



SHAREDADA

PROPERTY DEVELOPMENT

Annual Report & Market Outlook 2022

2022



SABAH HOUSING AND REAL ESTATE DEVELOPERS ASSOCIATION

沙巴房地產發展商公會

Persatuan Pemaju Perumahan dan Hartanah Sabah



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SHAREDA Association



SHARED A

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TABLE OF CONTENT

SCAN ME



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Foreword by SHARED A President	02
Editor's Notes	03
SHARED A Council Members	04
SHARED A Youth Committee Members	05
Property Market Outlook 2022	06
Home Ownership Campaign (HOC)	10
Property Decisions Made Better with Big Data	14
SHARED A & TARUC: Property Developer Course	16
The Economic Development of Our Neighbours When The Passport Lost Its Power	18
SHARED A PropEX 2022	20

FOREWORD BY SHARED A PRESIDENT

“

Life's only constant is change. Even if how things change is ultimately unknowable, what we do have control over is how we want to travel down the path to face these changes. Through the introduction of these regular newsletters, we welcome you as one of our members, to share in SHARED A's journey. We hope that this brand new publication can shed some light onto the current situation of the property market and the projected outlook for the local real estate market in the coming year.

”

On behalf of SHARED A, I would like to express our heartfelt thanks to the visionary, our Right Honourable Chief Minister of Sabah, and the Federal Government for stimulating the economy when it was in its recovery phase during the critical situation of the last two years. Amidst the uncertainty of these times, we are witnessing a transition to a more economically sustainable development model under these brand new circumstances. For instance, the Government's decision to lower the threshold price for foreign investment from RM1 million to RM600,000 to purchase local properties was done with the intention to help stimulate the recovering economy, so that the property market remains sustainable.

SHARED A's mission is to act as a platform for all stakeholders and to actively promote developments for the betterment of our country. To give you a brief glimpse into the various projects we have in the pipeline: this year, we plan to introduce the Property Development Course SHARED A has prepared in conjunction with Tunku Abdul Rahman University College. What this course's syllabus hopes to provide is tailored guidance, aimed at producing quality developers who will contribute to the expansion of the local property market and more accessible housing options, amongst many other objectives.

Let us take a moment as the new year begins to reflect, learn, and develop. It's the same in life as it is with property: learn from the past, but embrace the future. In these times, it is of the utmost importance that we take care of ourselves and those in our wider community. We must continue to adhere to strict SOPs and receive all the necessary vaccinations so that we can continue moving forward.

To conclude, I would like to remind you that we at SHARED A welcome your views and opinions, and would like to hear about any community projects and matters that you care strongly about. Together, we can foster even more growth and change for our beloved Sabah in 2022 and beyond.



DATUK SR CHUA SOON PING
SHARED A President 2021-2023

EDITOR'S NOTE

“ This pandemic has magnified every existing flaw in our property industry. It woke everyone up overnight, awakened every desire for a better economic delivery system. However, it also unlocked new opportunists. ”

Greetings, honourable SHARED A members. Our annual report hopes not only to bring you information ahead of the year 2022 but also aims to unite the industry as one stronger entity moving forward.

The COVID-19 virus has continued to disrupt lives and livelihoods through waves of new infections globally, Sabah has not been spared. Necessary government control measures, travel restrictions, prohibition of operations of industries, and the national lockdowns had affected most economic sectors.

The government, through the Ministry of Finance (MOF), had to seek a solution to stimulate the economy. With the return of the Home Ownership Campaign (HOC) 2020-2021 via PENJANA (Pelan Jana Semula Ekonomi Negara), home buyers are able to capitalize on huge incentives. As of 1 January 2022, we recorded HOC sales of RM1.164 billion for Sabah alone.

The year 2020 and 2021 was about survival. The year 2022 could be challenging as well, with new virus variants surfacing, things are far from certain. It will likely be another year on defence for the industry.

SHARED A is fully committed to ensuring that we ride the waves together with you. We have to work as a team, not only among members but also with both the government and private sector to welcome a recovery year. We will be focusing on collective efforts on the one and only mission for Malaysia, which is economic recovery.

As the secretary-general, I ensure you SHARED A has the capabilities to lead the industry towards recovery. In the spirit of #KeluargaMalaysia, we have to remind ourselves that we are one nation, marching towards the same goal. Let's set our beloved nation on its healing and recovery journey. Let's make it so that we can, and we will win any war against COVID-19.



SHARED COUNCIL MEMBERS

From left to right:

1. Mr. Roy Chiew Min Hann (Council Member) | 2. Mr. Benny Ng Su Pei (Secretary-General) | 3. Y.Bhg. Datuk Quek Siew Hau (Vice President) | 4. Mr. Seth Quek Teck Seng (Assistant Secretary-General)
5. Y.Bhg. Datuk Sr Chua Soon Ping (President) | 6. Ar. Ang Guo Wei (Council Member) | 7. Y.Bhg. Datuk Chew Sang Hai (Immediate Past President) | 8. Mr. Roland Ling Leh Hiap (Council Member)
9. Mr. Wesley Chai Meng Kong (Vice President) | 10. Ms. Chew Fei Sean (Treasurer-General) | 11. Y.Bhg. Datuk Johnny Wong Chen Yee (Deputy President) | 12. Ms. Sophie Lim Meow Yin (Council Member)
13. Mr. Francis Wong Liong Teck (Council Member) | 14. Ms. Joanne Wendy Chung (Council Member) | 15. Mr. Raymond Xavier Chan Yin Hong (Vice President)
16. Y.Bhg. Datuk Haji Pengiran Saifuddin Bin Pengiran Tahir (Council Member) | 17. Mr. Reggie Sua @ Boboy (Council Member) | 18. Ms. Kah Gen Fon (Council Member)
19. Y.Bhg. Datuk Susan Wong Siew Guen (Honorary Advisor)



SHARED YOUTH COMMITTEE MEMBER

From left to right:

1. Mr. Roy Chiew Min Hann (*Past Chairperson / Committee Member*) | 2. Ms. Amelia Binti Jaafar (*Committee Member*) | 3. Mr. Lim Vui Can (*Secretary*)
4. Mr. Seth Quek Teck Seng (*Immediate Past Chairperson*) | 5. Mr. Alexander Hugo Malakun (*Deputy Chairperson*) | 6. Mr. Roland Ling Leh Hiap (*Chairperson*)
7. Mr. Wesley Chai Meng Kong (*Advisor*) | 8. Mr. Benny Ng Su Pei (*Advisor*) | 9. Mr. Raymond Xavier Chan Yin Hong (*Advisor*)
10. Mr. Johannes Lo Chaw Jack (*Vice Chairperson*) | 11. Mr. Morgan Wong Pak Rong (*Committee Member*)
12. Mr. Nick Chu Kian Fui (*Treasurer*) | 13. Mr. Ong Tek Kin (*Committee Member*)



PROPERTY MARKET OUTLOOK 2022

“

The various stages of lockdowns over the past two years have put a strain on the economy on all spectrums.

”

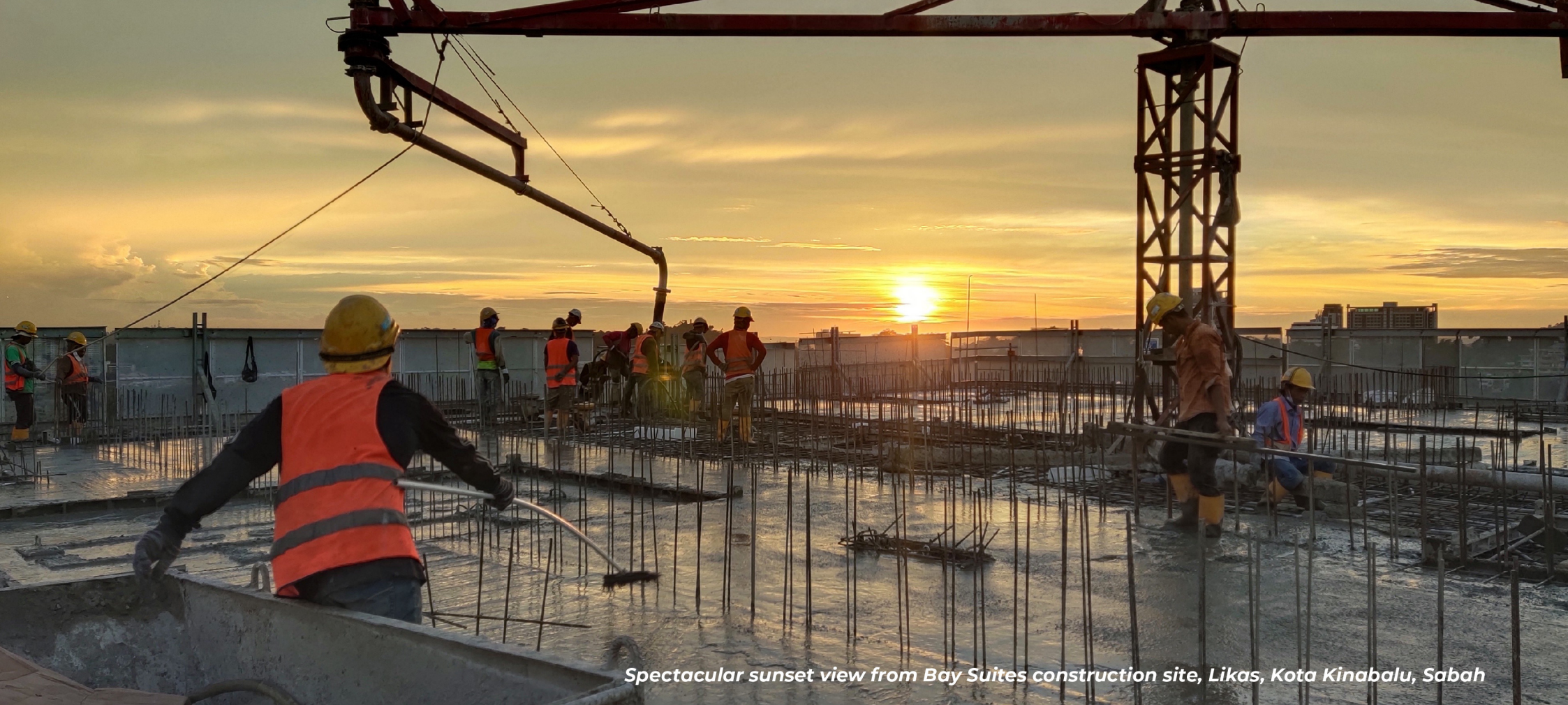
A price hike in property is inevitable due to the spike on labour costs and building materials such as the cement price that went up by 15%, steel bars that went up almost 30%, copper wiring by 40%, and so on.

The delays in construction have furthermore imposed unexpected burden on developers due to Liquidated Ascertained Damage (LAD) costs that they must pay to buyers for late delivery of projects.

The local consumer income also does not match the escalation of construction costs which has driven banks to be reluctant to lend money to new home buyers. Foreign investment would further strengthen the economic recovery as a tool for sustainable state income.



Bay Suites, Likas, Kota Kinabalu, Sabah



Spectacular sunset view from Bay Suites construction site, Likas, Kota Kinabalu, Sabah

Sabah MM2H should be encouraged and welcomed, as the state has great potential to attract not just visitors but investors as well through to 10-year social pass. Therefore, the threshold for foreign ownership should be reduced from RM1 million to RM600,000 for high-rise residential and commercial suites. This would inject capital into the economy and additionally aid with the issue of oversupply as banks are stringent when lending to locals for these types of properties.

A stylized, handwritten signature in black ink, appearing to read 'S. Chua'.

Datuk Sr Chua Soon Ping
SHARED A President 2021 - 2023

PROPERTY MARKET OUTLOOK 2022

SLOW BUT STEADY YEAR FOR SABAH'S PROPERTY SECTOR

Despite the lack of new projects, the buyers in Sabah have still been purchasing property by opting for the existing stocks.

The end of 2021 saw a sudden increase in the prices of building materials such as steel bars, cement, plastic products and daily necessities. On top of that, the labour shortage caused by the entry restrictions of foreign workers made matters even worse.

This led to a 15 to 25% increase in construction costs, which in turn caused the property prices to go up by a minimum of 10%.

It should be noted that the demand for new projects in Sabah has been growing despite the lack of new projects. This created a supply and demand issue that might lead to a further shortage in the future. As we are all aware, a new project would typically require one or two years of planning and launching.

In 2021, due to the Covid-19 pandemic and the unfavourable market conditions, the number of newly launched projects dropped by 70% compared to 2019 (before the outbreak). There were significantly lesser new developments in the past two years.

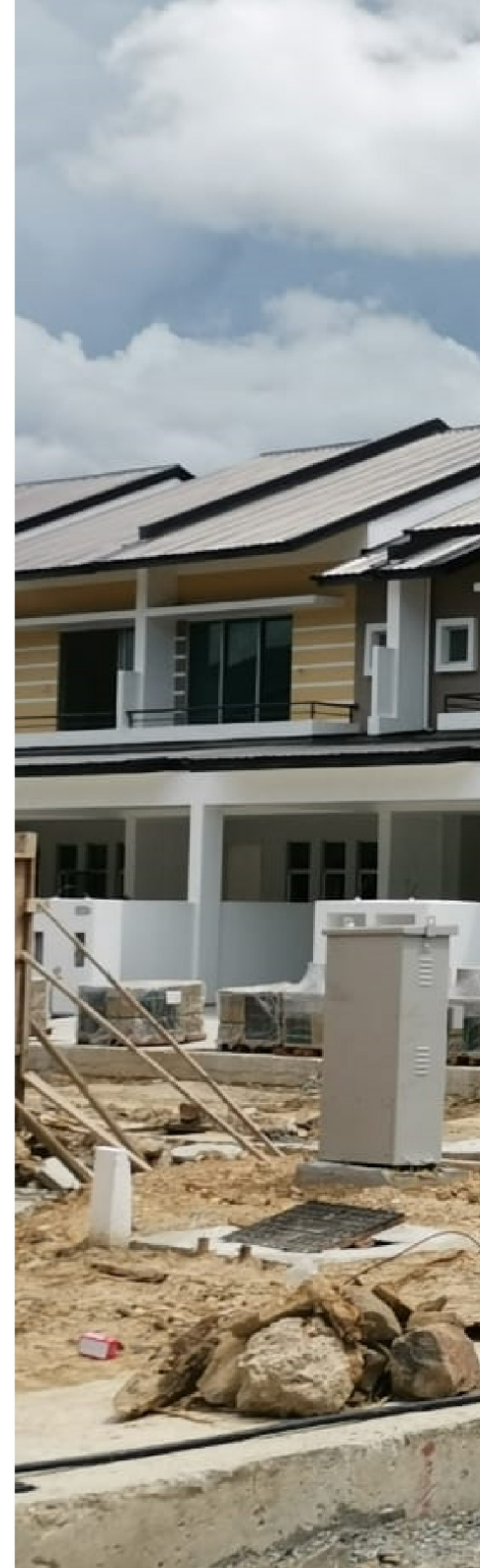
Nevertheless, the government's incentives and financial assistance such as the Home Ownership Campaign (HOC) did help the Sabah property market sell off some of its products. The said programme helped the market to sell over RM1 billion worth of property.

In view of these factors, I opine that 2022 will be a good year for buyers to purchase property at a reasonable price. However, I predict that the property price in Sabah would increase during the second half of the year. In 2023, I foresee that it would increase even further.

Of course, the overall growth of the property market will depend on the economic recovery from the Covid-19 pandemic. The market needs good economic policies from the government to build a business-friendly environment for investors to continue and expand their businesses.

In turn, this will create more job opportunities and stabilise the people's income. With this, they will be able to afford better property for better living conditions.

Apart from local economic stimulation, the government will also need to introduce welcoming policies for foreign investors to invest in Sabah. Doing so will give the current market more room for growth and expansion. Initiatives





Taman Bukit Sepangar Parklane, Sepangar, Kota Kinabalu, Sabah

such as the Malaysia My Second Home (MM2H) programme and the lowering of the minimum threshold from RM1 million to RM600,000 for foreigners to purchase high-residential units will certainly attract more foreign investments.

In addition, the removal of the Real Property Gains Tax (RPGT) on homes disposed of in the sixth year onwards by Malaysians and permanent residents in the country will further encourage long-term investments.

It is my fervent hope that the financial institutions will start to relax the strict criterion imposed on micro industries, property developers, hotels, buyers and so on, by this year. Such a move will stimulate the overall market.

In conclusion, I believe that 2022 will be a slow but steady year for the developers in Sabah, with a lot of potential opportunities ahead of them. As for the purchasers, I think that this year will be a good year for them to purchase their dream home at a reasonable price.

Don't miss the boat.

Datuk Johnny Wong Chen Yee
SHARED A Deputy President 2021 - 2023

HOME OWNERSHIP CAMPAIGN (HOC)



First of all, as the Organizing Chairperson of the Home Ownership Campaign (HOC) Sabah 2019 and HOC 2020-2021, I would like to show my greatest appreciation to our HOC participating developers and SHAREDADA members. You have done the country a great deed. HOC celebrates the unity of Malaysia.

HOC was introduced to assist genuine home buyers and stimulate the economy. The Malaysian government and HOC participants of SHAREDADA members have given so much to the buyers. A total of approximately 13% or more was taken off purchase prices as savings for buyers, a result of incentives from the campaign.

HOC delivered RM23.2 billion worth of houses nationwide in 2019, RM948 million from Sabah. As for HOC 2020-2021, Sabah alone had recorded RM1 billion worth of houses delivered to buyers before the end of December 2021. This clearly shows the improvement of the campaign, and how efficient it is to deliver housing to genuine home seekers.

As the Organizing Chairperson of HOC (Sabah), it is my responsibility to remind everyone, HOC's ULTIMATE GOAL is to deliver houses to genuine home buyers, this campaign is not biased to any party in the country. This campaign is aimed at helping homeowners throughout the nation.

Data collected by HOC also allowed the government and SHAREDADA to set up a big data system to enable affordable housing to be delivered more accurately in the area needed, as well as correct and popular residential products for the people. This also eliminates property mismatch in the industry.

Dear HOC participants, developers, home buyers, salespeople, banks, tax officers & government officers,

I would like to conclude HOC 2019 & HOC 2020 – 2021 with a few words to you from the bottom of my heart.

Thank you for your sacrifices,
Thank you for believing in us,
Thank you for accommodating us,
Thank you for your amazing efforts,
Thank you for being patient with us,
Thank you for lending us your helping hands,
Thank you for giving us your full cooperation,
Thank you for reaching out to those who needed a home.

Hats off to you all, signing off.

Yours sincerely

Mr. Benny Ng Su Pei
HOC Organizing Chairperson (Sabah)





HOME OWNERSHIP CAMPAIGN 2020-2021 IN SABAH

1 JUNE 2020 – 31 DECEMBER 2021 | GENERAL INFO

DEVELOPERS
60

PROJECTS
96

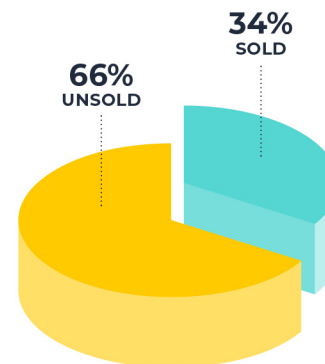
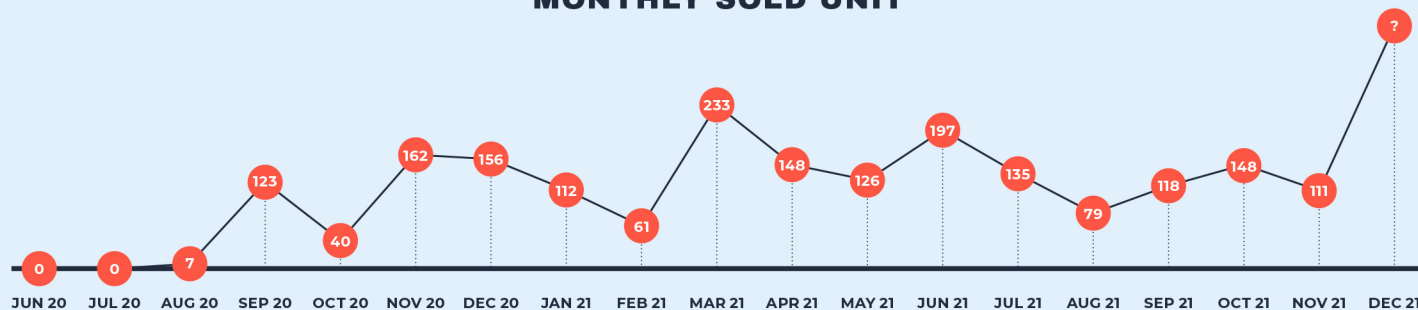
UNITS
7,534

4,867
UNITS (STRATA)
RM2.369
BILLION

2,667
UNITS (LANDED)
RM1.462
BILLION

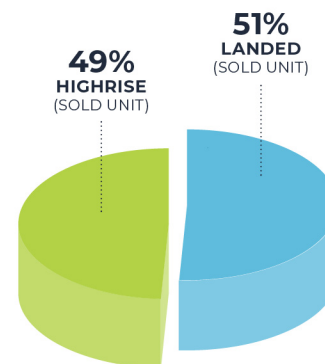
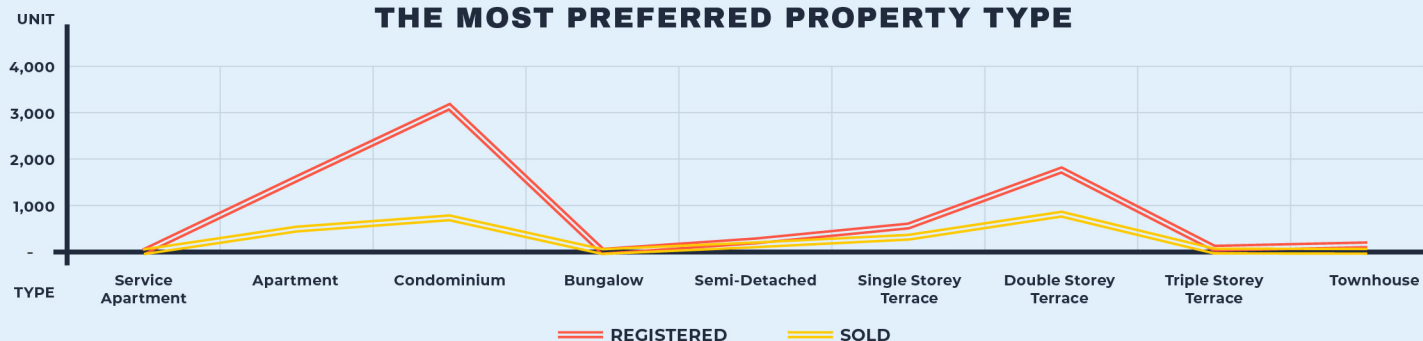
TOTAL VALUE
RM3.832
BILLION

MONTHLY SOLD UNIT



SOLD VS UNSOLD UNITS

THE MOST PREFERRED PROPERTY TYPE

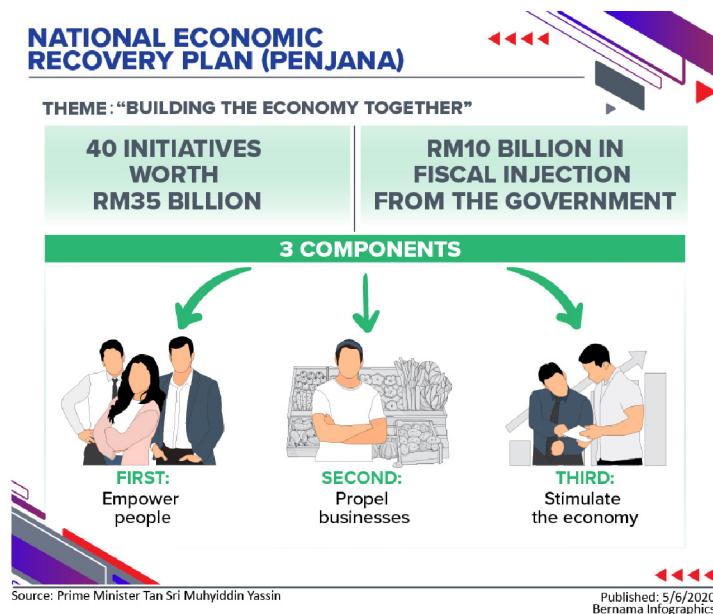


**SOLD UNIT
LANDED VS HIGHRISE**

HOME OWNERSHIP CAMPAIGN (HOC)

In what may seem as the Pandemic of the Century in 2020-2021 due to the Covid-19, our government has provided a temporary relief to the property market via the Home Ownership Campaign (HOC).

Initially the HOC debuted in January 2019 which ran up to 31 December 2019 to address the issue of “property overhang” in our country. Subsequently, HOC was reintroduced effective from 1 June 2020 up to 31 May 2021 and further extended from 1 June 2021 to 31 December 2021 as part of our government’s initiative to support businesses and strengthen the nation's economy in the launching of the Short-Term Economic Recovery Plan (PENJANA).



The HOC was applauded by many as it provides substantial key financial incentives for Malaysian citizens who are purchasing residential units which were officially registered by the developers:

Stamp Duty Exemption

The delays in construction have furthermore imposed unexpected burden on developers due to Liquidated Ascertained Damages (LAD) costs that they must pay to buyers for late delivery of projects.

Furthermore, the local consumer income does not match the escalation of construction costs which has driven banks to be reluctant to lend money to new home buyers. Hence, foreign investment will further strengthen the economic recovery as a tool for sustainable state income.

10% Discount On House Price

Developers are required to offer a minimum 10% discount off the purchase price of the house.

70% Margin Of Financing Limit Lifted

Banks play its part in HOC by lifting the current limit of 70% margin of financing limit applicable for third housing loan onwards for property valued at RM600,000.00 and above, subject to the bank’s internal risk management assessment on a case-by-case basis.

RPGT Waiver

The HOC benefits the home sellers too whereby owners disposing of residential units are entitled to a full waiver of Real Property Gains Tax (RPGT), provided the number of residential units disposed of is less than three (3) units.



The Palm Condominium, Kinarut, Sabah



Bandar Sri Indah Ph. 5, Tawau, Sabah



Taman Melrose Jaya, Sandakan, Sabah

The HOC has definitely provided a cushioning effect for homeowners and developers alike against the impact of Covid-19. Homeowners can effectively save up on exorbitant stamp duties and RPQT whereas developers get to dispose of their project units efficiently.

As our country progresses onto the path of economic recovery from the Covid-19 pandemic, it would be more beneficial to the property market if our government can consider the following enhanced incentives:

- a.** HOC to be extended for a further period of time after 31 December 2021, and
- b.** To extend an arm of the HOC incentives to the secondary market which forms a bulk of the property market. Perhaps a lower exemption rate on stamp duty around 50-75% (instead of 100% stamp duty exemption for home buyers under the current HOC).

Ms. Sophie Lim Meow Yin
SHAREDA Council Member

¹ "property overhang" is defined as residential, commercial and industrial units that have been completed and issued with a certificate of completion and compliance/temporary certificate of fitness for occupation but remained unsold for more than nine months after they were launched for sale on or after Jan 1, 1997, in the primary market only.

² Stamp Duty (Exemption) (No.3) Order 2020 P.U. (A) 216/2020 and Stamp Duty (Exemption) (No.4) Order 2020 P.U. (A) 217/2020 dated 28 July 2020 or Stamp Duty (Exemption) (No.4) Order 2021 P.U. (A) 301/2021 and Stamp Duty (Exemption) (No.5) Order 2021 P.U. (A) 302/2021 dated 12 July 2021.

SHARED A BIG DATA GOOGLE MAP FOR SABAH REAL ESTATE INDUSTRY

Big data, or the massive quantity of data created every day in our connected world, is upending business models in a variety of industries, from finance to tourism.

It's even penetrating real estate, a multi-billion-dollar industry famed for its reliance on tradition and intuition. It is no surprise to learn that real estate is a late adopter when it comes to tools and technology in the past.

To modernize the housing environment, the Government is constantly urging property developers to adopt disruptive technologies like artificial intelligence and big data analytics.

With that, SHARED A is gearing up to establish an online platform to harness the power of big data analytics for real estate developments in Sabah. One way this can be done is by leveraging project data, such as Advertising Permit and Developer's License (APDL) approvals from the Ministry of Local Government and Housing Sabah (MLGH).

Looking for a property in Sabah will be made easier with this new feature that will be on SHARED A's new upcoming website. It will feature digital mapping to pin Sabah APDL-approved projects into a special Google Map, making it easy and more user-friendly for local, foreign, and seasonal investors to look into the property market.

Viewers can visually see all the projects pinned in the Google Map, at their actual site location, helping with investing decisions. For instance, if a potential buyer is interested to buy a condominium in the Kota Kinabalu city area along the seaside, the buyer can browse the map to the location he or she is interested in. This buyer will then be able to see the pins and project icons to quickly determine the properties that are available for sale.

When a project icon is clicked, project information such as contact details, website, Facebook link, photos, videos, and more, will be shown.

The Google Map system also enables local and foreign buyers to quickly search project names in it. One will have easy access to the details and site location with a simple click and movement of the mouse.

Viewers can easily browse to see what other projects and facilities are within a 5 or 10km radius, for example. Facilities such as restaurants, shops, supermarkets, clinics, hospitals, shopping malls, resorts, and more, will all be visible.



Developers will also be able to benefit from this information by allowing better planning for their new projects, supported by the knowledge of existing developments in a specific area. For instance, it can help avoid an oversupply of a certain type of housing development in an area.

All the insights gained from big data will help to provide the necessary guidelines and predictions for the market to avoid future property glut and overhang. This is also to build for the needs and demands of the property landscape in Sabah, and help it grow.

Overall, data mapping is critical to the growth of real estate.

Data should be interpreted with caution, as property development patterns and viewpoints differ from those in other industries.

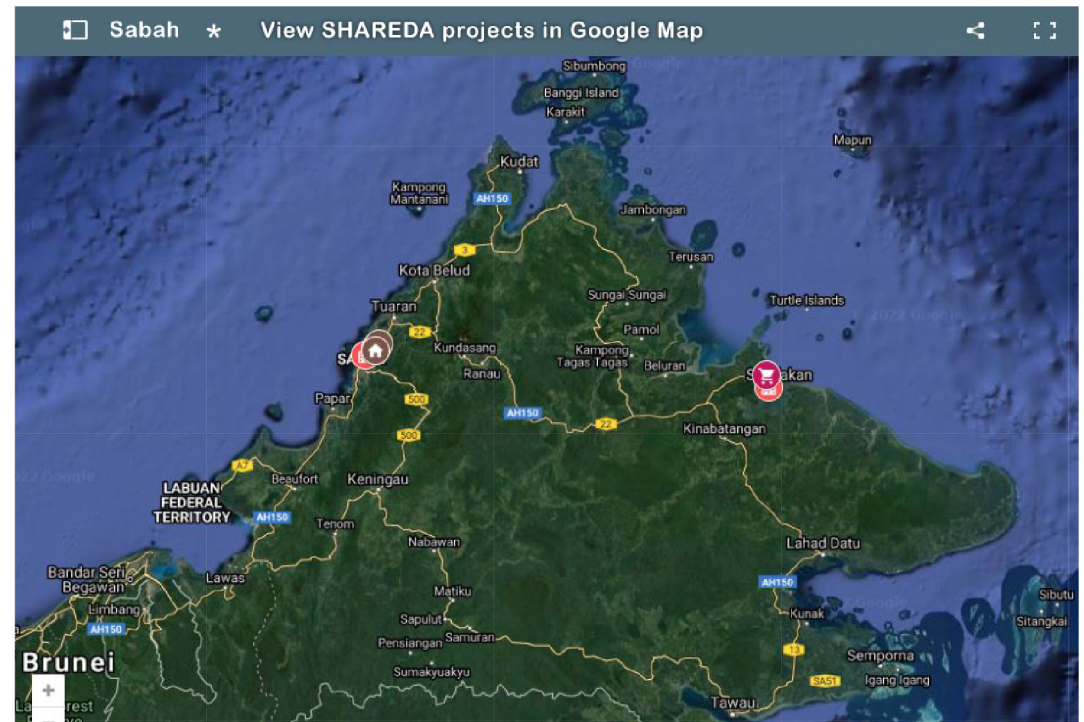
Developers would be able to perform an informed analysis of the market and present the proper solutions to help it grow. Developers will be enabled by big data and analytics.

Buyers and sellers are also expected to have more confidence in the future if solid data is available. Developers and bankers would be able to identify their target markets, which would boost conversion rates.

The whole market will be healthier and more dynamic when there is a level of transparency provided by big data.

Thank You.

Mr. Wesley Chai Meng Kong
SHARED A Vice President



Please try the video link or scan QR Code below for SHARED A Big Data Google Map.

YouTube Demo:
<https://youtu.be/vLVxVCzjmjA>

SHARED A AND TARUC PROPERTY DEVELOPER COURSE

Want to advance your career in the future of Property Development and Management?

Combining years of academic excellence and industry expertise, SHARED A and Tunku Abdul Rahman University College (TARUC) jointly present to you - The Property Developer Course. A first-of-its-kind course designed to help you understand how the real estate markets operate and develop a deep understanding of the techniques applied in them.

As the world's industries continuously evolve, it is increasingly difficult to overstate the importance of continuing career development. Our course is registered under the Micro Credential Program (MCP), a short-term, flexible, and multidisciplinary program that equip individuals with the necessary framework of knowledge, combined with practical skills required to work effectively in the real estate industry. Engaging lectures, case-oriented problem-solving tutorials and exclusive sharing by prominent industry players promise you first-hand insight into this dynamic industry.

Most courses in the market focus on specialized professional training, for example architecture,

engineering, quantity surveying etc. We call this the "downstream" of property development. In contrast, our course will provide a holistic understanding of the property development process, from planning, risk evaluation, approvals, contract administration, to the actual construction and delivery of vacant possession. In short, the key skills required to succeed as a Property Developer. We focus on global relevance and solutions at the core of our curriculum design.

This course is especially suitable if you have zero or little understanding regarding real estate and desire to develop skills and improve knowledge in this sector. There are 5 modules in this course whereby participants have the flexibility to select only relevant ones, or all the modules available. Enrolees must complete the defined requirements within the module before it will be marked complete. A certificate, recognised by both SHARED A and TARUC will be awarded upon completion of each module. More importantly, you will gain the key skills necessary to embark on a wide range of careers in the real estate industry.



*Taman Bukit Sepangar Parklane,
Sepangar, Kota Kinabalu, Sabah*

Our industry-connected modules will develop your knowledge within the domains of:

- 01.** Real Estate Development Appraisal and Finance
- 02.** Real Estate Evaluation and Investment
- 03.** Measurement, Procurement and Contractual Arrangement
- 04.** Planning, Housing Developer and Subsidiary Title Acts and Regulations
- 05.** Real Estate Development Management: Design and Development Processes

PROPERTY DEVELOPER COURSE



MODULES

- Module 1: Planning, Housing Developer and Subsidiary Title Acts and Regulations
- Module 2: Real Estate Valuation and Investment
- Module 3: Measurement, Procurement and Contractual Arrangement
- Module 4: Real Estate Development Management: Design and Development
- Module 5: Real Estate Development Appraisal and Finance

Date : March 2022 – April 2023
Duration : 1 Year
Fee : RM 5,000.00 + SST 6%
Venue : Hybrid Learning Mode

A certificate will be awarded to participant upon successful completion of each module

For enquires, Contact:

SHARED A : 010-6530848 / 088-720848
secretariat@shareda.com

TAR UC Sabah: 088-348080
sabah@tarc.edu.my

Entry Requirements:

- SPM holder with 2-year experience in property related company.
- STPM holder with 1-year experience in property related company.
- Diploma or Advance Diploma holder in property related company without experience.
- Any Degree holder without experience.

SHARED A Secretariat Office: Lot 1-3(F), 3rd Floor, Beverly Hills Plaza, Jalan Bundusan, 88300 Kota Kinabalu, Sabah. Tel: 088-720848 Fax: 088-720643 E-mail: secretariat@shareda.com
Kolej Universiti Tunku Abdul Rahman (Sabah), No 1, Jalan Alamesra, Alamesra, 88540 Kota Kinabalu, Sabah. Tel: (6)088-348 080 / (6)011-1082 5619 Fax: 088-348070 Email: sabah@tarc.edu.my

The Property Developer Course will start in June 2022 with an initial intake of only 50. Our course delivery will be a hybrid of traditional face-to-face classes at TARUC Sabah campus and online learning. You may contact SHARED A Secretariat or TARUC Sabah Branch to find out more. Time is ticking, don't wait and secure your spot now.

Mr. Seth Quek Teck Seng
SHARED A Assistant Secretary-General

“An investment in knowledge pays the best interest.”

– Benjamin Franklin.

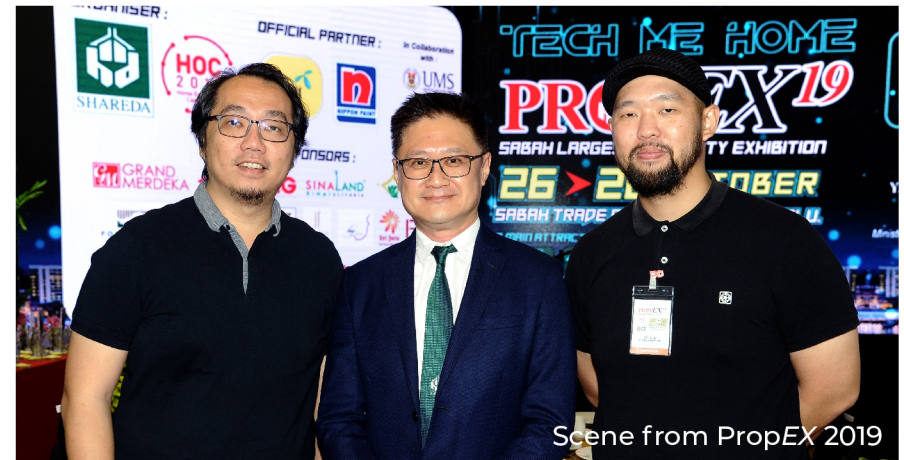
THE ECONOMIC DEVELOPMENT OF OUR NEIGHBOURS WHEN THE **PASSPORT LOST ITS POWER**

SHAREDADA is in the business of property development in Sabah and runs PropEX, a property expo, on a yearly basis. It is one of the most comprehensive showcases in Sabah with products ranging from bungalow-sized condominiums, to township developments, to affordable housing

This season of pandemic has all but halted travel and caused the passport to lose its power. As the local property market endures, we applaud the introduction of the Home Ownership Campaign (HOC) by the Government. While we did see improvements, as a little shift towards a higher demand in landed properties ensued, we are still not out of deep waters. The good news, Sabah is in line to take center stage as a link between our neighbouring countries in the north and south, all of which have created a market of their own and drawing huge Gross Domestic Product (GDP) to their respective countries.

To gain awareness from such markets, Sabah should position itself strategically (with good infrastructure for example) in order to gain benefits in property development. To the north, trade surplus in China has reached USD 676.40 billion, a record high in 2021 despite a surge in raw material prices, 30% more compared to the previous year (Nikkei Asia, 14 January 2022). China will remain strong despite riding against the wind and it will stay an attractive market, despite the passport losing its power.

To the south, Indonesia has just passed and approved a bill in parliament to move its capital city from Jakarta to a site deep within the jungles of Kalimantan. It is one of the most significant advancements of an idea in the country, an idea that its leaders have been toying with for years.



Scene from PropEX 2019



Scene from PropEX 2019



**Jesselton Twin Towers, Damai,
Kota Kinabalu, Sabah – Borneo's
Tallest Iconic Landmark**

The new state capital law, which provides a legal framework for President Joko Widodo's ambitious USD32 billion mega projects, stipulate how development of the capital will be funded and governed (Reuters, 19 January 2022). Again, this is being announced when passport has lost its power. As for Sabah, what can we do to tap into the huge opportunities from the north and from the south?

In my personal opinion, the first issue to give attention to is the infrastructure in Sabah and its compatibility with developments. This is what will make Sabah an attractive destination as an alternative service provider and a transit for the north and the south. Strengthening infrastructure with a blueprint that can be carried forward from year to year, with a realistic budget, can ensure a competitiveness alongside our neighbours. This is a key attraction that can lure investors to Sabah.

According to the Sabah State ICT Blueprint, launched in November 2011, the broadband penetration rate per 100 household in Sabah was 9.5, well below the national average of 21.1 in 2008. This is due to low take up rate among Sabahans, stemming from high costs and low quality of broadband services.

This paper released by the Ministry of Resource Development and I.T. also noted that the Government should address issues regarding infrastructure in Sabah to create an investment climate conducive for Foreign Direct Investments (FDI) and Domestic Direct Investments (DDI).

A recent paper released by www.digital-nasional.com.my ranked Malaysia 81 in a recent report on Global Mobile Experience, far lower than Indonesia (78), Laos (75), Thailand (74), Vietnam (50), and Singapore (17). Based on the findings, it is clear that the Sabah State Blueprint, launched some 10 years ago has not met what our neighbouring countries have already developed. As such, strengthening infrastructure in Sabah should be a top priority. Doing so will stir property development and meet the demands and standards of our neighbours to the north and south. While it will take some time before the passport regains its power, Sabah must be ready and avoid being powerless when the time comes.

Mr. Raymond Xavier Chan Yin Hong
SHARDA Vice President

SHARED PROPEX 2022

Now Is The Time. I trust we all had an amazing time celebrating the start of 2022 with family, friends and loved ones. This is an opportune moment for us to look ahead to what the coming months may bring.

Despite the challenges and disruption brought on by the COVID-19 pandemic, there are silver linings to every occasion, in this case we had precious opportunities presenting itself for family members to spend more time together.

Development has always been a dynamic industry. SHARED as a Non-Governmental Organization which has over 180 member companies under its umbrella is ever ready to take steps further for continuous improvement in the industry. There is the growing need for continuous collaboration, communication, networking and engagement amongst stakeholders.

For the past two years, SHARED was not able to organize PropEX (Property Exhibition), one of the two main annual activities of SHARED.

PropEX 2022 aims to bridge the gap for the ever-growing need for connectivity and to act as a platform where we will be able to facilitate the get-together of SHARED members, policy-makers and the community. This event will also feature our local talents in various forms while showcasing the

diversity and the harmony which Sabah is proudly known for.

Despite the business outlook remaining challenging and volatile, our SHARED members are continually presenting a variety of products based on the principles of meeting different customers' needs and providing greater value.

I would like to take this opportunity to thank all our valued customers, business associates and partners who have been continuously working together with SHARED all these years. We will be anticipating greater achievements ahead with your continuous support and dedication to the industry.



Mr. Roland Ling Leh Hiap

SHARED Youth Chairperson 2021-2023

Organising Chairman

SHARED PropEX 2022

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It's only in community, in connection, that we're able to come together to try & solve some of our planet's most pressing problems, that we're able to further reach out our dreams for our world – for our future.

– Issa Barte
Nat Geo Young Explorer

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**Now Is The Time.
Take Courage.
Rise Up & Shine.**

PROPEX

EKSPLO HARTANAH 沙巴房产家居博览会

15 - 18
SEPTEMBER
2022



SHAREDADA INTERNATIONAL PROPERTY EXHIBITION

We are looking forward to organising PropEX 2022 at SICC
(Sabah International Convention Centre) this coming September.