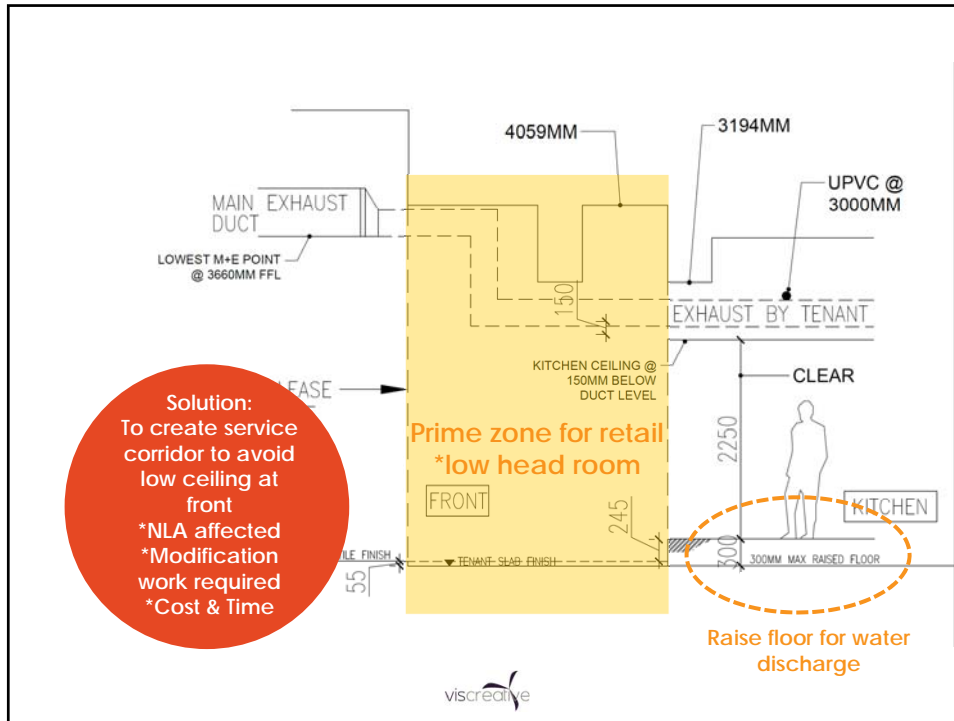
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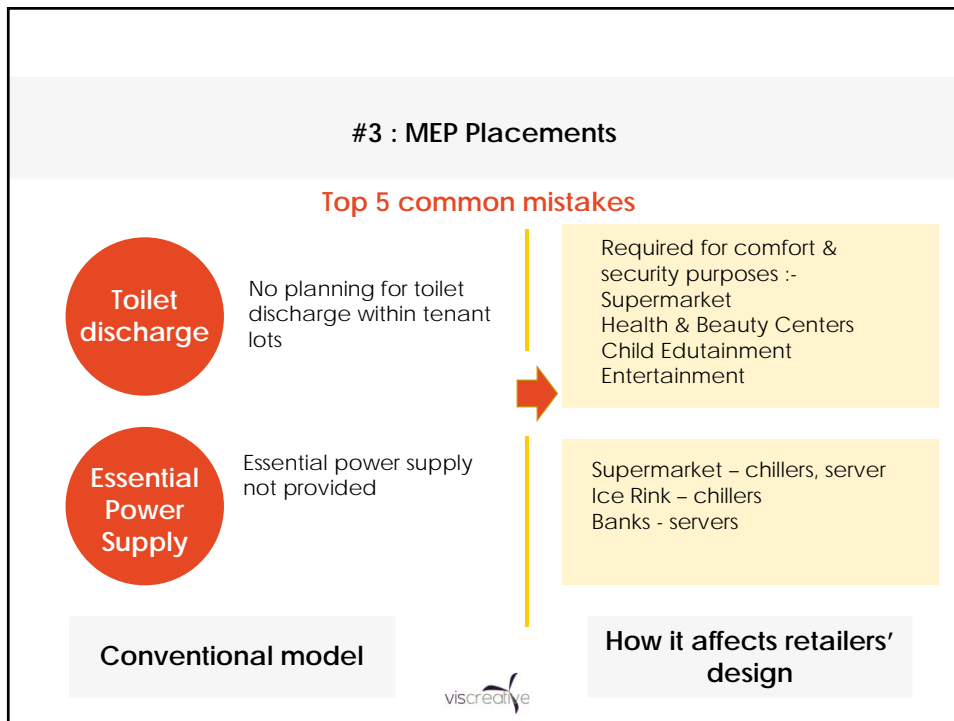
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#3 : MEP Placements

Top 5 common mistakes

Clashing systems

M&E systems placements clashing with one another



Relocation works required due to lack of co-ordination



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G3-12A (A)

FCU tap off blocked by sprinkler



G3-32 (A)

FCU return blocked by FCU return duct



G2-23 (A)

FCU return blocked by beam

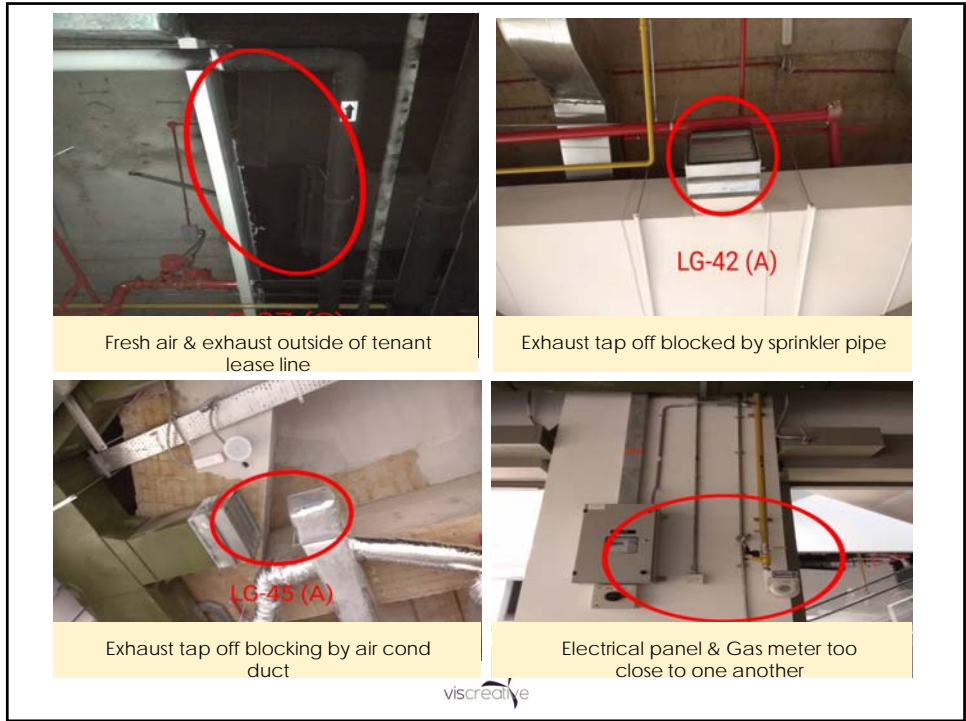


G2-43 (A)

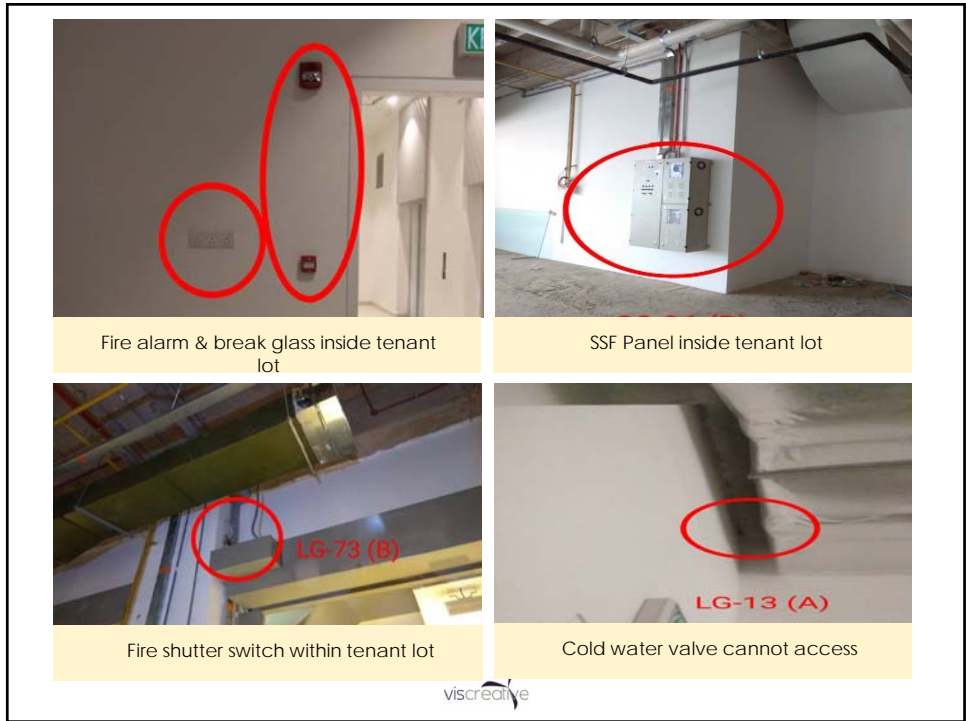
FCU return blocked by LPG



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To sum it up..

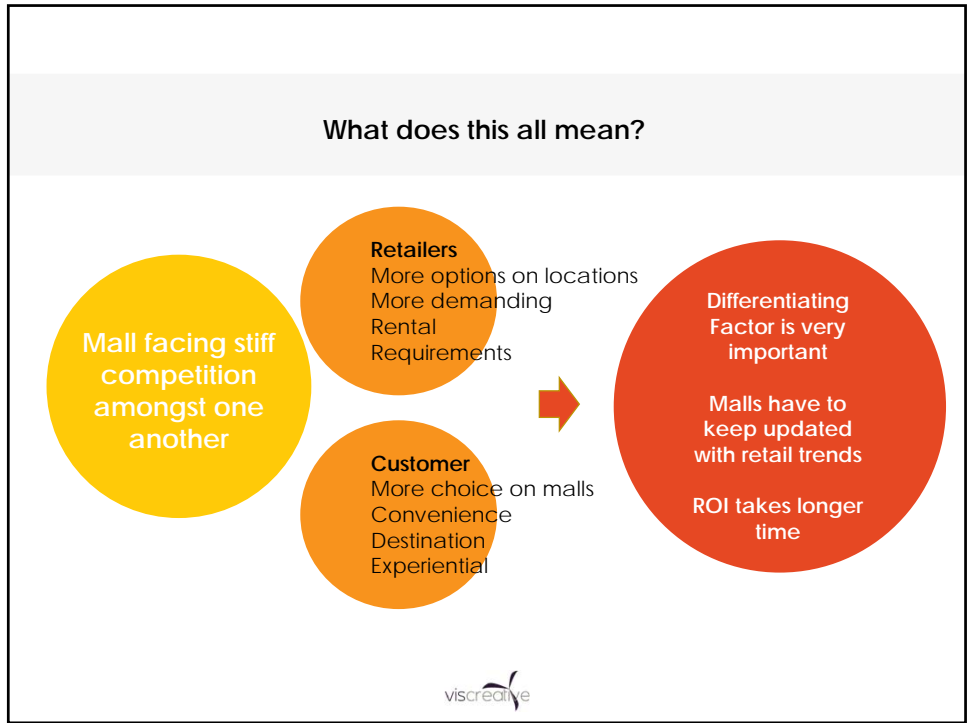


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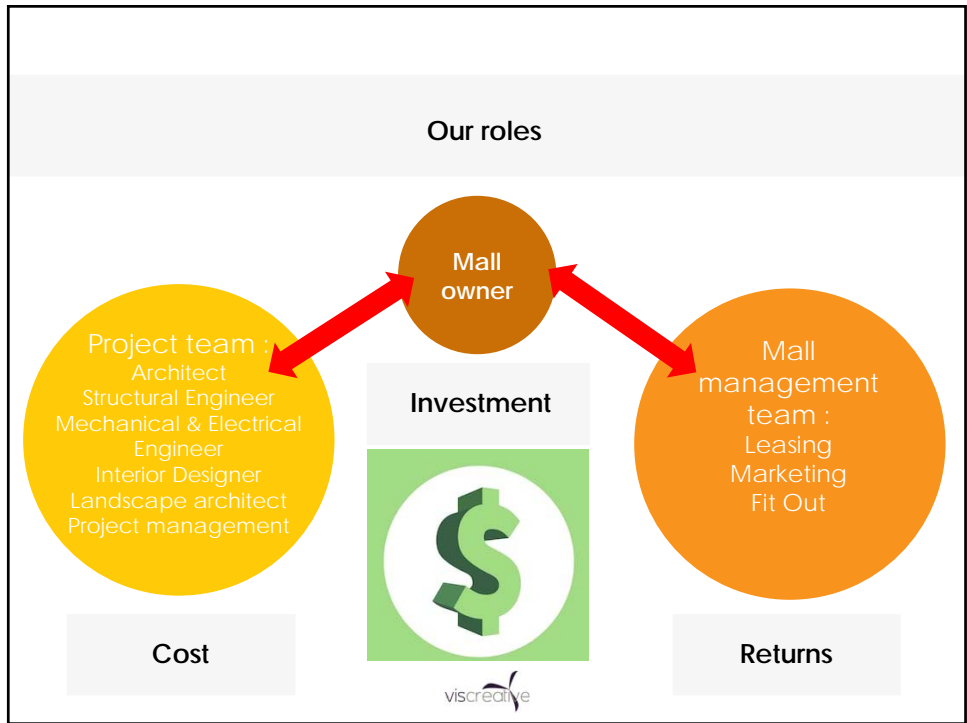
The screenshot shows a news article from NST with the headline "700 shopping malls by end of next year?". The article text includes: "By the end of next year, Malaysia will have close to 700 shopping malls with total net lettable area of 170 million sq ft. The biggest challenge will be to fill up the space amid the current economic backdrop, said Malaysia Retail Chain Association (MRCA) president Datuk Seri Garry Chua. 'Currently we have about 560 shopping malls operating nationwide with total net lettable area of about 135 million sq ft. The occupancy for majority of the malls in Klang Valley is between 85 to 87 per cent and that is considered okay if compared with neighbouring countries like Singapore.' 'One way to fill the malls, both new and existing, is tourism. The government has to do a lot in getting tourists from around the world to come here, especially from China. 'Chinese tourists spend about US\$260 billion globally. They are the biggest spenders. Indonesia doesn't have a problem when it comes to retail shopping as they have a lot of people coming from China to buy their products,' Chua told NST Property. He said it has been projected that by 2030 or 2035, tourism is going to be the largest contributor of gross domestic product (GDP) worldwide. In Malaysia, retail contribution to the GDP could expand to 15 per cent from the current 10 per cent in the next five years and it could get better with tourism growth, he said. For the second quarter of 2018, Malaysia's retail industry reported a growth rate of 2.1 per cent in retail sales, compared to the same period in 2017. MRCA members projected the second quarter growth rate at six per cent." An orange callout bubble on the right side of the article contains the text: "700 shopping malls by end of 2019 NLA – 170 mil sq ft" and "Existing 560 shopping malls NLA – 135 mil sq ft".



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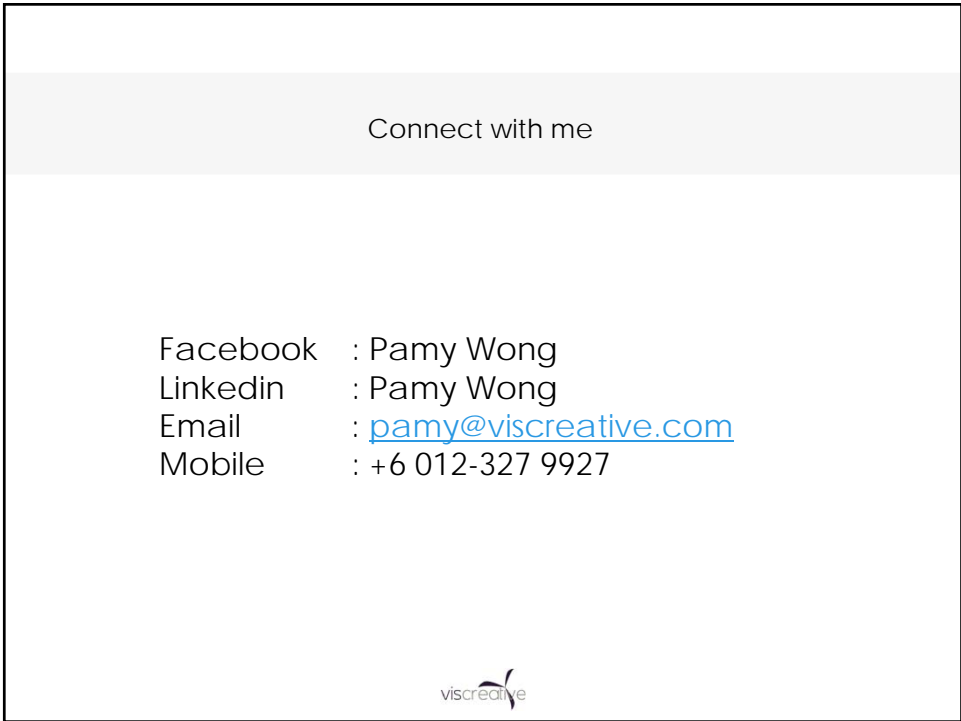
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