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by **5pm, Monday, 11 January 2021**

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Datuk Joseph Lau

Chief Executive Officer
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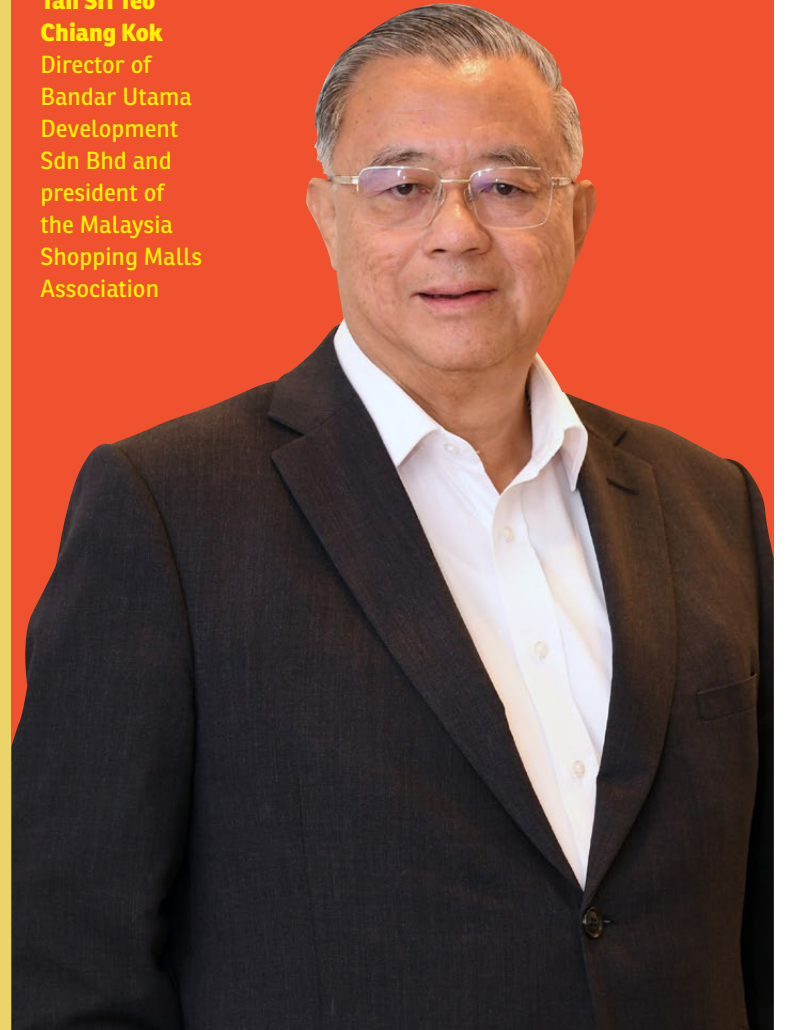
Live
DETAILS
ON PAGE 6



ATTRACTING SHOPPERS AGAIN

Mall operators are facing a tougher time now as compared to the MCO period. Turn to Pages 7 to 10 to find out how they deal with the challenges.

Tan Sri Teo Chiang Kok
Director of Bandar Utama Development Sdn Bhd and president of the Malaysia Shopping Malls Association



Chris Chong
IOI Properties Group Bhd's Mall Operations senior general manager



Sara Fang Horton
UEM Sunrise Bhd's managing head of retail strategy



HC Chan
CEO of Sunway Malls & Theme Parks




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Local buyers have either delayed or cancelled their plans to acquire property following the Covid-19 outbreak, according to a survey by CGS-CIMB Research.

In a sector note released on Nov 4, 2020 CGS-CIMB analyst Ngo Siew Teng said the respondents did not believe that now is a good time to acquire a residential property, and viewed current property prices as unaffordable.

"They preferred the equity market as an investment option, signalling wealth spillover effect from retail market rally to property could be limited," said Ngo.

Prior to the Covid-19 outbreak, the research house found that 44% of respondents had plans to purchase a property this year, however, only 35.5% of the respondents stayed on with property purchase plans and wanted to do so

Property buys delayed due to Covid-19, says CGS-CIMB

after the movement control order (MCO) period ends.

Meanwhile, 32.7% of those respondents are postponing their purchases to 2021, and 31.8% have changed their mind about buying a house.

The survey gathered that most of the respondents view current property prices as unaffordable and have a purchasing budget of RM250,000 to RM499,999.

BNM maintains OPR at 1.75%

Bank Negara Malaysia (BNM) has decided to maintain the Overnight Policy Rate (OPR) at 1.75% on Nov 3, 2020, as the country's economic activity is projected to improve further.

The central bank expects the nation's underlying inflation to remain subdued as the world economy contends with the resurgence in Covid-19 cases.

In its statement, BNM said the global economy continues to recover, led by improvements in manufacturing and export activity, although the resurgence in Covid-19 cases suggests that the global economic recovery will likely remain uneven in the near term.

Budget 2021 expected to revive national tourism

The 2021 Budget, which will be tabled today, is expected to help revive the tourism, arts and culture sector, besides providing an impetus for national economic development planning.

In a statement on Nov 4, 2020, Tourism, Arts and Culture Minister Datuk Seri Nancy Shukri said the Budget is also expected to provide an opportunity for the Ministry to assist industry players under it to remain strong, thus supporting the country's economic recovery in the future.

"This is a huge economic chain across various economic segments involving aspects of accommodation, land, sea and air transport, food and beverage, travel agencies, cultural art heritage assets as well as event management," she said.

MM2H programme not cancelled

The government has not cancelled the Malaysia My Second Home (MM2H) programme, instead it is temporarily frozen, the Dewan Rakyat was told on Nov 2, 2020.

Tourism, Arts and Culture Minister Datuk Seri Nancy Shukri said the temporary suspension was to allow the ministry to make detailed specifications and improvements to the programme – comprising safety, property, wellbeing and economic impact.

"Actually we have not finalised the cancellation of the programme, we are reviewing and devising certain conditions. That is the reason we returned the applications, to enable them (applicants) to meet the new conditions."

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Sungai Buloh Hospital Covid-19 team gets Global Health Awards recognition

The Covid-19 team at Sungai Buloh Hospital, Selangor has been recognised at the Global Health Awards (GLA) 2020 recently for its unwavering efforts in fighting the pandemic.

Health director-general Tan Sri Dr Noor Hisham Abdullah congratulated head of Sungai Buloh Hospital Infectious Disease Department Dr Suresh Kumar (pictured) and Anaesthesia and Intensive Care Department head Dr Shaiful Azman Zakaria as well as the whole team for the recognition.

"Heartiest congratulations to Dr Suresh Kumar and Dr Shaiful Azman and the whole of Covid-19 team at Sungai Buloh Hospital for the recognition at the Global Health Awards 2020. Very well-deserved indeed!

"The nation thanks you and your team for the unwavering dedication, sacrifice and excellence in our efforts to fight Covid-19," he said in his social media accounts on Oct 30, 2020.

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UK announces a month-long lockdown starting Nov 5



THE DUKE AND DUCHESS OF CAMBRIDGE TWITTER

The United Kingdom prime minister Boris Johnson has announced a second national lockdown for England to curb the spread of the Covid-19, after the UK breached over one million positive cases, according to a BBC report on Nov 1, 2020.

The four weeks' shutdown will see restaurants, gyms, pubs and non-essential businesses closed until Dec 2, 2020, but takeaways from restaurants are allowed.

Schools, colleges and universities, as well as construction sites and manufacturing workplaces

will remain open.

People are being told to stay home unless they have specific reasons to leave.

Meanwhile, Britain's Prince William was tested positive for Covid-19 in April this year, around the same time as his father Prince Charles, according to a BBC report, citing palace sources.

The Duke of Cambridge however, chose to keep his diagnosis from the press to avoid alarming the nation, saying: "There were important things going on and I didn't want to worry anyone".



KLEIN VISION

Another flying car takes maiden flight

The final prototype of the flying car – AirCar – has completed its first flight on Oct 29, 2020 at Piestany Airport, Slovakia.

According to Auto Evolution's report, the maiden flight included two takeoffs and two landings, all four successful.

The Slovakian company, Klein Vision Ltd, unveiled the flying car to the public last year at China International Import Expo. The AirCar has wings on both sides. It can change from vehicle mode to flying mode in under three minutes.

Covid-19: Number of daily cases continues fluctuating

The number of Covid-19 positive cases went down below the alarming 1,000 mark for three consecutive days, from Oct 31, 2020, before jumping back to four-digit on Nov 3, 2020.

As at Nov 5, the number of positive cases in Malaysia totalled 36,434 cases, with 10,503 active cases and 277 deaths.

On Nov 4, six new clusters were detected in Sabah, Selangor, Negeri Sembilan and the Federal Territory of Putrajaya, while infections in Selangor reached a new high of 231 cases.

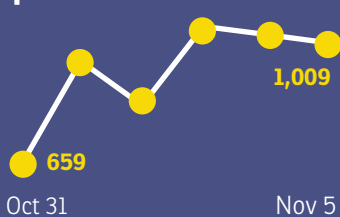
After constantly recording new cases, the Seremban district in Negeri Sembilan has been placed under the conditional movement control order (CMCO) starting from Nov 4 until Nov 18.

Meanwhile, health director-general Tan Sri Dr Noor Hisham Abdullah revealed that as at Nov 2, seven Covid-19 cases had been recorded involving individuals that wanted to be present during the ongoing Dewan Rakyat proceedings.

In light of this, the Dewan Rakyat on Nov 5 decided to shorten the daily sitting time to 10am to 2pm, and limiting the number of Members of Parliament in the hall to 80 at any one time.

Beginning Nov 6, only 80 out of 222 MPs will be allowed to enter the Dewan Rakyat for sittings. This includes the tabling of Budget 2021 today. Meanwhile, the adjustment in sitting time will take effect from next Mon (Nov 9) to Dec 15, 2020.

Number of daily positive cases



HOTLINES



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

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

For more information, go to CPRC Telegram channel at <https://t.me/cprckkm>
For queries on the Restricted Movement Control Order, call 03-8888 2010.

PHOTO FROM FACEBOOKS OF SUNNY WONG AND NEGERI SEMBILAN KINI



Flash floods hit Seremban, one man missing

Eleven areas in Seremban, Negeri Sembilan were hit by flash floods, affecting 450 residents whose houses were inundated by floodwaters following heavy rain on the late night of Nov 3, 2020.

The areas affected were Kampung Datuk Mansor, Taman Happy and Taman Mok Sum, Kampung Bukit Chedang, Kampung Baru Block C Ampangan, Kampung Batu 3, Taman Angsa Mas, Kampung Siliau, Kampung Kuala Sawah, Kampung Segah Hilir, Kampung Pasir and Kampung Lingsum.

The floodwater subsided and the situation was under control the next day.

Seremban Civil Defence Force (APM) operation officer Lt (PA) Mohd Najib Abdul Karim said only 87 flood victims from 18 families from Kampung Segah Hilir and Kampung Pasir were evacuated to a temporary relief centre (PPS) at Sekolah Kebangsaan Segah Hilir.



CEO Talks

with **EdgeProp.my**

With Malaysian house prices escalating from 2010, it was no surprise that developers — existing and new — begun building with gusto.

The result: A spike in overhang properties caused by a mismatch of product, pricing and location. This was especially evident for high rise units priced RM500K and above.

As at 1H 2020, Malaysia logged 55,415 completed but unsold units (including soho and serviced apartments) worth a total of just under RM40 billion.

TRUE

- Developers are now crying for help to clear stock
- Developers are diversifying; at least two of them are going into the manufacturing of gloves!

ALSO TRUE

- A recent high-rise condo launch in Kuala Lumpur saw more than 86% of the 537 units sold over just a weekend
- The cheapest of the units, sized from 1,109 sq ft to 4,047 sq ft, cost RM900K onwards.

- *Fake news?*
- *The success a fluke?*
- *What is the magic?*

Season 1.2

Datuk Joseph Lau



Chief Executive Officer of ParkCity Group



Catch Datuk Lau in an *exclusive live interview* with Au Foong Yee on EdgeProp Malaysia's Facebook Page — Monday, 16 November @ 8.30pm



Au Foong Yee
Editor-in-Chief &
Managing Director,
EdgeProp Malaysia



If you have **BURNING QUESTIONS** for Datuk Lau, **click here.**



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Publika Shopping Gallery located in Solaris Dutamas, Kuala Lumpur.

SHOPPING MALLS

fight on to stay afloat in CMCO

BY RACHEL CHEW

In a Saturday afternoon two weeks ago, engineer Shai Gia Wei visited his favourite shopping mall in Petaling Jaya as usual to do the weekly grocery shopping with his wife, and found the trip much easier as not many visitors were there. He could even get a parking spot right in front of the supermarket – something rare during normal weekends.

“There were fewer people in the supermarket. I can say the number of visitors were halved compared to during the RMCO period. The overall journey was pleasant as it didn’t take us very long to finish our shopping,” says Shai, adding that they went home straight after the grocery shopping and did not spend more time in the mall like what they had usually done.

This has been the real situation of most shopping malls since the conditional movement control order (CMCO) was implemented in the Klang Valley from Oct 14, 2020 and extended to another two weeks until Nov 9.

Indeed, CMCO has restricted people’s movement, causing fewer people to visit the malls, but the main deterrent now is actually people’s qualms of malls’ safety, especially since the majority of the

LOW YEN YEING | EdgeProp.my



“We feel that the negative impact of the current CMCO is actually worse now than in March 2020.”
— Teo

shopping malls have reported Covid-19 positive cases since end- September.

Though the rising number of Covid-19 cases is no fault of the malls, the negative news flow still impacts the mall operators regardless their efforts in enhancing mall hygiene and safety.

This has made the recovery path of mall retailers even tougher, just when they actually saw light at the end of the tunnel during the recovery movement control order (RMCO) in June, when crowds started coming back to shopping malls.

Commenting on the current situation, Malaysia Shopping Malls Association (PPK) president Tan Sri Teo Chiang Kok tells EdgeProp.my that the negative impact of the third wave of Covid-19 is worse than the MCO which started on March 18 and ended on May 12, when the country announced its first lockdown.

“We feel that the negative impact of the current CMCO is actually worse now than in March 2020, because the mall operators have never recovered to pre-MCO levels, so the drop in shopping mall footfalls and sales turnover is more impactful and painful.

“Currently, footfall has also dropped to between 20% and 30% of pre-MCO levels nationwide and 10% to 15% in CMCO areas,” says Teo.

Teo is also the director of Bandar Utama Development Sdn Bhd – the operator of 1 Utama Shopping Mall. The mall has been badly affected by the third outbreak of Covid-19 when it was forced to shut down for a week in mid-October for disinfection works throughout the building.

Declining to share the situation of 1 Utama, Teo focuses on the overall loss of revenue for shopping malls in the Klang Valley. He shares that malls are suffering largely from rental and sales turnover rental losses, which have dropped between 30% and 50% compared to 2019.

“The drop in rental revenue would be largely due to rental rebates and [depreciated] sales turnover rentals; as well as more vacancies, because retail businesses which were already operating at marginal levels have decided to close due to cash flow constraints, coupled with low footfall and sales,” he shares.

Besides, many malls are also struggling with their cash flow as operating costs have increased between 10% and 20% due to the need to comply with SOPs (standard operating procedures) such as additional manpower, hygiene and cleaning materials, investment in temperature check equipment and so on.

CONTINUES NEXT PAGE →



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Painful but needful

Despite declining business, PPK is in support of CMCO to curb the spread of Covid-19 for a brighter future.

"It is imperative to balance between saving lives and saving livelihoods... We support the government's efforts to control Covid-19. It has effectively kept shoppers at home and away from shopping malls but the shopping mall industry has not effectively benefited from any government incentives since the start of MCO in March 2020, apart from the electricity rebates which has now ceased in September," says Teo.

He hopes for more aid from the government to help the industry survive through this crisis, such as extension of the electricity rebates and temporary suspension of statutory contribution.

"It would help tremendously if these electricity rebates could be extended at least till the end of 2020, and if the government could temporarily suspend statutory contributions until the crisis blows over.

"The current conditions for rental rebates being only applicable to SME retailers and that the rebate must be more than 30% should be removed as all retailers irrespective of size are hurting badly and landlords should be allowed to provide rental rebate assistance tailored to the tenants' needs. To ameliorate the burden of the landlord, the current tax relief applicable for rental rebates should be changed to tax rebates instead," he opines.

Moving forward, he foresees malls can only begin to recover after the MCOs are over and will probably face a slow pace of recovery to pre-MCO levels only by end 2021, barring any other unforeseen incidents.

The future trends of Malaysia shopping mall



1. **Shopping malls offer alternative shopping methods** such as drive-through services.
2. **Role of grocery stores redefined** as people are "forced" to visit supermarkets in the mall regularly during MCO.
3. Shopping malls are more open to take in **pop-up stores** or short-term leases to ease the occupancy and rental pressure.
4. **Logistic operators** foyer into malls as the demand is expected to increase and accessibility becomes essential to the business.
5. **Discount stores and fixed-price stores** emerge because it attracts all income groups and all racial groups.
6. Retail operators are more willing to consider a **revenue sharing model** with tenants, which has been practised more by tier-1 shopping malls.

BASED ON RESEARCH BY HENRY BUTCHER RETAIL

REBUILD economy to REVIVE retail industry

LOW YEN YEING | EdgeProp.my

While the outlook of shopping malls in the near term remains bleak due to the third wave of Covid-19 and intense competition of online shopping, Henry Butcher Retail managing director Tan Hai Hsin is optimistic that shopping malls are still relevant in the long run.

He believes that the shopping traffic will return gradually after the end of the second CMCO, when Malaysians get used to the current SOPs as the new normal.

"No doubt online shopping has played a very important role in distributing goods and services to Malaysian consumers during this Covid-19 pandemic. However, it is not replacing the role of shopping malls. This is evident when the first CMCO started (on May 4). Malaysian shoppers slowly returned to their favourite shopping malls. The when the RMCO was implemented, popular shopping malls became very crowded on weekends," he tells EdgeProp.my.

He points out that when shopping malls reopened and restaurants were allowed for dine-in a few months ago, there was a significant drop in online shopping compared to the period of MCO. This was because most Malaysians were back to shopping malls, albeit in smaller numbers due to social distancing measures.

"Online shopping is not the only future for retailing. There are still many problems with online shopping. During this Covid-19 pandemic, many Malaysian consumers reported bad experiences in online shopping. These include wrong products or wrong sizes, troublesome payment and goods-returning procedures, long delays in delivery, scam cases and poor customer services," Tan highlights.

Covid-19 is not the sole reason

Tan also believes the second outbreak of Covid-19 is not the only reason for the sharp fall of daily mall visitors.

"The restriction on travelling between districts within the Klang Valley has affected regional shopping malls such as Mid Valley Megamall, Pavilion KL, IOI City Mall, 1 Utama and Sunway Pyramid. These shopping malls attract shoppers from all parts of the Klang Valley due to their wide offerings. In addition, tourists from other states are not able to visit these malls during these four weeks," Tan comments.

Concurring with Tan, Savills Malaysia head of retail services Murli Menon highlights that the current CMCO with strict restrictions on number of staff allowed at workplace and interstate travel have further dampened the shopping malls industry, especially for those malls that had been highly dependent on tourists.

Nonetheless, Menon agrees that the priority is to

SAVILLS MALAYSIA



"Strict implementation of SOPs seem to be more practical than continued lockdown which has a crippling effect on the economy and businesses."
— Menon

"Online shopping is not the only future for retailing. There are still many problems with online shopping."
— Tan



reduce the number of infections in the Klang Valley, hence the extension of CMCO is necessary although it will bring significant impact to the mall industry.

"Until such time there is a reliable vaccine – strict control on cross border travel, strict implementation of social distancing and sanitising SOPs seem to be more practical and sustainable rather than continued and prolonged periods of lockdown which have a crippling effect on the economy and businesses as well as livelihoods of people," he says.

To revive the retail industry in the future, Tan posits that the Malaysian government needs to focus on rebuilding the economy that will benefit all walks of life.

"When the domestic economy is very active, companies will do well. When a company makes profits, they will be able to pay their employees. Employees with good take-home pays will be able to spend on retail goods and services," Tan elaborates.

Savills' Menon believes it will take at least 12 to 18 months for retailers to recover from the losses in terms of revenue and footfall. However, the recovery is dependent on the availability and successful distribution of an effective vaccine.

"What is also quite obvious is that the old normal has been and will be replaced by a new normal. There has been significant change in the dynamics of retail and buying behaviour and this will continue to evolve at a much faster pace as the average shopper adapts and adjusts," Menon notes.

Right sizing shopping mall

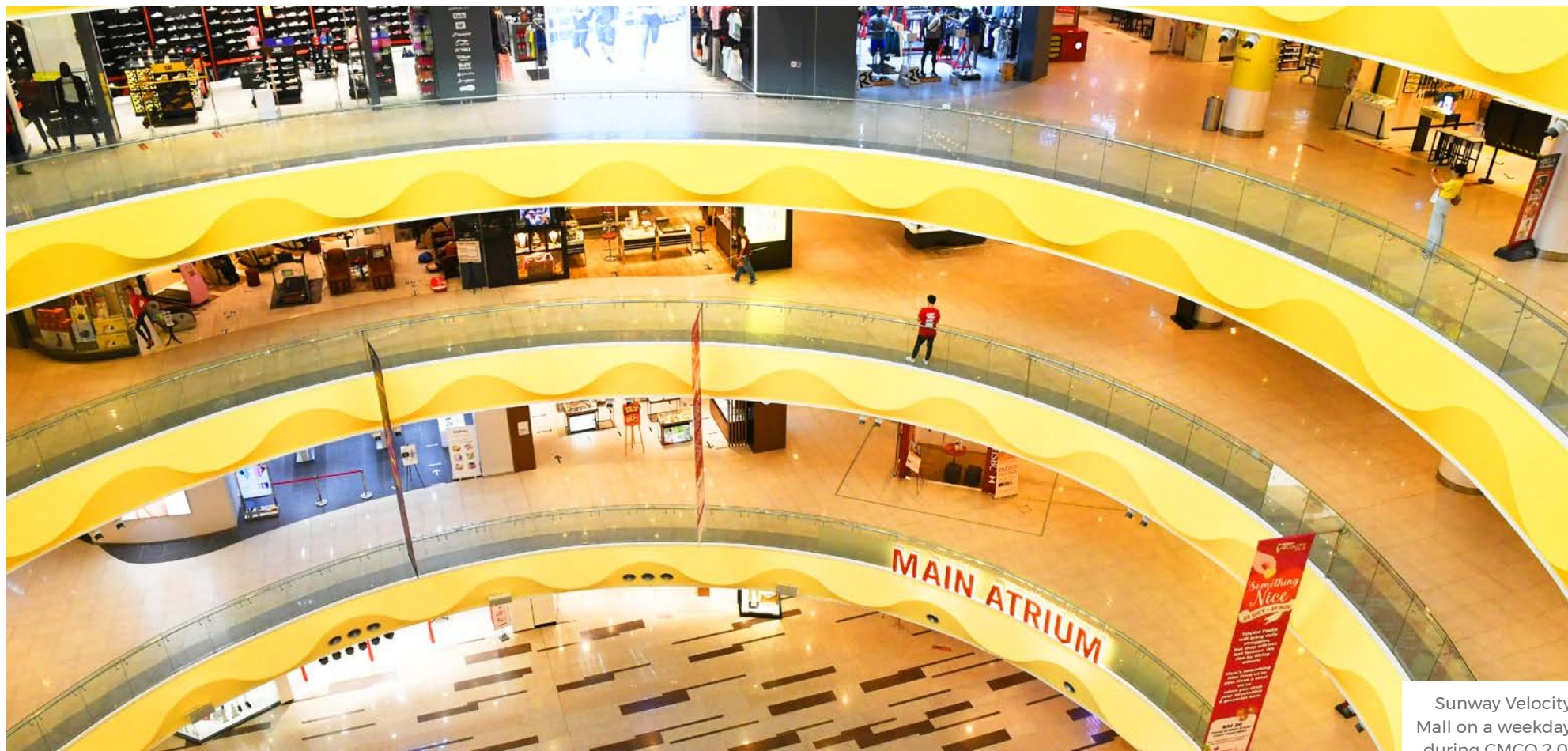
Menon also believes shopping malls and brick-and-mortar retail shopping channels are here to stay and will continue to do so post-pandemic even though the pandemic has accelerated the penetration of e-commerce.

"Humans are still social beings and will continue to look forward to and enjoy the physical and social experience of shopping. What has changed and will continue to change is the level of expectation of service and convenience as well as other experiential factors from the same set of shoppers," he shares.

Moving forward, he points out that the right-sizing shopping malls is critical in the future.

"Globally retailers and brands have started using retail data analytics as a tool to map out expansion plans and select a potential location. As a region, we are still way behind.

"Moving forward, it is important to have proper fact and data-based research to understand the catchment data better, as well as knowing the available supply before deciding on the size of the new mall to build. Right-sizing malls are critical to the development of the industry," Menon concludes.



Sunway Velocity Mall on a weekday during CMCO 2.0.

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Embracing challenges

The third wave of Covid-19 in Malaysia has shaken shoppers' confidence and also become the final straw that has broken the camel's back for some retailers, in turn hurting the mall operators' rental revenue and future expansion plans.

One such casualty is, sadly, Robinson Co (Malaya) Sdn Bhd, which opened its first store in Malaysia back in 1928 in Kuala Lumpur. It has announced the shuttering of both its outlets in The Gardens Mall and The Shoppes at Four Seasons Place on Oct 30, 2020.

Similarly in Singapore, Robinson & Co (Sin-

gapore) will be closing its remaining outlets at The Heeren and Raffles City shopping centre, Singapore media reported, citing a statement from the retailer.

In the same week, the Malaysian Association of Film Exhibitors (MAFE) collectively decided to temporarily suspend operations of all cinemas in Malaysia from November 2020 until further notice as the industry had endured deep revenue losses due to a drop in admissions of up to 90% year-on-year.

In the Financial Stability Review – First Half 2020 report released by Bank Negara Malaysia

in mid-October, it commented that the retail space sector has been significantly impacted with consumers influenced by MCO or risks from the Covid-19 outbreak.

"Amid pre-existing oversupply conditions and changes to consumption behaviour since the pandemic, rental rates in the retail commercial property market are likely to remain depressed in the period ahead," the report said.

Despite the negative news, mall operators have remained calm and seen the current slow time as an opportunity for them to re-strategise for future needs.

Shopping mall outlook remains healthy in a different business model

HC Chan, CEO of Sunway Malls & Theme Parks

"The CMCO 2.0 has certainly pushed back recovery. We were worst hit when the work-from-home took effect, whereby traffic and sales in Sunway's malls plunged to the lowest by 80% to 90%.

There has been some incremental recovery of 25% to 35% normality during the last week of October, but still relatively low in relation to 80% normality that was observed in Sept 2020 compared to the same period in 2019.

For the short term in Q42020, we hope to see a V-shape recovery with the year-end festive season; similar to what we witnessed in CMCO 1.0, subject to the R-naught coming close to zero. However, travel-related, leisure and entertainment sectors including cinemas and theme parks may take

more time as they are generally the most impacted.

The good news is Sunway Malls is seeing 98% shops open (except the few categories not allowed to operate) under CMCO 2.0.

Overall, the long-term outlook of the industry will remain healthy, resilient and robust albeit in a very different business model.

One important aspect we foresee is that non-commoditised products and services will become a staple of physical mall attraction. Things that can be commoditised will move online as a natural progression. This is where leisure, entertainment and engagement retail come in, whereby the experiential factor (i.e. five senses) is not easily replicable online. And of course, it will also be complemented by smart retail whereby AI, digitalisation and technol-

ogy form the core backbone.

Currently, Sunway Malls are working on a major digitisation initiative to be launched early next year to provide a full online-to-offline (O2O) experience. We still believe offline will continue to play a significant part both in terms of experience delivery and income generation.

Profoundly, this will alter the mall business model moving forward. What we will be seeing is the increasing prominence of co-sharing, be it profit, risk or resources between mall operators and retailers.

The new maxim is one of shared prosperity and shared burden, where rental will largely be on percentage of sales into the future. Hence, the basis of business will be one that requires dexterity, flexibility, maneuverability and adaptability."

"The basis of business will be one that requires dexterity, flexibility, maneuverability and adaptability."
— Chan



SUNWAY MALLS & THEME PARKS



An opportunity to review tenancy mix

Sara Fang Horton, UEM Sunrise Bhd's managing head of retail strategy

There is a pronounced drop in footfall and our tenants' sales when the CMCO in the Klang Valley was announced on Oct 14. Based on carpark transactions for Publika, we are down by approximately 25% for the first 10 months of 2020 versus the same period in the previous year.

Whilst the October sales numbers are slowly trickling in from our tenants, we can already see a 50% decline in year-on-year sales for some of the smaller F&B tenants for the first nine months of 2020 versus the same period in 2019. The impact is even more significant for fashion tenants, reporting close to a 60% drop.

At the same time, we have to cancel our placemaking activities such as bazaars and festival celebrations that have been planned since the beginning of this year.

However, this lull provides us an opportune time to go back to the drawing board in refining our tenancy mix and

rezoning efforts, as well as executing the enhancement works which have been on the cards for quite some time. We are also pushing ahead with digitalisation plans for the mall with the rolling-out of 'hUb mall' (a Publika app-based loyalty program) and upgrading the software management systems and the cashless parking system.

The Covid-19 pandemic and the previous MCO have shown that we need to pivot our placemaking strategies to continue building top-of-mind awareness in the community and among our loyal customers who appreciate Publika's unique experiential and creative retail concept.

Our recovery plans include placemaking activities that connect our audiences to the mall virtually such as the Facebook live stream of our popular singer-songwriter showcase, which also gives a much-needed platform to our local artists. We can also look forward to more unique and niche

bazaars that we are known for, which feature artisanal, organic and local products – our own #kitajagakita efforts in helping our homegrown artists and producers.

I believe we are not the only ones facing tougher days ahead with the unabated rise in the number of Covid-19 cases and the unpredictability of the current operating environment.

But for Publika, it is up to us to take this challenge head-on in retraining our staff to be more resilient and creative in handling a tough market, which includes shortening our turnaround time to be agile in executing plans in a timely basis, and to be quick on our feet in re-thinking new strategies.

We are hopeful that when the situation goes back to normal and the majority of shoppers come back to the malls, they would be delighted with the new enhanced look of Publika, and the many exciting plans and activities that we have lined up for them!"



UEM SUNRISE BHD

"This lull provides us an opportune time to go back to the drawing board in refining our tenancy mix and rezoning efforts, as well as executing the enhancement works."
— Horton

PICTURES BY IOI PROPERTIES GROUP BHD



IOI City Mall. IOI have managed to keep their malls Covid-free thus far.

Always be ready to manage different scenarios

Chris Chong, IOI Properties Group Bhd's Mall Operations senior general manager

All roadshows, activities and events were stopped during the first MCO and subsequently CMCO from March 18 until June 14, 2020. We have resumed a few roadshows and selected activities with social distancing in place from June 15 until Oct 13, 2020. However, all roadshows and activities were halted again from Oct 14, 2020, with the imposition of CMCO 2.0.

In view of the current pandemic situation, we have provided relief assistance with more than RM40 million rental rebates since the first imposition of MCO on March 18, 2020. Together we will overcome this challenging time.

We continue to support our tenants with rental rebates, interest-free packages and have stepped up our support to them via advertisements on social media, physical advertisements, ongoing online activation as well as mall-wide promotions for tenants to participate on a complimentary basis. We also offer free parking and gifts with purchase promotions to attract shoppers.

We have managed to maintain our

malls as Covid-free thus far, with cooperation from our tenants, strict adherence to SOPs set by authorities, good enforcement by our team as well as high standards of cleaning and disinfecting practices.

The pandemic has caused many sectors to shut down or be placed under quarantine for the safety of its workforce. We are also facing the same challenges as we emphasise the importance of staff health and safety. However, all of our frontliners remain steadfast in their duties at our malls, while the rest of the support team members work from home.

We remain resilient and are prepared to manage our workforce under different scenarios while maintaining efficiency and high service levels to our shoppers, tenants and business associates as the mall remains open throughout this difficult time.

We remain optimistic and hopeful that the overall market sentiment will soon turn around for the better, gradually.

For the shopping mall industry, we

foresee that business will recover over time with the government and fellow Malaysians working united towards economic recovery. We have been working closely with all our business associates and tenants as partners instead of the conventional landlord-tenant relationship.

For our shoppers, we are bridging gaps with closer communication, taking time to find out their needs and their priorities by obtaining their feedback through social media communication and in person. We remain accessible to our business partners and customers with improved response time to show our sincerity and concern towards them, keeping them in our priority list throughout these challenging months.

The past eight months have been challenging and the situation may remain so for a while longer. Nevertheless, we will remain resilient, stay innovative and generate new ideas as we manage the implications of Covid-19 in the best possible manner for the interest of our tenants and our customers."



"We continue to support our tenants with rental rebates, interest-free packages and have stepped up our support to them via advertisements on social media." — Chong

PICTURES BY LOW YEN YEING | EdgeProp.my

Still winter for Klang Valley mall retailers

BY CHELSEY POH

Mall retailers had finally heaved a sigh of relief when the number of Covid-19 cases stayed low as Malaysia entered the recovery movement control order (RMCO) in June. Crowds started going back to shopping malls, and retailers were hopeful they could recoup the losses suffered during the movement control order (MCO) period.

However, just when markets were in a rosy mood, the escalating number of Covid-19 positive cases starting in September put everything on halt again with the implementation of a 14-day conditional movement control order (CMCO) in Klang Valley, which has been extended for another 14-days until Nov 9, 2020.

The situation got worse for the retailers when almost everyday there were news of malls in the Klang Valley reporting Covid-19 positive cases, one after another. Naturally, people became more dubious about visiting malls due to health and safety concerns.

Without further incentives or aid, many mall retailers are now facing a harder time than ever before.

Koh Pui Hua, who works as a promoter at A&D Organic Plant kiosk at Sunway Velocity, Cheras, observes that the number of visitors has dropped significantly since CMCO started.



Koh: It is harder to hire a promoter now. I can tell that many are afraid of coming to the mall.

“Business is lacklustre... the mall is quite empty now. Most of the time there are more staff than customers,” she tells EdgeProp.my.

Koh reported to work at the retail kiosk selling table-top plants just a few days before CMCO was implemented. Despite worrying about her own safety, she still comes to work.

“The company is open for hiring, but it is harder to get someone now as many are afraid about working in malls,” she says.

Although from time to time, there will be a big crowd coming to the kiosk, such occasions are very rare now. “Most of the time the mall remains empty, like now,” she laments.

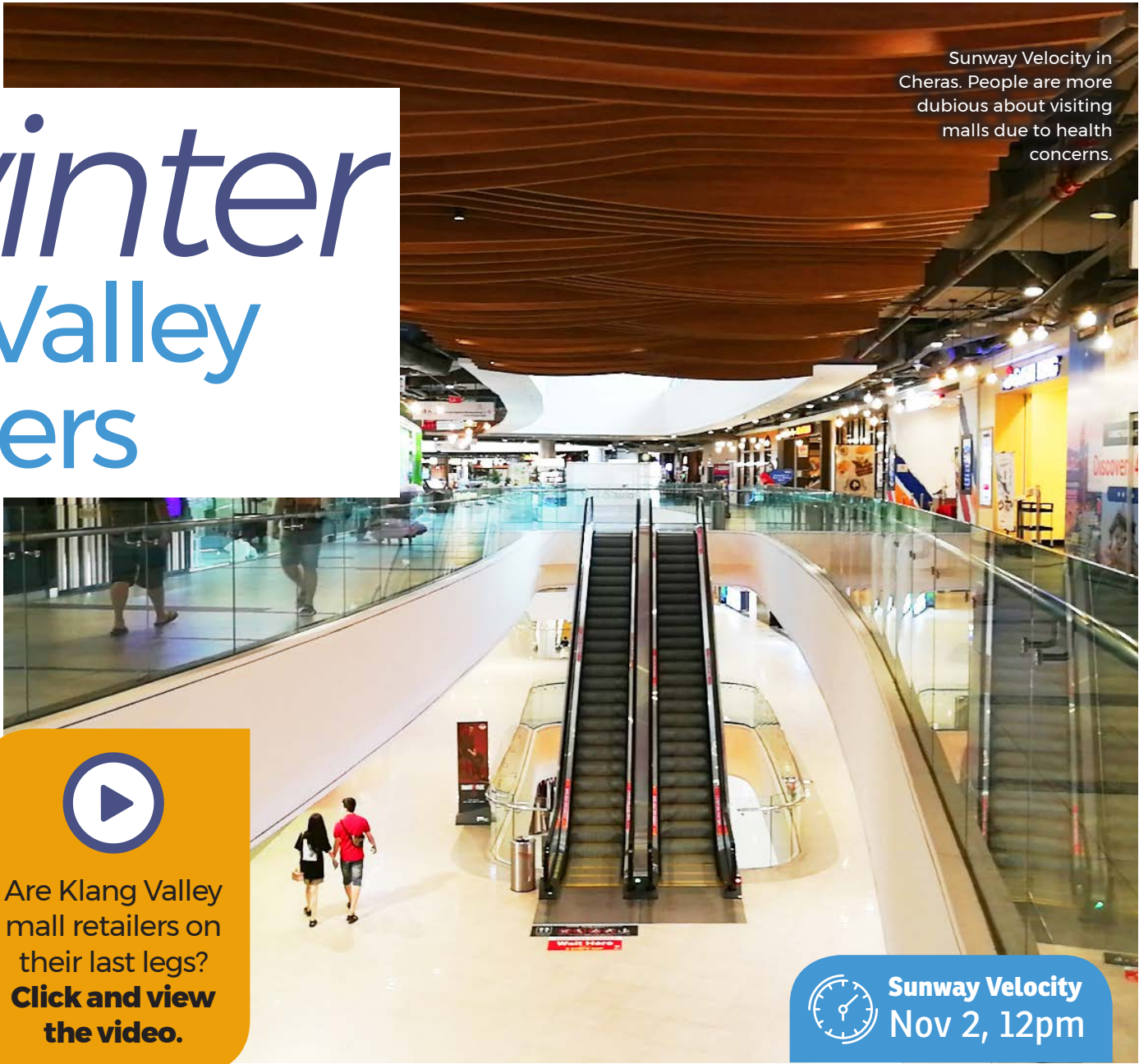
Shrinking purchasing power

At Wangsa Walk Mall, a few shoppers come in for meals and groceries at the ground floor on a Monday afternoon. However, the IT Zone at the first floor seems pretty quiet.

Melissa Tay, co-owner and operating manager of Hola Mobile Centre Sdn Bhd, is struggling to sustain her mobile phone kiosk business inside the IT Zone.

CONTINUES NEXT PAGE →

Sunway Velocity in Cheras. People are more dubious about visiting malls due to health concerns.



Are Klang Valley mall retailers on their last legs?
Click and view the video.

Sunway Velocity
Nov 2, 12pm



Fewer visitors were seen at Wangsa Walk Mall's IT Zone and the parking area also looked relatively empty on Nov 2, 1.30pm.



Wangsa Walk
Nov 2, 1.30pm

FEATURE

← FROM PREVIOUS PAGE

"The number of walk-in customers has dropped by about 75% due to Covid-19, and our revenue has also declined by a similar amount. Since March, about 30% of the kiosks here have closed down, but most of them have reopened with new operators," she points out.

Tay and her partners run three mobile phone kiosks, and two phone and computer repair kiosks in the IT Zone. The kiosks have been in business for about eight years.

When MCO hit, Tay's company started a door-to-door phone collection and repairing service. It has also launched a few promotions to boost mobile phone sales. Both the initiatives have received good responses.

"When the MCO started in mid-March, I felt lost and even thought of closing down the kiosks, but we somehow managed to open up new services and were able to generate revenues," Tay shares.

She notes that in May and June, mobile device sales were good as Covid-19 cases dropped and people still had money in their pockets, with the help of loan moratoriums and financial assistance offered by the government. The sales were driven by pent-up demand and parents having to buy more devices as their kids needed to take on e-learning.

However, when the loan moratorium ended in September, many saw their disposable income reduced. Then the implementation of CMCO has heightened the fear of job and income stability, causing people to refrain from spending on luxury items.

"You can really tell that the times are bad, when you see customers starting to ask for second-hand mobile phones selling at RM300 and below. People are cautious with spending. Even though some premium products are selling with promotion, the majority of them will still wait and see," Tay adds.

During the periods of MCO and RMCO, the mall operator offered Tay rental rebates, which she appreciated very much. Nonetheless, she is not hopeful that similar aid would be given by the mall operator again, as all have their own wars to fight.

Hola Mobile Centre had planned to open kiosks at other malls, but the plan has now been postponed and the company is currently surviving with the fund originally allocated for expansion.


During the bad times, the company has insisted on not retrenching any of its 15 staff, nor cutting their pay.

To her, the current crisis has drawn her closer



Tay: You can really tell that times are bad, when you see customers starting to ask for RM300-and-below second-hand phones.



 **Central i-City**
Nov 1, 12.30pm

At Central i-City on Nov 1, 12.30pm. Visitors are mainly heading to grocery shops and restaurants.



At Wangsa Walk Mall's IT Zone, retailers see fewer visitors.



Foo: By having a presence in malls, it gives us exposure to reach out to younger customers and customers outside Klang.

to her staff. "Our staff members are concerned for the company's financial health and have even offered not to take salaries until the situation improves.

"We have been nice to our staff. They know it and are willing to offer help during bad times. I'm really touched by their kind gesture, but of course we did not take on the offer," she shares.

Business dropped 70%

On the other hand, Central i-City, Shah Alam seems quite busy during lunch time. However, people are mainly heading to grocery shops and restaurants, while other shops did not see many customers walking in.

Foo Cher Ming, owner of Chong Kok Kopitiam in Central i-City, has felt the pinch since CMCO started on Oct 14, 2020.

"CMCO has really impacted our business. We can see the number of customers dropping by about 70%," he says, adding that the business is worse than the RMCO period, when he could still see business achieving 60% to 70% capacity after the shop resumed operation post-MCO.

Despite this, he did not let go of any staff. "We have earned some money over the years. Now it's time for us to give back," says the owner of the 75-year-old Hainan coffee shop in Klang, which started its first outlet venture to the shopping mall last December.

Chong Kok Kopitiam still maintains its old



Chong Kok Kopitiam has seen the number of customers dropping by about 70% since CMCO started.

shop in Klang town and during the MCO period, the old shop business was still doing well with take-away orders. Although business in the mall was badly hit by the pandemic, Foo still sees good opportunities through the outlet in the shopping mall.

"By having a presence in malls, it gives us exposure to reach out to younger customers and customers outside Klang... We want to let people know that in shopping malls, there are still restaurants selling good food at reasonable prices," he says.

FOREIGN FEATURE

MARCUSXAVIER77



ALTURAS INTERNATIONAL ACADEMY



Shops out, school in

A former 70,000 sq ft Sears anchor store at Grand Teton Mall in Idaho Falls, USA is being repurposed into a charter school set to open in the fall of 2021. Part of the parking lot will also be converted into an outdoor play and recreation area for students.

Residential building

Alderwood Mall in Lynnwood Seattle, USA is transforming part of its space into a 300-unit apartment complex. Meanwhile, Landmark Mall in Washington has transformed a defunct Macy store into a shelter for the homeless.

Shopping mall repurposes trend

NANAMI KAMIMURA

BY RACHEL CHEW

The once bustling shopping malls have become dead places, no thanks to the Covid-19 pandemic.

While many shopping centres continue to crumble at the hand of the retail apocalypse brought on by the pandemic, there are mall operators from different parts of the world trying to find a silver lining by repurposing the vacant spaces to generate income.

RAMON FVELASQUEZ

ANSAL PLAZA



Leasing out parking lots

The Philippines' biggest landlord and retailer, SM Prime Holdings is leasing out some of its parking lots to longer-term car storage for current income.



Fulfilment centres for e-commerce

The Philippines' shopping mall operator Ayala Land, which operates 38 malls in the country, is studying the possibility of converting selected well-located shopping malls into e-commerce back-end facilities, warehouse and distribution centres.



Commercial complex

Ansal Plaza in Delhi, India, has been converted into primarily a commercial complex, while Jewel Square, Kakade Centre Port and East Court in Pune have reinvented themselves into office spaces.

Tenant drop-out an emerging risk for malls

BY RACHEL CHEW

KUALA LUMPUR: The permanent closure of the remaining two branches of departmental store Robinson in Malaysia has highlighted that the risk of tenant drop-out in retail malls is higher for departmental stores, according to CGS-CIMB Research analyst Sharizan Rosely.

In his recent market report dated Nov 3, 2020, he noted that anecdotal events in October point to the potential shutdown of certain departmental stores, which have been negatively affected by falling footfall and tenant sales.

Sharizan added that the tenancy drop-out for Robinson's outlet in The Gardens Mall will negatively impact IGB Real Estate Investment Trust (IGB REIT). However, he believed that the damage is manageable.

While potential tenancy cut-off and settlement terms remain unknown, the estimated 3.4% negative impact on FY21 revenue and

3.8% negative impact on FY21 net property income should be manageable in the medium term provided a replacement tenant is found or space reconfiguration plans are immediately enacted.

"We do not foresee similar drop-out risks emerging from other non-anchor tenants as tenancy renewals for FY21 are in the negotiation stage and are more likely to favour tenant retention, although this may be at the expense of positive rental reversion," he said.

Meanwhile, Sharizan commented that the temporary shutdown of cinemas suggested that the decline in footfall or tenant sales in October during the conditional movement control order (CMCO) period has a greater impact on non-essential tenants.

"Cinemas roughly occupy 1% to 6% of the total net lettable area of individual retail malls. Robinson's drop-out and cinema shutdowns would temporarily dent earnings but we believe IGB REIT's post-CMCO recovery prospects are intact," he added.

THE EDGE



Robinson Co (Malaya) Sdn Bhd has announced the shuttering of both its outlets in The Gardens Mall and The Shoppes at Four Seasons Place on Oct 30, 2020.

FOREIGN NEWS

Lendlease to manage redevelopment of Shaw Tower

The new Shaw Tower is expected to be completed by 2024

THE SIR RUN RUN SHAW CHARITABLE TRUST

BY CHARLENE CHIN /
EDGEPROP SINGAPORE

SINGAPORE: Lendlease has been appointed by the owner of Shaw Tower — The Sir Run Run Shaw Charitable Trust — to manage the redevelopment of the property, tapping the developer's capabilities across development, project management, construction and asset management.

Works on site are set to commence later this year, and the new Shaw Tower is expected to be completed by 2024.

Standing at nearly 200m with extensive views of Marina Bay and the city, the integrated development is expected to provide 450,000 sq ft of Grade-A office space across 33 storeys and integrated ground floor retail and café offerings. The office tower will also house indoor community facilities and an outdoor amphitheatre. The new Shaw Tower has received Preliminary Planning Permission from URA.

The development will be linked to its surrounding buildings such as Guoco Midtown, as well as South Beach via overhead bridges on the second level. It will be a five-minute walk to Bugis MRT Interchange Station from the office tower. There will also be end-of-trip cycling facilities.

"As the original Shaw Tower had achieved in the 1970s, the new Shaw Tower will set leading international design standards whilst respecting the heritage and local context of this key city location," says Raymond Chan, managing director of Shaw Group of Companies, Hong Kong.

BUDGET

2021

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End of Private Lease Tenure – *what happens then?*

BY DATUK CHANG
KIM LOONG



The Private Lease Scheme (PLS) was something unheard of in Malaysia 10 years ago. Being a relatively new concept, many do not comprehend the material differences between PLS and leasehold land. It is very alarming that some even equate PLS to leasehold land.

It was reported in the media the PLS was first mooted by Iskandar Investment Bhd (IIB), the strategic developer of Iskandar Malaysia, Johor. The idea is that IIB, being the land owner of Medini, will grant leases over the Medini freehold land to various third parties.

These third parties will then act as housing developers, selling both the properties and the leases to end-purchasers. At the end of the lease period, the land will revert to IIB as the transaction was merely a lease transaction and will not affect IIB's freehold title ownership.

One of the main justifications of PLS is that local ownership of land can be retained as it is being sold to foreign purchasers. It's merely a long tenancy (sub-lease) with upfront payment instead of monthly rent. There are no proprietor rights on leases and sub-leases.

It was also reported the lease tenure granted by IIB in Medini is 99 years with a possible extension of up to 30 years. Proponents of PLS argue that it is better compared to state leasehold land because the former's extension is based on the agreement between parties to the lease i.e. if there is a contractual obligation, then there is a guaranteed extension; unlike leasehold land which carries a tenure of only 99 years without any guarantee of extension.

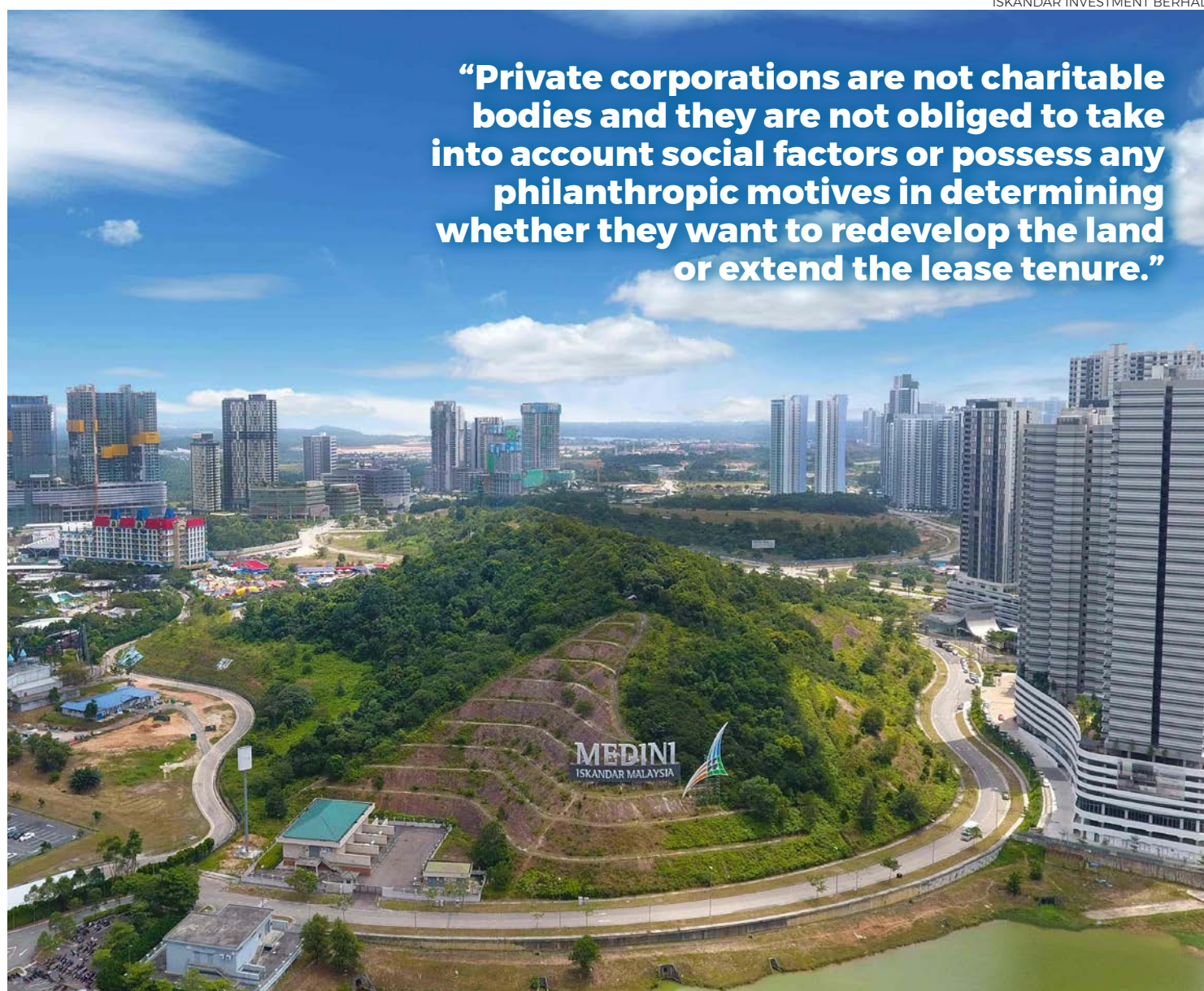
We contend that this argument is an oversimplification of the issues connected to PLS and does not hold water.

State leasehold land – social obligation

Prior to 2017, the then National Land Code 1965 (now revised edition – 2020 and known as Act 828) (NLC) does not contain any specific provisions on the extension of tenure of leasehold land. Such extensions were primarily done based on Sections 76(a), 197 and 204B of the NLC, which respectively stipulate the alienation, the procedures for a proprietor to surrender his/her title to the state authority and the provision of certain powers to the state authority to approve surrender and re-alienation.

With effect from Jan 1, 2017, a new Section 90A of the NLC came into force to specifically address the issue of extension of leasehold land, including the procedures and conditions for its application. Section 90A further provides that the approval for extension is at the discretion of the state authority and is subject to payment of premium.

The retention of this discretion is intended to provide for situations where reversion of land ownership to the state is necessary



The Medini township at Iskandar Puteri, Johor. The lease tenure granted by IIB in Medini is 99 years with a possible extension of up to 30 years.

“Private corporations are not charitable bodies and they are not obliged to take into account social factors or possess any philanthropic motives in determining whether they want to redevelop the land or extend the lease tenure.”

for the purpose of public development. However, as a matter of public policy and out of social obligation, state authorities will usually approve applications for extension subject to payment of premium, which in certain circumstances, can be a nominal sum.

A case study was the PJ Old Town Section 1 and 2 areas (formerly known as the Effingham Estate built by the British). In the 1950s, the British authorities then granted a 60-year leasehold period to the owners. Towards its expiry, the land owners, now in their senior years, sought the Selangor State Government's intervention, which successfully extended their leases to 99 years on social grounds and public interest factor, at a nominal premium of RM1,000 with certain reasonable conditions.

Private lease – profit-based

In PLS, the landowners are usually private corporations. The main motivation is to develop their land and sell leases to generate sales and maximise profits. The main attraction of PLS for the landowners is that at the end of the lease period, the right to occupation of the land will revert to the themselves. When this happens, they will be able to repossess the land and redevelop it. In other words, the land will be a

cash cow to the landowners who can use it to regenerate profit at the end of each leasing cycle.

Strictly speaking, private corporations are not charitable bodies and they are not obliged to take into account social factors or possess any philanthropic motives in determining whether they want to redevelop the land or extend the lease tenure. Even if the landowners decide to extend the lease tenure, they are entitled to impose renewal premium at their absolute discretion.

The premium payable is decided in the principal sale and purchase agreement (SPA) between the developer and its purchasers. The rate of premium could be a certain percentage of the market value of the parcel at the time of application for extension. It appears therefore that in addition to profiting from the sale of the parcel, the landowner and developer stands to profit again at the stage of application for extensions.

This reinforces our point that PLS is a lucrative business model for profiteering without any obligations as opposed to a lease by the state authority. After all, the extension of a private lease tenure is a private contractual arrangement and public policy argument has no place in the negotiation process.

If one cared to read through the terms and conditions of a lease contract, one

would realise that it is tilted towards the lessor with conditions and proviso attached for early termination and/or summary determination of the lease or sub-lease contracts.

Members of the public are also forewarned to be careful with any oral promises from any parties to renew lease tenures upon expiry which are not properly documented. The related case study would be the Marble Jade Mansion in Brickfields on issue of “promised” lease extension, but that is another story.

In addition, towards the end of the lease period, the value of the properties under PLS will slump because there is no certainty the tenure will be extended beyond 30 years, which makes the parcel or property unattractive.

A lesson from a case in Singapore

The plight of a group of house owners in Singapore nearing the end of the lease tenure was highlighted in newspapers and social media three years ago.

This group of occupants who consist of mainly retirees and senior citizens have been occupying the leasehold land in Lorong 3 Geylang with a 60-year tenure which is due to expire at the end of 2020.

CONTINUES NEXT PAGE →

PROPERTY CHAT



← FROM PREVIOUS PAGE

They have been informed by the Singapore Land Authority to move out with no expectation of compensation. The occupiers are now at their wits' end as to what their future holds.

In contrast to the policy of the Malaysian government, the prospect of lease renewal looks bleak there as it is the policy of the Singapore Government to return land to the state after lease expiry for redevelopment. This is the first time a residential plot will reach the end of its lease period in Singapore. It was reported that many of them are struggling to seek alternative housing to settle down after 2020. Currently, the Singapore Land Authority has appointed officers to guide them through the process.

In Malaysia, under the current PLS in Medini, the question that plagues us is, who is going to undertake the lease renewal processes after expiry? What will happen if the landowners and developers are no longer prepared to undertake this task of renewal because it is not commercially viable? Private landowners and developers are not statutorily bound to perform duties beyond what are contracted in the agreement between them and their purchaser(s). In Singapore, it was the Singapore Land Authority who is managing this process. What about Malaysia?

This case serves as a timely reminder to us that the same situation can potentially happen to us when a private lease tenure expires. While this may only happen to our next generation, the public ought to be wary of the ramifications that can befall



File picture of Chang (middle) and the lawyers representing The Meridin buyers.

our children and generations after them. The risk of being displaced is real for both local residents and foreign purchasers. Our land authorities should have reviewed PLS with more care and consideration for the future consequences prior to approving such schemes.

Victory to 107 condo buyers against developer

The Kuala Lumpur High Court on Oct 7, 2020 allowed a civil suit brought by 107 buyers against the developer of a condominium

project known as The Meridin @ Medini in Johor Bahru for breaching the Housing Development (Control and Licensing) Regulations 1989 which caused them to suffer losses. The judge granted a declaration, sought by the plaintiffs, that the SPA was invalid and contravened the Housing Development (Control and Licensing) Act 1966, the Housing Development (Control and Licensing) Regulations 1989, the NLC and Strata Titles Act 1985.

He also granted an order that the defendant shall pay the plaintiffs damages to be assessed by the court as well as liquidated

ascertained damages for the late delivery of vacant possession.

Judge Datuk Mohd Sofian Abd Razak, who was the trial judge in the case, said the Court found that their housing developer had misrepresented to the plaintiffs (107 buyers) that they were entering into a SPA to purchase the property and not the purchase of the lease.

It is disastrous to equate PLS to leasehold land. A lot of people are bound to miss the "forest for the trees" by buying a property under PLS, thinking that it is a state lease property.

This week's "End of Private Lease Tenure – what happens then?" is Part 2 of an article by HBA. **CLICK HERE** to read part one: "Ramifications of leasing out freehold land under Private Lease Scheme".



Datuk Chang Kim Loong is the Hon. Secretary-General of the National House Buyers Association (HBA). HBA can be contacted at: Email: info@hba.org.my Website: www.hba.org.my Tel: +6012 334 5676

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Hotels riding on WFH concept

BY CHIN WAI LUN

The Covid-19 pandemic rages on. Annie is busy replying emails and making phone calls. After a while, she decides to unwind. She parts the curtains and takes in the picturesque view of the city skyline. Feeling peckish, she rings up room service and not long after, she is enjoying her piping hot meal and as many cups of coffee or tea as she wishes.

The scenario sums up the work-from-hotel experience – an alternative to the typical work-from home option – offered by hotels struggling from plummeting occupancy rates.

These work-from-hotel packages can start from as low as RM19, offered by hospitality chain OYO Hotels & Homes.

For those who have higher budgets, they could consider five-star hotels like Shangri-La, which even offers guests access to their health club and spa at attractive prices, with a one-person executive-room with daily rates from RM190 (8am – 8pm).

Insufficient to cover losses, but...

“Hotels are coming up with creative products and services to sustain operations and such work-from-hotel packages are one of those where hotels are making use of their available resources to generate additional revenues,” Malaysian Association of Hotels CEO Yap Lip Seng tells EdgeProp.my.

Yap concedes that these offers however, will not be enough to cushion losses that hotels are suffering from at the moment.

“Solely for the purpose of survival, these efforts are to ensure the job security of the

employees or at the very least, pay their salaries,” he says, adding that hotels began offering such services with hotel rooms as co-working spaces during the recovery movement control order (RMCO) in June, but it did not gain much traction.

“The recent offers that are utilising public spaces such as cafes and lobbies are slightly more attractive with added value such as free-flow coffee and tea as well as high-speed internet access. While the concept is picking up, it will likely not drive much revenue to the hotels,” admits Yap.

On other unique ways hotels have adopted to stay afloat, he says that apart from attractive packages and cross selling, the hotels have explored many other opportunities from enhancing in-room entertainment to offering virtual meeting spaces and even home-housekeeping services with the promise of hotel-standard hygiene and cleanliness.

For instance, Mandarin Oriental Kuala Lumpur is offering its five-star cleaning services to the interested public who are staying within 10km of Kuala Lumpur city centre for a fee.

“But then again, these are very focused into sustaining jobs for its employees and avoiding redundancies that may lead to more losing their jobs,” says Yap.

In terms of effectiveness, Rahim and Co International’s CEO of real estate agency Siva Shanker notes there would still be uncertainties. However, this concept (of working from a hotel) provides an alternative to consumers, especially those who need the additional privacy and facilities.

“Hotels have been affected quite badly [by the pandemic]. By incorporating elements from co-working spaces, the hotels have cleverly gone one step further by opening up their rooms or spaces,” notes Siva.

RAHIM AND CO INTERNATIONAL



Siva: Work-from-hotel provides an alternative to consumers, especially those who need the additional privacy and facilities.

RAJ



Raj: At home where I live with a large number of people, working from a hotel provides the much-needed privacy and of course, faster and more stable Wi-Fi.

MALAYSIAN ASSOCIATION OF HOTELS



Yap: While the concept is picking up, it will likely not drive much revenue to the hotels.

A fresh concept for consumers

As for working professionals, the old adage of “if it ain’t broke, don’t fix it” still applies to some when it comes to their present situation of working from home. Plus, it is easier on the wallet too.

For some individuals though, they find this fresh concept worthy of their consideration.

“I think work-from-hotel packages is creative, and its success will be dependent on the location as well.

“It is also quite niche but if the hotels consider their target market and allow for some form of flexibility with their packages, it would be able to attract more customers,” Brian Lim, an executive from a local oil and gas company, shares with EdgeProp.my.

Additionally, an editor at a local business magazine who only wants to be known as Raj, embraces the idea.

“At home, I live with a large number of people, so working from a hotel provides the much-needed privacy and of course, faster and more stable Wi-Fi.

“And, at my ‘makeshift’ 5-star hotel-cum-office, coffee and tea are always ready and available!” he quips.

Royale Chulan Kuala Lumpur RM49 net • Work from 7am to 10pm

INCLUDES

- One meal (lunch/dinner)
- Free-flow coffee and tea
- Complimentary Wi-Fi
- Complimentary parking



How about a “workcation”?

WFH is no longer limited to working from home! Hotels around the world are opening up their rooms and public spaces for working professionals to help cushion the blow from the shortage of guests due to the Covid-19 pandemic.

According to an article by global real estate consultancy firm JLL (UK) in the Netherlands, a wide range of hotel rooms are available through one website, “For The Home Workers” featuring hotels from Holiday Inn Express to Novotel and DoubleTree by Hilton.

In Amsterdam, rates range from €25 (RM121) to €85 per day or around €300 per month.

As for the UK, some 250 hotels across

Accor’s brands (Novotel, Ibis, Mercure and more) offer remote working packages, the article mentions.

Work-from-hotel packages offer a room or public space within allocated hours for day use only. Typically, guests enjoy complimentary high-speed internet, coffee and tea, plus parking as part of the package. Other additional perks may include discounts on hotel stays, dining and other ancillary services provided by the hotel.

All these for a fraction of the price of a night’s stay. So if you are bored of working from home or want a change of scenery, embark on your next “workcation” with these enticing packages offered by several hotels in the Klang Valley.

CONTINUES NEXT PAGE →

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Mandarin Oriental Kuala Lumpur

From **RM285**
Work from 8am to 6pm

INCLUDES

- Complimentary high-speed Wi-Fi
- Access to printing facilities and fitness centres
- RM70 dining credit



Shangri-La Kuala Lumpur

From **RM190**
Work for any 9 hours from 8am to 8pm

INCLUDES

- 20% off on F&B orders and meeting rooms
- Access to Health Club & Spa (7am - 8pm)
- Complimentary parking

New World Petaling Jaya Hotel

From **RM160**
Work from 8am to 6pm

INCLUDES

- Chef's Choice Lunch set meal at lobby lounge (or served in room)
- Unlimited high-speed internet
- In-room coffee or tea
- Complimentary parking
- Complimentary access to the fitness centre
- 20% off on F&B (not inclusive of alcoholic beverages)



Impiana Hotel KLCC

RM28 net
Work from weekdays 10am to 4pm at lobby level

INCLUDE

- Welcome drink
- RM14 meal credit
- Basic writing material
- Free-flow coffee and tea
- Free parking
- Complimentary Wi-Fi
- Free printing

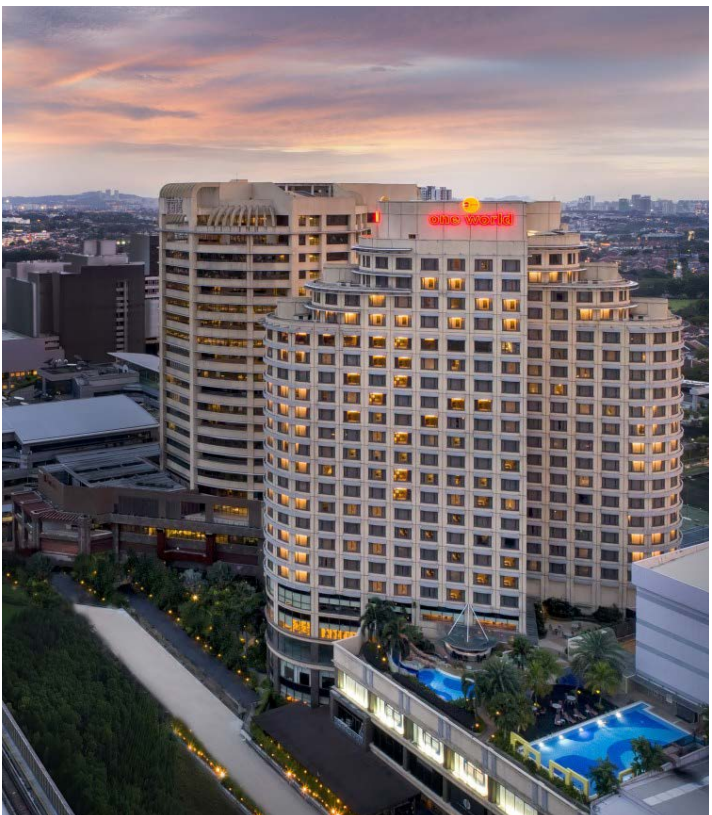


Sunway Pyramid Hotel

RM150 net
Work from 9am to 6pm

INCLUDES

- Free Wi-Fi
- One packed lunch delivered directly to your room



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One World Hotel Petaling Jaya

From **RM190**
Work from 8am to 8pm
(or work from hotel lounge from 10am to 7pm at RM59 net)

INCLUDES

- Set Lunch for the RM220 superior room package
- Bento set lunch for the lounge package



OYO Malaysia

From **RM19**

Sanitised stays at various locations nationwide
(No other information was available)

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**RM6,500/mth****Q Sentral, KL Sentral, Kuala Lumpur****Type:** Office **Tenure:** Freehold
Built-up: 1,152 sq ft**Henry Chin** (E1833)

PROPERTY EXPRESS (E (3) 1205)

☎ +6012 377 8306

**RM12,800****Setiawalk, Puchong, Selangor****Type:** Shoplot **Tenure:** NA
Built-up: 2,075 sq ft **Bathroom:** 2**Henry Heng** (REN 32256)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)

☎ +6012 800 4113

**RM260,000****Oakleaf Park, Ulu Kelang, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 818 sq ft **Bedroom:** 3 **Bathroom:** 2**Ikhwan Arif** (REN 35921)

MAXXAN REALTY SDN BHD (E (1) 1766)

☎ +6012 581 9566

**RM550,000****Templer Heights, Seremban, Negeri Sembilan****Type:** Terraced house **Tenure:** Freehold
Built-up: 3,150 sq ft **Land size:** 1,540 sq ft
Bedroom: 6 **Bathroom:** 5**Irene Siew** (PEA 2525)

CBD PROPERTIES (SEREMBAN) SDN BHD (E (1) 1197/9)

☎ +6019 225 7887

**RM389,000****Bandar Saujana Putra, Jenjarom, Selangor****Type:** Terraced house **Tenure:** Leasehold
Built-up: NA **Land size:** 1,400 sq ft **Bedroom:** 4 **Bathroom:** 3**Ishak Ramli** (REN 16950)

TRANSASIA PROPERTY CONSULTANCY SDN BHD

(VE (1) 0187) ☎ +6013 343 6193

**RM1,300/mth****Taman Mount Austin, Johor Bahru, Johor****Type:** Terraced house **Tenure:** Freehold
Built-up: NA **Land size:** 1,400 sq ft
Bedroom: 4 **Bathroom:** 3**Ivy Low** (REN 15879)

GATHER PROPERTIES SDN BHD (E (1) 1536/4)

☎ +6019 727 3149

SOLD FOR

RM5.9 mil (RM1,026 psf)
Bungalow house in Bukit Damansara, Kuala Lumpur

**Concluded by: Swiss Tan** (PRO (PEA 2710))

of IQI Realty Sdn Bhd

(+6013 228 8881) **When:** June 2020**Noteworthy**

- Land size: 5,747 sq ft; built-up: 6,500 sq ft
- 7 bedrooms; 6 bathrooms
- Semi-furnished modern design bungalow
- Amenities: Close to Desa Sri Hartamas commercial hub, offices, hospital, international school, grocery stores, shopping malls, banks and F&B outlets
- Accessible via several highways such as SPRINT Highway and Penchala Link; Semantan MRT station is just 1.5km away

Bukit Damansara is home to the National Science Centre and the National Palace. It is also the address of an upscale residential area which is surrounded by various amenities and easily accessible via Jalan Semantan, Jalan Damansara and Jalan Tuanku Abdul Halim.

IQI Realty Sdn Bhd real estate agent Swiss Tan, who co-brokered this deal, said the unit was taken by a couple in their early 30s in the first viewing. "They absolutely loved this unit, and it was approved by their feng shui master."

"The seller let go of this unit to move to another property. The semi-furnished modern design bungalow has a calming hill and forest view from the second floor, which is one of the biggest selling

points of the unit," Tan noted.

According to EdgeProp Research, some 44 transactions of landed properties in Bukit Damansara were recorded in 2019 with an average transaction price of RM4.61 million or RM833 psf based on land size.

As at Oct 2020, 15 landed properties in Bukit Damansara changed hands this year at an average price of RM5.25 million or RM835 psf based on land size.

At the same period, some 158 landed properties of Bukit Damansara were listed on EdgeProp.my for sale. The average asking price was RM6.77 million or RM981 psf. Meanwhile, 25 landed properties were listed for rent with an average asking monthly rental of RM12,450 or RM1.50 psf.

**RM490,000****Cyberia SmartHome, Cyberjaya, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 2,500 sq ft **Bedroom:** 5 **Bathroom:** 4**Ivy Kang** (REN 07684)

CHESTER PROPERTIES SDN BHD (E (1) 1321/15)

☎ +6012 316 1514

**RM634,000****Taman Setiawangsa, Kuala Lumpur****Type:** Terraced house **Tenure:** Freehold
Built-up: 2,700 sq ft **Land size:** 1,400 sq ft
Bedroom: 5 **Bathroom:** 4**Jacinta Lee** (REN 11916)

HUTTONS ONEWORLD SDN BHD (E (1) 1286)

☎ +6012 296 1477

**RM1,300/mth****The Loft @ ZetaPark, Setapak, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold
Built-up: 600 sq ft **Bedroom:** 1 **Bathroom:** 1**Jack** (REN 12971)

FULL HOMES REALTY SDN BHD (E (1) 1501)

☎ +6019 302 2248

**RM54,000/mth****Jalan Subang 5, Subang Jaya, Selangor****Type:** Warehouse **Tenure:** Freehold
Built-up: 27,000 sq ft**Jack Wong** (REN 34442)

IQI REALTY SDN BHD (E (1) 1584)

☎ +6016 905 9066

**RM27,800/mth****Jalan Sungai Besi, Sungai Besi, Kuala Lumpur****Type:** Commercial land **Tenure:** NA
Built-up: 330,000 sq ft**James Lee** (PEA2496)

LEADERS REAL ESTATE (E (3) 1204)

☎ +6010 773 0073

**RM2,350,000****Jalan U5/95C, Subang Bestari, Selangor****Type:** Bungalow **Tenure:** Leasehold
Built-up: 4,354 sq ft **Land size:** 6,200 sq ft
Bedroom: 6 **Bathroom:** 6**Janice Tan** (REN 01426)

VIVAHOMES REALTY SDN BHD (E (1) 1670/9)

☎ +6017 555 9588

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Pro Agents, get your listings featured here! Email support@edgeprop.my or call 03-7733 9000**RM1,570,000**

The Park Residences, Bangsar South, Kuala Lumpur

Type: Condominium **Tenure:** Leasehold
Built-up: 2,068 sq ft **Bedroom:** 4 **Bathroom:** 3**Jason Hew** (REN 41343)ORIENTAL REAL ESTATE SDN BHD (E (I) 1503/13)
☎ +6017 500 8020**RM730,000**

Twinz Residences, Puchong, Selangor

Type: Condominium **Tenure:** Freehold
Built-up: 1,226 sq ft **Bedroom:** 4 **Bathroom:** 2**Jay Jamali** (REN 37489)NAS REALTY (E (3) 1954)
☎ +6017 226 5737**RM17,000/mth**

Park Seven, KLCC, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 3,602 sq ft **Bedroom:** 5 **Bathroom:** 6**Jennifer Yap** (REN 01757)REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6012 324 0238**RM1,300/mth**

Lanai Residences, Bukit Jalil, Kuala Lumpur

Type: Condominium **Tenure:** NA
Built-up: 800 sq ft **Bedroom:** 3 **Bathroom:** 2**Jenny Yong** (REN 16094)PROPNEK REALTY SDN BHD (E (I) 1800)
☎ +6016 208 3348**RM2,000,000**

Vistana Heights, Kota Kinabalu, Sabah

Type: Semidee house **Tenure:** Leasehold
Built-up: 3,286 sq ft **Land size:** 4,033 sq ft **Bedroom:** 4 **Bathroom:** 5**Jenny Wong** (REN 31278)IQI REALTY SDN BHD (E (I) 1584/9)
☎ +6019 881 3803**RM1,300/mth**

Jalan SS 2/2, SS2, Selangor

Type: Terraced house **Tenure:** Freehold
Built-up: 2,200 sq ft **Land size:** 1,725 sq ft **Bedroom:** 1 **Bathroom:** 1**Jimmy Lee** (REN 10744)CITY CREST REALTORS (E (3) 1488)
☎ +6016 500 8660

SOLD FOR

RM980,000 (RM633 psf)

Condominium unit at Residensi Sefina, Mont'Kiara, Kuala Lumpur

**Concluded by: Freeman Woo** PRO (REN 05026)of Kith and Kin Realty Sdn Bhd
(+6012 656 7617) **When:** August 2020

Noteworthy

- Built-up: 1,548 sq ft
- 3 bedrooms; 3 bathrooms
- Unfurnished
- Low floor
- Facilities: 50m lap pool, wading pool, Jacuzzi, cabana, Star Deck, sandy volleyball court
- Nearby amenities: Mont'Kiara International School, Publika Shopping Gallery, Solaris Dutamas, Solaris Mont'Kiara, 1 Mont'Kiara, Plaza Damas
- Accessible via North-South Expressway, Penchala Link and Kerinchi Link

Located in the affluent neighbourhood of Mont'Kiara, Residensi Sefina is a condominium project by UEM Sunrise. The low-density development comprises 245 units in a single 35-storey tower with only eight units per floor, occupying 3.06 acres of freehold land. Built-up sizes range from 1,333 sq ft to 1,771 sq ft.

Designed with cruise ships and tropical beach themes, all units or "cabins", as dubbed by UEM Sunrise, have spacious 3-bedroom layouts with private balconies.

"The buyer bought this unit for own-stay and was attracted by the spaciousness and brand-new feel of the unit," co-founder and team leader of Kith and Kin Realty Sdn Bhd Freeman Woo told EdgeProp.my.

Woo, who concluded the

deal with his colleague, said it was a fantastic deal as most of the similarly-sized units were going for around RM1.2 million.

"Also, brand new launches in the surrounding area were usually priced around RM900 psf," he enthused, adding that the previous owner was a foreigner who decided not to retain the unit.

Based on data from EdgeProp Research as at mid-October 2020, one unit of Residensi Sefina was sold at RM1,170,000 or RM877 psf. In 2019, there were five transactions with an average transacted price of RM1,145,000 or RM782 psf.

Meanwhile, there were 36 listings with an average asking price of RM1,261,833 or RM877 psf. As for rental, 140 units were up for rent with an average monthly rent of RM5,178 or RM3.49 psf.

**RM850,000**

Taman Wangsa Baiduri, Subang Jaya, Selangor

Type: Terraced house **Tenure:** Leasehold
Built-up: 2,000 sq ft **Land size:** 1,600 sq ft **Bedroom:** 4 **Bathroom:** 3**Jessie Lee** (REN 02177)IQI REALTY SDN BHD (E (I) 1584)
☎ +6012 278 4889**RM550,000**

Menara Polo, Desa Pandan, Kuala Lumpur

Type: Condominium **Tenure:** Leasehold
Built-up: 1,485 sq ft **Bedroom:** 3 **Bathroom:** 2**Jimmy Ng** (REN 02015)REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452/1)
☎ +6016 257 0886**RM570,000**

Taman Kajang Prima, Kajang, Selangor

Type: Terraced house **Tenure:** Freehold
Built-up: NA **Land size:** 1,400 sq ft **Bedroom:** 5 **Bathroom:** 4**Joanne Lee** (REN 07400)JUSTE LAND (E (3) 0205)
☎ +60111 236 0156**RM6,500/mth**

Seksyen 26, Shah Alam, Selangor

Type: Factory **Tenure:** Freehold
Built-up: 3,600 sq ft **Land size:** 6,000 sq ft**Joanne Soh** (REN 13124)CBD PROPERTIES SDN BHD (E (I) 1197)
☎ +6012 297 6506**RM290,000**

Zeva Residence, Seri Kembangan, Selangor

Type: Condominium **Tenure:** Leasehold
Built-up: 454 sq ft **Bedroom:** Studio **Bathroom:** 1**Joey Chong Shu Fun** (REN 33617)VIVAHOMES REALTY SDN BHD (E (I) 1670/2)
☎ +6014 368 8256**RM1,299,888**

Isola, Subang Jaya, Selangor

Type: Condominium **Tenure:** Freehold
Built-up: 1,927 sq ft **Bedroom:** 3 **Bathroom:** 4**John Oh** (REN 07002)Oriental Real Estate Sdn Bhd (E (I) 1503)
☎ +6012 298 6266

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each listing
to visit the
listing's page**RM 850,000****Subang Parkhomes, Subang Jaya, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 1,519 sq ft **Bedroom:** 4 **Bathroom:** 3**Joseph Tan** (REN 05029)

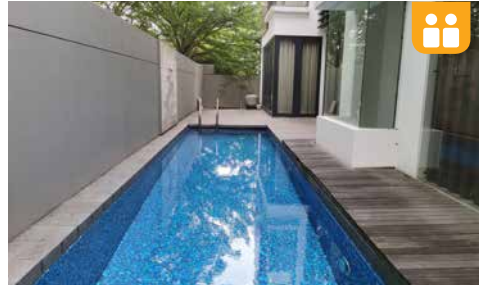
THE ROOF REALTY SDN BHD (E (I) 1605/6)

☎ +6012 212 3479

**RM608,000****Suadama Bandar Tun Hussein Onn, Cheras, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: NA **Land size:** 1,650 sq ft
Bedroom: 4 **Bathroom:** 3**Joseph Teh** (PEA2171)

MEGAHARTA REAL ESTATE SDN BHD (E (I) 1215)

☎ +6012 212 8148

**RM15,500/mth****Seputeh Gardens, Seputeh, Kuala Lumpur****Type:** Bungalow **Tenure:** Freehold
Built-up: 6,035 sq ft **Land size:** 7,000 sq ft
Bedroom: 7 **Bathroom:** 6**Joseph Tin Kok Hua** (REN 31981)

CID REALTORS SDN BHD (E (I) 1855)

☎ +6019 265 6602

**RM8,500/mth****K Residence, Jalan Ampang, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 2,800 sq ft **Bedroom:** 4
Bathroom: 3**Josephine Tan** (REN 05324)

CBD PROPERTIES SDN BHD (E (I) 1197/12)

☎ +6012 390 9498

**RM2,700/mth****Goodyear Court 9, USJ, Selangor****Type:** Shoplot **Tenure:** Freehold
Built-up: 1,200 sq ft **Land size:** 1,200 sq ft**Judy Chan** (REN 00827)

KKLAND PROPERTIES (E (3) 1749)

☎ +6012 201 9077

**RM900,000****Lakeside Terrace, Kota Kemuning, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 2,500 sq ft **Land size:** 1,920 sq ft
Bedroom: 5 **Bathroom:** 4**Judy Ng** (REN 06777)

HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

(E (I) 1439) ☎ +6016 292 2703

**RM6,500,000****Sendayan TechValley, Seremban, Negeri Sembilan****Type:** Warehouse **Tenure:** Freehold
Built-up: 29,000 sq ft **Land size:** 1 acre**Julian Chia** (REN 36463)

GATHER PROPERTIES SDN BHD (E (I) 1536/2)

☎ +6016 339 6833

**RM320,000****Taman Nusari Bayu, Seremban, Negeri Sembilan****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,650 sq ft **Bedroom:** 4
Bathroom: 3**Juliaty** (REN 03840)

AZMI & CO (ESTATE AGENCY) SDN BHD (E (I) 0553/10)

☎ +6019 200 3007

**RM3,800/mth****Stonor 3, Lorong Stonor, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 649 sq ft **Bedroom:** 1 **Bathroom:** 1**Justin Lee** (REN 32527)

FULL HOMES REALTY SDN BHD (E (I) 1501/8)

☎ +6016 618 9568

**RM828,000****Taman Merbok, Bukit Katil, Melaka****Type:** Semidee house **Tenure:** Freehold
Built-up: 2,000 sq ft **Land size:** 3,200 sq ft
Bedroom: 4 **Bathroom:** 3**Justin Low** (PEA2226)

MAXXAN REALTY SDN BHD (E (I) 1766)

☎ +6018 969 6878

**RM3,600/mth****Aria Luxury Residence, Jalan Tun Razak, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 753 sq ft **Bedroom:** 1 **Bathroom:** 1**K V Chai** (REN 16891)

ONE WSM PROPERTY SDN BHD (E (I) 1823)

☎ +6012 934 6860

**RM630,000****Subang Bestari, Shah Alam, Selangor****Type:** Terraced house **Tenure:** Leasehold
Built-up: 2,200 sq ft **Land size:** 1,400 sq ft
Bedroom: 4 **Bathroom:** 3**Kalthum Samad** REN 25404

NILAI HARTA CONSULTANT SDN BHD (VE (I) 0134/7)

☎ +6019 351 6257

**RM486,000****Taman Nusa Jaya Mas, Skudai, Johor****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,760 sq ft **Bedroom:** 4 **Bathroom:** 2**Karen Siow** (REN 25637)

GATHER PROPERTIES SDN BHD (E (I) 1536/3)

☎ +60111 123 8136

**RM2,300,000****SS1, Petaling Jaya, Selangor****Type:** Bungalow **Tenure:** Freehold
Built-up: 4,473 sq ft **Land size:** 7,600 sq ft
Bedroom: 6 **Bathroom:** 6**May Leong** (E 2769)

JUBILEE REALTY (E (3) 1853)

☎ +6012 779 0798

**RM3,700,000****Damansara Heights, Kuala Lumpur****Type:** Bungalow **Tenure:** NA
Built-up: 3,700 sq ft **Land size:** 6,800 sq ft
Bedroom: 4**May Leong** (E 2769)

JUBILEE REALTY (E (3) 1853)

☎ +6012 779 0798

**RM2,850,000****Jelutong Villas, Damansara Heights, Kuala Lumpur****Type:** Semidee house **Tenure:** Freehold
Built-up: 3,800 sq ft **Land size:** 3,550 sq ft
Bedroom: 4 **Bathroom:** 4**May Leong** (E 2769)

JUBILEE REALTY (E (3) 1853)

☎ +6012 779 0798

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