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FRIDAY, OCTOBER 16, 2020 . ISSUE 3139/2020 . PP19055/06/2016(034530)

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EdgeProp.my FRIDAY OCTOBER 16, 2020





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MALAYSIA'S BEST MANAGED & SUSTAINABLE PROPERTY AWARDS (1)

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Promote sustainable real estate in Malaysia through recognition of:

- Malaysia's best property management practices
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NOW OPEN FOR ENTRIES

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- All Residential, Office, Mixed Development, Specialised and Retail properties managed in-house/by property building managers
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- EdgeProp Malaysia's Responsible Developer: Building Sustainable Development Award
- EdgeProp-ILAM Malaysia's Sustainable Landscape Award



HOW TO ENTER

Download entry forms on edgeprop.my/awards2021entry

For enquiries, contact EdgeProp.my Marketing and Communications at: awards@edgeprop.my

SUBMISSION DEADLINE

All entries must reach The Edge Property Sdn Bhd, Level 3, Menara KLK, No. 1 Jalan PJU 7/6, Mutiara Damansara, 47810 Petaling Jaya, Selangor by 5pm, Monday, 11 January 2021

Awards results audited by Deloitte

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DIGITAL









PORT KLANG FREE ZONE

unshackles the past

Its name was tainted with negativity but PKFZ's newly-minted chairman Datuk Lawrence Low is determined to chart a brighter future for it. See Pages 14 and 15.









EdgeProp.my

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EdgeProp.my e-Publication is published by The Edge Property Sdn Bhd. Download it for free at www.EdgeProp.my

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BNM sees increase in property market risks

Risks in real estate have risen due to the prevailing oversupply and a "re-evaluation of business property needs" owing to movement control orders, Bank Negara Malaysia (BNM) said in its Financial Stability Review - First Half 2020 released on Oct 14, 2020.

The central bank said the retail space sector has been significantly affected, with consumers influenced

by the movement restrictions or risks from the Covid-19 outbreak.

The report stated that property transactions fell by more than 25% by volume and by about 27% in value in 1H20.

Meanwhile, in the same report, the central bank said the total value of loan repayments had reached 70% of what it was prior to the blanket loan moratorium period.

"Many borrowers are starting to repay their loans," BNM deputy governor Jessica Chew told the media in a virtual briefing.

BNM data revealed that two million borrowers had been engaged by banks by the end of September, out of which 514,000 were rescheduling and restructuring applications received with a 98% approval rate.



Genting Malaysia Bhd's Resorts World Genting (RWG) will remain open as usual, according to a notice on its website on Oct 14, 2020.

"We refer to the announcement made by the government on Oct 12, 2020 that Selangor, Kuala Lumpur and Putrajaya will be placed under the CMCO from Oct 14 to Oct 27, 2020. We will continue to monitor the situation and provide necessary updates as more information becomes available. RWG remains open as usual," the notice read.

It also stated that guests affected by the CMCO who have made reservations can request for a change of date or refund.

Country's wellbeing more important than playing politics - PM

Ensuring the country's well-being is more important than playing politics, Prime Minister Tan Sri Muhyiddin Yassin said on Oct 13, 2020.

He said that is why he prefers to focus his attention on matters related to the country's well-being, rather than playing politics, to the extent of being seen as avoiding the media.

"Not that I don't hold press conferences or have been avoiding the media. It's just that I'm focusing more on the current issues faced by the



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country, such as Covid-19 and the economic recovery.

"The media are among my priorities... [but] many [reporters] are keen on asking me political questions. [Consequently] the people might think that I prefer playing politics rather than taking care of the country's well-being," he explained.

Inter-district travel allowed with approval letter

Following the implementation of the Conditional Movement Control Order (CMCO) in Selangor, Kuala Lumpur and Putrajaya effective 12.01am on Oct 14, 2020, individuals who are on duty are allowed to cross district and state lines on the condition they have valid work permits or approval letters from their employers.

Senior Minister (Security Cluster) Datuk Seri Ismail Sabri Yaakob said those who need to pass through Selangor and Kuala Lumpur to other states are advised to obtain approval from a nearby police station before starting their journeys.

"There is no need to produce a work permit or approval letter for workers moving in the same district. Individuals who are travelling by air via KL International Airport, klia2 and Subang are required to obtain police permits."

CMCO: Domestic tourism set back from hotel cancellations

Local hotels are experiencing booking cancellations in light of the new Conditional Movement Control Order (CMCO) imposed in Selangor, Kuala Lumpur and Putrajaya, said the Malaysian Association of Hotels (MAH).

MAH CEO Yap Lip Seng told a local daily that hotels have already "recorded up to 15% occupancy drop immediately after the country was hit with another wave of Covid-19 infection".

"The major impact is on overall domestic tourism, and with the increase in cases since Oct 1, we saw immediate reactions from the market with popular destinations receiving cancellations for both room reservations as well as events."

How do I get past issues of this weekly e-Publication?

Go to www.EdgeProp.my to download for free!



notice



IRB slaps GuocoLand unit

with RM82m assessment

million and a penalty of RM26.3 million.

GuocoLand (Malaysia) Bhd said its wholly-owned subsidiary GLM Real Estate Holdings Sdn Bhd has received a notice of assessment for 2016 amounting to RM82.6 million, comprising income tax of RM56.3

In a filing with the bourse on Oct 14, 2020, Guo-coLand said the income tax and penalty were imposed as IRB considers the gains made by GLM from the disposal of shares in a property subsidiary as chargeable under the Income Tax Act 1967, instead of the Real Property Gains Tax (RPGT) Act 1976.

Upon consultation with tax solicitors, the company is of the view that there are reasonable grounds to challenge the basis and validity of the notice and the penalty imposed, as the company takes the view that the disposal is a capital transaction which falls under the purview of RPGT Act, said GuocoLand.



Singapore's media and entertainment group Mediacorp has put the site of its former broadcast hub, Caldecott Broadcast Centre on Andrew Road on the market at a guide price of S\$260 million (RM795 million), according to CBRE and Showsuite Consultancy, which are jointly marketing the property.

The property spans 752,015 sq ft, and has a balance lease of 73 years. An application has also been made to the Singapore Land Authority for the lease to be extended to a fresh 99-year lease tenure.

Mediacorp has been plots, fitting 67 granted URA approval for total, subject to the redevelopment of the ties' approval.

site to house a neighbour-hood comprising two-storey bungalows, with a minimum land area of 800 sq m (8,611 sq ft) per house. The company has also appointed an architect who has worked out a scheme to subdivide the plots, fitting 67 bungalows in total, subject to the authorities' approval.



Hong Kong: Covid-19 to dampen new project launches

Developers aiming for "a strong finish" as the yearend approaches could "see their hopes dashed" with the prospect of a fourth wave of Covid-19, the South China Morning Post (SCMP) reported on Oct 13, 2020.

According to the daily's report, the spectre of a Covid-19 spike has prompted real estate analysts to predict that "the market may be unable to fully absorb the new supply..."

"The market will see a supply of some 11,000 flats in the fourth quarter as developers speed up the launch of new projects," chief executive of Midland Realty's residential division Sammy Po told SCMP.

Projects planned for launch include New World Development's 2,198-unit The Pavilia Farm in Tai Wai in the New Territories.

Covid-19: Premises with reported positive cases in Klang Valley

Covid-19 is now in the community. The situation has worsened as multiple premises including shopping malls, schools, government premises, office and residential buildings have confirmed Covid-19 cases.

Here is a list of some high-traffic and public access premises in the Klang Valley that have reported positive Covid-19 cases since Monday (Oct 12).

OCT 12

- MBSB Bank confirms a non-customer-facing employee based at Kenanga International, Jalan Sultan Ismail has been tested positive for Covid-19.
- Fitness First's gym centre at AEON Mall Bukit Tinggi, Klang has been closed and sanitised after one of its members tested positive for Covid-19.
- Another 12 local and foreign employees at Tropicana Golf and Country Resort, Petaling Jaya were tested positive, bringing the number of positive cases to at least 23. Earlier on Sunday (Oct 11), there were 11 positive cases detected in the workers' dormitory.
- An employee at Apple reseller Machines' outlet in Mid Valley Megamall, Kuala

- Lumpur was tested positive for Covid-19.
- A visitor to EXSIM Group's six sales galleries at Petaling Jaya, Selangor has been found to be Covid-19 positive.

OCT 13

- Several employees of the Federal Territories Islamic Religious Council Zakat Collection Centre (PPZ-MAIWP) in Kuala Lumpur are confirmed positive Covid-19.
- A staff of Public Bank Bhd based at Menara Public Bank, Jalan Ampang, KL, has tested positive for Covid-19, the bank confirmed in a statement.
- Cheras District Police Headquarters (IPD), Kuala Lumpur reported 19 positive cases of Covid-19, while other personnel from the Cheras IPD are still waiting for their results.

OCT 14

- A patient seeking treatment on Oct 8 at Klinik Mediviron in The Waterfront commercial area of Desa ParkCity has been found to be Covid-19 positive.
- An intern attached to the Mutiara Damansara Tesco Extra store in Petaling Jaya has tested positive for Covid-19.

OCT 15

- The Petaling District Disaster Management Committee (Petaling JBPD) updated that the number of Covid-19 cases related to 1 Utama Shopping Centre in Bandar Utama have increased to 105. The shopping complex has been ordered to close from Oct 11 following the spread of the virus on its premises.

HOTLINES







For COVID-19 screening or tests, contact the **Health Ministry's Crisis Preparedness and Response Centre (CPRC)** Tel: 03-8881 0200,

161: 03-8881 0200, 03-8881 0600 and 03-8881 0700 from 8.30am to 5pm daily Dr Email: cprc@moh.gov.my

CPRC Telegram channel at https://t.me/cprckkm

For queries on the Restricted Movement Control Order, call 03-8888 2010.





Huh, yet another property award!?

hen I told some developer and property-industry friends that EdgeProp Malaysia's Best Managed and Sustainable Property Awards 2021 is now open for submissions, a few rolled their eyes momentarily.

I get it; they were just too polite to have retorted "Another property award?"

Not a beauty contest!

At the risk of sounding like an old record, Malaysia's Best Managed and Sustainable Property Awards is NO beauty contest. It is the first of its kind. A purposeful and in-depth benchmarking exercise aimed at etching Malaysia on the global map of preferred property investment and living destinations.

Hence, the arduous judging criteria and process (something we do not apologise for) is to help investors make informed investment decisions, big or small.

So, what do astute property investors want? Their needs are varied and dependent on investment objectives. Still, an overarching consideration that remains constant would be: Is the property designed and built for best-in-class management practices and sustainability? Or, in other words, can the investment grow in value over

Such an achievement does not happen by accident. Whether a building or a project stays sustainable in design, functionality and quality upkeep begins with the developer. This is followed by occupants who then must work hand-in-hand with the property and facilities management agent.

Ultimately, the building must be safe, purposefully designed and sustainable in its upkeep. One that is liveable, secured besides promoting physical and mental wellness and building community at the same time.

It is gratifying that EdgeProp Malaysia is not alone in this unique journey to raise the bar on Malaysian property development, management practices and sustainability? Sharing our aspirations are all the key industry stakeholders who are playing an active role as members of the Awards Jury.

They are: The Real Estate and Housing Developers' Association Malaysia (Rehda); Malaysian REIT Managers Association (MRMA);

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www.EdgeProp.my/awards2021entry



Singapore (APFM). EdgeProp Malaysia also partners The Institute of Landscape Architects Malaysia (ILAM) to recognise and promote sustainable landscape of excellence.

New for 2021

Since its inception in 2017, EdgeProp Malaysia's Best Managed and Sustainable Property Awards has been refined in response to investors' feedback as well as the evolving real estate landscape.

For 2021, we are introducing:

- A new category for Repurposed buildings
- New criteria Crisis management and preparedness
- Briefings on insights into the categories and How To Enter

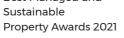
As with previous years, all submissions are FREE. There is also NO CHARGE for attendance to the briefing sessions.

The moment of truth:

- Are you a Responsible Developer? One with a heart?
- · Is your building managed with excellence? • Is your building built
- for sustainability?
- Is your landscape outstandingly sustainable?

Au Foong Yee

Chief Judge EdgeProp Malaysia's Best Managed and Sustainable



PREVIOUS WINNERS





Perdana **ParkCity Sdn Bhd** EdgeProp Malaysia's Responsible Developer: **Building** Sustainable Development Awards 2019



CONTINUES NEXT PAGE >

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FEATURE

EdgeProp MALAYSIA'S BEST MANAGED & SUSTAINABLE PROPERTY AWARDS

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PREVIOUS WINNERS





Karisma





Datuk FD Iskandar Editor's Choice Awards: Malaysia's Exemplary Leader in Real Estate 2018





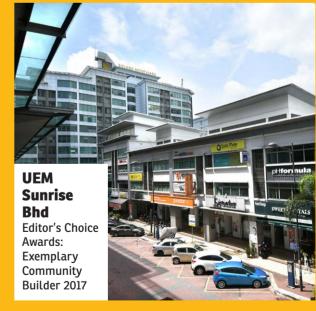














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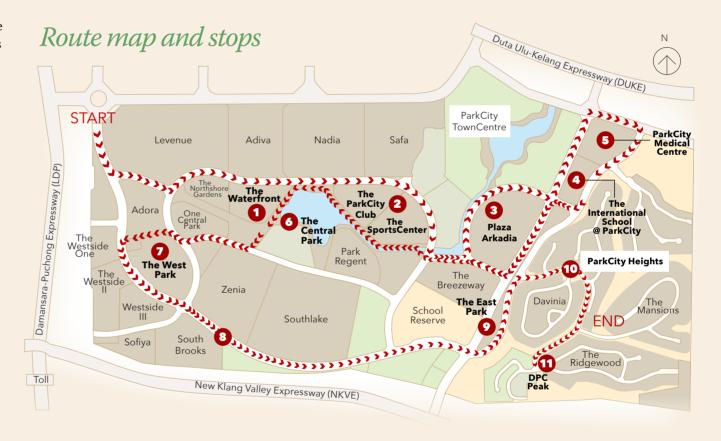


s a personal fitness trainer, Debbie Hooi designs and helps her clients in workouts that will enhance both their physical and mental wellness.

To ensure the training stays both effective and exciting, Hooi is always looking out for new training spots.

The mother of two now stays in Selangor's Kelana Jaya but has heard much about Desa ParkCity's greeneries, walkability, security and a strong sense of community. In fact, Hooi admits, she has actually considered making Desa ParkCity her home.

So, Hooi finally decides to check out the township herself. Read on for her account of a morning in this multiple award winning township touted as KL's Most Liveable Community, built by ParkCity, a subsidiary of the Samling Group in Sarawak. It was recognised as Malaysia's Responsible Developer by EdgeProp Malaysia in 2019.



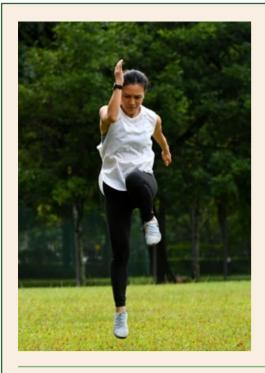


THE WATERFRONT NEIGHBOURHOOD

Time: 8:30am Day, Friday. The Waterfront is bustling, with eateries brimming with patrons either undecided on which outlet to settle for or pouring over the breakfast menu. After all, indeed there is no lack of choices for the hungry! There are so many dine-in alongside others that offer grubs on the go! What also caught my attention was an orderly queue outside the grocers. The crowd was registering their information and had their temperatures checked before being allowed to enter the premises. That reminds me, I could make a pit stop here before I head home later with the groceries I need for the weekend. That's so convenient!



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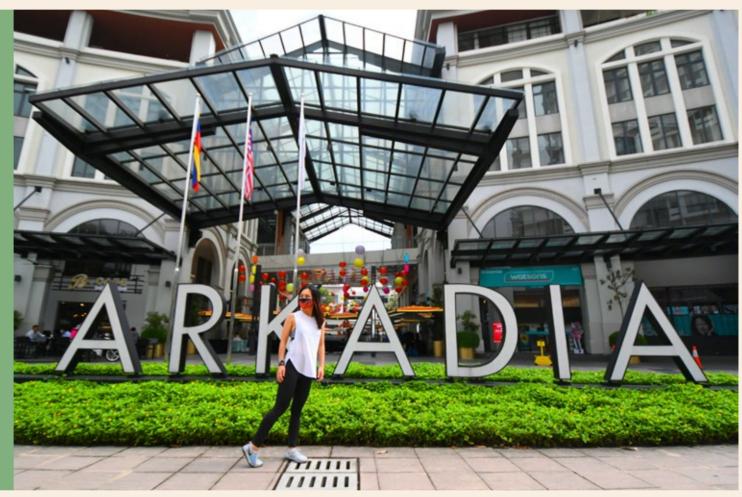
THE PARKCITY CLUB

Ah, there's a residents' private club within the township! That's so nice. Wait, I see some sporting amenities next to the club. So this is The SportsCenter that has been talked about so much! They have a FIFA sized-soccer field and two floodlit basketball courts... My husband, a sports fanatic would be thrilled!



3 PLAZA ARKADIA

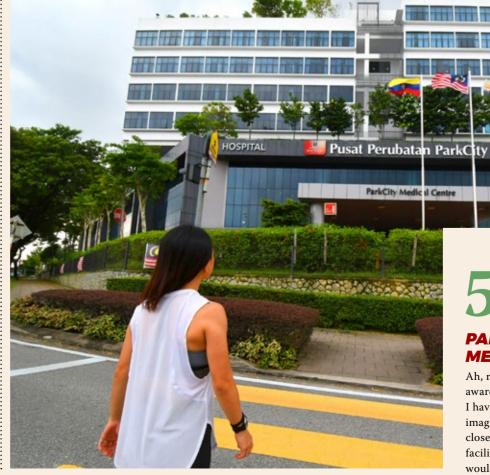
Wow, I didn't expect to reach Plaza Arkadia so quickly! Desa ParkCity does live up to its name of a township of short distances. Actually, I had not expected to see so much of F&B choices here! Such an ideal and lovely destination for my family's next diningout. Meanwhile, I think I will stop for a quick cuppa before heading on. And oh, I spotted a pharmacy – might as well pop by to stock up my vitamins before continuing my jog.





THE INTERNATIONAL SCHOOL @ PARKCITY

As parents, we also strive to provide the best possible education for our children. So, having a prestigious school with strong accolades right where you live is a dream come true. Just imagine, just walking your young children to school in a green and safe environment. This also inculcates, from young the need to practise a healthy lifestyle. As a fitness instructor, I encourage my clients to complete their 10,000 steps daily. Such a daily goal is, clearly, not an issue for those staying in a well-connected and walkable township that literally puts all the amenities right at one's doorstep.



PARKCITY

would offer...

MEDICAL CENTRE

Ah, right next to the school is the

award-winning private healthcare

I have heard so much about. I can

facility. The peace of mind that this

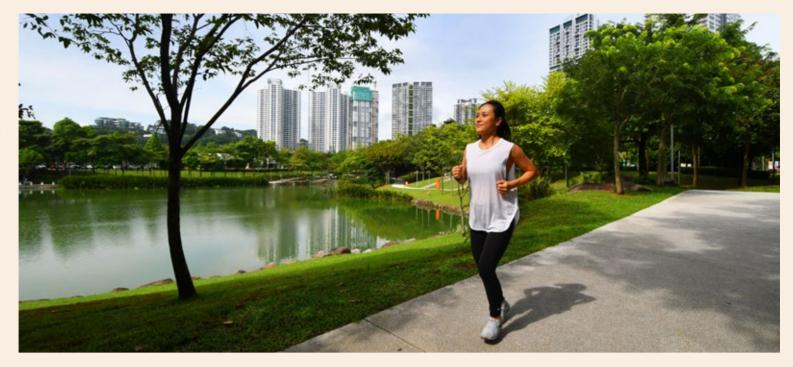
imagine the comfort of staying

close to such a medical care

EP 10 EdgeProp.my

THE CENTRAL PARK AND LAKE

Must admit the view afforded is even more scenic than what I have seen in visuals! Now I can appreciate better what I have heard and read about of this beautiful Central Park which is an icon of Desa ParkCity. The pathway is actually quite wide so it makes jogging more enjoyable. So it is true, this is a favourite destination for children, pet owners and their pets! I am sure my kids would love this!



THE WEST PARK

Ah, another park! Really loving the green lung hugging the township. So The West Park is located just below the high-rise developments such as Westside I, II and III! So convenient for the residents who want to enjoy some outdoor activities at any time of the day. Although these parks are earmarked for future developments, it is really thoughtful of the developer to convert them to parks for the residents to utilise and enjoy for the time being.



8 THE NEIGHBOURHOOD

Wow, so this is where the high-rises sit.

Tucked nicely at the west side of the township, somehow, I could sense kind of a home-coming feeling... Must check these out.



9

THE EAST PARK (PET-FREE PARK)

Hmm, this is a thoughtful developer – they have built another park where one can enjoy a quiet and pet-free stroll. It is nice to have different choices of parks for different outings purposes. ParkCity is sensitive to think about creating a pet-free park to cater for various groups. Three parks built in a township is really generous. Time to take some stretches before heading off ...



CASAMAN DAVINIA MASSIONS REPORTED

10 PARKCITY HEIGHTS

I am now heading towards the famous Desa ParkCity peak. Besides the high-rises, this township offers so many exclusive landed stratified properties which are hidden from prying eyes. These are designed for those who prefer privacy, yet are near to a complete range of amenities found within the township. The best of both worlds indeed.





Rethinking rental models: revenue sharing

BY CHELSEY POH

etail mall businesses have been heavily battered since the beginning of the Covid-19 pandemic. It is therefore... no surprise that many tenants have requested for rent reliefs from their landlords. While some got it, some did not.

For shopping mall operators, especially those located in areas affected by the Conditional Movement Control Order (CMCO) and those which unfortunately have Covid-19 positive cases, it's even more challenging for them to maintain their business.

In view of the difficult market situation now, experts believe that a revenue sharing model in leasing agreements, compared with the conventional direct leasing, could be a win-win solution for both tenants and landlords — a model that is expected to be adopted by more landlords of commercial

Real Estate and Housing Developers' Association (REHDA) Institute chairman Datuk Jeffrey Ng Tiong Lip sees the revenue sharing model as a growing trend for retail space leasing.

Under a revenue sharing or sales turnover rent structure, tenants would pay a share of their revenue as rent to mall operators. With this model, it could alleviate tenants' cash flow problem in the short term, while the Outlook for 2020-Beyond Covid" is organmall operator (or landlord) could benefit when market conditions improve.

Ng said malls managed by Sunway REIT are currently collecting base rent or share of sales (whichever is higher) from its tenants. While base rent is still relevant for now, he foresees that a higher percentage for sales turnover rent without a minimum base rent would be an upcoming trend.



Ng: With a revenue-sharing model, both landlord and tenant would be incentivised by the common goal of growing sales.

"With a revenue-sharing model, both landlord and tenant would be incentivised by the common goal of growing sales," Ng told EdgeProp.my after his presentation at the 13th Malaysian Property Summit (13MPS), which was held on Oct 13, 2020.

He is also the CEO of Sunway REIT Management Sdn Bhd and Malaysian REIT Managers Association (MRMA) chairman.

The 13MPS themed "Property Market ised by the PEPS, while EdgeProp.my is the official media partner for the event which was conducted both physically and virtually.

Nevertheless, he noted that the disadvantage of this model for the landlords is the unaccounted sales from e-commerce that may not translate to rental payment.

Having said so, Ng said the problem could be addressed by signing a tighter tenancy mon Ground which currently runs 12 outlets office buildings," he opined.

SAM FONG | The Edge

Teh: Co-working space operators who are under a JV model for their lease agreements are in better positions to ride out a crisis.

agreement to capture online sales of the tenants, as well as regular checks with tenants and independent auditing by the landlords.

Co-working business

Besides the retail segment, the revenuesharing model is also gaining popularity among co-working operators and their landlords, said Knight Frank Malaysia executive director of corporate services Teh Young Khean.

The revenue-sharing model between co-working operators and their landlords is called a joint venture (JV) model in which the landlord agrees to finance the cost of opening the co-working space and revenue would be shared between the co-working operator and the landlord.

One of the example of this model is Com-

in Malaysia, said Teh, who is also one of the speakers at 13MPS.

Such a JV model normally comes with a longer lease period of nine years and above. From his observation, the landlords will fork out the higher percentage of capex in this IV model.

"The JV model is becoming more prevalent in the co-working space market, and we feel that the traditional direct leasing model will become less popular in the future for co-working operators," Teh explained.

He noted that the co-working operators are learning about how susceptible they are to a sudden downturn of the market, hence they would want to expand in a noncapital-intensive way.

"Those who are under a JV model for their lease agreements are in better positions to ride out a crisis as the risk is shared between the landlords and the co-working operators," Teh said.

Meanwhile, from the landlords' perspective, as the office leasing market becomes increasingly testing, they need to change their way of thinking to retain occupancy rates in their buildings.

Nonetheless, the IV model is more viable for landlords that own large spaces such as a whole office building. "Compared to owners of smaller office spaces, if you are an owner of a large building, you need to have a strategic thinking," he added.

By having the co-working space there, Teh noted that the building could potentially enjoy spillover effect from the co-working space's branding and its multinational corporation members.

"The JV model is a more sustainable model for landlords and co-working space operators to work together and bring life back to

Athleisure and e-retailing to drive future retail demand — C&W

BY CHARLENE CHIN / EDGEPROP SINGAPORE

SINGAPORE: The trend for athleisure is booming, driven by broad shifts in the attire people are wearing due to flexible work arrangements resilient, falling 2.2% q-o-q at S\$30.85 psf and a greater focus on health and active living per month, due to the demand from nearby over the pandemic, notes the research con-residential catchments. sultancy in its 3Q report on the retail market.

Among major moves in the space, sportswear and footwear retailer, Footlocker has opened its sixth and largest store of 23,000 sq ft at Orchard Gateway @ Emerald.

E-retailers that have thrived due to the rise in e-commerce may also pursue an ondeclining rents to open a physical store to boost sales and brand recognition, it says. For instance, fashion retailer Love, Bonito opened its fourth store at Vivocity, occupying 4,300 sq ft.

However, the broad retail landscape remains challenging. Prime retail rents fell across the board over 3Q2020. Rents in

Orchard fetched S\$33.73 (RM45.83) psf per month, falling by 2.9% q-o-q, while rents in Other City Areas declined 3% q-o-q to S\$20.25 psf per month.

Suburban retail rents were relatively more

C&W expects the shuttering of more retail stores to continue putting pressure on rent levels. Fashion brands Topshop and Topman had in September closed down their last Singapore outlet, shifting their business online.

So far, first-tier malls have been able to line-to-offline strategy, taking advantage of hold on to their rental levels due to high occupancy levels and the ability to attract new tenants, it adds. Weaker malls, however. are in distress.

> E-retailers are seeing opportunities on the rise in e-commerce and may also pursue an online-to-offline strategy.



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FRIDAY OCTOBER 16, 2020





Opportunities to be discovered



aking the hot seat to helm the Port
Klang Free Zone (PKFZ) in midMay this year, Datuk Lawrence Low
has no time for celebrations as his
appointment came in the midst of
a pandemic that has yet to subside
— a time where businesses are still
trying to find their footing in the new normal.

With tasks galore on his plate, the newly minted chairman of PKFZ has prioritised the existing tenants' needs.

"By understanding the struggles the tenants are facing and the types of assistance demanded by them, it could help us to assist them to weather the storm and also to ensure the businesses in PKFZ remain intact," he tells EdgeProp.my.

"The majority of our 170 tenants are doing okay during the pandemic. For those who have been impacted, we have offered them deferred rental payment to help them on their cash flow. The future is still full of uncertainties. We are doing our best to walk through this crisis with them," he shares.

While taking care of existing tenants, Low have been also brought in fresh tenants within just two months after reporting for work, pushing the free zone's revenue to more than RM100 million — a first for PKFZ since it was established in 2004.

PKFZ is a 1,000-acre free zone that comprises a 950-acre industrial zone and a 50-acre commercial zone. Up to seven acres of the industrial zone and the whole commercial zone were vacant for many years.

Low arranged for some 18 investors to visit PKFZ in June and July. After the presentation and the tour, the whole 57-acre plots were all taken up, with a record-high rental rate of RM0.38 psf in PKFZ compared to psf 10 years ago.

A recent notable deal was the 30-year leasing agreement signed by logistics service provider Swift Haulage Group in August. The company has rented a 7-acre land in the industrial zone to build a distribution centre and warehouse.

Located in Pulau Indah, the free zone is closely linked to Port Klang, Westport and Northport. Port Klang is the 12th busiest container port in the world, handling over 13.6 million twenty-foot equivalent unit containers in 2019.

"PKFZ is unique and very attractive for its location, potential and government incentives.

However, PKFZ was very quiet and low profile in promoting all the benefits to the market. I realised the key to tackling the occupancy problem was to go out and meet people, to introduce ourselves and show what PKFZ can offer to investors," he explains.

66

We are 100% taken up. None of our existing tenants are closing down their businesses and moving out due to the pandemic. — Low



To Low, the biggest challenge when he took over was to show the world that PKFZ is not a white elephant project.

"To be honest, when I was appointed to this new role, my friends and families were worried about me for all those negative perceptions of PKFZ in the past. They thought it was not a good idea to accept the offer because it was involved in a scandal," he reveals.

He notes that helming PKFZ is not an easy job but he still feels excited as he believes it has lots of potential yet to be unleashed. "It (PKFZ) just needs some polishing, then it will shine and prove itself to the market," Low adds.

Most of the investors barely knew the opportunities that PKFZ could offer them. Hence, once the comprehensive presentation was done, coupled with a site visit, they were amazed by the untapped market which they could explore.

"For the investors, rental rate psf was not the main pull factor, but the value and potential of the place to their business in

the long run. PKFZ has proven itself because 57 acres land were quickly taken up within two months [even] in this current pandemic time," Low notes.

of the PKFZ's

which is now

industrial zone,

100% taken up

He further elaborates that the investors were attracted by the special tax benefits in PKFZ that could save them cost while doing business in the long run, as well as the fact that Port Klang is one of the most important and strategically-located ports in the region.

"Malaysia has a neutral political status — some investors expect Malaysia will benefit from the US and China trade war," he shares.

Low says the free zone reintroduction session also attracted the attention of local and international investors looking for large tracts (of more than 50 acres) to set up their warehouses or manufacturing plants.

"It is a happy problem... But we are 100% taken up. Furthermore, none of our existing tenants are closing down their businesses and moving out due to the pandemic," he says.

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EP 15 EdgeProp.my

FRIDAY OCTOBER 16, 2020

COVER STORY



PKFZ offers well-established infrastructures and custom-made facility services.



← FROM PREVIOUS PAGE

The potential of a **port city**

LOW YEN YEING | EdgeProp.my

to view the

interview video

of Datuk

Lawrence Low

iven the recent overwhelming market response and outstanding performance of Port Klang Free Zone (PKFZ), chairman Datuk Lawrence Low is now drafting the intermediate and long-term development direction and plan for the zone.

"Port Klang is Malaysia's busiest port and one of the most important ports in the region. Port Klang shouldn't limit itself to being just a port with cargo and containers, but a holistic development, moving towards the direction of a port city," he shares.

He adds that the transformation of Port Klang to a port city that comprises other commercial elements will be the booster for PKFZ to move into the next development stage, for instance, the expansion of PKFZ 2, 3 or even PKFZ 4.

Looking at current businesses in PKFZ, Low describes the tenant-mix as "rojak", with various

tors — oil and gas, manufacturing, logistics, digital and IT, all in the same place.

The expansion will allow PKFZ to build different clusters or zones that offer better services and infrastructure that suit their needs. For instance, a halal zone, an IT zone and logistics zone could offer different products and facilities to the business operators.

"Like many successful free zones overseas, I think this is something we can explore and an idea we can adopt from the other success stories in the world," he says.

To make the expansion possible, Low adds that more needs to be done such as revisiting the development plan of the entire Port Klang, but the key factor is to enhance the attractiveness of the port.

"Port Klang is located in a remote area of Klang. It is far from commercial and residential developments and it lacks amenities and infrastructures that attract people to move, live and work here.

"If Port Klang could transform into a port city that comprises banking facilities, commercial, corporate office, residential and infrastructure, it complement PKFZ and Port Klang to unlock their greater value," he offers.

On this, PKFZ has offered its suggestions to the Port Klang Authority (PKA), which is in charge of the planning of Port Klang.

"Personally, I wish for the port city to happen because it will have a spillover and multiple effect on

business owners from different economic sec- not only the PKFZ, but the local market and industries," Low says.

> Meanwhile, the Westports, which is located about 5km from PKFZ, is also another catalyst for the free zone.

Westports is a multi-cargo terminal that primarily manages port operations dealing with container and conventional cargo. It also provides a wide range of port services such as marina services, rental services and other ancillary services. It handled an average of 10.8 million twenty-foot equivalent units a year and achieved 14% growth in 2019.

Location **Setia Alam** Subang Kuala **Straits** Lumpur of Malacca Klang Jaya • Klang Port Klang **Puchona** SELANGOR Westport 💽 Port Klang Free Zone Cyberjaya **Pulau Carey**

Prepare for the future

online shopping has become part of many people's lives to reduce close contact. No doubt, the logistics and supply chain industries are the biggest beneficiary.

"While digitalisation is the way forward, like it or not, it can't be 100% digitised because you will still need someone to transport goods from the seller to your doorstep. The logistics and e-commerce industries have never been so busy before, and due to that, we see what we are lacking in Malaysia to support the growth of the business — the logistics profession," Port Klang Free Zone (PKFZ) chairman Datuk Lawrence Low shares.

This was why he was very determined to have a university set up a logistics and e-commerce education institution in PKFZ.

'We managed to bring in TARUC (Tunku Abdul Rahman University College) to be one of the latest tenants of our 50-acre commerlogistics and e-commerce school in the area.

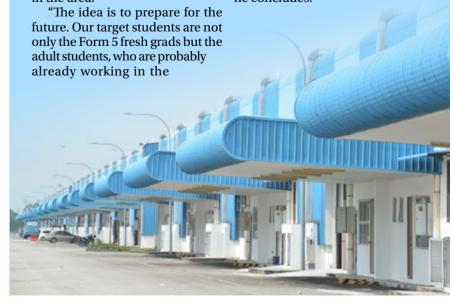
s the world enters the logistics and supply chain company new normal after the but do not have a professional outbreak of Covid-19, certificate and training," Low notes.

> He learned from logistics tenants that every year, they spend a fortune training their employees overseas or locally for the latest logistics skill and knowledge, hence the idea of setting up an educational institution in PKFZ.

> We will also talk to logistics companies for course sponsorship so that the graduates will get a job straight away in PKFZ after completing the course. We hope by then, we can contribute to the country's logistics industry and the future, as well as make some changes to the property skyline of Port Klang," he shares.

> Due to the pandemic, Low does not have a timeline for the education institution to start operations.

"We are in the very final stage of discussions. We go into every detail, including the syllabus, to ensure we do things right from the beginning. We hope we will be able to confirm and sign the contract in the next few months. cial zone. They have agreed to set However, about when it will be up probably the first largest scale up and running, it all depends on when the pandemic is over," he concludes.



COVER STORY



Industrial

propertyshines bright amidst pandemic

Industrial land price and rental trends in the Klang Valley



BY RACHEL CHEW

hile the Covid-19 pandemic has put a stop to almost all economic activities globally, except for certain industries are booming such as glove manufacturing, the industry property segment appears to be a silver-lining for the property market in Malaysia.

Despite a general weak property market, CBRE|WTW group managing director Foo Gee Jen observes that the average industrial land price for hot spots like Subang and Shah Alam are actually on thr rise, reflecting the increasing demand.

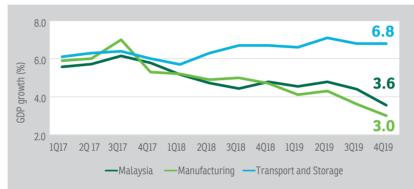
"In fact, industrial land price in Subang and Shah Alam has increased more than double to the current RM120 to RM150 psf, from RM15 to RM30 $\,$ psf back in the 1990s. We foresee the uptrend to continue," Foo said during his presentation session in the 13th Malaysian Property Summit organised by the Association of Valuers, Property Managers, Estate Agents and Property Consultants in the Private Sector Malaysia (PEPS) on Oct 13, 2020.

Meanwhile, the average rental of warehouses in Shah Alam and Subang also continued to rise in the past decade, from RM1.20 - RM1.40 psf to RM1.80 - RM2.10 psf in 2018.

He attributes the rapid growth of the transport and storage sector to the rising demand of internet shopping. It has outperformed the average 5% Gross Domestic Product (GDP) at an average annual growth of 6.5% from 2017 to 2019.

Despite industrial property seeing a decline of 30% in transaction volume for the first half of 2020, the market demand is intact as there are still many enquiries for industrial properties in the Klang Valley, Johor and Penang areas, even during the MCO period, adds Foo.

Malaysia's industrial activities (past three years)



Foo: We may be in a better position in terms of hard infrastructure but we should now focus more on the soft infrastructure.

one of the countries with the highest e-commerce penetration rate at 60% to 62% even before the pandemic. As the pandemic hit, the penetration rate is even higher and further drives the growth of the sector," Foo explains.

The trend is evident in the recent mega warehouse investments in Malaysia, for example the setting up of the one million sq ft Ikea regional distribution and supply chain centre in Pulau Indah, as well as AREA Logistics' warehouse with a built-up of 1.5 million sq ft in Ampang.

To further fuel the growth momentum, the government has introduced several projects or infrastructure developments to improve the connectivity and facilitate future industrial needs. These initiatives include the National Transport Policy, East Coast Rail Link, Serendah-Port Klang Rail Bypass and development of Carey Island.

Nevertheless, Foo believes more can be done to maximise the value of the sector to offer more

Citing the Logistics Performance Index 2018 caused by abrupt lockdowns.

Logistics performance index 2018



"This could be partly due to Malaysia being by World Bank, Foo highlighted that Malaysia was ranked 41st, far behind Singapore (7th), Thailand (32nd) and Vietnam (39th).

> Malaysia also allocated a lower national budget of less than 5% to enhance the country's infrastructure in 2017, while neighbouring countries such as Indonesia, Thailand and the Philippines each committed over 20%.

> "We may be in a better position in terms of hard infrastructure but we should now focus more on the soft infrastructure, such as logistics tracking and tracing, as well as training the professionals," Foo shares.

> Nonetheless, he believes the industrial property sector is still a promising one in the current uncertain times. "Though the rental outlook is neutral in the short to middle term, the prime areas and modern facilities will stand firm on the higher side of market rental."

> Moving forward, Foo says the industry players should also relook at the warehousing practice, from "Just In Time" inventory to larger inventory to mitigate unpredictable supply chain disruption

Rising demand

Being in the industry for over 10 years, CID Realtors Sdn Bhd's team leader of industrial division Norman Soo affirms that the industrial property market in the Klang Valley is not showing any sign of slowing down.

"In fact, there have been more enquiries in the past few months, even though we can only focus on the local buyer or tenant now as the oversea investors couldn't fly over to Malaysia for viewing. The problem is, we do not have enough supply to offer. Majority of the tenants or buyers are looking to buy in Port Klang or Shah Alam," he tells EdgeProp.my.

Although industrial property transactions have slowed down in October, Soo didn't see this as a big issue as the year-end is normally the low season.

"I believe the transaction volume and price will continue to arow in the short to medium term, supported by the rising demand for warehouses and limited market supply," he shares. He also points out that generally, the industrial property price has continued to grow despite the pandemic environment.

"There were cases asking for higher selling prices than pre-pandemic times and they were still sold, specially in hot spots like Port Klang. The market has not been dampened by the pandemic," Soo notes, adding that 80% of the buyers were from the manufacturing and logistics business sector.

Meanwhile, senior negotiator of The Roof Realty Sdn Bhd Sonia Soh shares a different view on the industrial property.

"Industrial property prices have come down a little but it is not significant. It is mostly because the owner is more open to negotiate on the selling price, and asking rental and leasing terms. However, I agree that generally, the market has stronger interest and much more enquiries on industrial properties than other property segments due to supply being much less than demand," she comments.



business owners looking for warehouse space since the pandemic hit.

Soo: I believe the transaction volume to grow in the short to medium term

Most of the industrial property transactions handled by Soh were rental deals from a variety of business sector owners such as timber, manufacturing and warehouse.

"There are more business owners looking for warehouse space since the pandemic hit. They prefer convenient locations such as Port Klang and Shah Alam. However, it is not easy to match a buyer or landlord and a seller or tenants due to limited supply," she offers.

CID Realtors' Soo concurs with Soh, adding that the price is not the biggest consideration for tenants and buyers, but the match-making for seller and buyer, to fulfill buyer's (or tenant's) needs for the right location and right size

"For example, there are people who are enquiring about the Port Klang Free Zone, eyeing the tax benefits, but unlike other parts of Port Klang, PKFZ's plots are only available for rent, and furthermore, it is 100% taken up," Soh says.

He also shares that industrial properties, which are generally owned by corporations that have better holding power than individual investors, would not let go of good property easily.

"Besides facilitating their business operations, a well-located industrial property also provides the prospect of capital appreciation in the future. Therefore, an industrial property in the right size and right location is always a recession-proof segment," he concludes.





and price will continue

Housing affordability: THE REALITY

o many, the building of over-priced houses by "profit-seeking" developers has caused the aggravation of housing affordability in the country, thereby leading to a spike in the number of overhangs in the market.

This argument is supported by the rise of completed unsold stock for houses priced between RM500,000 to RM1million and more than RM1 million. Both of these categories are contributing to as high as 30.5% and 12.5% of the total overhang in 2Q2020, compared with only 3.8% and **0.4%** of the total overhang in 2008 (Figure 1).

However, it is too simplistic to conclude that the high number of overhangs is the end result of high house prices that have gone was falling, from 23,133 in 2010 far beyond people's affordability level.

First, there are still a large number of completed unsold units priced at RM500,000 and below, with the percentage of 56.9% in 2Q2020; and 55.7% of these houses are under the category of **RM300,000 and below**.

While these type of unsold units is often referred to as products located in less-appealing locations that are not meeting the mass market demand; one should realise that not all these houses are "location-mismatched products"

homes are likely derived from not increasing as quickly as the those that are under the government's **price-controlled social** housing schemes (i.e. RUMAH-WIP, PR1MA, RSKU, etc.). The portion contributed by free-market houses is deemed limited.

launch a project that suffers losses. Any private development will be backed up by detailed plan-



counter any potential risks in the subsequent development phases.

A high number of overhang units priced at RM300,000 and below may, in fact, indicate that the problem of today's housing affordability runs deeper than one can imagine.

Besides, the rise of overhang units does not correlate with the increase of house prices. House prices have escalated since 2010, with a growth of **5.5%** to **10.9%** in 2011, and further to 13.4% in 2012. While house prices continued to grow at a rate of 11.2% in 2013, 9.4% in 2014, and 7.4% in 2015, the number of overhangs to 13,547 in 2013, and further down to **11,316** in 2015 — being the lowest since 2003 (Figure 2).

Let us assume that the high overhang units are the direct outcome of high house prices, the number of overhangs should be growing in tandem with the escalating house prices. Since it doesn't, this indicates that high house prices are not the main cause of overhangs.

In fact, today's overhang and housing affordability problem is likely a reflection of the decreasing purchasing power among mass market buyers. This hap-Even if there are any, these pens when household income is overall cost of living, and along with it, their ability to afford a house.

decline in housing demand and Asian countries. a less active housing market. A Developers would not simply clearer picture on "how slowaffected the Malaysian housing moderating throughout the peaffordability" can be obtained riod of 1990 to 2019; except for ning and convincing feasibility by studying the growth of house Malaysia and Hong Kong, where for Malaysia and Hong Kong, study before kicking off, so as to prices against the growth of in- house prices in these two coun- where income growth in these

FIGURE 1: Distribution of residential overhang units in Malaysia, by price range, 2008 - 2Q2020

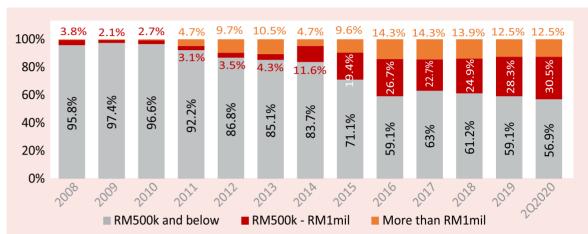
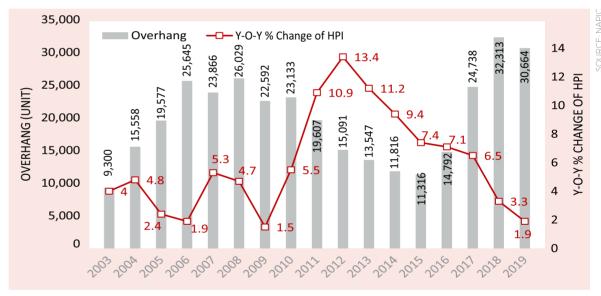


FIGURE 2: Overhangs vs. Y-O-Y % Change of HPI, 2003 - 2019



As one could observe, house prices in all these countries are

trend, with a significant growth trend in 2010 to 2019.

Likewise, income growth in all er than the house prices growth throughout 1990 to 2019; except

This, then, translates into a come in Malaysia and selected tries are generally on a rising two countries is found to be lower than the house prices growth especially in 2010 to 2015.

The respective compound ing income growth has severely either trending downwards or these countries is generally high- annual growth rate (CAGR) for house prices and income in Malaysia is **7.63%** and **1.94%**; while in Hong Kong, the respective CAGR for house prices and income is **9.86**% and **5.45**%. While Japan, too, showed a lower income growth in 2010 to 2015, against a CAGR house price growth at **0.96**%, the divergence is much smaller than the one in Malaysia and Hong Kong, owing to Japan's moderating house prices.

> In the case of Malaysia, it has experienced the most drastic house prices escalation during **2007 to 2014**, with a CAGR of 11.4%, against the growth rate of income, at a CAGR of 6.4%.

> House prices skyrocketed during this period not only due to the introduction of developer interest-bearing scheme (DIBS) that helped drum up the buying sentiment: but it was also attributed to the **favourable**

TABLE 1: CAGR for HPI and GDP per Capita Index (2000 - 2019) and average house price (US\$/m²) for selected countries

COUNTRY	CAGR								AVERAGE
	2000 -2005		2006 -2010		2010 -2015		2016 -2019		HOUSE PRICE (US\$/M²)
	HPI	GDP PER CAPITA INDEX	HPI	GDP PER CAPITA INDEX	НРІ	GDP PER Capita index	HPI	GDP PER Capita index	IN 2019
Malaysia	1.22%	6.69%	1.31%	10.10%	7.63%	1.94%	2.76%	3.49%	1,667.65
Singapore	3.89%	2.95%	7.09%	9.54%	-0.96%	3.33%	1.11%	4.05%	12,505.47
Thailand	1%	7.56%	-0.59%	11.90%	2.69%	2.83%	2.12%	7.54%	2,689.64
Indonesia	2.76%	12.04%	-4.83%	19.81%	0.98%	1.31%	-0.50%	5.54%	945.90
Japan	-5.38%	0.70%	-1.60%	3.65%	0.96%	-4.95%	2.06%	3.89%	5,923.45
Korea	2.72%	9.61%	1.27%	3.55%	0.59%	4.48%	0.70%	2.53%	8,311.44
China	NA	NA-	2.34%	21.03%	-1.25%	12.14%	3.99%	6.20%	5,265.69
Hong Kong	1.89%	0.70%	7.99%	4.07%	9.86%	5.45%	3.34%	2.81%	23,977.86

(Note: CAGR is calculated based on data source from NAPIC; DOSM; FRED)

Widening gap between income and house prices

← FROM PREVIOUS PAGE

lending policy and built-up speculative **herd instinct** among buyers and investors that increased the deviation of house price from its fundamentals.

the same time, expanded its credit by engaging in an expansive monetary policy in order to increase the money supply available to borrow, to spend, and to invest.

As a consequence, house prices have badly inflated, leading to the deterioration of housing affordability nationwide. Even though house prices have seen moderation over the past few years (since 2017), the gap between income and house prices is still widening, owing to the weak performance of the country's economy.

Following the outbreak of Covid-19 in 2020, the gap between house prices and income is expected to widen further, and housing affordability will still be a challenging issue in the coming years.

The worrying trend now is that households have less discretionary income to spend, as a sizable portion of their income has been devoted to servicing debt obligations as well as confronting the escalating

These households — mainly from the B40 and M40 income groups — tend to expose tries that have a relatively lower GDP per

themselves to the phenomena of "house **poor**" (or to be referred to as "house rich, cash poor"), where they are short of cash after the allocation of an exorbitant percentage of their monthly budget on homeownership To add salt to the wound, the country, at including mortgage payments, property taxes, maintenance, and utilities.

> They may probably need to make unrealistic compromises in other areas of their lives, which could be detrimental to future consumption, activity, and emergency. This also explains why houses in Malaysia are perceived as "expensive" by locals, but are rather "cheap" in the eyes of foreign investors.

> By comparing the per metre square of average house prices (US\$/m²) among countries worldwide, one can see that house prices in Malaysia (US\$1,668.65/ m²) are not "expensive" based on international standards.

> The country's house price is far behind most Asian countries such as Hong Kong (US\$23,977.86/m²), Singapore (US\$12,505.47/m²), South Korea $(US$8,311.44/m^2)$, Japan $(US$5,923.45/m^2)$ m^2), China (US\$5,205.69/ m^2), and Thailand (US $$2,689.64/m^2$).

> Now take a look at the country's house price compared with other Asian coun

"By comparing the per metre square of average house prices among countries worldwide, one can see that house prices in Malaysia are not 'expensive' based on international standards."

capita, such as Vietnam (US\$1,534.55/ m^2), Iran (US\$1,527.48/ m^2), Philippines (US\$1,287.83/m²), **Sri Lanka** (US\$1,257.31/ **Nepal** (US $$1,050.82/m^2$), **India** $(US$1,045.70/m^2)$, **Iraq** $(US$1,009.76/m^2)$, and **Indonesia** (US\$945.90/m²).

House price in Malaysia is still not "expensive", considering the quality, standard, and the size of houses being offered. In this sense, it is not that houses in the country are too "expensive" to be afforded, but the reality is that the mass market buyers are too "poor" to afford a house.

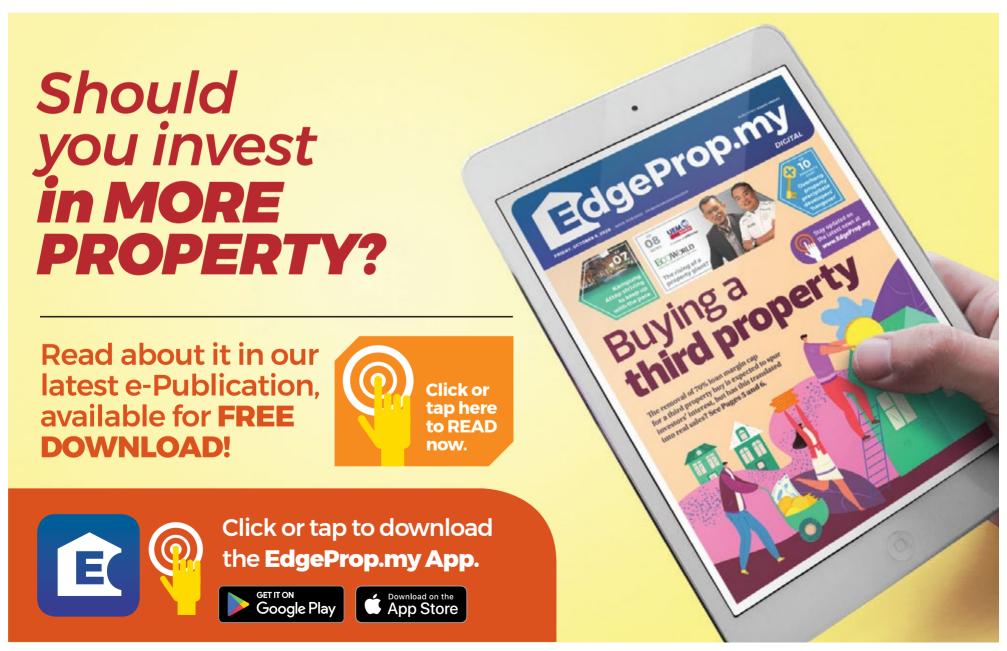
Suppose the main driver of the problem is the badly impaired people's purchasing power (which sounds more like an economic issue), mandating private social houses that are aimed to serve the of product research & development

low-income group (just like tackling a social problem) will never be able to increase people's housing affordability level. Instead, such policy movement will lead to the profound structural problem in the housing market — **cross-subsidisation** which tends to pass-on the tax burden in building price-controlled housing to the free market house buyers.

The government should realise that when wages and salaries are not catching up with the prices of commodities that continually increase, the housing affordability level is inevitably decreased.

To complete the picture in solving the issue of housing affordability, measures to address the problem should not be limited to those financial supports given to the buyers, but also to include ways to incentivise builders in supplying houses, such as sun-setting outdated and onerous rules, streamlining and expediting development approvals, as well as eliminating unnecessary requirements.

These measures will surely facilitate the establishment of an environment that promotes healthy, responsive, affordable, and high-opportunity housing markets.





Aspen Group putting high hopes on glove making

BY CHELSEY POH

enang-based property developer Aspen (Group) Holdings Limannounced the company's latest venture into the rubber glove manufacturing business in August this year, as a move to diversify from its property development business.

Anticipating a bleak outlook in the near future, the developer has made a bold move in partnering with CMY Capital Sdn Bhd (CMY), an investment holding company founded by prominent businessman Tan Sri mainly come from three key areas Chua Ma Yu, and another investor to tap into the glove-making and distribution business.

Under the joint venture company — Aspen Glove Sdn Bhd, Aspen Group will be taking 70% shares through its wholly-owned subsidiary Aspen Vision All Sdn Bhd (AVA); while CMY and Aspen Glove's managing director Iskandar Basha, will own the 25% and 5% of the shares, respectively.

In an interview with EdgeProp. my, Aspen Group president and CEO Datuk Murly Manokharan reveals explore other types of gloves such that the new business venture is ex- as industrial gloves. pected to bring in as much as RM250 "We plan to make glove manumillion revenue in 2021 and RM700 facturing one of our core businessmillion in 2022 for the company.

Aspen Group's revenue stood at RM287.94 million for the financial year ended Dec 31, 2019 (FY2019), and RM108.16 million for the first half of FY2020.

The manufacturing plant will be built on an 11.87-hectare land in Kulim Hi-Tech Park, Kedah — it is expected to be completed in March 2021 and will begin production soon Despite taking a cautious view on after the completion.

Phase 1A of the facility will come with an annual glove production capacity of 1.5 billion pieces. Murly continue to be an important seg-

adds that the manufacturing facil- ment for Aspen Group. ity could "conservatively" produce around 700 million pieces of gloves is the master developer of the 245for the market in 2021.

Right after the diversification ited (Aspen Group) has announcement, he said the JV company has received overwhelming buying interest for gloves, and the enquiries and demand the company received are "more than we can cater for next year".

'We foresee in the next three to five years, the glove segment's revenue contribution would be far more significant than our property development and F&B segments," he says.

The strong demand for gloves - consumption by frontliners in dealing with the Covid-19 pandemic, governments around the world building up their future glove stockpile, as well as industries that are looking to increase their hygiene standards such as F&B, food packaging and airlines, just to name

For now, Aspen Glove plans to focus on medical gloves at the initial stage as the company foresees a supply shortage in the near term, while in the future it would also

es. This is a major diversification, and we would strive to become a key player in the glove manufacturing industry," Murly notes.

Industrial property segment is blooming

the property market in the near term, Murly stresses that the property development segment would

The Singapore-listed company acre Aspen Vision City in Batu Kawan, Penang. The developer also joint-ventured with IKEA Southeast Asia and brought in the first IKEA lifestyle furniture store in the Northern region.

The company does not have any new launches in the pipeline for 2021, except for one industrial development — a logistic hub which will be built on a 71-acre leasehold plot in Section 16, Shah Alam.

construction next year, eyeing to fill the gap of the surging demand for industrial properties from logistics and e-commerce business operators.

"The property sector is now go-flagship development — Aspen ing through a consolidation process. In the short term, we are very cautious in all property sectors, except industrial properties," he notes.

Taking a slower pace

On other property segments, Murly reckons that developers are going in Batu Kawan, Penang is about through a hard time to plan for new launches in the upcoming six months or next year, mainly because commercial developments largely rely on market dynamics.

He notes that the company is looking at not more than RM450 million in gross development value (GDV) for new launches in 2021.

"We are looking for some [new] launches next year, but at the moment we see no clear indication on when we can launch new projects," says Murly, adding that the company would focus more on clearing existing inventories and recalibrate product strategies.

Murly says the project will start Group's future launches include Vittoria Financial Centre (office March 14, 2019. The lifestyle fursuites), Vogue Lifestyle Residence niture store has a total floor area (mixed development with homes, retail units, hotel and offices) in its

Vision City, as well as an integrated development called HH Park in Tanjung Bungah, Penang.

'Fortunately, we have an unbilled sales of RM850 million that could last at least two to three years," he says.

To date, Aspen Vision City located along Lebuhraya Bandar Cassia 40% completed (including the infrastructure construction).

'We have launched 50% of the township. The remaining 50% would be commercial and residential developments to be launched in the next 10 years," Murly adds.

Launched in 2016, Aspen Vision City has an estimated GDV of RM13 billion. The integrated township comprises residential developments, offices, shopping centres, a hotel, an international school, a 150-bed medical centre, a business district and a 25-acre park.

In partnership with IKEA Southeast Asia & Mexico, the first IKEA According to its website, Aspen in the northern region of Malaysia was opened in the township on of 158,081 sq m.

> Meanwhile, a new drive-thru concept next to IKEA Batu Kawan will be operational by mid-2021, with its first partner being a 35,000 sq ft McDonald's restaurant.

> According to Murly, the freehold township has approval to build 12,000 residential units. As of now, around 3.500 residential and commercial units in the township have been built and around 80% of them have been sold.

> Housing demand at Batu Kawan and its surrounding areas is fueled by the industrial areas nearby. "Furthermore, the commercial components at Aspen Vision City would also be a pull factor for more people to come," he says.

> Looking beyond the near-term market weakness, Aspen Group is exploring development opportunities in the Klang Valley. "We are constantly looking out for chances to buy landbank at attractive prices, especially in Penang and the Klang Valley," Murly furthers.

> "Property is a long-term investment, and the industry is cyclical. In five to 10 years down the road, we firmly believe that the property market will be robust," he concludes.











Properties for sale and rent



RM15,800,000

Hartamas Heights, Dutamas, Kuala Lumpur

Type: Bungalow Tenure: Freehold Built-up: 5,279 sq ft Land size: 10,086 sq ft Bedroom: 6 Bathroom: 7

Tay Yen Sing (REN 29659)

TECH REALTORS PROPERTIES SDN BHD (E (1) 1492) \$\\$+6012 335 0520



RM12,500,000

Taman Duta, Kuala Lumpur

Type: Bungalow Tenure: Leasehold Built-up: 15,000 sq ft Land size: 20,000 sq ft Bedroom: 7

Tengku Noormah (REN 11869)

VANISHA REAL ESTATE COMPANY (E (3) 0469) \$\display=6019 223 9182



RM1,000,000

Tari 3 @ Alam Impian, Shah Alam, Selangor

Type: Terraced house Tenure: Freehold Built-up: 2,796 sq ft Land size: 2,125 sq ft Bedroom: 5 Bathroom: 5

Adila Rozali (REN 23153)



RM114,000

Jenjarom, Selangor

Type: Factory Tenure: Freehold
Built-up: 76,654 sq ft Land size: 4 acres

Thean (REN 02316)

MIDAS PROPERTIES (E (3) 0677) +6012 203 5517



RM998,888

Seaview Court, Bintulu, Sarawak

Type: Condominium Tenure: Leasehold Built-up: 1,776 sq ft Bedroom: 4 Bathroom: 4

Thomas Thi (REN 31138)

WEREG PROPERTIES (E (3) 1867) \$\\$ +6016 260 2880



RM2,200/mth

Verve Suites, Mont'Kiara, Kuala Lumpur

Type: Condominium Tenure: Freehold Built-up: 462 sq ft Bedroom: 1 Bathroom: 1

Tracy Tan (REN 02529)

RGROUP 6 SDN BHD (E (1) 1707/6) \$\\$ +6012 223 3203

SOLD FOR RM2.85 mil (RM578 psf against land size))

Bungalow, Taman Seputeh, Seputeh, Kuala Lumpur



of Pepite Real Estate (+6016 222 9045) When: May 2020



Noteworthy

- Built-up size: 3,000 sq ft
- Land size: 4,928 sq ft
- Freehold
- •5 bedrooms; 3 bathrooms
- Semi-furnished
- Amenities:
 Shopping mall,
 restaurants,
 schools,
 hospital, Seputeh
 KTM station,
 supermarkets and
 commercial area.
- Just a few minutes away from federal highway and New Pantai Highway

Taman Seputeh is one of the oldest landed residential developments in Seputeh. It is located just by the Federal Highway and opposite Mid Valley Megamall. It is located within the mature Seputeh area and surrounded by various amenities such as supermarket, shopping mall, schools, hospital and public transport stations such as Seputeh KTM.

According to Pepite Real Estate real estate agent Zack Ng, Taman Seputeh is a popular address for homebuyers who are looking for a quiet and serene living environment in a central location, as Seputeh is only a few kilometres away from the Kuala Lumpur city centre.

Ng, who concluded the deal for a double storey bungalow house in Taman Seputeh in May, tells EdgeProp.my that the seller who is planning to "right size" his living space, was letting go of the spacious house that comes with a porch that can fit four cars.

"He is also happy that the bungalow is well kept and is a freehold property," Ng shared.

According to EdgeProp research data, the average transacted price for houses in Taman Seputeh is RM1.75 million or RM457 psf against the land size in 2019. There were a total five transactions recorded last year.

As at September this year, Taman Seputeh has seen two transactions at an average transacted price of RM2.15 million or RM667 psf.

There are 51 houses in Taman Seputeh listed for sale in EdgeProp.my as of September. The average asking price is RM5.32 million or RM476 psf against land size.

Meanwhile, there are 16 houses looking for tenants. The average monthly asking rental is RM12,000 or RM2.1 psf.



RM10,800,000

Mines Wellness City, Seri Kembangan, Selangor

Type: Bungalow Tenure: Leasehold Built-up: 13,500 sq ft Land size: 13,000 sq ft Bedroom: 7 Bathroom: 8

Tony Lee (REN 17619)



RM10,000,000

The Peak, Ampang, Selangor

Type: Bungalow Tenure: Freehold

Built-up: 10,500 sq ft Land size: 10,092 sq ft

Bedroom: 5 Bathroom: 10

Usha Sha (REN 17124)



RM1,700/mth

Menara Belfield, Kampung Attap, Kuala Lumpur

Type: Condominium Tenure: Freehold Built-up: 1,055 sq ft Bedroom: 3 Bathroom: 2

V- Hong Tan (REN 21921)

ORIENTAL REAL ESTATE SDN BHD (E (1) 1503/5) \$\\$+6012 273 5772



RM 2,500/mth

South View Serviced Apartments, Pantai, Kuala Lumpur

Type: Condominium **Tenure:** Freehold **Built-up:** 815 sq ft **Bedroom:** 2 **Bathroom:** 2

Viannie Chua (REN 34954)



RM25,300/mth

Menara Weld, Jalan Raja Chulan, Kuala Lumpur

Type: Office **Tenure:** Freehold **Built-up:** 4,600 sq ft

Victor Lim (REN 09135)

CBD PROPERTIES SDN BHD (E (1) 1197)

****+6019 280 2788



RM5,950,000

Tropicana Golf & Country Resort, Tropicana, Selangor

Type: Bungalow Tenure: Leasehold Built-up: 6,000 sq ft Land size: 9,000 sq ft Bedroom: 6 Bathroom: 7

Vincent Liaw (REN 05103)

GATHER PROPERTIES SDN BHD (E (1) 1536/6)

**** +6016 847 3577



SPOTLIGHT







Properties for sale and rent

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RM16.661.700

Taman Sri Muda, Shah Alam, Selangor

Type: Residential land Tenure: Freehold Land size: 196,020 sq ft

Vincent Tan (REN 11490)

QUINCO REALTY SDN BHD (E (1) 1796) ****+6019 262 8399



RM18.000/mth

East Residence @ KLGCC, Damansara, Kuala Lumpur

Type: Townhouse Tenure: Leasehold Built-up: 4,433 sq ft Bedroom: 5 Bathroom: 6

Vincent Wan (REN 04082)

PRESTIGE PROPERTIES SDN BHD (E (3) 1120) **** +6013 966 5552

RM37,780,000

Plaza Sentral. KL Sentral. **Kuala Lumpur**

Type: Office Tenure: Freehold **Built-up:** 28,100 sq ft

Vinnie Yiw (REN 40295)

JLL PROPERTY SERVICES (MALAYSIA) SDN BHD (E (1) 1511) \$\square\$ +6016 220 6570

RM1,600,000

Bukit Wangsamas, Wangsa Maju, **Kuala Lumpur**

Type: Terraced house Tenure: Leasehold Built-up: 3,700 sq ft Land size: 2,160 sq ft Bedroom: 6 Bathroom: 4

Vivian Ong (REN 00426)

FULL HOMES REALTY SDN BHD (E (1) 1501/3) **** +6016 212 2689

RM790.000

Damansara Foresta, Bandar Sri Damansara, Selangor

Type: Condominium Tenure: Freehold Built-up: 1,425 sq ft Bedroom: 4 Bathroom: 3

Wenda Tee (REN 31380)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452) **** +6013 348 9163



RM850,000

Bukit Jelutong, Selangor

Type: Terraced house Tenure: Freehold Built-up: 2,300 sq ft Land size: 1,650 sq ft Bedroom: 4 Bathroom: 4

Winny Su (REN 00355)

TECH REALTORS PROPERTIES SDN BHD (E (1) 1492) **** +6017 298 1800

SOLD FOR

RM800,000 (RM620 psf)

Condominium unit, Ameera Residences, PJ, Selangor



Concluded by: Swiss Tan PRO (PEA 2710) of IQI Realty Sdn Bhd (+6013 228 8881) When: July 2020



Noteworthy

- Built-up: 1,289 sq ft
- 3 bedrooms;
- 2 bathrooms • Low floor bare unit
- Facilities: swimming pool, gymnasium, hall, children's playground, designer landscaped walkways and 24 hours security
- Walking distance to schools and institutions, restaurants, corporate offices and shopping malls

Developed by SDB Properties, Ameera Residences was completed in 2010. It houses 290 units that is spread over two towers.

Located along Jalan SS2/72, the low density Ameera Residences is surrounded by many amenities such as schools and institutions, restaurants, corporate offices, clinics and hospitals, shopping malls and banks.

According to IQI Realty Sdn Bhd real estate agent Swiss Tan, Ameera Residences is an ideal project for both self occupation and investment.

She has recently concluded a deal in Ameera Residences, whom the seller is an investor, and has been renting out the 3-bedroom unit for rental income.

"The investor decided to cash out of the investment.

Meanwhile, the buyer was looking for her first home. She loves this project as it is very close to her parents' home and the unit is in good condition," Tan shared.

She added that the buyer is also happy with the reasonable asking price -- the unit was sold at RM800,000.

According to EdgeProp Research, six units at Ameera Residences were sold in 2019 at an average transacted price of RM995,833 or RM690 psf. No transaction is recorded yet in 2020.

As of early October, six units at Ameera Residences were listed for sale in EdgeProp.my. The average asking price is RM1.35 million or RM765 psf.

Meanwhile, there are nine units for rent at an average asking monthly rental of RM4,844 or RM2 psf.



RM2,600/mth

ViPod Residences (6 Kia Peng), **KLCC**, Kuala Lumpur

Type: Condominium Tenure: Freehold Built-up: 635 sq ft Bedroom: 2 Bathroom: 1

William Chin (REN 13381)

MAGMAS REALTY (E (3) 0509) **** +6012 519 5055



RM13,000/mth

Mutiara Damansara, Selangor

Type: Bungalow Tenure: Freehold Built-up: 6,000 sq ft Land size: 9,000 sq ft Bedroom: 7 Bathroom: 6

Wlliam Tan Koon Leng (PEA 1315)

IQI REALTY SDN BHD (E (1) 1598/1) **** +6014 313 1931



RM1,980,000

SS 3, Petaling Jaya, Selangor

Type: Bungalow Tenure: Freehold Built-up: 3,500 sq ft Land size: 3,250 sq ft Bedroom: 5 Bathroom: 3

Wong Hon Lee (REN 03813)

MAXLAND REAL ESTATE AGENCY (E (3) 0769) ****+6016 208 8062



RM4,800/mth

Suasana Sentral Loft, KL Sentral, **Kuala Lumpur**

Type: Condominium Tenure: Freehold Built-up: 1,543 sq ft Bedroom: 3 Bathroom: 3

Yat Min (REN 31294)

WTW REAL ESTATE SDN BHD (E (1) 0507/6) **\$** +6018 661 3088



RM4,300/mth

9 Bukit Utama, Bandar Utama, Selangor

Type: Condominium Tenure: Freehold Built-up: 2,600 sq ft Bedroom: 4 Bathroom: 4

Yeong Chun Chieh (REN 20790)

BIG PLUS PROPERTIES SDN BHD (E (1) 1834)

\$\ +6012 890 0043



RM18,800,000

Shah Alam. Selangor

Type: Factory Tenure: Leasehold Built-up: 57,741 sq ft Land size: 87,120 sq ft

Yong Hao Sit (REN 09622)

REGIONAL REAL ESTATE (E (3) 1274)

****+6012 690 8291

Properties for sale and rent



Residential



Click/tap on each listing to visit the listing's page



RM500,000

Tiara Kelana, Petaling Jaya, Selangor

Type: Condominium Tenure: Leasehold Built-up: 1,441 sq ft Bedroom: 3 Bathroom: 2

Yoong Shiun Yan (PEA 1320)

HARTAMAS REAL ESTATE (MALAYSIA) (E(1) 1439) **** +6019 288 2356



RM20.000/mth

Bukit Angkat, Balakong, Selangor

Type: Factory Tenure: NA Built-up: 16,400 sq ft Land size: 16,400 sq ft

Zac Lim (REN 19685)

HARTAMAS REAL ESTATE (M) SDN BHD (1439) **** +6017 579 3815



RM2,100,000

28 Mont Kiara, Mont'Kiara, **Kuala Lumpur**

Type: Condominium Tenure: Freehold Built-up: 3,000 sq ft Bedroom: 4 Bathroom: 5

Adriel Lim (REN 03321)

PRIMA PROPERTY AGENCY (E (3) 0241) **** +6012 685 5755

Zaffri (REN 42385)

RM850,000

Orkestra @ Alam Impian.

Shah Alam, Selangor

Bedroom: 4 Bathroom: 4

WEISE INTERNATIONAL PROPERTY CONSULTANTS SDN BHD (VE (1) 0241) \$\infty\$+6019 696 9790

Type: Terraced house Tenure: Freehold

Built-up: 1,920 sq ft Land size: 2,169 sq ft



RM730,000

Gardenview Residence, Cyberjaya, Selangor

Type: Condominium Tenure: Freehold Built-up: 1,690 sq ft Bedroom: 4 Bathroom: 3

Zairi (REN 01461)

IQI REALTY SDN BHD (E (1) 1584) ****+6010 783 0629



RM 1,150,000

Sri Carcosa, Seremban, **Negeri Sembilan**

Type: Semidee house Tenure: Freehold **Built-up: 3,200 sq ft Land size: 3,825 sq ft Bedroom:** 6 **Bathroom:** 5

Zhafri Aiman (REN 38103)

IQI REALTY SDN BHD (E (1) 1584)

**** +6012 396 3080



RM3,000,000

Taman Ampang Utama, Ampang, Selangor

Type: Bungalow Tenure: Leasehold Built-up: 6,000 sq ft Land size: 6,500 sq ft Bedroom: 8 Bathroom: 7

Ahmad Fikri (REN 19341)

HUNT PROPERTIES (BANGI) SDN BHD (E (1) 1498/3) **** +6012 578 7390



RM460,000

Taman Seri Pristana, Sungai Buloh, Selangor

Type: Terraced house Tenure: Leasehold Built-up: 1,790 sq ft Land size: 1,400 sq ft **Bedroom:** 4 **Bathroom:** 3

Ziana (REN 27787)

ORIENTAL REALTY (E (3) 0050/20)

**** +6013 333 3504



RM2,200/mth

Bangsar, Kuala Lumpur

Type: SOHO Tenure: Freehold Built-up: 547 sq ft Bedroom: 1 Bathroom: 1

Zilla Ahmad (REN 18326)

JYMS PROPERTIES SDN BHD (E (1) 1112) ****+6012 790 1887



RM2.880.000

Tropicana Golf & Country Resort, Tropicana, Selangor

Type: Semidee house Tenure: Leasehold Built-up: 4,100 sq ft Land size: 4,000 sq ft Bedroom: 5 Bathroom: 6

Zoe Ong (REN 00379)

TECH REALTORS PROPERTIES SDN BHD (E (1) 1492) **** +6010 278 2202



RM799.000

Indah Gemilang, Batu Caves, Selangor

Type: Terraced house Tenure: Freehold

Built-up: 2,000 sq ft Land size: 1,540 sq ft Bedroom: 4 Bathroom: 3

Zull Ariffin (PEA1829)

RIZQ REALTY (E (3) 1880)

**** +6019 212 4461



RM2,200,000

Banyan Close, Bangi, Selangor

Type: Bungalow Tenure: Freehold Built-up: 4,168 sq ft Land size: 8,500 sq ft Bedroom: 5 Bathroom: 5

Zuraidah (REN 17983)

LEGACY REAL PROPERTY SDN BHD (E (1) 1925) ****+6019 221 5106



RM350,000

Taman Desa Permai, Klang, Selangor

Type: Terraced house Tenure: Freehold Built-up: 1,000 sq ft Land size: 1,400 sq ft Bedroom: 4 Bathroom: 2

Zuraini Zallin (PEA1699

RESCOM REALTY (VE (3) 0244) ****+6019 663 1526



RM420,000

Bandar Puncak Alam, Selangor

Type: Terraced house Tenure: Leasehold Land size: 1,400 sq ft Bedroom: 4 Bathroom: 2

Ahlan Property (REN 03689)

TOGETHER PROPERTIES (E (3) 0503)

****+6019 258 6275



RM 1,950/mth

Grace Ville, Kota Kinabalu, Sabah

Type: Condominium Tenure: Leasehold Built-up: 1,670 sq ft Bedroom: 4 Bathroom: 3

Abby Tan (REN 20757)

IQI REALTY SDN BHD (E (1) 1584/9)

**** +6017 261 6216



RM10,454,400

Pekan Nanas, Johor

Type: Agricultural land Tenure: Freehold Land size: 1,045,440 sq ft

Adeline Lee (REN 02761)

IQI REALTY SDN BHD (E (1) 1584/6)

****+6016 715 2226

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