



PERSATUAN PEMAJU PERUMAHAN DAN HARTANAH SABAH
沙巴房地產發展商公會
Sabah Housing And Real Estate Developers Association

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2018

PROPERTY DEVELOPMENT
ANNUAL REPORT &
MARKET OUTLOOK 2019



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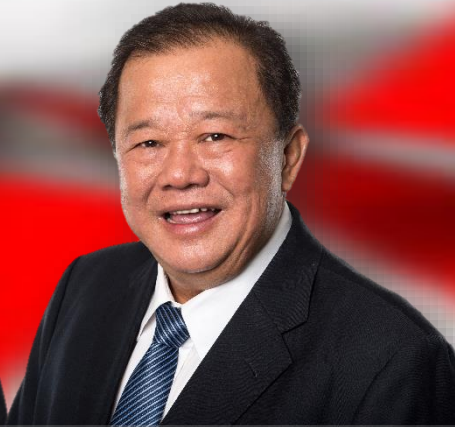
SHARED A COUNCIL MEMBERS (2017 - 2019)



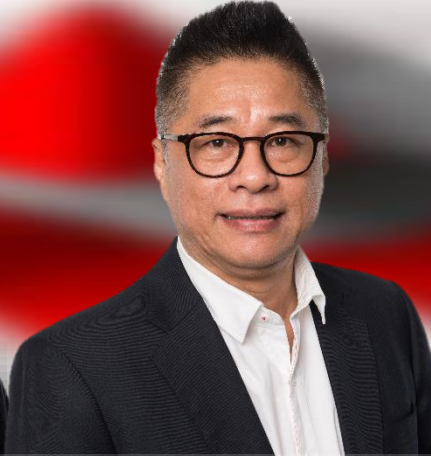
SHARED A



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Executive Director
Grand Merdeka Development Sdn Bhd



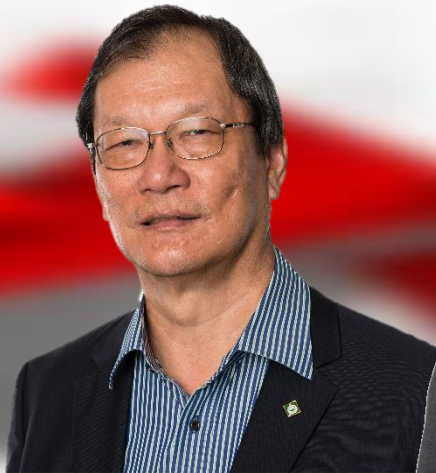
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Group Chief Executive Officer
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Deputy President
Group Managing Director
Remajaya Sdn Bhd



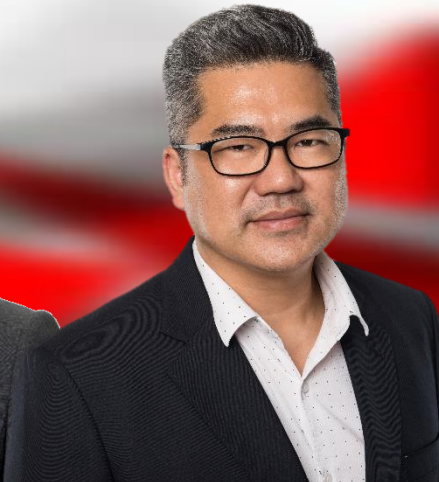
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Council Member
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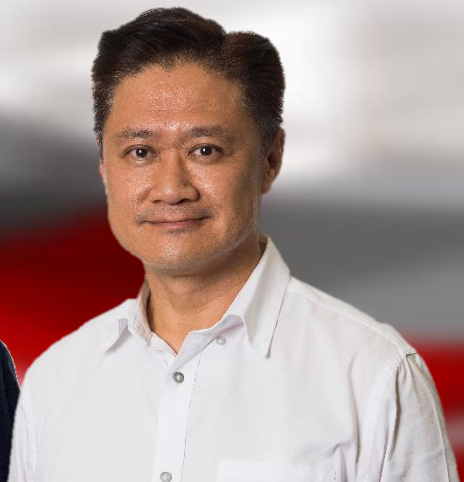
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Managing Director
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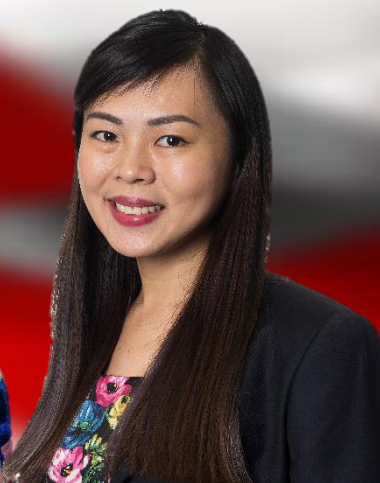
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Council Member / Youth Chairperson
Director
Kimis Development Sdn Bhd



Tan Sri Datuk David Chu Sui Kiong
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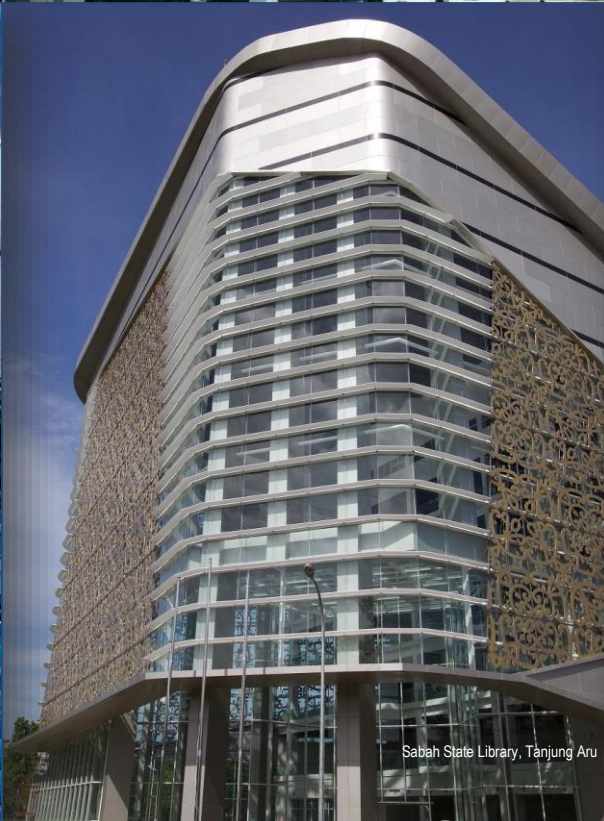
New Kota Kinabalu Court Complex
Photo credit: @m999



Kompleks Kastam Kota Kinabalu, Sabah
Seismic Resistance Building - Design up to 7 Richter Magnitude



Kota Kinabalu City Mosque
Photo credit: @za8xydro



Sabah State Library, Tanjung Aru



Kota Kinabalu night view
Photo credit: @za8xydro

2018 PROPERTY DEVELOPMENT ANNUAL REPORT & MARKET OUTLOOK 2019

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EdgeProp.my : Will Property Prices Come Down?

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The Malaysia Book of Records

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**YB DATUK DR HAJI JAUJAN
BIN HAJI SAMBAKONG**

Message by Honourable Deputy Chief Minister | Minister of Local Government and Housing of Sabah

Congratulations to the Sabah Housing and Real Estate Developers Association (SHARED A) on the publication of its 2018 Property Development Annual Report & Market Outlook 2019. This initiative is a commendable effort on the part of SHARED A to provide reliable data and analysis to help the sector grow.

SHARED A has been a consistent partner to the Ministry of Local Government and Housing in upholding professional standards, delivery of services and products, as well as keeping our real estate and housing development industry abreast with the growing expectation of the consumers. We appreciate your input.

The housing industry in Malaysia in general is going through a challenging patch. Though the issue of property overhang in Sabah is not as serious as some other states in the country, it nevertheless illustrates the importance of correctly assessing in the demand trends.

The housing industry is an important activity to Sabah economy as it contributes to other sectors like construction, suppliers, transporters, professional services and the like. Therefore Sabah Government is looking into formulating policies and strategies that can assist in the continuous growth of this industry as soon in the present State government effort to re-examine and realigning approval procedures.

Like the rest of the country, Sabah is facing an acute demand for affordable housing. The Ministry is aware of the reality that the property prices are too expensive for most *rakyat* as developers tend to build high end properties. However, with the overhang mostly for this category, I believe developers will venture into the affordable category as this is where the demand is.

On SHARED A members' pledge to build 10,000 units of affordable housing was scheduled to be fulfilled by the end of 2018, I await your report. This honourable deed is commendable and should continue in providing more affordable houses. I urge SHARED A members to utilise their resources to help the nation achieve its mission of providing additional 1,000,000 unit affordable houses by 2028 and increase home-ownership for the *rakyat*.

The State government is looking to rally Sabah-based public-listed companies to play a more active role in the development of the state. The size of the real estate and housing development sector is large, thus we would like to see their resources mobilised for the wider good of the state economy.

Thank You.

YB Datuk Dr Haji Jaujan Bin Haji Sambakong

The Year in Review

In 2018 the launching value of new property projects has reached its third highest record levels of RM 3.4 Billion and had the following unique market trend due to GE14

1. Before 9/5/18, the launching value is RM 0.966 B due to *Wait & See* attitude
2. After 9/5/18, the launching value is RM 2.45 B and is almost 3 time the above-mentioned value and this may be due to higher confidence towards the formation of new Government.

However, it is important to note that there is a newly launched project with the launching value of RM 1.6 B which constitutes 65% of the launching value after GE 14

The year 2018 was therefore a very challenging year and it is a continuation of the challenges from the year 2017. Developers are still encountering difficulty in sourcing for business or bridging finances and there is no improvement of end finance due to the ongoing tight BNM's lending policy. Besides that, the challenging international world economy especially the volatile commodity price and Sino-American trade war and stagnant domestic economy also effect the real estate market.

In 2018 property market scene, we still see continuity of increment of overhang property in Malaysia especially in Selangor, Penang and Johor. However, in Sabah there is stagnant in growth of overhang property due to the decrease of new launches, and Sabah only constitutes 2% of the total national overhang value.

However real estate sector is the biggest beneficiary to the national budget 2018. The federal government had approved the stamp duty waiver for any sales which are transacted during Home Ownership Campaign 2. It also give partial waiver to the stamp duty waiver to property transacted from 1/1/2019 -31/12/2020. With the above new measures, and stabilisation of the World economy and also the improvement of domestic market, we would expect the real estate market to recover in the coming Q4 of 2019.

In the past one year, SHARED A realised that one of the factors which affect the property market is the poor credit rating of the buyers. Therefore SHARED A had engaged a boutique finance adviser to explore the feasibility of establishing a RENT TO OWN (RTO) special purpose vehicle (SPV) company. Subsequently, a Memorandum of Understanding (MOU) was signed during the opening ceremony of 2018 PROPEX.

Furthermore, in 2018, SHARED A also celebrated our 40th anniversary with a celebration of our grand SHARED A NITE that was held with an excellent turnout. Besides that, an innovative PROPEX was held on 19/10/18 in the Sabah Trade Centre.

The year 2018 was also an important year, as SHARED A has taken other initiatives and alternatives measures to further strengthen the industry and also the association.

As a captain of this industry, we took time to have organise extensive dialogues with government officials, and to continue to take dynamic and resilient efforts to help improve the Government's policies. The results were encouraging in many areas, particularly on the submission of a more transparent calculation for Jabatan Air Capital Contribution Calculation (CCC), the completion of the study for DBKK Dealing Construction Permit Taskforce, which rewarded DBKK to earn a high reputation in WORLD BANK's ranking on Doing Business Index.

In conclusion, the year 2018 was therefore challenging and yet a fruitful year. We consolidated our positive results and assessed our current situation. We anticipate that 2019 would be another challenging year for this industry. Hence, we expect greater efforts and higher endurance level are required for this year, and we hope more SHARED A members can lend a hand to overcome challenges and to lead the betterment of the industry.



Mr Chew Sang Hai
SHARED A PRESIDENT 2017 – 2019

Editor's Notes



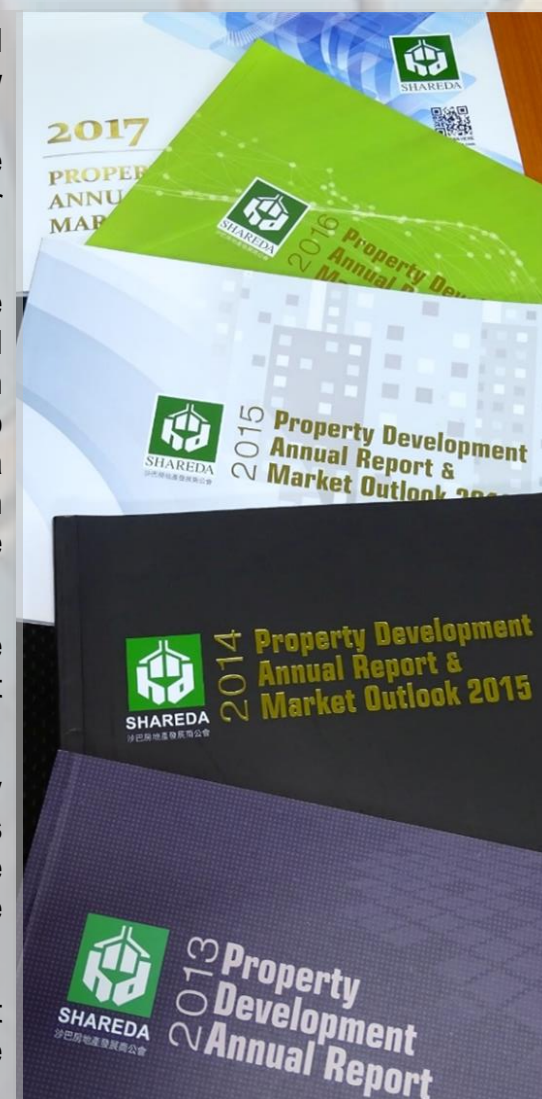
2018 is a year of variable. Whilst countries were wrestling in the world stage politically and economically; Malaysia has seen a new government led by Pakatan Harapan (PH) after 61 years reign by BN. In Asia property market, Hong Kong and China house prices decline ending its peak; Malaysia focused on providing basic need of shelter with affordable housing and crowdfunding to finance property purchase.

Home Ownership Campaign (HOC) is a good effort to promote home ownership for all buyers, especially the first time home buyers and B40 (bottom 40%) income group with exemption period between 1 January 2019 to 30 June 2019. There will be huge savings on stamp duty and 10% discount from the participating developers. It is seen as a rescue measure to the claiming unprecedented glut in housing in particular for West Malaysia counterparts as Sabah has no major issue of huge supply overhang.

The 5% Real Property Gain Tax (RPGT) announced in the Malaysia Budget 2019 will dampen further the sluggish property market as it did not have any expiry year.

Sabah has seen increase in tourists that has changed the property landscape. This new economic restructuring and market reforms was assisted by the digital revolution. Hotels and serviced suites are emerged as the important prototype for investment purpose among the buyers.

SHARED A will continue dialogue and work with the new government and industry stakeholders in the coming years to contribute valuable advices relating to the industry.



Outlook for 2019 is a very difficult year to forecast due to changes and adjustments of policies by the new Pakatan Harapan (PH) government. These changes have disrupted the timeline for mega projects implementation irrespective the decisions were made aptly for debt reduction purpose by the government. Across the board, business owners are tightening up the spending or expansion of business activities with an attitude to wait and see of the transformation of economic situation.

Malaysian Budget 2019 proposals aimed at increasing taxes for property transactions especially on 5% Real Property Gains Tax (RPGT) will further slowdown the already sluggish market. Investors and property owners are largely slammed with the 5% tax as it did not have any expiry year. All potential buyers will now have to take into account the 5% tax as part of the purchasing cost.

The oversupply of properties mainly on shopping centres and high-end condominiums was confined to few areas in West Malaysia but in general, there is no high supply particularly for Sabah as a whole. This could be due to large volume of high density projects having been approved in some parts of Malaysia in the past few years. On the contrary, Sabah developers are very cautious about market conditions due to limited population. Sabah projects are abided by controlled density policy whereby provision of large setback is required and hence the proposed density of development is reduced. Profit wise is not lucrative as it is capped at 30% profit under the policy by the Housing Controller.

With the recent Home Ownership Campaign (HOC) from 1 January 2019 to 30 June 2019 jointly organised by government and REHDA, SHARED A and SHEDA at national level and National Affordable Housing Policy implemented recently aimed at providing potential house owners access at affordable prices, house buyers would now have the opportunity to seize the property at competitive price.

Both Government and Developers are working together to provide huge savings from Stamp Duty exemption to minimum 10% discount, respectively, to address the overhang of housing stock in the country.

Low-medium cost properties will still be in demand but the potential buyers will face financing problems under the present lending policy. Medium-cost properties will probably do better in Kota Kinabalu area due to the financial standing of the buyers. Sabah has never short of lower priced range housing, but most of the buyers could not get loans due to low salary level and other forms of spending. It is prudent to expect some new guidelines on end financing will be introduced in 2019.

Tourism in Sabah in 2019 will continue to do well due to increase connectivity of air flights among Asian countries like China and Korea. Lately, Serviced apartments and suites and hotels have taken over the scene of newly launch projects in Kota Kinabalu. SHARED A is looking forward to the new formation of By-Laws on *Short-Let Stay* to be formulated by DBKK and *strata management by-law* by the State Government to govern the issues of business licensing for the operators and safety for the guests as well as strata living in harmony under joint committee of Management Corporation.

Generally, in the whole of 2019, it is expected some foreign investments and announcements of major contracts and major projects to take place due to more political stability. Public would expect further announcements on the implementation of some of the Budget 2019 proposals such as P2P, Rent-To-Own, etc. Towards the end of 2019, the investment and potential property market will be clearer as most of the new measures would have been announced and implemented.



By Ar. Ronnie Ang Guo Wei
SHARED A SECRETARY-GENERAL 2017 - 2019

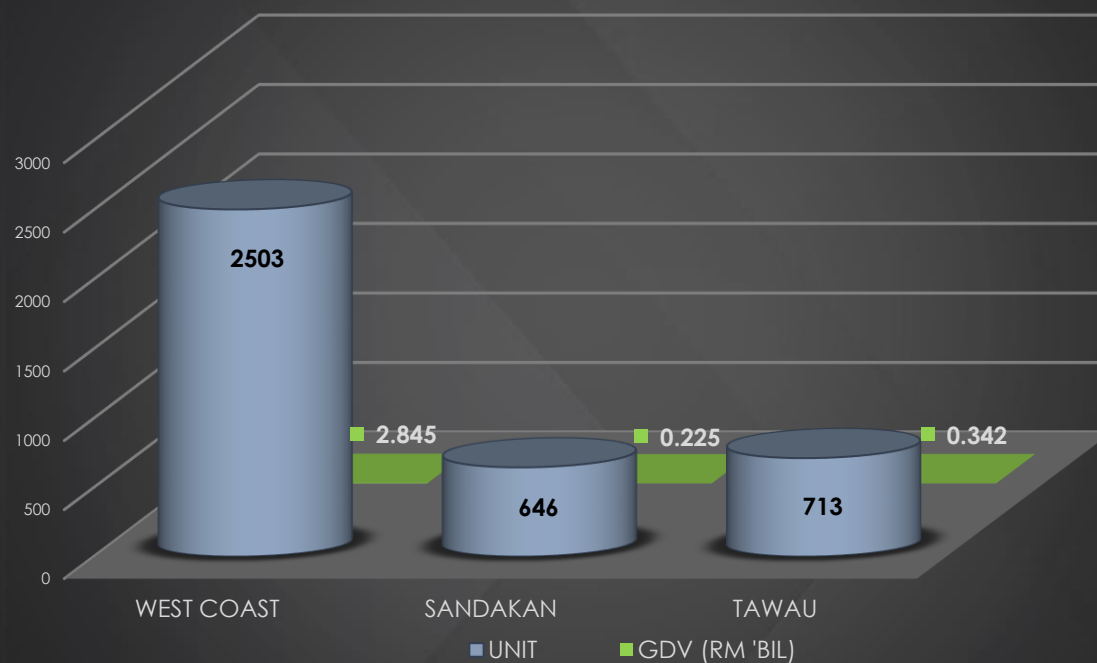
Distribution Of Property Developments In Sabah For The Year 2018

NO	DIVISION	CONDOMINIUM & APARTMENTS		LANDED RESIDENTIAL		COMMERCIAL		INDUSTRIAL		TOTAL UNITS AND GDV	
		UNITS	GDV (RM'BIL)	UNITS	GDV (RM'BIL)	UNITS	GDV (RM'BIL)	UNITS	GDV (RM'BIL)	UNITS	GDV (RM'BIL)
1	WEST COAST	1,356	2.066	737	0.466	362	0.246	48	0.067	2,503	2.8450
2	SANDAKAN	564	0.151	82	0.074	0	0	0	0	646	0.2250
3	TAWAU	0	0	497	0.198	216	0.144	0	0	713	0.3420
TOTAL		1,920	2.217	1,316	0.738	578	0.390	48	0.067	3,862	3.4120

Table 1

West Coast commands the total distribution of property developments in Sabah, garnering RM 2.845 B and total units of 2,503 followed by Sandakan at RM 225 M respectively while Tawau Division with GDV of RM 342 M.

DISTRIBUTION OF PROPERTY DEVELOPMENTS IN SABAH FOR THE YEAR 2018



Gross Development Property Value And Units Comparison Between 2017 And 2018

NO	VARIOUS TYPES OF PROPERTIES LAUNCHED IN YEAR 2017			VARIOUS TYPES OF PROPERTIES LAUNCHED IN YEAR 2018			PERCENTAGE (±) GDV
	DEVELOPMENTS	UNITS	GDV (RM'Bil)	DEVELOPMENTS	UNITS	GDV (RM'Bil)	
1	CONDOS & APARTMENTS	1,304	0.654	CONDOS & APARTMENTS	1,920	2.217	100%
2	LANDED RESIDENTIAL	684	0.347	LANDED RESIDENTIAL	1,316	0.738	100%
3	COMMERCIAL	245	0.310	COMMERCIAL	578	0.390	26%
4	INDUSTRIAL	27	0.045	INDUSTRIAL	48	0.067	49%
5	MIXED DEVELOPMENT	294	0.177	MIXED DEVELOPMENT	0	0	-100%
TOTAL UNITS AND GDV		2,554	1.533	TOTAL UNITS AND GDV	3,862	3.412	+122%

Overall, there is a significant increase in all types of properties except for mixed developments, as there is no projects registered for the year 2018.

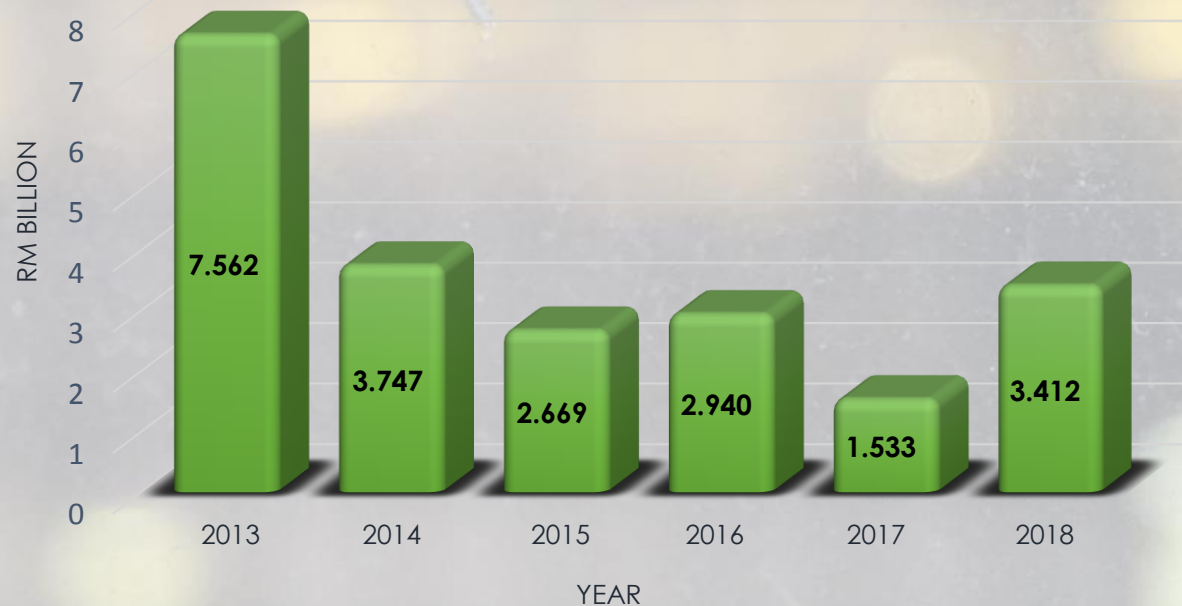
Table 2

Condominium and Apartment sector in Sabah registered a GDV of RM 2.219 B compare to 2017 with RM 654 M.

Landed residential sector recorded a much higher number of units at 1,316 with RM 736 M compare to year 2017 at 684 units at RM 347 M.

Commercial sector registered a 26% increase of GDV at RM 390 M while industrial sector recorded at RM 67 M as compared to 2017 at RM 45 M.

TOTAL GDV FROM YEAR 2013 - 2018



“

In 2018 the launching value of new property projects has reached its third highest record levels of RM 3.4 Billion and had the following unique market trend due to GE14

1. Before 9/5/18, the launching value is RM 0.966 B due to Wait & See attitude
2. After 9/5/18, the launching value is RM 2.45 B and is almost 3 time the above-mentioned value and this may be due to higher confidence towards the formation of new Government.

”

Mr Chew Sang Hai
SHARADA PRESIDENT 2017 - 2019

3.1 WEST COAST DIVISION

Property Development Report 2018

INCREASE AND DECREASE OF GDV IN THE WEST COAST DIVISION

NO	VARIOUS TYPES OF PROPERTIES LAUNCHED IN YEAR 2017			VARIOUS TYPES OF PROPERTIES LAUNCHED IN YEAR 2018			PERCENTAGE (±) GDV
	DEVELOPMENTS	UNITS	GDV (RM'BIL)	DEVELOPMENTS	UNITS	GDV (RM'BIL)	
1	CONDOS & APARTMENTS	1,070	0.622	CONDOS & APARTMENTS	1,356	2.066	+232%
2	LANDED RESIDENTIAL	564	0.278	LANDED RESIDENTIAL	737	0.466	+67%
3	COMMERCIAL	233	0.300	COMMERCIAL	362	0.246	-18%
4	INDUSTRIAL	27	0.045	INDUSTRIAL	48	0.067	+48%
5	MIXED DEVELOPMENTS	294	0.177	MIXED DEVELOPMENTS	0	0	+100%
TOTAL UNITS AND GDV		2,188	1.422	TOTAL UNITS AND GDV	2,503	2.845	+100%

Table 3 West Coast division shows an increase on overall performance, with RM 2.845 B with 2,503 total units compared to year 2017 with RM 1.422 B with 2,188 units.

WEST COAST DIVISION - CONDOMINIUMS AND APARTMENTS

NO	DEVELOPMENT	LOCATION	NO OF STOREYS	PROPERTY TYPE	UNITS	BUA (SF)	PRICE (RM)	RM (PSF)	EST. GDV RM'BIL	DATE LAUNCHED
1	BUKIT BANTAYAN RESIDENCES DILENIA TOWER	INANAM	27	CONDO	320	904 - 1,100	469,110 to 730,800	590	0.192	Mar-18
2	GREENFIELD RESIDENCE PHASE 2 - BLOCK D & E	MENGKATAL	7	CONDO	168	866 - 1,084	354,000 to 452,000	866 - 1,084	0.067	Jan-18
3	KINGFISHER PUTATAN PHASE 2 - BLOCK B	PUTATAN		CONDO	120	1,009 - 1,065	492,600 to 519,000	RM 431	0.061	21-Apr-18
4	KINGFISHER PUTATAN PHASE 2 - BLOCK C & D				288				0.146	Nov-18
5	CORAL BAY @ SUTERA	KOTA KINABALU	12	CONDO	460	2,500 - 3,500	3M TO 4M	1,350	1.600	Oct-18
TOTAL UNITS					1,356	TOTAL GDV		2.066		

Table 4





K AVENUE SODOMON TOWER B



WEST COAST DIVISION - LANDED RESIDENTIAL										
NO	DEVELOPMENT	LOCATION	NO OF STOREYS	PROPERTY TYPE	UNITS	BUA (SF)	PRICE (RM)	RM (PSF)	EST. GDV RM/BIL	DATE LAUNCHED
1	TAMAN ORCHID 2	TUARAN		SINGLE STOREY	42	1,586 - 2,367	361,000 to 468,540	262	0.018	2018
2	TAMAN VILLA KASHIM	SIPITANG	1	SINGLE STOREY	175	986	253,888 to 460,000	257 to 466	0.060	Mar-18
3	TAMAN TROPIKA RIA	TAMBALANG, TUARAN		DOUBLE STOREY	62	1,285	312,000 ONWARDS	243	0.020	Nov-18
4	TAMAN VILLA NALLUYAN	TENOM	1	TERRACE	58	1,209 to 1,225	318,500 to 358,800	263 to 292	0.020	23-Apr-18
5	JAYAMAS 118 PHASE 1	PAPAR	2	TERRACE	41	1,688 - 1,848	505,880 to 688,880	315	0.025	16-Nov-18
6	ANGCO INDUSTRIAL PARK	INANAM LAUT		TRIPLE STOREY	14	5,100 - 5,800	3,040,000 to 3,520,000	643	0.045	Oct-18
				TRIPLE STOREY SEMI D	26	5,040	3,594,000 to 4,289,600	782	0.102	
				DETACHED	1	5,730	5,373,000	938	0.005	
7	K AVENUE SODOMON TOWER B	PENAMPANG	21	RESIDENTIAL	226	283 - 1,298	190,000 to 932,000	550	0.126	10-Nov-18
8	TAMAN FLAMINGO PHASE 3A & 3B	MENGGATAL	2	DOUBLE STOREY	24	1,504 - 1,592	523,450 to 612,750	378	0.014	Sep-18
9	TAMAN CASA INDAH	TAMBALANG, TUARAN	2	TOWNHOUSE	32	1,278	541,000 to 750,000	505	0.020	04-Aug-18
10	TAMAN EMAS RIA	TAMBALANG, TUARAN	2	DOUBLE STOREY	36	1,285	312,000 ONWARDS	243	0.011	Nov-18
Table 5					TOTAL UNITS	737		TOTAL GDV	0.466	

WEST COAST DIVISION - COMMERCIAL										
NO	DEVELOPMENT	LOCATION	NO OF STOREYS	PROPERTY TYPE	UNITS	BUA (SF)	PRICE (RM)	RM (PSF)	EST. GDV RM/BIL	DATE LAUNCHED
1	ARU SUITES	TANJUNG ARU	8	SOHO	127	862	480,000 to 1.06M	862	0.101	Jan-18
2	K AVENUE SODOMON TOWER A	PENAMPANG	21	COMMERCIAL	188	283 - 1,298	190,000 to 932,000	550	0.105	10-Nov-18
3	BANDAR PUTRA PHASE 3A	MENGGATAL		SHOP OFFICE	47	2,000 - 2,300	800,000 to 920,000	400	0.040	Apr-18
Table 6					TOTAL UNITS	362		TOTAL GDV	0.246	



WEST COAST DIVISION - INDUSTRIAL										
NO	DEVELOPMENT	LOCATION	NO OF STOREYS	PROPERTY TYPE	UNITS	BUA (SF)	PRICE (RM)	RM (PSF)	EST. GDV RM/BIL	DATE LAUNCHED
1	ANGCO INDUSTRIAL PARK	INANAM LAUT		FACTORY & WAREHOUSE	48	4,000 - 4,660	1,188,000 to 1,688,000	340	0.067	Oct-18
Table 7					TOTAL UNITS	48		TOTAL GDV	0.067	

3.2 SANDAKAN DIVISION

Property Development Report 2018

INCREASE AND DECREASE OF GDV IN SANDAKAN

NO	VARIOUS TYPES OF PROPERTIES LAUNCHED IN YEAR 2017			VARIOUS TYPES OF PROPERTIES LAUNCHED IN YEAR 2018			PERCENTAGE (±) GDV
	DEVELOPMENTS	UNITS	GDV (RM'BIL)	DEVELOPMENTS	UNITS	GDV (RM'BIL)	
1	CONDOS & APARTMENTS	0	0	CONDOS & APARTMENTS	564	0.151	+100%
2	LANDED RESIDENTIAL	68	0.024	LANDED RESIDENTIAL	82	0.074	+100%
TOTAL UNITS AND GDV		68	0.024	TOTAL UNITS AND GDV	646	0.225	+100%

Sandakan Division recorded RM 151 M from condominium and apartments sector while landed residential sector recorded RM 74 M, a slight increase of projects from last year which only recorded RM 24 M on landed residential sector only.

Table 8



SANDAKAN DIVISION - CONDOMINIUMS AND APARTMENTS										
NO	DEVELOPMENT	LOCATION	NO OF STOREYS	PROPERTY TYPE	UNITS	BUA (SF)	PRICE (RM)	RM (PSF)	EST. GDV RM'BIL	DATE LAUNCHED
1	KINGFISHER SANDAKAN BLOCK A1	MILE 1.5, ASTANA HEIGHTS	4	CONDO CORNER	17	751 - 1,229	479,000	350	0.008	07-Apr-18
2				CONDO INTERMEDIATE	136		288,000		0.039	
4				CONDO INTERMEDIATE CORNER	51		364,000		0.018	
5	VILLA PERMAI JAYA PHASE 6 BLOCK M BLOCK N BLOCK O	SANDAKAN		APARTMENT	64 56 48	899 - 941	182,400 to 238,000	252.92	0.035	07-Apr-18
6	TAMAN SURIA APARTMENT PHASE 2	MILE 6, SANDAKAN	8	APARTMENT	192	1,018	268,080	290	0.051	21-Jul-18
Table 9					TOTAL UNITS	564		TOTAL GDV	0.151	



SANDAKAN DIVISION - LANDED RESIDENTIAL										
NO	DEVELOPMENT	LOCATION	NO OF STOREYS	PROPERTY TYPE	UNITS	BUA (SF)	PRICE RM)	RM (PSF)	EST. GDV RM'BIL	DATE LAUNCHED
1	TAMAN UTAMA PARK RESIDENCE PHASE 1A	SANDAKAN	2	DOUBLE STOREY TERRACE	26	3,290	1,744,800	530	0.045	Aug-18
2	RIMBAYU INDAH PHASE 1C	SANDAKAN		TERRACE INTERMEDIATE	44	1,725	465,500	270	0.021	Oct-18
3				TERRACE INTERMEDIATE CORNER	8	2,065	628,900	305	0.005	
4				TERRACE CORNER	4	2,065	679,250	329	0.003	
Table 10				TOTAL UNITS	82			TOTAL GDV	0.074	

INCREASE AND DECREASE OF GDV IN TAWAU							
NO	VARIOUS TYPES OF PROPERTIES LAUNCHED IN YEAR 2017			VARIOUS TYPES OF PROPERTIES LAUNCHED IN YEAR 2018			PERCENTAGE (±) GDV
	DEVELOPMENTS	UNITS	GDV (RM'BIL)	DEVELOPMENTS	UNITS	GDV (RM'BIL)	
1	LANDED RESIDENTIAL	286	0.077	LANDED RESIDENTIAL	497	0.198	+100%
2	COMMERCIAL	0	0	COMMERCIAL	216	0.144	+100%
TOTAL UNITS AND GDV		286	0.077	TOTAL UNITS AND GDV	713	0.342	+100%

Table 11

A total of RM 144 M with 216 units recorded for commercial sector, while landed residential sector garnered RM 198 M with 497 units, as compared to year 2017 with RM 77 M for landed residential only.



TAWAU DIVISION - LANDED RESIDENTIAL										
NO	DEVELOPMENT	LOCATION	NO OF STOREYS	PROPERTY TYPE	UNITS	BUA (SF)	PRICE (RM)	RM (PSF)	EST. GDV RM'BIL	DATE LAUNCHED
1	MEDAN INDANI PHASE 3 & 4	SEMPORNA		SINGLE STOREY TERRACE	42	1,511 - 1,873	283,000 to 442,000	240	0.014	08-Aug-18
2	BANDAR SRI INDAH PHASE 5H	TAWAU		DOUBLE STOREY TERRACE	392	1,576 - 1,705	319,000 to 693,600	239	0.152	21-Apr-18
3	D'BAYAN FRUITS GARDEN PHASE 2	TAWAU		SINGLE STOREY HOUSE	63	1,200	368,000 to 694,000	307	0.032	13-Jan-18
Table 12				TOTAL UNITS	497			TOTAL GDV	0.198	

Table 12

TAWAU DIVISION – COMMERCIAL										
NO	DEVELOPMENT	LOCATION	NO OF STOREYS	PROPERTY TYPE	UNITS	BUA (SF)	PRICE (RM)	RM (PSF)	EST. GDV RM'BIL	DATE LAUNCHED
1	MEDAN INDANI PHASE 1	SEMPORNA		SHOP OFFICE	18	2,610 - 2,167	520,000 to 570,000	209	0.010	08-Aug-18
2	MARKET PLACE @ DESA TONG TALUN PHASE 3	SEMPORNA	2	SHOP OFFICE	22	1,200	750,000 to 850,000	680	0.010	24-Sep-18
3	T2 @ APAS PHASE 1 - BLOCK A	JALAN APAS		SHOP OFFICE	112	4,541 - 5,417	2,651,000 to 3,140,000	583	0.124	Jan-18
	PHASE 2 - BLOCK B	JALAN APAS			64					
Table 13				TOTAL UNITS	216			TOTAL GDV	0.144	

Table 13



ALTERNATIVE HOUSING LOAN SCHEMES

1 SHARED A R-T-O Scheme

- ❑ SHARED A had signed MOU with NEWPARADIGM CAPITAL MARKETS SDN BHD for three (3) years (2018 - 2020).
- ❑ Establish Rent-To-Own financing programme via dedicated *Sukuk* financing programme.
- ❑ *Sukuk* financing offers cheapest cost of funds which translate into lowest fixed rental for the Eligible House Buyer.
- ❑ Affordability : Rental cheaper than mortgage repayments at least by RM250 / RM300 per month.
- ❑ Financial institution can lend on a higher loan-to-value ratio at the end of year 5 making approvals for mortgage loan easier.

Visit: <http://www.newparadigm.com.my>



2. RESIDENTIAL REIT (RENTAL HOUSING FOR B40 BY REHDA / MRMA)

- ❑ Residential Real Estate Investment Trust (REIT) is initiated by Real Estate And Housing Developers' Association (REHDA) to provide public rental housing for the Bottom 40 (B40) income group as an alternative solution to home ownership. The REIT will be handled by REHDA and Malaysian REIT Managers Association (MRMA).
- ❑ REHDA Institute (RI), the association's research arm is in the process of formalising the proposal with the assistance of investment banks and accountants. Once ready will be submitted to the two (2) ministries i.e. housing and local government and finance, before going to the Securities Commission Malaysia.
- ❑ Under the proposed REIT scheme, the government can provide land for social or public rental housing in suitable locations in urban centres, and the REIT undertakes the project at its own cost. REIT will also be given the right to rental returns from the development for 30 years at prefixed rental rates.

Visit: <http://rehda.com>



By Mr. Chew Sang Hai
SHARED A PRESIDENT 2017 – 2019



3. MBB R-T-O HouzKEY

- ❑ An alternative method of home financing by way of a lease agreement based on the Islamic concept of *Ijarah* or lease that includes an option to purchase (via cash or mortgage) after servicing 12 months rental.
- ❑ The eligible applicant must have a household income of at least RM5,000 per month and committed to a minimum rental tenure of 5 years.
- ❑ Government will grant homebuyers a 100% stamp duty exemption on Sale And Purchase Agreement.

Visit: <https://www.maybank2own.com/portal/>

#HouzKEY
— HOMEOWNERSHIP. REDEFINED.

4. FUNDMYHOME

- ❑ Developed by EdgeProp Sdn Bhd, it is a digital platform that brings together first-time homebuyers and institutional investors in a mutually-supportive relationship.
- ❑ Homebuyers pay **20%** of the purchase price of own and occupy a home. The rest of the **80%** is raised from institutions.
- ❑ The process is fast, simple and transparent. At the end of five (5) years, homebuyers can choose to sell, buy the remaining portion they do not yet own or refinancing the home, sharing the returns from any changes in the value of the home with investors.
- ❑ Potential homebuyers earning **RM4,000 to RM5,000** a month and who are now renting or living with family.
- ❑ FundMyHome is offering about 1,000 units of homes priced up to RM500,000 provided by nine (9) established developers, namely Eco World Development Group Bhd, IJM Land Bhd, IOI Properties Group Bhd, Mah Sing Group Bhd, Selangor State Development Corp (PKNS), PNB Development Sdn Bhd, Sunway Bhd, Trinity Group Sdn Bhd and UEM Sunrise Bhd.

Visit: <https://www.fundmyhome.com>



COMPARISON OF THE HOUSING ALTERNATIVE LOAN SCHEMES

Alternative Housing Loan Schemes

HOUSING LOAN SCHEMES	BACKGROUND	CAPITAL	DOWN PAYMENT	RENTAL	FUTURE VALUE	REMARKS & CHALLENGES
SHARED A RENT-TO-OWN (RTO) SCHEME	Establish Rent-To-Own financing programme via dedicated Sukuk financing programme.	Bond Market	Low Down Payment: <ul style="list-style-type: none"> • 6 Months Deposit • 1 Month Advance 	4.5% of the Bond Yield or Rental at Market Price whichever is higher	Fixed	Perfect Scheme, but need Investors or Initiators due to Low Return
MBB RENT-TO-OWN (HouzKEY Islamic)	An alternative method of home financing by way of a Lease Agreement based on the Islamic Concept of Ijarah (lease) that includes an option to purchase (via cash or mortgage) after servicing 12 months rental.	Loan Market	Low Down Payment: <ul style="list-style-type: none"> • 6 Months Deposit • 1 Month Advance 	Monthly Loan Repayment & Interest depends on House Loan. (HouzKEY allows the renter/buyer to rent a home for 12 months and after that, has the option to purchase the home anytime at the pre-agreed price.)	Fixed	Good Scheme only for Public Listed Company In Klang Valley. Low approval rate due to bank's conservative approach.
FUNDMYHOME	FundMyHome is developed by EdgeProp Sdn Bhd. It brings together First-Time Homebuyers and institutions in a mutually supportive relationship. The FundMyHome Scheme allows institutions (Maybank and CIMB) to contribute to society by assisting Malaysians to own a home.	Crowdfunding	20% of the Sales Price	Free Rental. In year 5, stay or sell: Refinance or sell the home. Contributors get a share of capital gains when you sell.	Variable	High Return for Crowdfund Holder at High Credit Risk. Housebuyer needs to pay out high Down Payment and Deposit and did not enjoy much of the fruit of appreciation
REIT (Residential Real Estate Investment Trust)	REIT is initiated by REHDA Institute to provide public rental housing for the bottom 40 (B40)'s income group as an alternative solution to home ownership. REHDA and Malaysian REIT Managers Association (MRMA) will handle the formalisation of REIT.	IPO / Public Equity	Low Down Payment: <ul style="list-style-type: none"> • 6 Months Deposit • 1 Month Advance 	The government can provide land for social or public rental housing in suitable locations in urban centres and REIT undertakes the project at its own cost. The REIT will also be given the right to rental returns from the development for 30 years at prefixed rental rates.	Not Applicable	Only caters for rental market.

Recently, The Affordable Housing Policy (NAHP) under the new government of Pakatan Harapan has unveiled the most celebrated news to allow potential buyers access at affordable prices with guidelines to control market prices and builders prices.

The task force under National Affordable Housing Council (NAHC) of Federal government in conjunction with the Ministry of Local Government and Housing (KPKT) aimed at supplying one million affordable homes in 10 years. The government intends to create an integrated housing data system which will allow and assist developers to gauge and understand the housing property market better. This policy is meant to improve the wellbeing of the people while providing quality affordable houses to the *rakyat*, especially the B40 (bottom 40%) income group.

The government is expected to put a cap on affordable homes at RM 300,000 for units with a minimum of 900 sq. ft. to provide more opportunities for the B40 group to own properties and enjoy a better living.



The policy would outline a price guide for affordable houses at different locations based on the medium income of the population and data gathered by Bank Negara Malaysia.

Notably the government will host a mega home sales expo "Home Ownership Campaign" in March to address the issue of property overhang of over some 30,000 houses nationwide. The developers are ready to give discounts of at least 10% to potential buyers.

However, the challenges remain ahead despite the efforts have been put up by the government. The inherent problems faced by Sabah Developers are far more than just a price issue. There are salient issues to be resolved urgently before the developers can collaborate with the government call for supplying more affordable housing. Some major points are summarised briefly herewith:

1) Income Level

It is crucial for the government to bring in investment for economic transformation to create job opportunities and raise the salary income level. *Sabahans* in general have lower incomes due to low salary scale and less jobs available compare with the rest of the counterparts. Sadly, the living cost is amongst the top in Malaysia.

2) Poor Infrastructure

Under development infrastructure in Sabah has caused unbalance of land cost. Vast area of land if equipped with all the infrastructures like road, water and power etc. It will bring down the land cost that unlocks land opportunities for more development. With more competition, it will help to reduce the house price.



“

*Major points are summarized
briefly herewith:*

1. Income Level
2. Poor Infrastructure
3. Compliance Cost
4. Gross Development Profit
5. Building Materials Costs

”

By Datuk Quek Siew Hau
SHARED A COUNCIL MEMBER 2017 – 2019

3) Compliance Cost

Sabah has slow approval process for Development Plan due to unnecessary red tapes. It will be good if the role of Central Board is redefined to its original intention merely focusing in density and land use zoning issues instead of double handling the technical issues of the local authorities. Furthermore, the outdated practice in issuance of land titles has caused profit money retained by the Housing Controller that has caused financial hardship to some developers to move on.

4) Gross Development Profit

Only Sabah and Melaka are the 2 States that are capped at 30% profit; controlled by the Housing Controller during application of Advertising Permit and Developer's Licence. Study has shown with the interest of around 7% for bridging loan repayment to bank, 30% profit if divided by 5 years from the land purchase to plan approval and completion of project. Basically, there is nothing much left for the developers if borrowing is high. It is prudent for the Ministry to review its policy and let it be determined by the free market condition.

5) Building Materials Costs

It is a perennial issues that have affected the housing price due to higher construction experienced by the Sabah Developers. Many materials like tiles, bathroom fittings, roofing etc are shipped from West Malaysia due to none manufacturers in Sabah. Also, cement is supplied and controlled by one company which will not give rise to a competitive pricing

Hence, Sabah developers are required to work extra hard to keep its business survival in view of the challenges above. Surveys have proved that affordable housing have been promoted and launched regularly in the past by company like Wah Mie Group in Sandakan, Hap Seng Land in Sabah East coast and KK areas and W group in KK areas.

The overhang property in Sabah is insignificant due to its cautious market environment. The affordable houses are still largely available in the market for sale. The key task is how Sabah government would attract investment to spur business activities and help to generate more income for the people to achieve a better living.

In recent years, the real estate industry has never been so challenging and competitive.

Innovation is always the key to keep us staying ahead in the highly competitive industry. If needs to embrace new technology in our business and be seen as associated with innovation, as such we often need new suitable high tech marketing tools to gain competitive advantages.

In our last year's edition of SHARED Annual Report 2018 covered the topic of Virtual Reality (VR), Augmented Reality (AR), Hologram etc., which can provide immersive experience of our project to our clients.



This year, we would like to introduce other new marketing tools: **Large Touchscreen Display with Interactive Real-time 3D Application for Real Estate Property**. It combines multi-points touchscreen display technology with interactive 3D Real Estate application.

Our modern world is moving gradually from static to dynamic and now beyond into interactive. Consumers can now access information in new touchscreen interactive way through modern devices.

Touchscreen technology itself is nothing new, nowadays everyone is so used to the touchscreen features of our handphone and tablet in our daily life since a decade ago, obviously it is a more direct way and ease of using compare to the traditional old time keypad and mouse control.



Large Touchscreen Display with Interactive Real-time 3D Application for Real Estate Property

However, incorporated touchscreen with real-time 3D application is something new in recent years, as real-time 3D rendering requires powerful processor hardware which is not available in the past.

Now, there are more and more new powerful handphone and tablet which come with powerful processor and more RAM, touchscreen monitor and large size touchscreen LED display for computer, interactive projector are now available in the market.

There are software developers with innovative solutions that can help to transform our project presentation by creating impressive creative interactive 3D application which will bring our project into live; it will let our clients fully explore our project and offer many things in a new way like never before.

In an increasingly digital world, other than mobile handphone and tablet, utilising this latest multi-touch technology can be wall mounted large screen size LED display, or can be setup as a touchscreen kiosk in sales gallery, seminars or Property Expo.

An example of the application is by simply touch of the interactive icons on the screen to present a 3D building placed in a 3D environment aerial view of the project, users can spin the 360 degree view around the building in real time, allowing users to see from different perspectives by just dragging the screen around.

The interactive application can include filters to help the user to find a suitable property according to its location, pricing, size, orientation and availability.

Interest point hotspot icons can be placed surrounding the project, relevant information will be displayed or linked when the icon is pressed, such as schools, clinics, restaurants and shopping mall nearby.

By tapping each floor of the building, will pop up showing the floor plan information or real-time realistic 3D walk-through which will take us where we want to go in the virtual tour in first person navigation.

With the creativity of the application designer, the users or our clients can be placed in control to explore and experience further with the interactive touch solution. Our client can choose their own preferred designs or finishes or upgrades on before and after effects for the facades, fixtures, etc. and extracts of 3D virtual realistic living room, bathrooms and kitchens and the locations in Google Street View can be visualised.

This is how amazing our project can be previewed in the real-time 3D environment with the new technology of interactive touchscreen display with 3D application that the traditional static high quality images and video may not be sufficient to excite and persuade the potential buyer/investor.

Demonstration to our prospects to let them visualise their new home in an interactive way will help to create their confidence and proceed with their purchase decision.



7.0

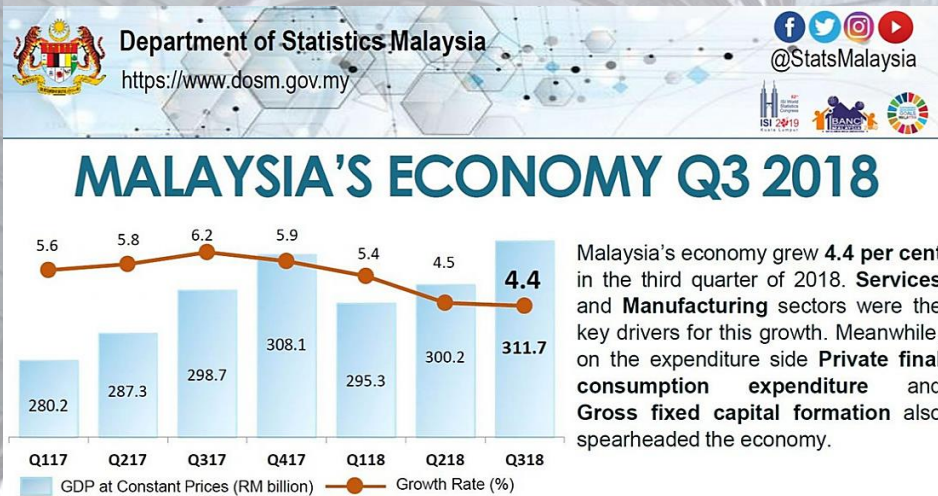
WHY INVEST IN MALAYSIAN REAL ESTATE?

Z E R I N
P R O P E R T I E S

STABLE ECONOMY

Malaysia have a robust and stable economy, in dynamic growth Asia. FocusEconomics Consensus Forecast panelists expect the economy to grow 4.7% in 2019, and 4.4% in 2020.

Overview On Economy Growth:



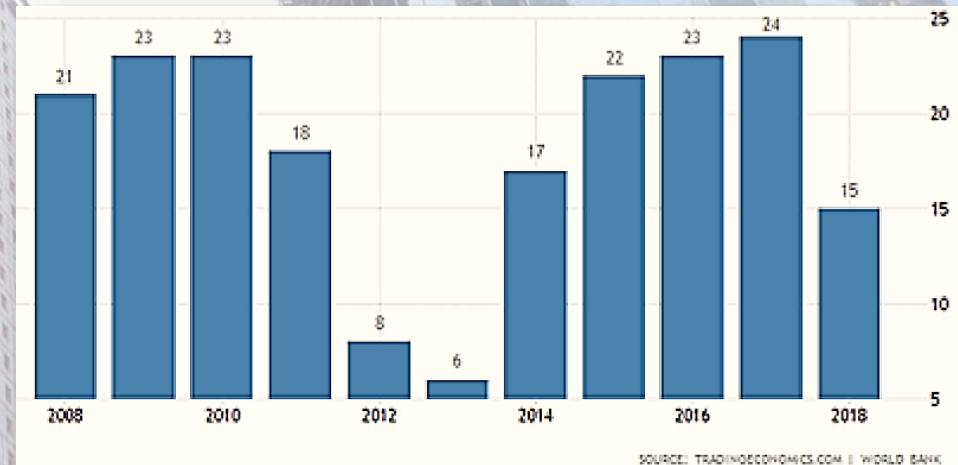
GDP BY ECONOMIC ACTIVITY

ECONOMIC ACTIVITY	SHARE	GROWTH RATE	
Services	56.0%	Q318: 7.2% Q218: 6.5%	Fuelled by Wholesale & retail trade, Information & communication and Finance & insurance
Manufacturing	23.0%	Q318: 5.0% Q218: 4.9%	Contributed by E&E, Petroleum, chemical, rubber & plastic and Transport equipment, other manufacturing & repair products
Construction	4.7%	Q318: 4.6% Q218: 4.7%	Led by Civil engineering, Specialised construction activities and Non-residential buildings
Agriculture	8.2%	Q318: -1.4% Q218: -2.5%	An improvement in all sub-sectors except for Oil palm
Mining & Quarrying	7.3%	Q318: -4.6% Q218: -2.2%	Declined in production of crude oil & condensate and natural gas

Note: Exclude Import Duties

AMONG THE EASIEST AND FRIENDLINESS IN DOING BUSINESS!

- Malaysia is ranked 15 among 190 economies in the ease of doing business, according to the latest World Bank annual ratings.
- The rank of Malaysia improved to 15 in 2018 from 24 in 2017.



POSITIVE MARKET SENTIMENT

- Stock market has rallied after the ease on trade war tension between US and China.
- Gains in global oil prices also further added to the bullish tone in the local equity market.
- As for property market, it will continue experiencing "confidence-gaining growth" as fundamentals improve under the new government.
- The exemptions and initiatives offered under Budget 2019, are expected to kick-start the property market especially residential.

DECENT RENTAL AND CAPITAL APPRECIATION

- ❑ Malaysia have a robust and stable economy in dynamic growth Asia.
- ❑ Property in the Klang Valley could fetch an average of around 3% rental return yearly and a minimum 5% capital appreciation annually, which comes up to an investment return of about 8%.

LIBERAL PROPERTY - OWNERSHIP REGULATIONS

- ❑ Foreigners are allowed to buy building land and agricultural land subject to meeting the minimum price thresholds, certain terms and conditions.
- ❑ House buyers are well protected under the law and foreigners' legal ownership of the property is registered on the land title under their own names and can be freely transferred.

RETIREMENT HAVEN

- ❑ Malaysia ranked fifth in the list of retirement havens for 2018 according to a new Retirement Index from InternationalLiving.com.
- ❑ Malaysia ranks highest for Asian destinations.

MALAYSIA IS AN EDUCATION HUB

- ❑ Malaysia is becoming a popular study destination due to the quality of education, value for money, quality of life as well as cultural and language comfort with English being widely spoken.
- ❑ International schools market sees growth in Malaysia.
- ❑ Foreign universities are also setting up branch campuses here.
- ❑ Malaysia is set to have the first ever overseas branch campus of Japanese university.

MALAYSIA HAS THE BEST HEALTHCARE SYSTEM AND IS THE TOP MEDICAL TOURISM DESTINATION

- ❑ Malaysia is among the top 5 countries with the best healthcare in the world honored by International Living.
- ❑ Malaysia has won the number one spot in the International Medical Travel Journal's award for "Health and Medical Tourism Destination of the year" in 2015 and 2016.
- ❑ As listed by Health Travel Media, publisher of Patients Beyond Borders, Malaysia ranks among the best providers of healthcare in all South-East Asia in 2018.

BIG FOREIGN INVESTORS IN TOWN

- ❑ Senibong Cove in Johor Bahru by Australian developer Walker Corporation and Forest City by Country Garden Holdings are among the big developments by foreign investors.
- ❑ China's Pacific Construction Group Limited (CPCG) had announced of investment up to RM 10 billion over ten years in Malaysia in the areas of infrastructure development, high technology machineries, knowledge transfer and education.

POSITIVE OUTLOOK MOVING FORWARD

- ❑ The outlook for Malaysia is looking positive driven by:
 - ✓ Strong economic growth.
 - ✓ Favorable policies and tax incentives.
 - ✓ Skilled local talents.
 - ✓ Environment conducive for digitalization.

GUIDE FOR INVESTORS

RESTRICTIONS ON FOREIGN OWNERSHIP OF PROPERTY

- ❑ Non-Malaysian citizens and foreign companies ("Foreign Purchasers") are allowed to buy properties in Malaysia provided that they comply with certain requirements and restrictions imposed under the NLC, the Guidelines on the Acquisition of Properties ("EPU Guidelines") issued by the Economic Planning Unit ("EPU"), and the relevant rules and regulations that may be imposed by the state authorities.

NLC REQUIREMENTS

- ❑ Under the NLC, Foreign Purchasers are not allowed to acquire any land (other than industrial land) in West Malaysia unless approval of the relevant state authority has been obtained.

EPU REQUIREMENTS

- ❑ Under the EPU Guidelines, Foreign Purchasers are NOT ALLOWED to acquire:-
 - ✓ properties valued less than RM1 Million per unit;
 - ✓ residential units under the category of low and low-medium cost as determined by the state authority;
 - ✓ properties built on Malay reserved land; and
 - ✓ properties allocated to Bumiputera interest in any property development project as determined by the state authority (NB. Bumiputera means a Malay individual or aborigine as defined in Article 160(2), Article 161A (6)(a) and Article 161A (6)(b) of the Federal Constitution of Malaysia).



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STATE AUTHORITY REQUIREMENTS AND CONSENT

- ❑ Minimum Purchase Price
- ✓ Set out below are the various minimum purchase price for properties imposed on Foreign Purchasers as of October 2018:

STATE	MINIMUM THRESHOLD FOR FOREIGN RESIDENTIAL PROPERTY PURCHASE	WITH MM2H
TERENGGANU, PAHANG, W.P. KL, PUTRAJAYA, NEGERI SEMBILAN & SABAH	RM 1 Million	RM 1 Million
SELANGOR	RM 2 Million (for Zones 1 & 2) RM 1 Million (for Zones 3)	RM 2 Million (for Zones 1 & 2) RM 1 Million (for Zones 3)
JOHOR	RM 2 Million (landed property in international zone) RM 1 Million (strata title & landed properties within non-international zones, except for Medini)	RM 1 Million
KELANTAN	RM 1 Million	RM 500,000
PERAK	RM 1 Million	RM 350,000
KEDAH	RM 600,000 (Kedah) RM 1 Million (Langkawi)	No Minimum
PERLIS	RM 500,000	RM 1 Million
SARAWAK	RM 500,000	RM 300,000
PENANG	RM 2 Million (Island) RM 1 Million (Mainland)	RM 500,000 (2 Units)
MALACCA	RM 1 Million (Landed title) RM 500,000 (Strata title)	RM 1 Million (Landed title) RM 500,000 (Strata title)

MALAYSIA MY SECOND HOME (MM2H) PROGRAMME

- ❑ Malaysia My Second Home (MM2H) Programme allowed foreigners who fulfill certain criteria, to stay in Malaysia for as long as possible on a multiple-entry social visit pass. The Social Visit Pass is initially for a period of ten (10) years, and is renewable.
- ❑ Among the benefits of MM2H:
 - ✓ Able to purchase homes with lower minimum threshold for certain states.
 - ✓ Allowed to bring children below 21 years old who are not married as dependents.
 - ✓ Foreign-sourced income or pension are not subject to tax if such income is remitted to Malaysia, since Year of Assessment (Y/A) 2004. Only Income earned within Malaysia is subject to taxation.

Will Property Prices Come Down?

FOLLOWING the abolishment of the Goods and Services Tax (GST), the Sales and Service Tax (SST) kicked off on Sept 1 promptly, but without a complete list of chargeable items, surprising many business operators and consumers. Property buyers should be relieved though, as property, including land, is not chargeable under SST.

Legal practitioner Dominic Tan, founder of PW Tan & Associates, says under the SST regime, property buyers should expect a greater tax burden for the use of professional services rendered by solicitors, architects and engineers.

Explaining the difference between the two, Tan says the GST regime carried a fixed tax rate of 6% across every stage of the supply chain. On the other hand, the SST (6% Service Tax and Sales Tax 5% and 10%) is a single-stage tax which is imposed only at production level. So, there is no overlapping of tax chargeable as the output tax will be offset against the input tax at every stage.

From a mathematical perspective, the amount of tax payable during the GST regime is generally perceived as being more burdensome on consumers.

The effect of SST on property buying

"There are still some details that need to be clarified, as the Service Tax is chargeable on the services provided based on the value of the services performed, including all charges during the transaction process, which was previously chargeable under GST and the SST before it," Tan explains.

These chargeable items include miscellaneous expenses, cost of extra work, commissions, travel or accommodation expenses, and reimbursement charges for normal copying and stationery. Prescribed services such as legal services are subjected to 6% tax.

However, consultants and industry players reckon that they will not impact construction cost and cost of owning a property, compared with under the GST regime as the chargeable rate then was also 6%.

Associated Chinese Chambers of Commerce & Industry of Malaysia (ACCCIM) head of taxation committee Koong Lin Loong notes that because properties are not subject to SST, many may think that the cost of owning a property will be reduced. But he explains that the cost of purchasing a property may not change as there are other services involved in the construction and in the transaction of a property that are not SST exempted.

The Finance Ministry has also announced a list of goods taxable under SST at end-August at a sales tax rate of 5% and 10% with a total of 5,443 consumer items exempted from the tax.

SST

Sales tax of 5% and 10% is imposed at manufacturer stage.

Service tax of 6% will be charged by businesses to consumers in service industries such as hospitality, advertising and professionals like lawyers, accountants, architects and other consultants.

All types of property purchases under SST are exempted.

Difference SST vs GST



GST

Every stage of the supply chain, from the supplier, manufacturer, retailer to consumer, was required to pay 6% GST on top of other charges.

GST for residential property purchases was exempted.

Commercial properties and land were subject to 6% on purchase price.

However, Finance Minister Lim Guan Eng said the list will be reviewed and amended by end of the year, which means the list may be longer or shorter than.

Nevertheless, as basic building materials — cement, bricks and certain steel products — are exempted items, the ministry expects housing prices to reduce.

Building Materials Distributors Association of Malaysia (BMDAM) President Bill Lee says the newly-announced list of SST chargeable items offers better clarity to consumers and distributors compared to when the government first announced the return of the SST in June.

In terms of price movement however, he sees no significant difference as the tax exemption item list is more or less the same as SST 1.0 where major building materials like sand, cement, steel products and bricks were exempted items.

“Price movements can be affected by other factors like demand and supply, profit margin, exchange rate, overhead, and others,” Lee adds.

The Master Builders Association Malaysia (MBAM) president Foo Chek Lee does not expect much impact on construction costs after the implementation of SST as industry players have become used to the previous GST system.

“The only difference is, under GST, the business operators could claim back their input tax on the business purchases and expenses, but SST is a single tax system which means there will not be any input tax,” he explains.

Despite this, he reckons because of the chargeable SST on the prescribed services, there will not be any significant reduction to the overall building cost.

This is echoed by the Real Estate and Housing Developers' Association (REHDA) President Datuk Soam Heng Choon's recent comments on the SST in an earlier report.

He had said construction is around 50% of the total cost in a project development and although major building materials are exempt from the SST, there are still other essential components such as prescribed services and products which are chargeable under the SST.

Homeowners' checklist of SST-exempted items As of Aug 25, 2018

Home fittings and furnishings

- Chipwood
- Flitches of wood
- Overlaid plywood
- Plywood
- Plywood strip panel
- Pickets and stakes of wood
- Wood baulks/hewn logs
- Wood particles
- Sawn lumbers
- Wooden sticks
- Aluminium pipe fittings
- Aluminium tubes and pipes
- Aluminium wires
- Aluminium sanitary ware



Kitchenware and fuel

- Cooking gas
- Charcoal
- Fuel wood
- Wood charcoal
- Wood charcoal of bamboo
- Wood charcoal of coconut
- Bottles or can openers
- Egg beaters
- Metal graters
- Ice-cream scoops
- Peelers
- Fish scale removers
- Straws



Construction

- Wood logs
- Wood wool
- Building blocks and bricks
- Ceramic bricks
- Alloy steel products
- Mill certificate non-alloy steel plates and wires
- Mill certificate stainless steel bars, rods, plates and wires
- Aluminous cement
- Portland cement
- Cement clinker
- Pebble stones
- Sand (quartz and silica)

Home electrical appliances

- Air humidifiers
- Clothes dryers
- Evaporative air coolers
- Fire extinguishers
- Water filter dispensers
- Water purifiers



Home DIY tools

- Hammers
- Screwdrivers
- Allen keys
- Spanners



It is understood that the construction process involves over 200 building materials and services such as glass, sanitary ware and roofing — most of which are taxable. Hence, unless more building materials are categorised as SST - exempted items, property buyers should not expect significant impact on property prices.

However, in recent news reports, Penang REHDA chairman Datuk Toh Chin Leong was quoted as saying that the prices of homes in Penang that cost RM300,000 and above would be reduced by 10% while affordable homes priced under RM300,000 would see a 6% price reduction.

He said this is in line with the government's decision to exempt certain building materials from the SST, which was previously taxable under GST.

However, we have yet to see any developer actually lowering their prices under the SST implementation. Previously, when the new government announced the zero-rated GST on property transactions back in May soon after the 14th General Election, a few developers announced price reductions of their properties.

For instance, Hillcrest Gardens Sdn Bhd had reduced the selling price of its latest development — Hillcrest Heights @ Taman Puchong Utama, by 3% right after the announcement of zero-rated GST.

Good news for tenants, commercial and industrial property investors

The comeback of the SST spells good news for some commercial space tenants who paid costly fees under the GST as rental is no longer chargeable under SST.

"In the GST era, tenants needed to pay 6% of the rental value to the property owner, if the property's annual rental exceeds RM500,000. For most office spaces in the city centre, almost all easily surpassed this threshold," says Koong, who is also the CEO of accounting and tax consultancy firm K-Konsult Group.

Hence, he opines that the SST will indirectly bring down the cost of doing business in Malaysia, making our country more attractive.



Tan from PW Tan & Associates concurs that the introduction of the SST is likely to have a positive impact on the property sector.

"Commercial and industrial property buyers will benefit the most, as there will be an immediate tax savings of 6% as no SST will be imposed under the new tax regime.

The same goes for developers who intend to acquire land bank for commercial or industrial development – the property to be acquired is also exempted from SST," he adds.

Lee from BMDAM lauds the abolishment of the GST as it could improve building material distributors' cash flow condition and reduce some of the current hassle in doing business.

"GST was a cost in doing business because while we needed to provide credit terms to our customers up to 60 days, we also had to pay cash for our imports and purchases. GST has to be remitted to the Malaysia Customs Department by end of the following month regardless whether debts had been collected or not," he adds.

Besides this, he says some distributors also faced difficulties in claiming back GST refunds as there were possibilities that their request could be declined or subject to a field audit by Customs.

Taxable services under SST



- Hotel/ hospitality
- Insurance and Takaful
- F&B preparation service
- Club
- Gaming
- Telecommunication
- Pay-TV
- Forwarding agents
- Legal
- Surveying
- Architectural
- Valuer
- Engineering
- Consultancy
- Employment agency
- Security
- Management services
- Parking
- Motor vehicle service or repair
- Courier
- Hire and drive car
- Advertising
- Domestic flight except rural air services
- Credit or charge card
- IT services
- Electricity
- Accounting

SST: Will Property Prices Come Down? By EdgeProp.my

Advice for consumers

Koong emphasises that unlike the GST, a multi-stage tax system, SST is a single-stage tax that only applies to manufacturers or importers of taxable goods and prescribed service providers.

Moreover, only companies or service providers which exceed RM500,000 (or RM1.5 Million for F&B operators) annual turnover threshold per year can charge SST on services provided to consumers.

“For non F&B operators, the threshold amount is only limited to the value of the services excluding the value of the product, as the goods have already been charged 6% sales tax and shouldn’t be double-charged on consumers,” he further elaborates.

For instance, if one has purchased a water heater and requires installation services, he or she can be charged the 6% service tax only on the labour fees, and even then, only if the company’s annual service fee revenue exceeds RM500,000.

For F&B operators, as its business nature entails both goods and services in one, the financial threshold is set at a higher level of RM1.5 Million.

Every business owner who is eligible to charge SST will have to display the related document at a prominent place visible to the public to avoid confusion and dispute. Koong advises consumers to look out for the documents that show the business operators are entitled to charge sales or service tax when in doubt.

— EdgeProp.my

9.0

SHARED A HIGHLIGHTS: ACTIVITIES & ACHIEVEMENTS

9.1 SHARED A Corporate Social Responsible Programme (CSR)



Corporate Social Responsible Programme (CSR) is one of the pillars of SHARED A commitment to enhancing the living environment of communities throughout Sabah.

On July 24th 2018, about 783 villagers were made homeless after a blazing fire destroyed the 152 wooden houses at Kg. Cenderamata 2, Likas, Kota Kinabalu, Sabah.

In the incident, the fire was believed to have started from one of the houses and the blaze spread quickly to other houses as they were built too close to each other.

The blaze, which spread over to an area of 1.21 hectares (3 acres) did not claim any lives or caused any serious injuries to the villagers.

SHARED A quickly responded to the 'DERMA KILAT' initiated by the State Government, has donated a charity sum of RM100,000.00 via its CSR Programme to give some form of relief to the victims who totally lost almost everything in the fire.

SHARED A puts on record of thanks to the generous donation from our members to put into to reach out to the fire victims at Kg. Cenderamata 2, Likas Kota Kinabalu, Sabah.



9.2 SHARED A PROPEX 2018 : Smart Green State



Guest of Honour
YB Datuk Dr Haji Jaujan Bin Haji Sambakong



SHARED A President
Mr Chew Sang Hai



Organising Chairman, Mr Benny Ng
delivering his speech in Hologram



Booth tour with Guest of Honour, YB Datuk Dr Haji Jaujan Bin Haji Sambakong



Closing Ceremony: PROPEX Award 2018
Winners



Presentation of Memento to Guest of Honour
YB Datuk Dr Haji Jaujan Bin Haji Sambakong



Group Photo with Guest of Honour
YB Datuk Dr Haji Jaujan Bin Haji Sambakong



Booth tour with Guest of Honour
YB Datuk Dr Haji Jaujan Bin Haji Sambakong

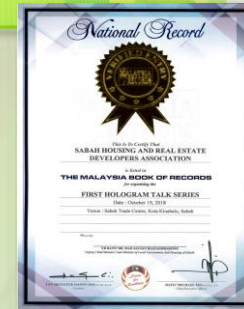
The Malaysia Book of Records



Hologram Talk Series



FIRST HOLOGRAM TALK SERIES



Mr Raymond & Mr Benny Ng with Hologram technical team



LONGEST HOLOGRAM TALK SERIES (13 Hours 30 Minutes)



Group photo with Organising Chairman, Mr Benny Ng, SHARED A Council Members, Youth Committee Member, Secretariat, & Hologram technical team.

9.3 SHARED A NITE 2018 : Ruby Jubilee, 40 Years of Triumphant!



Group photo with Guest of Honour, YB Datuk Christina Liew, Deputy Chief Minister cum Minister of Tourism, Culture & Environment of Sabah



Group photo with Guest of Honour, YB Datuk Christina Liew, Deputy Chief Minister cum Minister of Tourism, Culture & Environment of Sabah with Chairman & Presidents of SHARED A (1978 - 2018)



Guest of Honour
YB Datuk Christina Liew



Organising Chairman
Datuk Johnny Wong



SHARED A President
Mr Chew Sang Hai



Presentation Tribute to Chairman & Presidents of SHARED A (1978 - 2018) by the Guest of Honour YB Christina Liew, flanked by SHARED A President, Mr Chew Sang Hai & Organising Chairman, Datuk Johnny Wong.



Presentation Tribute to current SHARED A President,
Mr Chew Sang Hai



President, Mr Chew Sang Hai (Left), Organising Chairman, Datuk Johnny Wong (Middle), welcoming Datuk Susan Wong (President 2009 - 2013)



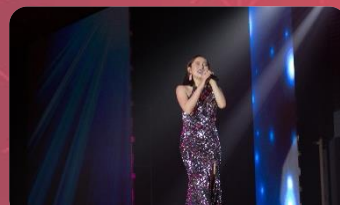
Guest of Honour, YB Datuk Christina Liew &
Organising Chairman, Datuk Johnny Wong.



Presentation Tribute to current SHARED A President,
Mr Chew Sang Hai



Presentation of Special Award (Loyal & Distinguished Service for 18 Years Since year 2001) to Salina Lee Abdullah, SHARED A Executive Secretary



SHARED A NITE 2018 : Ruby Jubilee, 40 Years of Triumphant! - Emcee by Datuk Gan paired with Doritz; Great performances by Esther Applunius, Lim Wen Suen, Harith Iskander, Dance Art Academy & DJ Uno



PROPERTY MAN OF THE YEAR



SUSTAINABLE AND LIVEABLE CONCEPT DEVELOPER



SHARED A EXCELLENCE AWARD 2018
IN RECOGNITION TO EXCELLENCE IN PROPERTY SECTOR



HIGH RISE – MIXED DEVELOPMENT



INNOVATIVE ARCHITECTURAL DESIGN COMMERCIAL COMPLEX



GROUP 360° PHOTO WITH GUEST OF HONOUR, YB DATUK CHRISTINA LIEW, DEPUTY CHIEF MINISTER CUM MINISTER OF TOURISM, CULTURE & ENVIRONMENT OF SABAH WITH SPECIAL INVITED MINISTERS & WINNERS



TOWNSHIP PROPERTY DEVELOPMENT



PROPERTY MAN OF THE YEAR
DATUK JOHNNY WONG CHEN YEE
MANAGING DIRECTOR
THE W GROUP / JSK GROUP



HIGH RISE – MIXED DEVELOPMENT
REMAJAYA SDN BHD
GROUP MANAGING DIRECTOR
DATUK SR. CHUA SOON PING



TOWNSHIP PROPERTY DEVELOPMENT
HAP SENG PROPERTIES DEVELOPMENT SDN BHD
GENERAL MANAGER – PROJECTS (EAST)
MR. DAVID WAN YOUNG YIN



SUSTAINABLE AND LIVEABLE
CONCEPT DEVELOPER
SINA LAND SDN BHD
REP – SALES MANAGER
MS. AMELIA JAAFAR



INNOVATIVE ARCHITECTURAL DESIGN
COMMERCIAL COMPLEX
TBMG DEVELOPMENT SDN BHD (T1@BUNDUSAN)
CHAIRMAN
DATUK ALOYSIUS TAN SHU HING

10.0 SHARED A Youth Study Trip 2018



10.1 Shanghai, China



The 3-day study trip was led by Mr. Nick Chu as Organising Chairman; accompanied by Deputy President of SHARED A Datuk Sr. Chua Soon Ping, Mr Wesley Chai (Vice President), Ms Jen Kah (Treasurer - General), Council members Mr Benny Ng and Mr. Roy Chiew (Youth Chairperson).

The group of 25 comprised of Directors and Senior Management from Developers in Sabah, Malaysia. With the main agenda to connect with the industry leaders in China and create potential collaboration. The 3-day programme was divided into 3 different aspects of the construction Industry!

DAY 1 : CONSTRUCTION TECHNOLOGY - WINSUN 3D



Yingchuang Building Technique (Shanghai) Co.,Ltd. (Winsun), the leader of global 3D printing architecture, was founded in July 24, 2003. The company specializes in 3D printing architecture and D&R, production of building new materials more than 16 years, which is a high-tech enterprise that first truly achieves 3D printing architecture in the world.



DAY 2: CONSTRUCTION INDUSTRY LEADERS CHINA STATE CONSTRUCTION ENGINEERING CORPORATION LIMITED

China Construction is China's largest construction and real estate conglomerate and biggest building work contractor. It is the largest transnational construction company in the developing countries and the top home builder in the world, taking the long lead of China's international contracting business.

China Construction is well known in the world for undertaking super high-rise, grand scale, cutting-edge and novel projects and has built up a great number of landmark projects in China and around the world.



DAY 3: UNDERSTANDING AND MARKETING TO THE CHINA MARKET - JUWAI.COM



Juwai.com is where Chinese find international property. Juwai introduced the first global platform to engage Chinese buyers in 2011.

They pioneered global property Mandarin Mapping, international real estate data information in Chinese, and advanced property search in China. The site is the largest and most authoritative source for global property in Chinese, with over 2.5 Million property listings spanning 89 countries, with over 18,000 current news stories, country buying guides, education and emigration articles, along with the largest Chinese social media community focused on international property.

SHARED A YOUTH hopes to continue organising study trips, bringing developers from Malaysia across the globe to continuously connecting with industry leaders, embarking in never ending learning and collaborative journey.

Ends ~



10.2 Kuala Lumpur | Selangor

SETH QUEK TECK SENG

ORGANISING CHAIRMAN /
VICE YOUTH CHAIRPERSON 2017-2019

ROY CHIEW MIN HANN

DEPUTY ORGANISING CHAIRMAN
SHARED A COUNCIL MEMBER &
YOUTH CHAIRPERSON 2017-2019

JAMES VOON KIAN FUNG

ORGANISING COMMITTEE
YOUTH SECRETARY

JOHANNES LO CHAW JACK

ORGANISING COMMITTEE
YOUTH COMMITTEE MEMBER

EZWAN ISMAIL

EVENT COORDINATOR
SHARED A SECRETARIAT



4D3N ITINERARY

21.11.2018

11:30 AM - BON ESTATES

2:30 PM - PAM

7:30 PM - Fellowship Dinner with REHDA YOUTH



22.11.2018

9:00 AM - Desa Park City

6:30 PM - REHDA Annual Dinner



PRIMA™
FIBRE CEMENT BUILDING SOLUTIONS

Hume Cemboard Industries
A Member of The Hume Group

PanaHome



23.11.2018

9:00 AM - HUME CEMENT BOARD

2:00 PM - PanaHome

24.11.2018

10:00 AM - The Exchange 106 (Formerly TRX Signature Tower) is a skyscraper under construction within the Tun Razak Exchange (TRX) area, a new financial district currently being developed in Kuala Lumpur. The 106-floor building is topped out and is topped with a 48-meter, 12-storey high illuminated crown making it 452 m (1,483 ft).



BÖN
ESTATES

DAY 1 (21st NOV 2018, WEDNESDAY)

1. BÖN ESTATES SDN BHD BANGSAR SOUTH, KUALA LUMPUR

Hosted by the Managing Director Mr. Goh Soo Sing assisted by Marketing Director, Ms. Angeline & his team, we have a tour of the gallery and a presentation of the concept of his project in Bangsar South.

Bon Estate Sdn Bhd is an experience driven project which sole mission is to build long-term, sustainable homes for all communities. Its vision is to promote good and balanced living among the residents in its development.

Kindly visit :

<http://bonesates.com>



Presentation of memento to BON ESTATE team



Bon Estates GM, Mr Goh & Marketing Director Ms Angeline welcoming the team + briefing session



Gallery tour - the concept of project in Bangsar South



LUNCH @ Kaiju Restaurant: Hosted by Mr. Goh from Bon Estate, we also met Art Printing Works Sdn Bhd (APW) founder Mr. Ee Soon Wei who will speak a bit about the place (used to be a printing factory) now concerted to a hip and cool hang out spot with unique F&B. We also have the opportunity to tour the premises which houses co-working space and event spaces.

APW

Kindly visit :

<https://apw.my/#home>



Lunch at Kaiju Restaurant. Briefing by Mr Ee & tour to printing factory



Group photo at open co- working space & office tour4

2. PERTUBUHAN AKITEK MALAYSIA (MALAYSIAN INSTITUTE OF ARCHITECT) PAM CENTRE BANGSAR

A landmark fixture of Bangsar, the new PAM Centre (completed on 21st July 2016) designed with considerations for the environment, culture and society with a timeless and minimalistic approach in overall design and detailing, befitting PAM's aspirations as a Centre for architectural advancement and development. This visit was guided by Ar. Heikal Mohd Hasan (Project Architect).

Kindly visit :

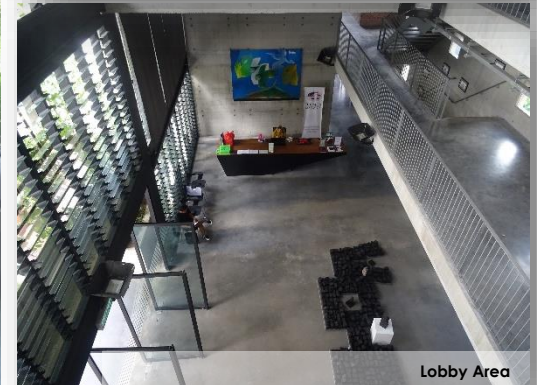
<http://livingasean.com/explore/architecture-icon-in-malaysia/>



Presentation of memento to PAM Centre Bangsar (Ar. Heikal Mohd Hasan)



Briefing session by Ar. Heikal Mohd Hasan



Lobby Area

3. REHDA YOUTH COMMITTEE FELLOWSHIP DINNER

@ Copper Mansion 18B JALAN 51A/223, SEKSYEN 51A,
46100 PETALING JAYA, SELANGOR



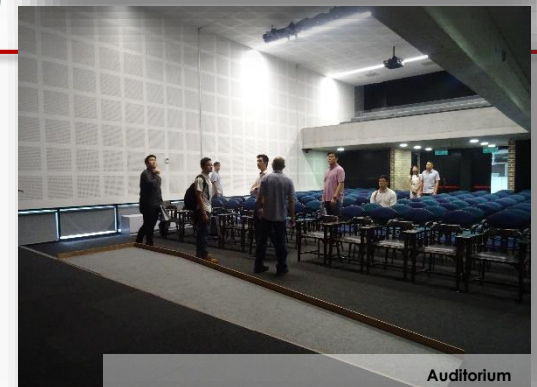
Group photo with REHDA YOUTH Committee Member

REHDA Youth now is led by Dato Sri' Dr. Lee Ville from NB Tropics Development Sdn Bhd. SHARED A Youth hosted a fellowship dinner to meet up with REHDA Youth Committee. Mr. Goh Soo Sing from Bon Estates and Mr. Ee from APW were invited as well.



Kindly visit :

<http://rehdayouth.com/about/>



Auditorium



KINGDON LOO SKY TERRACE

DAY 2 (22nd NOV 2018, THURSDAY)

1. DESA PARKCITY, KUALA LUMPUR

Truly an amazing visionary! Concept and Marketing at its best. Learning how they can develop 400plus acres selling entirely high end products and at prices higher than KLCC area. Desa Park City is truly a self-contained township, centered on the ideals of good, wholesome living, where its residents are able to foster family, neighborhood and community ties. Covering 473 acres of prime freehold land, Desa Park City is one of the fastest growing and best-selling master-plan communities in the nation.

Meeting with the Sales Director Ms. Loh Poh Khim, we were lucky to hear the strategy of township development and the vision and marketing ground work that went behind this successful township.

*Winner - FIABCI Malaysia Property Award 2018 under the Master Plan Category

Kindly visit :

<http://www.desaparkcity.com>



Presentation of memento to Desa Parkcity team



Briefing on the master plan development which will cover their successful story, the challenges they faced and how they overcome these challenges.



Site tour of the whole township, visit to one of their Strata Landed Schemes, a Condo development, Strata Titled Commercial – Plaza Arkadia



2. REHDA NIGHT

@ Sime Darby Conversion Centre, Kuala Lumpur



Just like SHARED A NITE, REHDA have their Annual Dinner which coincidentally fall during this trip. Having been invited by the Organising Committee of REHDA Night, we have decided to participate in support and network with the national players of the property industry.

Kindly visit :

<http://rehda.com>



DAY 3 (23rd NOV 2018, FRIDAY)

1. HUME CEMBOARD INDUSTRIES (HCI) SDN BHD, PETALING JAYA, SELANGOR

Hume visitation was to see how cement board are made and its uses. Hume Cemboard Industries (HCI) are strongly committed to the sustainable principles of their mother company, Hong Leong Group by inculcating them into the very nature of their business in the manufacturing of their PRIMA products.

The sustainable raw materials are sourced such as the pulp from the radiate pine which is replantable.

Kindly visit :

<http://www.primafibreboard.com>



Presentation of memento at KampungKu mock up house in the factory



Introduction of HCI and Prima team & Prima KampungKu



Safety briefing & site visit



Inside KampungKu mock up house

2. PANAHOME MKH MALAYSIA SDN BHD (PANAHOME MKH MALAYSIA) MKH - PANAHOMES PROJECT

Panasonic Homes Global - 490 terrace houses in Maple @ Hillpark Shah Alam North marks the joint venture company's maiden project in the country. Going forward, they will continue to help nurture happy, healthy families by offering houses that will be cared for and lived in for generations. Mindful always of the needs and expectations of their customers, they will further leverage the advanced technologies of the Panasonic, together with the exceptional design capabilities they have cultivated over the years, to ensure every home they help create delivers lasting value.



Presentation of memento to Panasonic Homes MKH team



Construction site of The Palm (including the mock up unit) and casting yard.



Bandar Hillpark Puncak Alam Sales Gallery Presentation



Saville Residence Old Klang Road Sales Gallery visit to the show room

Kindly visit :

<https://news.panasonic.com/global/topics/2016/45004.html>

<https://homes.panasonic.com/english/>

DAY 4 (24th NOV 2018, SATURDAY)

1. THE EXCHANGE 106, KUALA LUMPUR (CHINA STATE CONSTRUCTION ENGINEERING CORPORATION)

Perhaps one of the highlights of the trip. Exclusive private tour of exchange 106, Malaysia's tallest building. The main attraction was to see the logistics and methodology and engineering that went behind the entire project. Truly eye opening indeed!

The Exchange 106 (formerly TRX Signature Tower) is a skyscraper under construction within the Tun Razak Exchange (TRX) area, a new financial district currently being developed in Kuala Lumpur. The 106-floor building is topped out and is topped with a 48-meter, 12-storey high illuminated crown making it 452 m (1,483 ft). At near completion, we have managed to get special access to view and study the construction process and methodology of this mega project. Construction logistics, and project management at its best. This is an absolute rare chance as this project is off limits to public tours / study trips. Thankful to our Organising Committee's strong influence that we managed to get to tour and study this project. Kudos to them!

Ends ~

Kindly visit :

<https://www.skyscrapercenter.com/building/the-exchange-106/24971>

<https://www.worldofbuzz.com/7-fun-facts-exchange-106-thats-set-open-september-2018/>

<https://www.nst.com.my/news/nation/2017/12/316797/malaysias-new-tallest-building-be-completed-2018>



Presentation of memento to CSCEC team



Group photo with CSCEC team after safety briefing & proceed for site visit.



Site visit and briefing by CSCEC team.



Presentation and discussion



HOME OWNERSHIP CAMPAIGN 2019



Honourable YB Tuan Lim Guan Eng tabled Budget 2019 in Parliament for the first time as the Finance Minister of Malaysia under the new government on 2 November 2018. Such campaign had been introduced by our YAB Prime Minister Tun Dr Mahathir Mohamad several times before when he was the finance minister, and the previous campaigns had been proven to be of great success.

One of the most important announcements made was the **Home Ownership Campaign (HOC) 2019**. There are numerous incentives given by the government to encourage home ownership nationwide not only first-time homebuyers but all buyers. HOC 2019 will help to reduce the existing stock of property overhang and most importantly to spur the economy. Those incentives are as follows:

MORTGAGE GUARANTEE

RM25 million was allocated to Cagamas for mortgage guarantee of first-time home buyers' earning up to RM5,000 monthly. The move is to further accelerate the growth of the property market and housing the nation.

AFFORDABLE HOUSING

Our Government had made great commitments in the provision of affordable housing through Budget 2019. RM1.5 Billion was allocated for affordable housing under the People's Housing Programme, PR1MA, the Malaysia Civil Servants Housing Programme and Syarikat Perumahan Nasional Bhd. These delivery bodies will continue to undertake the efforts to make affordable housing available for the eligible.

EXTEND GOVERNMENT LOAN TENURE

Government's intention to extend the loan tenure under Public Sector Home Financing Board from 30 years to 35 years for the first financing, consecutively 25 years to 30 years for second financing is benevolent.

This move will ease financial pressure for those struggling in high monthly installment repayments.

STAMP DUTY EXEMPTION

The most impactful announcement for the development industry will definitely be the Stamp Duty Exemption for house buyers. Minister of Finance announced stamp duty exemptions for residential property selling more than RM300,000 to RM2,500,000, will be given to all Malaysians only who buy ONE (1) residential property from a property developer who is registered to with SHARED, REHDA or SHEDA. Stamp duty of loan documents and memorandum of transfer will be waived. The Ministry of Finance also put "icing on the cake" by regulating developers who willing to participate in the Home Ownership Campaign, compulsorily giving at least 10% discount on the residential property.

Given the rare opportunity as the Organising Chairman of Home Ownership Campaign (Sabah) 2019 Expo, I witnessed the new government is sincere to bring the country back on track by taking extraordinary steps in a tenacious manner.

SHARED also witness the state government taking all necessary actions to support HOC 2019 Expo. Home ownership campaign is truly bringing positive impact to the property industry, while at the same time delivering affordable housing to all income groups of home buyers.

Most importantly, it will definitely stimulus the economy nationwide!



By Mr. Benny Ng Su Pei
SHARED COUNCIL MEMBER 2017 – 2019
Organising Chairman HOC 2019 Expo,
Kota Kinabalu, Sabah

Highlights of Stamp Duty Exemption

ITEMS	REMARKS				
Eligibility	Extended to all Malaysian buyers.				
Property	<ul style="list-style-type: none"> Completed Under Construction Built-to-Sell <p>Note: All projects must obtained APDL/Developer's Licence; and O.C. for completed residential property</p>				
Price Threshold	<ul style="list-style-type: none"> RM300,001 - RM2,500,000 				
Stamp Duty Exemption	<ul style="list-style-type: none"> 100% stamp duty exemption on instrument of transfer for residential valued at RM300,001 – RM1,000,000. 3% stamp duty on instrument of transfer for one residential valued at RM1,000,001 – RM2,500,000. 100% stamp duty exemption on loan documentations for one residential valued up to RM2,500,000. 				
Stamp Duty Rates	<table> <tr> <td> <ul style="list-style-type: none"> First RM100,000 RM100,001 to RM500,000 RM500,001 to RM1,000,000 </td><td> <ul style="list-style-type: none"> 1% [waived] 2% [waived] 3% [waived] </td></tr> <tr> <td> <ul style="list-style-type: none"> RM1,000,001 to RM2,500,000 (3% from 1 January 2019 – 30 June 2019) (4% from 1 July 2019 onwards) </td><td> <ul style="list-style-type: none"> [3%] [4%] </td></tr> </table>	<ul style="list-style-type: none"> First RM100,000 RM100,001 to RM500,000 RM500,001 to RM1,000,000 	<ul style="list-style-type: none"> 1% [waived] 2% [waived] 3% [waived] 	<ul style="list-style-type: none"> RM1,000,001 to RM2,500,000 (3% from 1 January 2019 – 30 June 2019) (4% from 1 July 2019 onwards) 	<ul style="list-style-type: none"> [3%] [4%]
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<ul style="list-style-type: none"> RM1,000,001 to RM2,500,000 (3% from 1 January 2019 – 30 June 2019) (4% from 1 July 2019 onwards) 	<ul style="list-style-type: none"> [3%] [4%] 				
Discount offered by Developers	<ul style="list-style-type: none"> Minimum 10% 				

****DISCLAIMER NOTES:** This exercise shall only take effect after the relevant Gazette Order is issued by the Ministry of Finance, Malaysia. The guidelines stated above are subject to changes where applicable based on the terms of such gazette order.**

1 – 3 March 2019, (Friday – Sunday)
10.00 a.m. to 8.00 p.m.
Dewan Foo Chow, Kota Kinabalu



LIST OF EXHIBITORS FROM SHARED A

1	REMAJAYA SDN BHD
2	KINSABINA SDN BHD
3	GKS DEVELOPMENT SDN BHD
4	SCP GROUP
5	PACIFICITY
6	SRI MORaine SDN BHD
7	HAP SENG PROPERTIES DEVELOPMENT SDN BHD
8	ENG HAN GROUP
9	NB LAND PROPERTIES SDN BHD
10	SINALAND SDN BHD
11	GAMUDA LAND SDN BHD
12	GAYA BELIAN SDN BHD
13	SPURWIN DEVELOPMENT SDN BHD
14	WAH MIE REALTY SDN BHD