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# WHAT LIES AHEAD FOR PENANG?

New Penang Chief Minister Chow Kon Yeow has hit the ground running. He aims to continue where his predecessor left off and shares his plans and aspirations for the state in an interview with EdgeProp.my. See Pages 8 and 9.



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**Country Garden denies altered S&P claims**

Country Garden Danga Bay Sdn Bhd has denied allegations that it made amendments to the sale and purchase (S&P) agreements between the developer and the buyers of its Danga Bay project in Johor after the latter had signed the contracts.

In response to the police report lodged by around 45 owners of the luxury condominium project in Johor, Country Garden Danga Bay stated that the company is "a law abiding corporate citizen [that] respects and adheres to the laws in force".

According to Bernama, the 45 owners who lodged the police report had discovered some pages that did not have their signatures had been inserted in the S&P agreement.

"It is the practice in Malaysia in that purchasers need not initial every page of the S&P agreement and need only to sign on the signature page in the presence of a legal practitioner," said the developer.

Nevertheless, the company added that it is carrying out a thorough investigation on the matter.

**TRX City lodges police report**

TRX City Sdn Bhd (TRXC) has lodged a police report last Friday on its development funds allegedly taken by 1Malaysia Development Bhd (1MDB).

TRXC said in a statement that about RM3 billion was transferred from TRXC to 1MDB between mid-2012 and early 2017, on the understanding that the funds will eventually be repaid to the company.

TRXC was a subsidiary of 1MDB before it was transferred to the

**Country Heights unveils plans for four multi-billion ringgit projects**

Country Heights Holdings Bhd has revealed plans to embark on four new projects. Executive chairman Tan Sri Lee Kim Yew told reporters after the company's 34th AGM on Wednesday that the projects include the building of Asean's largest automotive expo centre in Seri Kembangan and a 62-acre Islamic trade and financial centre in Melaka.

Dubbed the Car City Centre, the automotive expo centre will have an estimated GDV of RM1.5 billion. It will kick off at the Mines International Exhibition and Convention Centre in Seri Kembangan, Selangor.

The Islamic financial centre in Melaka dubbed Cheng Ho Islamic Trade and Financial Centre will offer a one million sq ft building worth RM1 billion, housing offices, serviced apartments and a trade



centre for silk and Pu'er tea

The developer will also be building a wellness, anti-ageing and aesthetics hub with one million sq ft of space over the next three years to cater to retirees and senior citizens. Located near the Palace of Golden Horses, the development will have a GDV of RM1.2 billion to RM1.5 billion.

Meanwhile, combining the el-

ement of wellness and the Malaysia My Second Home (MM2H) scheme, the developer has plans for a hospitality and resort development with an estimated GDV of RM1 billion.

To fund the four projects, Country Heights plans to raise a RM1 billion war chest, either through direct borrowing, bond issues, or via strategic partners.

Ministry of Finance on March 31, 2017.

The company is the owner of the two key real estate projects under 1MDB's umbrella — the Tun Razak Exchange (TRX) project and the 486-acre Bandar Malaysia development.

"These transfers were made based on instructions from 1MDB and were diverted from their intended use, which were for the Tun Razak Exchange and Bandar Malaysia projects," said TRXC.

**TA Global defers project launches**

TA Global Bhd will hold back the launch of three of its Kuala Lumpur

projects this year due to the challenging market environment.

These projects which are now planned for launch next year include the TA 3 & 4 mixed development in the Kuala Lumpur city centre; the Annexe mixed development at Damansara Avenue, Bandar Sri Damansara; and a residential development in Dutamas.

"Market is soft now. Oversupply of certain properties in the city centre is another concern. We don't want to launch all our projects at the same time," TA Global Bhd CEO Tiah Joo Kim told reporters after the company's AGM on Wednesday.

The TA 3 & 4 development is now slated for launch in 1Q2019.

The development is located on a 2.47-acre parcel within walking distance of Suria KLCC. With an indicative combined GDV of RM2.8 billion, it will feature twin towers — Tower 1 (62 storeys) and Tower 2 (66 storeys), located above a 10-storey podium and will comprise a 5-star hotel and serviced apartments.

Meanwhile, the launch of its Dutamas high-end condominium project has also been rescheduled to early next year while the new phase of Damansara Avenue known as the Annexe comprising a shopping mall, retail units and strata offices is slated for launch at end-2019.

**LAUNCHES + EVENTS**

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Events listed here will also appear on [www.EdgeProp.my](http://www.EdgeProp.my).

**Matrix Aidilfitri Festival****Date:** June 30 (Sat)**Time:** 9am to 12am**Venue:** d'Tempat Country Club @ Bandar Sri Sendayan, Jalan Pusat Dagangan Sendayan 1, Seremban  
**Contact:** (017) 447 3913

Malaysian rock bands Search, Spider and Hujan will be performing at the Aidilfitri Festival organised by Matrix Concepts Holdings Bhd. Besides the performances, there will also be refreshments and a wide range of fun activities such as push bike race, strider cup race and a pump track battle.

**Sambutan Hari Raya Setia Seraya Residences****Date:** June 30 (Sat)**Time:** 10am to 5pm**Venue:** Setia Seraya Galleria, Jalan P15H, Presint 15, Putrajaya  
**Contact:** (03) 8861 6500  
Come and celebrate this festive season with S P Setia Bhd at Setia Seraya Residences. Activities include batik painting,

ketupat weaving and a live classical dance performance. You can also feast on scrumptious Hari Raya delicacies.

**MKH Bhd Hari Raya open house****Date:** June 30 and July 1 (Sat and Sun)**Time:** 10am to 6pm**Venue:** Kajang 2 sales gallery, PSRN Kajang 2, Seksyen 1, Kajang 2, Kajang, Selangor  
**Contact:** (019) 335 3177/ (03) 7981 0901/(03) 8733 0888  
MKH Bhd invites all to join in the Hari Raya festivities at its Kajang 2 Sales Gallery. A special lucky draw, a 2% Raya rebate for property purchases, door gifts and a delicious kampung raya buffet await!**Lakefront Homes Salam Aidilfitri****Date:** June 30 and July 1 (Sat and Sun)**Time:** 11am to 4pm**Venue:** Lakefront Homes, Persiaran Semarak Api, Cyberjaya  
**Contact:** (0111) 722 5266  
Organised by MCT Bhd, the Hari Raya open house will be held at its Lakefront Homes in Cyberjaya. The family-friendly event will be filled with activities such as traditional Malay dancing, face painting, henna hand drawing, sand drawing art and a lucky draw. There will also be free popcorn and candy floss for the kids.**Grand opening of Brogania's show unit****Date:** July 1 (Sun)**Time:** 10am to 4pm**Venue:** Taman Sempurna Jaya, Jalan Kiara 1, Semenyih, Selangor  
**Contact:** (018) 355 8928/ (013) 761 7017

Jian Wei Development will be unveiling the Brogania terraced house show unit at its Taman Sempurna Jaya development this weekend. Event highlights include an Optimus Prime and Ironman appearance. Also meet Rexie the T-Rex and enjoy food trucks, live bands, lion dance, clown fun time, discovery dinosaur edutour and a lucky draw.

**IJM Land Raya Open House****Date:** July 1 (Sun)**Time:** 3pm to 7pm**Venue:** IJM Land Bhd. PT10786, Seremban 2, Seremban  
**Contact:** (06) 761 3888  
Celebrate Hari Raya with IJM Land, Hot FM and Kool FM. All visitors can enjoy various Raya food and drinks while watching artistes Jay Jay, Mas Idayu and Wany Hasrita perform.





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# Red Ideas on growth momentum following listing

BY SHAWN NG

PETALING JAYA: Red Ideas Holdings Bhd, the company that developed the property management app Graaab JaGaApp, has seen its business gain traction since its listing on the Bursa Malaysia Leading Entrepreneur Accelerator Platform Market in November 2017.

Its customer base has grown by 56.25% to almost 200 neighbourhoods in the country since the end of last year.

To date, the company has achieved 40% of its target of 500 neighbourhoods by end-2019, Red Ideas founder and executive director Ignatius Ho told EdgeProp.my.

“We received rather good exposure from the listing and it has definitely helped in terms of getting more people to know who we are. These days when we go for presentation, we don’t necessarily have to explain ourselves too much.

“We ended the year [2017] with 128 customers. Currently, we have some 200 customers. We are increasing at [a growth rate of] about 20 customers a month on average,” he said.

According to him, housing estates, apartments and condominiums constitute about 98% of its customer base at the moment while the remaining 2% are industrial and commercial properties.

The Klang Valley and Penang are the company’s focus regions as 80% and 10% of its customers are located in these two regions, respectively, while the balance are Ipoh, Melaka, Seremban and Johor Bahru.

Red Ideas is pushing for a good year in 2018. It wants to deepen its presence in the residential property market before the company expands its commercial property portfolio.

“The capital from the listing has helped us fund this new office and expand all our departments. We aim for a good year in 2018,” Ho said.



Ho (left) and Foo having a break at Red Ideas’ new office at Phileo Damansara.

“We are in a position where it is safe to say that we are the dominant, biggest and most established player in the current market. With this advantage, we think profitability is important... and that is the mandate for this year — to grow the number of neighbourhood customers and [continue] to be the dominant player in Malaysia, so that it will be very difficult for others to catch up,” he elaborated.

Red Ideas founder and director David Foo noted that in the current growth stage, the key challenge for the company is to get the right people to bring the team further without compromising the service quality that the company has been providing.

“We started off with a small team of six with the same mindset. We worked tirelessly

to serve our communities and this is the reason we are able to grow so fast. Now that we have grown into a slightly bigger team of about 30 people, the key challenge for us is to maintain the same spirit,” Foo said.

Nevertheless, he said, Red Ideas will continue to enhance its product offering in its three main categories of customers, namely property owners or residents; property management (developers, property managers, joint management bodies (JMBs), management corporations (MCs) and residents’ associations (RAs); and security personnel.

It is also looking to create more community engagement especially among stakeholders in the property management sector, including state assemblymen (ADUN), MC

members and local council members to help them understand their responsibilities and address the issues they are facing.

“We are thinking of organising a forum to bring together committee members of RAs, JMBs and MCs, Kuala Lumpur City Hall and even the ADUN to discuss topics that make sense for people. We will focus more on the roles and responsibilities of RA and strata property committees — what they can and should do as well as their liability. Having a knowledgeable and informed committee is the first step in ensuring that a community is well managed and safe to live in,” said Foo.

Red Ideas was one of the supporting sponsors of EdgeProp.my’s Symposium on Excellent Property Management 2018 that was held on May 12.

## VPEX 2018 to feature latest projects by prominent developers

PETALING JAYA: Happening on July 6 to 29, EdgeProp.my Malaysia’s Virtual Property Expo 2018 (VPEX 2018) will be featuring a host of the latest property projects in the market.

Participating property developers in VPEX 2018 include Asiana Agresif Sdn Bhd, BRDB Developments Sdn Bhd, Eastern & Oriental Bhd (E&O), I & P Group Sdn Bhd, LBS Bina Group Bhd, Matrix Concepts Holdings Bhd, Paramount Property Development Sdn Bhd, Perdana ParkCity Sdn Bhd, Putrajaya Holdings Sdn Bhd, UEM Sunrise Bhd and Yong Tai Bhd.

Among the projects featured at the virtual property fair are genKL by Asiana Agresif; BRDB’s Emerald Bay, Senja Residences, Taman Sari and Verdana; E&O’s 18 East at Andaman; I & P’s homes in Althea at Alam Impian, Kinrara Anggun, Kota Bayuemas Klang, TEN Kinrara and homes in Cemara Damai Residence; LBS’ Alam Perdana and Residensi Bintang Bukit Jalil; Chambers Kuala Lumpur by Matrix Concepts; Paramount’s Atwater, Greenwoods and Utropolis Batu

Kawan; Perdana ParkCity’s South Brooks @ Desa ParkCity; Putrajaya Holdings’ Augusta, Duta Villa, Flora Rosa and Aura Residence; UEM Sunrise’s Estuari Gardens, Residensi Ledang, Serene Heights, Solaris Parq, Teega and Verdi Eco-dominiums; and Yong Tai’s Impression U-Thant and The Dawn.

Visitors to the VPEX 2018 portal will have the chance to win daily prizes worth over RM26,000 which include free stays at Resorts World Kijal, Resorts World Langkawi and Awana Genting, courtesy of Resorts World Genting; and mattresses by Slumberland (Hilding Anders Malaysia Sdn Bhd). Resorts World Genting and Hilding Anders are supporting sponsors of VPEX 2018.

The expo which made its debut last year as the first virtual property fair in the country will this time include a roadshow on the first two days of the event. The roadshow will be held in custom-fitted trucks parked in two locations in the Klang Valley, namely The Starling Mall

in Damansara Uptown, Petaling Jaya and MyTOWN Shopping Centre in Kuala Lumpur.

The roadshow will provide visitors the opportunity to have a VR experience of selected property projects. Bring along the family as there will also be VR games, free ice-cream and snacks.

Organised by EdgeProp.my with digital partner 16TWO Communication Labs Sdn Bhd and media partner The Edge Malaysia, VPEX 2018 aims to bring the latest properties under one roof or in this case, one website. VPEX provides developers the opportunity to reach out to customers who cannot visit the developers’ physical showrooms, to check out properties at their convenience and time.

Developers can offer virtual tours of their projects as well and with online shopping becoming the norm today, buying or shopping for properties too is made easy with VPEX.

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## SOLUTIONS TO BEST MANAGED PROPERTY



# COMMERCIAL PROPERTY MAINTENANCE

## — more than meets the eye

Managing and maintaining commercial buildings such as malls and office buildings have its own set of challenges. What are some of these challenges and how do owners ensure that their buildings are able to maintain strong rental yields?

BY NATALIE KHOO

**H**ave you come across the news of people being "swallowed alive" by malfunctioning escalators or of children falling to their deaths over loose railings in malls? While much emphasis is placed on property management of residential properties, such disasters show that it is just as pertinent, and maybe even more so, for commercial properties to adopt a good maintenance culture and adhere strictly to a regular maintenance schedule.

A property manager may find the requirements of owners and occupants of commercial properties, such as offices and malls, to be different from that of residential properties, says Malaysian REIT Managers Association chairman Datuk Jeffrey Ng.

Commercial building users are most likely professionals and entrepreneurs, thus they demand more than the basics of cleanliness, security, safety and provision of main utilities such as water and electricity.

"Owners and occupants of commercial properties often have specific space performance criteria that link clearly to their business productivity.

"Some of these occupants are multinational corporations and they have global standards on building performance and sustainability practices that may be difficult or too costly to comply with in the local context, especially when the building is already built," Ng says.

Some of the challenges he describes cover a range of factors in building design and operations. These include:

- Good floor efficiency and layout design** that comply with stringent safety standards and good space utilisation
- Efficient vertical transportation systems** that minimise waiting time
- Reliability** in the provision of electricity and telecommunication services (in the case of MSC Status Buildings, a **guaranteed 99.9% uptime** in the provision of electricity and telecommunication services is required)
- Air-conditioning supply** with specified air temperature, humidity and operating hours
- Provision of **adequate daylight and lighting lumens** within the enclosed space
- Provision of **adequate car parking facilities** for both workers and visitors

"These pose a unique set of challenges to the property manager, who must possess a good understanding of business trends and requirements as well as design and maintenance of building facilities and M&E systems," Ng notes.

### How to increase rental yields

As rental yield is a function of rental income and a building's operational cost, both these components need to be looked at carefully to ensure financial sustainability of the asset.

"In improving rental income of a building, it is important for the property manager to constantly review the changes in market trends and upgrade the building to maintain its competitiveness.

"Understanding customer needs and achieving a high level of customer satisfaction is the key. Understanding market trends will also lead to effective tenancy management strategies in space planning, pricing and avoiding tenancy renewals at the troughs of the property market cycles," Ng shares.

On top of that, the ability to differentiate the property from the competition and to create a long-term competitive advantage in the market are important strategies in maintaining good rental income and property yield in the long run, he offers.



Ng: Understanding customer needs and achieving a high level of customer satisfaction is the key to effective commercial property maintenance.

Ng says this can be achieved, for instance, by creating a captive market with a carefully planned integrated township comprising a mix of well-connected complementary developments such as office, residential, retail, hospitality, leisure, healthcare and education.

"This will provide good connectivity within the community, hence promoting exceptional convenience and business productivity. In addition, the various business components within an integrated development provide tremendous synergy to all users in the community," he adds.

### Monitoring expenses

On capital expenditure control, manpower and energy are two of the most critical components in building operation cost.

"Manpower cost must be managed through constant review of operational efficiency and adoption of technology that will reduce manual human operations," Ng says.

## Six dire consequences

if a property is not managed right

1.

Building safety is compromised and may result in human injuries or fatalities.



2.

Building equipment and machinery will break down more often and their useful life will deplete faster, leading to higher maintenance cost.



3.

Unnecessary downtime during breakdowns, resulting in business disruptions.



4.

Potential civil suits by tenants and users of buildings on the property manager and property owner if there is negligence and non-compliance to the local laws and regulations.



5.

Increased risk exposure to the stakeholders, such as loss in reputation and asset value.



6.

Poor property income and high operating cost will lead to low profits and yield for the property.



For instance, better energy efficiency can be achieved through proper management and maintenance of the air-conditioning facilities and use of energy-efficient electrical fittings such as LED lights, motion sensors and others to minimise wastage.

"Liquefied petroleum gas is often used in shopping malls and hotels by F&B outlets and boilers. However, the use of natural gas and more efficient installations can reduce the overall gas consumption cost," he suggests.

Energy management in a building, he adds, should also include the adoption of the Internet of Things and energy management software in managing the various variables within a building.

"Use of renewable energy is another consideration to reduce energy cost and our carbon footprint," he says.

### Preventive maintenance

According to Ng, facilities management is a key factor in raising property management standards in Malaysia. Facilities management focuses on the needs and well-being of the building occupants. It emphasises good planning and maintenance of all building facilities to achieve a high level of human productivity whilst maintaining a high level of safety and health standards.

"Facilities management also involves risk management in the day-to-day building operations and development of business recovery plans. Good facilities management further looks at financial and operational sustainability and promotes the holistic approach in achieving sustainable development goals," he says.

He feels that one of the most overlooked aspects of commercial properties is its preventive maintenance, which is the key to prolonging the useful life of the asset.

"Strong commitment to continuously spend on maintenance regardless of the building occupancy level is often lacking.

"Good property maintenance should also include the adoption of the latest technology in maintenance to achieve optimum efficiency and human productivity. All these involve operation and capital expenditures," Ng notes.



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BY **NATALIE KHOO**

# STEERING THE COURSE FOR PENANG

**N**ewly appointed Penang Chief Minister (CM) Chow Kon Yeow is not an unfamiliar face in the state. When Lim Guan Eng who is now the country's Finance Minister, was the CM, Chow had held the Local Government, Traffic Management and Flood Mitigation portfolio for two terms. He is now chairman of the State Land Matters and Land Development, Information and Transportation Committee.

In the weeks after being sworn in, Chow had immediately stated his stance on housing and infrastructure developments in Penang. He is clearly committed to continue where his predecessor left of. He wants to enable the people of Penang, especially those in the low income group, to have a roof over their heads. He also believes that all developments have to take into consideration the long-term environmental impact.

In a recent interview with EdgeProp.my, the soft spoken Chow sheds more light on housing and property development issues, his thoughts on the future of Penang and the status of the state's ambitious Penang Transport Master Plan (PTMP).

## On the Penang Transport Master Plan

The PTMP is one of the most ambitious projects to be undertaken by Penang. It is estimated to cost RM46 billion. First proposed in 2016, PTMP is a medium to long-term plan to be implemented in phases.

Zenith Consortium, a special purpose vehicle appointed to undertake the Penang Undersea Tunnel component and given the concession to build three major roads — a 4.08km paired road from Gurney Drive to the Tun Dr Lim Chong Eu Expressway bypass, the 10.53km north coastal paired roads from Tanjung Bungah to Teluk Bahang and the 5.7km paired road from Air Itam to the Tun Dr Lim Chong Eu Expressway bypass — has been tasked to first focus on the implementation of the latter.

"That is basically the old Penang Outer Ring Road alignment mooted in the mid-1990s. The urgency is there because of the growing catchment in the Air Itam and Thien Teik area. We will be focusing on the implementation of this package first. They [Zenith] would have to complete all their studies by October followed by the signing of the construction agreement as provided for in the preliminary agreement," says Chow, adding that the state government will be looking at the construction agreement for each package and not one single agreement for all four components.

"They (Zenith) would be able to start off [the PTMP] maybe next year. Whether it is 1Q or 2Q would depend on the progress of the work that is done over the next few months. By October, they would have to complete all their studies. We think that by 2H2018, we can finalise the design and work on the agreement.

"There is also a deadline which they do not want to miss which is the Environmental Impact Assessment (EIA) approval. It is only valid for two years — that is until October or November next year. They have to start by that date or else it would render the EIA invalid and they would have to submit a new application."

Meanwhile, SRS Consortium headed by Gamuda Bhd, has also submitted the necessary studies for the three components under them — the Light Rail Transit (LRT) project, the Penang Island Link and new reclamation sites.

"We are awaiting approval from the Land Public Transport Commission (SPAD) for the LRT scheme we have submitted more than two years ago, so that is still outstanding. That is

preventing us and the consortium from proceeding to other more detailed design works. Without this approval, we can't progress to the next phase — that will incur cost."

EIA studies have also been submitted on the Penang Island Link and land reclamation works.

"Our EIA consultants believe that there are no other projects in the country that require so much study or to have so many studies to be submitted to various agencies for evaluation.

"And although this reclamation proposal was presented to the National Economic Council two years ago and approved in principle, nothing much has taken place at the federal level. We understand that they require all these studies to allow them to come to a conclusion and decision," says Chow.

Nevertheless, hopes are that by 2H18, the necessary proposals can be tabled to the relevant councils including the National Physical Planning Council for approval and that the relevant ministries would have resolved the outstanding issues.

If the approval is secured, SRS Consortium can look to kick-start the three components under them by 2H19, Chow adds.

## On Pulau Jerejak

Last month, the Penang Island City Council (MPPP) announced that it has given the approval to developer Tropical Island Resort Sdn Bhd to demolish existing building structures on a 80 acres site on Pulau Jerejak to make way for redevelopment of the islet off the eastern coast of Penang Island.

Tropical Island Resort is a joint venture between Penang Development Corp (PDC) and UDA Holdings Bhd. It has in turn signed a joint-venture agreement with Q Islands Development Sdn Bhd, a subsidiary of Ideal Property Group to redevelop the site of the Jerejak Rainforest Resort & Spa.

However, some parties have raised concerns that the redevelopment of the area will affect the island's forest ecosystem which is to be gazetted as a forest reserve.

Chow says Pulau Jerejak's redevelopment became an issue because there was confusion over the facts of the redevelopment.

"When we talk about gazetting the island as a forest reserve, we are talking about Pulau Jerejak minus about 80 acres of land which has already been given to the PDC and UDA Holdings' joint-venture company. When they proposed the plan to develop that 80 acres of land, it is often taken as developing the whole island which is not true. The 80 acres have been developed in the past although not fully," explains Chow,

"In Penang, development is always a dirty word," he says, adding that the state remains committed to gazetting the rest of the island as a forest reserve.

"In the proposal, there is a bridge from the island to Pulau Jerejak to allow for electronic cars as the island has no carrying capacity for [normal] vehicles," Chow reveals. It was previously reported that the proposed redevelopment includes the bridge, 1,200 residential units, a marina, hotels and a theme park.

## On balancing heritage preservation and development

Inscribed as a UNESCO World Heritage Site since 2008, one of Penang's most notable features is its pre-war shophouses and buildings at George Town.

The strict development guidelines in the heritage zone and the surrounding areas have drawn mainly investors who are interested in heritage preservation and conservation, offers Chow.

"There is tight heritage development control in the George Town World Heritage Site. And in fact, elsewhere outside the world heritage site, there is also a heritage guideline to be adhered to whenever there is a development.

"In the world heritage site, I think whoever wants to purchase a property here must be made aware that there is this height control. That already drives away a lot of developers for sure. What is there to be built when there is a height control of 18m and you can only build five storeys? This will not be a feasible proposition for many investors.

"I think we must view this in the right perspective and context. Even though there are height restrictions, approval is still on a case-by-case basis. For instance, if the neighbouring properties are two-storey shophouses, you can't build a five-sto-



"In Penang, development is always a dirty word."

— **CHOW**

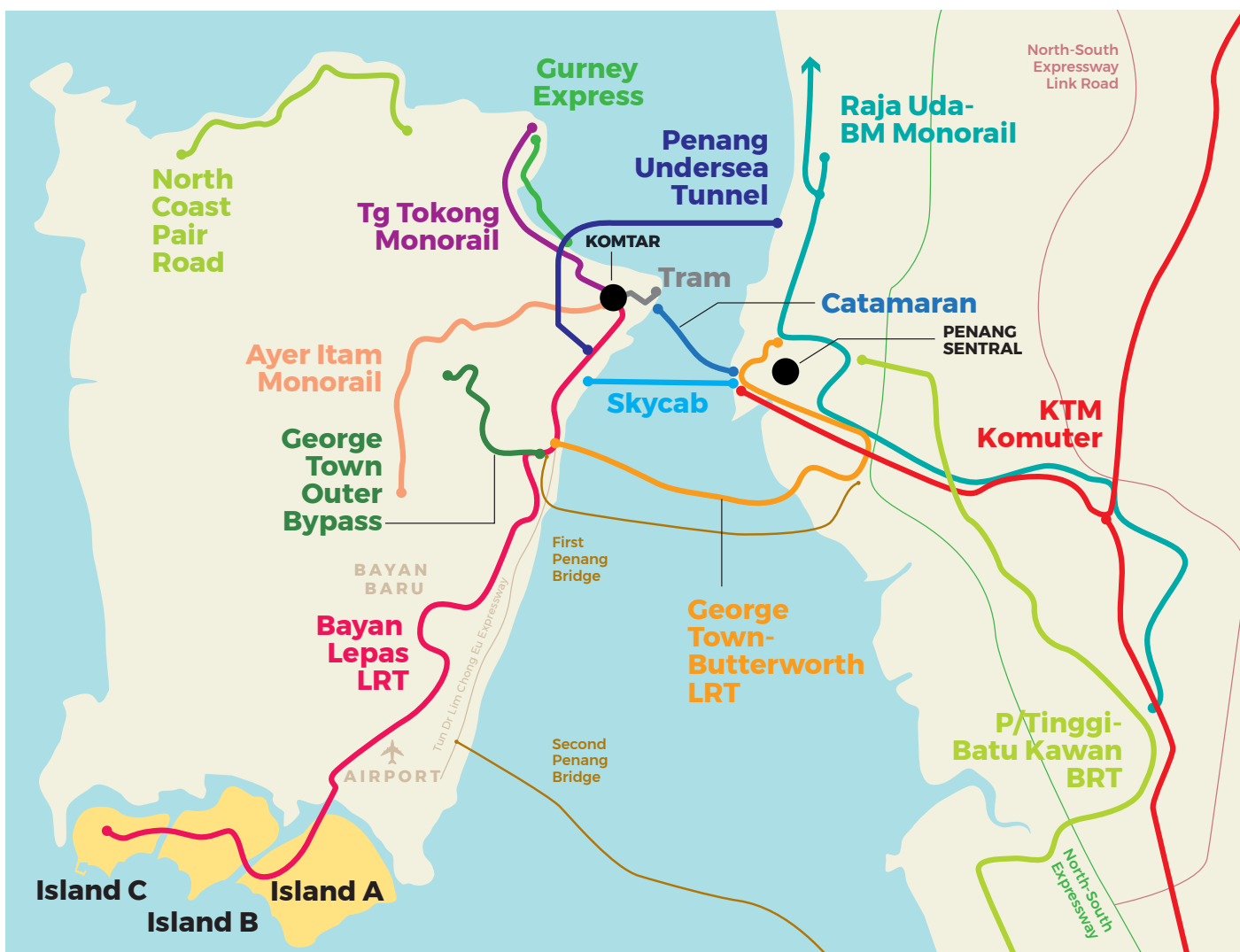


**SCAN NOW**  
to view an  
excerpt  
of the  
interview.





## Overview of the public transport network under the PTMP



## Penang Transport Master Plan

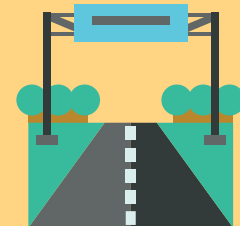
### Public Transport

- Bayan Lepas LRT
- Ayer Itam Monorail
- Tanjung Tokong Monorail
- Raja Uda-Sg Nyiur-Bukit Mertajam-Permatang Tinggi Monorail
- Extension (BRT) northwards to Kepala Batas Tram



### Highways

- Pan Island Link 1
- Pan Island Link 2 & 2A



### Roads

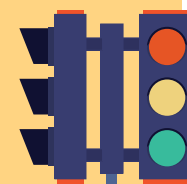
- North Coast Pair Road

### Interchange (IC)

- Butterworth-Kulim Expressway (BKE IC)
- Juru IC

### Missing Links and Road Upgrading

- Permatang Pasir- Perda
- Bukit Minyak



### BRT

#### Permatang Tinggi-Batu Kawan Line

- Extension northwards to Bukit Tengah / Seberang Jaya
- Extension southwards to Nibong Tebal

Built by SRS Consortium  
(Project Delivery Partner)

### Sky Cab

Built by Malaysian Resources Corporation Berhad (MRCB)



### Penang Undersea Tunnel (Phase 1a, 1b, 2 and 3)

Special Purpose Vehicle (SPV)  
Built by Zenith-Consortium

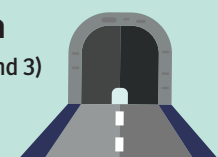


TABLE FROM THE PENANG STATE GOVERNMENT WEBSITE

rey development as it will be protruding out and disturb the streetscape of that particular street. We are really strict, so how many people would want to invest? To address the issue of development, we are not looking at wide scale development like tearing down everything and rebuilding," he says.

Changing the façade of the original buildings into something modern is also usually not acceptable.

"There is this one Singapore-based company that came to invest and to refurbish some of these buildings which were in dilapidated condition. They have a few dozen of such properties, a few rows here and there but one thing I cannot agree with them is that they always change the façade of the original buildings into something modern with glass panels and all that.

"I hope the local councils and the technical review committee can look into ensuring that the façades be retained as much as possible although the functionality of the properties will need to be addressed," he shares.

### Is compliance cost too high?

According to some property developers in the state, compliance cost has gone as high as RM460 psf but this has been reduced to RM390 psf earlier this year. Nevertheless, developers lament that the cost is still too high. Will compliance cost be reduced further?

Chow admits that the Real Estate and Housing Developers' Association of Penang (Rehda Penang) and FIABCI Malaysia had previously requested the state government and local councils to allow higher density and plot ratio.

"Because the guidelines have been in place since the 1980s and some in the 1990s, they are no longer suitable for the current market as developers require higher density and higher plot ratio in order to overcome high land cost. We agreed to increase the density from 15-30 units per acre to 87 units per acre. But that came with new contribution [costs] and various charges.

"Developers can choose to use the old guidelines and pay the old rates, but if they opt for the new guidelines, they got to pay the new rates. It is both an incentive and disincentive in a way. If

you want to use the new guidelines which allow you to have a higher density for units per acre, you can use it provided you pay the necessary contribution.

"Our purpose was to allow market prices to be controlled. Now that you get more units out of your land, with some contribution, you should be able to keep the prices at the affordable level. That was our main reason we agreed to the proposal, hoping that with higher density, they can keep prices to a level that buyers can absorb," offers Chow. Nevertheless, at the beginning of this year, infrastructure contribution was reduced from RM15 psf to RM5 psf, which is essentially the old rate.

He also notes that developers had requested for a review of the contribution for public and social amenities and facilities such as hawkker centres. Following their request, the contribution cost was reduced by close to 50%.

"For developers who choose to build affordable housing, some of these contributions have been waived altogether as an incentive for them to build. The category of housing that we want to promote is affordable housing, which we have capped to a range of RM200,000-RM400,000," says Chow.

### On a rent-to-own scheme for Penangites

The CM also wants to enable more Penang folk to have a roof over their heads. He feels that fresh graduates may not be able to afford a home as their incomes are not growing in proportion with housing prices. Hence, while the current low-cost and low-medium-cost housing schemes will still carry on, the state is also mulling rent-to-own schemes.

"Even for units that are [priced at] RM42,000 or RM72,000, many are still unable to own a home in this category. Securing a bank loan has been a problem in recent years, so we are thinking of this segment of people who can't afford to purchase even a low-cost or low-medium-cost unit. We hope the rent-to-own concept would be able to fulfil the needs of this category of people.

"We will convert some existing [affordable housing] schemes into rent-to-own schemes as some of these projects are ongoing and we have yet to allocate the units to buyers. Once we start

"We have been inculcated with the idea of home democracy where everyone should own a home. But if we are talking about having a roof over our heads for our family, then we need to do some rethinking — can we achieve that through rental?"

allocating the units, we can offer this scheme instead of outright purchase. This will also help us to reduce the holding cost of the units. We may work with private developers to sell the units they have built to the state government at cost price and the state government can then allocate these units as part of a rent-to-own scheme," he shares.

Chow also sees the need for a paradigm shift in the idea of homeownership.

"We have been inculcated with the idea of home democracy where everyone should own a home. But if we are talking about having a roof over our heads for our family, then we need to do some rethinking — can we achieve that through rental?"

"Especially for the young working group with income levels at the starting level, maybe they can have a roof over their heads through the rental market," he suggests.

However, he notes that there is one thing preventing the implementation of rent-to-own schemes — rental defaulters, which is an issue even for rental units that are only costing RM100 per month.

"I am sure you read about the execution of a recent eviction that we carried out recently. Even [at] RM100, they cannot afford to pay or they don't want to pay for whatever reason. This is a challenge for the authorities if people cannot or do not fulfil this basic responsibility. Probably, there is no [sense of] ownership. They keep paying their rent and in the end they get nothing. But if the unit is tied to ownership, this rent-to-own [scheme] may encourage them to pay the rent which they can consider as instalment as eventually, they will own the house. Hopefully, this will change the equation as to why people default on rent," he says.

CONTINUES ON PAGE 11



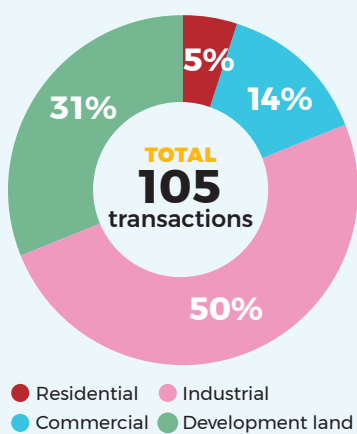


# THE HIGHEST-PRICED deals in town in 2017

## Selangor

A total of 105 real estate deals of above RM10 million were transacted in Selangor in 2017.

### Real estate transactions in Selangor worth RM10 mil and above



### Commercial

There were 15 commercial real estate deals of above RM10 million. The top three were:

**1** A freehold 54,870 sq m vacant plot in Bandar Setia Alam that transacted at **RM147.6 million**. This was also the biggest real estate sale in Selangor last year.

**2** The sale of Aeon Mahkota Cheras Shopping Centre for **RM87.8 million**. The seven-year-old freehold 2-storey shopping mall has a built-up size of 34,242 sq m.

**3** A 10,117 sq m freehold vacant plot also in Bandar Setia Alam that was sold for **RM41.3 million**.

Another 7,336 sq m freehold vacant lot in Setia Alam was transacted at RM22.1 million.

Other notable commercial transactions was a leasehold 6½-storey shophot at MKH Avenue in Kajang that sold for **RM11 million**. Built on a 455 sq m lot, it has a built-up of 2,678 sq m.

Also transacted was a petrol station located on a 10,546 sq m freehold plot at Jalan Lingkaran Tengah 2 that sold for **RM25 million**.

### Residential

In the residential segment, there were only five transactions of above RM10 million and all five were residential lots. The highest-priced transaction was an 84,130 sq m tract in Puncak Alam that sold for RM40.7 million.

### Industrial

The industrial real estate segment saw 52 deals of above RM10 million each of which only 13 were vacant lots while the rest were factory units. The top three transactions by value in this segment were:

**1** A leasehold 274,413 sq m vacant plot in Pulau Indah Industrial Park that sold for **RM112 million**.

**2** A leasehold detached factory unit in Seksyen 23, Shah Alam which changed hands for **RM91.5 million**.

**3** A leasehold detached factory unit in Seksyen 3, Kota Damansara that was sold for **RM50 million**.

### Development land

A total of 33 development lands worth above RM10 million each were sold in Selangor last year. Among the deals, 23 of them were commercial tracts. The top three deals by value were:

**1** A piece of freehold 75,737 sq m commercial land in Cyberjaya, which fetched **RM128 million**.

**2** A 264,400 sq m commercial tract located at Off Jalan Batu Arang in Rawang that sold for **RM85.3 million**.

**3** A leasehold 32,280 sq m commercial tract in Taman Lestari Perdana which was transacted at **RM63 million**.

BY TAN AI LENG

**S**lowdown or not, there are still multi-million ringgit deals to be made and last year saw its fair share of real estate transactions of above RM10 million each. From residential high-end bungalows to prime development lands, from office buildings to heritage shophouses and factory units, there was definitely something for every buyer with deep pockets.

Based on data from the National Property Information Centre (Napic), among the major deals in Kuala Lumpur last year were the sale of the 33,505 sq m Wisma SDB in Jalan Ampang by Selangor Dredging Bhd for RM480 million; and a 29,977 sq m freehold commercial development plot along Jalan Raja Chulan that transacted for RM516.27 million.

Over in Selangor, a freehold 54,870 sq m commercial lot in Bandar Setia Alam transacted at RM147.6

million while Aeon Mahkota Cheras Shopping Centre with a built-up size of 34,242 sq m was sold for RM87.8 million. There were also significant development plots that changed hands including a freehold 75,737 sq m commercial land in Cyberjaya, which fetched RM128 million and a 264,400 sq m commercial tract located at Off Jalan Batu Arang in Rawang that sold for RM85.3 million.

Meanwhile in Penang, two development land deals in Bandar Cassia, Batu Kawan in Seberang Perai were among the biggest land deals in the state last year. The largest was a leasehold commercial land of 1.2 million sq m that went for RM681.9 million while a smaller 301,455 sq m tract was transacted at RM143.2 million. Another significant deal was a 648ha freehold oil palm estate in North Seberang Perai, which transacted at RM589 million.

Here is a breakdown of some of the top deals by value that were concluded in 2017 in Kuala Lumpur, Selangor and Penang.

## Kuala Lumpur

A total of 44 real estate transactions of above RM10 million were concluded in KL in 2017. Of these, six were residential, 13 were commercial, one was industrial and the remaining 24 were development parcels.

### Residential

In the residential segment, transacted prices ranged from RM11 million to RM20.6 million. The top three were:

**1** A freehold three-storey detached house in the high-end Damansara Heights area with a land area of 1,816 sq m and built-up of 2,016 sq m. It was sold for **RM20.6 million**.

**2** A leasehold 2-storey detached house in Taman Tun Dr Ismail, with a built-up size of 2,724 sq m and land area of 5,042 sq m that transacted at **RM19.46 million**.

**3** A freehold 1,956 sq m residential lot in Seri Beringin, also in Damansara Heights, sold for **RM14.81 million**.

Out of the six over RM10 million deals, three of the residential properties are located in Damansara Heights.

Other notable deals included a 2-storey leasehold bungalow in Raja Mohar scheme, with a land area of 1,264 sq m and built-up of 1,036 sq m, sold for **RM11 million** and a 2-storey freehold 916 sq m bungalow in Kenny Hills, which was built on a 1,395 sq m tract, transacted at **RM11.5 million**.

### Commercial

In the commercial real estate segment, transacted prices ranged from RM10.5 million to RM480 million. The top three were:

**1** Wisma SDB, a purpose-built office with built-up space of 33,505 sq m tops the list at **RM480 million**. It was sold by Selangor Dredging Bhd (SDB) to Golden Eagle Realty Sdn Bhd last June.

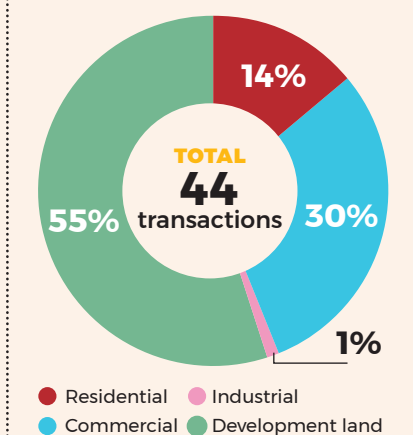
**2** A 13,833 sq m freehold commercial plot on Jalan Tun Razak which was transacted at **RM467 million**.

**3** A 4,074 sq m leasehold tract also on Jalan Tun Razak that was sold at **RM180 million** by Malaysian Resources Corp Bhd (MRCB) to Mass Rapid Transit Corp Sdn Bhd (MRT Corp). The site was previously meant for a proposed development called The Grid.

Another notable commercial property deal was a freehold purpose built-office in Damansara Heights with a built-up of 8,762 sq m that was sold at **RM65 million**.

Also transacted was a retail unit in Taragon Puteri KL, with a built-up size of 1,235 sq m for **RM12 million**.

### Real estate transactions in Kuala Lumpur worth RM10 mil and above



### Development land

Transacted prices ranged from RM13.7 million to RM516.27 million. The top three highest-priced deals were:

**1** A 29,977 sq m freehold commercial land along Jalan Raja Chulan that sold for **RM516.27 million**.

**2** A 274,430 sq m freehold commercial land in Jalan Cheras that went for **RM300 million**.

**3** A freehold 18,332 sq m commercial tract at Kampung Attap or Maharajalela sold at **RM165 million**.



## FEATURE



## Penang

A total of 22 real estate deals of above RM10 million were concluded last year in Penang. Eight of them were development land transactions while seven were agricultural land deals. Commercial and industrial recorded three deals each; while the residential segment saw only one property sold at above RM10 million.

## Residential

The residential segment recorded only one transaction of above RM10 million last year. It was a freehold 3½-storey terraced house in Bandar Seri Tanjung Pinang, which sold for **RM12 million**. It has a built-up of 1,151 sq m.

## Commercial

There were only three commercial property deals of above RM10 million. These were:

1 A 4½-storey shopoffice in Nova Place which was sold for **RM15.2 million**, making it Penang island's largest commercial property transaction last year. This freehold unit is on a 828 sq m plot and has a built-up of 1,410 sq m.

2 A freehold pre-war double-storey terraced shop-house in Lebu Chulia, George Town, which has a land area of 1,578 sq m, was transacted for **RM14.8 million**.

3 Another freehold double-storey pre-war shop-house which has a land area of 1,232 sq m, in Jalan Clove Hall, George Town, was sold for **RM11.57 million**.

## Industrial

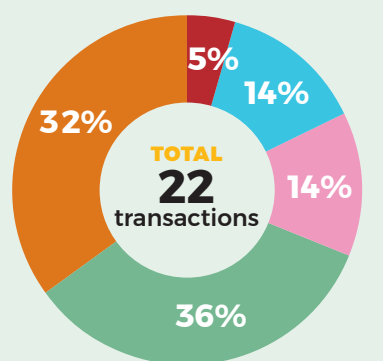
In the industrial property segment, three deals were concluded at over RM10 million each. All three were detached factory units with a leasehold tenure of 60 years. They were:

1 A **RM21.5 million** factory in PDC Industrial Park, southwest Penang, with a land area of 8,061 sq m and built-up size of 4,966 sq m.

2 A detached factory in the same area on an 8,162 sq m site with a built-up of 2,308 sq m, sold for **RM17.5 million**.

3 A detached factory in Bukit Minyak Industrial Park, Seberang Perai Tengah, which sold for **RM11 million** in August last year. The 1,402 sq m factory was built on a 6,072 sq m site.

## Real estate transactions in Penang worth RM10 mil and above



● Residential ● Industrial  
● Commercial ● Development land  
● Agricultural land

## Development land

Among the eight development land deals, three were on Penang island while the rest were on the mainland. The top three development land deals were:

1 A leasehold 1.2 million sq m commercial land in Bandar Cassia, Batu Kawan which was transacted at **RM681.9 million**.

2 Another leasehold commercial site in Bandar Cassia with a size of 301,455 sq m sold at **RM143.2 million**.

3 A freehold 87,388 sq m commercial land on Jalan Kerian Kedah, Seberang Perai South, sold for **RM16.9 million**.

## Agricultural land

There were seven agricultural land deals that were transacted at over RM10 million.

The deal with the highest value was a 648ha freehold oil palm estate in North Seberang Perai, which was sold for **RM589 million**.

Other notable agricultural land deals include a 15ha freehold vacant plot located at Off Jalan Junjung in South Seberang Perai, which changed hands for **RM27.47 million**, and a 9ha freehold land at Off Jalan Kulim in Central Seberang Perai, which sold for **RM15.11 million**.

## COVER STORY

## 'The future of Penang is in Seberang Perai'

FROM PAGE 9

## On the struggle of middle income earners

Chow stresses that the state government will continue to focus on affordable housing schemes, especially those in the RM200,000-RM400,000 price range to cater to the middle income group.

"Under the old guideline where developers can build 30 units per acre, developers will build as big a unit as they can because they want to maximise [the land] and there is no control over the floor area. They hope that when they sell bigger units, they can set a higher price. This will only cater to the affluent population. So, the middle income group is caught and trapped between the high-end category which is beyond their reach and the low-end housing as they do not qualify for them.

"So, the affordable housing priced between RM200,000 and RM400,000 are catered to them. We are also looking at bringing prices even lower to RM150,000, all with the determination to satisfy the needs of our people so that they can have a roof over their heads."

However, he advises homebuyers to think about settling in not-so-popular locations in Penang. "Many are looking to stay on the island and close to George Town, which is quite impossible to have this kind of (affordable) developments.

"I think developers are also unable to sell some of these units because of the geographical mismatch. There are a lot of housing units at the mainland such as Batu Kawan. Even our PDC project, we face difficulties in getting buyers even for the RM72,500 units. So, this is the problem with geographical mismatch," he notes.

## Mainland – the future of Penang

Speaking of Penang mainland, Chow believes that the future of Penang lies in this part of the state.

"I made a statement a few years back on the occasion of the swearing in of the Seberang Perai municipal councillor where I said the future of Penang is in Seberang Perai (the mainland). And the then chief minister concurred with me 100% because we understand that Penang [island] land development is close to optimum so the future lies with the mainland, which has great potential for growth.

"In the various development allocations, you can see that we give emphasis on Seberang Perai. It is actually 77% (mainland) against 23% (island) allocation for infrastructure and others.

"This is the state government's position — that we want Seberang Perai to be given emphasis so that it can also offer opportunities for all categories of development," says Chow. Currently, the booming area on the mainland is the Batu Kawan area, of which prior to the change in government in 2008, there was little activity other than a few landed housing developments.

"Under the leadership of Saudara Guan Eng (the previous CM), if you go to Batu Kawan now, the industrial land there has almost run out. PDC is now working on land acquisitions at the south and east of Batu Kawan because we need that land-bank to promote Penang as a preferred choice for investment. We have run out of industrial land. Meanwhile, from my visits and observation [to the mainland], the area south of Bukit Mertajam right up to Nibong Tebal over the past few years have been very active in terms of development.

"There are so many various categories of development so much so that there is a clash of land use when developments come near to poultry farming areas, for instance," says Chow.

Whereas for Seberang Perai Utara — he notes that there has not been much housing and commercial developments but he believes things are about to change owing to upcoming developments such as by SP Setia Bhd, which is working on 677ha

SAMUEL COH | THE EDGE



Batu Kawan is one of the emerging growth areas on the mainland.

of freehold land there that it bought from Boustead Plantations in 2016.

"The master plan is almost completed and it has 15 to 20 years to develop the land. Hopefully, that will have a spin-off effect on the surrounding areas.

"The master plan of Batu Kawan is a mixed development of residential, commercial and industrial so that didn't take off that well in the beginning. But of course to be fair to PDC, they were involved in making sure the land is ready for development — it was basically a swampy area and [they] have to put in the roads and the infrastructure.

"For many years, they were involved in the preliminary works to get the land ready for development. [With] the change of government, it was ripe for investment principally on the industrial land. It also got the attention of IKEA and Aspen Group. Even Eco World has a big parcel of land there."

According to Chow, land sold by PDC has to be developed within three years as stated in the Sale and Purchase Agreement. "There were some bungalow land plots that have been purchased and left idle so PDC went after them to buy back the land."

Meanwhile, Invest Penang, a non-profit entity of the state government with the role of promoting investments within Penang, will chaperone investors through the whole process of investing in the state so that any problems can be overcome through them with the various related agencies.

"In fact, they [the developers] can build before planning approval. There is a mechanism to allow construction to start while plans are being processed. There was even a case that within 10 months, a factory was put up. That is the kind of KPI we want to work with so that investors don't have to wait or deal with red tape. This makes Penang an attractive investment destination," says Chow.

"We want Seberang Perai to be given emphasis so that it can also offer opportunities for all categories of development."  
— Chow







# EIGHT KL PARKS YOU SHOULD NOT MISS

BY **NATALIE KHOO**

**W**hat healthy activity is fun, free and for the whole family? A visit to the park, of course! While cities are often considered as concrete jungles, many do in fact have large open green spaces for city folks to take a breather. Cities like London and New York have their own iconic parks. What about Kuala Lumpur? Here are some of the parks in Kuala Lumpur — some more well-known than others — that you can visit.

## 1 **Ampang Hilir Lake Garden** 115, Jalan Ampang Hilir, Desa Pahlawan, Kuala Lumpur

The official VisitKL website by the Kuala Lumpur Tourism Bureau says the former tin mine — located just beside the Middle Ring Road 2 before Jalan Ampang — has a 2.7km circumference, making it just nice for a healthy and not too intensive stroll. The park also allows cycling and has a total of three different playgrounds situated around its picturesque lake.



PICTURES BY LOW YEN YEING | **EdgeProp.my**

## 2 **The Central Park, Desa ParkCity** Desa ParkCity, Kuala Lumpur

Located in the award-winning township in Kepong developed by ParkCity Holdings, The Central Park is popular with both residents and non-residents. It has tree-lined 9ft-wide jogging paths and walkways that surround a lake. The park is also pet-friendly, so you are most likely to spot pet owners taking their dogs for a walk. After a workout, you can cool down at The Waterfront commercial centre adjacent to the park where you will find some delightful dining varieties on offer. Two other parks — The East Park and The West Park — are also in the 473-acre freehold township.



## 3 **Kepong Metropolitan Park** Middle Ring Road 2, Kepong Metropolitan Lake Garden, Kuala Lumpur

If you drive past this 95ha park along the main road, you will notice colourful kites of various shapes and sizes flying in the sky, as the park is a hot spot for kite-lovers. According to the official VisitKL website, most barriers and trees have been removed to ensure clearance of at least 100m for the kites to take off in the huge field which runs parallel to the main road. There are also other activities that one can do at the park such as cycling, playing football and even go on a boatripe on the 57ha lake.







**5 Perdana Botanical Garden**  
 Jalan Kebun Bunga,  
 Tasik Perdana, Kuala Lumpur

Formerly known as Taman Tasik Perdana, this 226-acre park is Kuala Lumpur's first large-scale recreational park. It has many unique components including a forest tree collection, exotic species collection, spice garden, deer park and herbarium. For more information on the gardens and plants in the park, check out the park's interpretation centre. Visitors can also pick up some gifts at the souvenir shop.



**6 Permaisuri Lake Garden**  
 Jalan Tasik Permaisuri 2, Bandar Tun Razak, Kuala Lumpur

Well known among those living in Cheras, this 40ha recreational park features a lake, fountains and outdoor gyms. It is also ideal for those looking for picnic spots as there are concrete stools and tables provided that are shaded by the many huge and mature trees there. You usually spot marathon runners training here as the park has a naturally hilly terrain as well as a labelled trail that allows runners to track their running distance.



**7 Taman Tun Dr Ismail Park**  
 Jalan Haji Openg,  
 Kuala Lumpur

Tucked away in a corner of the Taman Tun Dr Ismail neighbourhood, this charming and lush park attracts families from the surrounding areas as well. It is crowded almost every evening and especially so during the weekends. Many also come with their kids to feed the fish and terrapins thriving in the lake. Other features include exercise areas, playgrounds and a suspension bridge. For those who are into Pokemon Go, there are quite a few hot spots there to catch Pokemon!



**4 KLCC Park**  
 Jalan Ampang,  
 Kuala Lumpur City Centre,  
 Kuala Lumpur

Probably the most attractive park in Kuala Lumpur, this 50-acre green lung is a favourite among locals as well as tourists, thanks to the iconic Petronas Twin Towers next door. Children will love the 2-acre playground and wading pool, which are thronged by families every weekend. You will also find office workers jogging around the park after work on weekdays, since the location is right smack in the middle of office towers located in the heart of the city.



**8 Titiwangsa Park**  
 6, Lorong Titiwangsa, Titiwangsa, Kuala Lumpur

This is a popular place for remote-control car enthusiasts because one of its special features is that it comes with a drivers' platform and seating area for spectators. The 57ha park also offers a children's playground, tennis courts, jogging tracks, exercise areas and a stadium. If all that sounds like it involves too much activity for your liking, you can just sit and relax on one of the benches while enjoying the view of the beautiful lake with the iconic Petronas Twin Towers in the background. The best part of all this is it's free.



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LIDN01308518

**RM690,000**

**Taman Bukit Permata, Gombak, Selangor**

Type: Terraced house Tenure: Freehold  
Built-up: 2,200 sq ft Land size: 1,400 sq ft  
Bedrooms: 5 Bathrooms: 4



**Elaine Cheah** (REN 06918)  
VIVAHOMES REALTY SDN BHD  
(E 1) 1670/3  
+6019 288 2323



LIDM01002610

**RM1,250,000**

**Soho Suites, KLCC, Kuala Lumpur**

Type: Condominium Tenure: Freehold  
Built-up: 818 sq ft Bedrooms: 3  
Bathrooms: 2



**Kim Kat** (REN 19519)  
HUTTONS ONEWORLD SDN BHD  
(E 1) 1286  
+6016 205 0878



LIDM01002788

**RM3,680,000**

**Beringin Residence, Damansara, Kuala Lumpur**

Type: Townhouse Tenure: Freehold  
Built-up: 3,400 sq ft Bedrooms: 5 Bathrooms: 6



**Fazlee Ezran** (REN 17985)  
DZ ANGKASA PROPERTY CONSULTANTS (SERI KEMBANGAN) SDN BHD (VE 1) 0331/1  
+6018 252 3220



LIDM01001848

**RM1,600,000**

**KIARA 9, Mont'Kiara, Kuala Lumpur**

Type: Condominium Tenure: Freehold  
Built-up: 2,201 sq ft Bedrooms: 3  
Bathrooms: 3



**Kevin Teh** (REN 02206)  
PROPSTAR REALTY  
(E 3) 1591  
+6013 555 7333



LIDM01001912

**RM355,000**

**228 Selayang Condominium, Selayang, Selangor**

Type: Condominium Tenure: Leasehold  
Built-up: 965 sq ft Bedrooms: 3  
Bathrooms: 2



**Elaine Cheah** (REN 06918)  
VIVAHOMES REALTY SDN BHD  
(E 1) 1670/3  
+6019 288 2323



LIDM01001885

**RM789,000**

**Bukit Rimau, Shah Alam, Selangor**

Type: Terraced house Tenure: Freehold  
Built-up: 2,100 sq ft Land size: 1,650 sq ft  
Bedrooms: 4 Bathrooms: 3



**Sherry Chew** (REN 07011)  
CBD PROPERTIES (PUCHONG) SDN BHD (E 1) 1197/4  
+6016 218 2301



LIDM01001750

**RM427,989**

**Taman Lestari Putra, Seri Kembangan, Selangor**

Type: Terraced house Tenure: Leasehold  
Built-up: 1,800 sq ft Land size: 1,300 sq ft  
Bedrooms: 4 Bathrooms: 4



**Sherry Chew** (REN 07011)  
CBD PROPERTIES (PUCHONG) SDN BHD (E 1) 1197/4  
+6016 218 2301



LIDM01001310

**RM3,300/mth**

**LaCosta, Bandar Sunway, Selangor**

Type: Condominium Tenure: Freehold  
Built-up: 1,302 sq ft Bedrooms: 3  
Bathrooms: 2



**Kyo Tan** (REN 28303)  
PROPNEK REALTY SDN BHD  
(E 1) 1800  
+6018 223 4766



LIDM1002344

**RM209,000/mth**

**Seksyen 26, Shah Alam, Selangor**

Type: Warehouse Tenure: Leasehold  
Built-up: 110,000 sq ft  
Land size: 196,020 sq ft



**Lilian Ng** (REN 00106)  
GATHER PROPERTIES SDN BHD  
(E 1) 1536/2  
+6019 213 1720



LIDM01002419

**RM2,400,000**

**Elite 33 Signature Business Park, Shah Alam, Selangor**

Type: Factory Tenure: Freehold  
Built-up: 2,000 sq ft Land size: 4,000 sq ft  
Bathrooms: 2



**Kamal bin Abdul Ghafur Korusamy** (PEA 1216)  
KEY PROPERTIES (E 3) 0871  
+6012 305 1688



LIDM01002425

**RM7,350,000**

**Parklane Commercial Hub, Petaling Jaya, Selangor**

Type: Shop Tenure: Leasehold  
Built-up: 12,479 sq ft Bathrooms: 2



**Kamal bin Abdul Ghafur Korusamy** (PEA 1216)  
KEY PROPERTIES (E 3) 0871  
+6012 305 1688



LIDM01002431

**RM2,560,000**

**Glenmarie Cove, Port Klang, Selangor**

Type: Link bungalow Tenure: Freehold  
Built-up: 4,024 sq ft Land size: 8,212 sq ft  
Bedrooms: 6 Bathrooms: 7



**Kamal bin Abdul Ghafur Korusamy** (PEA 1216)  
KEY PROPERTIES (E 3) 0871  
+6012 305 1688



LIDN01390877

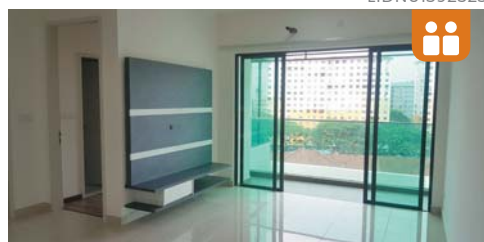
**RM255,000**

**Cybersquare, Cyberjaya, Selangor**

Type: Condominium Tenure: Freehold  
Built-up: 450 sq ft Bedroom: 1  
Bathroom: 1



**Paul Lee** (REN 07064)  
VIVAHOMES REALTY SDN BHD  
(E 1) 1670/5  
+6012 987 9039



LIDN01392523

**RM638,000**

**Riverville Residences, Old Klang Road, Kuala Lumpur**

Type: Condominium Tenure: Freehold  
Built-up: 1,210 sq ft Bedrooms: 4  
Bathrooms: 2



**Paul Lee** (REN 07064)  
VIVAHOMES REALTY SDN BHD  
(E 1) 1670/5  
+6012 987 9039



LIDN01395920

**RM550,000**

**Taman Kinrara Seksyen 4, Bandar Kinrara Puchong, Selangor**

Type: Terraced house Tenure: Leasehold  
Built-up: 1,350 sq ft Land size: 1,170 sq ft  
Bedrooms: 4 Bathrooms: 3



**Paul Lee** (REN 07064)  
VIVAHOMES REALTY SDN BHD  
(E 1) 1670/5  
+6012 987 9039



LIDM01002499

**RM1,960,000**

**Kencana Square (UOA Business Park), Shah Alam, Selangor**

Type: Office Tenure: Freehold  
Built-up: 2,088 sq ft



**May Wong** (REN 06803)  
THE ROOF REALTY SDN BHD  
(E 1) 1605  
+6012 740 5522





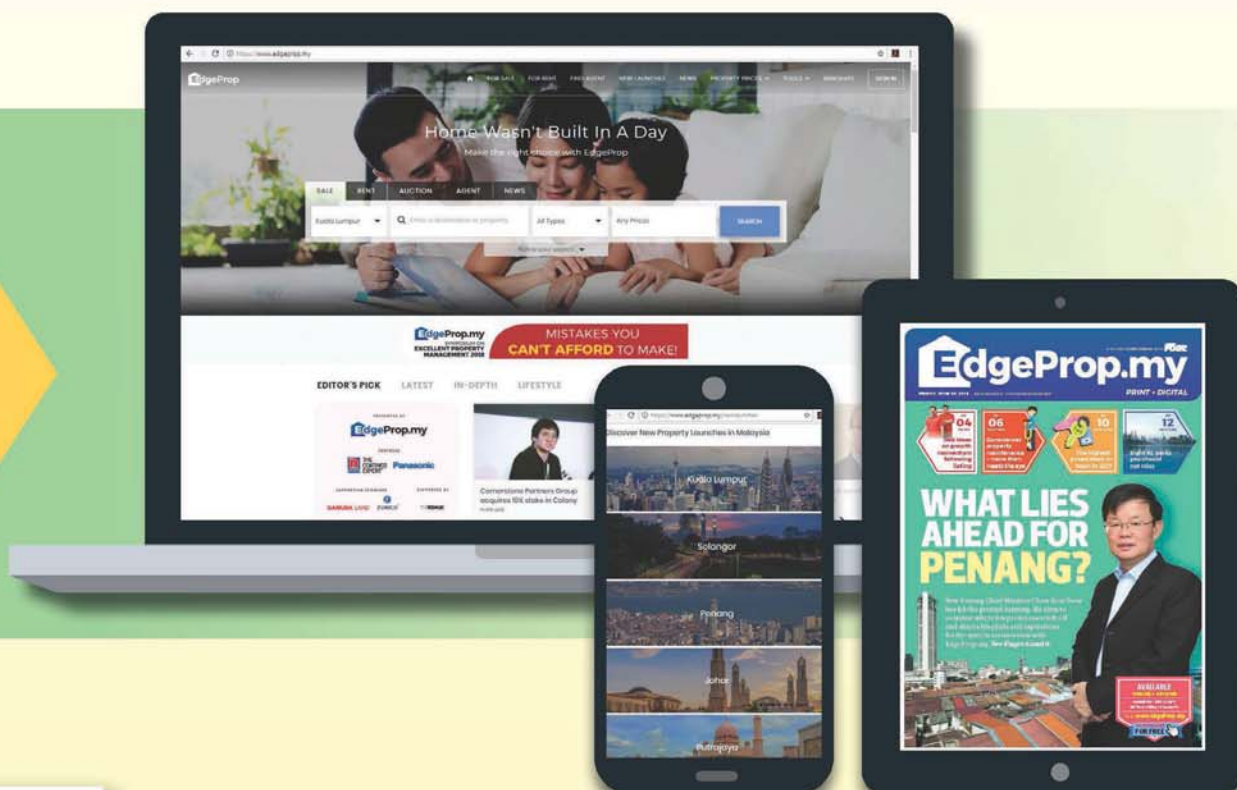
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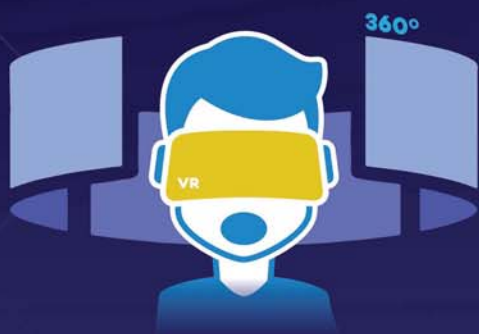
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**DATE:** 6 – 7 July 2018

**TIME:** 10am–10pm

**VENUE:** Within the Klang Valley



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