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BNM proposes maximum 40 years housing loan tenure

Bank Negara Malaysia (BNM) is proposing a more flexible loan package with flexible interest rates and an extended maximum loan tenure for affordable homebuyers, said Housing and Local Government Minister Zuraida Kamaruddin.

"We have engaged with Bank Negara and a few banks during a few sessions and Bank Negara has come up with a few more flexible and relaxed terms with regards to loan application and approval. One of them is the extension of maximum loan tenure from the current 35 years to up to 40 years," she told reporters at a press conference after the opening of the Rehda Institute Housing Conference 2018 on Tuesday.

Currently, the maximum loan tenure is 35 years or until the borrower turns 70 years old, whichever is earlier.

Adopt automatic release mechanism for bumi units, urges Rehda

The Real Estate and Housing Developers' Association (Rehda) has urged state governments to adopt an automatic release mechanism for bumiputera quota units in order to reduce the number of unsold units in the country.

"Of all the states, only Penang and Selangor have the automatic bumiputera unit release mechanism. We are suggesting other

FT Ministry renegotiates 23 land deals, adds RM149m to coffers

A special committee under the Federal Territories (FT) Ministry has successfully renegotiated 23 out of 97 dubious land deals that were deemed lopsided, adding a further RM149 million to Kuala Lumpur City Hall's (DBKL) coffers.

Among the 23 deals which were in the negotiation process, 16 have been completed and the developers have agreed to "top-up" the transaction price while three cases require valuations from the Valuation and Property Services Department (JPPH).

Another three transactions are still being negotiated while the developer of the last transaction is looking at taking legal action to resolve the dispute.

These 23 parcels of land which



have a total of 256.96 acres are located at Bandar Tun Razak (1), Batu (3), Bukit Bintang (3), Cheras (2), Kepong (3), Segambut (2), Seputeh (3), Setiawangsa (2) and Titiwangsa (4).

states to be transparent and follow the mechanism," said Rehda president Datuk Soam Heng Choon.

He added that unsold bumiputera units result in additional cost to the developer, which will eventually be passed down to consumers.

According to Rehda's Property Industry Survey 1H2018, more developers have recorded unsold units in 1H2018. Of the 152 developer respondents in the survey, 75% have recorded unsold units, rising from 66% in 2H17. The increase was attributed mostly to end-financing challenges and unreleased bumiputera units.

Seberang Perai to be transformed into ecotourism hub

Seberang Perai will be transformed into a main ecotourism hub for Penang that will attract nature lovers from all over the world by 2022, said Seberang Perai Municipal Council (MPSP) president Datuk Rozali Mohamad, who expects ecotourism to be one of the major drivers of the state's tourism industry.

"Some main potential sites for ecotourism in Seberang Perai in-

clude the mudflats and mangrove swamps at Kuala Bekah in Penaga, Teluk Air Tawar and Kuala Muda coast, as well as the freshwater swamp at Air Hitam Dalam Recreational Forest, Sungai Dua with a size of approximately 11ha," he said.

Rozali said the Teluk Air Tawar-Kuala Muda site is also a hotspot for birdwatchers worldwide, especially from South Korea and Japan, as the region is home to many rare species of waterbirds.

Five agencies to come under affordable housing council

The government will be combining five existing agencies to form a single entity, known as the National Affordable Housing Council, to streamline and coordinate the development of affordable housing in the country.

Housing and Local Government Minister Zuraida Kamaruddin said the ministry is looking to consolidate Perbadanan PRIMA Malaysia, Uda Holdings Bhd, Syarikat Perumahan Negara Sdn Bhd, Housing Programme for the Hardcore Poor, and 1Malaysia Civil Servants Housing.

"This proposed single entity will provide private developers with the correct guidelines and engagements on affordable housing," she said in her keynote address at the Industry-Government Open Dialogue for Housing, organised by the Asian Strategy & Leadership Institute.

**LAUNCHES + EVENTS****EdgeProp.my talk: "Are you Destroying your Investment in Real Estate?"****Date:** Oct 20 (Sat)**Time:** 10am to 12.30pm**Venue:** Nippon Paint (M) Sdn Bhd Lot 2A, Taman Perindustrian Subang Jaya, Jalan SU 4, Shah Alam, Selangor**Contact:** (03) 7721 8289The free property talk is organised by EdgeProp.my with Nippon Paint Malaysia as the partner. The talk will see experts such as Anthony Lee Tee from Architect Centre, lawyer Chris Tan and Sri Penaga Management Corp chairman Khaw Chay Tee giving insights on property maintenance and management. Participants stand a chance to walk away with lucky draw prizes. Register now at www.EdgeProp.my. For those who had registered earlier, please note the new venue.**Paramount's Kansha Day****Date:** Oct 13 (Sat)**Time:** 10am to 3pm**Venue:** Paramount Property Gallery, Section 13, PJ, Selangor**Contact:** (03) 5123 6000

Join Paramount Property at its Customer Service Week – Kansha Day and enjoy fun activities with the whole family such as slime making and face painting as well as a food composting workshop. Just show the SMS invitation that the developer sent to you and register at the event to receive a gift from them. Please note that this is a by-invitation-only event.

MAPEX 2018**Date:** Oct 12 to 14 (Fri to Sun)**Time:** 10am to 9pm**Venue:** Mid Valley Exhibition Centre, Mid Valley Megamall, KL**Contact:** (03) 7803 2978

The Malaysia Property Expo (MAPEX) is the largest property exhibition in the country. Organised by the Real Estate and Housing Developers' Association, the theme this time is "A Home for Better Tomorrow". There will be more than 40 exhibitors including developers, government agencies and financial institutions showcasing their latest products at the three-day event.

Opening of Tropicana Aman's new phase**Date:** Oct 13 and 14 (Sat & Sun)**Time:** 11am to 7pmHow do I get past issues of this weekly pullout?
Go to www.EdgeProp.my to download for freeIf you have any real estate-related events, email us at editor@edgeprop.my. Events listed here will also appear on www.EdgeProp.my.**Venue:** Tropicana Aman Property Gallery, Persiaran Aman Perdana 3, Bandar Tropicana Aman, Telok Panglima Garang, Selangor**Contact:** 1700 81 8868

Tropicana Corp Bhd will be introducing the latest phase at its Tropicana Aman township featuring bungalows and semi-detached homes. All are welcome to visit the show unit until 7pm and enjoy food trucks, fireworks and activities such as glow in the dark tattoo and sand art from 5pm to 9pm at the Central Park.

GuruTalk: Value of Investment in Subang Jaya**Date:** Oct 13 (Sat)**Time:** 1:30pm to 4pm**Venue:** SJCC Sales Gallery, Wisma Consplant 2, Jalan SS16/1, Subang Jaya, Selangor.**Contact:** (03) 5631 8888

Organised by Sime Darby

Property, the property investment talk will cover tips on how to align your investment strategies with current market conditions. The talk is free and open to all. Light refreshments will be served. Attendees who RSVP will receive gift vouchers and stand a chance to walk away with a Charriol Bangle worth RM1,000.

Japan Fun Feast at TimurBay**Date:** Oct 13 and 14 (Sat and Sun)**Time:** 10am to 6pm**Venue:** TimurBay Kuantan Sales Gallery, Jalan Kuantan - Kemaman, Kampung Sungai Karang Pantai, Kuantan, Pahang**Contact:** (09) 544 8833

OSK Property invites all to enjoy a Japan Fun Feast which will feature traditional halal Japanese foods and two bento workshops which will be held hourly from 1pm to 3pm over the two days.



Unsold completed homes at record high

BY NATALIE KHOO

KAJANG: The slow property market has led to the increase in residential overhang numbers which as of 1H2018 totals 29,227 units worth RM17.24 billion. This was an increase of 18.1% in volume and 10.2% in terms of value from last year (2017).

According to the Preliminary Property Market Brief 2018 for the first half of the year, launched by the Valuation and Property Services Department (JPPH) under the Finance Ministry yesterday, many of the overhang units are properties priced from RM500,000 to RM1 million — with a total of 7,525 units valued at RM5.17 billion.

Johor leads with 5,988 overhang units followed by Selangor (4,694 units) and Penang (3,958 units). In the southern state, 40.3% of the overhang units are made up of condominiums and apartments, with 1,946 of them priced from RM500,000 to RM1 million. A total of 4,604 overhang units came from the Johor Bahru district alone.

In terms of transactions, the overall property market recorded a marginal decline in the first half of 2018 (1H2018) with 149,889



From left: Badrul, JPPH director general Nordin Daharom and JPPH (Operations) deputy director general Ahmad Zailan Azizuddin at the Preliminary Property Market 2018 briefing.

transactions worth RM67.74 billion, a decrease of 2.4% and 0.1% respectively, from 1H2017 which recorded 153,526 transactions worth RM67.83 billion.

The total amount of loans applied for the purchase of residential properties decreased by 3.1% compared with 1H2017 while loan approvals fell slightly by 0.2%. The application and approval of loans for non-residential properties however, increased by 14.2% and 6.6% respectively.

Meanwhile, the property market is expected to improve in 2H2018 or 1H2019, riding on improved household and business sentiments, said National Property Information (Naptic) director Badrul Hisham Awang.

Although the transactions in 1H2018 saw a marginal decline of 2.4% to 149,889 transactions worth RM67.74 billion from 153,526 transactions worth RM67.83 billion recorded in 1H2017. "We saw more sales coming in after the election

Residential market overhang units by price range

PRICE RANGE	2015	2016	2017	1H2018
RM50,000 or less	414	456	1,023	873
RM50,0001 - RM100,000	1,348	1,299	1,430	1,672
RM100,001 - RM150,000	603	822	1,056	914
RM150,001 - RM200,000	907	975	2,069	2,670
RM200,001 - RM250,000	888	920	1,303	2,320
RM250,001 - RM300,000	1,213	1,358	1,648	1,935
RM300,001 - RM400,000	1,006	1,472	4,469	4,983
RM400,001 - RM500,000	846	1,438	2,585	2,516
RM500,001 - RM1 million	1,967	3,943	5,612	7,525
More than RM1 million	971	2,109	3,543	3,819
Malaysia	10,163	14,792	24,738	29,227

SOURCE: NAPIC

period and even though we have not come up with the 3Q2018 report, we saw that transactions increased. There will not be a huge decline or increase in 2H2018 [in terms of volume and value], just marginal ones which will hover less than 1%," Badrul explained during his briefing on the Preliminary Property Market Brief 2018.

When asked on the overhang situation, he said these units may be absorbed over the next nine months depending on sentiments

and the economic environment.

Meanwhile, in the office sector, occupancy rate stood at 82.8%, while the occupancy rate for retail was 79.9%. As at end-June 2018, there was 21.62 million sq m of existing office space in 2,502 buildings. Another 68 buildings (2.48 million sq m) will be incoming while 30 buildings (0.78 million sq m) are in the planned supply.

Read this and other stories from the event at www.EdgeProp.my.

Date: Saturday, 20 October 2018

Time: 10.00am-12.30pm

Venue: Nippon Paint (M) Sdn Bhd, Nippon Paint Forward Coatings Expo 2.0 @ Lot 2A, Taman Perindustrian Subang Jaya, Jalan SU4, Shah Alam

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Anthony Lee Tee

Accredited building inspector and trainer, Architect Centre

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It's in the genes. Really?

Khaw Chay Tee

Chairman, Sri Penaga Management Corporation

(Sri Penaga Condominium is the Gold winner of EdgeProp Malaysia's Best Managed Property Awards 2018 - Above 10 years Multi-Owned Strata Residential category)

WHEN TENANTS ARE KING!

Navigating the landmines

Chris Tan

Founder and Managing partner, Chur Associates

PANEL DISCUSSION

"Do landlords still grow rich in their sleep?"

Panellists:

- Anthony Lee Tee
- Chris Tan
- Khaw Chay Tee

Moderator: Au Foong Yee, Managing Director & Editor-in-Chief, EdgeProp.my

Register now at:

www.EdgeProp.my

FOR DETAILS CALL

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OR EMAIL

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Please note that this is an 18 years old and above event.

COVER STORY

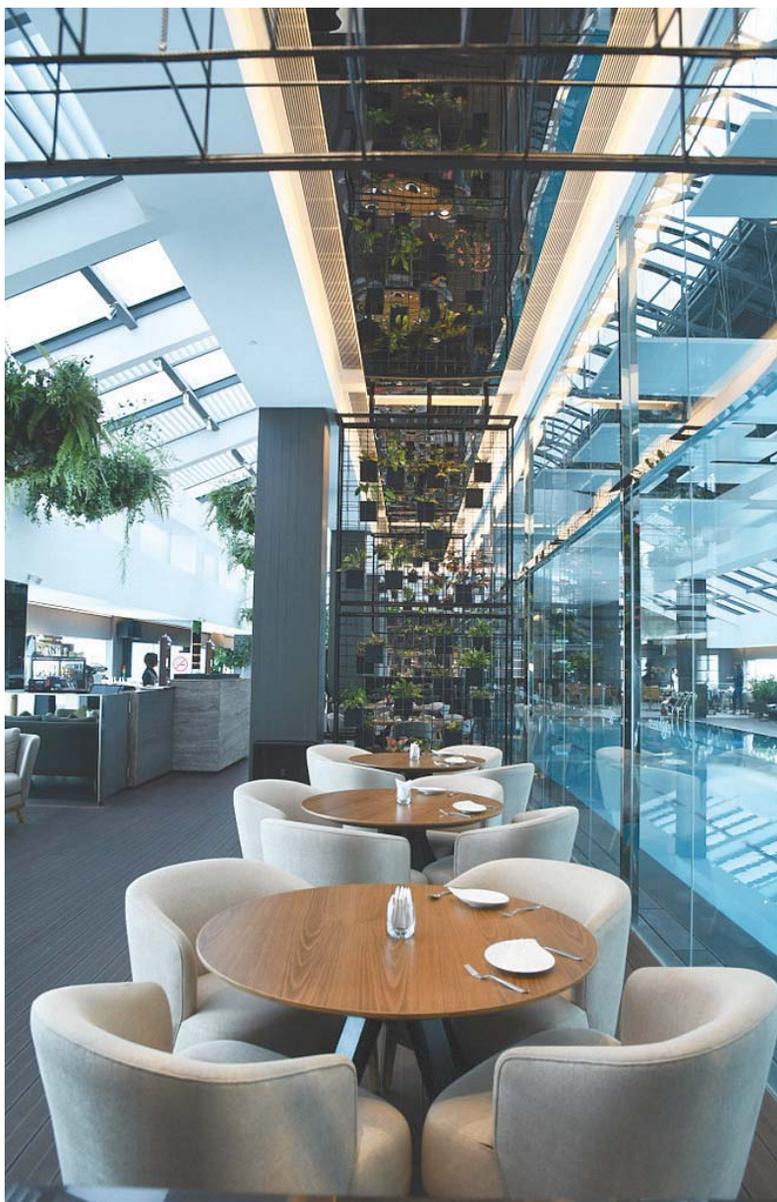


PICTURES BY LOW YEN YEING | EdgeProp.my

GENTING

ups the lifestyle game

Sky Symphony at Sky Avenue is an orchestra of audio, visual and motion graphics programming through 1,001 winch balls suspended from a four-storey high ceiling.



e18theen is a restaurant and bar which serves Cantonese, Japanese and Western favourites located on level 18 of Maxims.

BY NATALIE KHOO

For many Malaysians, Genting Highlands was a place that spawned a multitude of fun memories as they were growing up. Synonymous with Resorts World Genting (RWG), family holidays at the hill resort was when the adults hoped for winning bets in the casinos, while the children explored the Outdoor Theme Park rides during the daylight hours, and the Indoor Theme Park when the sun set. On a busy weekend, the queue for the three-minute Cyclone roller coaster ride could take up to an hour, but boy, it was worth it.

Fast forward to the present, the RWG of today has moved beyond casinos and transformed itself into a lifestyle and entertainment destination for families and individuals of all ages.

First opened in 1971, RWG has evolved into a mini city on the hill station, with more than 10,000 hotel rooms, a 1.43 million sq ft lifestyle mall called Sky Avenue, an advanced cable car system, world class restaurants and casinos. There is also Genting Highlands Premium Outlet, located mid-hill (a property of Genting Simon Sdn Bhd, a joint venture between Genting Plantations Bhd and Simon Property Group).

Over 10,000 hotel rooms are spread across seven hotels, namely Crockfords, Maxims, Genting Grand, Resort Hotel, Theme



Too: Our target is, by 2020, tourist arrivals will be 30 million and above

Park Hotel, First World Hotel and Awana Hotel.

Genting Malaysia owns and manages RWG. It also owns two seaside resorts – Resorts World Kijal in Terengganu and Resorts World Langkawi in Langkawi.

Speaking to EdgeProp.my, RWG senior vice president for hotel operations Datuk Edward Holloway explains how the DNA of Genting is to maintain an inclusive resort that caters to each member of the family unit.

“In our RM10.3 billion Genting Integrated Transformed Tourism Plan to redevelop RWG, the bulk of the money (60-70%) is spent on the non-gaming assets such as Sky Avenue, the restaurants and the [upcoming] theme parks. That befits the whole DNA of the company — from our founding chairman to our current chairman — in having a truly integrated resort where

you can have plenty of things you and your family members can do that is not just gaming- or theme park-centric.

“With this input to make Genting Highlands new again, we have put a lot of effort into creating a lifestyle. Lifestyle is a big word, it doesn’t mean you have to be rich to enjoy a lifestyle,” Holloway says.

Rising visitor arrivals

In a separate interview, RWG senior vice president of sales and marketing Rocky Too speaks to EdgeProp.my about the introduction of the many exciting components to RWG, which has boosted tourist arrivals to nearly 24 million in 2017 with a noticeable rise in the number of customers aged between 20 and 45.

One of its latest hotel introductions is the high-end Crockfords. Comprising a collection of 115 luxurious suites located adjacent to Sky Avenue and First World Hotel, all suites come with 24-hour room and butler service, car jockey as well as exclusive fit-out materials such as Greek Calacatta marble in the in-room private steam saunas.

“The projection numbers on crowd arrivals is high, with the indoor theme park Skytropolis Amusement Park opening in December, and the world’s first 20th Century Fox World theme park opening in 2019.

“Our target is, by 2020, tourist arrivals will be 30 million and above. We are confident in achieving this target with the new attractions especially at the 20th Century Fox



Above: Sky Avenue boasts five levels of shopping, dining, entertainment and night life experiences.

Left: The living room in the penthouse unit of Maxims.



SCAN NOW
to view behind-the-scenes footage of the plant!



The largest laundry plant in Malaysia

Have you ever wondered where all the linen and towels in a world-class resort get washed and dried after you check out? EdgeProp.my had the opportunity to take a look at the laundry room operations at Resorts World Genting.

Located on Level B8 of First World Hotel, this magnificent 26,000 sq ft laundry area starts work as early as 7am and runs till 11pm daily. A total of 77 staff members keep this place operating including a senior laundry manager, laundry manager, laundry executive, laundry supervisors, washers, linen keepers and laundry attendants.

A total of 40 tonnes of linen or 75,000 pieces of laundry are washed on a daily basis in the First World Hotel laundry room for sheets from First World Hotel, Crockfords and Resorts World Awana which is close to 8,000 rooms in total. Guess how much water is used? An average of 40-46 tonnes, daily! Although

so much is accomplished in a day, it is all automated, with a minimal workforce.

The laundry system was a RM18 million investment and all the 76 units of machineries were sourced from various countries such as Germany, England and the US.

This is basically how it works:

1. All laundry pieces are received from the various hotels after the guests check out. Some of them even come through these huge "slides".
2. The pieces are then sorted by type such as bed sheets, bath towels and pillow cases.
3. The pieces then go through the washing cycle, followed by drying, ironing and folding, the latter of which is done manually.
4. Finally, they are stored, ready for use by the housekeeping department.

RESORTS WORLD GENTING



Holloway: With this input to make Genting Highlands new again, we have put a lot of effort in creating a lifestyle.

World with its major theme rides from big movie titles such as Alien vs Predator, Ice Age, Rio, Night at the Museum and Planet of the Apes," says Too. He adds that RWG pulls the crowd as it has everything under one roof, and it enjoys cool weather 365 days a year.

Holloway explains that unlike in Tokyo and Singapore, RWG found it quite difficult to attract spending power in Malaysia without an array of F&B outlets.

"Places like Singapore rely a lot on the corporate dollar for its entertainment. Compared to Genting [here], the dollar is out of their own pockets. And you know when you are paying out of your own pockets, you are going to look for the best value-for-money experience that you can afford," he says.

An interesting example he cites

is the London-famous Burger & Lobster chain, one of the most popular brands Genting has brought in.

"We saw Asians queuing for a £20 burger or lobster at the London and other UK outlets. [In Genting], Burger & Lobster has opened for 18 months and there's still a queue outside every day. People paying RM130 for a burger? Even in any of the best five-star hotels or restaurants in town, no one will pay RM50 even if there is caviar on it. But they come here and pay to stay in a queue just to take a photo and say, I was at Burger & Lobster," Holloway says.

Up next

RWG will be introducing some pretty exciting attractions. Come end of the year, the indoor Skyropolis Amusement Park at First World Hotel which is currently undergoing a huge revamp, will open featuring 24 rides and an ice-skating rink housed within more than 40,000 sq m of space.

Meanwhile, The Void, — a whole body, fully immersive virtual reality experience location based entertainment — and ILMxLAB are collaborating to bring in the first virtual reality experience featuring Star Wars: Secrets of the Empire. This will be its first venture out of the UK and the US, and the first one in Asia.

Also opening in December is Zouk Genting which will span 37,500 sq ft on Level G of Sky Avenue. It comprises two clubs - Zouk and Empire.

Earlier this year, RedTail Bar by Zouk, a new-style gaming bar covering some 4,289 sq ft opened at Sky Avenue. It can accommodate up to 150 guests. Some of the game varieties offered include Beer Pong, darts and pool as well as entertainment such as live music and cocktail classes.

Another interesting component of RWG is the recently opened Asian Bar Street, which is part of Sky Avenue, where visitors can enjoy alfresco dining from 11am till late at night. Popular eateries there include Rockafellers Kitchen + Bar and the renowned steamboat restaurant, Beauty in the Pot.

Also open is a new dining establishment, High Line, which boasts some 13,094 sq m of space located on Level 4 of Sky Avenue, housing a variety of food offerings including Meating Point, Jon Bing, Brooklyn Brewery and Burger & Shots. The dining concept allows guests to mix and match their food selections and enjoy them in a communal dining area.

Running a giant resort is no easy feat, but for Holloway, he believes that in every challenge lies the opportunity to be successful.

"I think a lot of Malaysians who have come up to Genting in the olden days don't recognise Genting when they come now. Ultimately, Genting is a Malaysian brand. It's been part of the community in this country and we are going to put it on the world map — that there's always something cool to do in Genting," says Holloway.

Resorts World Genting by the numbers

As of Oct 1, 2018

60,000 visitors per day

16,170 eggs consumed daily

30 million annual visitors by 2020

1,820 kg of rice consumed daily

13,000 resort staff

600 litres of milk consumed daily

10,000+ hotel rooms

225 dining outlets

4.6 tonnes of lobsters imported from Canada weekly

427 machines in the games arcade

1.6 tonnes of fresh noodles consumed daily

5,200 seating capacity in Arena of Stars

5,000 poultry birds a day, to feed guests and staff

75,000 pieces of linen from the hotels laundered daily

10,700 acres — resort size

FEATURE



Below: The Canvas Hotel is part of the Impiria Residensi development.

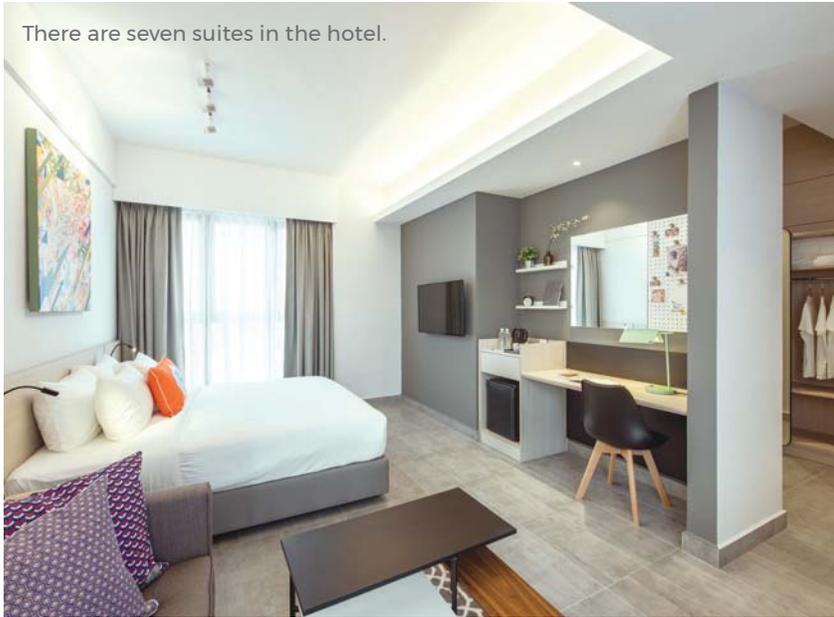
Right: The main lobby features the works of local artist Wong Chee Meng, furniture brand Nokta, light designer Stephanie Ng and home decor brand Nala Designs.



PICTURES BY CANVAS HOTEL

Painting a picture of The Canvas Hotel

There are seven suites in the hotel.



BY RACHEL CHEW

What defines a good hotel? The executive director of The Canvas Hotel, Kelvin Taing believes that a good hotel should never be solely defined by the space or facility. One should also consider the convenience and the homeliness of the place.

To this end, Taing engaged local design talents for the interiors of The Canvas Hotel. The 98-room boutique hotel in Bandar Bukit Tinggi, Klang, Selangor emphasises comfort, convenience and local charm, says Taing.

The Canvas is part of the Impiria Residensi mixed development that also offers retail shops, residences and the hotel component. Developed by WCT Holdings Bhd, it was completed in July this year.

"We target local and international guests who want an affordable but comfortable stay in a convenient location in Klang.

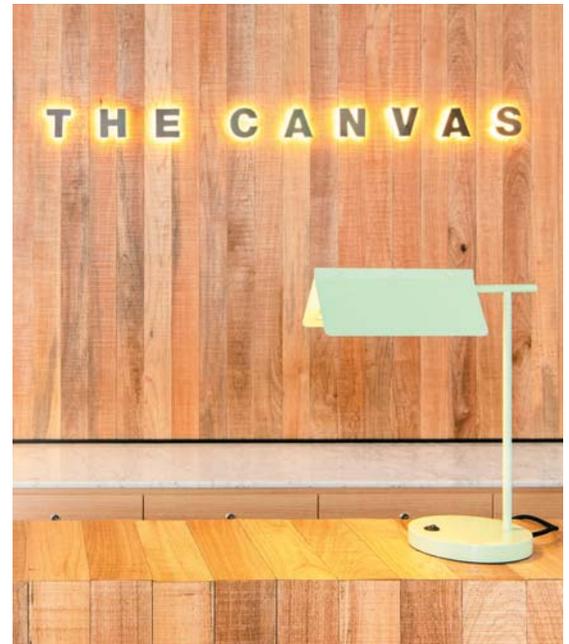
"We wish to give them a sense of a Malaysian home, so we furnished and decorated the hotel with the works of local artists which carry strong local characteristics," Taing tells EdgeProp.my a week after the opening of the hotel in September.

The four main local collaborators are award winning artist Wong Chee Meng, furniture brand Nokta, lighting designer Stephanie Ng and home decor brand Nala Designs.

"We believe that no visit to a place is complete without immersing oneself in its culture, and central to any culture is its art. Therefore, we worked with Wong to come up with a series of 20 paintings, which are inspired by Malaysian flora and fauna to help define the individuality of the hotel," Taing explains.

The Canvas Hotel also worked with designers from Nokta to create sofas, armchairs and coffee tables in the concierge and reception areas as well as in the hotel's seven suites.

The sofas, armchairs and beds are scattered with throw cushions that are embellished with hand-drawn patterns from Nala Designs. They were chosen for their strong Malaysian culture-based designs, says Taing.



The table lamp is designed by Stephanie Ng.

Meanwhile, multi-award winning lighting designer Ng created a series of table and stand lamps for The Canvas Hotel and those lamps will be launched to the market later.

Filling the market gap

While Klang may not be very popular as a tourist destination, Taing says he sees the potential, for the accommodation-only hotel located just opposite AEON Bandar Bukit Tinggi.

"We are at the midpoint between Port Klang and Klang town. Both points are 10 to 20 minutes away from our hotel. Besides that, we're located right opposite the largest AEON shopping centre in Malaysia, where you can find almost everything, including a cinema.

"What's more is that the KLIA and KLIA2 aero buses stop just opposite the hotel in front of the shopping mall. There is also a pedestrian bridge that links the Impiria Residensi development with the mall," Taing explains.

Backed by the advantages of the location, Taing is eyeing local and international visitors as well as corporate guests.

"There are only either 4-star hotels which cost RM300 per night or budget shoplot hotels that cost about RM100 per night nearby. The Canvas Hotel is well positioned to fill the market gap, especially to cater to the corporate traveler's needs," he notes.

There are 63 superior queen bed rooms, 28 superior twin bed rooms and seven king bed suites in the hotel. The room rates start from RM125 per night during the opening promotion period which ends in February next year.



We believe that no visit to a place is complete without immersing oneself in its culture, and central to any culture is its art." — Taing



IBS the way forward for nation building

The IBS (Industrialised Building System) has long been practised in sustainable developments such as those found in Germany, France, Denmark and Singapore.

Aiming for similar advancement, IBS has been initiated by our government since 1963. Thereon, the prefabrication of building components has been intermittently utilised in mainly affordable housing projects across the country. Notably, the precast frame method has been applied in parts of several national landmarks, such as Kuala Lumpur Convention Centre, Petronas Twin Towers, KL Tower, KL International Airport and KL Sentral Station. Many government buildings, commercial boulevards and residential projects in Putrajaya and Cyberjaya have been fully or partially built with the IBS too.

Yet, IBS has not taken off in a big way in Malaysia due to several hampering factors, one of which is the colossal cost of investment to set up a central production plant.

As a leading advocate of SSGF (Safe & Share, Sci-tech, Green, Fine & Fast), Country Garden Malaysia is ready to help the nation realise its aspiration for a more sustainable construction technology through IBS.

SETTING MALAYSIA ON WORLD RANKING WITH THE BIGGEST IBS BASE

Country Garden is developing a prefabricated technology based on scientific and human-centric designs. Sited in Forest City, Iskandar Malaysia, Johor, it comprises three phases with a total of six factories spanning 126 acres. It is poised to become the world's biggest IBS base that will integrate the entire property and construction industry chain into a modern production base.

"The first factory has commenced since last year, supplying precast concrete slabs, prestressed walls and balconies to the ongoing Forest City development. Currently the biggest fully-automated IBS plant in Malaysia, it spans 18 acres, with an annual production capacity of 1 million sq m in built area. To date, the total production output has reached 3,159 units," says Country Garden Malaysia Director of Strategy Ng Zhu Hann.

"Two to three more factories will be set up in the next three to five years to raise

Hann: Country Garden Malaysia is one of the IBS industry leaders in terms of full automation, capacity and technology.



the production capacity to 3.5 million sq m of built-up area. Country Garden looks to supply to the local construction market, particularly for affordable houses across Malaysia."

While Phase 1 required an investment of RM730 million, the total investment for all three phases is estimated to reach RM2.6 billion upon completion. The capital outlay has been fully funded by Country Garden, stresses Hann.

"Country Garden Malaysia is one of the IBS industry leaders in terms of full automation, capacity and technology. The technology is pioneered and first used in Malaysia, not China," he highlights.

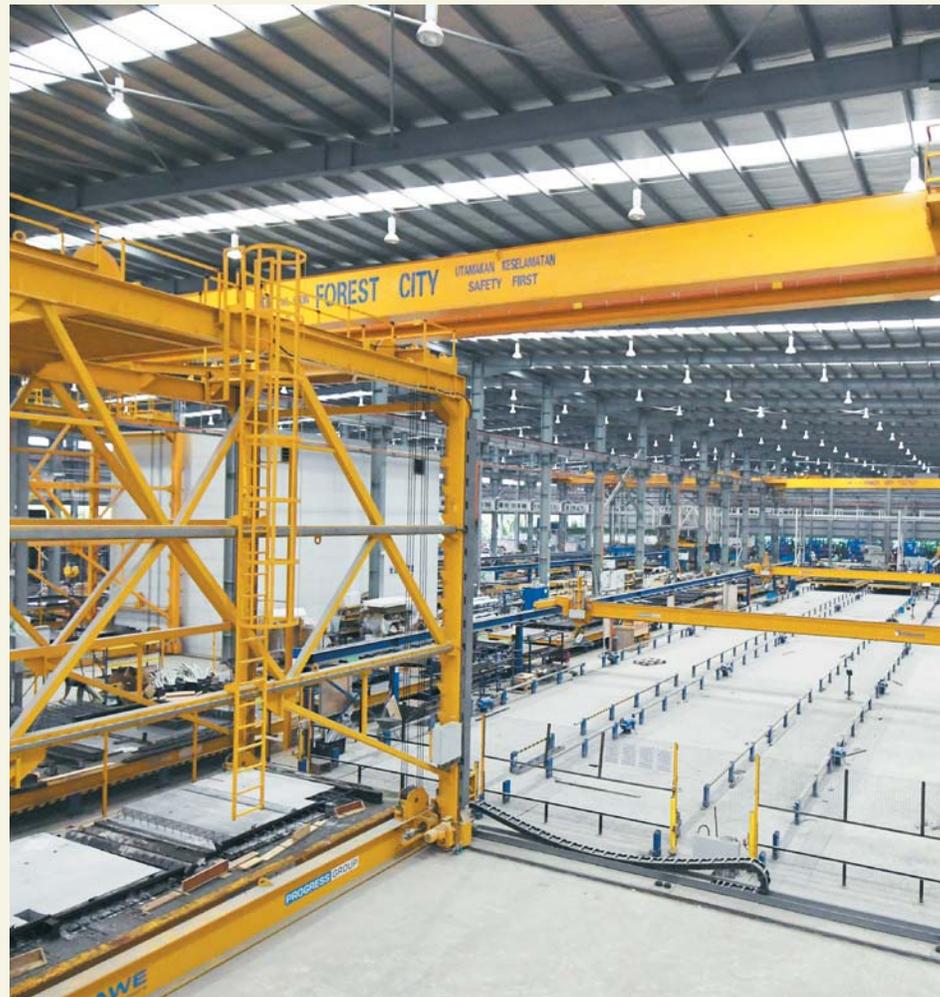
"The technology will not only help lift the property development industry in the country, but position Malaysia as the champion of green building technology."

THE IBS SOLUTION FOR MALAYSIA

Among the issues which IBS can help resolve are environment sustainability, lower cost structure, reduced dependency on foreign labour and quality affordable housing.

The prefabrication technology developed by Country Garden can fully eliminate the need for plastering and significantly reduce construction wastage, leading to a more efficient use of natural resources. Noise pollution and heat trap on construction sites will also dramatically decrease.

In terms of speed, Hann says its advanced technology shortens construction



The prefabrication technology developed by Country Garden can fully eliminate the need for plastering and significantly reduce construction wastage.

cycle time by at least 30%. Citing Forest City as an example, built on an average cycle time of six days per floor, nine blocks of 30- to 40-storey high residences will be completed within two years.

With a simpler onsite installation approach, fewer manual workers are needed, and the health and safety risks at construction sites are lowered.

Boasting such advantages, Country Garden is confident in the long-term prospect of the IBS.

"We have the capacity to assist the federal's and states' affordable housing projects, where a standard template can be applied across up to 30,000 units. However, a single agency needs to coordinate the affordable housing development, because in IBS, the modular construction relies on standardised designs," Hann explains.

Correcting some misconceptions on cost efficiency, he points out: "Actually, IBS is currently 15%-20% more expensive than traditional steel and concrete method due to the huge capital outlay. We need the economy of scale to make IBS feasible. Once these key metrics are in place, we are optimistic the competitive edge in this innovation can support local demands at a lower cost in the long term."

"One thing for sure is the quality of affordable housing can be greatly improved through the integration of quality control and assessment at each of the manufacturing processes and facilitation of onsite assembly of parts.

"We want to use our IBS technology to help Malaysia lift this industry. If we were a developer who just hits and runs, we wouldn't have invested such a huge

upfront capital on building a plant.

"We are fully self-funded now, but when it comes to expanding our capacity, we will need government support in terms of investment tax allowance.

"Singapore wants us to supply to its HDB market but we have put it on hold because we believe we should serve the Malaysian government first," Hann states, adding that Country Garden has been careful to adhere to government policies on the IBS agenda for nationwide adoption. In addition, it has complied with all rules and regulations of state and federal governments on employment, construction and all other aspects.

"Our R&D team consists of engineers from Italy, Germany and other European countries, which effects knowledge transfer to the locals.

"Out of the 300 plus employees in IBS, 80% are local. In fact, we have brought back close to 30% of Malaysian expatriates, especially those who had worked in Singapore's precast industry.

"We hope this project can attract more skilled Malaysians, such as engineers, production managers, assembly line operators, technicians and designers to come back and serve in Malaysia," Hann shares.

Workers at the IBS plant in Forest City, Iskandar Malaysia — currently the biggest fully-automated IBS plant in Malaysia.



 **COUNTRY GARDEN**
Fortune Global 500

FEATURE



Left: Eunice remaking the famous Tan Hua flower in seven minutes.

Below: The crowd getting a close shot of the bridesmaid's hand bouquet from the movie.



SCAN NOW to view a video of the event!

Bringing life to the flowers of Crazy Rich Asians

PICTURES BY MOHD SUHAIMI MOHAMED YUSUF | THE EDGE



From left: Au, EdgeProp.my executive editor Sharon Kam, Amtrol Flower Designing co-founder Calvin Tin, Eunice, Datuk Teo, and Datin Esther.



The beautiful photowall was also designed by Eunice.

BY NATALIE KHOO

Hollywood set designer Nelson Coates, who has worked on movies such as *The Proposal*, *Flight* and the latest Hollywood blockbuster *Crazy Rich Asians*, told Malaysian florist Eunice Teo that she was the best floral artist he had ever worked with.

The principal of Petaling Jaya-based Amtrol Flower Designing was the designer behind the spectacular floral arrangements on the *Crazy Rich Asians* movie set.

At the “Crazy Rich Asians is Crazy Flower Power” event organised by EdgeProp.my and supported by Paramount Property last Saturday Oct 6, over 150 people had the exclusive opportunity to watch Eunice recreate some of the pieces featured in the movie.

She also spoke to the audience about her experience working behind the scenes of the movie. The American Institute of Floral Designers (AIFD)-certified florist presented 15 floral arrangements at the event — 14 of which were recreations of designs featured in the movie.

Among the highlights at the event was the making of the Tan Hua, of which Eunice had to hand make 26 flowers in different stages of bloom for the movie. She said that it took four hours to make one.

“I am so overwhelmed and so honoured by this whole process. I did not know what I was getting into, in the beginning. When it was time to sign the contract, I could not believe my eyes when I saw the words Warner Brothers and had to read those two words again and again,” she said.

When asked by EdgeProp.my managing director and editor-in-chief Au Foong Yee if her work on *Crazy Rich Asians* had changed her life, and what her most memorable part of the journey was, she replied: “My life hasn’t changed, just that now I can work faster.

“This was an opportunity that most people like me can only dream about.”

Also present at the event was Paramount Corp Bhd chairman Datuk Teo Chiang Quan and wife, Datin Esther Teo as well as Paramount Property Division chief operating officer Wang Chong Hwa.

The event was held at the Paramount Property Gallery at Section 13, Petaling Jaya.



Datuk Teo taking a picture of Datin Esther with the handmade Tan Hua bloom.



Eunice putting the finishing touches to one of the floral pieces.



It was a full house event with more than 150 guests.



Eunice used one of the vases from her personal collection.