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**KIP REIT looking to diversify into logistics assets**

KIP Real Estate Investment Trust (KIP REIT) is looking to diversify upstream into logistics or warehouse assets, said KIP REIT Management Sdn Bhd managing director Datuk Chew Lak Seong.

Although nothing is firm yet, Chew said the REIT will be exploring options to increase its revenue stream from other sectors as well as to diversify risks.

"We intend to still be relevant to our business sector — the retail sector — as we understand our sector best," he said.

Going forward, in a bid to boost its total assets under management to RM2 billion, the REIT is planning to purchase an asset in Kota Warisan, Sepang, for which it has the first right of refusal up to the financial year ending June 30, 2019, from its promoter KIP Group of Companies. The purchase will only be made if the asset's occupancy rate reaches 85%, from 70% currently, Chew added.

**Consortium Zenith threatens to sue over fake Penang tunnel news**

The main contractor of the Penang undersea tunnel project has threatened to sue any party spreading fake news about it and the project via social media and other channels.

Consortium Zenith Construction

Sdn Bhd (CZC) said the company and the Penang mega infrastructure project have once again been the "subject of political talking points by irresponsible parties" recently.

The RM6.3 billion project, comprising a 7.2km undersea tunnel and three major roads, was awarded to CZC through an open tender by the state government in 2013.

CZC reiterated that any speculation, insinuation or aspersion upon CZC or the project by any parties is deemed as defamatory.

"CZC shall initiate defamation suits against such parties who spread fake news and false information about CZC and/or the project through media platforms including social media and other channels," the company said.

**Axis REIT buys industrial Shah Alam property**

Axis Real Estate Investment Trust (Axis REIT) is adding a freehold industrial property in Shah Alam, Selangor to its portfolio.

The REIT said this will raise its assets under management to RM2.64 billion.

Its trustee, RHB Trustees Bhd, inked a sale and purchase agreement with Teraju Sinar Sdn Bhd to acquire the asset, which comprises two adjoining parcels of land, on which four warehouse blocks, a double-storey detached office building, a double-storey canteen building, and two guardhouses have been erected. It is acquiring the asset for RM87 million.

**UEM Sunrise to hand over Sefina Mont'Kiara by June 2019**

UEM Sunrise Bhd expects to hand over the keys to buyers of its **Residensi Sefina Mont'Kiara** condominium in Kuala Lumpur by June next year. The project has a GDV of RM307 million. Launched in May 2015, the condo units are priced between RM1.06 million and RM1.52 million. All units have been fully taken up.

"Residensi Sefina offers young professionals a unique lifestyle at the heart of Mont'Kiara — one of the Klang Valley's residential hot spots," said UEM Sunrise managing director and CEO Anwar Syahrin Abdul Ajib.

Sitting on 3.06 acres of land, the 35-storey project offers 245 units with built-ups ranging from 1,333 sq ft to 1,771 sq ft.

On completion of the acquisition, the asset will be leased back to Teraju Sinar for six years.

The property is located in the prime industrial hub of Section 28, Shah Alam. "This acquisition will strengthen our portfolio of

industrial properties and it is expected to contribute positively to the earnings of the trust for the financial year ending Dec 31, 2018," said Leong Kit May, CEO of the REIT's manager, Axis REIT Managers Bhd.

**LAUNCHES + EVENTS**

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**SDB property roadshow****Date:** April 23 to 29 (Mon to Sun)**Time:** 10am to 10pm**Venue:** TSR A & B, AEON, Persiaran S2 B1, Seremban 2, Seremban, Negeri Sembilan  
**Contact:** (03) 9212 8333

Visit Selangor Dredging Bhd's property roadshow to know more about its latest projects and offers. The highlight of the roadshow will be **UNA @ Peel**, a serviced apartment project located at Jalan Peel, Kuala Lumpur.

**Setia EcoHill's World of Wizardry****Date:** April 28 and 29 (Sat and Sun)**Time:** 11am to 6pm**Venue:** Setia Ecohill Welcome Centre, Persiaran Ecohill Barat, Semenyih, Selangor  
**Contact:** (03) 8721 2255

Are you a wizard or a Muggle? Test your magical skills at the World of Wizardry organised by S P Setia Bhd. The family-friendly event will have live shows and

games. Call or visit [themepaktu.com](http://themepaktu.com) to RSVP.

**Eco Forest's An Ice Day****Date:** April 28 and 29 (Sat and Sun)**Time:** 10am to 6pm**Venue:** EcoWorld Gallery @ Eco Forest, Jalan Broga, Semenyih, Selangor**Contact:** (03) 8723 2255

Stay cool in our tropical weather at Eco Forest. Organised by Eco World Development Group Bhd, there will be ice-themed activities and you can slurp all kinds of ice delicacies while watching a movie.

**Preview of Semanea Hills, Denai Alam****Date:** April 28 (Sat)**Time:** 10am to 5pm**Venue:** Elmina Pavilion Sales Gallery, Persiaran Eserina, Elmina East Sek U16, Shah Alam, Selangor  
**Contact:** (03) 7831 2253

Sime Darby Property will be unveiling the last landed homes of Denai Alam called Semanea Hills this weekend. The project consists of semidees and super-link



homes. There will be a bus tour around the City of Elmina and refreshments will be provided.

**Windmill Upon Hills BBQ Party****Date:** April 28 and 29 (Sat and Sun)**Time:** 10am to 6pm**Venue:** Windmill Upon Hills Sales Gallery, Genting Permai Avenue, Genting Highlands, Pahang  
**Contact:** (03) 2161 3322

OSK Property Holdings Bhd invites all to join them for a sizzling Cheezy BBQ Party amid the cool mountain breeze of the highlands. Feast on an array of seafood and grab the chance to take home a brand-new Huawei P20 Pro smartphone.

**Yong Tai's Customer Appreciation Day****Date:** April 27 and 28 (Fri and Sat)**Time:** 9am to 6pm**Venue:** Yong Tai Sales Gallery, D-G-05, Block D, Oasis Damansara, Kuala Lumpur  
**Contact:** (03) 7832 3211

Yong Tai Bhd invites all to find out more about Encore Melaka and be one of the first to watch the performance at a promotional rate. Besides the limited time offer, guests have the privilege of being among the first to view the making

of Encore Melaka as well as stand a chance to win mystery gifts.

**Property inheritance seminar****Date:** April 28 (Sun)**Time:** 2.30pm to 5.30pm**Venue:** Agile Bukit Bintang Sales Gallery, Jalan Bukit Bintang, Kuala Lumpur  
**Contact:** (012) 286 9270

Head to Agile Property's sales gallery this Sunday for a free seminar on "Property Inheritance with Wills & Trust" by speaker Darren Liew. He will share tips on how to pass down your property with minimal delay, waive expenses and reduce taxes. Refreshment will be served.

**Prime and Bee at SkyWorld Gallery****Date:** April 28 and 29 (Sat and Sun)**Time:** 10am to 5pm**Venue:** SkyWorld Gallery @ Setiawangsa, Jalan AU 2C, AU 2, Kuala Lumpur  
**Contact:** (03) 2630 8411

Come meet Transformer's Prime and Bee at SkyWorld Gallery @ Setiawangsa this weekend! There will be a Transformers Malaysia fans' and collectors' exhibition, robot transforming workshop and many more. Lunch will be served.

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# Trinity Group to launch RM600 psf condos in Mont'Kiara

BY NATALIE KHOO

PETALING JAYA: Property developer Trinity Group Sdn Bhd will be launching its latest condominium project in Mont'Kiara, Kuala Lumpur called Trinity Pentamont in 3Q18.

According to the group's founder and managing director Datuk Neoh Soo Keat, the new project is named Pentamont because every unit in the development is like a penthouse and the name is a combination of the words "penthouse" and "Mont'Kiara".

"Each of the 330 units will have a built-up of 2,057 sq ft and comes with three car park bays. There will also be six units in the development with sizes up to 4,000 sq ft, offering six car parks each," Neoh told EdgeProp.my.

Unit prices start from RM600 psf, which translates into RM1.2 million to RM1.5 million per unit. Sitting on a 2.9-acre freehold site, the 41-storey project has an estimated GDV of RM400 million. The project is targeted to be completed by 2022.

"The project is located along Jalan Kiara 5, a lush and quiet enclave with a community of expatriates. It is also just minutes away from the best amenities and lifestyle conveniences, including two prestigious international schools and four retail centres within a 5km radius," Neoh shared.

Meanwhile, Trinity Group chief marketing officer C Y Ng shared that besides being close to Mont'Kiara International School, Garden International School, Plaza Mont'Kiara, Hartamas Shopping Centre and other malls, the project is also close to hospitals namely Global Doctors Hospital, KPJ Damansara Specialist Hospital and ParkCity Medical Centre, as well as leisure



Trinity Pentamont in Mont'Kiara is named because every unit in the development is like a penthouse.

spots including the Kuala Lumpur Golf and Country Club, Bukit Kiara Equestrian Club and Royal Selangor Club.

"The project is accessible via several major highways, including the Damansara-Puchong Expressway, SPRINT Highway, New Klang Valley Expressway, Duta Ulu-Kelang Expressway (DUKE) and DUKE 2 Highway," she added.

To ease traffic flow for its future residents, Neoh said there will be two entry points into the project namely via Jalan Kiara 5 and a temporary one at Jalan Kiara 3. "The main entrance will be via Jalan Kiara 5 because it is not as busy as Jalan Kiara 3," he said.

With the large unit sizes, the project is aimed at families with children. "For a unit

this size, you can fit in your family comfortably, where your kids and even elderly parents can stay together. The minimum number of rooms each unit has is four bedrooms."

Most of the units are also dual-key units. "When parents send their children off to study abroad, they hope that eventually their kids will come back to stay with them in the future. The dual-key units offer separate entrances, should the children come home to stay and want more privacy," Neoh explained. Out of the 330 units, 300 are dual-key types.

While the target market is mainly locals, foreign buyers can have their units fully furnished so they do not have to face difficulties in home renovation or to scout for furniture before they move in.

TRINITY GROUP

LOW YEN YEING | EdgeProp.my



Neoh says that the dual-key units offer separate entrances, should the children come home to stay and want more privacy.

On the overhang of high-rise residential units in the market, Neoh said it could be due to too many developments being completed at the same time, thus the number of completed units goes up significantly. However, he believes that the supply will be absorbed as Malaysia's population is still growing and the need for housing remains.

"Moving forward, our next development project would be in the Subang (USJ) area, focusing on the industrial segment. In 2019, the focus would be on a mixed development in Ampang," he said.

The group currently has projects with a total GDV of about RM3.3 billion and a landbank of up to 40 acres for future development.

## New brands still land in Malaysia despite closure concerns

BY LUM KA KAY

KUALA LUMPUR: Some 95 new foreign brands have made their debut in the Malaysian retail market since 2017 to date.

"Last year and up to recently, we have witnessed the closure of various foreign specialty stores. Among them were the closure of Tous Les Jours Bakery, Nature Republic, Tim Ho Wan and Bubba Gump Shrimp Co. So, are we going into a recession?"

"But look at the big picture — 71 brands from 17 countries set up shop in Malaysia in 2017," said Retail Group Malaysia managing director Tan Hai Hsin at a conference entitled "Retail Transformation, Creativity & Beyond — A Diverse Perspective" on April 26.

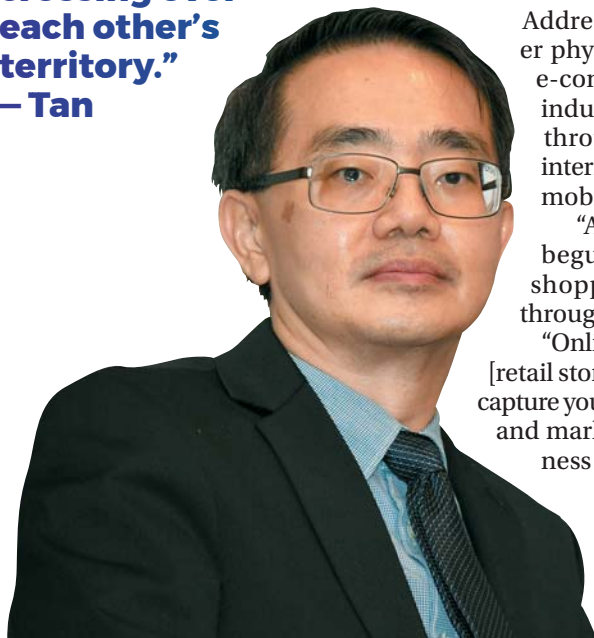
Tan said of the new foreign brands that had set foot in the country last year, 13 were from Taiwan while 12 were from South Korea. About 62% of them are in the F&B sector.

Around 75% of them set up their stores in the Klang Valley and 15% in Johor.

For this year so far, 24 foreign brands from 13 countries have set up their first outlets in Malaysia. A majority of them were from Singapore and Taiwan. The stores are mainly located in the Klang Valley, Johor, Pahang and Seremban.

**E-commerce is not replacing physical stores. In recent years, both sides of the retailing formats are crossing over each other's territory." — Tan**

LOW YEN YEING | EdgeProp.my



According to Tan, Johor is a very vibrant market which one cannot ignore.

"It won't lose out to the Klang Valley. Quite a number of foreign brands had actually set up business in Johor before they expanded to the Klang Valley," he said during his presentation entitled "Retail Today — An Overview" at the one-day conference organised by the Malaysia Retailers Association.

Addressing the question as to whether physical stores will be eclipsed by e-commerce, Tan said today's retail industry is about serving customers through multi-channels — via the internet, physical stores, delivery and mobile.

"Also, Bank Negara Malaysia has begun to regulate e-wallet, so the shopping experience will improve through new technologies.

"Online shopping will not replace you [retail stores] but you have to learn how to capture your customers. Every circumstance and market change represent new business opportunities," he said.

According to Tan, online retail sales account for about 2% of total retail sales in 2017.

"E-commerce is not replacing physical stores. In recent years, both sides of the retailing formats are crossing over each other's territory — and this trend will continue. From offline to online, many stores have started to offer online services, such as Tesco, Jaya Grocer, Borders and Sen Heng.

"[For stores that cross over] from online to offline, we have FashionValet, Xiaomi, Naelofar, Buku Fixi and Twenty3," he elaborated.

With the recent recovery of the ringgit, Tan said the projected retail growth rate for the Malaysian retail sector stands at 4.7%. On a quarterly basis, the retail growth rate is estimated to grow at 5.4% (1Q18), 3.7% (2Q18), 5.2% (3Q18) and 5% (4Q18).

Based on the 2017 growth rate by retail sub-sectors, Tan pointed out that those in the category of "other specialty retail stores" registered the highest growth rate of 5.6%, followed by pharmacy and personal care (4.9%). The supermarket and hypermarket sub-sector declined by 3.2%.

In 2017, the Malaysian retail industry's turnover was RM99.8 billion and has employed 1.2 million workers in more than 240,000 retail stores, excluding hawker centres, offered Tan.



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# Share your car park space and make some money

BY SHAWN NG

**H**ome sharing, car sharing and co-working spaces are all familiar features of the advancing digital age. Now, the latest chattel to join the ranks are car park spaces.

Seeing the opportunity to tap the growing sharing economy, Kyan Liew and a few partners have turned the idea of sharing parking spaces into reality by founding their own startup — ParkIt Solutions Sdn Bhd — in December 2016.

In a nutshell, ParkIt is a match-making platform that connects drivers to owners of unused parking spaces and vice versa. It rents the parking bays from owners and leases them out to drivers, with the maintenance and management of the spaces thrown in.

“ParkIt is a safe and reliable platform for property owners to make passive income by leasing out their parking spaces while meeting people’s needs for car park space,” Liew tells EdgeProp.my.

Renting out vacant parking lots also allows property owners to enjoy rental returns and maximise returns on their property investments, says Liew, who is also the CEO of ParkIt.

“In KL Sentral, for example, there are property owners that offer their car park bays for lease to different tenants. If the rental for a property in KL Sentral is RM5,500 per month and RM300 each for two parking bays, you will get a higher yield of RM6,100 than landlords who leave their car parks idle,” says the 28-year-old.

For an owner who is struggling to find a tenant for his or her vacant unit, leasing out the attached unused parking space first will generate some income to partly offset the monthly instalment or maintenance cost for the property, he notes.

“We aim to provide an avenue for passive income with peace of mind as we will handle the hassle of renting out the space from looking for a driver tenant, to rental collection, and retrieving the access contraption upon termination. ParkIt takes the risks and manages the space for you, so you can relax while collecting an income,” he says.

Currently, ParkIt manages some 2,000 parking bays in the Klang Valley including in KL Sentral, Bangsar, Mont’Kiara and Bandar Sunway.

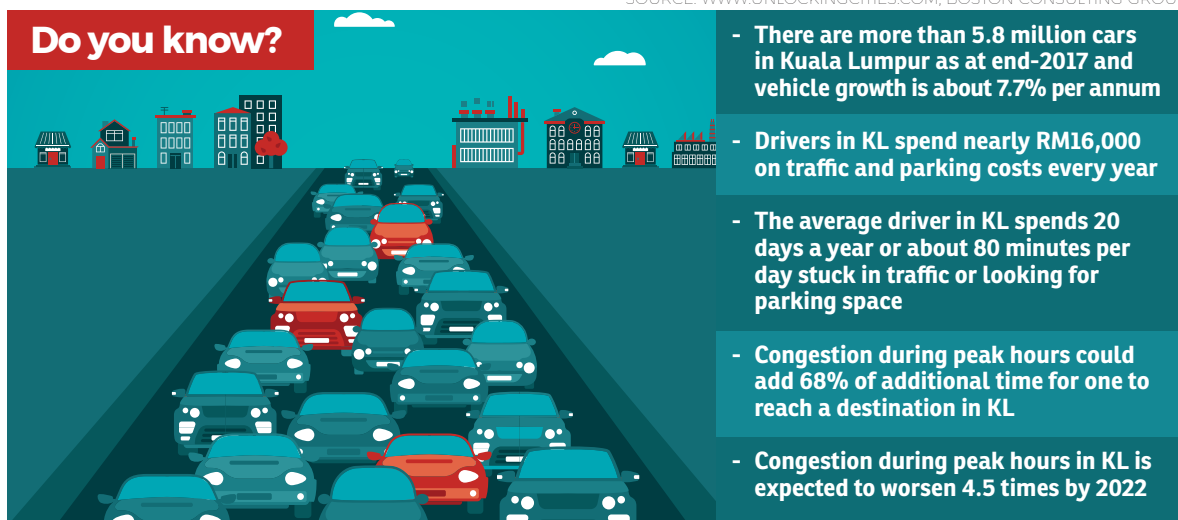
Around 90% of parking bays are located in 40 condominiums while the balance 10% are in commercial buildings. More than 400 of the 2,000 car park bays have been rented out by ParkIt since it was set up in December 2016 and started operations a month later. The company aims to reach 500 by July 2018 and 1,000 to 1,500 by end-2018.

**“So to me, it’s about accessibility. There might not be enough parking in the city, but whatever is available is not 100% utilised.”**  
— Liew



LOW YEN YEING | EdgeProp.my

SOURCE: WWW.UNLOCKINGCITIES.COM, BOSTON CONSULTING GROUP



## Comparable rates, convenient and safe

Depending on location, the monthly rentals for the spaces range from RM250 to RM350.

“A premium may be attached to more conveniently-located spaces,” he says.

“For example, it normally costs around RM250 per month to park in Plaza Sentral or KL Sentral and the waiting list is in the hundreds. Now we offer you a parking space in the building just next to your office at RM300 per month. Although it is RM50 more, it is nearer, more convenient and safe,” Liew offers.

The rates are considered affordable compared with reserved car parks.

“Our parking spaces are mostly indoors. The commercial rates for indoor and reserved parking spaces will cost you anywhere between RM350 and RM450 per month and most of them will be reserved for company directors and managers. Hence, the common staff have to go for the first-come, first-served spaces, which is not guaranteed and time-consuming,” he says.

For instance, if you are working in an office building in KL Sentral, which lacks parking spaces, you can rent a spot long-term in a nearby condominium via ParkIt which is mostly indoors, properly lit and located less than a 10-minute walk to your destination.

“If there are available car park spaces right beside your office, why do you have to pay so much for a non-reserved spot far away?” asks Liew.

“So to me, it’s about accessibility. There might not be enough parking in the city, but whatever is available is not 100% utilised. And a lot of these parking spaces which are not accessible to the public are located in residential buildings.”

“So, this is where we come in,” he says.

## Case study: KL Sentral

There are about ...  
**7,821**  
commercial parking spaces in the area



**11,000**  
working professionals who drive there



This has resulted in a gap of about  
**3,000**  
parking spaces



Meanwhile, there are some  
**1,300**  
under-utilised residential parking spaces in KL Sentral



## How owners can rent out their car park spaces with ParkIt

1. **Sign up** and list parking space on the website [www.parkitmy.com](http://www.parkitmy.com).
2. Once it finds a driver for the parking space, ParkIt will conduct **verification** process of the driver’s employment status and identity.
3. If the parking space is located in a gated-and-guarded stratified development, the owner has to **register the driver** with the property management to give access to the driver.
4. ParkIt will rent the parking space from the owner and **lease it out** to the driver.
5. ParkIt will manage the parking space and the driver while the **owner earns rental income**.



## How drivers can rent a car park space with ParkIt

1. **Sign up** and search for a parking space on the ParkIt website.
2. Once the desired parking space is found, the driver has to inform ParkIt of his or her **monthly rental budget**.
3. ParkIt will first **sign a rental contract** with the space owner before it leases the space out to the driver.
4. If the parking space is located in a gated-and-guarded stratified development, the driver will have to be **registered with the property management** to gain access to the parking lot.



The spacious living room of the semidee unit.



Property

## FAMILY-FASHIONED HOMES in Denai Alam's last landed instalment

**T**he depleting supply of development land, especially in the Klang Valley, is no new news. Hence, as a hedge, savvy investors are buying landed properties now. Besides the advantage of greater privacy, spaciousness and doorstep convenience, they know the land value will appreciate significantly over time.

The problem is, it is not every day you get a piece of freehold land packaged with the potential for growth, coupled with a residence near enough to the city centre's socio-economic robustness, but far enough from its din and drone to accord a balanced way of life.

Though a rare find, such a gem does exist in the Denai Alam development in Shah Alam, Selangor.

Developed by Sime Darby Property, Denai Alam is part of the massive City of Elmina — a 5,000-acre township that is considered the prime mover of the Selangor Vision City.

Prominently positioned along the much-talked-about Guthrie Corridor Expressway, Denai Alam's future expansion is deemed inherent. Besides the major infrastructure upgrade, its network includes the New Klang Valley Expressway, Shah Alam Expressway, Kuala Lumpur-Kuala Selangor Expressway and Federal Highway.

"The upcoming Damansara-Shah Alam Highway that is expected to be completed in early 2020 will shorten travel time from Denai Alam to KL, thus further enhancing the connectivity of the township," says Sime Darby Property Head of Township – Denai Alam, Edward Heng. "The mass rapid transit and light rail transit stations are also part of its future plans."

The RM3.3 billion mature enclave presently houses a population of 30,000 in 4,762 residential properties. Although the 1,000-acre Denai Alam is already about 90% complete, current purchasers will still stand to benefit from the first-mover advantage as the RM27 billion City of Elmina's completion is slated by 2040. Once completed, its full-fledged amenities will include a 300-acre central park, 90km cycling and jogging track, shopping mall, education hub, and healthcare and wellness centre.

Sitting at the heart of City of Elmina, the low-density Denai Alam is enveloped by verdant foliage expanses, including a 2,700-acre forest reserve. The green effect actually lowers the township's temperature by one to two degrees



**SEMANEA HILLS**

*Denai Alam*

Celsius compared to the city centre.

### THOUGHTFUL TOUCHES

As the final phase of its landed home series in Denai Alam, Sime Darby Property is now offering Semanea Hills. The RM170 million GDV project comprises a limited 48 units of semidees and 114 units of superlink houses within 24 acres.

The semidees will be unveiled in an exclusive preview tomorrow (April 28), while the latter will be launched at a later date.

Aimed as the ultimate family home, Semanea Hills' blueprint is full of thoughtful features to promote wellness and comfort. Among them are low volatile organic compound paint and a north-south orientation for each property, shaded by half-opened louvres and deep overhangs. The developer employs high-quality products.

The main commercial centre of Denai Alam is within walking range, yet comfortably distant enough to be unintrusive. Dubbed E-Boulevard, it houses convenient stores, banks, eateries, services and other five-and-tens to meet daily needs. More choices are also available from the surrounding matured neighbourhoods as well as the upcoming Elmina City Centre a short drive away.

Besides the nearby 300-acre Elmina Central Park, Denai Alam also features a footpath suitable for jogging and cycling, intertwined within its multiple parks with scenic ponds and gazebos to promote community connections. Within Semanea Hills itself is a park installed with playground equipment and a parcourse, where residents of all ages can drop by for a quick breath of fresh air or a stretch of limbs.

Unlike conventional semidees which are paired identically, potential buyers get to choose from two distinctive contemporary designs. This lends the units a touch of individuality to leave a strong and lasting impression.

"Room for creativity" is practised literally in the open floor plan here, which allows for greater



An artist's impression of Semanea Hills.

### SNAPSHOT OF SEMANEA HILLS SEMIDEES

Total units	48
Lot size	40' x 80'
Built-up area	3,320 – 3,361 sq ft
Bedrooms and bathrooms	4 bedrooms with 5 bathrooms
Tenure	Freehold
Selling price	From RM1.6 million
Exclusive preview	April 28, 2018 @ Elmina Pavilion

flexibility in the layout of the dry kitchen, living room and dining room. The absence of walls will also encourage active engagement among family members, even while they are occupied in different sections of the house. With elderly parents in mind, a spacious granny suite has been built on the ground floor to ease their mobility.

Outside, a generous side garden offers space to plant shady trees, grow an edible garden or cultivate a little sanctuary with soothing water features.

To complete the elements for family living, Denai Alam is a stone's throw away from the future Elmina City Centre, which will host a wide array of supporting amenities including

schools, football fields, community halls, sports complex, mosque, police station and fire station, as well as healthcare facilities.

Targeting upgraders from Denai Alam and Bukit Jelutong, Semanea Hills is the perfect choice for three-generational families. KL-ites who are looking for easily-commutable abodes away from the city's bustle will also find the green sanctuary here very attractive.

"This is a place where people would love to stay. A lot of people were surprised by the beauty and liveability of Denai Alam when they first came here, saying they were not aware this place existed in the Klang Valley," says Heng.

Slated for completion by mid-2020, Semanea Hills is expected to achieve a similar response as its Ferrea series, launched in November last year. Comprising 228 double-storey link houses, Ferrea attained a 90% take-up rate within four short months.

FOR MORE INFORMATION  
ON SEMANEA HILLS, PLEASE CALL  
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# MORE THAN JUST RENTING A PLACE

BY TAN AI LENG

Inspired by the co-working trend, people are now more open to the idea of space-sharing with strangers. Co-living could be trending next in Malaysia, considering laments over housing unaffordability, without having to forsake amenities, facilities and lifestyle requirements.

Consulting firm Savills Malaysia Sdn Bhd's research and consultancy director Amy Wong tells EdgeProp.my that expensive houses in city centres, especially in developed countries like Hong Kong and Singapore, have led to the emergence of co-living as a viable option for young professionals and students.

"I see the co-living concept as an extension of the hospitality sector as it operates somewhat like a hotel with facilities and events for long-term guests. From my observation, the co-living concept appeals to young, single working adults in their 20s and 30s, who spend most of their time out of their homes," she added.

For Exastrata Solutions Sdn Bhd CEO Adzman Shah Mohd Ariffin, co-living seems like a natural progression from co-working spaces.

"The idea of space-sharing could work well as it fits the needs of millennials and young start-up entrepreneurs, who need a space with all facilities intact and accessible to all amenities, yet not isolated from their business circle," he says.

According to him, it is an ideal accommodation option for those who have just moved to a new city, including expats looking for short-term accommodation while in transition to getting a more permanent residence.

Hence, he believes co-living spaces that come with co-working facilities, as well as easy access to other amenities, will be more appealing to young professionals who are looking for a space to both live and work.

"Unlike renting rooms, no deposit is needed. When rental is paid, 'tenants' could just move in with just their luggage as all furniture and necessities are provided," he adds.

In a report titled "Co-living: Next big trend in real estate" by JLL Asia Pacific released in August 2017, its capital markets research director Myles Huang describes co-living as student accommodation for adults. "Rising accommodation cost is the main reason the co-living concept is popular in China, as many singles, students or young workers find conventional apartments out of their reach due to high rents, deposits and furnishing costs," he said in the report.

The report stated that there is strong interest in the co-living concept in cities with a growing population of millennial workers and travellers, and hubs that attract technopreneurs, start-ups and creative industries.

## Attracting millennials

Ascott Ltd vice-president for brand and marketing and digital innovation Mindy Teo concurs that millennials are highly adaptable and more willing to share facilities. When they seek out accommodation, it is not just about a night's stay, but also about the social experience and being able to plug into the local community.

"They no longer draw distinctions between business and pleasure, work and play. They have no qualms about being digital nomads, travelling

SAM FONG/THE EDGE



**Adzman: Co-living is a natural progression from co-working spaces. Unlike renting rooms, no deposit is needed.**

SAVILLS



**Wong: Expensive houses in city centres especially in developed countries have led to the emergence of co-living concept.**



**Teo: Millennials who seek out co-living accommodations are also looking for social experience and connections with other people.**

frequently as part of work or relocating for work. More than anything else, they seek out experiences and value being part of a community," she offers.

Spotting the growth opportunities in the co-living space trend in Asia, the international hospitality group has simulated a co-living lab under its lyf brand in Singapore — lyf @ SMU — last year, to understand the key elements of communal living.

With Singapore Management University (SMU) as the project partner, it set up the 3,000 sq m co-living space in 2017, enabling the university's students to be the first to experience and shape upcoming lyf properties.

During this project, the company engaged with more than 1,250 millennial students who visit lyf @ SMU daily to field test various co-living concepts and community-building activities.

"With each student clocking an average stay time of about four hours every day, we have been building up a sizeable data reservoir of user preferences and space usage patterns. The data will be translated into actionable insights to better tailor lyf to customers' needs," offers Teo.

To date, Ascott has secured five properties in China, Singapore and the Philippines to roll out the lyf brand, with its first property — lyf Wu Tong Island Shenzhen — scheduled to open by the end of this year. lyf DDA Dalian is slated to open in 2019, followed by lyf Funan Singapore and lyf Farrer Park Singapore in 2020, and lyf Cebu City in 2021.

"We see the potential for lyf in gateway cities in Malaysia as well as markets such as Australia, China, France, Germany, Indonesia, Japan, the Philippines, Singapore, Thailand and the UK. We aim to have 10,000 units under the lyf brand by 2020," says Teo.

## China leads in Asia

As an emerging market, co-living in Malaysia is relatively new and there is hardly any active investment activity for co-living spaces here yet.

"Most of the available supply in the country at the moment cater to travellers and are mainly in landed or high-rise residential units, operating in a home-sharing setup similar to Airbnb," says Amy of Savills.

According to JLL's report, China is the trailblazer in co-living spaces in Asia. In China, YOU+ International Youth Community offers rooms between 22 to 50 sq m to city dwellers in Guangzhou and Beijing.

In Hong Kong, Campus Hong Kong operates a co-living facility after converting 48 units of 1-bedroom apartments into 4-bed dormitory rooms. Another Hong Kong-based operator Weave Co-Living's first property — Weave on Boundary, located at 36 Boundary Street — will welcome 160 residents across the 10-floor building with common facilities in 1H18.

Meanwhile, in India, there are currently four start-ups that focus on co-living operating out of Gurgaon.

Ascott Ltd has simulated a co-living lab under its lyf brand in Singapore — lyf @ SMU — to understand the key elements of communal living. This space is the "Social Kitchen" area.







"The Park" at lyf @ SMU provides various leisure activities.

## The co-living trend in Asia

COUNTRY/ CITY	RENTS (PER MONTH)	AVERAGE FACILITY SIZE (BEDS)	PROVIDERS
China, Beijing and Guangzhou	US\$320 – US\$500 per room	400	YOU+
Hong Kong	US\$600/bed	190	Campus Hong Kong
Singapore	NA	240	lyf (to open in 2022)
India	US\$100 – US\$400 per room	Less than 50 rooms	Fella Homes, CoHo stayz, Wudstay and Ziffy Homes

SOURCE: JLL ASIA PACIFIC

### Option for property owners

Expecting the co-living trend to grow, Adz-man sees opportunities for property owners to turn their properties into co-living spaces with co-working facilities to generate rental income.

"Unlike staying in an Airbnb or renting a room, co-living actually offers communal living where every resident shares the responsibility in maintaining the living environment. For instance, there will be a duty roster for cleaning the common area

in the house," he explains.

Although co-living is a good option for property owners to consider, one must understand its true essence and not confuse it with a hostel or a "student house" or workers' quarters.

"It should be a place for people from different cultures who are open to the idea of a sharing economy, to stay and work together under one roof for a certain period, exchanging ideas and building relationships," he offers.

PICTURES BY ASCOTT LTD



THE HATCHERY PLACE



Wong (left) and Yeoh turned unused space into co-living space with co-working facilities.

## Live and work at The Hatchery Place

Besides earning rental income, sharing a living space with others who share a similar passion with you may be a good way to create vibrancy in the space as well as spark discourse and creativity among yourselves. This was the thought behind the birth of The Hatchery Place, a co-living space in Malaysia.

Founded by Elaine Wong and her partner Kevin Yeoh, The Hatchery Place is a double-storey terraced house in USJ, Subang Jaya. The co-living space is equipped with co-working facilities.

The couple originally rented the house and turned it into their work studio — a working space and furniture-making space for Yeoh (downstairs), who worked as a freelance web designer, as well as an art studio for Wong (in the master bedroom upstairs) after they both quit their corporate jobs.

"After a while, we found that a lot of space is wasted with only two of us working in the 2,000 sq ft house with four bedrooms. We came across the idea of co-living and co-working, which inspired the setup of The Hatchery Place," Wong tells EdgeProp.my.

Yeoh explains that there are two rooms on the second floor for accommodation, while downstairs are workstations, dining area, sofa area, as well as kitchen and pantry. WiFi service and beverages including fresh brew coffee are available while those who want to prepare their own meals can use the kitchen.

Unlike the usual concept of renting rooms and home-sharing, the couple maintains strict guidelines in choosing tenants and hot desk users who can contribute to the building of a co-working community where everyone could interact and exchange ideas.

"For every accommodation request, for instance, we will only choose those working on certain projects who want a place to stay and work, which means vacation makers and outstation travellers who are merely looking for accommodation are not our main customers," says Wong.

Established in 2015, The Hatchery Place has hosted more than 20 guests from all over the world, including Brazil, France, New Zealand and Italy. A majority of them are from the creative industry, such as musicians and technopreneurs.

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## FEATURE



# A tidy Kennedy bungalow, perfect for the low-key LA life

BY JAMES TARMY

**C**hristopher Kennedy Lawford, a nephew of John F Kennedy and a son of movie star Peter Lawford, was born in Los Angeles (LA), grew up in Los Angeles, and spent much of his professional life in the city. So when he began to look for a property in LA in 2013, he knew what he wanted.

"Everything I do, I do in my area," he says. "I don't leave the West Side: I don't go east of the 405, and I don't go south of the 10." He considered living in Malibu for "about four seconds," he says, but settled instead on Brentwood, in the hills above Sunset Boulevard.

He bought a small plot of land (about 0.32 acre) for US\$1.3 million (RM5.09 million) at the end of 2013, and told a friend at Tatum Construction "that I have US\$600,000 [to spend on] a house," Lawford says. The house took less than a year to build, and Lawford moved into it in 2014.

Four years later, he's selling the finished product for US\$2.85 million, having listed it with Simon Beardmore of Sotheby's International Realty.

The home covers about 1,720 sq ft. The house is a single-storey rectangle, with rooms arranged in a line.

The kitchen and living area are at one end of the house, while the bedrooms are at the other; one

bedroom is currently used as an office. "It's a very manageable house for one person or a couple," Lawford says.

The house has three bathrooms, the largest of which has a massive plate glass window and "a giant tub," he says. "It's got a great view all the way to the ocean."

The house is relatively small, but it's built with accordion-glass doors that open onto a large deck, giving it a spacious feel. "Those doors wrap around the whole house," Lawford says. "What someone else could do is make the porch area, which is about 500 sq ft, into another room."

In a continuation of the home's indoor/outdoor feel, a spa area stretches off the living room, with a large hot tub and a nearby, refrigerated plunge pool. Next to both is a sauna.

The house is surrounded by vegetation. "I was looking to wake up and not know I was in LA," he explains. "I've brought in giant bamboo and surrounded the house with foliage. So it's hard to see any of my neighbours, but I've got a great vista."

Behind the house, the driveway goes up a sharp incline to reach the road, which Lawford considers a benefit. "The steep driveway might dissuade some people from buying it," he says. "But I like the driveway — I consider it a moat, and I'm at the bottom of it, where no one can get to me. LA is a really crowded place, and when I got home, I wanted to feel like I wasn't



The living room of the home, which sits on 0.32 acre. Most rooms open to the outside, with accordion glass doors.

around a lot of people."

Lawford, who gives speeches about addiction and recovery and writes books, splits his time between this house and a residence in Maui. "I live in this house about two months a year," he says. "It hasn't had a lot of wear and tear."

He's selling the home, he says, for variety's sake. "I like to vary my climate and I don't get that in LA and Maui," he says. "I'm trying to find a way to get to Vancouver, as long as I can get out in the winter time."

He's not, however, desperate to sell. "I don't have to sell," he says. "If I get my number, I'll sell it. If I don't, I'll give it to my kids." — *Bloomberg*



The hot tub and plunge pool.

## NEWS



## The long haul to restore Soviet model for collective living

BY ANNA MALPAS

MOSCOW: Neglected and abused, Moscow's Narkomfin apartment block, a Soviet masterpiece admired around the world, is finally being restored to its original pioneering state.

Architect Alexey Ginzburg is leading the project and for the first time since the 1940s, he says it looks like how his grandfather Moisei Ginzburg intended.

Standing on rows of elegant black pillars, the 1930 long, low-slung block was built at a time when Soviet architects influenced global trends with their radical yet functional style, known as constructivism.

Narkomfin was designed to look light and almost float above a surrounding garden.

But decades ago, the city authorities bricked up the space under the building and used it for offices.



Moscow's Narkomfin apartment block is finally being restored to its original pioneering state in the middle of the Russian capital.

For Ginzburg, clearing those walls away to put the building back on its pillars was one of the "historic days" in a family project 30 years in the making.

For lovers of Moscow's trove of iconic but long-neglected avant-garde architecture, this restoration project is a test case.

"It's what everyone has

been waiting for," said Natalia Melikova, a Russian-American photographer and campaigner, who created The Constructivist Project website that documents and monitors avant-garde architecture in various Russian cities and has chronicled Narkomfin's turbulent recent history.

Ginzburg's expert restoration —

funded by private developers but trumpeted by city officials — offers a "glimmer of hope" for other such buildings, she said.

Narkomfin — a contraction of the Russian words for the People's Commissariat of Finance — was built as accommodation for finance ministry staff and the minister himself occupied the penthouse.

It reflected new ideas on communal, socialist living, with shared balconies and a roof garden as well as a cafeteria and kindergarten reached via a walkway.

The small flats were split-level with light living rooms and low-ceilinged bedrooms.

But as modernism fell out of favour with the Soviet authorities, the building, located behind the US embassy, fell into disrepair.

Recently, it appeared almost derelict with chunks of plaster fallen from the facade and graffiti on walls.

A yoga studio, cafes and a vintage clothing store opened inside several years ago, while insensitive modernisation replaced original elements.

"UPVC (windows), ceramic tiles, wooden beams and all that, oh my God!" Ginzburg declared.

The 48-year-old, who works in Moscow and London, helped his architect father campaign to restore the building in the 1990s and continued after his death. His wife, Natalia, also works on the project.

Finally in 2016, an investment company called Liga Prav bought the building and put Ginzburg in charge of restoration, partly funded by a 855-million-ruble (then US\$14.5-million) loan from state lender Sberbank.

The restoration could cost two billion rubles (at the time US\$33.8 million), the company's owner Sergei Kirilenko told *RIA Novosti* news agency last year. — *AFP*

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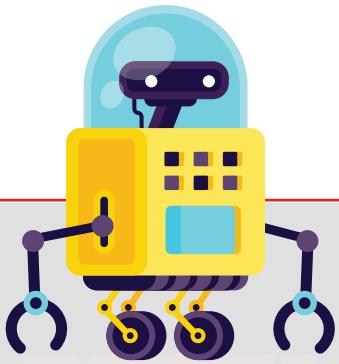
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# I, Robot, builds your home



BY SHAWN NG

One of French artist Villemard's futuristic works produced in 1910 was a painting that had envisioned that building construction works in the year

2000 will be undertaken by robots.

That piece of art had indeed made quite an accurate prediction of the modern-day construction industry where more and more high-tech robotic technologies are being developed and adopted.

Labour shortage, cost efficiency, pro-

ductivity and quality control are some of the factors that have prompted construction industry players to deploy robots and drones to their construction sites.

Although we haven't reached the point where we see humanoid robots walking around at a construction site, manoeuvring heavy objects and doing all the work while humans keep an eye on the work and sipping lemonade on the sidelines, there is certainly a rising use of robotic machines to undertake certain building works.

Here are five robots that are ready or almost ready to join the construction workforce.

FASTBRICK ROBOTICS



## 1 Concrete recycling robot

Demolition works are common in the construction sector. Using wrecking balls, explosives and rock-breakers, existing structures are torn down to make way for new ones.

The traditional methods of demolition waste a lot of materials, have an impact on the surrounding environment and are often dangerous.

In order to offer a better solution to the industry, Omer Haciomeroglu has designed a concrete recycling robot called ERO, in collaboration with Atlas Copco when he was pursuing a master's degree in Advanced Product Design at Sweden's Umeå Institute of Design, Umeå University.

Designed to disassemble reinforced concrete structures and enable the building materials to be reused for new pre-fabricated buildings, ERO uses water jets to crack the concrete surface and then sucks up the mixed debris.

According to Haciomeroglu's website, the robot then segregates the waste from the reusable materials in the mixture to process the latter into pre-fabricated building materials, which can then be re-used to construct a new building.

The project won the Gold award for the 2013 International Design Excellence Award in the Student Designs category.

## 2 Bricklaying robot

Don't be stunned if you come across a truck with a giant arm laying bricks at building sites because that automated robot called Hadrian X may become a common sight in the future.

Developed by Perth-based robotic technology company Fastbrick Robotics Ltd, the Hadrian X machine will be able to lay over 1,000 standard brick equivalents per hour, 24/7, in any condition without the need for a break.

This means that a standard house can be completely built in as little as two days, according to the company.

Using the company's The Architectural Designer (TAD) software system, Hadrian X receives the data for a 3D model of a home and prints the structure course by course just like a 3D printer, including cutting and routing of

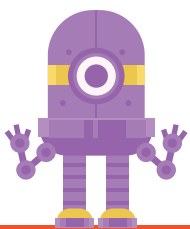
the bricks for electrical and plumbing services so the finished structure is ready for first fixing within days. No human hand needs to touch a brick during the loading, cutting and laying process.

While Fastbrick Robotics is currently developing a go-to market strategy for Hadrian X and its software system, the company has already inked Memorandum of Understandings (MoUs) with American Fortune 100 corporation Caterpillar Inc and Saudi Arabia last year.

Under the MoU with Caterpillar, both parties will discuss and develop a potential framework for the manufacturing and sales of Fastbrick Robotics' robotic bricklaying technology.

On the other hand, the MoU with Saudi Arabia contemplates the construction of at least 50,000 homes using Hadrian X robots in the country by 2022.

**Hadrian X claims that a standard house can be completely built in as little as two days. The MoU with Saudi Arabia contemplates the construction of at least 50,000 homes using Hadrian X robots in the country by 2022**



**ERO processes waste into pre-fabricated building materials which can be re-used to construct a new building.**

## 3 Earth-moving robot

Operating an excavator can be boring and monotonous — this could lead the operator to zone out, make mistakes and over-excavate a site.

But what if there were an automated robotic tractor that follows all your instructions and do the job on its own?

It may sound too good to be true, but a US-based start-up has turned this into a reality with its fleet of autonomous earth movers.

Founded by Noah Ready-Campbell, Built Robotics takes the latest sensors from self-driving cars, retrofits them into proven equipment from the job site, and develops a suite of autonomous software designed specifically for the requirements of construction and earth moving, according to a news report by The Verge.

With the little black-and-yellow tractors, operators can programme the coordinates for the size of the hole that needs digging, then stand off to the side and wait.

"It's monotonous work. There are safety issues. It's easy to make mistakes... I've talked to a lot of operators and owners, and most say this is great," Ready-Campbell told The Verge.



OMER HACIOMEROGLU



IMPACT TOUGH ROBOTICS CHALLENGE PROGRAM



**This robot has the capability to allow a remote operator to precisely control the robot with the senses of force and touch as if he or she is actually touching the target object.**

## 5 Dual-arm construction robot

Japan robotic experts have developed a dual-arm construction robot that is able to use its two swing arms to perform heavy work such as handling heavy objects and gravel digging on different terrains.

With the aim to provide a solution for the challenges of operating heavy construction equipment on difficult or unusual terrains, the researchers from Osaka University, Kobe University, Tohoku University, University of Tokyo and Tokyo Institute of Technology have come up with this prototype robot under the Impulsing Paradigm Challenge through Disruptive Technologies Program's (ImPACT) Tough Robotics Challenge Program.

ImPACT is a program driven by the Japan government Cabinet Office's Council for Science, Technology and Innovation, in which universities and corporations can boldly tackle challenging research issues and open new areas of growth via innovation and R&D.

The robot's arms are supported close to the robot's centre of gravity, providing the robot with a high degree of stability, thus allowing the robot to withstand high loads and perform heavy-duty work, according to Osaka University in a press release in June 2017.

On top of all that, this robot has the capability to allow a remote operator to precisely control the robot with the senses of force and touch as if he or she is actually touching the target object. It is also equipped with a drone that allows the operator to view objects and terrains from different viewpoints without a robot-mounted camera.

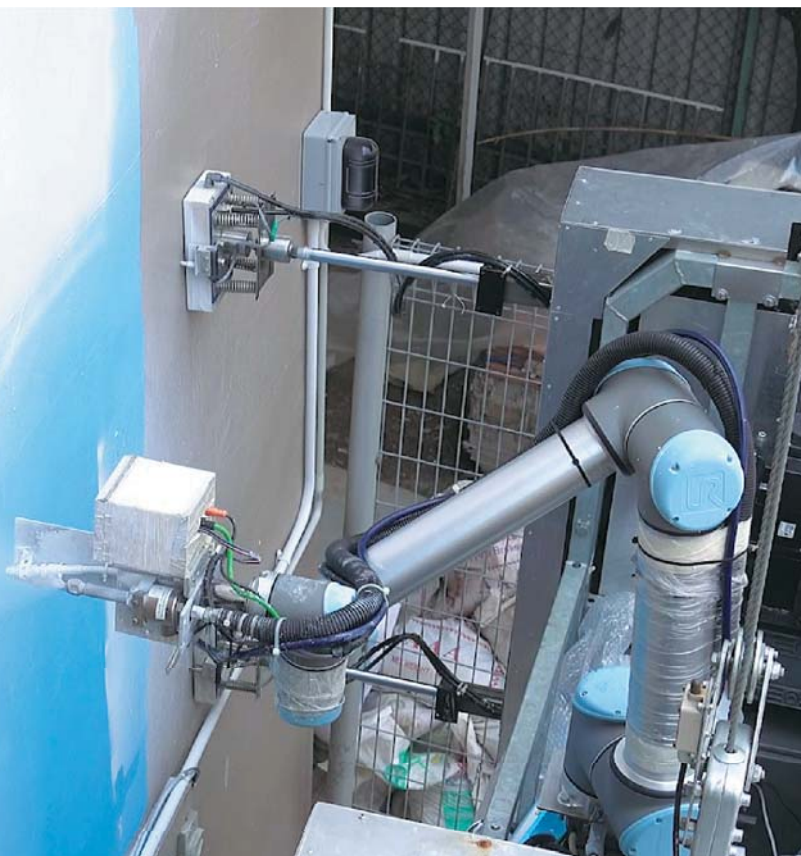
## 4 Facade-cleaning and painting robot

Singapore electronics company Blid Technology International and Nanyang Technological University (NTU) have co-developed an automated robotic system called OutoBot that is able to take over the job of cleaning and painting Singapore's Housing and Development Board's apartment buildings.

According to a media release by NTU in March last year, OutoBot comprises a robotic arm with six degrees of freedom mounted on a specially designed automated gondola. The robotic arm, equipped with a camera and a spray nozzle, can shoot high-pressure water jets to clean surfaces or to spray paint.

This will enhance workplace safety while improving productivity as it requires only two workers — one operator on the ground and one as a safety officer — compared to the usual five.

The locally built system was launched in March 2017 as a commercially ready product after two years of R&D.



NTU SINGAPORE



**What if there was an automated robotic tractor that follows all your instructions and does the job on its own?**



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## For sale

**RM275,000****Halaman Kenanga, Sungai Dua, Penang****Type:** Apartment**Tenure:** Leasehold **Built-up:** 700 sq ft**Bedrooms:** 3 **Bathroom:** 1

This corner unit apartment is strategically located within walking distance to Sunshine Lip Sin and is near Universiti Sains Malaysia. It is an exclusive listing.

**Angeline Wong** (REN 05851)

Today Properties

E(3)1080

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**RM5,200,000****Prestij, Kota Damansara, Selangor****Type:** Office **Tenure:** Leasehold**Built-up:** 6,400 sq ft **Land size:** 5,161 sq ft

This 3-storey corner lot with lift has great frontage. Units are limited. It has a commercial individual title and can be used as a shop, office, storage space, training centre, or showroom.

**Billy Tan** (E 1822)

BT Properties

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**RM1,890,000****Sathu Terraces @ One Residence, Bayan Lepas, Penang****Type:** Terraced house **Tenure:** Freehold**Built-up:** 2,860 sq ft **Land size:** 1,650 sq ft**Bedrooms:** 4 **Bathrooms:** 4

This 2-storey house is fully furnished and tastefully renovated, with wet and dry kitchens. The home is in move-in condition.

**Alice Lim** (PEA 1714)

Meridin Properties Sdn Bhd

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**RM590,000****Palmyra Residences, Balik Pulau, Penang****Type:** Terraced house **Tenure:** Freehold**Built-up:** 1,650 sq ft **Land size:** 1,260 sq ft**Bedrooms:** 4 **Bathrooms:** 3

This brand new 2-storey terraced house features a renovated and fully-extended kitchen, and new modern bedroom doors.

**Alice Lim** (PEA 1714)

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**RM2,600,000****RiverView Kemensah, Taman Melawati, KL****Type:** Link bungalow/semidee **Tenure:** Freehold**Built-up:** 4,500 sq ft **Land size:** 3,200 sq ft**Bedrooms:** 6 **Bathrooms:** 6

This 3-storey house is fully renovated and offers a view of lush greenery. RiverView is a low-density, gated-and-guarded residential development.

**Tengku Zairi** (REN 17608)

Realty Appraisal

VE(1)0274

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**RM2,800,000****Amadeus Setia Duta, Setia Eco Park, Selangor****Type:** Bungalow **Tenure:** Freehold**Built-up:** 4,478 sq ft **Land size:** 3,942 sq ft**Bedrooms:** 5 **Bathrooms:** 6

Setia Eco Park is an exclusive guarded and fenceless residential estate. The home is set amid landscaped gardens. Within the estate is a clubhouse with full facilities.

**Tengku Zairi** (REN 17608)

Realty Appraisal

VE(1)0274

+6012 361 2270

**RM570,000****Taman Tasik Prima, Puchong, Selangor****Type:** Townhouse **Tenure:** Leasehold**Built-up:** 1,600 sq ft **Land size:** 1,920 sq ft**Bedrooms:** 3 **Bathrooms:** 2

This intermediate upper floor unit has kitchen cabinets, a wet kitchen, plaster ceilings, built-in wardrobes, fans and lighting.

**KT** (REN 24799)

Oriental Realty

E(3)0050/7

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**RM1,350,000****Denai Alam, Shah Alam, Selangor****Type:** Terraced house **Tenure:** Freehold**Built-up:** 3,400 sq ft **Land size:** 3,330 sq ft**Bedrooms:** 6 **Bathrooms:** 5

This Opulencia-type house is a corner unit with an extra 10ft of land. It is fully renovated with interior design and built-in furniture.

**Alan Tan** (PEA 1182)

Ping Properties

E(3)1296

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**RM580,000****Sutera Maya, Jalan Klang Lama, KL****Type:** Condominium**Tenure:** Freehold **Built-up:** 1,341 sq ft**Bedrooms:** 4 **Bathrooms:** 2

This newly completed condominium along Old Klang Road has two covered car park bays.

**Edmund Liao** (REN 05205)

Kim Realty

E(3)0211

+6012 619 3102

**RM2,100,000****Taman Gembira, Klang, Selangor****Type:** Bungalow **Tenure:** Freehold**Built-up:** 4,000 sq ft **Land size:** 7,400 sq ft**Bedrooms:** 4 **Bathrooms:** 3

This newly renovated property is in the quiet part of a mature residential area. It is a two-minute walk from the Teluk Gadung KTM Station and bus stop.

**Regina Stanislaus**

(REN 00554)

Space Realty E(3)1496

+6011 5109 7857

**RM8,100****UOA Business Park, Glenmarie, Selangor****Type:** Office **Tenure:** Freehold**Built-up:** 2,292 sq ft

UOA Business Park is an MSC Cybercentre and Grade A office with a link bridge to the Subang Jaya LRT Station, 24-hour security and prominent Federal Highway frontage. It is close to shopping malls such as Empire Subang.

**May Wong** (REN 06803)

The Roof Realty

E(1)1605

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**RM9,700****Empire Subang, Subang Jaya, Selangor****Type:** Office **Tenure:** Freehold**Built-up:** 3,041 sq ft

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