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*Developers making their*

# MOVES

**amidst uncertainties**

Developers are landbanking in matured areas in a new-norm strategy to meet demand.

Cheras is on their radar.

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## Banks need to give clear explanation about moratorium to affected M40

The Association of Banks in Malaysia (ABM) needs to provide a clear explanation about moratorium for M40 income earners affected by the Movement Control Order (MCO) 3.0, said Minister in the Prime Minister's Department (Economy) Datuk Seri Mustapa Mohamed. (pictured)

Based on the feedback he had received, the minister said many in the M40 group, including entrepreneurs and professionals, were becoming more stressed and desperate for help.

"Many are expecting a blanket moratorium as done last year. For micro, small and medium enterprises (MSMEs), there's no problem. But for the affected M40 income earners, who are struggling financially from lack of income, they can also apply and the banks have given the assurance that they will continue to help.

"The banks need to find a more thorough method of enlightening borrowers (on the moratorium)," he said in an interview on RTM TV1's "Political Economy – Lockdown and the Country's Economy" programme on June 8, 2021.

"Certainly, the best is the automatic



moratorium, which does not involve bureaucracy. I hope the banks will try to help those who have no further avenue (such as automatic moratorium) and those who deserve help," he added.



### Panasonic Solar Energy Malaysia's Kulim plant up for sale

Panasonic Solar Energy Malaysia's solar cell and panel production plant in Kulim Hi-Tech Park (KHPT), Penang, is now up for sale as Panasonic group has ceased solar production operations in Malaysia, said Knight Frank Malaysia.

Knight Frank Malaysia has been appointed as the exclusive marketing agent for the sale of the production plant, according to a media statement yesterday.

The 63-acre production plant is situated in Industrial Zone Phase 2 of KPHT, with the existing built facility occupying half of the land. With a total built-up area of close to 70,000 sq m, it consists of a single-storey factory annexed to a two-storey office building and other utilities building.

### Tiong Nam acquires Johor warehouse for RM30m

Tiong Nam Logistics Holdings Bhd is boosting its logistics warehousing

capacity by acquiring a company which owns a warehouse within Port of Tanjung Pelepas in Johor for RM30 million.

"The inclusion of the new warehouse (in Johor) will increase the group's warehousing capacity by 2.6% to 6.2 million sq ft, from 6 million sq ft as at March 31," said Tiong Nam in a statement on June 9.

The group said it is buying VM Andaman Sdn Bhd from Kwasa Logistics Sdn Bhd and Goodman SEA Investments No. 1 Ltd. The acquisition is expected to be completed by Sept 8.

Tiong Nam managing director Ong Yoong Nyock said the group has registered higher deliveries and warehousing volume across industries for the past few quarters, especially on essential segments such as F&B, electrical appliances and IT equipment, spurred by the work-from-home normality amid the pandemic.

### EPF posts RM19.29b in gross investment income for 1Q21

The Employees Provident Fund (EPF) posted a gross investment income of RM19.29 billion for the first quarter ended March 31, 2021, up 59% year-on-year from RM12.16 billion in 1Q20, despite the uncertainties amid the ongoing Covid-19 pandemic.

In a statement on June 8, the fund said it registered RM14.28

billion in equities income for the quarter, accounting for 74% of total gross investment income, while fixed income continued to contribute a stable income of RM3.92 billion.

Income from real estate and infrastructure, and money market instruments came in at RM710 million and RM380 million respectively.

Including the cost write-down on listed equities, which it said was a prudent measure to ensure its long-term portfolio remained healthy, the fund recorded a net investment income of RM19.24 billion.

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## 2020 worst period for retailers in Malaysia since 1987, says RGM

Last year was the worst period for retailers in Malaysia since 1987.

In the Malaysia Retail Industry Report for June 2021 compiled by Retail Group Malaysia (RGM) and released on June 9, it said after tentative signs of retail recovery since the end of last year, the hope for recovery this year was completely dashed recently when daily confirmed Covid-19 cases jumped to historical highs.

It said many retailers in Malaysia were hit hard

when people avoided going to enclosed places such as shopping malls.

RGM said after a series of new lockdowns have been introduced since the beginning of May 2021, the light of hope at the end of the retail tunnel has been turned off temporarily.

For the first quarter of 2021, the Malaysian retail industry recorded a negative growth rate of 9.9% in retail sales compared to the same period in 2020.



## 99 year-old Coliseum Café succumbs to Covid-19 and shuts

The 99 year-old Coliseum Café at Jalan Tuanku Abdul Rahman (TAR), Kuala Lumpur has been closed down permanently this year due to the Covid-19 pandemic.

The iconic restaurant, which served Hainanese western-style and colonial era food, was established in 1921. It was still in operation until March.

According to a report by The Malaysian Insight on June 6,

the restaurant owner decided to close its almost century-old eatery at Jalan TAR when the tenancy of the cafe in a pre-war building next to the Coliseum Cinema expired.

Meanwhile, Coliseum Café in Mid Valley Megamall and IOI City Mall have remained closed due to the ongoing Movement Control Order, while the Plaza 33 outlet is operational but only for deliveries.



## Topping out: Merdeka 118 marks major milestone

PNB Merdeka Ventures Sdn Bhd, a wholly-owned subsidiary of Permodalan Nasional Bhd (PNB), marked a major milestone when the final roof slab of Merdeka 118 (pictured) was topped out, safely reaching its peak at level 118.

According to PNB president and group chief executive Ahmad Zulqarnain Onn, Merdeka 118 is currently 81% completed, with the installation of the glass facade in progress at Level 108.

"Despite experiencing a delay due to restrictions from the Movement Control Order

implemented last year, we are pleased that we are able to top out within our revised timeline," Ahmad Zulqarnain said in a press statement.

With three million sq ft of floor area, comprising 1.66 million sq ft of net lettable area of Grade-A office space and an estimated one million sq ft of retail space, the Merdeka 118 tower will feature a number of outstanding facilities and services such as "The View at 118" Observation Deck and the first and only Park Hyatt Hotel in Malaysia which will occupy 17 floors of the tower.



## Covid-19: Vaccinations shifting into high gear

On June 9, a total of 154,866 doses of vaccine were administered — the highest daily record so far. It also marked the second consecutive day the country breached the 150,000 level, according to the latest data from the Covid-19 Vaccine Supply Access Guarantee Special Committee (JKJAV).

Beginning July, the government will be targeting over 200,000 individuals to receive their Covid-19 vaccination shots daily, and over 300,000 individuals daily from August onwards.

National Covid-19 Immunisation Programme (PICK) Coordinating Minister Khairy Jamaluddin said the steps to achieve the targeted numbers include opening

more vaccination centres throughout the country.

Khairy also said the government will soon commence dispensing Covid-19 vaccines to critical economic sectors, especially those which are required to operate throughout the Movement Control Order (MCO). He added the sectors that will receive the Covid-19 vaccines include manufacturing, export, logistics, transportation, energy, utilities and other related industries.

Additionally, the Selangor Covid-19 Vaccination Programme is expected to begin in July, as a complement to the PICK in accelerating efforts to achieve herd immunity among the state's population.





## The cheaper and easier way to protect the value of your home

**B**uying a home is supposed to be one of the biggest milestones in your life, and it should be something you look forward to celebrating one day.

And that's not only because a home is a shelter for you, but it could also be an investment asset – be it for rental income or capital appreciation. Hence, it is imperative to ensure the value of your asset is protected.

Other than servicing the monthly mortgage, what else are you supposed to look into? Many are not aware that to protect your investment, it is important to consider home (fire) insurance.

### Fire Risk is Real

Do you know that a total of 50,720 fire incidents were recorded in 2019, which was an increase of 24.1% compared to 2015, according to the Department of Statistics Malaysia?

Among the main causes that contributed to the fire incidents in Malaysia were deliberately set fire (good intentions) with 2,296 cases and electricity (1,234 cases). The highest number of fire incidents was recorded in Johor with 8,354 followed by Selangor (8,234) and Perak (4,615).

To address the increasing needs of Malaysian landed property homebuyers today, Tune Protect Malaysia has launched Home Easy insurance, which provides insurance coverage for residential buildings and home contents for loss or damage due to fire, lightning, explosions, flood, or burst pipes, among others. Unlike the conventional fire insurance for homes, Home Easy provides comprehensive protection for your home and your contents.

### Online Home (fire) Insurance for Landed Property Owners

Home Easy is the first online home (fire) insurance product for Tune Protect Malaysia. Customers can purchase it through its website ([www.tuneprotect.com](http://www.tuneprotect.com)) or the Tune Protect mobile application that is available on the Apple App Store and Google Play Store. This product is ideal for individual titled landed property.

### 40% Savings & Lowest Price Guarantee

Home Easy is the cheapest online home insurance policy, giving you more than 40% savings in premium compared to current market offers. To support this claim, Tune Protect Malaysia has launched the Lowest Price Guarantee Campaign that will make good the difference if a customer finds a cheaper quote in the market from now until Aug 31, 2021.

Also, customers will get to enjoy an additional 15% direct rebate on premium and earn five BIG Reward Points for every RM1 premium to redeem attractive rewards from an extensive list of BIG Rewards lifestyle partners.

This means you do not have to even step out of the house to sort out the entire process, especially at a time when we are all encouraged to stay at home to curb the Covid-19 pandemic.

### Personalized Home (fire) Insurance

Offering flexibility in home (fire) insurance, homeowners can opt for the coverage of their residential buildings including garages, fixtures and fittings, walls, gates as well as fences around the premises, while at the same time can buy protection for their household content and personal effects which belong to themselves or their family members.

### Ideal for Property Investor

Other additional top-up packages include landlord insurance for protection against loss of rental income, unoccupied premises and damage to content by tenants. This is perfect for property investors who need to manage their property risk.

Meanwhile, the mortgage loan protection package covers the monthly loan instalment in the event the house owner is unable to do so due to accidental death or total permanent disability.

The home care package covers reimburse cost of repairing or replacing water burst pipes, damage to fixture and fittings caused by termite, replacement doors, locks or windows due to break-in.

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### Cover for Smart Home Devices

There is also the smart home device protection package which covers your smart home devices (i.e. Google Home, Alexa & Amazon echo) due to destruction or damage caused by any accident.

Under the personal liability package, you can claim for your legal liability to third parties including legal cost and expenses in respect of bodily injury and property damage.

### Buy It in Less Than 10 Minutes

Many homeowners also have the misconception that it is a hassle to buy home insurance on your own. Understanding this concern, Tune Protect has come up with the simplest mechanism to purchase your home insurance online in 10 minutes without any content declaration. In fact, the hassle-free process is also applied to the insurance claiming process, so you have one fewer issue to deal with during difficult times.

Meanwhile, Tune Protect is also doing its part for the less fortunate. It will be partnering Yayasan Chow Kit for its children's health fund, Madhya's Gift whereby a RM6 contribution will be pledged for every Home Easy policy sold from now until the end of the year.

The contribution will be channelled to children from less privileged families who are in need of medical treatment.

### Home Easy How To Claim Process

#### STEP 1



Submit your claim along with your supporting documents via Tune Protect's website or app.

#### STEP 2



Your claim approval will take 14 days to process, and an adjuster may or may not be assigned to your case.

#### STEP 3



An offer letter will be sent within 7 working days upon claim approval. Please sign and return it.

#### STEP 4



Your payment will be processed, and you will receive your claim in 14 working days.

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# Developers bank *on established locations*

● **Text Tan Ai Leng**

**F**or the astute investor, every adversity offers a window of opportunity. Although the already soft property market has been further pressured by the impact of the Covid-19 pandemic, the business of property development has continued to fight tooth and nail.

While caution is still very much in the air, for long-term players, this is also an opportune time to grow a selective and strategic landbank.

Recent land transactions show that developers tend to invest in locations that are not only in the Klang Valley but which are already established.

As opposed to those so-called hey days of property development, developers no longer strive to create demand. Instead, building to meet demand is poised to be the new-norm strategy, both with big and medium-sized developers alike.

Market observers note that cautious land-banking exercises in fact started to emerge late last year.

Have land prices dropped because of the Covid-19 pandemic? Not really. Again, it's all down to supply and demand.

Sunway Property, the property development arm of Sunway Group, and more recently, UEM Sunrise Bhd, were among the more notable buyers of land – and in the established Cheras address in Kuala Lumpur. [\(Read “Why Cheras” on Page 8\)](#)

Sunway has enhanced its presence in Cheras with land purchases in Taman Mutiara (February) and Jalan Cochrane (April) with plans to roll out

new mixed developments next year.

Prior to the land purchase, its 23-acre Sunway Velocity development in Cheras, which has a gross development value of RM4 billion, has clinched RM1 billion sales in the commercial and residential segments since 2008, according to an earlier news report.

Apart from Sunway Velocity, the 3.34-acre land in Taman Mutiara, which the company acquired for RM42 million, will be used to develop exclusive homes to fit the new norm and lifestyle. The project is expected to be unveiled in 2022.

In a media release dated Feb 1, 2021, Sunway Bhd property division managing director Sarena Cheah noted that Sunway Property would be actively looking for more strategic opportunities in 2021, given the soft market.

“We want to be prepared for any turnaround of the property market in the coming years,” she stressed.

## **UEM Sunrise expanding presence in Klang Valley**

UEM Sunrise, better known for its success in KL's Mont'Kiara, has also made its move.

While it already has a significant presence in Johor, it lately expanded its presence to Kepong, KL with its 73-acre Kiara Bay development, which was unveiled in Oct 2019.

In addition, UEM Sunrise acquired three parcels of prime land in Section 13, Petaling Jaya (PJ), Selangor on Jalan Professor Khoo Kay Kim for RM200 million back in March this year, with plans to build a RM1.3 billion mixed-use development.

**Continued NEXT PAGE →**

Developers are re-strategising and looking at accumulating landbank in matured areas.





Sunway has enhanced its presence in the Cheras/Kuala Lumpur area with additional land purchase at Jalan Cochrane.



PHOTOGRAPHS BY LOW YEN YENG | EdgeProp.my

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UEM Sunrise CEO Sufian Abdullah, who came on board on Feb 2, 2021, said the land acquisition marked UEM Sunrise's first project in the affluent PJ township, further strengthening the company's portfolio in prime and upmarket locales, following its successes in Mont'Kiara and Iskandar Puteri, Johor, in addition to its Kiara Bay integrated mixed-use development.

"It (the acquisition) also bodes well with our ongoing efforts to rebalance our portfolio and increase our foothold in the Klang Valley. It has been our growth plans to intensify our focus in key and strategic locations that can be tapped and provide quick turnarounds," said Sufian in the company's statement released in March this year. [\(Read "Increasing enquiries for land outside city centre" on Page 9\)](#)

Although the Covid-19 and the rein-statement of the Movement Control Order (MCO) have affected the company's business, Sufian described this as a time for the staff to "recharge".

"We will resume stronger with a re-freshed zeal and vigour to provide our customers high-quality homes and an unparalleled home-owning journey and experience," the chieftain said in his LinkedIn posting titled 'First 100 Days in a Pandemic (... and Emergency!)' on May 12, 2021. [\(Read "A rendition of Sufian's 100 days at UEM Sunrise" on Page 9\)](#)

Then, on June 4, UEM Sunrise entered into a land purchase agreement with Cheras-based developer Accolade Land Sdn Bhd to acquire a 6.86-acre freehold land in Cheras for RM197 million.

### Landbanking exercises started last year

Real estate agency Rahim & Co International Sdn Bhd CEO Siva Shanker observes that the landbanking exercises began last year as developers changed their strategies in dealing with the uncertainties amidst



pandemic times.

For instance, Binastra Land Sdn Bhd had purchased a 2.93-acre parcel in Jalan Cochrane in July last year from Boustead Properties Bhd for RM138 million and planned for a mixed development comprising hotel and serviced apartments.

Another developer, Tadmax Resources Bhd, also purchased a 2.6-acre leasehold land in Cheras (near EkoCheras Mall), from the KL City Council (DBKL) for RM37.4 million.

"Many were surprised by the deals [last year] and wondered why developers made such bold decisions during pandemic times, but now there are increasing enquiries from developers eyeing land in matured areas, especially pocket-size land on which they could kick start any development soon," Siva tells EdgeProp.my.

"Most developers are re-strategising. For those who have pockets of land in the city centre, they will speed up the launching process, while others might be taking the opportunity to accumulate landbank as land owners are more realistic on selling prices," he explains.

When times are bad to sell, developers will be taking the opportunities to build and wait for the economic recovery. Looking at current market conditions – prolonged lockdowns and escalating number of daily Covid-19 cases – Siva expects the landbank acquisitions will continue until next year.

Continued **NEXT PAGE** →

**“The landbanking exercises began last year as developers changed their strategies in dealing with the uncertainties amidst pandemic times.”**  
— Siva



**“We want to be prepared for any turnaround of the property market in the coming years,”**  
— Cheah





## Why Cheras?

← From **PREVIOUS PAGE**

**B**ordering Ampang to the north and Kajang to the south, Cheras is one of the oldest residential areas in Kuala Lumpur with parts of it located in Selangor.

Location is Cheras' biggest advantage as the KL portion of Cheras is about 6km from the KL city centre. It also offers various housing choices that meet different buyers' needs and budgets.

Starting as a residential area, Cheras has evolved into a business, education and entertainment centre for city dwellers. The opening of IKEA Cheras and MyTOWN Shopping Centre as well as Sunway Velocity have created more vibrancy to this old residential area in KL.

Cheras was also one of the top three most-searched locations in **EdgeProp.my** last year.

It came as no surprise that developers are eyeing to increase landbank and roll out mixed developments here for its proximity to the city centre and easy connectivity to the rail transportation system.

For UEM Sunrise Bhd, its newly acquired land in Connaught is located adjacent to the Taman Connaught MRT (mass rapid transit) station. The company has planned to develop a transit-oriented development (TOD) here with a gross development value (GDV) of RM1 billion.

According to UEM Sunrise CEO Sufian Abdullah, the preliminary plan is to develop some 1.8 million sq ft of various types of competitively-priced products aimed at young city dwellers who are looking for homes with immediate accessibility into the city centre.

The first phase of the two-phase development is slated to be unveiled in the second half of next year. This will be the second TOD development by UEM Sunrise after its Gerbang Nusajaya, Johor.

In a media statement in June 2021, Sufian said the location of the prime land has offered the company an opportunity to explore a TOD that suits current market needs.

Taman Connaught MRT station is just

six stations away from Tun Razak Exchange (TRX), which is poised to be the future financial centre of KL city centre with an estimated 45,000 working population.

### Cheras continues to stay robust

Commenting on the location, Sufian anticipates the Cheras housing market will continue to stay robust – supported by the growing working crowd, thanks to its good amenities and easy accessibility as well as connectivity via six MRT stations.

About 10 minutes' drive or 8.5km away from Taman Connaught MRT station, one will reach Sunway Velocity Mall, IKEA Cheras and MyTOWN Shopping Centre.

Master community developer Sunway Property, the property development arm of Sunway Group, on April 19, 2021 acquired a 6.59-acre freehold plot from Boustead Properties Bhd for RM233.4 million.

The developer is mulling to roll out a mixed development comprising serviced apartments and retail elements that carries a GDV of at least RM1.15 billion on the prime land which is located at Jalan Cochrane, KL. The land is located within the commercial zoning in the city centre and situated directly across Cochrane MRT Station, which is just one station away from TRX.

The new addition of the Jalan Cochrane plot has added up Sunway's landbank in Cochrane vicinity to 38 acres. This will further strengthen Sunway's presence in this vicinity where the company has already developed and invested substantially in the very successful Sunway Velocity and Sunway Velocity TWO, both of which are MSC Cybercentre-status developments.

Apart from this, Sunway also has planned for another residential development in Jalan

The KL portion of Cheras is about 6km from the KL city centre, making it one of the most sought after locations in Klang Valley.



There are six MRT stations in the Cheras area, Maluri MRT station is one of it.

Belfield, KL, about 6km away from Sunway Velocity, which will be unveiled this year.

Dubbed Sunway Belfield, the 4.53-acre development, which has a GDV of RM1 billion, will be offering 1,330 serviced apartments spread across three residential towers. Unit built-ups range from 788 sq ft to 1,337 sq ft and are priced from RM590,000 or an average of RM720 psf, according to earlier news reports in January this year.

The plot is located 400m from the Maharajalela monorail station, close to various amenities such as Zhongshan Building, Petaling Street, SJK (C) Kuen Cheng 1, Alice Smith School and Taylor's International School KL.

It is also about 1km from the upcoming Merdeka 118 tower which is slated to be completed in 2022. Upon completion, the 644m skyscraper will become the tallest building in Malaysia and Southeast Asia.

Permodalan Nasional Bhd and its subsidiaries reportedly will take up 42 floors of Merdeka 118, while 14 floors are for amenities. Four floors will become observation decks and another 41 floors are for office rental. The upper 17 floors of the tower will house Park Hyatt Hotel KL, operated by Hyatt Hotels Corp.

Continued **NEXT PAGE** →



# A rendition of Sufian's 100 days at UEM Sunrise

**D**espite having been in the industry for over 20 years, UEM Sunrise Bhd CEO Sufian Abdullah has experienced a real baptism of fire in dealing with the uncertainties brought on by the Covid-19 pandemic.


In less than three months after reporting to office in February, even though the company had put their best efforts in curbing the spread of Covid-19 in the workplace, there were still some staff members found positive, with a large number of them infected from their own communities and homes.

Another unexpected challenge was the ensuing closure of UEM Sunrise's flagship retail property, Publika Shopping Gallery, after the premises was listed in the Hotspot Identification for Dynamic Engagement system as a potential Covid-19 hot spot.

"Even the most experienced person running an organisation would call this a real baptism of fire and even a once-in-a-lifetime test," said the 49-year-old chieftain in his LinkedIn post on May 12, 2021.

Despite all the challenges, Sufian is adjusting himself and restrategising to adapt to the new norm.

"We will continue to prioritise the safety of our teammates, patrons, customers and community at every single UEM Sunrise touchpoint. Our Customer Experience team will be on hand and ready as ever to help with any enquiries from our customers.

"While we do our part to stay home and minimise social activities and movements, I want to thank our essential workers from UEM Sunrise for keeping the pulse going," he said. 



**“While we do our part to stay home and minimise social activities and movements, I want to thank our essential workers from UEM Sunrise for keeping the pulse going,” — Sufian**

← From **PREVIOUS PAGE**

## Increasing enquiries for land outside city centre

**W**hile the recent deals of Cochrane land and Connaught land sales to Sunway Property and UEM Sunrise Bhd respectively have caught the market's attention, real estate agency Rahim & Co International Sdn Bhd CEO Siva Shanker says not many developers are looking for land in Kuala Lumpur city centre.

"After all, even during bad times, the land price still stays on the high side due to land scarcity," he explains, adding that many are interested with plots located within 10km radius from the city centre such as Sungai Besi or land in major business hubs in the Klang Valley.

For instance, UEM Sunrise acquired three parcels of prime land in Section 13, Petaling Jaya (PJ), Selangor on

Jalan Professor Khoo Kay Kim for RM200 million back in March this year, with plans to build a RM1.3 billion mixed-use development there.


According to Public Investment Bank's report on June 8, with the newly acquired landbank, UEM Sunrise's total landbank in the Central Region has increased to 440.1 acres, amounting to an estimated gross development value (GDV) of RM29 billion.

On the company's asset balancing move, Public Investment Bank analyst Tan Siang Hing said in a research note that the landbank addition is consistent with the management's strategy to rebalance its portfolio and increase its foothold in the Klang Valley, especially strategic land parcels with quick turnarounds.

"Recent moves saw the group lowering its exposure in Johor, including the disposal of its 170-acre industrial land to AME Elite for RM434 million, and the reduction of its stake in a firm developing 2,500 acres of land in Kulai, Johor for RM183 million, while adding more development land in the Central Region," said the report.

Other than UEM Sunrise, Penang-based developer GSD Land (M) Sdn Bhd has purchased a 2.06-acre land in Section 13, PJ. The freehold plot was the former Sinalco and Kickapoo Joy Juice bottling factory site which was owned by Singapore-based National Aerated Water Co (KL) Sdn Bhd.

Property developer Mah Sing Group Bhd also, in May this year, acquired a five-acre leasehold land in Setapak, KL for RM89 million in Jalan Genting Kelang. The developer plans to roll out a mixed development called M Astra, which will have a GDV of RM618 million.

Meanwhile, Axis Real Estate Investment Trust, which focuses on industrial properties, also expanded its portfolio by acquiring a 20.75-acre plot in Shah Alam, Selangor for RM120 million. 

UEM Sunrise acquired Dutch Lady Milk Industries Bhd's factory land in Section 13, Petaling Jaya, in March 2021.



# Urgent need on *improving indoor air quality to fight Covid-19*



“  
The ventilation  
guidelines should  
have been drafted  
a long time ago  
as it could have  
huge economic  
implications.”  
– Adeeba



## ●Text Chin Wai Lun

Malaysia needs clear guidelines on the ventilation system in buildings as cleaner indoor air could curb the spread of the coronavirus, said World Health Organization (WHO) Science Council member and infectious diseases expert Prof Datuk Dr Adeeba Kamarulzaman.

“Industry experts and leaders need to step up as well. Do not sit back and wait for the government to draw up the policy.” These words are part of the clarion call made by Adeeba in a phone interview with **EdgeProp.my** on June 8.

In late May, as reported by Bloomberg, WHO and the US Centers for Disease Control and Prevention (CDC) have accepted the scientific findings that coronavirus is airborne, and scientists are now calling for ventilation systems to be improved to fight the pandemic.

Besides WHO and CDC, there have been various guidelines published by the European CDC and recently on May 25, Singapore came up with its updated guidance note on improving ventilation and indoor air quality in buildings.

“For the past 18 months or so, the focus has been mainly on surface transmissions

and direct or close contacts [for Covid-19],” said Adeeba, who is also the chairperson of the Malaysian AIDS Foundation.

In fact, she noted that the ventilation guidelines should have been drafted a long time ago as it could have huge economic implications. For instance, it could serve as guidance for restaurants and retailers in enhancing indoor air quality and thereby support measures to reopen these establishments safely.

For example, shopping malls may need to consider allowing eateries to spill onto walkways and prevent crowding in enclosed spaces.

“I am less worried about the larger establishments like shopping complexes and office buildings with ample spaces, where there is less people-density. It is the smaller individual shops and also restaurants where people take their masks off during eating that I am worried about,” she emphasised.

She advised the public to start by embarking on simple measures like leaving doors and windows open.

“It is going to be an expensive exercise, but it is imperative for the long term and the guidance needs to be out as soon as possible especially for the commercial sector,” stressed Adeeba.

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## What you can do at home

As for residential homes, Adeeba suggested adequate ventilation too.

“Nowadays, we see most homes are air-conditioned and laden with carpets. It is a far cry from the well-ventilated houses during the old days with fewer carpets, more louveres and no dependence on air-condition. We should live according to our climate settings,” highlighted Adeeba.

For a start, she makes it a habit to open all doors and windows to ventilate her entire home first thing in the morning.

“The only place with air-conditioning is the bedroom. But even during pre-Covid days, we usually use fans and opt for natural ventilation. It is healthier that way,” she shared.

Alas, she lamented that there is still a lot of confusion, misplaced emphasis and overall, a lack of understanding over the matter. Plus, there is still not enough acknowledgement from the people at the top that airborne transmission is the main mode of Covid-19 transmission and subsequently take action in ensuring adequate indoor ventilation.

“Many I think are still unclear about how the virus is transmitted. The risk of transmission in a poorly ventilated indoor setting is so much higher – 18 times in fact – than the outdoors,” stressed Adeeba.

## Of vaccine apathy and Ivermectin

Separately, regarding people’s hesitancy on taking the Covid-19 vaccine due to fear of side effects, Adeeba replied some people may not consider the Covid-19 vaccine to be important nor high in their priority lists.

“They are not hesitant, but may not be well-educated enough on the subject of Covid-19 to realise how important and life-saving the vaccination is. Other reasons they are not coming forward for vaccination may also be logistics, difficulty in registering and such.

“We need to rope in community and religious leaders to go down to the ground

[to encourage vaccination] and I’m glad to see this is now happening,” said Adeeba, adding that a different communication approach is needed instead of solely focusing on alleviating fears over side effects.

Last week in a Sinar Harian programme, she said Covid-19 is set to be the second-highest cause of death in Malaysia after heart attack. She also quoted a study conducted by the Institute for Health Metrics and Evaluation of the University of Washington in the US which found that the Covid-19 death toll in Malaysia may reach up to a staggering 26,000 by September based on the current trajectory. The same study also estimated that the daily death rate would go as high as 200 cases towards the end of August.

On her thoughts on the Ivermectin clinical trials embarked by the Ministry of Health (MOH), she is keeping her mind open on it.

“At present there is no conclusive good quality trial data that suggest that we should be recommending this drug for either treatment or prophylaxis of Covid-19, and therefore we need larger and better clinical trials and studies over the matter,” Adeeba opined.

She also pointed out that India has dropped the usage of Ivermectin from its MOH guidelines.

On June 5, Health director-general Tan Sri Dr Noor Hisham Abdullah mentioned that while Ivermectin has been approved by the US Food and Drug Administration as an anti-parasitic drug for treating several neglected tropical diseases, including onchocerciasis, strongyloidiasis and helminthiasis, there is insufficient evidence to recommend its use as routine treatment on Covid-19 patients.

However, Dr Noor Hisham added that MOH has begun clinical trials (as per WHO recommendations) in 12 of its hospitals to study the use and efficacy of Ivermectin for high-risk Covid-19 patients in the country. 📍

*This story first appeared in EdgeProp.my on June 8, 2021.*



“  
Many I think are still unclear about how the virus is transmitted. The risk of transmission in a poorly ventilated indoor setting is so much higher – 18 times in fact – than the outdoors,”  
– Adeeba

# Act now before it's too late - Poor indoor air ventilation kills



Anthony Lee Tee is Architect Centre Sdn Bhd accredited architect and trainer. He is also one of the judges of EdgeProp Malaysia's Best Managed & Sustainable Property Awards.

“

The key to crisis management is the power of preparedness.”  
– Lee

## Text Anthony Lee Tee

In April 2021, the ASHRAE Epidemic Task Force replaced the statement made 12 months earlier that said airborne transmission was “sufficiently likely” with an unequivocal revision: “Airborne transmission of SARS-CoV-2 is significant and should be controlled. Changes to building operations, including the operation of heating, ventilating, and air-conditioning (AC) systems, can reduce airborne exposures”.

In addition, it added, quoting ASHRAE Epidemic Task Force chair William P Bahnfleth: “This may seem like a small step, but we feel it is important to leave no doubt about our position, given the muted support for ventilation and filtration as important tools in the effort to stop the pandemic, from some organisations that should be leading more strongly”.

Subsequently, both World Health Organization (WHO) and the US Centers for Disease Control and Prevention (CDC) have acknowledged the risks associated with indoor airborne transmission in buildings.

### Aren't air-conditioning and filters good enough?

Part III of Malaysia's Uniform Building By-laws (UBBL) stipulates and regulates the minimum requirements for ventilation either naturally through windows and openings, or mechanically with AC. Unfortunately,

many properties observed during judging of EdgeProp Malaysia's Best Managed & Sustainable Property Awards 2021 failed to meet these basic criteria.

We have observed enclosed habitable rooms within commercial buildings like restaurants, offices, gyms and meeting rooms relying only on split AC (wall or ceiling mounted).

The concern of indoor airborne transmission of Covid-19 inside our buildings should raise alarm bells especially over existing deficiencies and non-compliances against existing building by-laws regulating the fresh air and ventilation (naturally or mechanically) of residential and commercial buildings.

### Airborne transmissions inside our buildings

If fresh air, proper ventilation and filtration are important, does AC reduce airborne exposures? The short answer is no.

Most residential properties and their common facilities (gyms, offices, meeting rooms, etc) are fitted with AC that comes with a “compressor unit” located outside and connected to a separate “blower unit” inside – hence commonly known as “split AC units”. Blower units are usually fixed on walls or mounted in the ceiling (called cassette blowers).

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Although some brands have built-in features (eg: nano-technology, ionisers, filters, etc), generally, all modern split AC units do not feature fresh air intake, which is a major factor in ensuring good indoor air quality (IAQ). As indoor air is known to contain two to five times more toxins compared to outside air, a mixture of fresh air is important to dilute chemical and biological contaminants (flushing) when the AC is operating.

### What should I do to curb airborne exposure?

Hence, it is good to open windows and doors with the ceiling fans running to flush stale air out and fresh air in every morning. Operating the AC with windows or doors slightly ajar can improve fresh air mixture.

There are practical considerations if the outside air happens to be near traffic, exhaust fans, dust, noise and other pollutants – hence the location of your property may exacerbate an already low IAQ.

Regular maintenance of AC is essential to ensure the filters are cleaned and the equipment is working in good order. This will also reduce the cost of repairs, breakdown and electricity.

### What about office spaces shared with colleagues?

Again, most shop offices and businesses rely on split AC units with closed doors and windows, and consequently little or no fresh air and ventilation. Although split AC has a built-in air filter, it is especially important to understand that a split AC merely cools the stale unventilated space without fresh air change.

Without fresh air change, especially in meeting rooms where more people congregate, the level of carbon dioxide

and other contaminants will exceed the maximum recommended levels.

For larger offices with central air-conditioning systems, we recommend building owners to conduct an AC Mechanical Ventilation audit to assess the performance of the fresh air change, filtration and maintenance.

### What can be done now

To be realistic, it is not practical to undertake any major redesign or rip out the current AC system, especially during the Movement Control Order and other accessibility limitations to tradesmen now. However, it should be on every building owner's "must do" list once conditions allow.

Keeping your premises clean with proper washing facilities and regular maintenance goes a long way towards improved IAQ. Start with a general spring cleaning by getting rid of soiled rugs, carpets, curtains, boxes and oil those rusty window and door hinges.

In some situations, standalone HEPA (high-efficiency particulate air) filters can mitigate and improve IAQ.

### Preparing for long term

Buildings should be designed with future-proofing in mind beyond simply good IAQ. The fundamentals of design, selection of suitable building materials and workmanship that provide for practical maintainability with accessibility for repairs and replacements are important attributes to be considered.

Buildings that are "prepared" for crisis are invariably those that are already well managed with the best practices by a community of owners in the areas of financial sustainability, accountability, safety and maintenance.

The key to crisis management is the power of preparedness. 

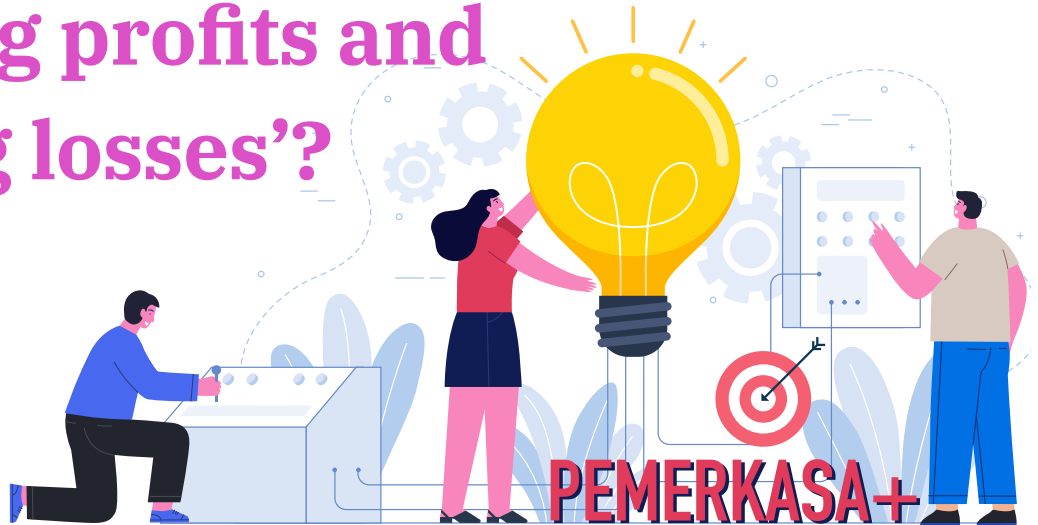


“  
Keeping your premises clean with proper washing facilities and regular maintenance goes a long way towards improved IAQ.”  
– Lee





# Is the extension of HOC 'privatising profits and socialising losses'?



**T**he government on May 31, 2021 announced the RM40 billion PEMERKASA+ aid package, and one of the measures was extending the residential home stamp duty exemption scheme under the Home Ownership Campaign (HOC) for six months to Dec 31, 2021.

Although the objective of the extension is to reactivate the property industry and also to spur economic growth, the measures appear to be not well thought out again.

**HOC presumably enables the rakyat an easier pathway to own a house through some government incentives which include the following:**

- Waiver of stamp duties for residential units priced between RM300,000 and RM2.5 million but capped at RM1 million, meaning that the 100% exemption will be for the first RM1 million and any price beyond will bear a stamp duty of 3%
- 100% waiver of stamp duties on loan agreements for residential properties priced between RM300,000 and RM2.5 million

Among the conditions are:

- The residential properties must be granted a discount of at least 10% and must be certified (exclusively) by Real Estate & Housing Developers' Association Malaysia (REHDA), Sabah Housing & Real Estate Developers Association (SHARED) or Sarawak Housing & Real Estate Developers' Association (SHEDA)
- Exemptions are only applicable for Malaysian citizens

It is still very difficult to understand why taxpayers' money is being "sacrificed" to facilitate the niche market buyers and for the benefit of the housing developers, because that is exactly what is being done here.

How else do you explain the fact that the government is waiving stamp duties for the transactions? Less collection of such duties and revenues means government expenditure is being paid from other tax sources.

Mind you, we are talking about developers' stocks – those completed and unsold properties. Why should the rest of the country subsidise these developers' marketing of their products?

They made a bad business decision. Do the rest of us have to subsidise their loss? Why don't these developers just give a "higher" percentage of discount on these properties? It's elementary economics that when a product can't sell, you sell it cheaper in a soft market, especially so in these Covid-19 times.

To the purchaser, there is no difference between buying a property of RM1 million with the stamp duties of RM24,000 waived by the government and buying a proper-

ty at RM976,000 from the developer and paying the RM24,000 stamp duties to the government.

The adage "privatising profits and socialising losses" is most apt to describe the situation.

## Pricing is the core of the problem

This HOC (extended) move is obviously to assist housing developers to dispose of their unsold stock that have been statistically categorised as "unsold overhang" properties.

The real reason most developers have not been able to sell their houses is the pricing. It is no secret that even without HOC, developers are known to have given discounts and rebates, sometimes as much as 25%. Advertisements of 20% to 30% discounts have been sighted and acknowledged by market players.

If, with all these rebates, developers still find it difficult to sell their houses, it comes as a surprise that the government has come up partnering them in the HOC again and at a mere 10% discount.

It is really not difficult to understand why developers pitch such steep prices – only to give discounts, rebates and other freebies. If developers could not sell their discounted products in normal times, how could they sell under the HOC (extended), unless the new 10% were over and above the "various" discounts already given?

Transparency in price discovery is lacking. The financial institutions seem to be aware of the discounts and rebates, but how these have been translated into loans is not known.

The government ought to let the market play its role, with the banking sector sticking to the real prices. Greater accountability must be enforced on developers to account for selling prices, discounts and rebates.

**“If developers could not sell their discounted products in normal times, how could they sell under the HOC (extended), unless the new 10% were over and above the “various” discounts already given?”**



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The act of increasing the price and then offering a rebate appears to help buyers but this actually does more harm than good in the long run. These rebates, discounts and “cashbacks” actually lead to higher cost for buyers.

**Why are secondary properties not included?**

The secondary market or sub-sales too have been severely affected by the Covid-19 pandemic and its consequent Movement Control Orders.

If the intention of the government is to reactivate the property market, the incentives offered under HOC should be extended to first-time homebuyers looking to buy from the secondary market as well.

According to the National Property Information Centre, the secondary market accounts for 80% of all property transactions in 2019.

**Transparency in price discovery**

We reiterate the need to have all loans, whether from the primary or secondary market, supported by an independent detailed valuation report, as a check-and-balance mechanism.

This will ensure that bankers lend on market value for the property and not on “fictitious prices” as unilaterally stated in the sale and purchase agreements.

There is a need for a proper market and feasibility study of new projects before they are even approved. The financial institutions should obtain a full market and feasibility study before they approve any project and its pricing. When valuations are made, false information should be weeded out so that it does not exacerbate price discovery, which leads to an ever-spiralling valuation.

Property investment clubs or property gurus who influence potential buyers to buy certain projects from which the former have been assured of substantial commissions ought to be investigated. In fact, shouldn't they be outlawed?

There are sufficient estate agents licensed and regulated by the government

“

**The act of increasing the price and then offering a rebate appears to help buyers but this actually does more harm than good in the long run.**

who can advise any potential buyers on the properties they are buying. At least these estate agents are subject to a code of ethics and are answerable to the Board of Valuers, Appraisers, Estate Agents and Property Managers.

The so-called investment clubs do not and cannot serve the interest of buyers and there would be no legal recourse, if the buyers were cheated.

**What's in it for affordable housing buyers in PEMERKASA+?**

Housing and Local Government Minister Datuk Zuraida Kamaruddin in 2019 declared that the official definition of “affordable housing” must meet three criteria.

- Prices should be between RM150,000 and RM300,000 (between rural and urban)
- Built-up must be conducive for family living with a minimum built-up area of 900 sq ft and have at least three bedrooms
- Location must be in areas that are accessible to public transportation links, public amenities, government schools, and hospitals

There was no mention of the benefits of HOC (extended) for affordable housing buyers, but it's the affordable category buyers that need to save every penny possible. The incentives and waivers of stamp duties will obviously benefit them.

The rich don't need “handouts”.

If they are rich enough to buy a million-ringgit property; stamp duties are mere “chicken feed”.

**Government should rescind extension of HOC**

To ensure the government's policies and measures are able to solve the real problems of the housing market, HBA has suggested the following:

- Housing developers should offer higher discounts to off-load their unsold overhang stocks instead of the government bailing them through waivers using taxpayers' monies.
- The government should rescind the HOC (extended) proposal and implement a sustainable tax.
- An initial grant to first-time house buyers should be given to enable them to buy the affordable houses that are being offered. This could attract a larger number of people to buy houses as well as to resolve the housing shelter problem. First-time house buyers can also be assisted by stamp duty waivers to encourage them to buy a house for themselves.
- The government could perhaps be more specific in the reintroduction of HOC. Developers who are holding properties not sold but completed with Certificate of Completion and Compliance or Occupancy Certificate for more than three years can be supported by HOC.
- Whatever benefits or waivers should include the secondary market too and not just developers' products i.e. the primary market.
- Owners could consider refinancing their properties since interest rates have been reduced by banks to stimulate the domestic market. 🏠



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# EcoWorld: Future-proofing its communities through sustainability

●Text **Chin Wai Lun**

It is not a one-off affair. In fact, sustainability courses through the veins of award-winning developer Eco World Development Group Bhd (EcoWorld).

In a virtual Zoom event on June 4 titled “Building for Generations”, EcoWorld commemorated World Environment Day 2021 by showcasing its initiatives in building and future-proofing its communities through sustainability.

The event also featured guest speakers EdgeProp Malaysia editor-in-chief and managing director Au Foong Yee and AGV Environment Sdn Bhd director/principal consultant Datin Dr Vijayalakshmi Samuel.

In his welcome address, EcoWorld president and CEO Datuk Chang Khim Wah stressed that incorporating sustainability is not just on an ad-hoc basis, but also on everyday decision-making.

“It is more than just building, it is how people utilise it, maintain it and prosper – the living experience... We also push boundaries through innovation – beyond the brick-and-mortar way of doing business. Development is not just about construction. It is building communities and how to improve the environment,” he added.

A further testament to this initiative was the establishment of a three-tier governance structure (in 2017) to oversee, review and approve EcoWorld’s sustainability strategies, policies and initiatives.

“It is not just about planting 10,000 trees in a short time and earning profits. We have to balance [the business] with our daily decisions that are environmentally-friendly and strengthen social and governance principles as well along the way,” stressed Chang.



PHOTOGRAPHS BY LOW YEN YING | EdgeProp.my

It is this dedication to such a vision that EcoWorld has been honoured with numerous accolades, the most recent being one of the winners of the EdgeProp Malaysia’s Responsible Developer: Building Sustainable Development Award 2021. It was also inducted into the Malaysia Developers’ Hall of Fame where membership is exclusively accorded to winners of EdgeProp Malaysia’s Responsible Developer Award introduced in 2018.

Notably, since the EdgeProp Malaysia’s Best Managed & Sustainable Property Awards began rolling out in 2017, EcoWorld has bagged a total of seven awards over the years.

Additionally, EcoWorld was inducted into the FTSE4Good Bursa Malaysia Index in Dec 2020 and accepted as a participant of the United Nations Global Compact in April 2021.

EcoWorld bagged the EdgeProp Malaysia’s Responsible Developer: Building Sustainable Development Awards 2021 in April. (From left): Au, Housing and Local Government Minister Datuk Zuraidda Kamaruddin and Chang.



PICTURES FROM ECOWORLD

“**Development is not just about construction. It is building communities and how to improve the environment.**”  
— Chang

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Eco Granduer in Bandar Puncak Alam, Selangor.







**“The use of “sustainability” is in danger of being abused to hoodwink consumers -- the same way some irresponsible developers had stretched the use of “green” just to push sales.” — Au**

## A clarion call on sustainability for the property industry

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An honest and sincere journey of sustainability demands long-term commitment and sacrifices on multiple fronts, stressed EdgeProp Malaysia editor-in-chief and managing director Au Foong Yee.

“It is difficult to visualise how a business model that is typically hinged on cutting down trees can be a convincing ambassador of protecting the environment for the future. But today, the proof of the pudding is in the eating. And EcoWorld’s induction in April this year into the Malaysia Developers’ Hall of Fame speaks volumes.

“EcoWorld’s vision and tagline of “Creating Tomorrow & Beyond” is powerful and catchy. But, more than that, it is a brand promise that is tremendously weighty. It is an open declaration to future-proof the skyline, property landscape and of course, the ecological balance that we live in – a no mean task by any standard,” said Au.

She also noted that Chang’s insights into EcoWorld’s sustainability journey have in fact been testified in the group’s growing interest in real estate that is not only built in a sustain-

able manner, but which are designed and built for sustainable quality upkeep.

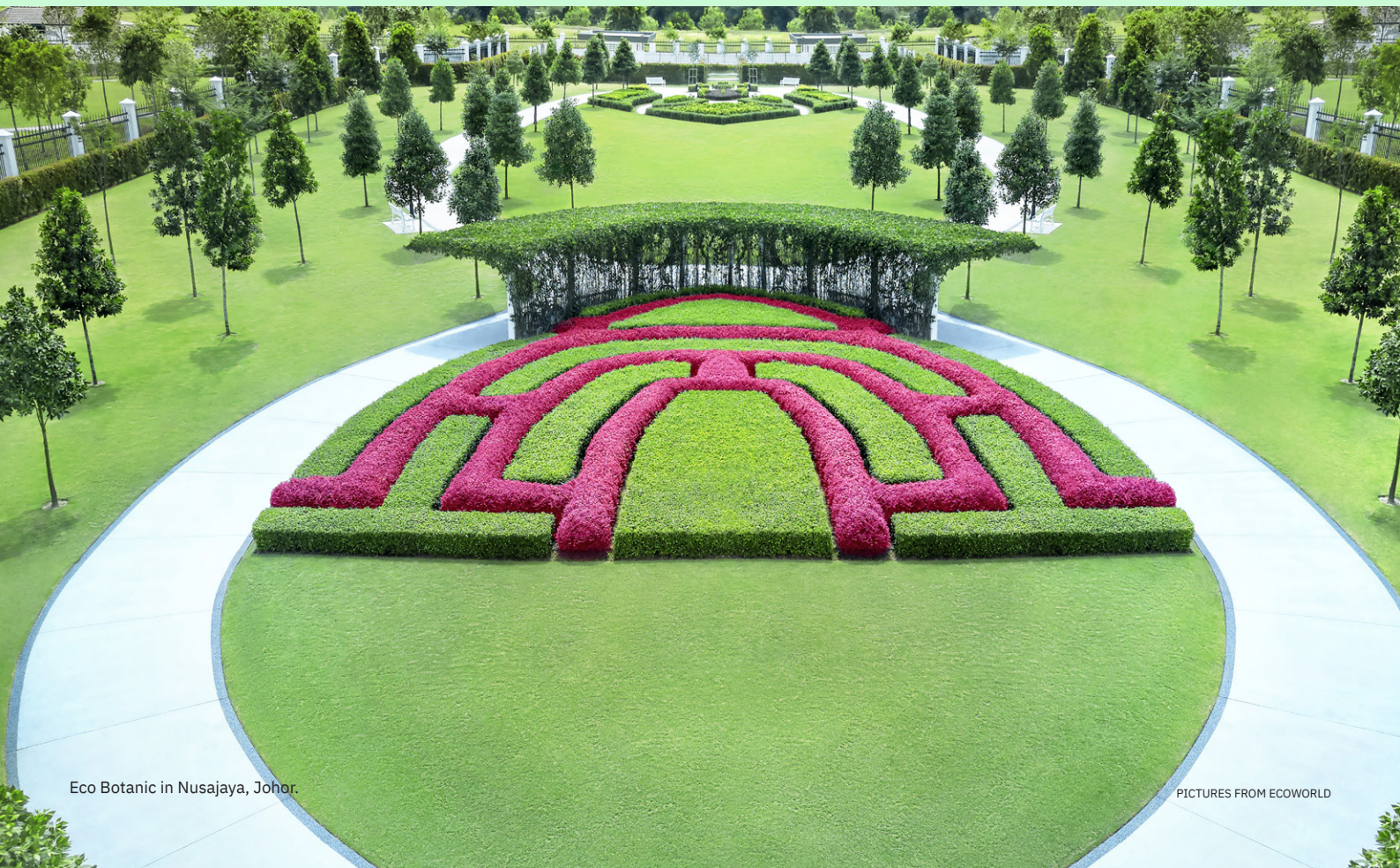
As the chief judge of EdgeProp Malaysia’s Best Managed & Sustainable Property Awards and with the privilege of studying in detail all the entries submitted, Au noted that the back-of-house facilities and their maintenance are areas that are commonly overlooked.

The reality is that the bells and whistles in a project, although give it a lot of hype, might not necessarily work in the best interest of buyers, she stressed.

“To be honest, unfortunately, not all Malaysian developers buy into this idea of building in a responsible and sustainable manner. In fact, the use of ‘sustainability’ is in danger of being abused to hoodwink consumers – the same way some irresponsible developers have stretched the use of ‘green’ just to push sales.

“It is my hope that more developers will emulate EcoWorld as well as the others in Malaysia Developers’ Hall of Fame as they continue to benchmark Malaysia as a nation of responsible developers who embrace sustainability in a holistic and, well, sustainable manner,” Au concluded.

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# Sustainability is in the DNA

In a virtual Zoom event on June 4 titled “Building for Generations”, EcoWorld commemorated World Environment Day 2021 by showcasing its initiatives in building and future-proofing its communities through sustainability. The event attracted over 500 participants.

It featured guest speakers EdgeProp Malaysia editor-in-chief and managing director Au Foong Yee, AGV Environment Sdn Bhd director/principal consultant Datin Dr Vijayalakshmi Samuel and United Nations (UN) Global Compact Network Malaysia executive director Faroze Nadar.

To share some insights of the developer’s mission towards sustainability, there were presentations by EcoWorld staff Lynette Kong (senior manager, project planning & development), Md Suhimi Ismail (divisional general manager, group landscape), Mohd Feyriyss Md Mohtar (senior manager, landscape), Brandon Chong (senior executive, sales & marketing) and EcoWorld Residence Club manager Jennifer Sim.

In her presentation on urban planning, Kong emphasised on maximising the living experience for residents in EcoWorld developments.

She also highlighted the importance of open spaces (such as parks, lakesides and more) to provide relaxation and a boost to health. Moreover, houses are prioritised to face North and South to minimise direct sun exposure and thus, less energy is needed to cool the building.

Also critical to the design of the homes is cross ventilation. “We ensure there is a constant flow of air moving through the house to create a comfortable indoor temperature,” she pointed out in addition to other measures such as green energy and water management and customised designs to reduce wastage from renovations after handing over.

Suhimi in his talk on landscaping architecture said that the developments are designed according to a policy that “translates planning strategy into physical reality, visible expression of natural environment and human ecosystem processes that work across scales and contexts to provide multiple benefits for people and their environ-

ment”. Examples of these principles are simplicity, variety, colour, repetition and more to showcase the cohesive and brand identity of EcoWorld.

In his presentation titled “One Microsystem at a Time”, Feyriyss said that sustainable landscape is planned to meet the needs of residential and commercial communities in the area. Conservation of environment, low carbon footprint via pedestrian walkways, cycling lanes and planting of trees are among the many steps taken.

Under the “Citizenship for Sustainability” presentation by both Chong and Sim, the former noted that the company is constantly creating a green awareness – from waste segregation to textile recycling and reducing office and home waste. “New joiners are briefed on green features about eco-living development that EcoWorld seeks to create.

“From Nov 2019 to Oct 2020, we have recycled approximately 21.3 tonnes of recyclable wastes from all EcoWorld offices in the country. That is equivalent to 21,000 of 1-litre mineral water bottles and the carbon offset by the planting of 167 trees,” Chong shared.

Meanwhile, guest speaker Faroze was impressed by EcoWorld on the integration of sustainability as part of the company culture.

“[Sustainability and climate management] have to be a whole organisational approach, not limited to a single department or individual. Also, climate management actions need not be expensive or complex,” said Faroze.

Wrapping up the virtual event, EcoWorld executive director Liew Tian Xiong noted that it has always been the intention of the company (since its inception) to display integrity and a great sense of sustainability, and be mindful of the environment. “We are proud that our efforts [towards sustainability] are recognised,” Liew said.

“Of course, we are clearing land to build houses. But, like Faroze said, as long as we have identified our concerns and adopted their [environmental] purposes, we are able to create an impact regardless of the industry or situation we are in. Thus, we have signed on as a participant of the UN Global Compact to show our commitment to [sustainability],” stressed Liew. 📌



“

**[Sustainability and climate management] have to be a whole organisational approach, not limited to a single department or individual.”**

— Faroze



“

**We are proud that our efforts [towards sustainability] are recognised,”**

— Liew





PICTURES BY OCBC MALAYSIA

OCBC Bank Melaka branch features a large mural that depicts Melaka's Peranakan culture as it navigates through the transitioning of time.

## Banking on heritage

Text Chelsea J Lim



This OCBC Melaka branch has just recently relocated to Taman Kota Laksamana from Dataran Pahlawan last December.

If the allure of the famed Baba Nyonya heritage is still alien to you, check out the Melaka branch of the OCBC Bank, especially on a Wednesday.

As you step into the 5-storey shophouse in Taman Kota Laksamana, be prepared to be greeted by a cheerful myriad of colours that tell of the beautiful culture and tradition of the Peranakans.

This unique Peranakan showcase goes beyond the typical dressing of walls.

Taking centre stage in the banking hall is a mural that depicts elements of the Peranakan culture in Melaka over the centuries.

For the highlight, come every working Wednesday, when the entire 64-strong OCBC team members don their Baba Nyonya outfits – kebayas for the women and batik shirts paired with black slacks for the men.

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PICTURES BY OCBC MALAYSIA



Each of these uniforms has been tailor-made from a local boutique that specialises in tailoring Baba Nyonya attire.

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The Cultural Wednesdays for the branch started last month, initiated by head of consumer financial services of OCBC Bank (Malaysia) Bhd, Anne Leh.

The embrace of the Baba Nyonya culture in Melaka, she tells EdgeProp Malaysia, symbolises the bank's oneness with the local community and its appreciation of the local culture.

Having relocated from Dataran Pahlawan in Dec 2020, it is also in sync with the heritage theme of the new branch premises.

"The Baba Nyonya link to Melaka and the OCBC Melaka branch is reflective of OCBC's deep roots with the local community," she says.

The uniforms were not bought off-shelf. For authenticity, they have commissioned a local boutique in Melaka that specialises in the tailoring of traditional Baba Nyonya attire.

"This is a sign of OCBC's continuous support of local businesses. Additionally, sourcing the clothings from a local tailor facilitates convenient fitting and alterations," adds Leh.

For Abby Tay Poh Gaik, a staff member of Baba Nyonya lineage, she is proud to be able to live out the Peranakan traditions at her place of work.

"It is a beautiful way to preserve Melaka's rich heritage as the younger generation may not be familiar with it," adds Kiang Yen Nee, another staff member of Baba Nyonya descent.

"We are proud of our association with Melaka, as one of our earliest branches in the country was set up here in 1917. Although the bank has evolved and progressed much since its establishment in Melaka in 1917, we have not forgotten our roots," Leh adds.

OCBC Melaka branch is not the only one that showcases culture. Leh says the revamped Penang Premier Centre in George Town branch has retained much of the building's original structure while applying the concept of old-meets-new.

The Penang Premier Centre's OCBC has also embraced Cultural Wednesdays from last month.

## Lest you forget the Baba Nyonya roots


The colourful mural at the banking hall of the OCBC Bank Melaka branch in Taman Kota Laksamana is a definite attention-grabber.

With the use of images and rich hues, the tradition of the Peranakan heritage is brought to life.

Within the wall art is a woman working on a manik piece, a tapestry made from beads for embroidered shoes – a unique craft of the Baba Nyonya community that is slowly diminishing with time.

Next to the bibik is a Malay-style kampung house, which represents the beginnings of OCBC Melaka.

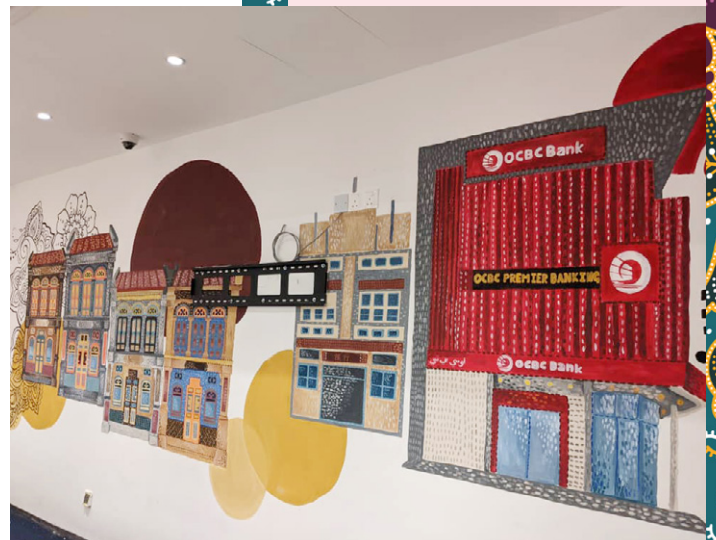
From the kampung house, it shows the transition into the iconic Baba Nyonya building architecture, a common sight in Melaka, and next to that is the modern-day OCBC Bank Melaka branch.

Head of consumer financial services of OCBC Bank (Malaysia) Bhd, Anne Leh, says the transition from the kampung house to the iconic Baba Nyonya building facade and then to the OCBC Bank today signifies the seamless journey of OCBC alongside its embrace of technology without forgetting its humble beginnings. 



Featuring the unique facade of a Peranakan architecture, it represents the deeply-ingrained roots of the culture in Melaka.

The modern-day OCBC Bank Branch symbolises the transitioning of the olden days to the present times while still honouring the unique Peranakan culture.







**RM355,000**

**Taman Puteri Wangsa, Ulu Tiram, Johor**

Type: Terraced house Tenure: Freehold

Land size: 1,200 sq ft

Bedroom: 3 Bathroom: 2

Ad Tham PRO (REN 45029)

ROYCE PROPERTIES & REAL ESTATE SDN BHD (E (1) 1934)

+6016 711 3654



**RM9,500,000**

**Tebrau Industrial III, Johor Bahru, Johor**

Type: Factory Tenure: N.A

Built-up: 72,000 sq ft Land size: 144,000 sq ft

Adeline Lee PRO (REN 02761)

ESPRIT ESTATE AGENT SDN BHD (E (1) 1448)

+6016 715 2226



**RM2,150/mth**

**Suria Residence, Bukit Jelutong, Selangor**

Type: Condominium Tenure: Freehold

Built-up: 1,000 sq ft

Bedroom: 3 Bathroom: 2

Adi Norazizan PRO (REN 44085)

REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)

+6019 362 9694

**Done Deal**

*Sold for*

**RM1.6million** (RM482.80 psf)

**Duplex penthouse at Kiaramas Cendana, Kuala Lumpur**



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

IQI Realty Sdn Bhd (+6013 228 8881)

When: March 2021

## Noteworthy

- Freehold
- Built up: 3,314 sq ft
- Semi-furnished unit
- Four bedrooms; five bathrooms
- Facilities: Hot water spa, infinity-edge lap pool, separate service lift lobby, remote video surveillance system and a manicured landscape
- Amenities: Within 5km away from 163 Retail Park, Solaris Mont'Kiara, Publika Shopping Gallery, government and international schools as well as medical centres
- Easily accessible via Sprint Highway and North-South Expressway (NSE)



Developed by Asia Quest Holdings and completed in 2006, Kiaramas Cendana is a 29-storey condominium housing 184 units with built-ups ranging between 1,650 sq ft and 2,460 sq ft, as well as penthouses with built-ups ranging from 2,852 sq ft to 4,830 sq ft.

Swiss Tan from IQI Realty Sdn Bhd said the condominium is located next to the scenic Kiara Hills. This offers residents a view of a verdant forest, especially for the residents of the penthouse units.

For the duplex penthouse, whose deal Tan concluded in March, the previous owner had converted the outdoor balcony into an extended glassed up dining area, offering residents more entertaining space with an unobstructed vista.

"The owner was a foreigner who decided to go back to his country, hence he didn't mind letting go of the unit at such an attractive price. This was a steal," said Tan.

According to **EdgeProp's research's** data, there were four units sold at Kiaramas Cendana for an average price of RM1.15 million or RM627 psf in 2020.

As of June 5, there were 37 units at Kiaramas Cendana available for sale with an average price of RM1.6 million or RM662 psf while 11 units were listed for rental with an average rate of RM4,918 per month or RM2.35 psf.



**RM599,000**

**Saujana Impian, Kajang, Selangor**

Type: Terraced house Tenure: Freehold

Built-up: 1,899 sq ft Land size: 1,400 sq ft

Bedroom: 3 Bathroom: 4

Asri Abdul Rahman PRO (REN 20463)

HUNT PROPERTIES (BANGI) SDN BHD (E (1) 1498/3)

+6012 657 3718



**RM1,900,000**

**Olive Hill Business Park, Seri Kembangan, Selangor**

Type: Shoplot Tenure: Freehold

Land size: 1,825 sqm

Bernard Lau PRO (REN 46114)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

(E (1) 0452/8) +6012 689 2399



**RM4,329,000**

**Pavilion Residences, Bukit Bintang, Kuala Lumpur**

Type: Condominium Tenure: Freehold

Built-up: 2,405 sq ft

Bedroom: 4 Bathroom: 4

Betty Gill PRO (REN 02341)

IPC REALTY SDN BHD (E (1) 1440)

+6012 384 8142





**RM728,000**

**Bandar Baru Permas Jaya, Permas Jaya, Johor**

**Type:** Terraced house **Tenure:** Freehold

**Land size:** 2,990 sq ft

**Bedroom:** 4 **Bathroom:** 3

**Casmin Eu** **PRO** (REN 27903)

ROYCE PROPERTIES & REAL ESTATE SDN BHD

(E 1) 1934 ☎ +6010 568 5628



**RM4,150,000**

**USJ 5, USJ, Selangor**

**Type:** Bungalow **Tenure:** Freehold

**Built-up:** 5,000 sq ft **Land size:** 7,000 sq ft

**Bedroom:** 7 **Bathroom:** 4

**Christina Lesslar** **PRO** (REN 00284)

REAPFIELD PROPERTIES (SJ) SDN BHD (E1)0452/2)

☎ +6016 906 6898



**RM5,405,400**

**MKH Boulevard, Kajang, Selangor**

**Type:** Commercial Complex **Tenure:** Leasehold

**Built-up:** 10,433 sq ft **Land size:** 1,760 sq ft

**Dixon Choy** **PRO** (PEA1324)

HSR REALTORS (MALAYSIA) SDN BHD (E 1) 1552

☎ +6012 813 8660

**Done Deal**

*Sold for*

**RM1.05million** (RM818 psf)

**Condominium at South Brooks, Desa ParkCity, Kuala Lumpur**



**Concluded by: Wong Ai Ling** **PRO** (REN 16226)

Yit Seng Realty (+6012 298 7328)

**When:** March 2021

## Noteworthy

- Freehold
- Built up: 1,283 sq ft
- Semi-furnished corner unit
- Three bedrooms; two bathrooms
- 28 types of facilities and comes with crime prevention and security features
- Amenities: The Waterfront @ ParkCity, International School @ ParkCity and the ParkCity Medical Centre, driving distance to Tesco Kepong, The Curve shopping belt and 1 Utama Shopping Centre
- Easy accessibility via North-South Expressway (NSE), Kepong-Selayang Highway and Damansara-Puchong Highway (LDP)



Developed by ParkCity Sdn Bhd, the freehold development is built on a 7.16-acre plot. Standing at 40 storeys high, the condominium comprises 920 units with built-ups ranging from 876 sq ft to 1,535 sq ft.

Wong Ai Ling from Yit Seng Realty said the buyer liked the breezy greenery in Desa ParkCity but preferred a lower floor, so this spacious corner unit met his requirements just right.

"The three spacious bedrooms which could fit in queen or even king size beds, the wide modern open kitchen concept, low floor but with green views – everything matched his preference," she explained.

This was a win-win deal for both buyer and seller as the former sealed the deal below the average market price of RM850 psf and the unit ticked all the criteria on his list; while the seller was able to cash out with a good profit even before the unit was completed, added Wong.

Slated to be completed by the end of this year, there were 55 units at South Brooks up for sale with an average price of RM1.02 million or RM840 psf, as at June 5.



**RM23,000,000**

**Jalan Raja Laut, KL City, Kuala Lumpur**

**Type:** Office **Tenure:** Freehold

**Built-up:** 58,000 sq ft

**Elaine Chong** **PRO** (REN 09348)

POLYGON PROPERTIES SDN BHD (E 1) 1714)

☎ +6019 441 4013



**RM4,060,800**

**Cangkat Bukit Gambir, Gelugor, Penang**

**Type:** Residential land **Tenure:** Freehold

**Land size:** 12,690 sq ft

**Eugene Tung** **PRO** (PEA 1229)

PG PROPERTY ANGEL (E 3) 1601)

☎ +6016 494 4986



**RM570,000**

**Taman Bukit Rahman Putra, Bukit Rahman Putra, Selangor**

**Type:** Terraced house **Tenure:** Freehold

**Built-up:** 1,650 sq ft **Land size:** 1,400 sqft

**Bedroom:** 4 **Bathroom:** 3

**Frank Liang** **PRO** (REN 20657)

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

☎ +6012 211 3138





**RM980,000**

**Avens Residence @ Southville City, Bangi, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,988 sq ft **Land size:** 1,650 sq ft  
**Bedroom:** 5 **Bathroom:** 5

**Hannaan Khairy** **PRO** (REN 44082)

REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)

+6017 460 4640



**RM1,160,000**

**Three28 Tun Razak, Ampang, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,044 sq ft  
**Bedroom:** 2 **Bathroom:** 2

**James Lee** **PRO** (PEA2496)

LEADERS REAL ESTATE (E (3) 1204)

+6010 773 0073



**RM600,000**

**Taman Gembira, Klang, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,800 sq ft **Land size:** 1,600 sq ft  
**Bedroom:** 5 **Bathroom:** 3

**James Yim** **PRO** (REN 24129)

PROPERTY EXPRESS (E (3) 1205)

+6012 687 4892



**RM930,000**

**Amaya Saujana, Saujana Subang, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,808 sq ft  
**Bedroom:** 4 **Bathroom:** 4

**Jason Hew** **PRO** (REN 41343)

ORIENTAL REAL ESTATE SDN BHD (E (1) 1503/13)

+6017 500 8020

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**+603 7733 9000**



**Call for price**

**Shah Alam Industrial, Shah Alam, Selangor**

**Type:** Factory **Tenure:** Freehold  
**Built-up:** 30,000 sq ft **Land size:** 6 acres

**John Leong** **PRO** (PEA 1132)

KNIGHT FRANK MALAYSIA SDN BHD (VE (1) 0141)

+6016 599 2699



**RM1,600,000**

**Jalan Hujan Gerimis, Taman OUG, Kuala Lumpur**

**Type:** Semidee house **Tenure:** Freehold  
**Built-up:** 2,800 sq ft **Land size:** 3,000 sq ft  
**Bedroom:** 4 **Bathroom:** 4

**Joseph Tin Kok Hua** **PRO** (REN 31981)

CID REALTORS SDN BHD (E (1) 1855)

+6019 265 6602



**RM850,000**

**Taman Merbok, Bukit Katil, Melaka**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,133 sq ft **Land size:** 2,280 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Justin Low** **PRO** (PEA2226)

MAXXAN REALTY SDN BHD (E (1) 1766)

+6017 627 6282



**RM1,009,210**

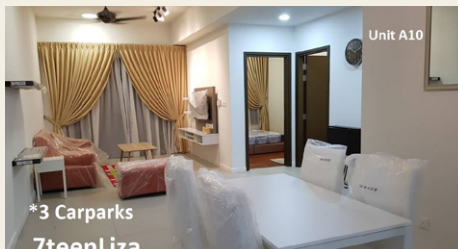
**PD Residence, Kuching, Sarawak**

**Type:** Condominium **Tenure:** N.A  
**Built-up:** 1,726 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Kenneth Wong** **PRO** (E1810)

KEN & CO PROPERTY CONSULTANTS (VE (3) 0230)

+6019 886 7688



**RM950,000**

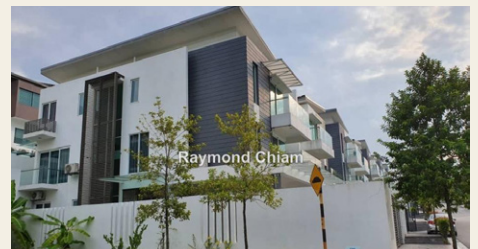
**Seventeen Residences, Petaling Jaya, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,024 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Liza Tieo** **PRO** (REN 31111)

HECTARWORLD REALTY SDN BHD (E (1) 1589/3)

+6017 608 3961



**RM2,100,000**

**Bayu Damansara, Kota Damansara, Selangor**

**Type:** Semidee house **Tenure:** Freehold  
**Built-up:** 4,650 sq ft **Land size:** 3,200 sq ft  
**Bedroom:** 6 **Bathroom:** 6

**Mancy Ho** **PRO** (REN 18807)

IQI REALTY SDN BHD (E (1) 1584)

+6012 627 5508





**RM1,820,000**

**Tropicana Grande, Petaling Jaya, Selangor**

Type: Condominium Tenure: Leasehold

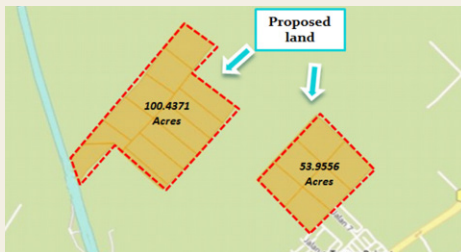
Built-up: 2,111 sq ft

Bedroom: 2 Bathroom: 2

Michelle Yeow PRO (REN 43852)

PROPNEX REALTY SDN BHD (E (1) 1800)

+6016 239 2819



**RM269,000,000**

**Lima Kedai, Kulai, Johor**

Type: Agricultural land Tenure: Freehold

Land size: 154 acre

Mohd Sazali PRO (REN 43231)

IPC REALTY SDN BHD (E (1) 1440)

+6013 373 2044



**RM920,000**

**Laman Ara Utama, Kayu Ara, Selangor**

Type: Condominium Tenure: Leasehold

Built-up: 2,800 sq ft

Bedroom: 4 Bathroom: 3

Phyllis Lim PRO (E 1670)

JOYLAND PROPERTIES (E (3) 0743)

+60113 337 8623



**RM1,745,000**

**Mayang Sutera, Taman TTDI Jaya, Selangor**

Type: Semidee house Tenure: Freehold

Built-up: 4,800 sq ft Land size: 5,400 sq ft

Bedroom: 5 Bathroom: 5

Reiyn Ali PRO (REN 30122)

REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)

+6018 773 2921



**RM680,000**

**Urbana Residences, Ara Damansara, Selangor**

Type: Condominium Tenure: Leasehold

Built-up: 839 sq ft

Bedroom: 2 Bathroom: 2

Robert Thew PRO (REN 49510)

SRT REALTY (E (3) 1908)

+6016 663 3259



**RM3,000/mth**

**Verdi Eco-dominiums, Cyberjaya, Selangor**

Type: Condominium Tenure: Freehold

Built-up: 1,389 sq ft

Bedroom: 3 Bathroom: 3

Sandy Lim PRO (REN 05454)

CID REALTORS SDN BHD (E (1) 1855/2)

+6016 301 2015



**RM7,100,000**

**Tropicana Indah, Tropicana, Selangor**

Type: Bungalow Tenure: Leasehold

Built-up: 6,500 sq ft Land size: 13,600 sq ft

Bedroom: 3 Bathroom: 5

Eugene Yap PRO (REN 12217)

FOCUS ESTATE AGENCY SDN BHD (E (1) 1751)

+6012 625 9888



**RM11,000,000**

**Genting Permai Royale Resort, Genting Highlands, Pahang**

Type: Bungalow Tenure: Freehold

Built-up: 13,500 sq ft Land size: 17,147 sq ft

Bedroom: 5 Bathroom: 5

Veronica Ong PRO (REN 32833)

HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

(E (1) 1439) +6012 273 2570



**RM575,000**

**J.Dupion Residence, Cheras, Kuala Lumpur**

Type: Condominium Tenure: Leasehold

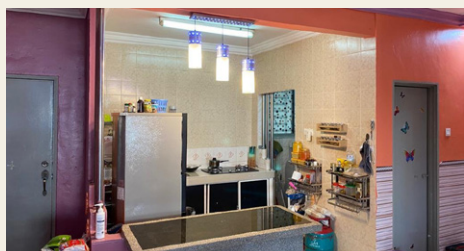
Built-up: 814 sq ft

Bedroom: 2 Bathroom: 2

Mahadhir PRO (REN 13031)

KAIZEN REALTY (E (3) 1804)

+6016 258 4786



**RM270,000**

**Mutiara Subang, Subang, Selangor**

Type: Apartment Tenure: Freehold

Built-up: 850 sq ft

Bedroom: 3 Bathroom: 2

Khairul Amin PRO (REN 41059)

LEGACY REAL PROPERTY SDN BHD (E (1) 1925)

+60113 703 5881



**RM2,200,000**

**Bangsar Puteri, Bangsar, Kuala Lumpur**

Type: Condominium Tenure: Freehold

Built-up: 1,050 sq ft

Bedroom: 2 Bathroom: 2

Navin Innasi PRO (REN 35670)

PRESTIGE REALTY (E (3) 1120)

+6016 263 7601



**RM7,000,000**

**Seri Pilmoor, Ara Damansara, Selangor**

Type: Bungalow Tenure: Freehold

Built-up: 8,310 sq ft Land size: 11,388 sq ft

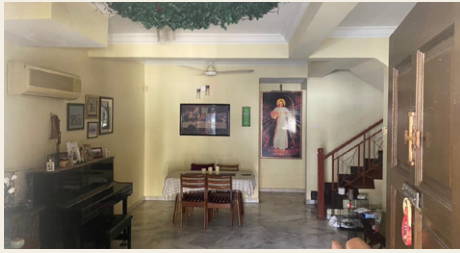
Bedroom: 7 Bathroom: 8

Sc Chong PRO (REN 10282)

TECH REALTORS PROPERTIES SDN BHD (E (1) 1492)

+6017 611 0562





**RM858,000**

**USJ 11, Subang Jaya, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,200 sq ft **Land size:** 1,650 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Siew Kim** **PRO** (REN 04485)

REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)  
+6012 210 2858



**RM415,000**

**Tiara Sendayan, Seremban, Negeri Sembilan**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,000 sq ft **Land size:** 1,300 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Siti Hawa** **PRO** (REN 33683)

RESCOM REALTY (VE (3) 0244)  
+6012 290 6169



**RM15,000/mth**

**Taman Mas Sepang, Puchong, Selangor**

**Type:** Factory **Tenure:** N.A  
**Land size:** 10,606 sq ft  
**Bathroom:** 3

**SK Chong** **PRO** (REN 10536)

GRIFFIN PROPERTIES (E (3) 1792)  
+6012 912 2433



**RM1,050,000**

**Grand Retreats @ Sri Klebang, Chemor, Perak**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 3,964 sq ft **Land size:** 8,000 sq ft  
**Bedroom:** 5 **Bathroom:** 5

**Steven Eng** **PRO** (PEA 2310)

GS REALTY SDN BHD (E (1) 1307)  
+6018 954 0680



**RM7,800,000**

**Jalan Semenyih, Semenyih, Selangor**

**Type:** Factory **Tenure:** N.A  
**Built-up:** 20,492 sq ft **Land size:** 53,738 sq ft

**Tay Yen Sing** **PRO** (REN 29659)

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



**RM880,000**

**Lakeside Residences, Puchong, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 2,200 sq ft **Land size:** 1,650 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Thomas Chong** **PRO** (REN 13470)

IQI REALTY SDN BHD (E (1) 1584)  
+6016 245 9179



**RM500,000**

**Idaman Puteri, Setapak, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,432 sq ft  
**Bedroom:** 3 **Bathroom:** 3

**Tony Yap** **PRO** (REN 23582)

AMBER REALTY (E (3) 1482)  
+60115 646 8129



**RM4,750,000**

**Perdana Lakeview East, Cyberjaya, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 8,000 sq ft **Land size:** 9,000 sq ft  
**Bedroom:** 7 **Bathroom:** 9

**Warda** **PRO** (REN 18466)

IQI REALTY SDN BHD (E (1) 1584)  
+6017 616 2788



**RM7,500,000**

**Jalan Taman Duta, Taman Duta, Kuala Lumpur**

**Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 8,750 sq ft **Land size:** 18,687 sq ft  
**Bedroom:** 7 **Bathroom:** 7

**William Tan Koon Leng** **PRO** (PEA 1315)

IQI REALTY SDN BHD (E (1) 1584)  
+6014 313 1931



**RM1,800,000**

**Jalan Kubah, Bukit Jelutong, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 5,000 sq ft **Land size:** 5,855 sq ft  
**Bedroom:** 6 **Bathroom:** 6

**Winnie Su** **PRO** (REN 00355)

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



**RM630,000**

**Infinity Tower, Kelana Jaya, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,090 sq ft  
**Bedroom:** Studio **Bathroom:** 1

**Yew Long** **PRO** (PEA2276)

RIDGEWELL PROPERTIES (E (3) 1809)  
+6019 352 5930



**RM590,000**

**Bandar Enstek, Labu, Negeri Sembilan**

**Type:** Terraced house **Tenure:** Freehold  
**Land size:** 2,446 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Zuraini Zallin** **PRO** (PEA1699)

RESCOM REALTY (VE (3) 0244)  
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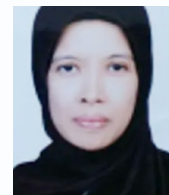
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**ANGELINE  
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