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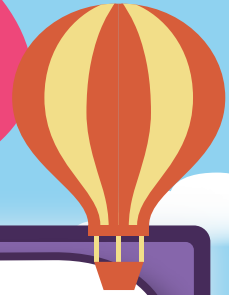
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## Episode 4

### **Costly interior design mistakes you must avoid!**

Dressing up your new home?

Fitting up your property before putting it  
out for sale or rent?

What are the common mistakes?

How much should you be spending?

Hear what the experts have to say...

Moderated by **Au Foong Yee**, EdgeProp Malaysia

Panellists:

- **Anthony Lee Tee**, Accredited building inspector and trainer, Architect Centre
- **Joe Chan Wan Hoe**, Managing Director, Design Tone Interior Practice
- **Andrew Tan**, Real Estate Negotiator, Reapfield Properties HQ

**When:**

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## TOO LATE TO CASH IN?

*Inside!*



### FEATURE

Pekat Group:  
Making solar  
power for homes  
more accessible

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The silver lining behind the Covid-19 cloud is a rising demand for **industrial properties**, pushed by the surge in e-commerce. Will the excitement sustain post pandemic?

Is there still a runway for investors?

Find out on **Pages 8 to 15.**



### INDUSTRIAL PROPERTIES OVERVIEW

Industrial property  
overhang dipping

→ Pg 14



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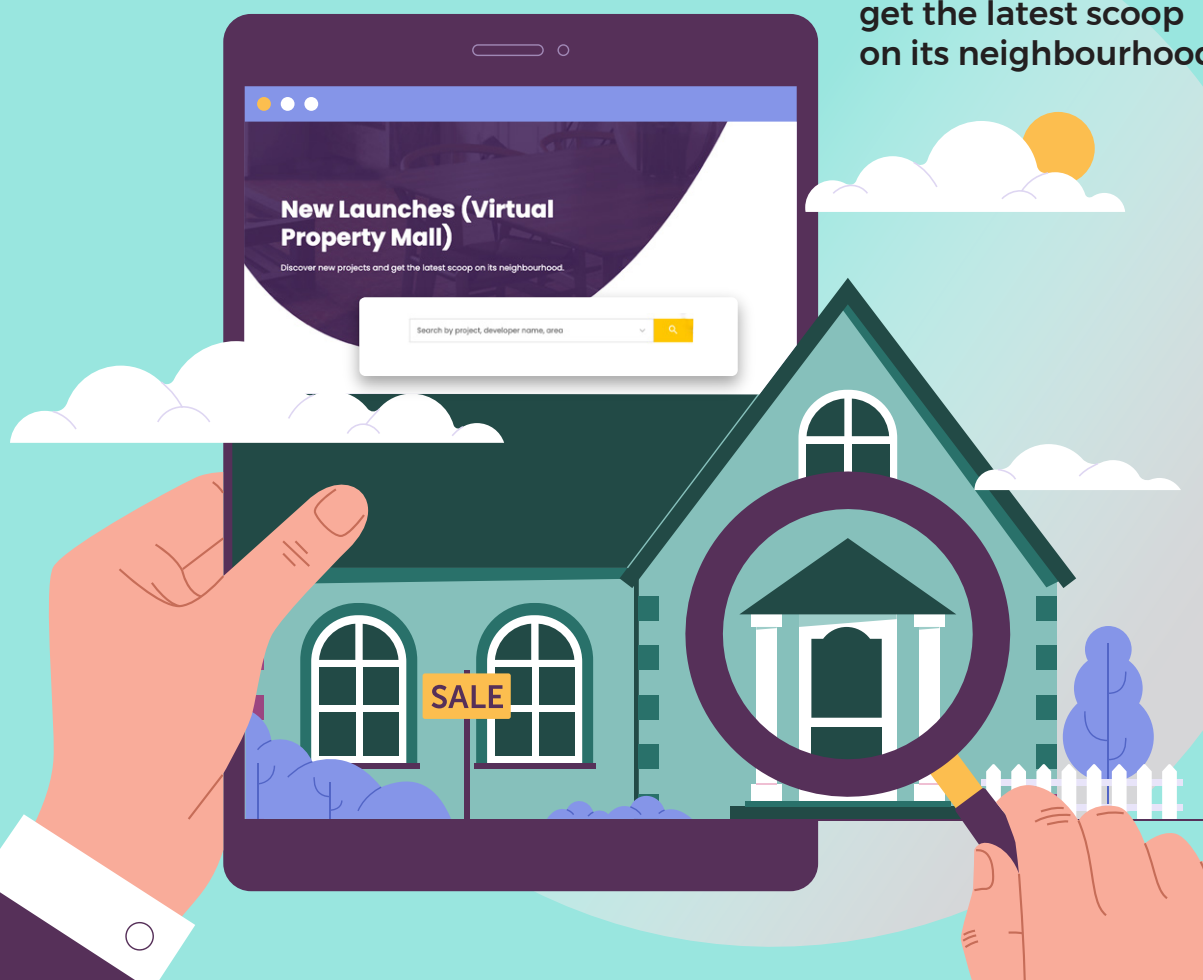


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## Putrajaya relaxes rules for existing MM2H participants

The government has relaxed its rules for existing participants of the Malaysia My Second Home (MM2H) programme after industry backlash to the revised criteria. They now have to adhere to only two of the 10 new criteria under the revamped programme, which was revealed by the Ministry of Home Affairs last August.

The two conditions are the increase in annual fee to RM500 from RM90 previously, and the requirement to stay in the country for a minimum of 90 days each year, said Home Minister Datuk Seri Hamzah Zainudin.

Speaking in the Dewan Rakyat on Oct 5, Hamzah gave his assurance to existing MM2H participants that they will not be bound by the other new conditions.

"However, for all new participants, they have to comply with the new requirements of the MM2H

programme to ensure that only those who are genuine, of high quality and can provide positive contribution to the country's economic growth (are allowed to join the programme)," he said.

Hamzah reiterated that the policy changes for the MM2H programme were not drastic as they were based on early assessments conducted back in 2019 and that they also involved several ministries and related agencies.

According to data provided by MM2H Consultants Association between 2002 and 2019, the programme contributed over RM38 billion in revenue to the country, of which RM19.36 billion included one-off purchases such as visa fees, and purchases of big-ticket items like houses and cars, and another RM19.41 billion was for annual medical insurance and household expenses.

## KPKT denies involvement in advertisements offering EPF loan schemes

The Ministry of Housing and Local Government (KPKT) on Wednesday denied any involvement in advertisements offering Employees Provident Fund (EPF) loan schemes that had gone viral on social media and websites.

This is following advertisements targeting EPF account owners using the name of licensed moneylenders or community credit companies registered under KPKT.

KPKT in a statement on Oct 6 said the advertisements offer loans with interest rates of between 5% and 7% per month, far exceeding the interest rate set in the Moneylenders Act 1951 (Act 400), which is a maximum of 1.5% per month or 18% per year for individual loans.

The advertisements also contain suspicious loan information intended to deceive the public, including a loan scheme with no monthly payment with only an EPF statement required for a loan eligibility check, targeting individuals aged between 48 and 55.

## Only four developers capable to carry out build-then-sell concept

Just four developers in the country are able to carry out the build-then-sell (BTS) concept, Housing and Local Government (KPKT) Minister Datuk Seri Reezal Merican Naina

Merican said in the Dewan Rakyat on Oct 7.

While replying to a question posed by Fong Kui Lun (PH-Bukit Bintang), Reezal Merican clarified that while BTS was "one of the more preferred methods in selling houses", only "four developers can do this because they have strong financial positions," reported FMT.

The Edge Markets also reported Reezal Merican saying in Parliament that there are currently 79 abandoned housing projects involving 17,724 housing units in Peninsular Malaysia currently, affecting 11,824 buyers.

Of the total, 65 projects were halted due to the companies' weak balance sheets, the minister said. Other causes included failure to comply with standards and weak project management, while some developers cannot be located.

## Lien Hoe's unit receives Johor PTG's approvals for a 27.93ha land in Masai

Lien Hoe Corporation Bhd's wholly-owned subsidiary Christine Resorts Sdn Bhd has obtained Planning Permission (KM) Layout and Surrender Back and Re-alienation (SBKS) approvals from Johor Land and Mines Department for a 27.93ha land that formed part of a larger mixed development located within Bandar Seri Alam in Masai, Johor.

In a filing with Bursa Malaysia on

Oct 6, it said with the approval, the company has fulfilled Clause 11 of the sale and purchase agreement (SPA) with Countryland Realty Sdn Bhd, enabling it to sell the land for RM88.66 million.

"The approvals were obtained within the timeframe as mutually agreed upon by Christine Resort and Countryland Realty in accordance with Clause 11(b) of the SPA.

"It has no requirements for affordable housing with usual standard terms which are imposed on developments of similar size and nature, which are acceptable to Countryland Realty," it said.

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## Rubberex in joint collaboration to develop, operate Empire City Mall

Glove maker Rubberex Corp (M) Bhd is proposing to take part in a joint collaboration to develop and operate Empire City Mall, *Focus Malaysia* reported on Oct 5.

In a Bursa Malaysia filing on Oct 4, Rubberex announced its collaboration with Alliance Premier Sdn Bhd, EXSIM Holdings Sdn Bhd and JT Momentum Sdn Bhd through a joint venture company Alliance Empire Sdn Bhd.

Rubberex's non-independent executive director Lim Chee Lip will "spearhead" the project

and it has entered into a conditional share subscription agreement with Alliance Empire to subscribe shares in the joint venture company.

Empire City Damansara Mall, located along Lebuhraya Damansara-Puchong, has a net lettable area of 2.5 million sq ft. According to a report by *The Edge Malaysia*, it is understood that its value now is about RM500 million. The new opening date for the partially completed mall is "expected to be 2023".

## Ewein chairman dies after falling from condo

Ewein Bhd founder and executive chairman Datuk Ewe Swee Kheng (pictured) died after falling from a high-end condominium at Jalan Kelawai, Penang in the morning of Oct 5 morning, reported *Sin Chew Daily*.

The deceased fell from the 17th floor of the condominium and into a pool at around 2am on Oct 5, reported the Chinese-language daily.

It was reported that Ewe was one of the prosecution witnesses in the RM6.3 billion Penang undersea tunnel project involving former Penang chief minister and finance minister Lim



Guan Eng.

Ewe had been remanded by the Malaysian Anti-Corruption Commission in Jan 2018 for the investigation. During that time, the property developer of the City of Dreams luxury sea-front development in Bandar Tanjong Pinang, Penang maintained that neither Ewein nor its subsidiaries are involved in the undersea tunnel project.

## Covid-19: Malaysia aims for endemic phase in October



October is set to be an important month as Malaysia aims to transition from pandemic to endemic phase or living with Covid-19, and more relaxation is granted to spur the economic activities in the country.

Additionally, Health Minister Khairy Jamaluddin stated that 94.6% of the adult population in Malaysia had received a first jab, including 88.8% who were fully vaccinated as at Oct 6.

He also implied that once the full vaccination rate reaches the 90% mark, interstate travel will be allowed.

Meanwhile, Johor and Pahang will move into Phase 3 and Phase 4, respectively, effective Friday, Oct 8, leaving only Kedah, Pulau Pinang, Kelantan, Perak and Sabah the only states left under Phase 2.

The daily Covid-19 cases continue to fall below 10,000 cases, with those recorded for Oct 7 at 9,890.



## 15 dilapidated public housing sites identified for redevelopment

A total of 15 public housing sites that are dilapidated and no longer conducive to be occupied have been identified for redevelopment, the Senate was told on Oct 6.

Deputy Federal Territories Minister Datuk Seri Jalaluddin Alias said the sites, covering 44.83 ha and involving 10,738 housing units, will be included in the list of Kuala Lumpur redevelopment areas in the draft of the Kuala Lumpur Development Plan 2040.

"In line with the goal of sustainable development and well-being of the people under the Caring Region

programme, the ministry, through the implementation of redevelopment, is committed to ensuring the benefits and the added value for a more conducive environment can be enjoyed by the people of Kuala Lumpur.

"Among them is the provision of adequate quality affordable housing to improve the well-being of urban residents, where residents will get a replacement house, which will be more comfortable and of quality, as well as equipped with facilities and infrastructure," he said during the question-and-answer session in the Dewan Negara on Oct 6.



# ELEVATED AND SPACIOUS HOMES IN BAYAN LEPAS

**T**he vibrant and bustling town of Bayan Lepas in Penang owes its thanks to the Bayan Lepas Industrial Zone, which has transformed the agrarian centre into an industrial hub, bringing with it economic opportunities and progressive developments.

Despite its gradual transformation into a modern town, the community culture and time-honoured values of the Penangites remain embedded and thriving in daily living in areas like Sungai Ara, a residential enclave within Bayan Lepas.

The robust industrial and commercial activities have drawn a growing population to this part of the southwest district of Penang island and there is an increasing demand for residential properties in this area, especially for homes that offer more space, flexible layouts and easy accessibility.

Taking cognisance of this need, S P Setia Berhad has developed Setia Greens township, a 29.3-acre township comprising three phases – a green-rated semi-detached homes of Setia Greens and a high-rise residential named Setia Pinnacle.

Well-located in the Sungai Ara residential neighbourhood, the Setia Greens township is a stone's throw away to various amenities such as the Penang International Airport (5.8km), Queensbay Mall (6.2km), Bayan Lepas Free Industrial Zone (4.8 km), Penang Second Bridge (7.8km), myriad shoplots offering various daily necessities, and educational and healthcare institutions within a 5km vicinity.

In fact, the township, built by the award-winning developer, is the draw for many homeseekers to make this neighbourhood their preferred choice.

Catering to the positive demand, S P Setia will be unveiling its final chapter in Setia Greens – a landed home project dubbed Casa Rica.

Sitting atop the highest point of Setia Greens township, this low-density development is a Spanish-inspired residential enclave comprising 60 units of two-storey and three-storey semi-detached homes. Its vantage point on elevated ground allows its residents to enjoy an uninterrupted panoramic cityscape of the Bayan Lepas town.

With built-ups ranging from 2,897 sq ft to 3,046 sq ft (two-storey) and 3,512 sq ft to 3,573 sq ft (three-storey), the semi-detached homes' design is inspired from Spanish architecture where its profile includes roof tiles and arched bay windows.

Gearing towards multigenerational family residences, the three-storey units also come with a private elevator each.

Meanwhile, the homes have been carefully designed to provide a more practical and functional layout. This includes a wide porch able to accommodate up to three cars comfortably, a pronounced foyer, and an open concept between the living room and dining area to give the feel of grandeur and spaciousness. Additionally, there is also a copious terrace for the whole family to enjoy outdoor activities together, or even separately when they need some me-time.

Residents here can be assured of a serene environment, as implied in its name, Setia Greens. The 11-acre residential enclave is surrounded by lush greenery, with three Spanish-themed pocket parks.



Arranged in three levels of terrain, the three pocket parks namely Casa Rica Garden, Casa Rica Terrace Garden and De'Alhambra Garden have all been arranged in a strategic manner making them accessible to the residents, any time of the day.

While the homes of Casa Rica are inspired by Spanish-architecture, these pocket parks have been ornated with features of Spanish art-style like the Azulejo pattern with trellises, archways and vineyards to create a sense of tranquil ambience.

The parks, which will serve as the centre of meeting point, facilitated by a sitting area, vista area and playgrounds facilities, aim to strengthen closer bonds between families and neighbours to ultimately create a thriving community.

Boasting with resting areas, vista areas, playgrounds and recreational facilities, these parks will serve as a meeting point for the residents as well as a place for outdoor activities where residents could meet each other for bonding and to create a thriving community.



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CASA RICA  
SETIA GREENS



# Has the ship on industrial properties sailed?

● **Text** Chelsea J. Lim and Natalie Khoo

Two years ago, the older generations used to scorn the physically-detached virtual world, but the pandemic has changed that. Forced to learn quickly, the digital immigrants have joined the digital native population in chatting, meeting, working, schooling and shopping through keyboards and screens. And to support the burgeoned online way-of-life, certain market segments have been accelerated, with industrial properties being one of them.

In fact, before the pandemic even hit us, the industrial property segment was already on an upward trend from 2010 to 2013, said Knight Frank Malaysia executive director Allan Sim during the third episode of EdgeProp Malaysia's FB Live Webinar Series titled "New-norm property 'darlings' you must not miss!" on Oct 5.

He noted that the pandemic has in fact pushed the industry to move even faster, mainly due to the global supply chain disruption, especially in the electrical and electronic (E&E) sector, as well as health care and e-commerce.

Also in the webinar were KGV International Property Consultants executive director Samuel Tan and CBRE | WTW director Tan Chean Hwa.

EdgeProp Malaysia's FB Live Webinar series is held in conjunction with EdgeProp Malaysia Virtual Property Expo (VPEx) 2021, which kickstarted from Sept 17 to Oct 15, 2021.

To put things into perspective, Malaysia

recorded 2,562 industrial property transactions worth RM6.48 billion in the first half of 2021 (1H2021), compared to 1,980 transactions worth RM5.4 billion in 1H2020. (Read "Q&A with panellists" on pg 11.)

While Selangor continued to lead the industrial market transaction (35.7%), Samuel pointed out that Johor was at second place at 13.2% (337 units worth RM859 million). Out of the 337 units, Johor Bahru (JB) captured 135 units or 40% of the Johor market.

"So, in general, what I'm trying to say is that we saw a vast improvement in terms of total transaction and also value for properties in JB," he pointed out.

For Penang, Chean Hwa noted there is an increase in demand for industrial property, be they vacant land used to set up plants or existing factories subsequently modified for the respective plants' needs.

He highlighted that due to the scarcity of land on the Penang island, transactions have picked up on Penang mainland, especially at the Batu Kawan area.

## Malaysia already on international radar

Sim observed the latest industry to hop onto the bandwagon for the past one year is the semiconductor industry due to high demand and the supply chain disruption.

"I always benchmark the business of the sector to the number of transactions and investors in that segment. The industrial logistics

Continues **NEXT PAGE** →



“As time passes, many industrialists have learnt to navigate through this pandemic challenge and are prepared to spend on higher capital expenditure including property purchase.”  
— Samuel

Malaysia recorded 2,562 industrial property transactions worth RM6.48 billion in 1H2021.



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**Episode 3:**

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**“Not only is the E&E segment doing well, manufacturing companies such as those in the steel industry have also performed well due to the increase in price. Local SMEs are also on the lookout for factories as they expand their businesses.”**

**— Chean Hwa**



**“I always benchmark the business of the sector to the number of transactions and investors in that segment. The industrial logistics segment has been the talk of the town among the world fund managers.”**  
**— Sim**

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segment has been the talk of the town among the world fund managers,” Sim added.

Commenting on the recent tie-up between Sime Darby Property (SD Property) and Asia Pacific logistics specialist LOGOS Property Group Ltd to establish a fund management platform to invest in and develop “built-to-suit (BTS) to lease or sell” industrial and logistics assets in Malaysia, Sim commented that this was not the first joint-venture (JV) SD Property underwent. Before the pandemic, it also partnered Mitsui & Co Ltd and Mitsubishi Estate Co Ltd to develop Bandar Bukit Raja Industrial Gateway, which will offer land lease and BTS services to business owners.

“Hence I said the initial demand was already there. LOGOS also entered into a JV with local partner Global Vision Logistics Sdn Bhd to develop a RM1.5 billion sustainable integrated logistics, warehousing and e-commerce hub on three pieces of land collectively measuring roughly 71 acres in Section 16, Shah Alam, Selangor. It could be the largest in Asia.

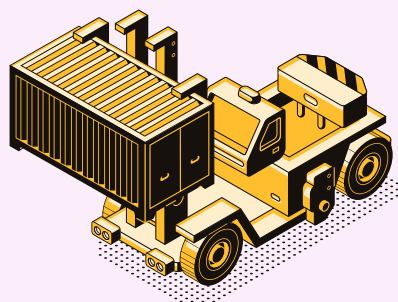
“So, why is LOGOS coming into Malaysia? LOGOS is a world player from Australia fully concentrating on building high-quality logistics and business parks. So, if a company like LOGOS can come to the Klang Valley, that means it has certainly done its homework. It knows there should be a demand for it to build for its client,” Sim pointed out.

In fact, Sim shared that closing deals for industrial properties, even for individual investors, is much easier than closing deals for residential properties.

“These are investors who are rushing in to purchase. Five years ago, investors would be looking to buy shoplots. But slowly, the demand for shoplots has dipped. For the past three to four years, they have begun to look for investment opportunities that have better yields and better secured tenants,” said Sim.

A piece of advice from Sim though, was that investors have to be aware that industrial properties are a different “breed” altogether compared to traditional shoplots.

“It comes down to the specifications. You cannot just buy into any generic factories. It needs to be one that will be used by your end-user and is practical. Hence you see some factories in industrial parks are vacant because they are just not usable by the end-users. Be cautious when you are selecting your products,” cautioned Sim. (Read “Q&A with panellists” on pg 11.)



### **E&E and logistics players expanding up north**

CBRE | WTW’s Chean Hwa observed that e-commerce has picked up during the past two years as spending and buying habits have changed across the board, including for electrical and electronic (E&E) equipment.

“Logistics companies are taking this opportunity to expand their business and storage to store goods. For the E&E side, there’s a high demand during the pandemic especially for PCs (personal computers) and laptops. Most households are getting additional laptops as their children school from home,” he said.

Activities on the ground have remained busy as companies seek either vacant land to build their facilities or existing factories to revamp to their needs.

The land scarcity in Penang island has also spilled over its effect to Penang mainland, especially in the Batu Kawan area.

“Quite a number of big players have taken up land [in Batu Kawan]. For instance, Greotech Technology Bhd has acquired a plot of leasehold land worth RM16.8 million [there] as part of its capacity expansion plan.

“Similarly, Korean semiconductor company, Simmtech Holdings Inc is also acquiring 18 acres of land [there] as part of its expansion plans,” Chean Hwa highlighted.

Not only is the E&E segment doing well, Chean Hwa noted manufacturing companies such as those in the steel industry have also performed well due to the increase in price. Local small-medium enterprises (SME) are also on the lookout for factories as they expand their businesses.

### **Storing ahead to avoid disruption**

In Johor, the transaction volume has accelerated following demand from SME, data centres (DCs) and the logistics sector, said Samuel.

“As a general observation, newer private industrial schemes were able to sell even during the pandemic. In fact, we saw an increase in occupancy rates in some of these schemes. Those dealing with customised factories also reported continuous enquiries during the last two years while the older estates reported slower sales,” he added.

The main driving force causing this positive trend, seen more clearly from the end of 2020, include the pent-up demand after a slow-down in most of 2020.

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As time passes, many industrialists have learnt to navigate through this pandemic challenge and are prepared to spend on higher capital expenditure including property purchase. Not only that, to manage possible disruptions due to lockdowns, manufacturers are prepared to store their raw materials, spare parts or finished goods ahead, Samuel added.

The term “store ahead” was used by one of the real estate investment trust managers as manufacturers now want to avoid any possible disruptions in their business cycle, because the emergence of e-commerce and online business means increased sales in fast-moving consumer goods (FMCG). This requires more space to process, package and store these goods.

This transformational shift where manufacturers can connect to consumers directly rather than through retailers is another reason more storage is needed. Among the segments benefitting from this phenomenon are food products, medical, engineering products and spare parts, Samuel stated, adding that one of the segments which he did not expect to benefit from this is the furniture fabricator, which has received increased demand from Singaporeans.

As to where Johor is in the curve for pent-up demand for industrial property, he said the transaction volume so far “is not great” and that these “green shoots” are peculiar to certain industries related to the pandemic such as those dealing with medical devices, FMCG and food products.

“There are still many, many holes (in the industry) that need to be plugged and we really hope that the government can come in together with other stakeholders to plug these loose ends so that the industry can be stronger and more resilient,” Samuel said.

As to what makes Johor an attractive investment hot spot for industrial properties, Samuel listed three main factors:

- 1** Established manufacturing ecosystem with a well-connected supply chain for several key clusters like E&E, oil & gas/petrol chemical, palm oil, food products, chemical and now logistics
- 2** Proximity to Singapore, where its policies and increasing costs have pushed many Singaporean manufacturers to Johor, which offers lower land and operational costs on grounds the Singaporeans are already familiar with
- 3** Availability of skilled manpower, good infrastructure and high utility capacity to accommodate various industries

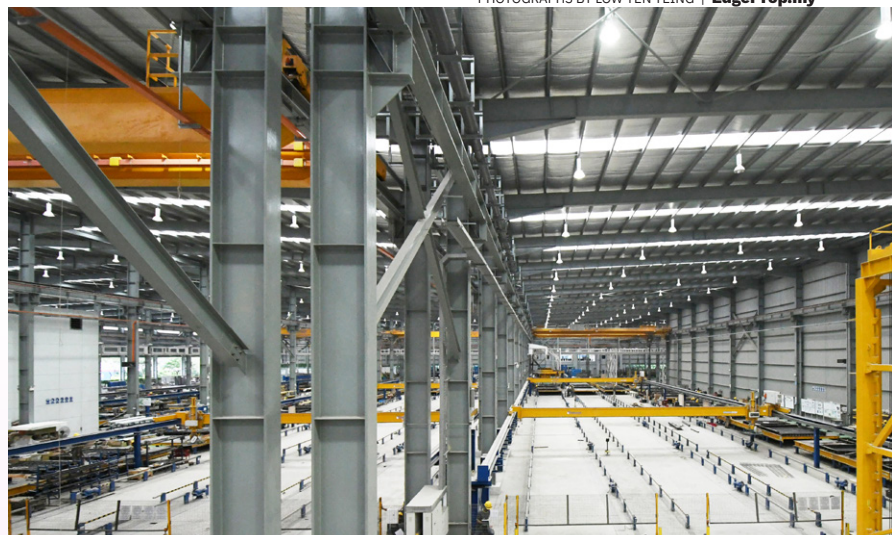
In addition to that, GDS Holdings Ltd also signed a definitive agreement to develop another DC at Nusajaya Tech-park. This is a 54-megawatt (MW) Tier 3 DC campus with a floor area of 22,500 sq m. The first phase with an IT power capacity of 18 MW is expected to be completed in early 2024, Samuel revealed.

“We also have a Microsoft DC which is a Tier 3 DC utilising 10 MW IT power with another 5 MW for the cooling system. It will employ some 50 direct high-skilled workers and another 100 to 150 supporting staff members. Its total investment value is about RM2.1 billion.

“Sometime this month, we are expecting a huge announcement on a second DC to be sited in Kulai Iskandar Data Exchange at the Sedenak Industrial Park. This will be a huge investment worth RM3 billion and above. The advent of DCs in Johor is expected to make it a new growth catalyst in the industrial development of the state,” Samuel pointed out.

## Momentum to continue post-pandemic

While the industry remains robust now, will it still remain relevant post-pandemic?



PHOTOGRAPHS BY LOW YEN YEING | EdgeProp.my

Knight Frank’s Sim said that the Malaysian Investment Development Authority is confident because there have been a lot of enquiries lately.

“In our office, we are also in the midst of receiving another big company from the US coming into Malaysia sometime next week to set up their plant.

“We also just recently closed a deal for a 100,000 sq ft plant for an e-commerce operator from China in Shah Alam, (Selangor). This is its first hub in Malaysia and it is going to grow very big. There is real demand happening on the ground,” Sim highlighted.

In Johor, Samuel shared that the traditional warehousing locations have mostly been in Pasir Gudang, and subsequently, emerging in the Port of Tanjung Pelepas. However, more warehouses are decentralising from these two areas and moving towards Tebrau and Senai Airport City.

For instance, Tiong Nam Bhd announced the acquisition of two pieces of land of about 62.618 acres in Senai Airport City in Aug 2021 to develop a warehouse with a built-up area of about 1.1 million sq ft, he stated.

“If we look into the financial performance of these companies like Tiong Nam, BMW and Xin Hwa, their earning profits have gone up. This only goes to show that there is increasing demand for more warehousing. The average rental for warehousing in Johor now ranges from RM1.20 to RM1.40 psf.

“There could be demand for cooling or refrigerated warehouses because of the pandemic, where more storage of food products is needed.

“This is something which we are observing and is really happening here – a more global and also pandemic-centric kind of warehousing in JB,” he noted.

On the other hand, CBRE | WTW’s Chean Hwa said that there is a shortage of warehouses in Penang. It is not easy to find one that can fit a client’s requirement on Penang island or the mainland.

“Even when they are able to find one in their preferred location, the specifications may not fit the requirements needed. Clients looking for own-use also find it hard to get good options. In general, the demand is always there but they don’t have sufficient supply for industrial buildings or vacant industrial plots to match their demands,” Chean Hwa highlighted.

Overall, the panellists share the same view that Malaysia remains a preferred destination for industrial investment in the Asian region, underpinned by the country’s well-developed infrastructure, land resources and a large talent pool, as well as relatively lower costs. (Read “Q&A with panel-lists” on pg 11.)

A factory that specialised on Industrialized Building System in Johor.





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## Q&A with panellists

Driven by robust growth of e-commerce activities and electrical and electronic expansions, the industrial property market has seen active transactions for the past two years. However, as shoppers return to the physical stores gradually, will warehouses and the likes lose their shine, or will the momentum continue post-pandemic?

In the third episode of EdgeProp Malaysia Virtual Property Expo 2021 webinar series, **Knight Frank Malaysia executive director Allan Sim**, **KGV International Property Consultants executive director Samuel Tan** and **CBRE | WTW director Tan Chean Hwa** give their take in an excerpt (edited for clarity) from the live session.

**Give us a review of the industrial property market in the Klang Valley, Penang and Johor during pandemic times?**

**Sim:** This pandemic actually moved the industry even faster, mainly driven by global supply chain disruption. That is the main trigger, and of course it came together with the e-commerce and online purchasing activities. For the past two years we have seen healthcare, logistics and online businesses to be the main drivers.

**Samuel:** We saw a vast improvement in terms of total transaction and also value for properties in Johor Bahru (JB).

[However], I spoke to many developers and stakeholders and different industrial parks fare differently. As a general observation, newer private industrial schemes have been able to sell even during the pandemic.

In fact, we saw an increase in occupancy rates in some of these schemes. Those dealing with customised factories also reported continuous enquiries during the last two years while the older estates reported slower sales.

**Chean Hwa:** For Penang, there is an increase in demand for industrial properties. Companies are also looking for vacant land to set up their plants, or some are looking for existing factories to subsequently carry out alterations or rectifications to suit their needs.

Due to the land scarcity on Penang island, activities on the mainland are also picking up, especially in the Batu Kawan area,

Not only is the E&E segment doing well, manufacturing companies such as those in the steel industry have also performed well due to the increase in price. Local small-medium enterprises are also on the lookout for factories as they expand their businesses.

**EdgeProp: Will industrial properties remain relevant in post-pandemic times?**

**Sim:** Many people are worried about what will happen after the pandemic, and will this so-called hot market tone down. But I want to point to the decentralisation strategy for most overseas or foreign manufacturers.

Many manufacturers from China, US and Europe have already started to move into different regions [all over the world], with Southeast Asia being one of the focus points. Most of the clients who come to me ask, "Where should I be in Southeast Asia?"

Imagine if there were a shortage of laptops today. Producers cannot afford to have a shortage of products. For instance, they cannot be waiting for the iPhone to be delivered from Taiwan. Because of this strategy, I'm very sure the numbers would be contributed earlier next year, and most of them are foreign direct investments. They have to be either in Malaysia, Thailand or the Philippines – they

have to choose one.

Many manufacturers have gone over to China and Vietnam, and labour and manufacturing costs have since gone up in China. Certain industries also need talent and skilled labour and not everyone can be in that pool. You cannot have 100 companies all in Vietnam, or all 100 companies in Penang. There's no way because there's not enough talent for that. Hence, you see the operators moving to different regions such as Selangor or Johor. There is also a trend moving towards Negeri Sembilan.

The Malaysian Investment Development Authority is confident because there have been a lot of enquiries lately. In our office, we are also in the midst of receiving another big company from the US coming into Malaysia sometime next week to set up its plant. We also just recently closed a deal for a 100,000 sq ft plant in Shah Alam (Selangor) for an e-commerce operator from China. This is its first hub in Malaysia and it is going to grow very big. There is real demand happening on the ground.

**Samuel:** With passing time, many industrialists have learnt to navigate through this [pandemic] challenge and are prepared to spend on higher capital expenditure including property purchase.

Not only that, to manage possible disruptions due to lockdowns, manufacturers are prepared to store ahead their raw materials, spare parts or finished goods.

This word "store ahead" was used by one of the real estate investment trust (REIT) managers as manufacturers now want to avoid any possible disruptions in their business cycle. Of course, the emergence of e-commerce and online business means increased sales in fast-moving consumer goods (FMCG), which requires more space to process, package and store.

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## Incoming industrial supply – do they meet consumers' demand?

**EdgeProp:** How well is the industry performing now? Will the incoming industrial supply meet the current demand?

**Samuel:** The traditional warehousing locations (in Johor) have mostly been in Pasir Gudang and subsequently, have emerged in the Port of Tanjung Pelepas. However, more warehouses are decentralising from these two areas and moving towards Tebrau and Senai Airport City.

Tiong Nam Bhd announced the acquisition of two pieces of land of about 62.618 acres in Aug 2021. To be developed on the land is a warehouse with a built-up area of about 1.1 million sq ft. The total warehouse construction cost is estimated at RM200 million. The total value is more than RM310 million.

This is not the first auto-parts distribution centre (PDC) in Johor. Earlier on, we already have BMW and Volkswagen setting up similar centres here. Volkswagen was announced in Jan 2021 and this 50,000 sq m PDC aims to provide a robust genuine parts supply chain to 21 markets in the Asia Pacific region.

If we look into the financial performance of these companies like Tiong Nam, BMW and Xin Hwa, their earning profits have gone up. This only goes to show that there is increasing demand for more warehousing. The average rental for warehousing in Johor now ranges from RM1.20 to RM1.40 psf.

[In addition], there could be demand for cooling or refrigerated warehouses because of the pandemic, as there'll be more need for storage of food products.

This is something which we are observing and is really happening here – a more global and also pandemic-centric kind of warehousing in JB.

**Chean Hwa:** It is not easy to find a warehouse that can fit a client's requirement in Penang island or mainland. Even when they are able

to find one at their preferred location, the specifications may not fit the requirements needed. What I can say for Penang is that there is a shortage of warehouses.

For rental rates, the Butterworth area used to cost around RM1 to RM1.50 psf. Nowadays, you can't get anything below RM1.50 psf and you'll be looking for RM1.70 to RM1.80 psf on the mainland. On the island, it is much more expensive, up to double the price depending on the location.

Clients looking for their own use also find it hard to get a good option. In general, the demand is always there but Penang doesn't have sufficient supply for industrial buildings or vacant industrial plots to match their demands.

**Sim:** In the Klang Valley market now, there is actually a lack of good warehouses, i.e. the "Grade A warehouses". These "Grade A warehouses" were only built in 2012.

The older warehouses have low ceiling. So, all these new incoming supplies are actually to cater to the demands for high-quality usage.

For instance, online retailers need super flat floor and high-density warehouses. This is why a few of the overseas developers are actually coming into Malaysia to build and replicate those type of high-quality warehouses to cater to those needs.

If you have a Grade A warehouse with a built-up space of 100,000 sq ft, I think you can easily find a tenant in less than one month.

There are users in two different segments – one who needs the warehouse to be built specifically to his/her needs and another, who due to the pandemic, needs urgent spacing requirement.

Say if DHL scores a FMCG supplier today, they need a good warehouse to store the goods but all the good warehouses are already taken up especially in Shah Alam. I have owners telling me that today, they are not afraid of not being able to score a tenant.

Instead their worry is now more on whether they can get the rental rates they want. The rentals in the Klang Valley have long surpassed the RM2 psf mark.

We also expect to see new demand for spaces to emerge such as dark stores and central kitchens.

**EdgeProp:** What is the definition of a "Grade A warehouse"?

**Samuel:** They would be one which is customised by the developers to meet the requirements of the end-users.

**Sim:** There is no definite answer to that, but what we are seeing is a warehouse with very tall ceiling height of about 40ft and a building with no columns. They also have very good floor loading area.

**Chean Hwa:** The location of the loading bay is one of the important points for the clients; it dictates the easy circulation road – easily accessible to the nearest point. Another factor is whether the area is congested or not, because they may not consider a congested area as time is precious for the logistics sector. They have to make sure the deliveries are on time, so it's very precise. Other than building quality, location and road system is part of their criteria.

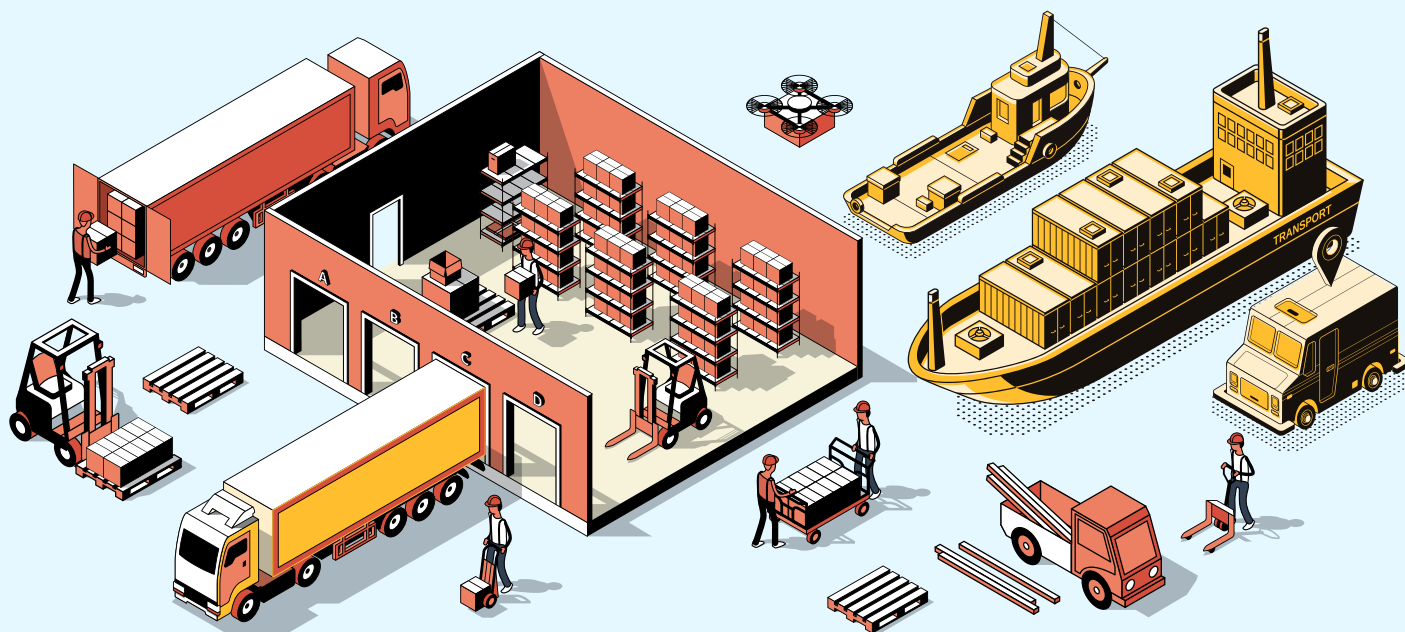
## Developers banking in

**EdgeProp:** We see property developers jumping into industrial properties. Your comments?

**Sim:** Another major point as to why we are confident that the industrial segment will only grow bigger from here is because a few big property developers have begun announcing their focus on industrial development.

We can see that some of the big developers are already heading onto that path because they are very confident that the trend is happening and Malaysia has an undersupply of

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good business parks.

In many countries, they are done by the governments, because the set-up of an industrial park is not that easy and is very costly. Hence, they really need the government's assistance.

## Malaysia still a preferred destination

**EdgeProp:** As an industrial property investment destination, how does Malaysia fare in the region?

**Samuel:** After speaking to users who are looking for new sites for their factories, most of them still choose Johor or Malaysia instead of Singapore.

For example, the Singaporean government may want you to spend a certain amount of capital expenditure within a certain time-frame before it renews your lease or to exploit a certain plot ratio, otherwise you will be underutilising your space.

All these factors make them consider an alternative and Malaysia is an alternative because we play a very complementary role and our culture is almost similar – the land is cheap and we have skilled workers.

**Chean Hwa:** The cheaper land is an attractive point, in addition to the availability of skilled workers in Malaysia.

Most of these users and investors use the USD denomination [for their transactions], so when the Malaysian ringgit is converted to USD, it is relatively cheap for them, especially when we are comparing with prices in Singapore as well.

**Sim:** Malaysia is lucky in terms of the offerings available to investors and the pace which business operations are working on.

Compared to Singapore, there are not much industrial developments because it is going for more high-quality kinds of services and businesses. As for Indonesia, the pace [of business

operations] is not as fast as us (Malaysia), so perhaps Thailand is our nearest competitor.

## Innovate or be left out

**EdgeProp:** With so many changes going on in the past year, how have businesses adapted to the needs and demands of the market?

**Chean Hwa:** Some of the traditional industries may not survive in this kind of situation. Some who are unable to adapt to the change have been forced to shut down their factories. Unless they change their business directions or plans, they don't have a choice.

There are people moving out but also people expanding. Some industries are doing well, not only the medical industry (devices/gloves). Steel has also been picking up since last year. We've seen quite a number of steel factories expanding their plants. They have foreseen more opportunities coming up and demand on their product. So are the electrical and electronic players, and the logistics and manufacturers.

## Limited funds but keen to invest – how?

**EdgeProp:** The industrial property segment may be exciting but retail investors are hindered by the high entry cost. What is your advice to them?

**Sim:** This is very interesting, because not everyone can just own a factory. Earlier on, I mentioned about dark stores and central kitchens which are looking to occupy smaller types of factories like the semidee type or even stratified factories.

The trend is retail grocery expansion. During this pandemic, you see hypermarkets like Lotus and Giant announcing their new business models occupying smaller spaces of 5,000 to 10,000 sq ft. These are new demand in the market. If you know the kind of space

they want, you can follow this direction and invest in them.

**Samuel:** I would suggest exploring into investing in industrial REITs, particularly those with exposure in the logistics and warehousing business.

Most of them are offering 4–5% yield and they have good liquidity, so it is easy for you to dispose of them. If you buy them at the right time, there is capital appreciation potential. Having said that, REIT is not the only option.

Of course, they can also explore into direct purchase of factories. There are some criteria which I would look at, including whether the industrial parks are well-managed, the proven track-record of the developer and perhaps to look at industrial parks which comprise mainly owner units rather than investor units for the ease of rentability.

**Chean Hwa:** I agree with Samuel on investing in REITs, whereby they (investors) can just buy into them without having a big capital and needing to worry about finding a tenant or whether they pay on time.

Another thing they can do is look at commercial properties where logistics companies also look to rent for last mile delivery to their customers, especially in the urban areas. So, this is another way to invest instead of investing in a big warehouse.

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Investors could consider units in modern industrial parks which are well-managed and built by reputable developers.



# Industrial property overhang dipping



Text Rachel Chew

The Covid-19 pandemic has given a push to the growth of e-commerce, with more and more conventional retailers shifting their presence online. Riding on the trend, demand for industrial and logistics properties has also accelerated.

This is evident in the statistics released by the National Property Information Centre (NAPIC), where in the first half of 2021 (1H2021), the overhang on industrial property declined gradually amidst the sluggish real estate market.

As at 1H2021, some 1,311 overhang industrial properties worth of RM1.97 billion were recorded during the period, a year-on-year (y-o-y) drop of 5% in volume and 10% in value respectively.

Johor was the state with the most overhang industrial properties in 1H2021, which took up 35.2% (462 units) of the total overhang volume of the country, while Sarawak came in at second with 326 units.

NAPIC's report also highlighted that no overhang industrial property was recorded in Kuala Lumpur, Putrajaya, Labuan, Kedah and Kelantan during the reviewed period.

However, Selangor, being one of the industrial property hot spots, recorded 67 overhang industrial properties worth of RM192.2 million as at 1H2021. The state also has some 70 units worth RM143.39 million currently under construction.

In 1H2021, the nation's industrial stock stood at 118,708 units, with another 4,388 units under incoming supply and 6,731 units under planned supply. Terraced units were distinctly dominant in the existing stock with a 53.5% market share.

Selangor and Johor led the existing stock and incoming supply with a combined market share of 50% and 53.8% respectively, while Melaka led

## Industrial Property

State	Overhang		Unsold			
	Units	Value (RM Mil)	Under Construction		Not Constructed	
			Units	Value (RM Mil)	Units	Value (RM Mil)
WP Kuala Lumpur	0	0.00	0	0.00	0	0.00
WP Putrajaya	0	0.00	0	0.00	0	0.00
WP Labuan	0	0.00	0	0.00	0	0.00
Selangor	67	192.20	70	143.39	14	19.28
Johor	462	962.66	184	559.85	0	0.00
Pulau Pinang	129	298.35	0	0.00	0	0.00
Perak	56	43.10	51	33.17	0	0.00
Negeri Sembilan	59	36.83	58	81.01	21	98.31
Melaka	22	18.54	0	0.00	0	0.00
Kedah	0	0.00	0	0.00	0	0.00
Pahang	53	32.14	43	21.92	0	0.00
Terengganu	14	5.08	0	0.00	0	0.00
Kelantan	0	0.00	26	18.93	0	0.00
Perlis	31	15.04	0	0.00	0	0.00
Sabah	92	148.17	44	139.30	22	98.57
Sarawak	326	220.89	125	161.61	43	35.95
<b>MALAYSIA</b>	<b>1,311</b>	<b>1,972.99</b>	<b>601</b>	<b>1,159.17</b>	<b>100</b>	<b>252.11</b>

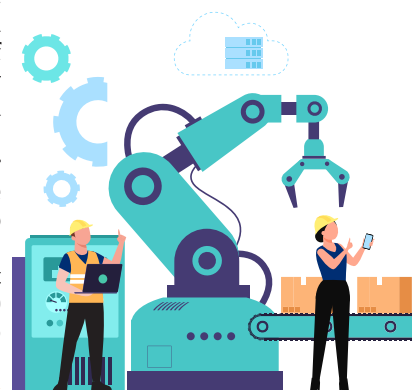
SOURCE: NAPIC

planned supply with 29.4%.

According to Knight Frank Malaysia's "Malaysia Real Estate Highlights – H1 2021" report, the robust growth of e-commerce amid the prolonged Covid-19 pandemic magnifies the importance of efficient last-mile strategies for both delivery and collection methods, as it drives up demand for logistics and fulfilment/distribution centres.

Some notable newly completed warehouses or distribution centres in the Klang Valley include Senheng Electric Distribution Centre (built-up area: 248,000 sq ft) and Leschaco Logistics Facilities (built-up area: 137,000 sq ft) – both in Bukit Raja, Tri-Mode Warehouse (built-up area: 92,000 sq ft) in Pulau Indah as well as EmHub (built-up area of about 669,000 sq ft) in Kota Damansara.

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## Under-supplied

NAPIC statistics showed that Malaysia recorded a total overall property transaction of 139,754, a jump of 21% as compared to 115,476 in 1H2020. Meanwhile the total value of transaction in 1H2021 stood at RM62.01 billion, an increase of 32.1% from RM46.94 billion in 1H2020.

It is worth noting that while industrial property is said to be the most popular property amidst the pandemic, the segment contributed the least in terms of volume and value of transaction in 1H2021, which was 1.8% (2,562 transactions) and 10.4% (RM6.48 billion) respectively.

It seems the market segment is not as active as the market has anticipated. In fact, the segment has been under-supplied, especially post-Covid-19 outbreak.

Knight Frank Malaysia's data showed that the average value per industrial transaction was higher at RM4.44 million in 1H2021 compared to RM3.67 million in the previous year. The first quarter of 2021 saw 518 industrial transactions worth close to RM1.95 billion, as compared to 445 transactions worth close to RM1.92 billion in 1Q2020, reflecting an improved market a year into the pandemic.

The real estate consultancy firm opined that matured and established industrial sub-markets have continued to attract investments, both domestic and foreign.

"Strict containment measures to curb the spread of the coronavirus have resulted in limited new foreign entries to the market. Amid the uncertainties, developers, investors and local prospective buyers, are adopting the wait-and-see approach and conserving cash.

"Nonetheless, Malaysia remains as an attractive investment destination for high-value manufacturing and global services in Asia due to its favourable investment environment with availability of excellent infrastructures, telecommunication services, financial and banking services, supporting industries and skilled workforce, among other factors," Knight Frank Malaysia pointed out in the report.

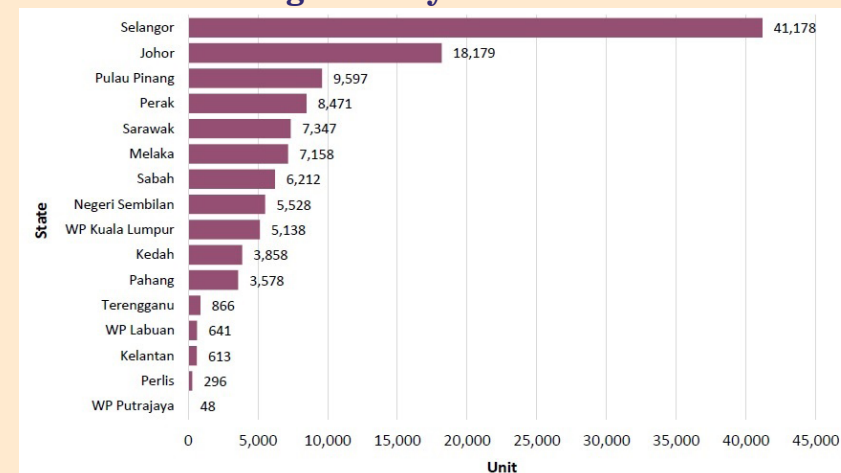
## Focus on multi-storey industrial structures

Moving forward, Knight Frank Malaysia reckoned that multi-storey industrial premises will be one of the focuses of developers due to the scarcity of land in established and matured industrial localities with good accessibility and connectivity. These facilities offer flexibility that cater to multiple tenants and building features that facilitate logistics efficiencies.

"Some businesses may also choose to consolidate their operations and contract their footprints by disposing of their existing facilities and moving to smaller facilities in cheaper locations.

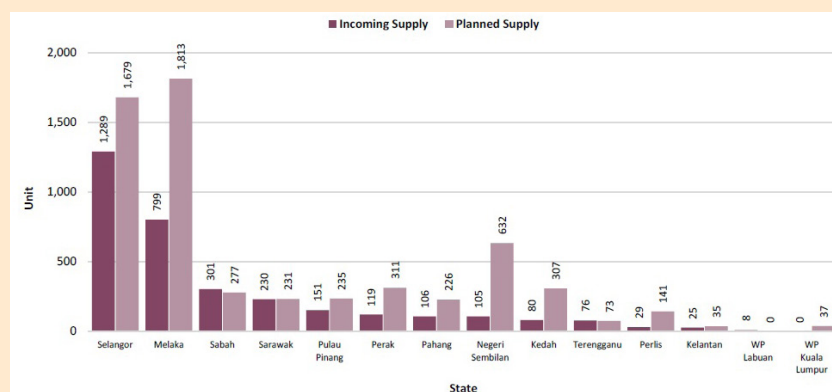
"Riding on the e-commerce trend, developers are also looking for opportunities in the industrial

## Industrial Existing Stock by State 1H 2021



SOURCE: NAPIC

## Industrial Incoming Supply and Planned Supply by State 1H 2021



SOURCE: NAPIC

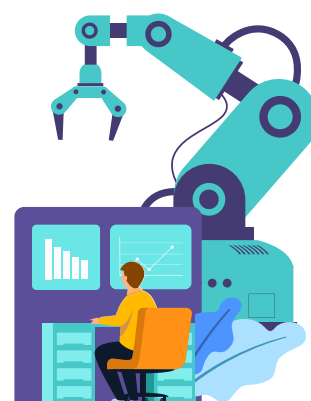
## Klang Valley: Significant Industrial Property Transactions, Late 2020 and 1H2021

Date	Status	Property	Land Area	Consideration (RM) Analysis over Land Area (RM per sq ft)	Buyer Vendor
Jun-21	Sold	No. 1, Jalan I3/2, Seksyen I3, Petaling Jaya	5.13 acres (223,596 sq ft)	82 million 367	Pixel Valley Sdn Bhd Roset-BLG Sdn Bhd
Mar-21	Pending	Dutch Lady Milk Industries Bhd's factory land, Jalan Professor Khoo Kay Kim, Petaling Jaya	9.93 acres (432,632 sq ft)	200 million 462	UEM Sunrise FrieslandCampina
Mar-21	Sold	No. 3, Jalan Keluli 1, Klang	20.75 acres (903,870 sq ft)	120 million 133	Axis REIT (MY) FIW Steel Sdn Bhd
Mar-21	Pending	Lot 158512, Jalan Sungai Pinang 4-7, Klang	5.12 acres (223,171 sq ft)	88 million 394	Aryzta Envictus Int'l Holdings
Dec-20	Sold	Former Sinalco and Kickapoo Joy Juice bottling factory site, Lot 54, Jalan Professor Khoo Kay Kim, Petaling Jaya	2.06 acres (89,560 sq ft)	46 million 514	GSD Land (M) Sdn Bhd National Aerated Water Co (KL) Sdn Bhd

SOURCE: REAL CAPITAL ANALYTICS / KNIGHT FRANK RESEARCH

market with launches in strategic locations such as Pulau Indah and Shah Alam that offer an array of unit types to cater to the needs of different businesses. In the RM15 billion Malaysian Economic and Rakyat Protection Assistance Package (PERMAI), unveiled on Jan 18, 2021, there is a RM300 million allocation for e-commerce campaigns. This is expected to spur further demand in the logistics/warehousing sector.

"Against this backdrop, the industrial property market in the Klang Valley remains resilient, supported by exponential growth of the e-commerce market – creating investment opportunities in line with rising demand for last-mile delivery services, driving up demand in the logistics and warehousing segments," it concluded. ■





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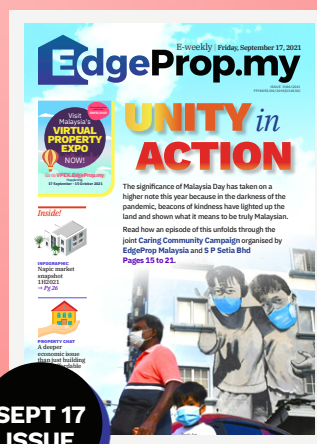


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# Making solar power for homes more accessible



Text **Natalie Khoo**

**G**reta Thunberg, the famous now-18-year-old activist from Sweden, may be a little consoled that several industry players in Malaysia are playing their roles in reducing the global temperature. Turning the current buzzword on sustainability into concrete action, a number of factories, shopping malls, hospitals and educational institutions in the country have started investing in renewable energy, particularly solar power.

On the residential side, one outstanding example of a sun-run home is S11 House, Malaysia's first Green Building Index (GBI) Platinum-rated building. Built by the past president of Malaysian Institute of Architects (PAM), Dr Tan Loke Mun, the house has all its electricity supplied by 25kWp of solar photovoltaic (PV) roof panels, making it a Net Zero Energy house. (Read "Living in a green machine")

But then, Tan is an architect, in fact, the founding director of ArchiCentre and DTLM Design Group. He possesses the resources, expertise and know-how in sourcing, fixing, maintaining and calculating the return on investment (ROI) on the PV system, which the man on the street could only applaud and admire but stop short of emulating.

For one, catching the rays to cook your rice does not seem as simple as installing a water filter system into your home.

There are in fact over 100 solar energy suppliers in the country now, with about 20-30 players covering the residential market.

So how long will it be before signing up for solar PV becomes as common as internet broadband? What is the current cycle of the solar industry in the country?

"I think we are only at the beginning. There are 3.2 million of landed residential properties in Malaysia and they are largely untapped. So far, only about 1,000 over homes have installed solar panels," Pekat Group Bhd managing director Chin Soo Mau says.

"We are looking to equip an average of 6,000 houses a year over the next five years for the secondary market, excluding working hand in hand with developers [for new residential projects]. We expect the numbers to balloon up very quickly," adds Solaroo director Johann Sze. Solaroo is a one-stop solar-energy solution centre under Pekat.

The group, which started out in 1999 under the name Pekat Teknologi Sdn Bhd as a provider of design, supply, distribution and installation of lightning protection, earthing and surge protection technology, is now also a solar PV specialist.

If its performance is anything to go by, the public reception on solar energy seems to be looking up.

Pekat Group was listed on June 23 this year at the Bursa Malaysia's ACE Market. For starters, its share price jumped near-

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PHOTOGRAPHS BY PEKAT AND SOLAROO

**“We are looking to equip an average of 6,000 houses a year over the next five years for the secondary market, excluding working hand in hand with developers [for new residential projects]. We expect the numbers to balloon up very quickly,”**  
— Chin

Solar panels on the roof of Monash University at Bandar Sunway, Subang Jaya.







PHOTOGRAPHS BY PEKAT AND SOLAROO

**“We have put in a lot of research into it (the micro inverter system) to find out whether it works. It wasn't easy. This system has not really been revealed in the market yet, and we also haven't spent time really educating and pushing our products yet,”**  
— Sze



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ly threefold to an intraday high of 93 sen. The stock, with an initial public offering (IPO) price of 32 sen, opened at 85 sen. On market close, it settled at 81.5 sen, about 155% above its IPO price. The counter was the most-actively traded stock of the day on June 23, with 243.3 million shares traded.

In its latest financial result announcement, Pekat posted a net profit of RM5.58 million in the first half ended June 30, 2021 on the back of RM81.71 million revenue mainly contributed by the PV segment.

Supported by the government's initiative in extending the green technology tax incentives to 2023 and setting a target of reaching 31% of renewable energy in the national installed capacity by 2025, Chin says that the outlook for the solar PV industry remains positive.

“Now, we are hoping that the government will increase the quota for the installation of solar panels. We foresee the interest to come from the major cities including the Klang Valley, Penang and Johor. But we definitely do not rule out the smaller suburban areas as well because the demand is there,” Chin tells EdgeProp.my.

Whilst previously its solar solutions were mainly catered to big factories, educational institutions, malls, infrastructures and commercial firms including the likes of Sunway Pyramid, the Duke Highway, Mycron Steel and Monash University, Pekat is now looking to tap into a new venture – residential homes.

### Addressing cost barrier

Pekat has reduced CO2 generation by 73,078.2 tonnes since the establishment of its solar business up to June 2021.

There is certainly little objection against such goals of using solar energy to conserve the environment, but what's keeping the trend from picking up?

In an interview last year with S11 House's Tan, he noted that 10 years ago, the cost of 1kWp of solar PV was about RM25,000 with payback of about 40 years.

“Ten years ago, when I built my S11 House, I put in 5kWp of solar PV on the roof. That time, the cost of 1kWp was about RM25,000 with pay-back of about 40 years. But with the government incentive and grant through the Suria scheme, we managed to reduce it to about 12 years. In February this year (2020), I added 20kWp of solar PV. Now, 1kWp only costs me RM4,000 — the price has come down tremendously.”

This means that the entry barrier for solar panel usage is much lower and more accessible compared to before.

Based on the current NEM Rakyat 3.0, a residential household is only allowed to install a 4kWac system (approx. up to 6kWp) for a single-phase or 10kWac (approx. up to 14kWp) for a three-phase system.

### Micro-inverter system

In response, Chin says that Pekat has researched into the micro-inverter system to address consumers' various concerns regarding using solar energy.

“We have put in a lot of research into it (the micro inverter system) to find out whether it works. It wasn't easy. This system has not really been revealed in the market yet, and we also haven't spent time really educating and pushing our products yet,” Solaroo's Sze says.

“We have two groups of target market – one of them constitutes those who already want to go into green living. They are the younger ones who have been brought up with the importance of sustainable living, and of course, a portion of them is the older generation as well. Then, we have another group of customers who are

Continues **NEXT PAGE** →



There are 3.2 million of landed residential properties in Malaysia and they are largely untapped. So far, only about 1,000 over homes have installed solar panels.



Solar panels installed at the Duke Highway with a 406kWp system size.



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asking – how much returns and cost savings can I get in the long run, how much do I have to invest?” Chin adds.

To illustrate, if your TNB bill runs from RM300–RM420, installing a 6kWp solar PV system should save you up to 90% of your electricity bill. The system would cost around RM23,000,” Chin explains.

Meanwhile, Sze adds that if one is looking at higher-end systems for households with electrical bills running from RM800 to RM900 a month, installing a 12kWp solar PV system will knock off approximately RM750 to RM800 a month and cost around RM44,000.

So, each month you save about RM750 to RM800 which is around 90% of your monthly TNB expense. You get back your returns in five years’ time. The system comes with a five-year free maintenance and insurance and then after that the cost is around 2% per annum of your system price. So, say if your system costs RM44,000, annually you pay RM880 or RM73 per month for maintenance and insurance.

“We realise that for a lot of solar systems, one pain point is the maintenance, because a few years down the road, users may have to replace one big part of the solar panel. Then, it becomes very costly, which they may not want to pay.

“The efficiency of the solar panels come down by about 0.55% a year. At the end of the 25-year life, we are looking at a minimum operating efficiency of 85%. The manufacturers also provide a performance warranty for 25 years,” Sze elaborates.

Hence, the birth of Solaroo, a one-stop solar energy solution with a five-year full repayment inclusive of insurance and maintenance.

“So, what we did for Solaroo was that we found the most efficient way to include warranties, replacements and insurance into the cost, so that every year you just pay us a fixed fee. If any issue arises during that one year, we can solve nine out of 10 of those issues without extra charges. In the worst-case scenario, we will sit down with the client to explain what the issue is and delve deep into it so that the client understands,” Sze adds.

In reply to a growing interest in using batteries for power generation as well, Chin says: “There is still a lack of incentive from the government when it comes to battery usage. The ROI for batteries are typically eight to ten years, which is a long period of time so not everybody will invest in them.

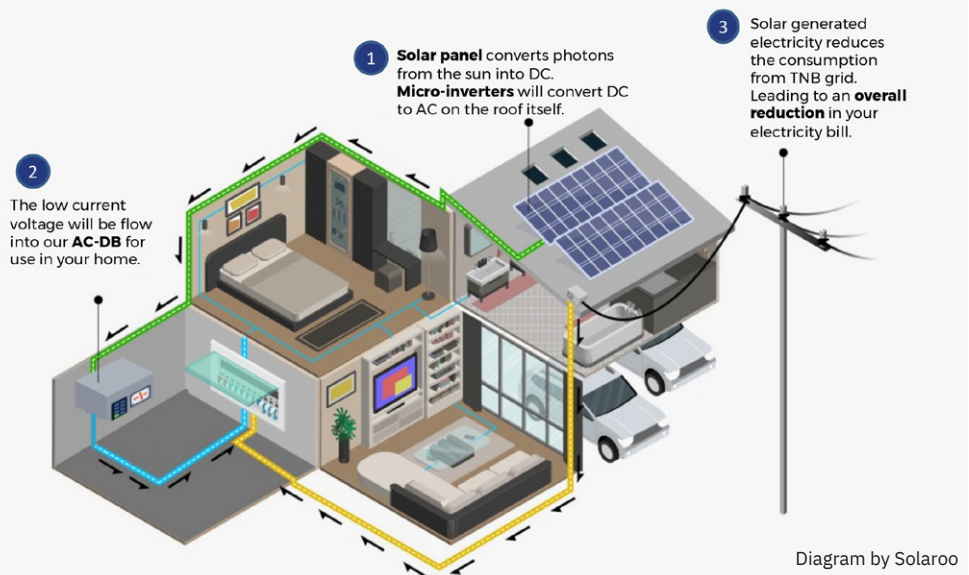
“When we first started the solar business back in 2008, the ROI was 30 years. Only commercial buildings that needed the GBI certification participated; but now, the ROI for solar is five years as opposed to 15 years, [so] the chances of investing are higher.”

### Safe, efficient and easy

According to the Suruhanjaya Tenaga guidelines, systems below 72kWac do not require a charginan to be on site during operations.

So for residential and small commercial outlets, Pekat’s priority is on safety.

## In a nutshell



PHOTOGRAPHS BY PEKAT AND SOLAROO

“We really have to make sure the safety aspect of the system is taken care of because there is no charge-man on site at residential homes unlike commercial buildings. We also have to make sure that the system is efficient enough for the user with the best kind of features that would work for them,” Chin stresses.

“Hence, with micro-inverters, Pekat’s systems are extra low voltage with rapid-shutdown technology to minimise any risk. We have found that with micro-inverters, it also provides better efficiency for smaller sites. A conventional string inverter’s production will be affected when there are obstructions on solar panels, generating a lower production level, whereas using micro-inverters will minimise the impact of obstructions.

“This is because conventional string inverters are an entire series of panels ‘strung’ together where one affects the other’s performance. For our systems, there is no single point of failure, allowing production to keep running irrespective of other panels. Whether it’s a leaf, dirt or shading, only the individual panels are affected while others keep performing to their fullest,” Sze explains.

“As Pekat started off in lightning protection, all of our Solaroo systems are fully equipped with our Pekat own lightning protection devices built in-house. This

A safety briefing session before the installation process starts.



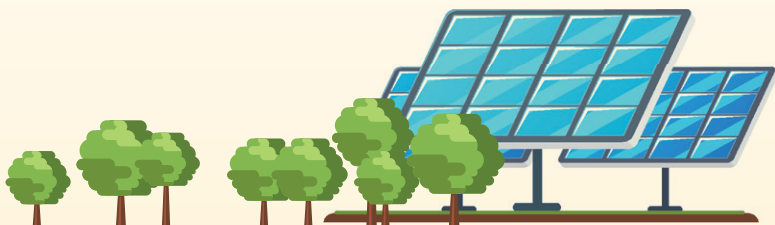
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PHOTOGRAPHS BY PEKAT AND SOLAROO



The installation process takes only a day.



KIP Mart Melaka has a solar system size of 1,100 kWp.

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was only made possible because we have our own production division where we're able to integrate the engineering and technical knowledge into the product itself," he states.

"Our three highlights are to make sure it is safe, efficient and easy to install. Our systems are all modular. Depending on your saving range, you are able to scale up or down accordingly.

"We have prepared for more than a year on this project while the technical team has run their testing for more than two to three years. Hence, we feel that we are prepared to launch our product to the market now," adds Chin.

Admitting that the micro-inverter system costs about 20%-30% higher than the conventional system, Chin and Sze are quick to add that Pekat is presently offering it to the market at the same price as the latter.

"We would absorb it (the cost) until more education has been carried out and the market is well aware of the benefits behind a micro inverter system," Sze says.

#### **Installation within a day**

On the installation, Chin likens it to fixing air-conditioners: "The concept is the same. We will do a site visit to see where we can install the panels, taking in factors such as the cabling and how to install it".

"Within a day, we are able to set up the entire system. We used to take five days, then three days, and now it has come to one day after we have improved the efficiency, depending on weather situation. We have worked on a formula to maximise the efficiency, from the delivery to the installation itself," Sze elaborates.

In reply to a balance between aesthetics and practicality, Chin says: "Definitely in the days to come, aesthetics is going to be a factor that will be growing in importance to the users of solar panels. We work closely with the architects, and we believe that even homes that have to undergo retrofitting can have good aesthetics". 📌



# Knocked down but not out

PHOTOGRAPHS BY LOW YEN YEING | EdgeProp.my



**Mohamad Ali Maidin**



**Azizah Mat Saad**



**Nadzirah Md latiff**



**Siti Maison Md Rashid and  
Abdullah Rasyidee**



**Siti Noor  
Hafizah Suhaili**



**Salwani Mohd Safri**

●Text **Chelsea J. Lim and Chin Wai Lun**

**T**hey fight on and live on despite their loss of income, jobs or physical abilities. Ever resourceful, they do not let these obstacles hamper their quests to continue making ends meet. Such is the indomitable spirit of the country's micro-traders.

In conjunction with Malaysia Day this year, EdgeProp.my and S P Setia Bhd have joined hands to give some encouragement to these micro-traders through a Caring Community Campaign themed "Alongside our B40s". Each of the 25 selected microenterprises will receive a sponsorship of RM500 to upgrade their businesses, as well as RM300 a month worth of business for six months.

For this week's issue, other than five selected small traders in the Klang Valley, we also shift our sights up north to the Pearl of the Orient; and within their struggles, they show us even when we are knocked down, we don't have to be knocked out.

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**CLICK TO READ**

Darkened nation  
brightened by  
kindness in action.



**Hamizah Hamid**



**Marlia Mohd Ismam**



**Nazatul Fariha Juhari**



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## Evolving to survive

**Name:** Nazatul Fariha Juhari  
**Business:** *Kuih-muih* and evening meals  
**Location:** Flat Kampung Melayu, George Town, 11500, Pulau Pinang

Before starting her business, Nazatul Fariha Juhari, 30, used to work as a clerk in a motorbike shop. In 2017, she resigned from her job as she had to take care of her then four-year-old son.

"My mother used to take care of my son, but she was no longer able to do that, so I had to resign."

That did not stop Nazatul from sourcing for additional income by starting her own business. Like killing two birds with one stone, she could still spend time and take care of her son at home while offering a mini catering service of home-cooked food.

However, her business was impacted by the pandemic as the orders stopped along with the prohibitions on ceremonies

and events during the lockdown periods.

To survive, Nazatul has changed her business model by running the food business in two shifts – selling *kuih-muih* to other operators in the morning and selling hot meals like *nasi lemak* and *char kuey teow* in the evening (4pm–7pm).

"Before the pandemic, there was no evening shift. I had never sold *nasi lemak* or *char kuey teow* before."

"[So] do not give up that easily. There are always ways to turn a business around to sustain income," she says.

With the RM500 cash aid, Nazatul plans to upgrade the equipment for her stall and improve her food menu.



PHOTOGRAPHS BY S.P. SETIA

“

Do not give up that easily. There are always ways to turn a business around to sustain income.”

– Nazatul

## Bolstering family income during bad times

**Name:** Hamizah Hamid  
**Business:** *Yong tau foo*  
**Location:** Pasar Pekan Kapar Complex, Klang, Selangor

Hamizah Hamid, 37, started selling *yong tau foo* in late April this year. "I cannot just rely on my husband's basic pay as a factory worker as we have to cater for our children's expenses, our car and more," says Hamizah, who has six children aged three to 14.

"I have to find ways to make ends meet, hence this business came about. And I have to entrust my older children to babysit the younger ones when I'm out here selling," shares Hamizah, who came across this Caring Community Campaign on Facebook.

As it started to pour midway through the interview, Hamizah laments that her business is at the mercy of the weather since she operates under a canopy outside the Pasar Pekan Kapar Complex in Klang.

"Rainy weather like this disrupts my business. Plus, the food can't be kept for too long," notes Hamizah.

She intends to spend the RM500 cash aid on ingredients as well as getting a new refrigerator to store them.

Meanwhile, she advises those in similar predicaments to not just rely on help from others. "With this present economic situation, we just have to try harder – be more hardworking and to find ideas to sustain ourselves."

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PHOTOGRAPHS BY LOW YEN YEING | EdgeProp.my

“

I cannot just rely on my husband's basic pay as a factory worker as we have to cater for our children's expenses.”

– Hamizah





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## Giving a thought to those in need

### Name:

**Siti Noor Hafizah Suhaili**

**Business: Grilled fish and catering**

**Location: KC 0-7, Taman Free School, Jalan Terengganu, George Town, 10460 Penang**

Since she was 21, Siti Noor Hafizah Suhaili, has been operating her food business.

"After I got married, I started the business because I have always loved to cook. It is my passion."

Siti, now 40, used to rent a shoplot just nearby her house while her husband was working in the airport before the pandemic.

Their world turned upside down when pandemic hit last year. The no dine-in rule caused her business to suffer and she could not sustain the rental. At the same time, her husband was retrenched.

Undeterred, Siti has carried on her business from home while her husband lends a helping hand, where they make *ikan bakar* (grilled fish) and do catering services. While the

former is offered daily, catering will depend on orders.

Filled with empathy for people riding through the pandemic turbulence as it got worse in mid-2021, Siti has started a "slot sedekah".

"The 'slot sedekah' works like a pay-it-forward programme, where people can order from me and send it to people who are in need."

Through this, Siti has catered to those who are less fortunate, homeless and those under quarantine.

Siti is ecstatic to find out she is one of the recipients of the Caring Community Campaign.

She shares that the RM500 cash aid will help her financially in covering the cost of getting the materials for her business, as she shared that the past year has been difficult for the family.



PHOTOGRAPHS BY S.P. SETIA

**Siti started a pay-it-forward programme named 'slot sedekah' to help those less fortunate.**



**Abdullah Rasyidee (right) has started his own business with his wife Siti Maison after losing his job in a local hotel.**

## Exploring business opportunities amidst crisis

### Name:

**Siti Maison Md Rashid and Abdullah Rasyidee**

**Business: Asam laksa and rojak**

**Location: Gelugor, Penang**

**Contact information: 017-436 8742**

Siti Maison Md Rashid, 39, initially ran her business online with her husband, Abdullah Rasyidee, 30, selling Penang *laksa* and rojak amid the first Movement Control Order (MCO) last year.

"My husband is good at making the *laksa* gravy and rojak sauce, with my mother helping with the cooking

as well. Hence, we decided to embark on this business," shares Siti Maison, herself helping with the preparation.

They then decided to expand the business as her husband was not earning an income as a hotel staff last year during the MCO. Due to movement restrictions, they advertised via social media with cash-on-deliveries to sell their food.

"We received favourable feedback and that spurred us on to set up a stall soon after at our residence," Siti Maison shares.

"I plan to use the RM500 to upgrade my equipment and find fixed suppliers for our ingredients. At times like this, we should not be giving up and just have to try harder, do our best," Siti Maison advises.

"I hope there are more initiatives like this campaign. The help should continue, and many more small traders will have a chance to regain their footings and improve their businesses," she adds.

## Social media saves the day

**Name: Salwani Mohd Safri**

**Business: Kuih-muih and nasi lemak**

**Location: 21-4-14, Tingkat Paya Terubong 3, Air Itam, 11060 Penang**

**Contact: Facebook: Faz Wanie Faz'wanie (<https://www.facebook.com/Fazwani77>)**

Salwani Mohd Safri, 33, sells an assortment of *kuih-muih* and *nasi lemak* every weekday from 8am to 4pm. Home-based, Salwani has been working hard operating the catering business for almost 15 years now.

In fact, including the time spent helping her mother since she was seven or eight, it has been close to 25 years of experience in the catering business.

Salwani shares that most of her regular customers come from the offices. So when the pandemic struck and offices were shut down, the ripple effect hit Salwani hard.

"Since the pandemic, my reserve has decreased

tremendously and is running low."

To compensate for the drastic drop in business, Salwani started bringing it online where she promoted her services on social media via Facebook, from which she has been acquiring most of her customers.

When she discovered she is the recipient for the RM500 cash aid from the Caring Community Campaign, Salwani felt relieved as she has hoped to restore her resources.

"With the RM500, I hope to restore my capital and restore my reserve which have depleted as well as improving my product," she says.



**Undeterred, Salwani has turned to Facebook to sell her home cooked food.**

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## Pushed by hardship

**Name:** Nadzirah Md latiff  
**Business:** Burger  
**Location:** Jalan Gombak (at the roadside next to Neknab Restaurant), Taman Harmonis, 53000, Kampung Tengah, Kuala Lumpur

The burger stall operated by Nadzirah Md Latiff and her husband, both 35, started out as a side income business to support their family.

Her husband, Dhani Iskandar Apendi, works as a security guard for the night shift at Menara Kuala Lumpur while Nadzirah is a housewife taking care of her four young children aged 10, 8, 6 and 1.

Since the pandemic, her husband's work shift has been reduced from six days to four days, thereby affecting their income.

Additionally, she also explains that having to move to a new house adds another complication to their livelihoods.

"We actually just moved to Gombak Setia in October last year. Previously, we were staying in Kampung Padang Balang but had to move because the wooden house we were

staying in was not in good condition and was affected by floods," Nadzirah shares.

This has added to Nadzirah and her husband's burden as they have to pay for their flat's rent at PPR (People's Housing Project) Gombak Setia, which costs about RM800.

She then decided to start a burger business below their flat. The business has been in operation since February this year. However, the business has been a bit slow as the only customers are the ones staying in the flat area.

In early-September when the government announced some relaxation on the lockdown, Nadzirah and a friend decided to share a rent site for their business at the roadside of Jalan Gombak as she wants to reach more customers.

Nadzirah is grateful for the blessing of the RM500 from the Caring Community Campaign, as she has been thinking about getting a small fridge or freezer to store the patties.



Nadzirah is grateful for the cash aid and plans to get a small fridge or freezer to store the burger patties.

PHOTOGRAPHS BY LOW YEN YENG | EdgeProp.my



## A friend in need is a friend indeed

**Name:** Mohamad Ali Maidin  
**Business:** Roti canai  
**Location:** Makan Makan Batu Tiga, Taman Batu Tiga, 40150 Shah Alam, Selangor

Six years since operating his stall in Makan Makan Batu Tiga, Mohamad Ali Maidin also known as Pak Ali, 69, has been persevering through

current address in Makan Makan Batu Tiga.

Since the move, the business has not been as lively as the previous spot as it is hidden from the main road. Nonetheless, the earnings were still able to cover the cost of his living.

However, things took a turn for the worse when the pandemic hit as sales was almost close to zero with businesses around the area closing, and along with them, a majority of his customers were gone. Subsequently, he was not able to pay his rent for three months.

Thankfully though, Pak Ali had good friends who rallied by his side and helped to cover his rent, while the landlord also gave a discount.

The hardship that Pak Ali endured during the pandemic has made him more careful with his financial expenses.

Referring to the RM500 cash aid from the Caring Community Campaign, the first thing he said was: "I will take care of the money properly. I may buy some ingredients for my business and maybe save some for my rent, but the rest of it, I will keep for rainy days".

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Thankfully, Pak Ali had good friends who rallied by his side and helped to cover his rent, while the landlord also gave a discount.



the pandemic.

While Pak Ali makes the *roti canai*, his daughter, Norhayati Mohd Ali, 37, is in charge of collecting orders and making drinks.

Before operating this *roti canai* shop, Pak Ali shares that he used to work in a factory. Then, he started a stall at the roadside of Batu Tiga where he received factory workers as his customers.

"The area was near a factory area and had almost 3,000 workers," says Pak Ali, adding that when the road was planned for a road development, he had to relocate to the





**On top of her five children (aged one to 17), Marlia is caring for her elderly and sick mother.**



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## Struggling mother of five

**Name: Marlia Mohd Ismam**  
**Business: Food stall**  
**Location: 37, Jalan Kasawari 1, Taman Kasawari, 45700 Bukit Rotan, Selangor**

For two years now, Marlia Mohd Ismam has been selling a variety of food right from the porch of her home in Taman Kasawari, Bukit Rotan, Selangor.

"I sell biryani, chicken rice and *nasi lemak*, and some *kuih* as well," Marlia says, adding that during the evenings, there are also burgers.

She has only resumed her stall operations recently during Phase 2 of the National Recovery Plan.

"During the lockdown, I had to resort to cash-on-delivery services to sell my food and business was much slower then," shares the 35-year-old small trader.

On top of her five children (aged one to 17), she is caring for her elderly and sick mother.

With the RM500 cash aid from the Caring Community Campaign, she will utilise it to expand her menu offerings.

## Take less profit to feed others

**Name: Azizah Mat Saad**  
**Business: *Kuih-muih***  
**Location: Gerai no. 27, Kompleks Makanan Jalan Sungai, Jalan Sungai, Taman Sri Pinang, 10150 George Town, Penang**

Azizah Mat Saad is well-versed in making a wide range of traditional *kuih*, offering a variety of them such as *onde-onde*, *serabai*, *kuih sagu* and more from her stall in George Town, Penang. Hard at work since 2007, piping hot curry puffs have been her specialty.

"During those times (pre-Covid-19), business was fine, with most of my customers from the B40 income bracket. However, these two years have been miserable," laments the 64-year old small trader.

Then she resorted to adjusting the pricing of her wares, selling them at much lower prices. "If I don't do this, there will be no customers," she says, adding that she currently sets a promotional price of RM2 for five pieces of *kuih*.

Expressing gratitude for the RM500 cash aid, Azizah plans to use it as capital for her business.

"I believe in treating people well, especially my customers. Due to Covid-19, many are struggling and hence, I have decided to keep my prices affordable. At times like this, I'd rather take less profit, and with the affordable prices of my *kuih*, I have managed to hold on till today," says Azizah. 📍



**“At times like this, I'd rather take less profit, and with the affordable prices of my *kuih*, I have managed to hold on till today.”**  
**– Azizah**





**RM180,000/mth**  
**Pulau Indah, Selangor**  
**Type:** Factory **Tenure:** N.A  
**Land size:** 3.9 acres **Built up:** 100,088 sq ft

Howard Soh **PRO** (REN 26788)  
PROLEAD ESTATE AGENCY (E (3) 1882)  
+6012 257 9231



**RM78,000,000**  
**Tanjung Bungah, Penang**  
**Type:** Residential land **Tenure:** Freehold  
**Land size:** 107,449 sq ft

SP Lee **PRO** (REN 40386)  
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6018 382 9338



**RM718,000**  
**Bandar Mahkota Cheras, Cheras, Selangor**  
**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,299 sq ft **Land size:** 1,400 sq ft  
**Bedroom:** 4 **Bathroom:** 3

KK Sah **PRO** (REN 23736)  
IPG REALTY SDN BHD (E (1) 2002)  
+6016 637 5097

## Done Deal

*Sold for*

**RM848,000** (RM279 psf against land size)

**Single-storey terraced house at Taman Salak Selatan, Kuala Lumpur**



**Concluded by: Cassidy Loo** **PRO** (REN 43106)  
Reapfield Properties (HQ) Sdn Bhd  
(+6012 9480 742) **When:** July 2021

### Noteworthy

- Freehold
- Land size: 3,037 sq ft
- Built-up: 1,300 sq ft
- Three bedrooms, three bathrooms
- Semi-furnished corner lot unit



Taman Salak Selatan, also known as Salak South Garden, is an established housing area strategically located in Kuala Lumpur. It is connected by major highways such as KESAS, Seremban Highway, MRR2 and MEX Highway.

According to Cassidy Loo, the real estate negotiator of Reapfield Properties, the landed property of Taman Salak Selatan is highly sought after by the market given its strategic location and the well-established neighbourhood.

"That is why this particular unit was very rare. You don't find a freehold corner lot with flat land every day in Taman Salak Selatan. It was also the biggest reason for the buyer to put down a deposit," Loo said.

According to Loo, the seller decided to let go of the unit after sending her mother, who was staying in the unit alone, to a nursing home for better daily care.

Meanwhile, the buyer was searching for a unit here for self-occupancy as she wanted to stay near her family.

Loo deemed it a good deal as it could possibly be the only corner lot with flat spare land on the site as the majority of the corner houses in the same neighbourhood have sloped gardens.

According to **EdgeProp Research**, two landed properties in Taman Salak Selatan were sold in 2020 at an average transacted price of RM490,000 or RM350 psf.

As at Sept 2021, some 17 landed properties were listed for sale on **EdgeProp.my**. The average asking price was RM693,640 or RM350.98 psf. Meanwhile, only one property was looking for a tenant at a monthly asking rental of RM1,680 or RM1.09 psf.



**RM130,000**  
**Apartment Minang Ria 1, Cheras, Selangor**

**Type:** Apartment **Tenure:** Freehold  
**Built-up:** 657 sq ft  
**Bedroom:** 2 **Bathroom:** 1

Rueben Raj **PRO** (REN 40248)  
REAPFIELD PROPERTIES (PUCHONG) SDN BHD  
(E (1) 0452/8) +6017 224 8885



**RM680,000**  
**Kaleidoscope Residence, Setiawangsa, Kuala Lumpur**

**Type:** Apartment **Tenure:** Leasehold  
**Built-up:** 1,196 sq ft  
**Bedroom:** 3 **Bathroom:** 2

Meifen Low **PRO** (REN 06451)  
ONE WSM PROPERTY SDN BHD (E (1) 1823)  
+6012 653 0714



**RM16,000,000**  
**Ritz-Carlton Residences, Jalan Ampang, Kuala Lumpur**

**Type:** Penthouse **Tenure:** Freehold  
**Built-up:** 4,284 sq ft  
**Bedroom:** 4 **Bathroom:** 5

Francis Ngooi **PRO** (REN 45037)  
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6011 6518 5155





**RM3,000,000**

## The Ritz-Carlton Residences, Jalan Ampang, Kuala Lumpur

**Type:** Condominium **Tenure:** Freehold

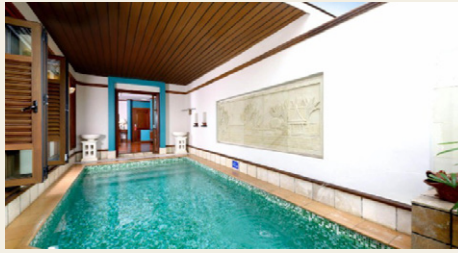
**Built-up:** 1,572 sq ft

**Bedroom:** 2 **Bathroom:** 2

Jenny Koo **PRO** (REN 18760)

KKLAND PROPERTIES (E (3) 1749)

+6012 211 9619



**RM550,000**

## Grand Lexis Water Chalet, Port Dickson, Negeri Sembilan

**Type:** Water chalets **Tenure:** Leasehold

**Built-up:** 1,040 sq ft

**Bedroom:** 1 **Bathroom:** 1

Michelle Yeap **PRO** (REN 15000)

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

+6012 288 8483



**RM640,000**

## Taman Saujana Utama, Sungai Buloh, Selangor

**Type:** Semidee house **Tenure:** Leasehold

**Built-up:** 1,646 sq ft **Land size:** 1,500 sq ft

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

James Yim **PRO** (REN 24129)

PROPERTY EXPRESS (E (3) 1205)

+6012 687 4892

## Done Deal

*Sold for*

**RM355,000** (RM282 psf)

## Condominium unit at One Ampang Avenue, Ampang, Selangor



**Concluded by:** Meifen Low **PRO** (REN 06451)

One WSM Property Sdn Bhd (+6012 6530 714)

**When:** April 2021



**RM8,300,000**

## Bukit Damansara, Kuala Lumpur

**Type:** Bungalow **Tenure:** N.A

**Built-up:** 7,700 sq ft **Land size:** 9,500 sq ft

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

Siew Kim **PRO** (REN 04485)

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

+6012 210 2858

### Noteworthy

- Leasehold
- Built-up: 1,256 sq ft
- Four bedrooms, three bathrooms
- Facilities: Indoor pool, infinity swimming pool, children playground, sauna, gymnasium, mini market, free covered parking, 24-hour security, tennis courts, squash court and a badminton hall



Developed by Perdana ParkCity Sdn Bhd, the low-density leasehold condominium only houses 96 units with built-up sizes ranging from 950 sq ft to 1,400 sq ft. As the project is strategically located near the Embassy Row in the heart of Kuala Lumpur, it is popular with mostly expatriates, especially Koreans and Iranians, and affluent locals as well.

One WSM Property Sdn Bhd real estate negotiator Meifen Low said the owner was Korean. He decided to go back to his country, so he was letting go of this unit urgently.

Meanwhile, the buyer was a Malaysian looking for a unit here for own stay.

"The unit was very well-kept as it had been occupied by the owner himself. The buyer was attracted to the unit's good condition, as well as the price. It was slightly below the market price as the buyer wanted to let go of the unit as soon as possible," Low shared.

According to **EdgeProp Research**, two units of One Ampang Avenue exchanged hands in 2020 at an average price of RM432,500 or RM311.50 psf.

As at Sept 2021, there were 23 units listed for sale on **EdgeProp.my** at an average asking price of RM446,678 or RM427 psf.

Meanwhile, 18 units were listed for rent at an asking monthly rate of RM1,950 or RM1 psf.



**RM26,000,000**

## Jalan Melaka, Kuala Lumpur

**Type:** Office **Tenure:** Leasehold

**Built-up:** 62,628 sq ft **Land size:** 10,200 sq ft

Salim Mustam **PRO** (REN 10674)

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

+6017 280 0026



**RM13,000,000**

## Damansara Heights, Kuala Lumpur

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

**Built-up:** 14,500 sq ft **Land size:** 8,000 sq ft

**Bedroom:** 5 **Bathroom:** 6

Elaine Chong **PRO** (REN 09348)

POLYGON PROPERTIES SDN BHD (E (1) 1714)

+6019 441 4013





**RM410,000**

**Bandar Springhill, Port Dickson, Negeri Sembilan**

Type: Terraced house Tenure: Freehold  
Built-up: 2,574 sq ft Land size: 1,650 sq ft  
Bedroom: 5 Bathroom: 4

Zuraini Zallin PRO (PEA1699)  
RESCOM REALTY (VE (3) 0244)  
+6019 663 1526



**RM2,390,000**

**Grove Lakefields, Sungai Besi, Kuala Lumpur**

Type: Semidees Tenure: Leasehold  
Built-up: 4,376 sq ft Land size: 3,400 sq ft  
Bedroom: 4 Bathroom: 6

Jesnin Kee PRO (REN 01550)  
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6019 387 7298



**RM2,000,000**

**SS4, Kelana Jaya, Selangor**

Type: Bungalow Tenure: Freehold  
Built-up: 5,000 sq ft Land size: 7,630 sq ft  
Bedroom: 6 Bathroom: 5

Syed Shah PRO (REN 28611)  
REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)  
+6012 670 2924



**RM749,000**

**7 Tree Seven Residence, Kajang, Selangor**

Type: Penthouse Tenure: Freehold  
Built-up: 1,449 sq ft  
Bedroom: 3 Bathroom: 2

Mike Woon PRO (REN 00557)  
ECOLAND REALTY (E (2) 1679/1)  
+6012 271 6838

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**RM555,000**

**Riana Green East, Wangsa Maju, Kuala Lumpur**

Type: Condominium Tenure: Leasehold  
Built-up: 1,088 sq ft  
Bedroom: 2 Bathroom: 2

Tony Yap PRO (REN 23582)  
AMBER REALTY (E (3) 1482)  
+60115 646 8129

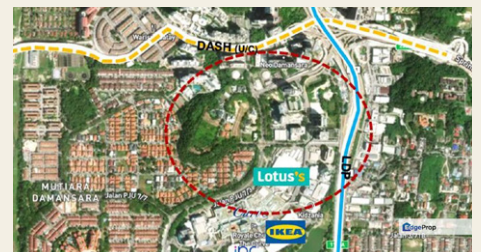


**RM705,000**

**Taman Tasik Prima, Puchong, Selangor**

Type: Terraced house Tenure: Leasehold  
Built-up: 1,800 sq ft Land size: 1,680 sq ft  
Bedroom: 4 Bathroom: 3

Jay Jamali PRO (REN 37489)  
NAS REALTY (E (3) 1954)  
+6017 226 5737



**Call for price**

**Petaling Jaya, Selangor**

Type: Commercial land Tenure: Freehold  
Land size: 2 acre

John Leong PRO (PEA 1132)  
KNIGHT FRANK MALAYSIA SDN BHD (VE (1) 0141)  
+6016 599 2699



**RM269,999**

**Pelangi Indah PR1MA Residensi, Ulu Tiram, Johor**

Type: Condominium Tenure: Freehold  
Built-up: 860 sq ft  
Bedroom: 3 Bathroom: 2

Mitchelle Yap PRO (REN 14455)  
GATHER PROPERTIES SDN BHD (E (1) 1536/3)  
+6013 740 3757



**RM40,000,000**

**Subang Industrial Park, Subang Jaya, Selangor**

Type: Factory Tenure: Freehold  
Built-up: 95,000 sq ft Land size: 3 acre

Ronn Goh PRO (REN 38324)  
CID REALTORS SDN BHD (E (1) 1855/7)  
+6011 1011 3829



**RM670,000**

**Sunway Alam Suria, Shah Alam, Selangor**

Type: Terraced house Tenure: Leasehold  
Built-up: 2,800 sq ft Land size: 1,430 sq ft  
Bedroom: 5 Bathroom: 4

Michelle Chuah PRO (REN 19675)  
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6012 218 7714





**RM35,200,000**

**Alor Gajah, Melaka**

**Type:** Agricultural land **Tenure:** Freehold  
**Land size:** 73.5 acre

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

IQI REALTY SDN BHD (E (T) 1598/1)

+6014 313 1931



**RM1,290,000**

**Kiara Park, Taman Tun Dr Ismail, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,800 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Sha Aljunied** **PRO** (REN 05245)

KIM REALTY (E (T) 0211)

+6012 627 9011



**RM1,148,000**

**Taman Bukit Segar Jaya, Cheras, Selangor**

**Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 3,500 sq ft **Land size:** 2,800 sq ft  
**Bedroom:** 6 **Bathroom:** 4

**Bird Lim** **PRO** (REN 09250)

PROPNEX REALTY SDN BHD (E (T) 1800)

+6012 252 3173



**RM48,000/mth**

**Shah Alam Technology Park, Shah Alam, Selangor**

**Type:** Factory **Tenure:** Freehold  
**Built-up:** 21,440 sq ft **Land size:** 42,883 sq ft

**Azy Shariz** **PRO** (REN 01441)

CBD PROPERTIES SDN BHD (E (T) 1197)

+6010 225 9646



**RM2,880,000**

**Bunga Anggerik 2, Shah Alam, Selangor**

**Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 4,600 sq ft **Land size:** 10,198 sq ft  
**Bedroom:** 5 **Bathroom:** 5

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

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

+6016 906 6898



**RM1,250,000**

**Canal Garden, Kota Kemuning, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,500 sq ft **Land size:** 2,000 sq ft  
**Bedroom:** 4 **Bathroom:** 4

**Susan Gwee** **PRO** (REN 01156)

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

+6012 289 3377



**RM2,800,000**

**Bangsar Park, Bangsar, Kuala Lumpur**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,500 sq ft **Land size:** 3,218 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Wong Mei Fong** **PRO** (REN 32252)

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

+6012 202 3711



**RM1,450,000**

**One Sierra, Selayang, Selangor**

**Type:** Link bungalow **Tenure:** Leasehold  
**Built-up:** 3,300 sq ft **Land size:** 2,880 sq ft  
**Bedroom:** 6 **Bathroom:** 5

**Chris Tang** **PRO** (REN 32877)

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

+6018 278 9330



**RM4,700,000**

**Bukit Bandaraya, Bangsar, Kuala Lumpur**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 4,800 sq ft **Land size:** 6,100 sq ft  
**Bedroom:** 6 **Bathroom:** 7

**Angela Lee** **PRO** (REN 04297)

PROPNEX REALTY SDN BHD (E (T) 1800/1)

+6012 678 3335



**RM2,350,000**

**D'Villa Avenue, Kota Damansara, Selangor**

**Type:** Link bungalow **Tenure:** Leasehold  
**Built-up:** 4,016 sq ft **Land size:** 4,400 sq ft  
**Bedroom:** 6 **Bathroom:** 5

**Siew Lee Tan** **PRO** (REN 01666)

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

+6012 458 3016



**RM6,000,000**

**Taman Industri Alam Jaya, Kuala Selangor, Selangor**

**Type:** Factory **Tenure:** Leasehold  
**Built-up:** 11,700 sq ft **Land size:** 27,000 sq ft

**Anderson Lim** **PRO** (REN 10023)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

(E (T) 0452/8) +6011 1133 2123



**RM2,280,000**

**Hilltop Bungalow, Subang Bestari, Selangor**

**Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 4,369 sq ft **Land size:** 6,200 sq ft  
**Bedroom:** 6 **Bathroom:** 7

**Oscar Ang** **PRO** (REN 01792)

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

+6011 562 27380





**RM1,400,000**

**Kampung Seri Aman, Puchong, Selangor**

Type: Agricultural land Tenure: Leasehold  
Land size: 2,997 sq ft

Zaiton Baharuddin PRO (REN 05633)

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

+6012 340 8986



**RM1,100,000**

**Sunway Geo Residences, Bandar Sunway, Selangor**

Type: Condominium Tenure: Leasehold  
Built-up: 1,119 sq ft  
Bedroom: 3 Bathroom: 3

Wallace Fong PRO (REN 41084)

PROPNEX REALTY SDN BHD (E (1) 1800)

+6012 778 9001



**RM695,000**

**Taman Dahlia, Sepang, Selangor**

Type: Terraced house Tenure: Freehold  
Land size: 2,625 sq ft  
Bedroom: 4 Bathroom: 3

Siti Hawa PRO (REN 33683)

RESCOM REALTY (VE (3) 0244)

+6012 290 6169



**RM793,000**

**USJ 2, Subang Jaya, Selangor**

Type: Terraced house Tenure: Freehold  
Built-up: 1,650 sq ft  
Bedroom: 4 Bathroom: 3

Jane Wong PRO (REN 01192)

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

+6019 221 1370



**RM1,160,000**

**Eden @ Jalil, Puncak Jalil, Selangor**

Type: Terraced house Tenure: Freehold  
Built-up: 3,000 sq ft Land size: 1,400 sq ft  
Bedroom: 5 Bathroom: 5

Agnes Aloysius PRO (REN 04450)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

(E (1) 0452/8) +6012 326 3379



**RM900,000**

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

Type: Condominium Tenure: Leasehold  
Built-up: 3,100 sq ft  
Bedroom: 3 Bathroom: 3

Phyllis Lim PRO (E 1670)

JOYLAND PROPERTIES (E (3) 0743)

+60113 337 8623



**RM25,000/mth**

**Q Sentral, KL Sentral, Kuala Lumpur**

Type: Office Tenure: Freehold  
Built-up: 4,100 sq ft

Henry Chin PRO (E1833)

PROPERTY EXPRESS (E (3) 1205)

+6012 377 8306



**RM399,000**

**Mahkota Residence, Cheras South, Selangor**

Type: Condominium Tenure: Freehold  
Built-up: 1,222 sq ft  
Bedroom: 4 Bathroom: 3

Mancy Ho PRO (REN 18807)

TOTAL REALTY SDN BHD (E (1) 1572)

+6012 627 5508



**RM580,000**

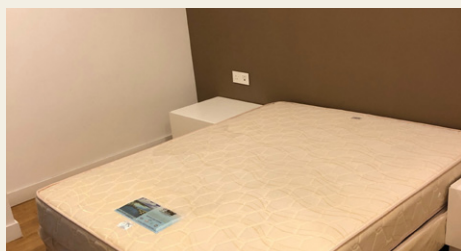
**Pearl Suria Residence, Old Klang Road, Kuala Lumpur**

Type: Condominium Tenure: Leasehold  
Built-up: 842 sq ft  
Bedroom: 2 Bathroom: 2

Bernard Lau PRO (REN 46114)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

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



**RM2,700/mth**

**Face Platinum Suites, KLCC, Kuala Lumpur**

Type: Condominium Tenure: Freehold  
Built-up: 1,050 sq ft  
Bedroom: 2 Bathroom: 2

Raynaldo Lopez PRO (REN 15561)

PREMIUM EQUITY (E (3) 1504)

+6012 603 9665



**RM3,800/mth**

**Damansara Jaya, Selangor**

Type: Semidee house Tenure: Freehold  
Land size: 4,200 sq ft  
Bedroom: 5 Bathroom: 5

Ruth Gan PRO (REN 01659)

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

+6012 220 1383



**RM1,150,000**

**Sophia Condominium, Mont'Kiara, Kuala Lumpur**

Type: Condominium Tenure: Freehold  
Built-up: 1,960 sq ft  
Bedroom: 3 Bathroom: 2

Danny Lee PRO (REN 43881)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

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