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FRIDAY, OCTOBER 27, 2017 . ISSUE 2520/2017 . PP19055/06/2016(034530)

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DK Group targets year-end launch for D'Immersione at Dutamas

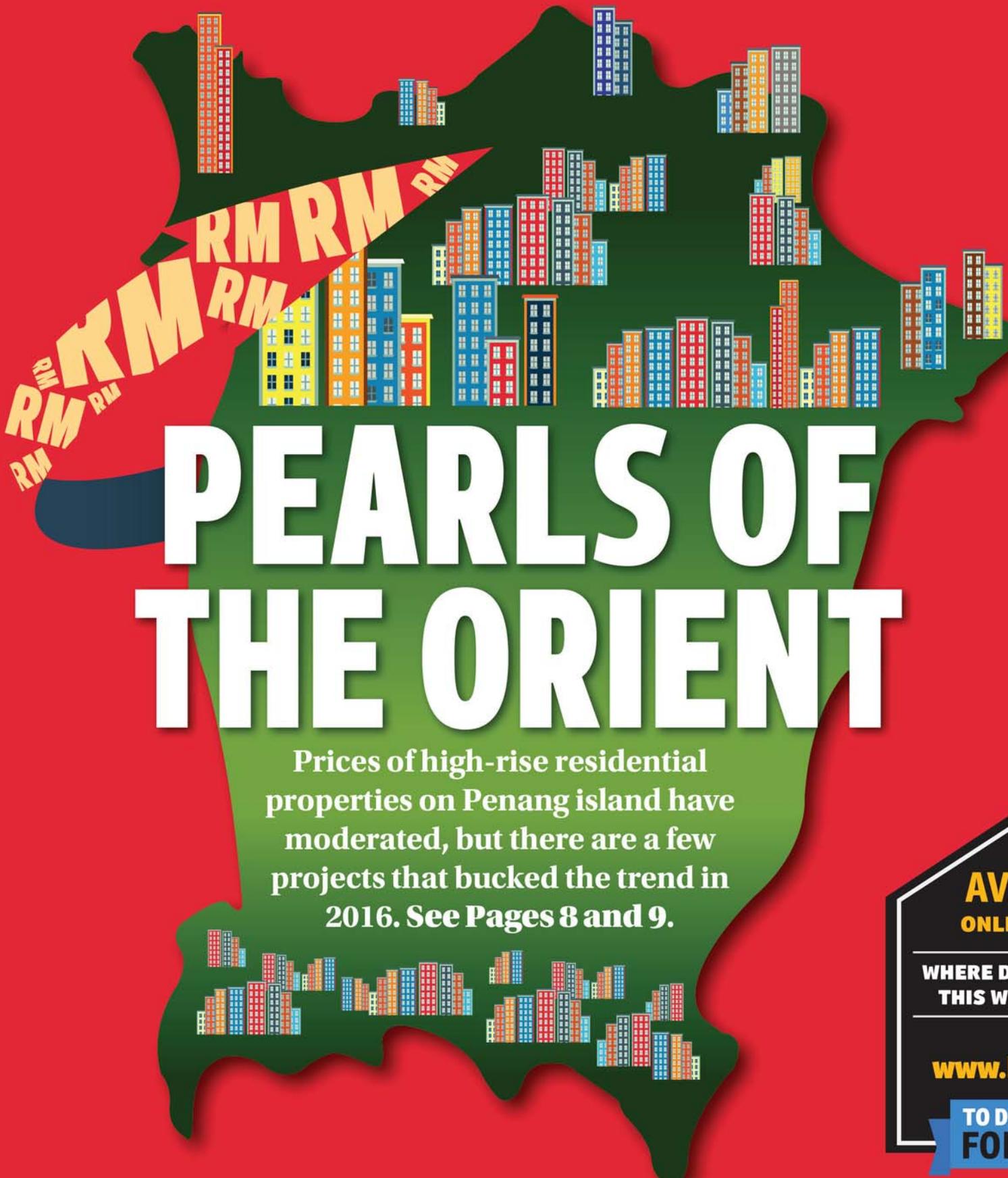


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Rise in commercial property foreclosures

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An elevated botanical oasis in Canary Wharf



# PEARLS OF THE ORIENT

Prices of high-rise residential properties on Penang island have moderated, but there are a few projects that bucked the trend in 2016. See Pages 8 and 9.

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available with *The Edge Financial  
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is also distributed at more than  
200 offices, shopping complexes,  
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Lorraine Chan (03) 7721 8001**Launch of Sarjana  
Promenade  
shoplots at Bandar  
Universiti Pagoh  
next month**Sime Darby Property Bhd is planning  
two upcoming launches in its Bandar  
Universiti Pagoh (BUP) township in  
Pagoh, Muar, Johor.First up is its second commercial  
development, the Sarjana Promenade  
shoplots, next month.Coming up on 30 acres of lease-  
hold land, it will comprise 171 units  
of 2- and 3-storey shoplots with an  
average gross floor area of 4,000 sq ft  
that are priced from RM850,000."We have garnered very good re-  
sponse for Sarjana Promenade with  
some buyers looking to even buy a  
whole block of shops," said Sime  
Darby Property general manager  
Mohamad Jalani Mohamad Said  
during a media tour.The next launch will be Harmoni  
Permai, the third phase of homes in  
BUP comprising 491 units of lease-  
hold 2-storey linked houses that are at  
least 1,500 sq ft and priced at around  
RM380,000.The phase is slated to launch in  
March next year, said Mohamad  
Jalani.**Hua Yang launches  
new township in JB**Hua Yang Bhd has unveiled EL-  
emence, its newest township on  
73.16 acres of freehold land with anS P Setia Bhd's KLEC Mall at KL Eco  
City will feature the biggest urban  
grocer in Malaysia when Bangsar  
Market by Jaya Grocer opens for  
business as its anchor tenant in  
1Q18.Bangsar Market will occupy  
54,000 sq ft of space — or the en-  
tire second level of the mall, said S  
P Setia divisional general manager  
Tony Ling."The inspiration for this concept  
came from internationally  
renowned markets such as Cam-  
den Market and Borough Market  
in London and the Queen Victoria  
Market in Melbourne."The concept is further support-  
ed by the mall's accessibility via  
the many links to transport hubs  
as well as to Mid Valley City."S P Setia has invested about  
RM200 million to construct dedi-  
cated ramps and bridges, includ-  
ing the unique two-tier internal  
road system that allows traffic to  
enter and exit the various compo-  
nents of the integrated develop-  
ment via major roads such as theestimated GDV of RM375 million, in  
Taman Denai Alam, Johor Bahru.In a recent statement, the devel-  
oper said it is kicking off the eight-  
phase township with the launch of  
a parcel within Oval, the first phase  
of the development.This parcel will comprise 64  
units of cluster homes with a built-  
up of 2,170 sq ft that are priced at  
RM680,000 and two link bungalows  
with a built-up of 2,569 sq ft that are  
priced at RM905,962.Oval is slated for completion in  
2019 and is accessible via Jalan Kota  
Masai 1 and Jalan Canggung.

The township will also feature

**Malaysia's biggest urban  
grocer to anchor KLEC Mall**Federal Highway, New Pantai Ex-  
pressway, Jalan Maarof and Jalan  
Bangsar," he said at the unveiling  
event of the new grocer concept  
on Tuesday.

Ling added that Bangsar Mar-

ket by Jaya Grocer will stand out  
from the current competition  
with the integration of food and  
beverage into the concept, offer-  
ing a broad spectrum of dining  
choices.shopoffices, semi-detached houses  
and homes under the Johor Af-  
fordable Housing Scheme.**Commission to  
probe Penang  
landslide**A Penang State Commission of In-  
quiry will be set up to investigate  
the landslide at a construction site  
in Tanjung Bungah that claimed 11  
lives on Oct 21.The establishment and the terms  
of reference of the commission will  
be discussed and approved at the  
state exco meeting next week, Chief

Minister Lim Guan Eng said.

"The Penang State Commission  
of Inquiry will conduct a full and  
independent investigation to deter-  
mine the cause of this worksite ac-  
cident and take action against those  
responsible," he said in a statement.Those killed in the landslide  
were a Malaysian construction site  
supervisor and 10 foreign workers  
from Bangladesh, Indonesia, Paki-  
stan and Myanmar, the statement  
said.The affordable housing project  
consisted of a 49-storey building  
with two towers and 12 levels of car  
parks, news reports said.

Look out  
for our coverage  
on **Budget 2018** at  
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**LAUNCHES + EVENTS**How do I get past issues of this weekly pullout?  
Go to [www.EdgeProp.my](http://www.EdgeProp.my) to download for freeIf you have any real estate-related events, email us at [editor@edgeprop.my](mailto:editor@edgeprop.my).  
Events listed here will also appear on [www.EdgeProp.my](http://www.EdgeProp.my).**Deepavali gathering****Date:** Oct 29 (Sun)**Time:** 1pm to 3pm**Venue:** The ARC @ Bandar  
Rimbayu, 1, Jalan Flora  
3, Bandar Rimbayu, Telok  
Panglima Garang, Selangor  
**Contact:** (1800) 22 8686IJM Land is inviting all to a festive  
gathering in conjunction with the  
Deepavali celebration. Bring your  
friends and family to enjoy some  
very delicious Indian dishes.**Maspex Penang****Date:** Oct 26 to 29 (Thurs to Sun)**Time:** 10am to 10pm**Venue:** Queensbay Mall, 100  
Persiaran Bayan Indah Bayan  
Lepas, George Town, Penang**Contact:** (04) 228 8333The Malaysian Institute of Estate  
Agents Penang is having its fifth  
property exhibition that will also  
include primary properties. Among  
the developers participating are  
Malaysian Resources Corp Bhd,  
Ideal Property Group, BSG Group  
and Penang Development Corp  
— the development agency of  
the Penang state government.**Light Up Together @  
Akasa Cheras South****Date:** Oct 28 (Sat)**Time:** 6pm to 10pm**Venue:** Akasa Sales Gallery,  
1, Jalan Balakong, Seri  
Kembangan, Selangor  
**Contact:** (03) 8964 9992Hap Seng Land is organising a  
fun-filled evening with  
performances by a Chinese  
orchestra and a percussion  
ensemble. One can also enjoy a  
lantern tunnel, scrumptious food  
and many other activities such  
as a creative lantern workshop,  
3D pen doodle, arts and craft,and a coffee appreciation  
workshop by Bean to Cup.**Redup @ Bandar Ainsdale  
launch****Date:** Oct 28 (Sat)**Time:** 10am to 5pm**Venue:** Bandar Ainsdale Sales  
Gallery, Labu, Negeri Sembilan  
**Contact:** (1800) 88 1118Sime Darby is launching the  
Redup 2-storey link house in  
Bandar Ainsdale this Saturday.  
Seize the opportunity to be  
an owner of these exclusive,  
spacious 24ft by 75ft homes.  
There are only 45 units available.**The Art of Relaxation by  
Bon Estates****Date:** Oct 28 (Sat)**Time:** 3pm to 5pm**Venue:** Bon Estates Sales  
Gallery, 57, Jalan Penaga,  
Bangsar, Kuala Lumpur  
**Contact:** (012) 466 6683Organised by Bon Estates, this  
event will be led by guru Jojo  
Struys as she reveals ancientpranayama (control of breath)  
techniques, practical tips and  
guided exercises that will help  
you release modern-day stress.**Superhero Invasion****Date:** Oct 28 and 29 (Sat and Sun)**Time:** 11am to 6pm**Venue:** TRIO Sales Galleria, Lot  
82623, Jalan Langat / KS06,  
Bandar Bukit Tinggi 1, Klang  
Bandar Diraja, Selangor  
**Contact:** (03) 3162 3322Are you ready for an adventure  
with superheroes? Join six  
superheroes in completing  
various exciting challengessuch as  
the Spidey  
Web Trail,  
Captain  
America  
Shield  
Challenge  
and Hulk  
Smash! This  
event is  
organised by  
S P Setia.

# IDYLIC HOMES AMONG THE GREENS



Wake up to the scenic views of the international standard golf courses at Forest City Golf Resort.

If you are thinking of moving to a neighbourhood where you and your family can live in a healthy, green and secure environment while enjoying lifestyle conveniences at your doorstep, there is an ideal place that could meet all your needs.

Strategically located within an 8 sq km enclave in the south of Peninsular Malaysia, where the weather is consistently pleasant throughout the year, is a residential development sitting next to a scenic river and in the midst of three international standard golf courses.

The development is surrounded by comprehensive amenities, including education institutions, public transport, leisure facilities, healthcare centres, a financial hub and an airport — everything is just a breeze away.

Situated in Gelang Patah, Johor, the development dubbed Forest City Golf Resort will be unveiled next month by developer Country Garden Pacificview Sdn Bhd, a joint venture between Country Garden Holdings Co Ltd and Esplanade Danga 88 Sdn Bhd, which is an associate company of Kumpulan Prasarana Rakyat Johor. Although it shares the same name, Forest City Golf Resort is about 7km from the iconic 20 sq km Forest City development on four man-made islands in the southern part of Gelang Patah. Forest City is poised to become a self-sustaining city in the next 25 to 30 years featuring medical and healthcare centres, international schools, financial institutions, corporate towers, commercial districts and tourist attractions.

## World-class golf courses

Located next to a picturesque river, Forest City Golf Resort has three world-class golf courses, which are the most unique features of the freehold development.

“One of the golf courses is designed by Jack Nicklaus and his son Jack Nicklaus II while the other two are designed by Country Garden Holdings vice-president Liang Guo Kun, who is himself a renowned course designer,” says Country Garden Pacificview regional sales and marketing vice-general manager Zhou Jun.

The international standard 18-hole golf course designed by the golf legend and his son will offer golfers an interesting and competitive experience while they enjoy the beautiful landscape, she says, adding that Golf Course 1 is expected to be open by early 2018.



An artist's impression of the Country Garden Forest City Golf Hotel.

“Nicklaus condensed his more than 40 years' experience in golf to design the rolling greens of the first course. While maintaining the competitiveness of the course, he also respected the surrounding greeneries as a natural resource, giving them full play in landscaping and using them to stabilise the course's foundation,” she says.

## Well-crafted homes

The much-anticipated golf resort development will be launching 202 units of golf villas, semi-detached villas and cluster house villas in its first phase. It will be a perfect place for those who are looking for a retreat that allows them to enjoy a luxury and healthy lifestyle yet remain close to where all the action is, offers Zhou.

With built-ups from 189 to 648 sq m (2,034 sq ft to 6,975 sq ft), the units will be economical yet substantial. They will be open for bookings on Nov 5.

Echoing the eco concept of homes in the ambitious Forest City development, the landed homes in Forest City Golf Resort will feature private gardens for residents to unwind in after a long day at work, she adds.

Each unit will also feature a large balcony where one can enjoy scenic views of the golf courses, rivers and surrounding greenery.

“We designed the villas with a ‘succinct and sprightly’ yet elegant style. We want to ensure that they are both functional and presentable. Hence, they will not only fulfil your needs but also give you a sense of aesthetics.

“Here, you will wake up to the gentle sound of flowing water and birds singing in the morning,” she notes.

Besides the residential component, a 5-star hotel will be built at Forest City Golf Resort to cater to tourists as the development aspires to become a new international golf resort.

Named Country Garden Forest City Golf Hotel, the hotel will house 305 hotel rooms in two 11-storey towers, which is expected to soft open by early 2018.

## Excellent connectivity and accessibility

The golf resort is only a stone's throw away from the proposed KL-Singapore high-speed rail station at Iskandar Puteri, Iskandar Malaysia's education cluster EduCity, Legoland and the Sultan Abu Bakar Customs, Immigration and Quarantine Complex at the Second Link to Singapore.

In addition, with the Second Link Expressway, the Port of Tanjung Pelepas Highway and the Iskandar Coastal Highway, both Johor Bahru and Singapore are just a short drive away from Forest City Golf Resort.

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# DK Group targets year-end launch for D'Immersione at Dutamas

BY NATALIE KHOO

PETALING JAYA: Property development company DK-MY Properties Sdn Bhd is targeting to launch its mixed development project D'Immersione at Dutamas by the end of this year.

DK-MY Properties is the property development arm of DK Group of Companies, which is known for its automotive leather upholstery products marketed through its holding company, DK Leather Corp Bhd.

The project is located on a 3-acre freehold land at Jalan Duta, Kuala Lumpur and has an estimated GDV of RM850 million.

"It will be a mixed development comprising shop units and office suites, one corporate office tower and one block of SoHo (Small-office Home-office) units.

"We target to open the shops, office suites and office tower for sale first, followed by the residential component," DK-MY Properties managing director Danny Koek shared with EdgeProp.my.

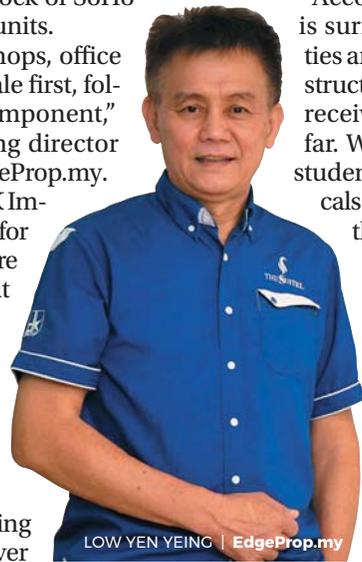
Meanwhile, the group's DK Impian project is currently open for bookings. The 14-storey 2.4-acre leasehold project is located at Section U5, Shah Alam. It offers a total of 658 SoHo units with built-ups from 592 sq ft to 893 sq ft while prices start from RM312,800 onwards.

The project has a GDV of RM285 million. The maintenance fee is 30 sen psf including sinking fund. There will be over



PICTURES BY DK GROUP

Artist's impressions of D'Immersione (left) and DK Impian.



LOW YEN YEING | EdgeProp.my

30 facilities in the development including a sky garden, sky deck, Jacuzzi and infinity pool.

According to Koek, the project is surrounded by ample amenities and great connectivity. "Construction has started and we have received very good response so far. We see there is a market for students or those who are not locals looking for properties to stay there," he said.

The development is near education institutions HELP University and REAL International School; hypermarkets; shopping malls Star Avenue Lifestyle Mall,

Koek: We are targeting to extend our business outside the Klang Valley and overseas as well.

Sunway Giza and Citta Mall; and medical centres Ramsay Medical Centre and Tropicana Medical Centre.

"Many of them are paying RM800 to RM900 per month for their rent; they may not even be able to use the kitchen to cook and they may need to share bathrooms with the other tenants.

"However, as most of our units in DK Impian are dual key units, they can have greater privacy," said Koek, adding that one can also rent out the other unit for passive income.

Only 10% to 15% of the total units are the conventional 2- and 3-bedroom types to cater to small families.

The development is accessible via the Guthrie Corridor Highway, North Klang Valley Expressway, Federal Highway and the upcoming DASH Highway. It is also located 10 minutes away from two township developments — Ara Damansara and Kota Damansara. DK Impian is slated for completion in 2020.

On the current property market, Koek expects it to improve after the general election.

"It will strengthen business sentiment and boost the overall economy. We believe demand for properties will never diminish, even when the overall market is soft. In fact, when you look deeper, you will realise that affordable housing demand is getting higher.

"A house is needed as a first investment or for future planning. Therefore, our project DK Impian, which falls under the affordable housing price range at RM310,000 onwards for a 2-bedroom unit in a good location with good design and layout, suits current market needs," Koek explained.

The group has some 45 acres of landbank in the Klang Valley with an estimated GDV of RM4.8 billion.

"We are constantly looking for new pieces of land. We are also targeting to extend our business outside the Klang Valley and overseas as well," he offered.

# Bandar Sri Sendayan Resort Homes to release phase 2 soon

BY TAN AI LENG

PETALING JAYA: Matrix Concepts Holdings Bhd will be launching Allysum, which is phase 2 of its Resort Homes collection in Bandar Sri Sendayan, Negeri Sembilan, by year end.

Matrix Concepts' chief sales and marketing officer Lim Kok Yee told EdgeProp.my that the upcoming phase will be offering 52 units of 2-storey semidees with land area measuring 50ft by 100ft and built-ups starting from 4,415 sq ft. The selling price starts from RM1.4 million.

Earlier in May this year, the company launched phase 1 of Resort Homes called Lunaria, which offers 129 units of 2-storey superlink homes with land area sizes measuring 22ft by 85ft and built-ups from 2,833 sq ft. The superlink homes, priced at a minimum of RM648,888, have received overwhelming response with 90% of the units sold so far.

Looking at the good response to phase 1, the developer is considering launching the Allysum semidee

units this year. Both projects carry a total GDV of about RM400 million.

"We are targeting those looking to buy landed residential properties as well as upgraders from the neighbouring vicinity," said Lim.

Built on an 85-acre freehold tract, he noted that Resort Homes is poised to be an iconic premier precinct within Bandar Sri Sendayan, boasting linear parks, recreational lake, barbecue areas, pocket

gardens and water spouts.

The Resort Homes enclave also features a six-tier monitoring and surveillance system, including a main entrance security post, card access boom gate, 24-hour patrolling guards, CCTV system and an 8ft-high HiSec fencing.

Other amenities residents enjoy include d'Tempat Country Club, Sendayan Metropark, Matrix Global School and public schools.



Artist's impression of Resort Homes.

PICTURES BY MATRIX CONCEPTS



Lim: We are targeting buyers who are looking for landed homes and upgraders from neighbouring housing estates.

with land size choices of 20ft by 75ft and 22ft by 75ft. The prices are from RM558,888.

Launched in 2006, the 5,233-acre Bandar Sri Sendayan is now left with about 1,300 acres to be developed; hence, it is looking at acquiring plots adjacent to the township for future expansion.

House prices in Bandar Sri Sendayan have seen a significant increase over the years. For instance, 1-storey terraced houses in one of its earlier launches Nusari Bayu that were sold at RM90,000 per unit in 2006 are now being transacted up to RM200,000, offered Lim.

The growth of commercial and industrial activities in Bandar Sri Sendayan has raised demand for housing there, he said.

In the long run, he added, the Malaysian Vision Valley will further boost the profile of Bandar Sri Sendayan with investments in infrastructure providing greater connectivity, new highways and the launch of the KL-Singapore high-speed rail with a station within a 5km radius from the township.

In April, Matrix Concepts launched phase 1 of Ara Sendayan residential development. All 269 units of the 2-storey link homes on this hilltop project were sold within hours. The units were priced at RM618,888.

Following the positive response, the company has started accepting pre-booking for Phase 1B of Ara Sendayan, consisting of 195 units of 2-storey terraced houses

ECO SANCTUARY

Setia

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Our recognition in the EdgeProp's Inaugural Singapore Excellence Awards 2017, under Development Innovation Category, would not have been possible without the support of our customers, partners, stakeholders and Team Setia, after winning the FIABCI Singapore Property Awards 2017, under Sustainable Development. You have inspired us to new heights of performance. Rest assured we are working to go even higher.

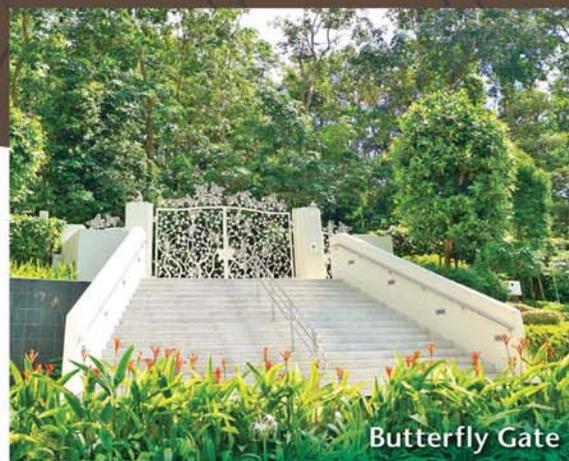
For our upcoming Singapore development at Bukit Timah, near Beauty World MRT Station, please call 03- 2282 5225 to register your interest.



Sky Walk



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Butterfly Gate

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 Awards



EdgeProp.sg



The winners, judges, and VIPs of the inaugural EdgeProp Singapore Excellence Awards 2017

# S P Setia shines at inaugural EdgeProp Singapore Excellence Awards 2017

BY LAM JIAN WYN

KUALA LUMPUR: S P Setia Bhd's 24-storey Eco Sanctuary in Singapore picked up the Development Innovation Award at the inaugural EdgeProp Singapore Excellence Awards 2017 on Oct 23, making it the single Malaysian developer to be recognised in the event.

The project in Chestnut Avenue, off Upper Bukit Timah Road, was one of three winners of the Development Innovation Award, which recognises projects that "innovatively push the envelope to succeed in a variety of areas such as recreational services, community health initiatives, sustainability, construction productivity, safety advancements, energy efficiency and green initiatives".

"It is an honour to be recognised at the inaugural award ceremony tonight and to receive the Development Innovation Award for our Eco Sanctuary. S P Setia always strives to be ahead of market competitors in terms of design and technology used in our homes. In all our developments, we endeavour to use the latest technology and construction methods to ensure the best quality home for all our Setia homeowners," said S P Setia CEO and president Datuk Khor Chap Jen.

The development boasts a panoramic view of Singapore's largest nature reserve, with designs "emulating the ecology of its lush surroundings", said the developer.

"The innovative use of biomimicry architecture has led to the striking design of the building's facade that is not only outstanding in appearance, but also creates a solar passive home for all to enjoy," said S P Setia in a statement.

Other winners of the award were Wing Tai Holdings Ltd's

The Tembusu at Tampines Road and Hillsta by Far East Organization, Sekisui House and China Construction (South Pacific).

The awards feature eight other categories — the Top Developer Awards, Development Excellence Awards (Central and Non-central), Marketing Excellence Awards, Landscape Excellence Awards, Real Estate Personality of the Year, People's Choice Awards, and Value Creation Awards.

The winners of the Top Developer Awards were CapitaLand, City Developments Ltd (CDL), Far East Organization, Keppel Land and Wing Tai Holdings.

Meanwhile, the Development Excellence Award (Central) went to CDL's Gramercy Park and GuocoLand's Leedon Residence, while the Development Excellence Award (Non-central) went to Wing Tai's The Tembusu and UOL Group's Seventy Saint Patrick.

CDL's Forest Woods took home the Marketing Excellence Award while The Glades — a joint development by Keppel Land and China Vanke — scooped the Landscape Excellence Awards.

The Real Estate Personality of the Year award went to Oxley Holdings Ltd CEO Ching Chiat Kwong.

Next was the People's Choice Award, which went to Corals at Keppel Bay by Keppel Land.

Last but not least were the Value Creation Awards, which were conferred to Bartley Residences — jointly developed by CDL, Hong Leong Holdings and TID — as well as Far East Organization's and Frasers Centrepoint Homes' Eight Courtyards, Far East Organization's Centro Residences, Allgreen Properties' Suites at Orchard, CapitaLand's Bedok Residences, and Hao Yuan Investment's The Nautical.

*This article first appeared on [www.EdgeProp.my](http://www.EdgeProp.my).*



Eco Sanctuary by S P Setia, The Tembusu by Wing Tai and Hillsta by Far East Organization won the Development Innovation Award. Accepting the award were (from left) S P Setia's Khor, Wing Tai Property Management's Quek Chay Hoon and Far East Organization assistant director central engineering Derek Foo. The award was presented by The Edge Singapore executive director Ian Tong.



Accepting the Development Excellence Award (Non-central) were (from left) Wing Tai Property Management senior general manager Quek Chay Hoon, UOL Group Ltd deputy group CEO Liam Wee Sin and EdgeProp Singapore CEO Bernard Tong.



Gramercy Park and Leedon Residence clinched the Development Excellence Award (Central). From left: CDL senior projects manager Lim Song King, EdgeProp Singapore CEO Bernard Tong and GuocoLand group managing director Cheng Hsing Yao.



(From left) CapitaLand Singapore Ltd CEO Ronald Tay, CDL chief strategy officer and head asset management Kwek Eik Sheng, Far East Organization executive director Jonathan Ng, Keppel Land (Singapore) Pte Ltd president Ng Ooi Hooi and Wing Tai chief financial officer Ng Kim Huat receiving their respective Top Developer Award, presented by Mitsubishi Electric Asia Pte Ltd VP Jonathan Yeo.



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## 1 PRIME MONT KIARA ADDRESS

### A location of international influence

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## 2 COMMANDING TOWERS

### 1 integrated business destination

Thanks to its premium grade features, third space elements and lifestyle offerings, The MET Corporate Towers is more than a corporate address, it's a business destination.

## 3 KEY TRANSPORTATION POINTS

### Connected via elevated pedestrian walkway

The future MRT3 station, the Segambut KTM Station and various public transportation points are all within walking distance via a covered elevated pedestrian walkway ensuring door-to-door connectivity.

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BY TAN AI LENG

**M**any property investors have been drawn to Penang because of its robust tourism and industrial activities. On Penang island, land scarcity has also limited future developments and hence driven up property prices. But dampened economic sentiments have moderated prices on such properties on the secondary market recently.

Based on data collated by EdgeProp.my, mid to high-end non-landed residential projects (except flats) on the secondary market on Penang island have an average compound annual growth rate (CAGR) of 5% from 2012 to 2016.

Prices have certainly moderated last year. Data released by the National Property Information Centre (Napic) in its Property Market Report 2016 showed that only 12 of the 79 high-rise residential projects (except flats) on Penang island had enjoyed a price growth of above 2% last year. Transaction prices have remained flat (growth of less than 2%) in 19 projects while 25 projects have seen transaction prices drop. Another 23 projects did not have y-o-y comparable data as there were no transactions in 2015.

Nevertheless, EdgeProp.my data revealed a handful of condominiums and apartments that achieved significant y-o-y price growth of between 8% and 11% in 2016. These projects are showing their resilience. Let's find out what they have going for them.

### Strategic location

Based on EdgeProp.my's data, only three condo projects enjoyed a double-digit annual price growth in 2016. They were Marina Tower in Tanjung Bungah (11%), The Spring in Jelutong (11%) and Birch Regency in George Town (10%). They were followed by Gurney Park in Gurney Drive (9%) and Halaman Kristal in Jelutong (8%).

Property prices in these projects have been climbing steadily over the years and EdgeProp.my data showed that these projects have enjoyed an average CAGR ranging between 6% and 21% from 2012 to 2016.



# INVESTORS MADE MONEY FROM THESE CONDOS ON PENANG ISLAND



Marina Tower (left) and The Spring achieved 11% price growth last year.



Landserv Penang Sdn Bhd executive director Ooi Choon Seong says the strategic locations of these projects within prime areas on the island, coupled with good accessibility as well as proximity to various amenities, are supporting the price growth of these condos.

### Marina Tower

Marina Tower, also known as Ratu Mutiara Marina Tower, is a low-density development located at Tanjung Bungah. It comprises a 5-storey low-rise tower and two 23-storey residential towers, offering a total of 280 units with built-ups ranging from 1,050 sq ft to 2,700 sq ft (penthouse units).

Completed 11 years ago, Marina Tower has remained popular because it offers beautiful sea views, says Ooi.

According to EdgeProp.my data from 2012 to 2016, the CAGR for Marina Tower is around 21%. The transaction price of Marina Tower averaged RM573 psf in 2016, compared with RM516 psf in 2015. Its average asking price in September 2017 was RM630 psf.

### The Spring

The Spring, like Marina Tower, had also recorded 11% growth in its transacted price last year. It is located near Persiaran Karpal Singh next to the Tun Dr Lim Chong Eu Expressway. Completed nine years ago,

this 23-storey freehold development offers a total of 396 units with built-ups ranging from 925 sq ft to 1,281 sq ft.

Despite its good location and accessibility, Ooi notes that the price growth of this condo was initially rather low, hovering around RM500 psf because of its proximity to the Jelutong landfill located just 1.5km away.

"However, the Wesley Methodist School Penang (International), which will start operation in October this year, has spurred the market's interest in The Spring as it is located within walking distance to this international school," he reveals.

EdgeProp.my data showed that the transaction price for The Spring climbed to RM593 psf in 2016 from RM536 psf a year before. The current asking price averages RM617 psf.

### Birch Regency

Birch Regency, which also enjoyed double-digit price growth last year, is popular because of its convenient location in the heart of George Town, says PA International Property Consultants (Penang) Sdn Bhd executive director Michael Loo.

"George Town is the most visited tourist destination in Penang. The condo owners there anticipate they could get good returns by providing short-term vacation home services," he offers.

He notes that this project has registered

high transaction volume last year — a 25% y-o-y increase.

EdgeProp.my listings showed that Birch Regency was selling at an average of RM668 psf last year compared with RM605 psf in 2015. Its current average asking price is RM662 psf.

### Gurney Park and Halaman Kristal

Gurney Park and Halaman Kristal, both which enjoyed high growth last year, also shared similar strengths as the other three condos — strategic locations, high traffic and populated areas, and proximity to amenities.

Located at Gurney Drive, the freehold Gurney Park condo is just about 10 to 20 minutes' walk to the famous Gurney Drive seafront promenade, which is about 750m away. This so-called X factor has allowed units in Gurney Park to enjoy average transacted price of RM792 psf last year, with current asking prices at around RM740 psf.

Meanwhile, Halaman Kristal is situated in the matured Jelutong area and surrounded by various amenities. It has seen transaction prices climb to RM542 psf from RM502 psf a year earlier. Current asking price averages RM501 psf.

### Double-digit dives

On the other hand, among the 25 projects from Napic's data that saw transaction price



Leasehold properties are not so popular among most Penangites.  
— Ting



Penang island needs some growth catalysts in the short term.  
— Loo



Ample new supply with attractive marketing packages will put pressure on the price growth of secondary market properties.  
— Ooi

**Penang condominiums/apartments with the highest price growth (y-o-y) in 2016**

SOURCE: EdgeProp.my

Project	Location	Transaction price psf (RM)		Change	Current asking price psf (RM)
		2015	2016		
Marina Tower	Tanjung Bungah	516	573	11%	630
The Spring	Jelutong	536	593	11%	617
Birch Regency	George Town	605	668	10%	662
Gurney Park	Gurney Drive	723	792	9%	740
Halaman Kristal	Green Lane	502	542	8%	501

**Penang condominiums/apartments with the largest price drop in 2016**

SOURCE: EdgeProp.my

Project	Location	Transaction price psf (RM)		Change	Current asking price psf (RM)
		2015	2016		
Hillcrest Residences	Bukit Jambul	523	422	-19%	499
The Oasis	Gelugor	853	739	-13%	576
Putra Place	Bayan Lepas	732	635	-13%	581
Boulevard Condominium	Ayer Hitam	565	508	-10%	533
Central Park	Jelutong	507	462	-9%	527

**Most expensive condominium/apartments transacted in Penang in 2016**

SOURCE: NAPIC

Project	Location	Transaction price in 2016 (RM)		Current asking price (RM)	
		psf	per unit	psf	per unit
Scott Residence	George Town	1,016	1.52 mil	909	1.56 mil
The Light	Gelugor	1,002	1.37 mil	1,059	1.49 mil
Collection II	Tanjung Bungah	867.20	3.5 mil	840	3.34 mil
1 Tanjong Condominium	Gelugor	642.20	1.59 mil	775	1.77 mil
Platino	Gurney Drive	582.20	2.4 mil	645	2.97 mil
Silverton Condominium					



es dip last year, four recorded double-digit dips, with drops between 10% and 19%.

These projects were (in descending order) Hillcrest Residences in Bukit Jambul, The Oasis in Gelugor, Putra Place in Bayan Lepas and Boulevard Condominium in Ayer Hitam. Another project that has seen a steep drop in terms of transaction

price was Central Park in Jelutong, which recorded an average drop of 9% last year.

Hillcrest Residences experienced an average price drop of 19% y-o-y. The leasehold condo saw its units being sold at RM422 psf, compared with RM523 psf in 2015.

However, PA International's Loo notes that out of the 11 units transacted at Hill-

crest Residences last year, six should be excluded as they were meant for charity.

In October last year, Amcorp Group Bhd, one of the investors of this project, donated six units worth RM5.52 million to Universiti Sains Malaysia (USM) for the purpose of setting up the Azman Hashim Endowment Fund to provide financial assistance for USM undergraduates.

Thus, based on PA International's calculation, the fair market value for Hillcrest Residences in 2016 should be at RM506 psf, which brings the decrease in price to only 3% y-o-y.

The 5.4-acre Hillcrest Residences is located at the top of Bukit Jambul, approximately 5.75m above sea level. The low-density development offers only 144 units.

Meanwhile, like Hillcrest Residences, The Oasis and Putra Place are also leasehold projects.

Penang-based Elite Properties Sdn Bhd senior negotiator Season Ting says leasehold properties are not popular among most Penangites.

The Oasis is located in Gelugor, near to Karpal Singh Learning Centre and Penang Badminton Academy. It comprises 557 units housed in three blocks. Units in The Oasis were transacted at RM739 psf last year, compared with RM853 psf in 2015. However, its current asking price is about RM576 psf. Landserve's Ooi says The Oasis is located away from the main road and a bit far from the city centre. There is also a lack of public transportation within short walking distance.

Meanwhile, the freehold Boulevard Condominium in Ayer Hitam offers 420 units over two 37- and 38-storey blocks. It does not have main road access either. Transaction prices were down to RM508 psf in 2016, from RM565 psf in the previous year. Current asking price averages at RM533 psf.

As for Putra Place in Bayan Lepas, while its location is strategic, the project's leasehold tenure has deterred investors. Transaction price for Putra Place averaged RM635 psf last year compared with RM732 psf in 2015, while the current asking price averages RM581 psf.

In Jelutong, the 10.9-acre freehold Central Park has seen its average transacted price drop from RM507 to RM462 psf last year, due to lack of demand. It comprises five 36-storey blocks housing 326 condo units. The current asking price is about RM527 psf.

**Slow but still full of potential**

Despite their weak performance last year, EdgeProp.my data showed that the above properties have enjoyed an average CAGR ranging between 5% and 13% from 2012 to 2016.

Ooi opines that the price correction is mainly due to the general weak market sentiment but these projects still hold investment potential, especially Putra Place and Central Park, which are well located and close to various amenities.

He sees Putra Place's location as the project's greatest advantage. "New developments are mushrooming in that area, including a high-density residential project which is

jointly developed by Tropicana Corp Bhd and Ivory Properties Group Bhd.

"The only downside for Putra Place is its leasehold title as most residential developments in the surrounding area, including the joint-venture project by Tropicana Corp and Ivory Properties, are freehold," he explains.

Central Park, Ooi added, will also attract buyers' attention as units there are reasonably priced and the project offers easy access to major roads including Jalan Jelutong, Lebuhraya Jelutong and Lebuhraya Batu Lanchang.

**Waiting for fresh leads**

Generally, property consultants and real estate agents observe that residential properties on the secondary market have experienced price corrections over the past two years of around 10% to 20%.

Although Penang island has seen development land shrinking and market observers are confident of the long-term investment potential of Penang properties, this is not reflected in current sales activities as most purchasers are taking a wait-and-see approach.

From Ooi's observation, secondary market transaction volume for high-rise residential properties has also fallen in the first nine months of this year.

"Ample new supply with attractive marketing packages will put pressure on the price growth of secondary market properties, as the former offers easier entry levels for new homebuyers," he tells EdgeProp.my.

So then, is it a good time to buy? According to Ooi, rising supply of new and attractive condos and apartments on both the primary and secondary markets are offering good opportunities for buyers.

Ting from Elite Properties concurs that now is a good time to buy and wait for the next upcycle as it's a buyer's market with plenty of choices.

PA International's Loo observes that transaction activities have picked up slightly in the second half of 2017 and anticipates a market recovery next year.

"The market will need three to four years to absorb the excess in supply of residential properties, especially the increased supply of affordable housing," he says.

Interestingly, the property consultants and real estate agents feel political uncertainties have also affected the island's economic growth and the property market as well. Loo says that aside from property buyers, business owners have also put their decisions on hold until a clearer picture can be seen after the coming Malaysian general elections.

The current Parliament's five-year term will expire in June 2018. If the prime minister does not announce the general election sooner, the Parliament will automatically be dissolved then for a fresh ballot.

As such, Loo expects the market to continue at a lackadaisical pace unless there are new catalysts announced before the election. "Penang island needs some growth catalysts to boost the market in the short term," Loo says.

# Rise in commercial property foreclosures

BY TAN AI LENG

The auction market has seen more commercial properties go under the hammer in the first half of this year compared with the same period last year, according to Auctionguru.com's latest 1H17 report.

This reflects the current weak market sentiment in the property market and overall economy. It could also be due to the rise in e-commerce which is impacting normal brick-and-mortar business operations, says Auctionguru.com executive director Gary Chia.

Based on data from the online auction listing platform, commercial property auctions have increased 39% to 1,367 cases worth RM1.65 billion (up 84%) in 1H17 compared with 986 cases worth RM899 million during the same period last year.

Chia tells EdgeProp.my that property owners' holding power has been challenged due to dampened market sentiment and a lack of rental demand for commercial properties.

"The proliferation of e-businesses has affected conventional retail businesses. We envisage this trend to continue with the growth of mobile internet penetration. The rise in cost of doing business caused by the devalued ringgit has also served as a double whammy to business owners," he opines.

In the macro-economic perspective, Chia expects income growth to moderate in the short to medium term as businesses will strive to remain lean in the challenging business environment and this will impact consumer spending and market demand for commercial properties.

Of the 1,367 commercial property auction cases in 1H17, 833 of them (valued at RM865 million) were repeat cases, while the remaining 534 were new cases valued at RM792 million.

Chia says cautious behaviour due to difficulties in securing mortgage loans and the "wait-and-see" approach taken by investors and buyers have contributed to the high repeat auctions.

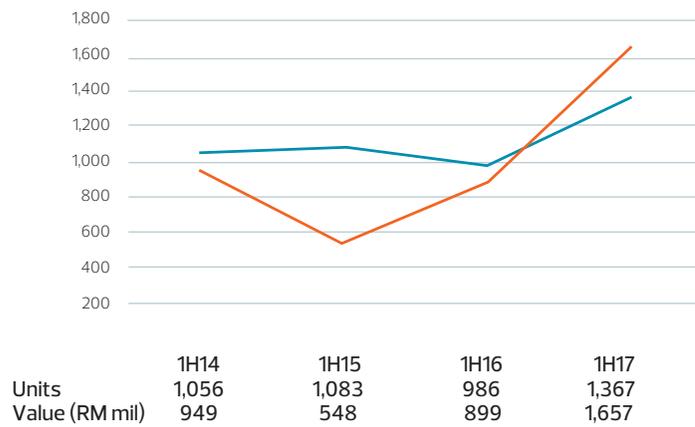
## Retail units top the list

Among the foreclosure commercial properties, as high as 36.7% of them comprised retail units (valued at RM230.2 million) while 27.3% were shopoffices (RM343 million) and 17.6% office units (RM122 million).

There were also 110 units of industrial buildings (including factories and warehouses) valued at RM229.3 million in total, making up 8% of the total auction cases. Another 6.23% were properties such as hotel and hostels that totalled 85 properties valued at RM240.5 million.

There were 44 office units that fell under the category of smart offices — Small-office Home-office, Small-office Versatile-Office and Small-office Flexible-office

## Commercial property auction cases and values are trending higher



Today's Mall went under the hammer in June this year.

AUCTIONGURU

## Commercial property auction volume and values

Year	Units	Value (RM)
2014	2,195	1.6 bil
2015	2,089	1.5 bil
2016	2,357	1.9 bil
1H2017	1,367	1.65 bil

Chia: The proliferation of e-businesses has affected conventional retail businesses.

— valued at RM25 million, around 3.23% of the total cases. The remaining cases comprise commercial buildings (nine properties valued at RM331 million) and shopping malls (three properties valued at RM138 million).

## Most properties from central region

Not surprisingly, the bulk of the auction cases in 1H17 (59.2%) came from the central region which includes Selangor, Kuala Lumpur and Putrajaya where commercial property supply is the largest, followed by the northern region (15.8%) and southern region (14.4%).

In 1H17, 821 commercial properties worth RM1.15 billion in the central region went under the hammer. The northern region (Perlis, Kedah, Penang and Perak) recorded 219 commercial auction cases valued at RM84 million while the southern region (Johor and Melaka) saw 200 commercial properties valued at RM254 million put up for auction.

Chia opines that the rise in com-



mercial property foreclosures in the southern region is mainly attributed to the sizeable ongoing commercial development projects in the Iskandar Development Region, which has pushed up the supply of commercial properties in Johor Bahru.

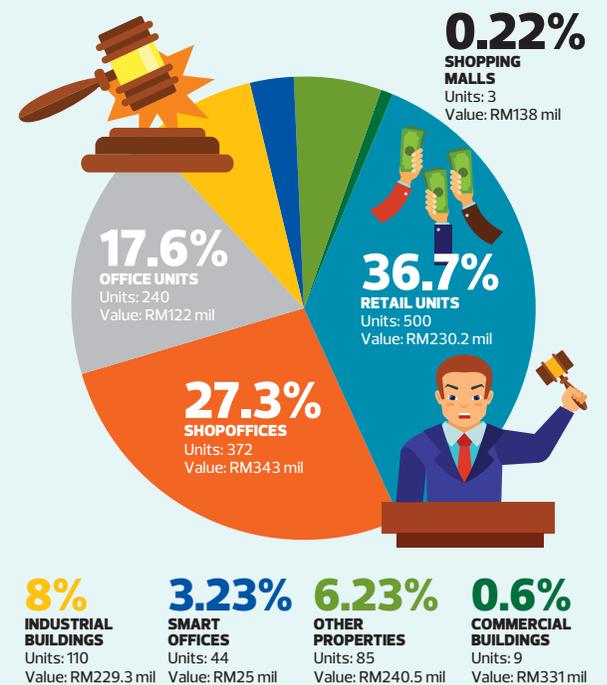
## Notable properties

Among the notable auction properties that, in Chia's opinion, are worth investing in but have yet to find their new owners is Wisma MPL, a 23-storey office complex in Jalan Raja Chulan, Kuala Lumpur, owned by Malaysia Pacific Corp Bhd, which went under the hammer on July 10, 2017. It has remained unsold at a reserve price of RM255 million.

Another notable auction property is Today's Mall located in Ulu Tiram, Johor. With a reserve price of RM133 million, it has remained unsold after its first auction on June 5 this year. The 3-storey shopping mall is built on a 4ha freehold tract.

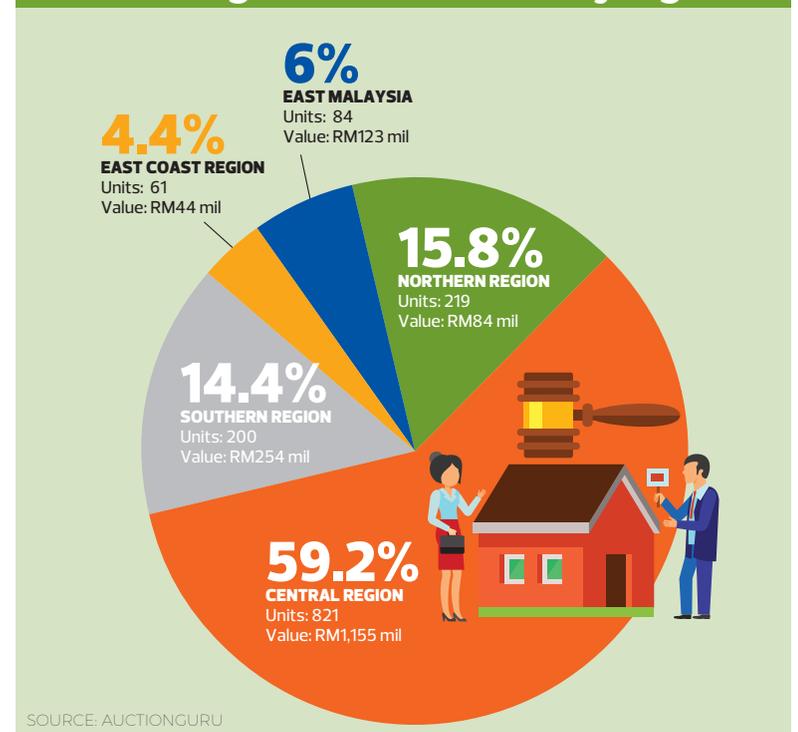
"Retail mall is considered rare in the foreclosure market, but due to economy uncertainties, rising cost

## Foreclosed commercial units



The Aston Hotel has a reserve price of RM270 million.

## Percentage of auction cases by region



SOURCE: AUCTIONGURU

and weak domestic consumption, we foresee more neighbourhood malls will face operational difficulties," says Chia.

The other two retail malls that went under the hammer were small-scale supermarkets located in Kedah and Kelantan.

In 1H17, three hotels were put up for auction, with two of them having been on the auction market for some time — The Empress Hotel in Sepang, Selangor and Dynasty Hotel along Jalan Ipoh, KL.

The 28-storey leasehold Dynasty Hotel has been on the auction market since 2014. In the most recent auction on March 27, its reserve price

was lowered to RM189 million from RM210 million in 2016.

Meanwhile, the 12-storey leasehold Empress Hotel, which has a land area of 29,644 sq ft, has been up for auction since 2016 with a reserve price of RM61.56 million. The recent auction on July 24, 2017 saw its reserve price lowered to RM40.5 million.

Up for auction for the first time was The Aston Hotel in Bandar Nilai Utama, Negeri Sembilan. The 5-storey freehold property with a land area of 79,782 sq ft has a reserve price of RM270 million. It was put up for auction on July 24 but no new owner has been found.

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# An elevated botanical oasis in Canary Wharf

BY LUM KA KAY

**B**ritish physician and keen botanist Nathaniel Bagshaw Ward was studying a chrysalis in a sealed glass container when it dawned on him that things could actually grow within the casing. Upon further exploration, he discovered that plants could thrive in a sealed glass container. His discovery led to the creation of the Wardian Case — an early version of the terrarium.

“Before his discovery, Western Europeans were unable to transport plants across vast distances, but Ward’s glass casings made collecting and transporting real-life plant specimens possible, which eventually saw the transportation of rubber seeds from Brazil to the UK and to Malaya then,” explains Eco World International Bhd (EWI) head of technical design and planning Tan Cheng Yong.

Inspired by and named after the botanist, EWI’s Wardian London high-rise luxury residential development in the London Docklands — which overlooks the South Dock with commanding views of the Canary Wharf — aims to combine modern architecture with exceptional landscaping.

Unveiled to the world in 2015, Wardian London is developed by Eco World Ballymore Holding Co Ltd, a 75:25 joint venture between UK-based Ballymore Group and Malaysia-based EWI.

“We took inspiration from this marvellous history of Wardian Cases by creating a modern interpretation of it and infusing it into the architecture of the building,” Tan tells EdgeProp.my.

Designed by Glenn Howells Architects, the 1.35-acre project will offer 624 apartment units within two towers. The 55-storey East Tower comprising 199 homes was launched in September 2015 while the 50-storey West Tower, which has 427 homes, was launched in April 2016.

On the ground floor will be two gigantic Wardian Cases, encapsulating exotic plant species sourced from all over the world, while high up at the roof level will be a sky lounge with a giant Wardian Case as well.

## Private gardens

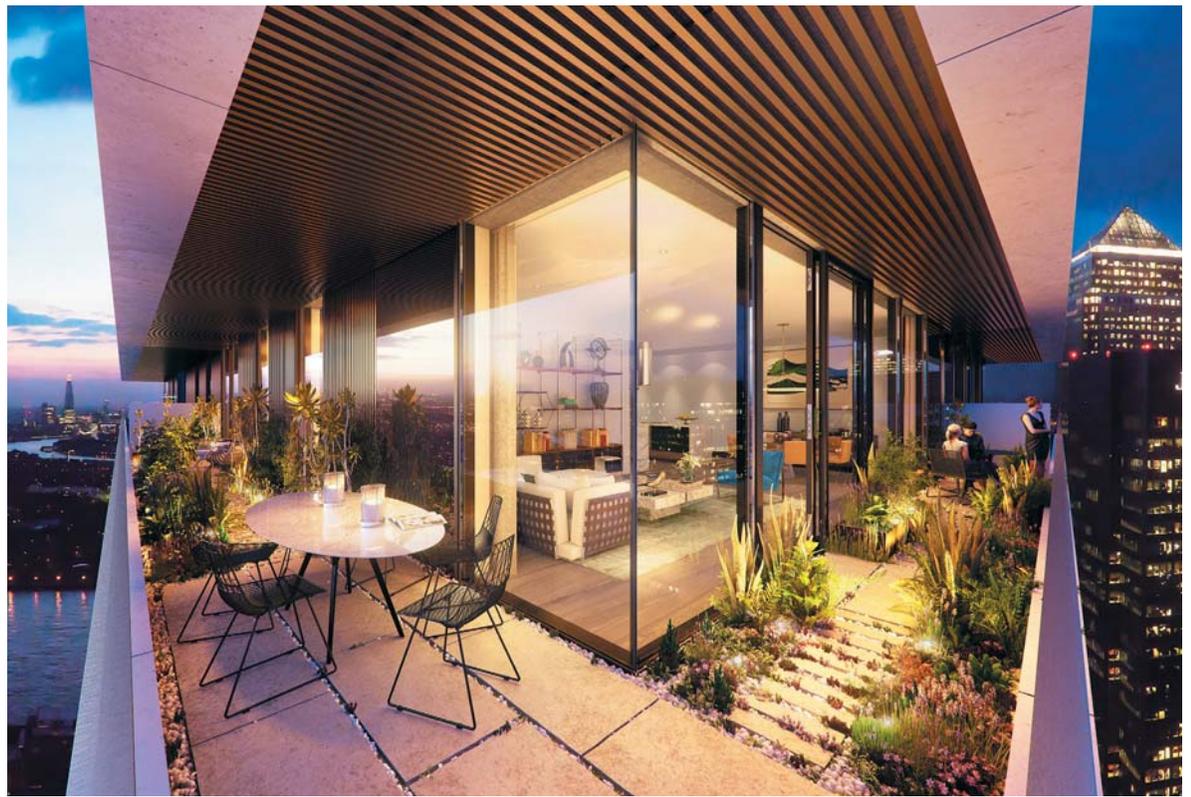
Each apartment comes with a generous-sized balcony that has a full-fledged private garden — maintenance would not be a problem as residents can just pop down to the on-site florist to seek the services of horticultural expert Blackdown.

“We offer our purchasers the opportunity to create their own garden in the sky via their 6ft-deep balconies of up to 37.2 sq m (about 400 sq ft) in size.

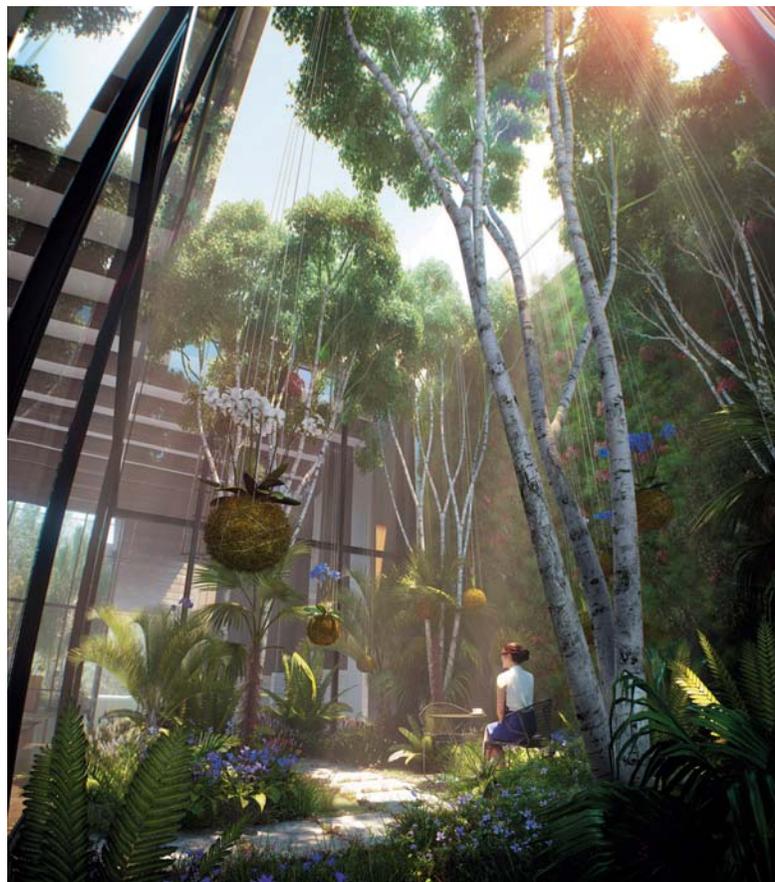
“We asked our landscape architect Huw Morgan to devise the garden concepts so we can offer our purchasers various gardening ideas,” Tan adds.

Due to London’s seasonal and windy climate, large-sized plants will be kept at the ground floor level while all the balconies will have a 5ft glass balustrade to shelter the gardens from the wind.

Meanwhile, in an email to EdgeProp.my, Ballymore Group head of sales Emma Colin says the riverfront development will be managed by EcoWorld Ballymore upon completion. Facilities for its residents include a 24-hour concierge, 25m



Above: Each unit will have a 6ft-deep balcony.



Left: Two gigantic Wardian cases on the ground floor will encapsulate exotic plants sourced from all over the world.

## Upbeat outlook

EWI is rather optimistic on the outlook of the property market in the UK, as London is one of the greatest cities in the world, says Norhayati.

“You can never go wrong when you invest in London. It is a safe haven for international investors. Of course, for the past few months, due to the political uncertainties and Brexit, capital growth has slowed down a bit but people are still buying because they are confident that the market will pick up very soon.

“The demand is always there. Even after Brexit, we still manage to sell over £100 million worth of properties in two or three months. People will still continue to buy especially those from China and Hong Kong,” she opines.

EWI’s two other projects in London currently are London City Island in Leamouth Peninsula and Embassy Gardens in Nine Elms.

“From the statistics we have gathered, 50% of the buyers of our London projects are from overseas and 50% from London. The Londoners are not necessarily British citizens.

“So we are very confident of a constant demand for properties in London because we don’t rely solely on foreign investors.

“[So] if the market is weak in UK, we are supported by foreign investors who feel that the weak pound might offer good opportunities to purchase at a cheaper price,” she shares.

Besides London, EWI also has two projects in Australia.

“Although we are a new company, the team has been exposed to the international market for a very long time, so we know the market very well. We know how to identify good locations for our overseas projects that can attract both local and foreign investors. “We will continue to look for good land parcels,” she shares.

open-air swimming pool, gym, cinema, two restaurants and rooftop observatory.

“Rare plants and trees, like those that were first transported to London via Wardian Cases at the peak of the British Empire, will be sourced for the landscape of the public areas,” says Collin.

“We are also delighted to be bringing in the exceptionally uncommon Wollemi Pine to Wardian, as well as a collection of over 100 species of other succulents, rare plants, trees and flowers to provide a stylish and thick, verdant landscaped environment to all communal areas of the development.

“These succulent plant collections are seasonal, thus allowing the elevated outdoor landscape to move with nature’s rhythms,” she adds.

## Strong demand

Wardian London has a GDV of £566.1 million (approximately RM3.11 billion). The 1- and 2-bedroom units as well as 3-bedroom penthouses with prices starting from £650,000 are still available for sale. Their built-ups range from

530 sq ft to 1,623 sq ft.

Targeting investors as well as the working population in the major financial district of Canary Wharf, the units have been well received despite political uncertainties and the weakened sterling, says EWI divisional general manager for sales and marketing Norhayati Subali.

“Canary Wharf has over 100,000 working population. Wardian London owners can rent it out to them, plus the project is only five minutes’ walk from Canary Wharf — all you have to do is cross the bridge. Of course, for some overseas buyers, they may use it as a holiday home,” she says.

The development is also accessible via the Jubilee Line from Canary Wharf and Docklands Light Railway from Heron Quays and South Quay, while Bond Street and Stratford are only within 20 and 15 minutes’ walk, respectively. Accessibility will be further enhanced when the upcoming Crossrail in Canary Wharf is operational by end-2018.

As of July 31, 2017, about 71% of Wardian London has been sold, adds Norhayati.

LOW YEN YEING | EdgeProp.my



EWI is optimistic on the UK property market outlook, say Norhayati (right) and Tan.



# Nudging the construction industry towards digitisation

BY RACHEL CHEW

**D**o you know which industries are among the most un-digitised in the world?

According to McKinsey Global Institute's Industry Digitisation Index 2015, the construction and agriculture sectors are among the least digitised.

Meanwhile, the most digitised industries are the information and communications technology sector, media, professional services, finance, insurance and even wholesale trade.

"I cannot agree more on the research. Yes, construction is indeed the least digitised industry in the world. Only a very minimal part [of construction/real estate industry] is digitised, such as sales and marketing. There are many processes of the industry that are still in analogue form," said BUILK Asia Co Ltd (Thailand) principal and CEO Patai Padungtin.

"While the construction sector has been slow in adopting process and technology innovations, it does not mean it can't be digitised. It just hasn't yet. What we need to do is to find ways to digitise the industry," Patai shared in his talk titled "Reshaping cities via construction data" at the Future Forward Forum 2017 on Sept 7.

The forum themed "Trends: Insite" was organised by Rehda Youth, the youth division of the Real Estate and Housing Developers' Association Malaysia, in partnership with Nippon Paint Malaysia. EdgeProp.my was the official media partner.

According to Patai, the construction industry in Thailand and Malaysia share one thing in common — only the property broking market is digitised. "But this is hardly the whole industry. Technology in the construction sector should be embraced by all parties related to the industry including property developers, buyers, and indeed the entire country."

## Birth of ERP and BUILK

Patai explained that the "under-digitisation" of the construction industry has caused inconsistent productivity, which has not kept pace with the overall economic productivity.

"Project handover delays and cost overrun have become the norm in the industry. I used to be a very bad contractor who caused project delays and cost overrun. I always thought it was solely my problem because I was running the business without caring for real numbers. However, I [later] realised it was also because the industry was not digitised," he said.

With his civil engineering background, Patai started off as a general contractor in 2001. The company soon ran into financial problems because of poor management, he admitted.

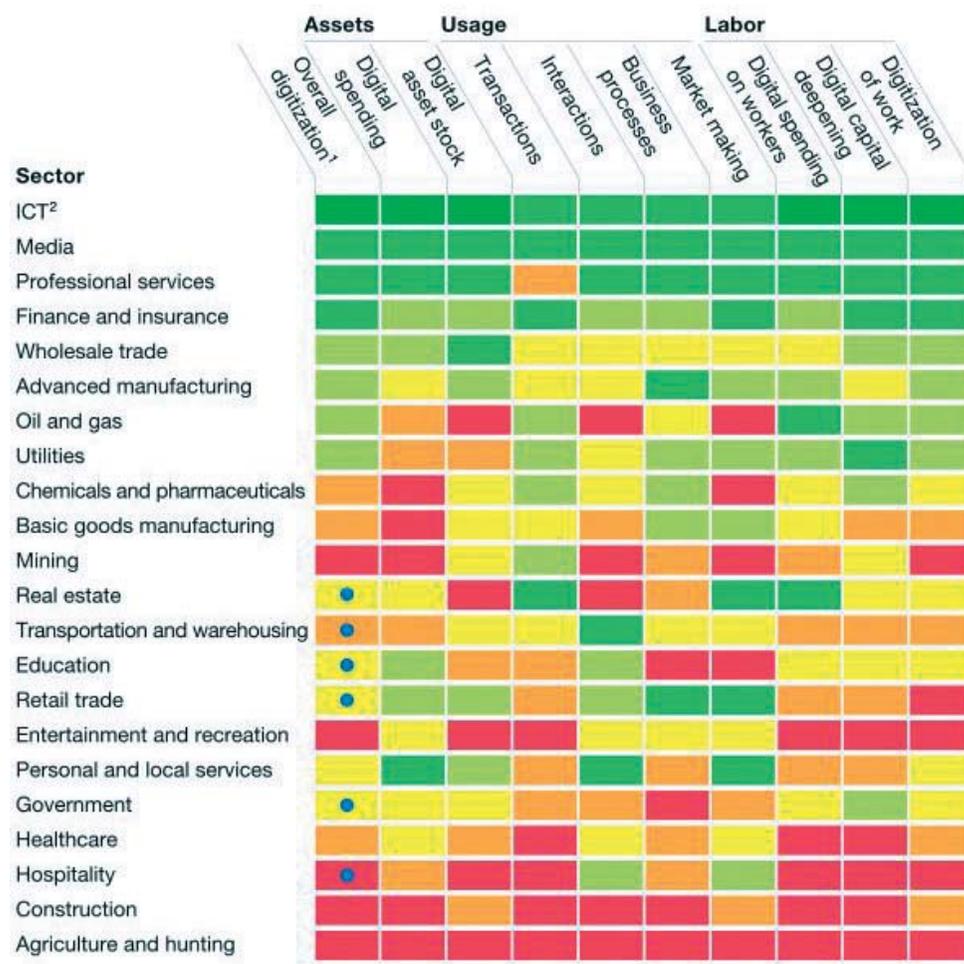
"I was running the business based on guesswork. I just felt like it was going to be profitable, but the fact was, margin was thin, so my business was hit badly whenever the market was not doing well.

"I realised I should understand the entire business situation better, so I developed a software called Enterprise Resource Planning (ERP) to help me manage the business from A to Z," Patai shared.

## The construction industry is among the least digitised

McKinsey Global Institute industry digitization index; 2015 or latest available data

Relatively low digitization Relatively high digitization  
● Digital leaders within relatively undigitized sectors



<sup>1</sup>Based on a set of metrics to assess digitization of assets (8 metrics), usage (11 metrics), and labor (8 metrics).

<sup>2</sup>Information and communications technology.

Source: AppBrain; Bluewolf; Computer Economics; eMarketer; Gartner; IDC Research; LiveChat; US Bureau of Economic Analysis; US Bureau of Labor Statistics; US Census Bureau; McKinsey Global Institute analysis

McKinsey&Company

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**Technology in the construction sector should be embraced by all parties related to the industry including property developers, buyers, and indeed the entire country." — Patai**



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The software not only solved the business crisis he was facing but also opened up another career path for Patai. More importantly, it convinced him that technology is much needed in the construction industry to enhance the time and cost efficiency in doing business.

"We decided to put up the software for paid download after we realised how efficient this software made managing the process of construction business and how strong the demand was for such a software," he said.

ERP was also the first construction software on the market in Thailand. Today, the software is widely used in Thailand and overseas, such as Japan.

"However, selling a piece of software cannot change my beloved construction industry. I wish to see the industry move forward and embrace the digital era.

"With my mindset changed, I decided to develop a similar but free software for small and medium-sized construction companies. I wish to be able to do what I can to help the industry move towards digitisation," said Patai.

The software, named BUILK, kicked off as Asia's first-ever free online web-based application for the construction business.

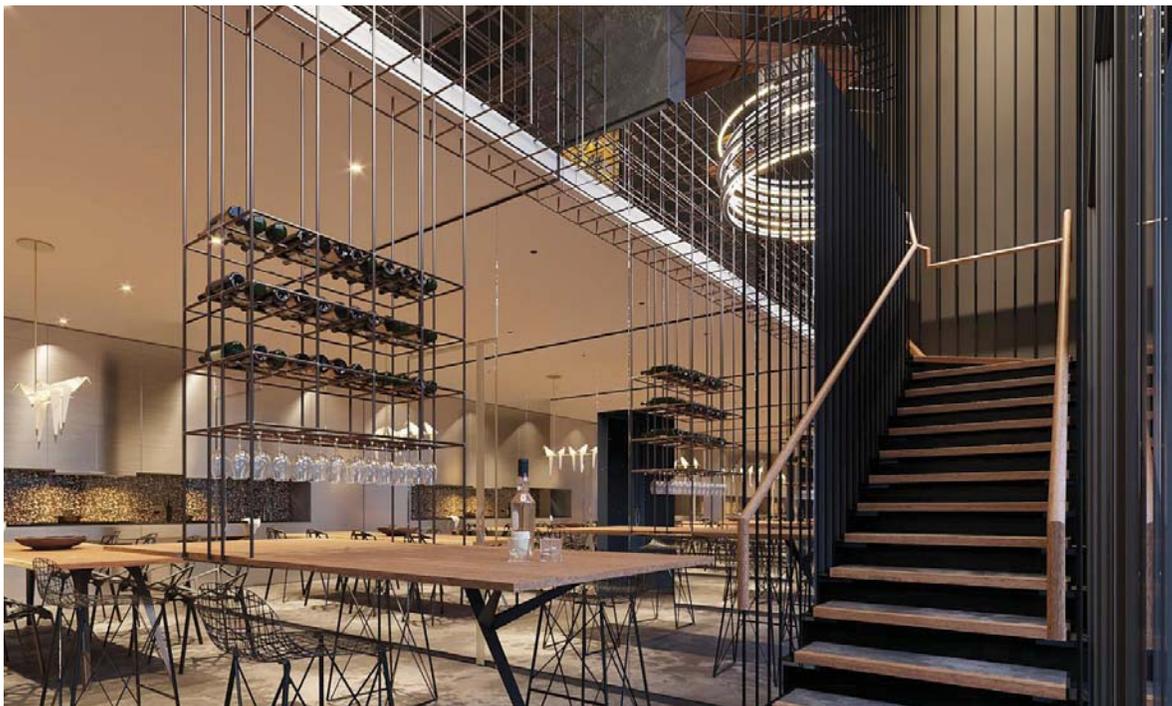
In 2016, BUILK had helped construction businesses manage projects worth over US\$800 million (RM3.38 billion) across Southeast Asia through a simple workflow design for construction business management.

As at today, there are more than 20,000 small and medium construction enterprises in five countries within the Southeast Asia region, namely Thailand, Indonesia, Laos, Myanmar and Cambodia, which have used the managing functions under the BUILK system.

Additional applications have also been developed for BUILK, expanding its use to suppliers, construction material manufacturers and even real estate developers.

Patai stressed that construction digital technology is much needed today as manual labourers are ageing and lacking in skills while sustainability and environment-friendly trends are getting stronger. In addition, technology cost has declined significantly in recent years.

"We want to continue improving the software and be the main vital motivator in digitising the construction industry and shift all construction business types to technology utilisation in their daily operations," he said.



EdgeProp.my - TAHPS  
**Beautiful Home 2017**  
 ID Contest

Vote at:  
[zing.edgeprop.my/contest](http://zing.edgeprop.my/contest)

VOTING PERIOD  
 Oct 23 - Nov 5



Some of the renderings from the submissions received



# Vote for your favourite home design to win a pair of movie tickets!

BY SHAWN NG

**PETALING JAYA:** Need inspiration to re-design your home's interior? Just check out the entries of the EdgeProp.my-TAHPS Beautiful Homes 2017 Interior Design Contest!

Organised by EdgeProp.my and TAHPS Group Bhd, the design contest is currently showcasing submissions by participants at its website <http://zing.edgeprop.my/contest>.

Crafted by professional interior designers, interior design enthusiasts and students, the submissions feature a wide range of styles.

To vote for your favourite, you will need to sign up for an account at the website and save your choices. Can't decide? You can save more than one design.

The voting period runs from Oct 23 to Nov 5 and voters will stand a chance to walk away with a pair of movie tickets.

Only 10 voters will be selected,



The judges from left: Au, Khoo, Yap and Sarly



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so quickly seize the opportunity today!

The results will be announced on Nov 8.

The interior design contest will see eight winners from two categories — individual and student — walk away with total prizes worth over RM30,000.

The grand prize winner of the student category will be walking

away with RM10,000 cash.

There are also three consolation prizes of RM800 each.

Meanwhile, the grand prize in the individual category is a paid trip to the Maison&Objet Fair 2018 in Paris worth up to RM15,000, while there will be three consolation prizes of RM1,000 cash each.

Judges of the contest are EdgeProp.my managing director and

editor-in-chief Au Foong Yee, TAHPS Group Bhd group CEO Eugene Khoo, Sarly Adre Sarkum Architecture Sdn Bhd chief architect and managing director Sarly Adre Sarkum, and Spatial Factors Sdn Bhd interior design practitioner Chris Yap Seng Chye.

The winners will be revealed at the prize giving ceremony on Nov 18.

Participants were required to submit their designs based on TAHPS' Epic Residence duplex unit (Type C1) floor plan.

Epic Residence is a 21-storey serviced apartment built on a 2.3-acre prime freehold land in the thriving township of Bukit Puchong, Selangor. The exclusive and low-density project offers 300 units in two blocks.



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Shalma: An impressive open wardrobe has to be interactive and organised

# Tips for an open concept wardrobe from Shalma Aina

BY TAN AI LENG

Having an open wardrobe or walk-in wardrobe is great but it could also end up being an eyesore, especially when things start to flow out of their compartments and you do not have doors to keep the ugliness out of sight.

But having an open closet is all the rage now and it is certainly more exciting than a normal closed wardrobe. Having a walk-in wardrobe could also be a good way to showcase your fashion style and collection of accessories.

The problem is, how do you keep it looking stylish and neat? TV host and fashion entrepreneur Shalma Aina offered some help.

The co-founder of clothing brand Shals had shared, in a Facebook Live stream on TheEdgeProperty.com FB page during the Malaysia Virtual Property Expo 2017 in July, some simple ways to manage an open wardrobe using the Shals boutique at UOA Business Park, Saujana (Glenmarie, Shah Alam).

Established in 2011, Shals is co-founded by Shalma and her sister Shamanisa, offering ready-to-wear clothes, accessories and handbags.

“When you have an open closet, it creates a narrative with a blend of transparency as it is able to showcase your fashion taste to everyone,” Shalma opined.

The aesthetic of Shals is more to minimalist design but is also suitable for various functions — for instance, a simple kaftan could be a comfortable casual outerwear during the day and become an elegant evening wear if matched with high heels.

“The Shals brand reflects the sense of relaxed and timeless elegance of reinvented classics. We grasp the inspiration from traditional techniques and silhouettes and combine them with a modern and minimalist aesthetic,” she said.

In line with the minimalist concept behind Shals, Shalma and her sister decided to go for an open closet look in their first and currently only boutique.

Shals’ designs, which emphasise simplicity and versatility, are reflected in the

layout and arrangement of the boutique.

The clothes are arranged neatly following sizes and colours in each rack. Every rack has only a few pieces of clothes, making the overall boutique look simple yet elegant.

To have an open wardrobe, one must be vigilant to be neat and tidy. All your stuff must be organised well, as you do not want all that mess to be on show.

“Hence, the rule of thumb for the open closet concept is ‘less is more’. Each piece of clothing or accessory is like a collection. You do not have to showcase everything you have.

“An open closet also needs to be consistent with the interior design of the rest of the room and if it is a boutique, it should represent the look and feel of the overall shop environment and customer experience.

“It has to be interactive and organised. At the end of the day, customers want something more relatable than your concept lookbook. So you have to prioritise a lot of factors ranging from new and old seasons, sizes and colours,” she noted.

## How to organise an open closet:

**1** Decide on the type of storage system you prefer such as the pole system (simple clothes rack), a dress wall or built-in shelving.



**2** Put up your collection of clothes that best showcase your style and taste rather than lumping everything together. A mix and match selection is recommended.



**3** For bags and shoes, simple open wall-shelves should be good enough.



**4** For accessories, place your favourite items on a small tray on the dressing table or next to the mirror, so you can easily choose one to match your outfit.

**5** Keep the rest of the accessories and other loose items in drawers or cube organisers.



(From left) Chaw and wife with Teo

## VPEX 2017 FB Live prize winner comes up roses

BY RACHEL CHEW

PETALING JAYA: One lucky winner of a competition held during the Malaysia Virtual Property Expo 2017 (VPEX 2017) by EdgeProp.my spent an afternoon with his wife learning about the fine art of floral arrangement from Amtrol Flower Designing founder Eunice Teo recently.

Terence Chaw won the three-hour private class after tuning in to a Facebook Live session of Teo demonstrating several décor ideas with just 20 stalks of roses.

He claimed the prize on Sept 28. During the class, Teo — who is the first Southeast Asia-certified floral evaluator and judge of the American Institute of Floral Designers — taught the couple

how to craft a topiary, a hand bouquet and a flower dome arrangement.

“Before Terence and his wife came to the class, they do not have much interest in flower arrangement. However, they now have a greater knowledge and are more interested in flower arrangements,” she said.

Teo’s FB Live session was part of VPEX 2017 — the first property virtual fair in Malaysia that was held from July 21 to 31.

During the online fair, the public virtually browsed through over 40 property developments by leading developers.

There were also live interviews with industry players, entrepreneurs and lifestyle personalities during the FB Live showcase on July 22 and 23.

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