

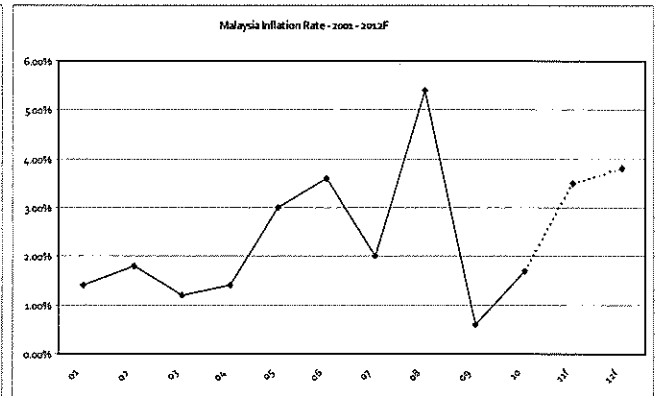
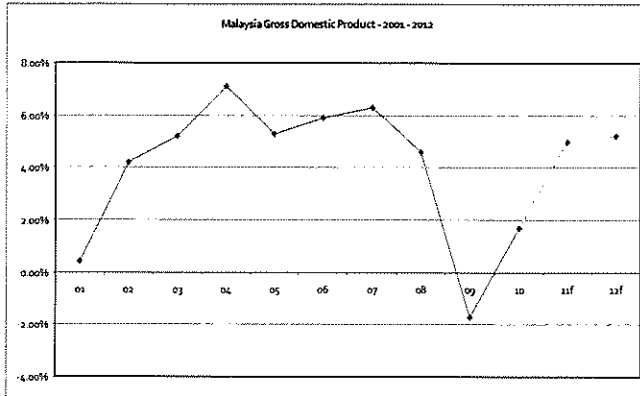
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### MALAYSIA – FACTSHEET (AS AT 2010)

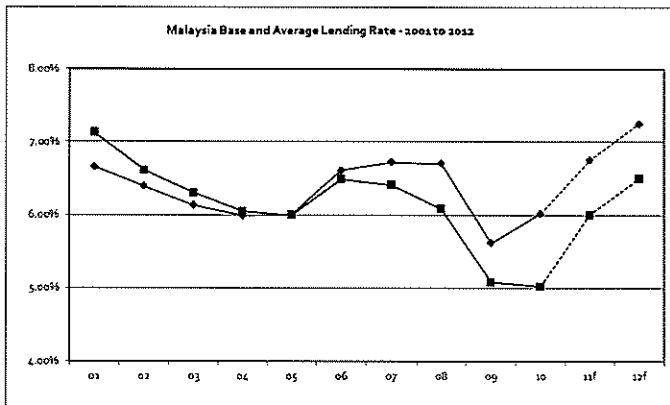
General		Property	
Population	: 27,565, 821 people	Total Residential Stock	: 4,433,310 units
Per Capita Income	: RM28,175	Total Purpose Built Office Space	: 16,646,680 sq. m.
GDP Growth Rate	: 7.2%	Total Retail Space	: 10,588,752 sq. m.
Base Lending Rate	: 6.02%	Total Hotels	: 2,403 units / 167,285 rooms
Average Lending Rate	: 5.02%	Total Industrial Stock	: 56,113 units
Inflation Rate	: 1.70%	Office Building Occupancy Rate	: 78.16%
Unemployment Rate	: 3.20%	Retail Space Occupancy Rate	: 80.23%
Exchange Rate (US\$)	: 3.1284	Hotel Occupancy Rate (3-5 star)	: 51%

# MALAYSIAN ECONOMY

- ∞ With the exception of years 2004, 2007 and 2008, the Malaysian economy saw increases in growth rates over the last 10 years.
- ∞ Amidst the global economic turmoil, the Malaysian economy has fared relatively well. Through the review period, the economy only saw a negative contraction once i.e. year 2009.
- ∞ The services sector remains the main contributor to the GDP growth rate.



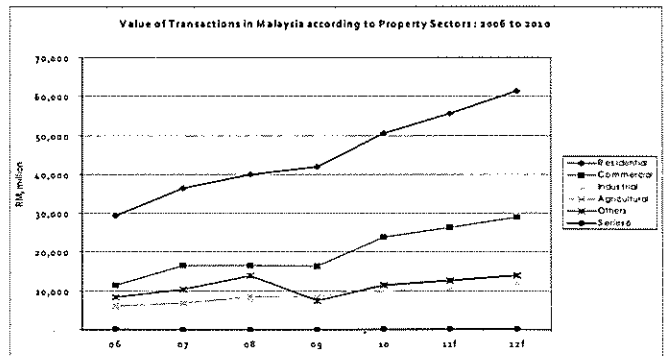
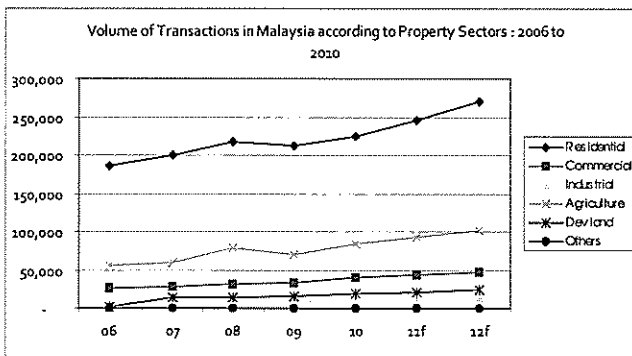
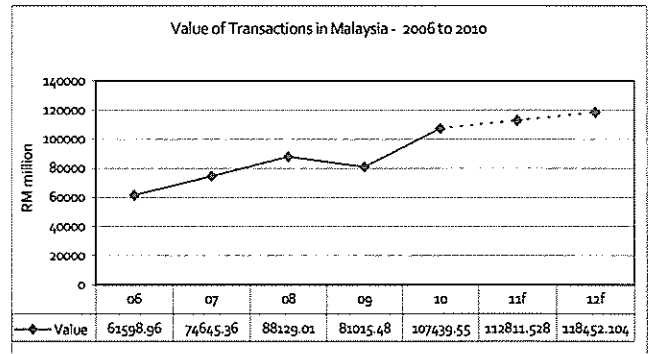
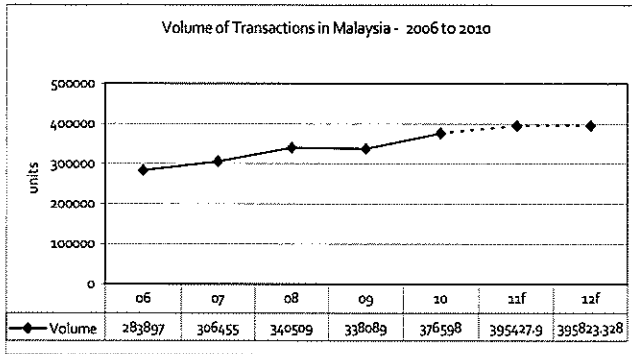
- ∞ The inflation rate saw a drastic increase in the year 2008 due a 40.4% adjustment in fuel prices.
- ∞ After a period of moderation in 2009, the inflation rate was on the uptrend in 2010. Inflationary pressures remain a key concern amongst investors and economists alike.
- ∞ Interest rates in Malaysia are governed by Bank Negara Malaysia via the Overnight Policy Rates (OPR)
- ∞ Both the Base and Average Lending Rates (BLR & ALR) generally remained competitive during the review period.



- ∞ It is expected that as inflation picks up and financial markets firm up, the OPR and subsequently the lending rates will increase. The rates however are not expected to go up to levels seen in the 90's.
- ∞ Labour market conditions remained strong in Malaysia during the review period with the country operating at almost full employment capacity.
- ∞ The unemployment rate registered was generally in the region of 3.2%. Labour market conditions should remain stable over the next few years supported by entry point projects in the Economic Transformation Programme (ETP).

# GENERAL PROPERTY MARKET

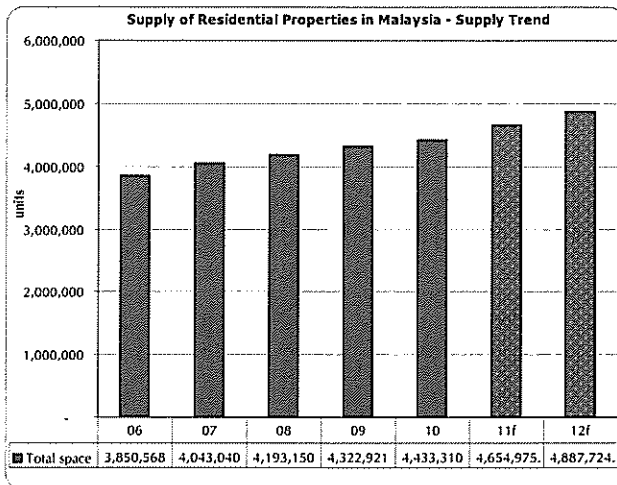
- ∞ The Malaysian Property market has generally seen growth over the past years.
- ∞ Regulations put in place after the 1997 Asian financial crisis have helped in maintaining the resilience of the Malaysian property market.
- ∞ The Malaysian property market has grown in tandem with the improved / growing national economic environment indicated by significantly larger volume and value of transactions.



- ∞ The graphs above show the volume and value trend based on the different property sectors in Malaysia. As can be seen, the residential property sector makes up the bulk of transactions recorded over the years.
- ∞ The boost seen within the property market in 2010 was supported by the improved consumer sentiments and easy access to financing.
- ∞ Although the OPR was increased twice in 2010, interest rates still remained relatively low amidst the moderating inflationary environment.
- ∞ Some key regulatory developments within the property market in 2010 include the reinstatement of the Real Property Gains Tax at a capped percentage of 5% on gains for properties sold within 5 years from date of acquisition
- ∞ In the housing mortgage area Bank Negara Malaysia has implemented a Loan to Value (LTV) ratio capping of 70% for third home purchases.
- ∞ These regulations were set to prevent speculation amongst investors as well as to regulate the capital market.
- ∞ On the development front, after the relative slowdown in 2009, the market picked up with a good number of developers launching new developments all around Malaysia

## RESIDENTIAL PROPERTY SECTOR

- As at 2010, there were a total of 4,433,310 residential units in Malaysia, an increase of 15% as compared to year ending 2006.
- The state of Selangor currently has the largest number of residential properties making up about 28.8% of the total existing supply.
- The following figures show the supply trend of residential properties within the country together with the anticipated future supply.



Future Supply of Residential Properties in Malaysia as at 2010	
Incoming	Planned
527,166	660,032

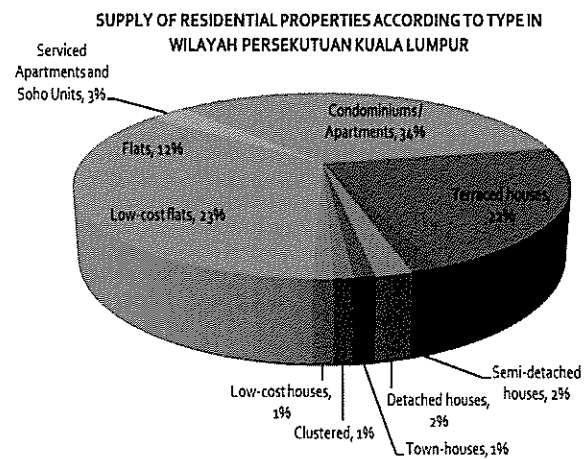
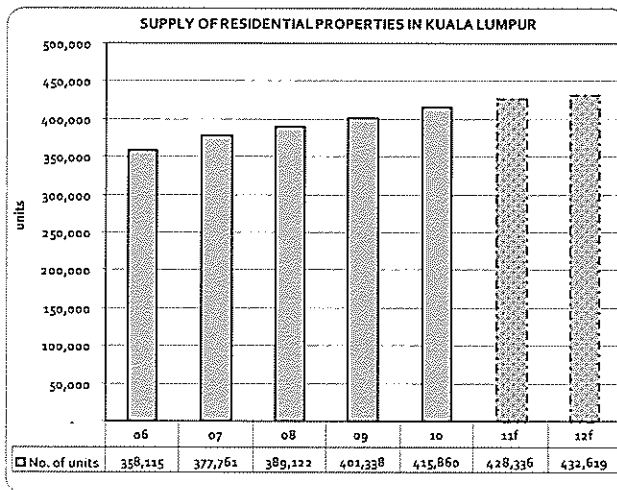
- The residential sector remained resilient through the global economic turmoil. From years 2008 to 2010, prices for residential properties (with the exception of the high-end luxury condominiums / serviced apartments) saw a growth trend.
- The year 2008 to early 2009 saw developer's taking a reprieve from launching new developments. However, confidence within the residential property sub-sector returned in 2009.
- Within the Klang Valley, it is noted that a good number of new launches were fully booked by purchasers on launch days.
- Key development trends in the residential property sub-sector are new 're-branded' concepts such as zero-lot bungalows, garden bungalows, super luxury condominiums,
- Another development concept that is gaining ground in Malaysia is the development of eco-friendly residential units / the development of green townships as urban Malaysian's are becoming increasingly conscious of 'being green'.
- The existing supply of residential properties by selected states together with the volume and value of transactions in 2010 are shown in the table below:-

Data on Residential Properties within selected states in Malaysia							
Type	No. of units			Transaction Volume	% change y-o-y	Transaction Value (RM million)	% change y-o-y
	Existing	Incoming	Planned				
Wilayah Persekutuan Kuala Lumpur	415,860	37,194	32,741	212,62	5.2	10,387.26	31.8
Selangor	1,276,542	123,636	127,567	69,445	7.3	20,185.30	19.9
Pulau Pinang	348,343	41,580	40,250	18,233	10.9	4,834.00	30.0
Johor	674,188	70,404	146,078	26,863	4.0	44,80.73	16.8

## WILAYAH PERSEKUTUAN KUALA LUMPUR

- ∞ The state of Kuala Lumpur has 415,860 residential units, an increase of about 16% when compared to year 2006.
- ∞ Being the capital of Malaysia, choices of property developments in and around the city centre (excluding the suburban portions of the state) has shifted from residential to commercial in nature.
- ∞ With high land costs and limited pockets of development land, new residential development are mostly stratified and multi-storey with central Kuala Lumpur and select localities focused on high-end residential developments.
- ∞ With the exception of the high-end properties, the residential sector in the Kuala Lumpur is still strong underpinned by a limited supply, substantial demand, easy access to financing and low mortgage rates.
- ∞ After the steep drop in demand and values for high-end residential properties between years 2008 and 2009, some improvements have been noted evident with the improved transaction values together with an increase in asking prices and number of transactions. Selected localities is however relatively volatile.

### SUPPLY TREND



- ∞ The anticipated future supply of residential properties in Wilayah Persekutuan Kuala Lumpur are shown in the table below:-

Anticipated Future Supply of Residential Properties in Wilayah Persekutuan Kuala Lumpur according to type			
Type	No. of units		
	Incoming	Planned	New Planned
Terraced houses	667	362	186
Semi-detached houses	476	276	40
Detached houses	432	495	50
Townhouses	673	409	-
Clustered houses	-	-	-
Low-cost houses	-	-	-
Low-cost flats	2,979	8,852	-
Flats	1,356	7,560	-
Serviced Apartments	12,689	2,611	2,096
Condominium / Apartments	17,922	12,176	919
Soho Units	-	-	-
<b>Total</b>	<b>37,194</b>	<b>32,741</b>	<b>3,291</b>

∞ Some transacted prices together with rental rates and yields for selected high-end luxury residential developments are shown in the table below:-

Data on High-End Luxury Residential Properties in Kuala Lumpur					
Scheme	Type	Sample Area (sq. m.)	Price Range (RM)	Rental Range Per Month (RM/p.s.m.)	Gross Yield (%)
Sunway SPK Damansara	2.5-storey terraced	153	910,000 – 960,000	3,500	4.6
Duta Nusantara	2-storey semi-detached	375	3,000,000	14,000	5.6
Damansara Heights		390	2,000,000 – 2,380,000	n.d.	n.d.
Mutiara Seputih		306	2,260,000 – 3,100,000	10,500 – 11,500	5.0
1 Desa Residence		199	955,000 – 1,030,000	5,500	6.9
Dua Residency	Condominium	215	1,852,000	8,000	5.2
Suasana Sentral Loft Condo		250	1,400,000	n.d.	n.d.
Zehn Bukit Pantai Condo		177	1,350,000 – 1,379,220	7,000	6.2
One Menerung		484	4,437,850 – 5,209,000	18,000	4.8
Mont' Kiara Meridin		183	785,000 – 920,000	4,500 – 5,000	7.2
Tifani Kiara		76	490,000 – 570,500	3,000 – 3,500	7.8

∞ Transacted prices together with rental rates and yields for selected landed properties are shown in the table below:-

Data on Landed Residential Properties in Kuala Lumpur					
Scheme	Type	Sample Size (sq. m.)	Price Range	Rental Range Per Month (RM/p.s.m.)	Gross Yield (%)
Kepong Baru	1-storey terraced	143	295,000 – 300,000	700 – 1,000	3.9
Lucky Garden	1-storey terraced	163	600,000 – 680,000	1,200 – 1,400	2.7
Taman Tun Dr. Ismail	1-storey terraced	173	400,000 – 600,000	1,000 – 1,200	3.0
	2-storey terraced	168	635,000 – 795,000	1,800	3.5
Bukit Bandaraya	2-storey terraced	183	1,030,000 – 1,250,000	1,000 – 2,900	2.3
Desa Sri Hartamas	2-storey terraced	156	1,000,000 – 1,050,000	1,400 – 2,300	2.7
Taman Desa	2-storey semi-detached	371	1,350,000 – 1,670,000	n.d.	n.d.
Taman Tun Dr. Ismail	2-storey semi-detached	396	1,550,000 – 1,980,000	5,000 – 7,000	2.5

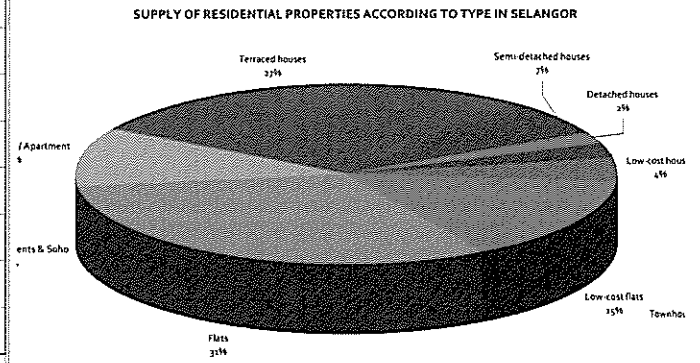
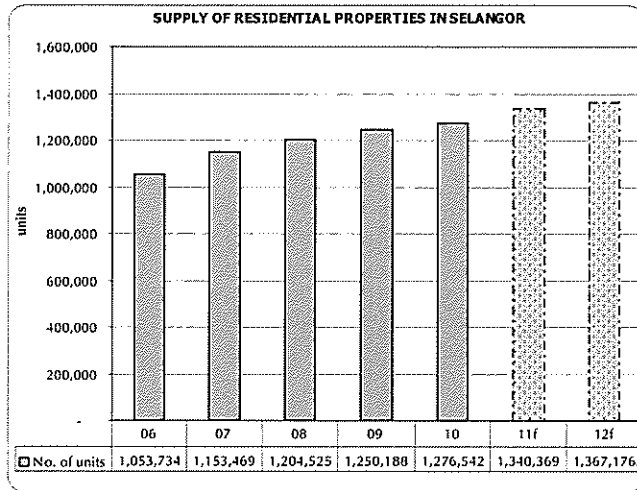
∞ Transacted prices together with rental rates and yields for selected stratified properties are shown in the table below:-

Data on stratified Properties in Kuala Lumpur					
Condominiums	Type	Sample Size (sq. m.)	Price Range	Rental Range Per Month (RM/p.s.m.)	Gross Yield (%)
Changkat View	Condominium	102	268,000 – 318,000	1600 – 1700	14.8
Dynasty Garden		104	270,000 – 288,000	1,200 – 1,600	6.2
Villa Putra		107	n.d.	1,700 – 2,000	9.1
Suasana Sentral		144	750,000 – 825,000	3,000 – 5,000	6.2
Pelangi Condominium		114	n.d.	800 – 1000	7.3
Sri Suajaya Condominium		90	135,000 – 145,000	800	7.0
Anggunpuri Condo		78	n.d.	850 – 1,100	7.3

## STATE OF SELANGOR

- ∞ The state of Selangor has 1,276,542 residential units, an increase of about 21% when compared to year 2006. Currently the state of Selangor has the largest concentration of residential properties within the country.

### SUPPLY TREND



Source : Property Market Reports and Quarterly Stock Reports, NAPIC

- ∞ The anticipated future supply of residential properties in Selangor are shown in the table below:-

Anticipated Future Supply of Residential Properties in Selangor according to type			
Type	No. of units		
	Incoming	Planned	New Planned
Terraced houses	43,166	27,277	7,509
Semi-detached houses	9,485	9,336	1,913
Detached houses	4,917	8,629	848
Townhouses	2,077	3,875	662
Clustered houses	1,174	1,683	394
Low-cost houses	608	1,215	-
Low-cost flats	15,206	21,289	527
Flats	11,566	15,385	724
Serviced Apartments	9,074	2,374	1,068
Condominium / Apartments	25,386	36,504	5,008
Soho Units	977	-	-
Total	123,636	127,567	18,653

Source : Property Market Reports and Quarterly Stock Reports, NAPIC

- ∞ Transacted prices together with rental rates and yields for selected high-end luxury residential developments are shown in the table below:-

Data on High-End Luxury Residential Properties in Selangor					
Scheme	Type	Sample Area (sq. m.)	Price Range	Rental Range Per Month (RM/p.s.m.)	Gross Yield (%)
20 trees	2.5-storey terraced	267	1,579,160 – 1,683,860	10,000	7.5
Sierramas Resort Homes	2-storey semi-detached	260	1,550,000	8,000	6.2
Valencia		375	1,550,000 - 2,800,000	6,500	5.0
Beverly Heights	3-storey semi-detached	327	2,300,000 – 2,650,000	12,000	6.2
Riverview Kemensah		328	1,700,000 – 1,950,000	7,000	4.9
Villa Kristal Heights		315	1,250,000 – 1,288,000		



∞ Transacted prices together with rental rates and yields for selected landed properties are shown in the table below:-

Data on Landed Residential Properties in Selangor					
Scheme	Type	Sample Size (sq. m.)	Price Range	Rental Range Per Month (RM/p.s.m.)	Gross Yield (%)
Bandar Baru Sri Damansara	1-storey terraced	121	250,000 – 300,000	n.d.	3 to 4
Section 17, Petaling Jaya		153	300,000 – 310,000		
Taman Saga, Ampang		111	145,000 – 185,000		
Taman Melawati		140	230,000 – 250,000		
SS20 & 21, Damansara Utama	2-storey terraced	153	460,000 – 560,000		
Putra Heights		153	282,500 – 330,000		
Ara Damansara		153	636,000 – 810,000		
Bukit Jelutong		153	400,000 – 487,000		
Bandar Utama	2-storey semi-detached	289	618,000 – 760,000		
Ara Damansara		354	1,415,000 – 1,470,000		
Prima Villa		224	900,000 – 910,000		

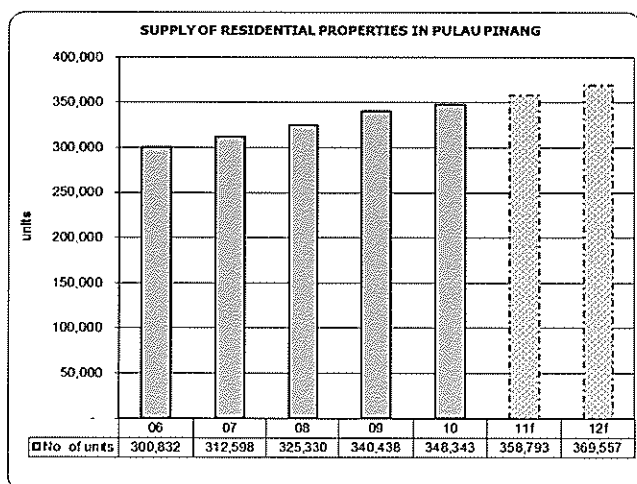
∞ Transacted prices together with rental rates and yields for selected stratified properties are shown in the table below:-

Data on Stratified Properties in Selangor					
Condominiums	Type	Sample Size (sq. m.)	Price Range	Rental Range Per Month (RM/p.s.m.)	Gross Yield (%)
Gasing Heights	Condominium	147	357,000 - 360,000	n.d.	5 to 6
Tiara Damansara		104	325,000 – 340,000		
Kelana Mahkota Condominium		117	270,000 – 350,000		
Surian Condominium		132	548,000 – 638,000		
Ampang Prima Condominium		93	190,000 – 210,000	1,500 – 1,600	11.0
One Ampang Avenue		99	240,000 – 285,000	2,000 – 2,500	8.5
Riana Green		126	n.d.	800 - 900	5.4
Pelangi Damansara		84		900 – 1,000	4.1
Perdana Condominium		92			

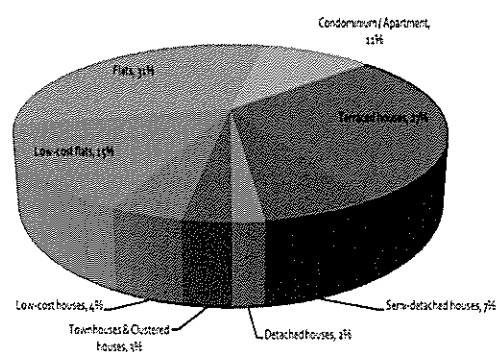
## STATE OF PULAU PINANG

∞ The state of Pulau Pinang has 348,343 residential units, an increase of about 16% when compared to year 2006.

### SUPPLY TREND



SUPPLY OF RESIDENTIAL PROPERTIES ACCORDING TO TYPE IN PULAU PINANG



Source : Property Market Reports and Quarterly Stock Reports, NAPIC



∞ The anticipated future supply of residential properties in Pulau Pinang are shown in the table below:-

Anticipated Future Supply of Residential Properties in Pulau Pinang according to type			
Type	No. of units		
	Incoming	Planned	New Planned
Terraced houses	13,445	14,613	1,352
Semi-detached houses	4,374	3,436	566
Detached houses	1,973	1,131	199
Townhouses	595	379	-
Clustered houses	703	242	-
Low-cost houses	2,619	1,548	-
Low-cost flats	4,436	5,279	198
Flats	9,316	7,693	868
Serviced Apartments	308	314	-
Condominium / Apartments	3,811	5,615	989
Soho Units	-	-	-
Total	41,580	40,250	4,172

Source : Property Market Reports and Quarterly Stock Reports, NAPIC

∞ Transacted prices together with rental rates and yields for selected high-end luxury residential developments are shown in the table below:-

Data on High-End Luxury Residential Properties in Pulau Pinang					
Scheme	Type	Sample Area (sq. m.)	Price Range	Rental Range Per Month (RM/p.s.m.)	Gross Yield (%)
The Cove	Condominium	542	1,300 – 1,750,000	n.d.	n.d.
The Mayfair		456	2,500,000 – 2,600,000		
Silverton		383	1,500,000 – 1,530,000	7,500 – 8,000	6.7
Sri Pantai / Gurney Beach Resort Condo		240	1,050,000 – 1,250,000	3,500 – 6,000	6.3

∞ Transacted prices together with rental rates and yields for selected stratified properties are shown in the table below:-

Data on Stratified Properties in Pulau Pinang					
Condominiums	Type	Sample Size (sq. m.)	Price Range	Rental Range Per Month (RM/p.s.m.)	Gross Yield (%)
Alila Horizons	Condominium	124	415,000 – 555,000	n.d.	n.d.
Marina Bay		122	345,000 – 700,000	2,800 – 4,500	10.0
Sri Pangkor		174	710,000 – 815,000	3,200 – 4,950	6.7
Bellisa Court		130	n.d.	3,000 – 3,800	6.9

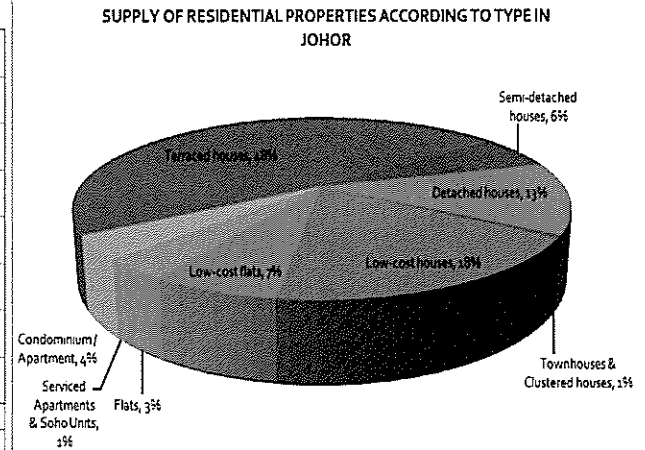
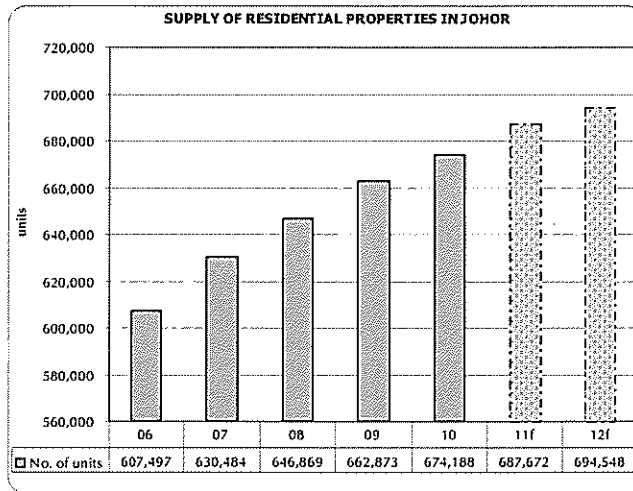
∞ Transacted prices together with rental rates and yields for selected landed properties are shown in the table below:-

Data on Landed Residential Properties in Pulau Pinang					
Scheme	Type	Sample Size (sq. m.)	Price Range	Rental Range Per Month (RM)	Gross Yield (%)
Green Garden	1-storey terraced	165	455,000 – 550,000	750 – 1,100	2.1
Jalan Van Praagh		160	530,000 – 580,000	n.d.	n.d.
Bandar Bayan Baru		149	275,000 – 340,000	550 – 800	3.0
Jalan Zoo	2-storey terraced	171	406,500 – 490,000	900 – 1,300	2.6
Taman Bagan Lalang		146	445,000 – 585,000	600	1.4
Bandar Georgetown		151	250,000 – 278,000	600 – 750	2.7
Island Glades	2-storey semi-detached	346	800,000 – 900,000	1,400	2.2
Island Park		320	878,000 – 1,000,000	1,200 – 1,400	2.0
		346	845,000 – 950,000	1,300 – 1,500	2.3

## STATE OF JOHOR

∞ The state of Johor has 674,188 residential units, an increase of about 11% when compared to year 2006.

### SUPPLY TREND



Source : Property Market Reports and Quarterly Stock Reports, NAPIC

∞ The anticipated future supply of residential properties in Johor are shown in the table below:-

**Anticipated Future Supply of Residential Properties in Johor according to type**

Type	No. of units		
	Incoming	Planned	New Planned
Terraced houses	29,704	70,811	6,368
Semi-detached houses	5,199	8,703	1,144
Detached houses	1,125	5,168	600
Townhouses	472	901	-
Clustered houses	1,262	1,949	548
Low-cost houses	5,498	9,002	135
Low-cost flats	4,311	15,533	-
Flats	14,236	16,812	-
Serviced Apartments	825	8,810	440
Condominium / Apartments	7,772	8,389	1,260
Soho Units	-	-	-
Total	70,404	146,078	14,095

Source : Property Market Reports and Quarterly Stock Reports, NAPIC

∞ Transacted prices together with rental rates and yields for selected landed properties are shown in the table below:-

**Data on Landed Residential Properties in Johor**

Scheme	Type	Sample Size (sq. m.)	Price Range	Rental Range Per Month (RM/p.s.m.)	Gross Yield (%)
Taman Pelangi	1-storey terraced	164	170,000 – 240,000	750 – 850	4.2
Taman Sentosa		163	160,000 – 190,000	650 – 750	4.8
		163	249,000 – 250,000	800 – 900	4.3
Bandar Selesa Jaya	2-storey terraced	143	160,000 – 180,000	1,000	5.0
Bandar Baru Permas Jaya		121	170,000 – 200,000	700 – 750	-3.3
		297	265,000		
Taman Iskandar	2-storey semi-detached	334	360,000 – 400,000	n.d.	n.d.
Taman Johor Jaya		297	345,000 – 360,000		

Source : Property Market Reports

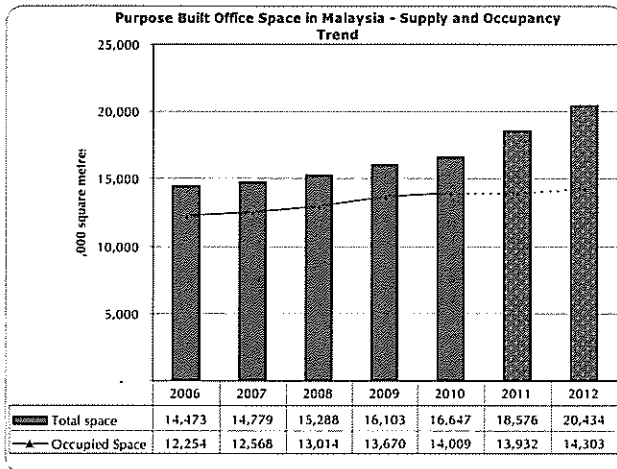
∞ Transacted prices together with rental rates and yields for selected stratified properties are shown in the table below:-

Data on Stratified Properties in Johor					
Condominiums	Type	Sample Size (sq. m.)	Price Range	Rental Range Per Month (RM/p.s.m.)	Gross Yield (%)
Straits View Condominium	Condominium	155	350,000 – 418,000	n.d.	n.d.
Kip Villa Indah		78	160,000 – 162,000	700 – 950	7.5
Sri Akasia Apartment		97	126,400 – 135,000	800	6.2
Aloha Tower		159	273,000 – 280,000	1,500 – 3,800	11.0

Source : Property Market Reports

## PURPOSE BUILT OFFICE SECTOR

- ∞ As at 2010, there were a total of 2,235 purpose-built office buildings with a total of 16,646,680 square metres of office space. As compared to year ending 2006, the total office space has increased by about 15%.
- ∞ A large bulk of the office space is located within Wilayah Persekutuan Kuala Lumpur, which makes up about 41% of the total space
- ∞ Occupancy rates generally through the review period generally hovered around 84 to 85% which is a good indication to the demand for office space within the country.
- ∞ The following figures show the supply and occupancy trends for purpose built-office spaces within the country together with the anticipated future supply.



Future Supply of Purpose Built Offices in Malaysia as at 2010			
Incoming		Planned	
No.	sq. m.	No.	sq. m.
133	2,539,019	67	1,823,166

### SELECTED STATES AND LOCALITIES

	Supply of Purpose-Built Offices in Selected States and Localities as at 2010						
	Existing Supply			Future Supply			
	No.	sq. m.	Occupancy Rate (%)	Incoming		Planned	
	No.	sq. m.	Occupancy Rate (%)	No.	sq. m.	No.	sq. m.
Kuala Lumpur	384	6,778,386	81.2	20	1,110,677	12	610,320
Urban Selangor	131	2,158,545	76.0	7	306,150	6	224,939
Pulau Pinang	235	1,077,395	78.2	5	38,789	7	41,472
Johor	210	980,404	76.9	21	206,091	15	587,489

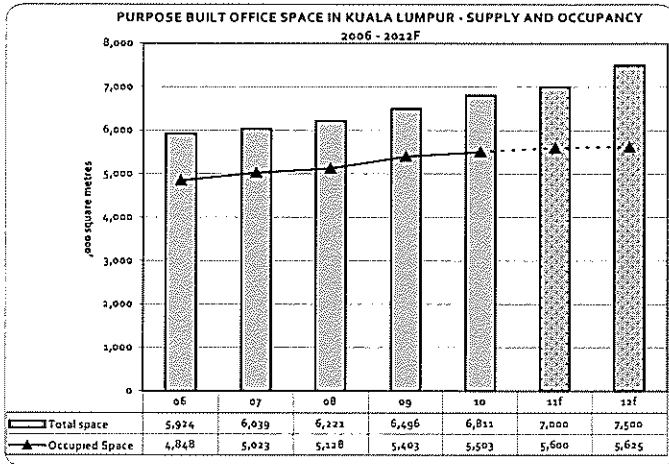
Note: Urban Selangor is taken to be the localities of Petaling Jaya, Subang Jaya, Sunway City, Seri Kembangan, Shah Alam, Bandar Utama, Kelana Jaya, Puchong, Klang Town, Kajang / Cheras, Ampang, Sepang and Selayang

- ∞ After improvements in occupancy rates over the previous quarters, it is expected that the purpose built office market will soften initially late in the year, particularly in the Klang Valley (which comprises Wilayah Persekutuan Kuala Lumpur and portions of Selangor).
- ∞ Rental rates in the country generally remained stable with prime Grade A office buildings in Kuala Lumpur fetching rental rates between RM6 to RM12 psf. Other office buildings in Kuala Lumpur are generally fetching rental rates in the region of RM4 to RM5 psf.
- ∞ Within Urban Selangor, rental rates within the higher bracket were in the region of RM4 to RM7 psf in 2010 with most office rental rates in the region of RM2 to RM3.5 psf. Office buildings in Penang and Johor had a much lower rental threshold of between RM1 to RM3 psf.
- ∞ Emerging development trends include development of integrated commercial schemes which build purpose-built offices atop retail complex / serviced apartments.

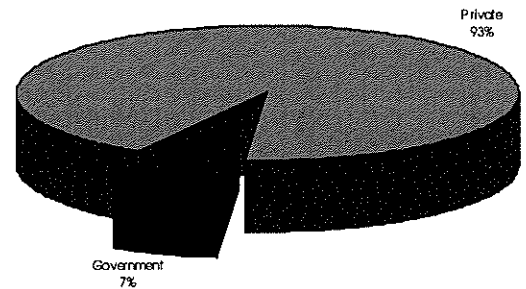
# WILAYAH PERSEKUTUAN KUALA LUMPUR

- As at 2010, there were a total of 384 office buildings with a total of 6,778,386 sq. m. of space. This is an increase of about 14% if compared to year ending 2006.
- Kuala Lumpur currently has the largest supply of office space within the nation, making up about 41% of the total office space.
- During the review period, occupancy rates have remained relatively healthy, registering rates between 80% and 83%.

## SUPPLY AND OCCUPANCY



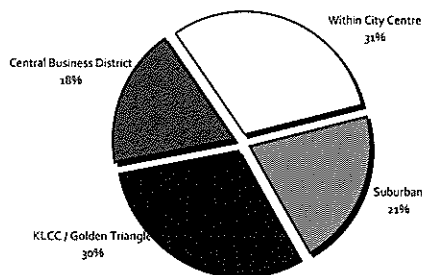
**% OF PRIVATELY OWNED OFFICE BUILDINGS AND GOVERNMENT OWNED OFFICE BUILDINGS IN WILAYAH PERSEKUTUAN KUALA LUMPUR AS AT 2010**



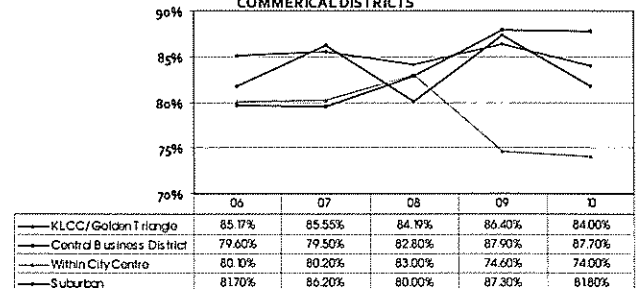
Source : Property Market Reports and Quarterly Stock Reports, NAPIC

- In the commercial aspect, Kuala Lumpur is basically divided into 4 main localities identified by NAPIC as 'KLCC /Golden Triangle', 'Central Business District', 'Within City Centre' and 'Suburban'. A breakdown of office spaces according to localities at 2010 and the occupancy trends according to the commercial districts in Kuala Lumpur are shown below:-

**SUPPLY OF OFFICE SPACE WITHIN KUALA LUMPUR ACCORDING TO COMMERCIAL DISTRICTS**



**AVERAGE OCCUPANCY RATES OF OFFICES IN KUALA LUMPUR BY COMMERCIAL DISTRICTS**



Source : Property Market Reports and Quarterly Stock Reports, NAPIC

- The table below shows the future supply of office buildings according to commercial districts:-

Future Supply of Office Buildings by Commercial Districts				
Commercial District	Incoming		Planned	
	No.	sq. m.	No.	sq. m.
KLCC / Golden Triangle	7	285,298	1	153,221
Central Business District	2	142,361	3	67,422
Within City Centre	9	467,610	4	274,190
Suburban	2	215,408	4	115,487
Total	20	1,110,677	12	610,320

- ∞ Rental rates in the country generally remained stable with prime Grade A office buildings in Kuala Lumpur fetching rental rates between RM6 to RM12 psf. Other office buildings in Kuala Lumpur are generally fetching rental rates in the region of RM3 to RM5 psf.
- ∞ Rental rates for selected purpose built offices as at 2010 as reported by NAPIC are shown in the table below:-

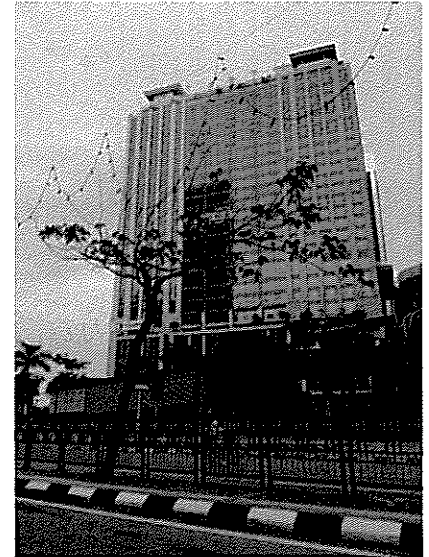
**KLCC / GOLDEN TRIANGLE COMMERCIAL DISTRICT**



<b>Petronas Twin Towers</b>	
Location	: KLCC
Rental Range Per Month (RM/p.s.m.)	: 96.87 – 129.17



<b>Menara Tan &amp; Tan</b>	
Location	: Jalan Tun Razak
Rental Range Per Month (RM/p.s.m.)	: 48.44 – 53.82



<b>G Tower</b>	
Location	: Jalan Tun Razak
Rental Range Per Month (RM/p.s.m.)	: 73.19 – 80.73



<b>Wisma UOA</b>	
Location	: Jalan Pinang
Rental Range Per Month (RM/p.s.m.)	: 43.05 – 51.67



<b>Wisma Hong Leong</b>	
Location	: Jalan Perak
Rental Range Per Month (RM/p.s.m.)	: 56.51 – 64.58

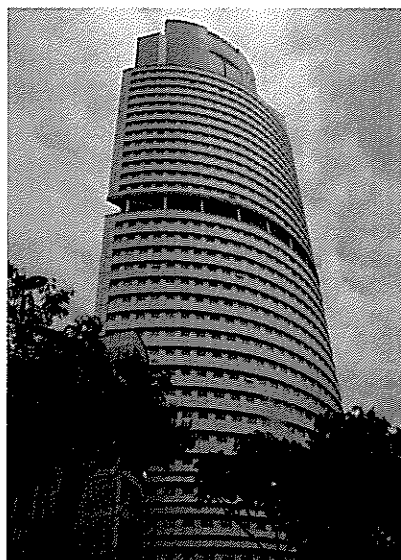


<b>Menara HLA</b>	
Location	: Jalan Kia Peng
Rental Range Per Month (RM/p.s.m.)	: 60.28 – 69.96

**CENTRAL BUSINESS DISTRICT**

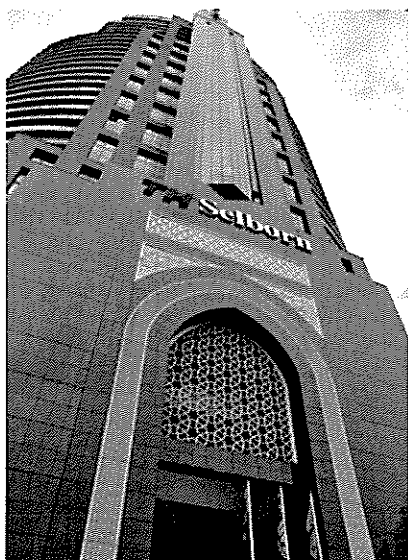


Menara Multipurpose	
Location	: Jalan Munshi Abdullah
Rental Range Per Month (RM/p.s.m.)	: 40.90 – 43.05



TH Perdana	
Location	: Jalan Sultan Ismail
Rental Range Per Month (RM/p.s.m.)	: 37.67 – 40.36

**WITHIN CITY CENTRE**



Menara TH Selborn	
Location	: Jalan Tun Razak
Rental Range Per Month (RM/p.s.m.)	: 32.29



Quill 7	
Location	: KL Sentral
Rental Range Per Month (RM/p.s.m.)	: 73.19 – 75.35



Centrepoint South	
Location	: Midvalley City
Rental Range Per Month (RM/p.s.m.)	: 43.06 – 53.82

Rental Rates of Selected Purpose Built Office Buildings in Kuala Lumpur		
Office Buildings	Location	Rental Range Per Month (RM/p.s.m.)
<b>Suburban</b>		
PNB Damansara (Plaza Kelanamas)	Damansara Heights	29.06 – 32.29
Bangunan Malaysia RE		43.05 – 45.21

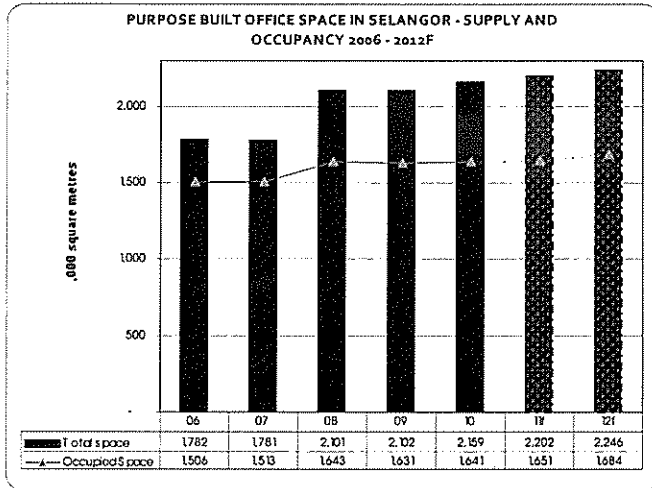
- ∞ There is a large incoming supply of office space expected to enter the KL market in 2011 and 2012. With tough competition, rental rates are currently under high external pressures.
- ∞ It is also noted that there has been a gradual shift of tenants from the city centre to the suburban portions of Kuala Lumpur and Urban Selangor mostly due to cheaper rents, less traffic congestions and improved infrastructure in these locations.



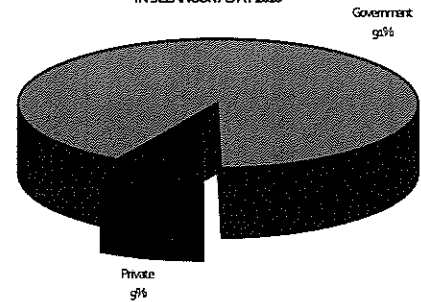
# STATE OF SELANGOR

As at 2010, there were a total of 131 office buildings with a total of 2,158,545 sq. m. of space. During the review period, the occupancy rates of offices in Selangor relatively low, registering rates between 72% and 77%.

## SUPPLY AND OCCUPANCY



% OF PRIVATELY OWNED OFFICE BUILDINGS AND GOVERNMENT OWNED OFFICE BUILDINGS IN SELANGOR AS AT 2010



The table below shows the future supply of office buildings according to locations in Urban Selangor:-

Future Supply of Office Buildings in Urban Selangor				
Commercial District	Incoming		Planned	
	No.	sq. m.	No.	sq. m.
Petaling Jaya	3	64,308	2	174,228
Subang Jaya	2	68,804	-	-
Shah Alam	1	1,353	1	2,935
Kelana Jaya	1	171,685	-	-
<b>Total</b>	<b>10</b>	<b>353,926</b>	<b>3</b>	<b>177,163</b>

Source : Property Market Reports and Quarterly Stock Reports, NAPIC

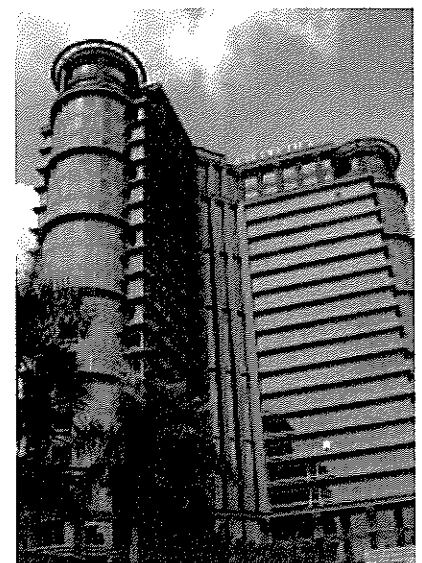
Within Urban Selangor, rental rates within the higher bracket were in the region of RM4 to RM7 psf in 2010 with most office rental rates in the region of RM2 to RM3.5 psf. Rental rates for selected purpose built offices as at 2010 as reported by NAPIC are shown in the table below:-



Menara MPPJ	
Location	: Petaling Jaya
Rental Range Per Month (RM/p.s.m.)	: 30.00



Menara Choy Fook Onn	
Location	: Petaling Jaya
Rental Range Per Month (RM/p.s.m.)	: 34.44 – 43.06



Menara CP	
Location	: Petaling Jaya
Rental Range Per Month (RM/p.s.m.)	: 45.75 – 46.82



Menara Yayasan Selangor		
Location	:	Petaling Jaya
Rental Range Per Month (RM/p.s.m.)	:	43.06



Menara Merais		
Location	:	Petaling Jaya
Rental Range Per Month (RM/p.s.m.)	:	30.14 – 37.67



Damansara Uptown		
Location	:	Petaling Jaya
Rental Range Per Month (RM/p.s.m.)	:	40.90 – 49.51

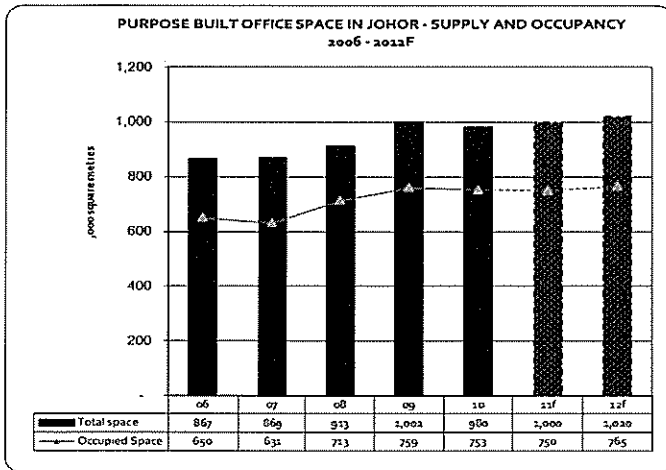
Rental Rates of Selected Purpose Built Office Buildings in Urban Selangor		
Office Buildings	Location	Rental Range Per Month (RM/p.s.m.)
Wisma MCIS Zurich – Tower 2	Petaling Jaya	33-37
Menara Hi Tech Village (Wisma Integrated)	Subang Jaya	32.28 – 35.50
Wisma Consplant 1		39.83 – 40.90
Plaza Perangsang	Shah Alam Town	26.91 – 30.41
Wisma Kelana Brem		22.50 – 37.67
Kompleks Kelana Centre Point	Kelana Jaya	29.60 – 32.29

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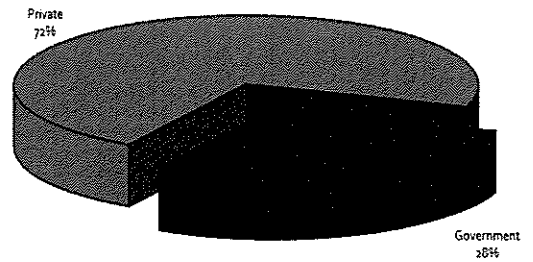
## STATE OF JOHOR

- ∞ As at 2010, there were a total of 210 office buildings with a total of 980,404 sq. m. of space, an increase of about 13% if compared to year ending 2006.
- ∞ During the review period, the occupancy rates of offices in Johor relatively low, registering rates between 72% and 77%.

### SUPPLY AND OCCUPANCY



**% OF PRIVATELY OWNED OFFICE BUILDINGS AND GOVERNMENT OWNED OFFICE BUILDINGS IN JOHOR AS AT 2010**

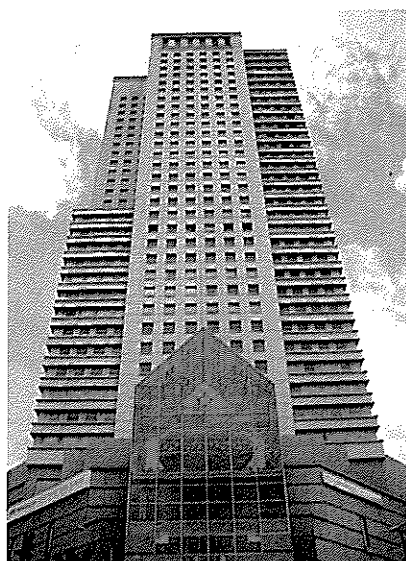


Source : Property Market Reports and Quarterly Stock Reports, NAPIC

- ∞ The table below shows the future supply of office buildings according to locations:-

Future Supply of Office Buildings by Commercial Districts				
Commercial District	Incoming		Planned	
	No.	sq. m.	No.	sq. m.
Johor Bahru	10	168,374	14	586,051
Kulai Jaya	2	7,847	-	-
Kota Tinggi	4	4,562	-	-
Pontian	1	1,209	-	-
Batu Pahat	1	619	-	-
Muar	1	1,043	1	1,438
Kluang	-	-	-	-
Mersing	-	-	-	-
Segamat	2	22,437	-	-
<b>Total</b>	<b>21</b>	<b>206,091</b>	<b>15</b>	<b>587,489</b>

- ∞ Rental rates in the state generally remained stable with offices in the state having a rent threshold of between RM1 to RM3 psf. Rental rates for selected purpose built offices as at 2010 as reported by NAPIC are shown in the table below:-



Johor Bahru City Square	
Location	:
Rental Range Per Month (RM/p.s.m.)	: 21.53 – 30.15



Public Bank Tower	
Location	:
Rental Range Per Month (RM/p.s.m.)	: 21.53 – 29.06



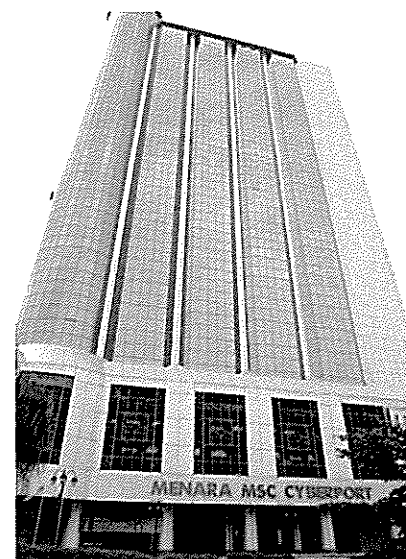
Menara Ansar	
Location	:
Rental Range Per Month (RM/p.s.m.)	: 23.68 – 29.60



Menara Landmark	
Location	:
Rental Range Per Month (RM/p.s.m.)	: 19.37 – 23.68



Menara Tabung Haji	
Location	:
Rental Range Per Month (RM/p.s.m.)	: 17.22 – 19.38



Menara MSC Cyberport	
Location	:
Rental Range Per Month (RM/p.s.m.)	: 21.53 – 30.14

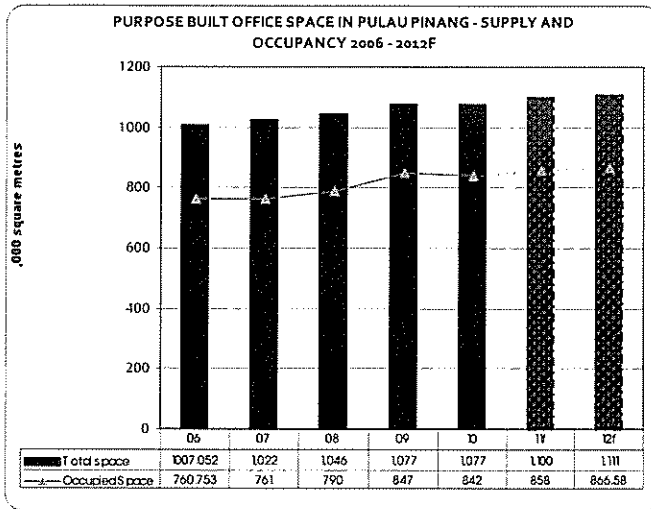
Rental Rates of Selected Purpose Built Office Buildings in Johor Bahru		
Office Buildings	Location	Rental Range Per Month (RM/p.s.m.)
Bangunan Pusat Professional		19.38 – 21.53
Johor Tower	Central Town Prime Area	14.53 – 21.53
Menara Komtar		23.14 – 26.91
Bangunan TM Asia Life	Central Town Secondary Prime Area	10.76 – 19.38
City Plaza		16.15 – 17.22
Menara MAA	Suburban Prime Area	13.99 – 21.53

# STATE OF PULAU PINANG

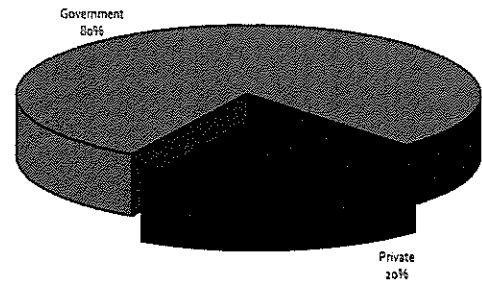
As at 2010, there were a total of 235 office buildings with a total of 1,077,395 sq. m. of space. This is an increase of about 5% if compared to year ending 2006.

During the review period, the occupancy rates of offices in Pulau Pinang relatively low, registering rates between 73% and 78%.

## SUPPLY AND OCCUPANCY



% OF PRIVATELY OWNED OFFICE BUILDINGS AND GOVERNMENT OWNED OFFICE BUILDINGS IN PULAU PINANG AS AT 2010

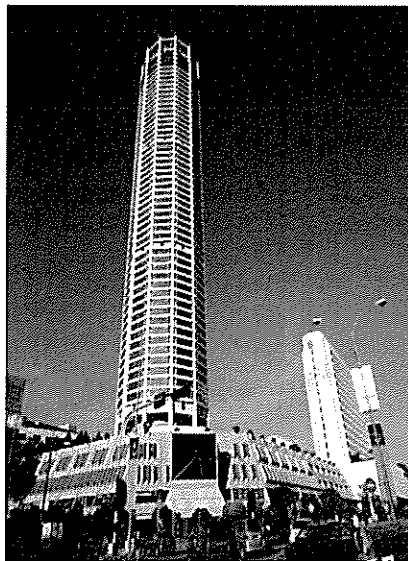


Source : Property Market Reports and Quarterly Stock Reports, NAPIC

The table below shows the future supply of office buildings according to locations:-

Commercial District	Incoming		Planned	
	No.	sq. m.	No.	sq. m.
Georgetown	-	-	7	41,472
Bayan Baru / Sungai Nibong / Gelugor	2	11,233	-	-
Butterworth	1	17,651	-	-
Bukit Mertajam	1	4,405	-	-
Nibong Tebal	1	5,500	-	-
<b>Total</b>	<b>5</b>	<b>38,789</b>	<b>7</b>	<b>41,472</b>

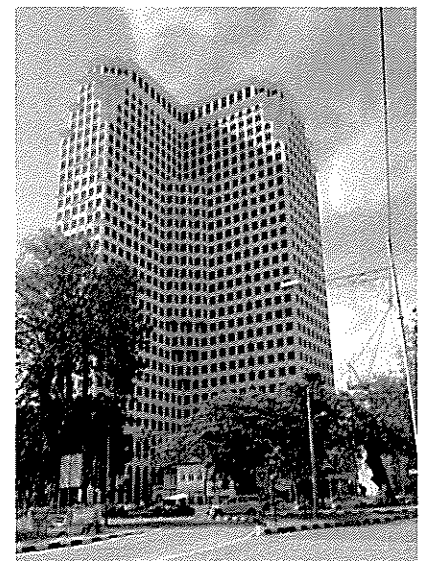
Rental rates in the state generally remained stable with offices in the state having a rent threshold of between RM1 to RM3 psf. Rental rates for selected purpose built offices as at 2010 as reported by NAPIC are shown in the table below:-



Komtar Tower Block	
Location	: Jalan Penang
Rental Range Per Month (RM/p.s.m.)	: 17.80 – 20.50



MWE Plaza	
Location	: Lebuh Farquhar
Rental Range Per Month (RM/p.s.m.)	: 22.60 – 26.90



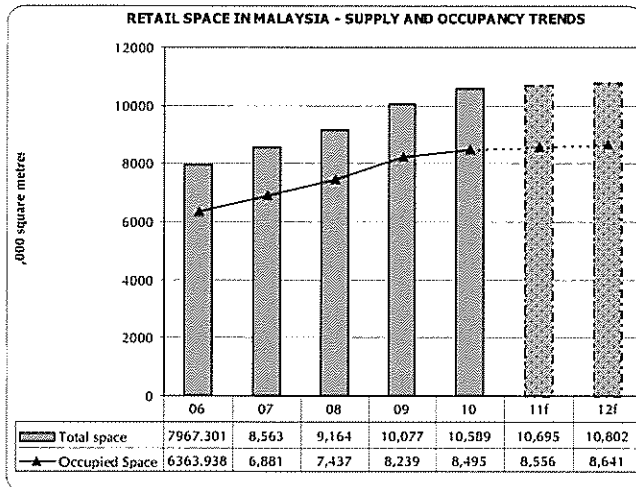
Northam City (Menara BHL)	
Location	: Jalan Sultan Ahmad Shah
Rental Range Per Month (RM/p.s.m.)	: 21.50 – 23.50

Rental Rates of Selected Purpose Built Office Buildings in Pulau Pinang		
Office Buildings	Location	Rental Range Per Month (RM/p.s.m.)
<b>Central Town Prime Area</b>		
Mayban Trust Fund Building	Lebuh Bishop	17.20 – 21.53
Wisma Boon Siew	Jalan Penang	10.67 – 24.23
Asia Insurance Building	Lebuh China	19.40 – 23.70
<b>Central Town Secondary Area</b>		
Sheraton	Jalan Larut	16.15 – 21.50
Wisma Leader		18.80 – 23.70
Wisma Tenaga	Jalan Anson	21.50
Bangunan KWSP		18.30 – 22.60
Menara Boustead	Jalan Sultan Ahmad Shah	21.50 – 31.20
Bangunan KWSP		21.50 – 28.00
Gurney Tower	Persiaran Gurney	13.00 – 18.00



## RETAIL PROPERTY SECTOR

- ∞ As at 2010, there were a total of 750 shopping complexes with a total space of 10,588,752 square metres. As compared to year ending 2006, the total space has increased by about 33%.
- ∞ The state of Selangor has the highest concentration of retail space and this is followed by Wilayah Persekutuan Kuala Lumpur. Together, these two states constitute about 44% of the total space.
- ∞ Occupancy rates through the review period generally hovered around 80%. The following figures show the supply and occupancy trends for retail spaces within the country together with the anticipated future supply.

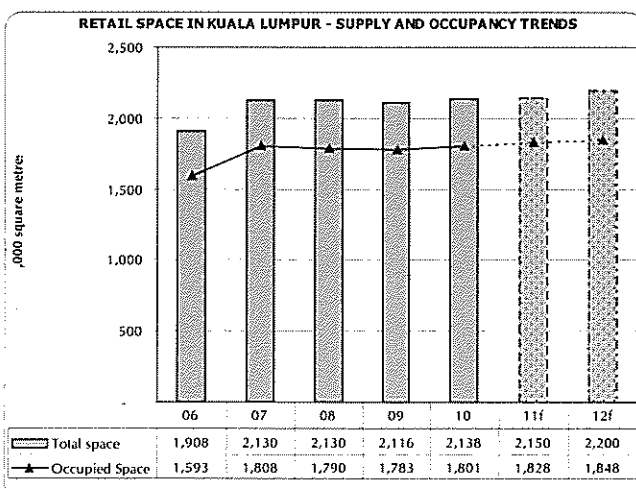


Future Supply of Retail Space in Malaysia as at 2010			
Incoming		Planned	
No.	sq. m.	No.	sq. m.
83	1,574,311	94	1,726,744

- ∞ Retail sales however may experience a slight downtrend mid-2011 as consumers accommodate hikes in petrol prices and electricity tariffs. It is anticipated that alongside positive consumer sentiments and improved economic conditions retail sales may pick up by end of the year.
- ∞ The retail sector in Malaysia has grown substantially over the years. This includes the development of Malaysia as a luxury goods destination. The concept has been embraced by the Ministry of Tourism and it remains a key sector looked at when promoting the country.
- ∞ Besides the development of shopping complexes within integrated commercial developments another emerging trend in the retail property sub-sector is the development of hypermarkets.

## WILAYAH PERSEKUTUAN KUALA LUMPUR

- ∞ As at 2010 there were a total of 95 shopping complexes with a total space of 2,137,828 square metres within Wilayah Persekutuan Kuala Lumpur. As compared to year ending 2006 this is an increase of about 12%. During the same review period, average occupancy rates was in the region of 83% to 85%.



Future Supply of Retail Space in Kuala Lumpur			
Incoming		Planned	
No.	sq. m.	No.	sq. m.
17	616,862	28	410,673



- ∞ There is a relatively large incoming supply of shopping complexes in the state. It is expected that occupancy rates for shopping complexes may remain soft over the next year.
- ∞ With a large incoming supply, rental rates are expected to be under high pressures and may trend downwards as shopping complex operators may need to maintain / reduce rents in order to retain tenants. We anticipate however that occupancy and rental rates of existing established shopping complexes in good locations will remain to the least stable.
- ∞ Ground floor rental rates for selected prominent shopping complexes as at 2010 are shown in the table below:-

**CENTRAL TOWN PRIME AREA**



<b>Suria KLCC</b>	
Location	: KLCC
Rental Range Per Month (RM/p.s.m.)	: 172.00 – 592.00



<b>Bukit Bintang Plaza</b>	
Location	: Bukit Bintang
Rental Range Per Month (RM/p.s.m.)	: 251.00 – 412.00



<b>Kompleks Kotaraya</b>	
Location	: Jalan Tun Tan Cheng Lock
Rental Range Per Month (RM/p.s.m.)	: 329.00 – 525.00



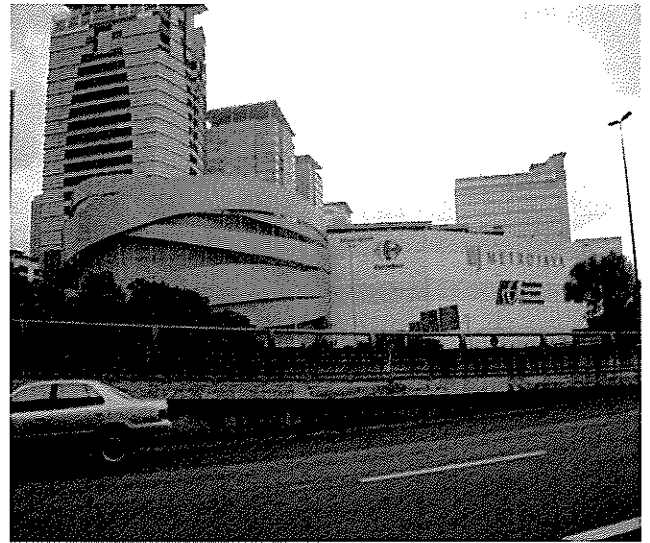
<b>Pavillion Kuala Lumpur</b>	
Location	: Bukit Bintang
Rental Range Per Month (RM/p.s.m.)	: 65.0 – 990.00

### CENTRAL TOWN SECONDARY AREA



Sungai Wang Plaza	
Location	: Jalan Sultan Ismail
Rental Range Per Month (RM/p.s.m.)	: 145.00 – 466.00

### SUBURBAN PRIME AREA

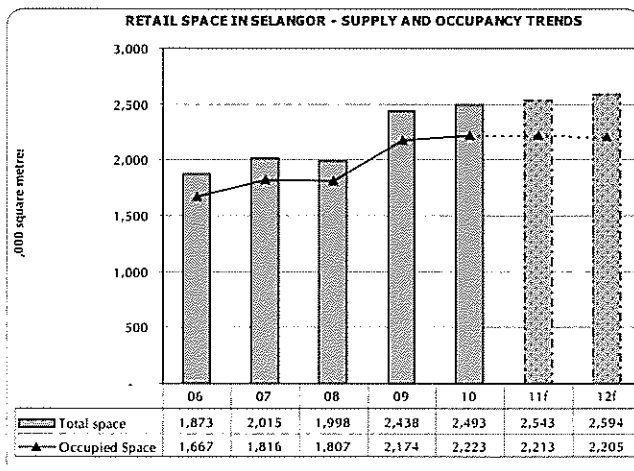


Mid Valley Megamall	
Location	: Midvalley City
Rental Range Per Month (RM/p.s.m.)	: 215.00 – 484.00

## STATE OF SELANGOR

∞ As at 2010 there were a total of 92 shopping complexes with a total space of 2,493,447 square metres within Selangor. As compared to year ending 2006 this is an increase of about 33%. During the review period, the average occupancy rates were strong, registering rates between 88% to 91%.

### SUPPLY AND OCCUPANCY



Future Supply of Retail Space in Selangor			
Incoming		Planned	
No.	sq.m.	No.	sq.m.
12	210,202	3	95,117

Source : Property Market Reports and Quarterly Stock Reports, NAPIC

∞ Ground floor rental rates for selected prominent shopping complexes as at 2010 as reported by NAPIC are shown in the table below:-



The Curve	
Location	: Mutiara Damansara
Rental Range Per Month (RM/p.s.m.)	: 84.50 – 9.72



Ikano Power Centre	
Location	: Mutiara Damansara
Rental Range Per Month (RM/p.s.m.)	: 54.90



One Utama – Old Wing	
Location	: Bandar Utama, Petaling Jaya
Rental Range Per Month (RM/p.s.m.)	: 102.26 – 129.17



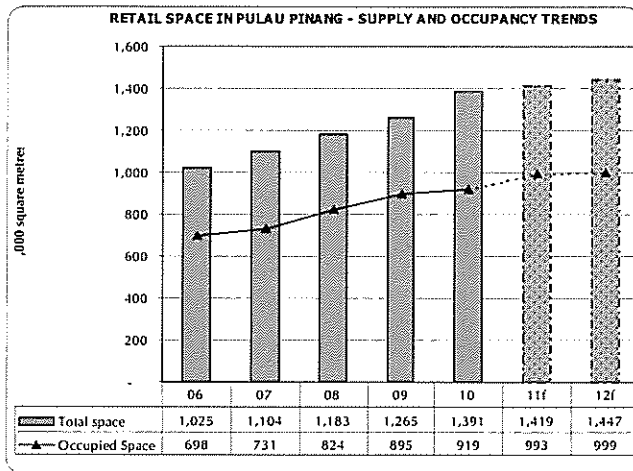
Subang Parade	
Location	: Subang Jaya
Rental Range Per Month (RM/p.s.m.)	: 29.06 – 134.55

Ground Floor Rental Rates of Selected Shopping Complexes in Selangor		
Office Buildings	Location	Rental Range Per Month (RM/p.s.m.)
IOI Mall	Puchong	44.02 – 113.02
Shah Alam City Centre Mall	Shah Alam	24.22 – 193.75

## STATE OF PULAU PINANG

- As at 2010 there were a total of 91 shopping complexes with a total space of 1,390,948 square metres within Pulau Pinang. As compared to year ending 2006 this is an increase of about 36%. During the review period, the average occupancy rates were generally weak hovering in the region of 66% to 70%.

### SUPPLY AND OCCUPANCY

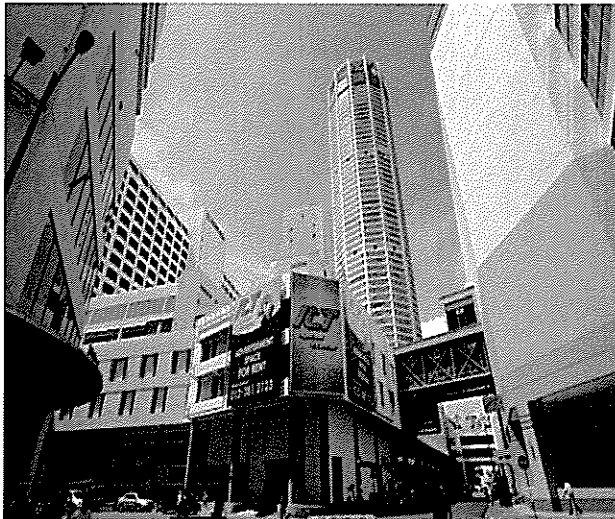


Future Supply of Retail Space in Pulau Pinang			
Incoming		Planned	
No.	sq.m.	No.	sq.m.
9	120,472	8	90,808

Source : Property Market Reports and Quarterly Stock Reports, NAPIC

- Ground floor rental rates for selected prominent shopping complexes as at 2010 as reported by NAPIC are shown in the table below:-

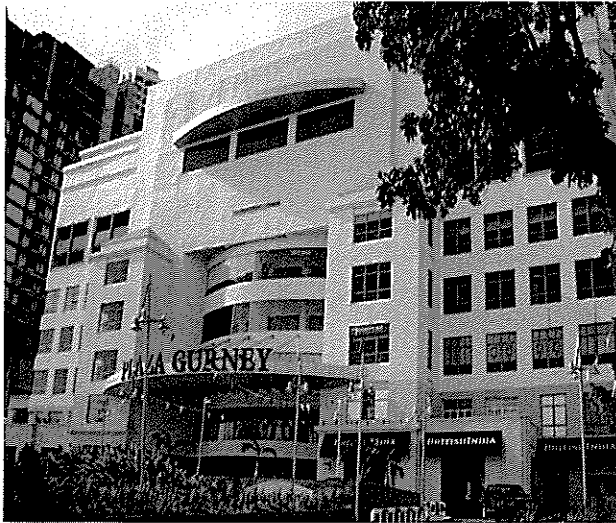
### CENTRAL TOWN PRIME AREA



Komtar	
Location	: Georgetown
Rental Range Per Month (RM/p.s.m.)	: 28.63 – 129.69



Prangin Mall – Atrium A	
Location	: Georgetown
Rental Range Per Month (RM/p.s.m.)	: 68.96 – 297.76



Gurney Plaza	
Location	: Georgetown
Rental Range Per Month (RM/p.s.m.)	: 99.03 – 38.03

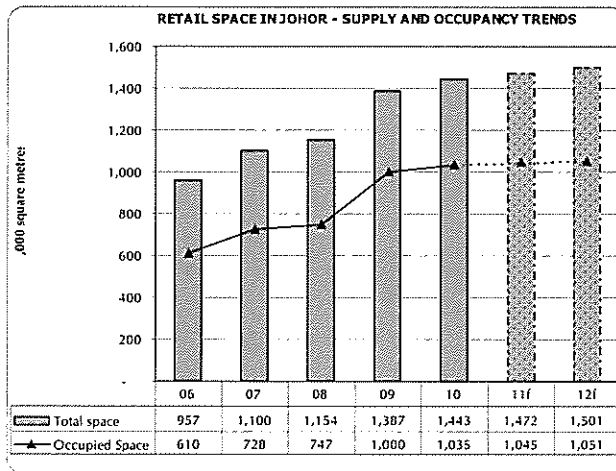


Kompleks Bukit Jambul	
Location	: Bukit Jambul
Rental Range Per Month (RM/p.s.m.)	: 39.29 – 134.55

## STATE OF JOHOR

- As at 2010 there were a total of 128 shopping complexes with a total space of 1,443,184 square metres within Johor. As compared to year ending 2006 this is an increase of about 51%. During the review period, the average occupancy rates were generally weak hovering in the region of 66% to 72%.

### SUPPLY AND OCCUPANCY



Future Supply of Retail Space in Johor			
Incoming		Planned	
No.	sq. m.	No.	sq. m.
15	275,614	10	848,502

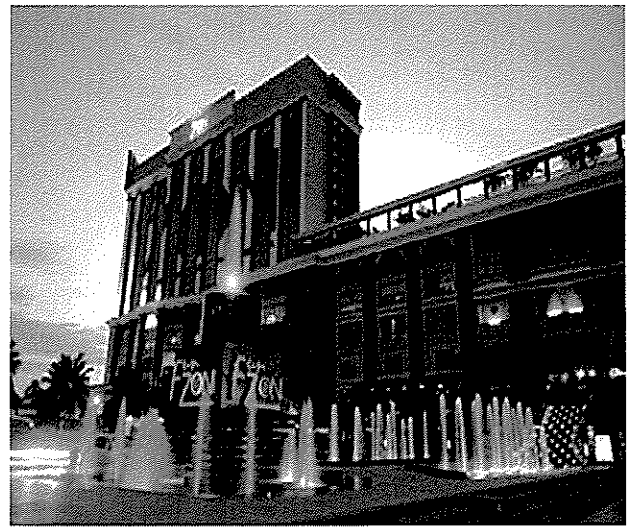
Source : Property Market Reports and Quarterly Stock Reports, NAPIC



∞ Ground floor rental rates for selected prominent shopping complexes as at 2010 as reported by NAPIC are shown in the table below:-



JB City Square	
Location	: Johor Bahru
Rental Range Per Month (RM/p.s.m.)	: 462.86

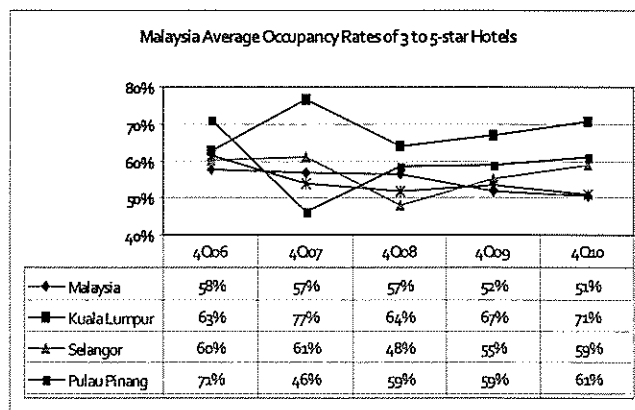
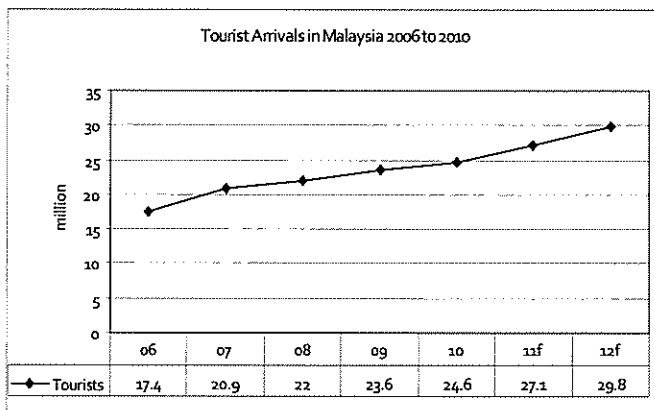


The Zon – Duty Free Zone	
Location	: Johor Bahru
Rental Range Per Month (RM/p.s.m.)	: 22.78 – 59.20

Ground Floor Rental Rates of Selected Shopping Complexes in Johor Bahru		
Office Buildings	Location	Rental Range Per Month (RM/p.s.m.)
Kompleks Lien Hoe	Johor Bahru	11.89 – 203.92
Jusco Tebrau City		159.82 – 224.49

# HOTEL PROPERTY SECTOR

- ∞ The Malaysian leisure sector remained strong over the past five years. The Malaysian government remains committed to developing and promoting the tourism industry as a key sector to the economy.
- ∞ The Ministry of Tourism had set forward a target of 24 million tourist arrivals into the country for 2010 and this target was reached with tourist arrivals for the year registering a total of 24.6 million visitors. This represents an increase of about 4.2% as compared to the preceding year.
- ∞ According to the Malaysian Tourism Board, the number of tourist arrivals into Malaysia have been steadily increasing since the year 2000, with the exception of the year 2003. Tourists from Asian countries continued to account for more than 88% of total tourist arrivals.
- ∞ The number of tourists that have increased significantly in 2010 include those from South Korea, United Arab Emirates, Saudi Arabia, South Africa, China and Turkey.
- ∞ The chart below shows the tourist arrival trends from year 2006 to 2012



- ∞ As at 2010, there were a total of 2,403 hotels with 167,285 rooms within Malaysia. This existing supply is inclusive of star-rated hotels, orchid-rated hotels and unrated hotels.
- ∞ A breakdown of 3 to 5-star hotels by number of hotels and rooms within the country and selected states are shown below:-

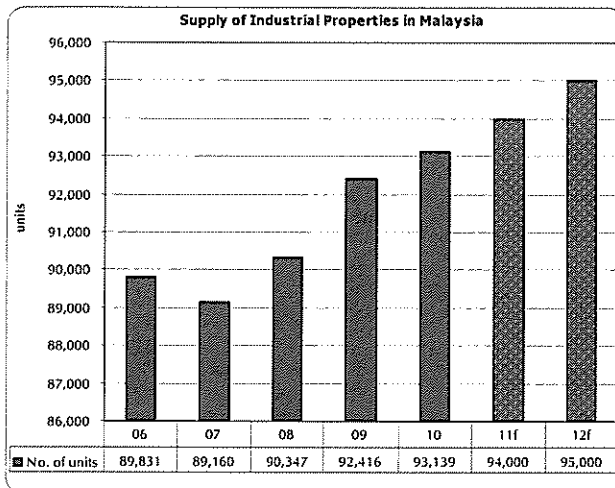
	5-star		4-Star		3-star	
	No. of Hotels	No. of rooms	No. of Hotels	No. of rooms	No. of Hotels	No. of rooms
Kuala Lumpur	23	10,957	17	7,092	22	5,282
Selangor	13	5,552	10	2,494	11	1,887
Pulau Pinang	9	3,150	13	4,118	9	1,456
Johor	5	1,803	5	1,018	13	2,316
Malaysia	88	32,327	100	27,162	173	31,440

- ∞ The average occupancy rates of 3 to 5-star hotels remain encouraging with rates registered over the past five years mostly in the region of 60 to 70%.
- ∞ The tourism industry plays a key role in the economy and is the fifth largest contributor to the Gross National Income as at 2009.
- ∞ Globally, Malaysia is recognised as being a leading tourism destination for both business and leisure travellers. In a recent ranking by Global Traveller Magazine, Malaysia was ranked second after India as a top tourist destination for business travellers.
- ∞ In line with the pivotal role of the tourism industry, it has been identified as a National Key Economic Area (NKEA) within the Economic Transformation Programme.
- ∞ The targets for the tourism industry according to the ETP is that Malaysia will by the year 2020 receive 36 million tourist arrivals with RM168 billion in tourist receipts.
- ∞ Several notable Entry Point Projects (EPP's) within the ETP that should help in boosting the tourism industry and ultimately the hotel property sector are the projects to enhance connectivity to medium-haul countries, establishing and positioning Malaysia as a global destination for business tourism, regulating and improving the spa industry, establishing Malaysia as a global biodiversity hub and targets to hold more international events
- ∞ The hotel industry in Malaysia should register improvements based on past trends and future enhancement projects.



## INDUSTRIAL PROPERTY SECTOR

- ∞ As at 2010, there were a total of 93,139 industrial units within Malaysia, a slight increase of about 3.7% as compared to year ending 2006.
- ∞ The state of Selangor has the highest concentration of industrial properties, making up about 37% of the total existing supply.
- ∞ The following figures show the supply and occupancy trends for industrial units within the country together with the anticipated future supply.



Future Supply of Industrial Properties in Malaysia as at 2010	
Incoming	Planned
7,654	22,289

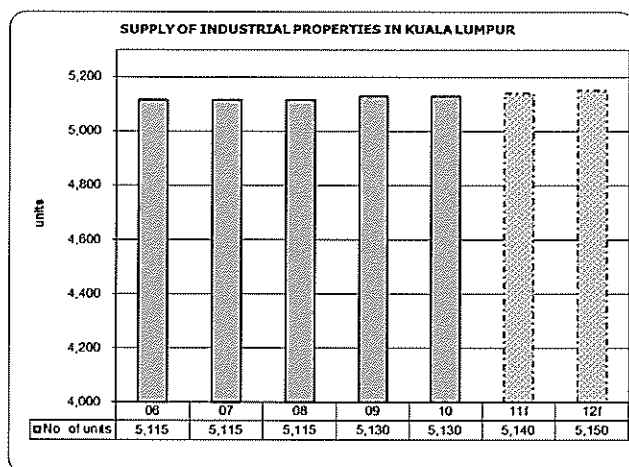
- ∞ The industrial sector seems to have regained strength through 2010. Sales value registered through the year was RM534.4 billion, an increase of about 13.8% whilst the total number of employees within the manufacturing industry increased to 999,682 people.
- ∞ A total of 910 projects were approved in Malaysia in the year 2010 (2009 : 766) with a total capital investment of RM47,177 million (2009 : RM 32,636.80 million), surpassing Miti's target for the year. Out of this, foreign investments comprised about 62% of the total investments.
- ∞ The total investments should open up approximately 97,319 employment opportunities. Economic fundamentals saw improvements with the industrial production index registering an increase, settling at a weightage of 108.6, a 4.2% increase as compared to the preceding year.
- ∞ The industrial property sector has also shown improvements within the past two years. Besides an increase in the average asking and transacted prices, it is also noted that there has been an increase in industrial developments indicating a regained interest among developers.
- ∞ Development trends observed seemed geared towards the development of detached/semi-detached factories of 2 to 3-storey's with relatively large land and built-up areas.
- ∞ The existing supply of industrial properties by type in selected states together with the volume and value of transactions in 2010 are shown in the tables below:-

Data on Industrial Properties within selected states in Malaysia							
Type	No. of units			Transaction Volume	% change y-o-y	Transaction Value (RM million)	% change y-o-y
	Existing	Incoming	Planned				
Wilayah Persekutuan Kuala Lumpur	5,130	30	153	250	9.1	232.05	39.7
Selangor	34,321	2,673	1,452	31,24	15.7	5,054.81	45.0
Pulau Pinang	7,679	238	572	1,518	38.1	656.61	37.2
Johor	13,452	619	2,504	561	9.4	1,669.89	77.8

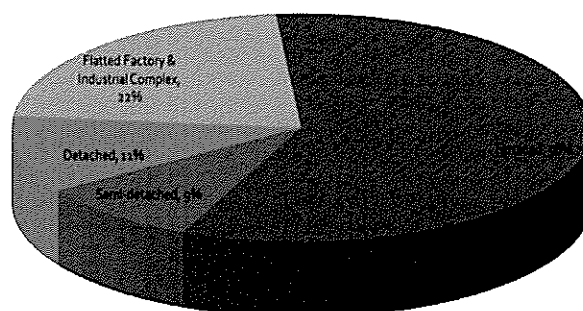
## WILAYAH PERSEKUTUAN KUALA LUMPUR

- As at 2010, there were a total of 5,130 industrial units within Wilayah Persekutuan Kuala Lumpur having a relatively small supply of industrial lots.
- With the exception of several older industrial schemes, interest in developing new industrial premises within the state remains weak as land is scarce and high in cost. This is evident by increases in industrial units within the state from year 2006 at only 15 units and also evident by virtue that there were no new planned supply of industrial units within the state through 2010.

### SUPPLY OF INDUSTRIAL PROPERTIES



### SUPPLY OF INDUSTRIAL PROPERTIES ACCORDING TO TYPE IN WILAYAH PERSEKUTUAN KUALA LUMPUR



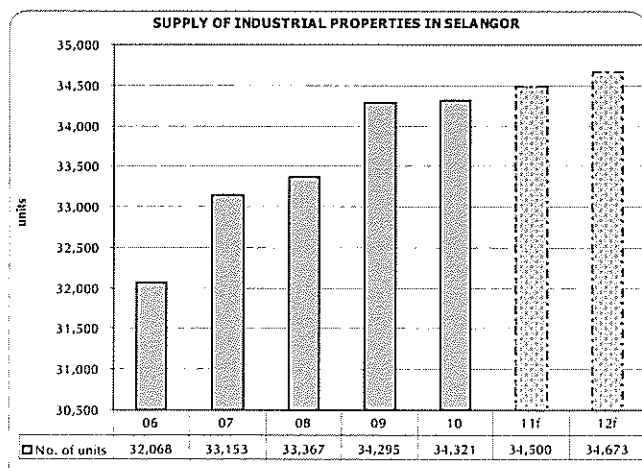
- The anticipated future supply of industrial properties in Wilayah Persekutuan Kuala Lumpur are shown in the table below:-

Type	Incoming	Planned	New Planned
	No. of units		
Terraced	14	111	-
Semi-detached	16	-	-
Detached	-	41	-
Flatted Factory	-	-	-
Industrial Complex	-	1	-
Total	30	153	-

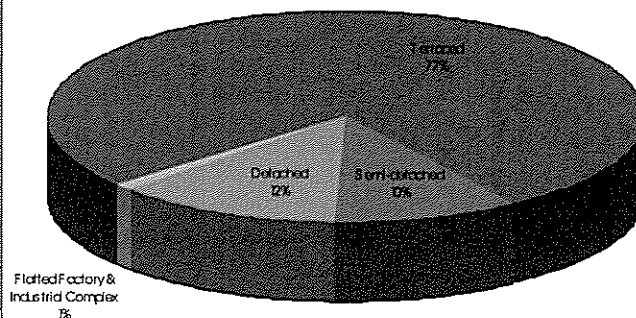
## STATE OF SELANGOR

- As at 2010 there were 34,321 industrial units in Selangor, an increase of about 7% when compared with year ending 2006.

### SUPPLY OF INDUSTRIAL PROPERTIES



### SUPPLY OF INDUSTRIAL PROPERTIES ACCORDING TO TYPE IN SELANGOR



Source : Property Market Reports and Quarterly Stock Reports, NAPIC

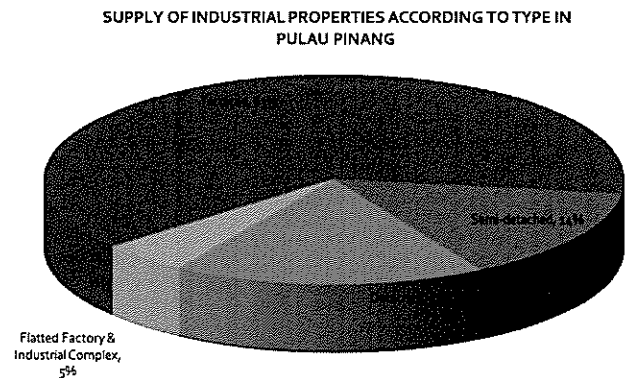
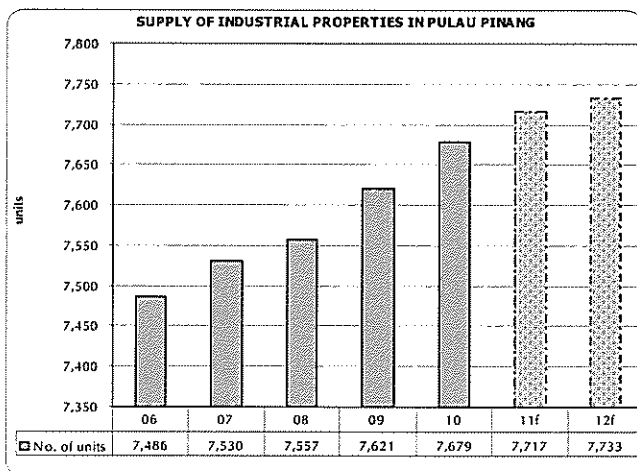
- The anticipated future supply of industrial properties in Selangor are shown in the table below:-

Anticipated Future Supply of Industrial Properties in Selangor according to type			
Type	Incoming	Planned	New Planned
	No. of units		
Terraced	2,175	586	70
Semi-detached	288	209	124
Detached	80	633	31
Flatted Factory	0	7	-
Industrial Complex	4	17	2
Total	2,547	1,452	227

## STATE OF PULAU PINANG

∞ As at 2010, 7,679 industrial units in Pulau Pinang, an increase of about 3% when compared with year ending 2006.

### SUPPLY OF INDUSTRIAL PROPERTIES



Source : Property Market Reports and Quarterly Stock Reports, NAPIC

∞ The anticipated future supply of industrial properties in Pulau Pinang are shown in the table below:-

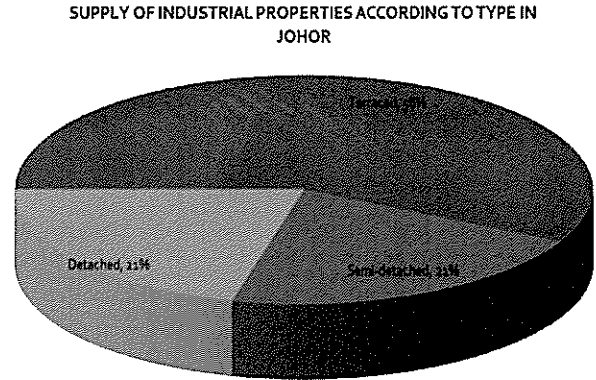
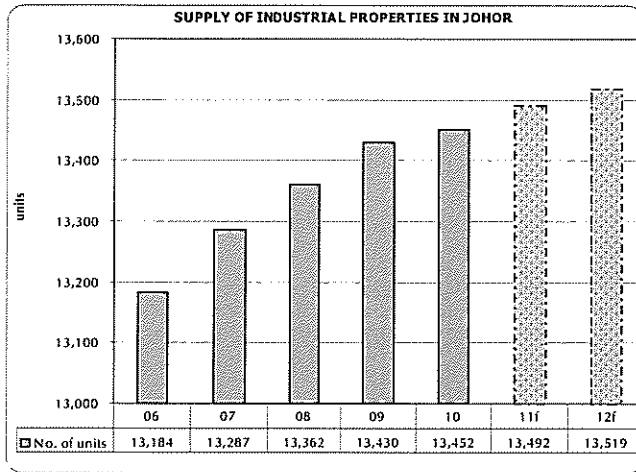
Anticipated Future Supply of Industrial Properties in Pulau Pinang according to type			
Type	Incoming	Planned	New Planned
	No. of units		
Terraced	98	217	24
Semi-detached	-	30	20
Detached	22	325	32
Flatted Factory	-	-	-
Industrial Complex	-	-	-
Total	44	572	76

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# STATE OF JOHOR

∞ As at 2010, 13,452 industrial units in Johor, an increase of about 2% when compared with year ending 2006.

## SUPPLY OF INDUSTRIAL PROPERTIES



Source : Property Market Reports and Quarterly Stock Reports, NAPIC

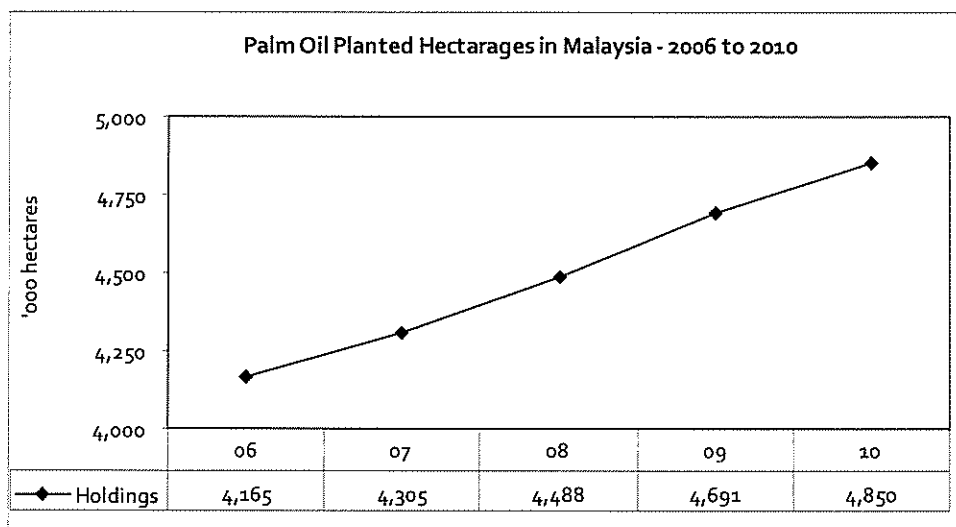
∞ The anticipated future supply of industrial properties in Johor are shown in the table below:-

Type	Incoming	Planned	
		No. of units	
Terraced	264	495	188
Semi-detached	174	700	116
Detached	171	1,286	102
Flatted Factory	-	-	-
Industrial Complex	10	23	2
<b>Total</b>	<b>319</b>	<b>2,504</b>	<b>408</b>

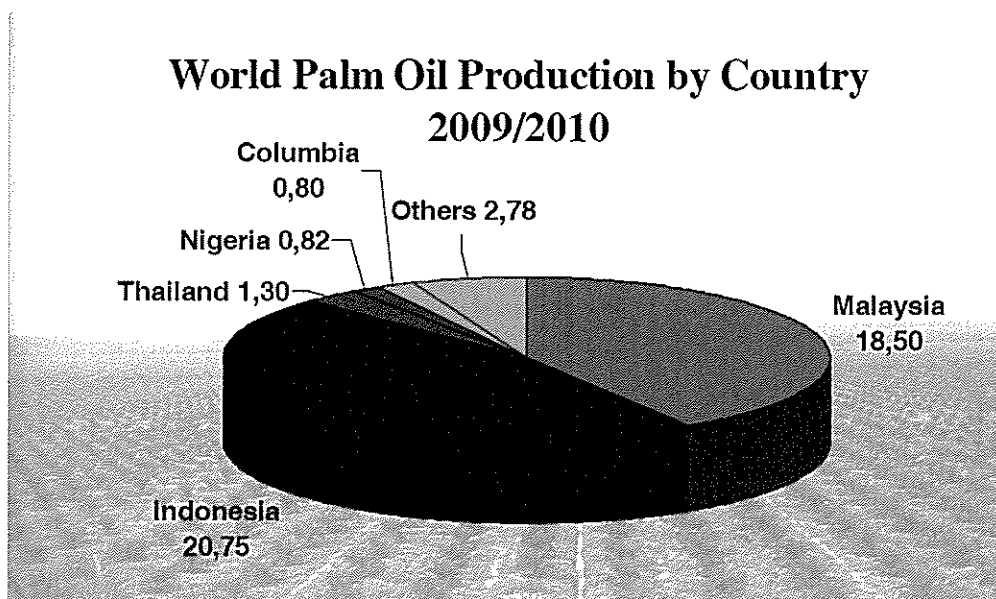
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## AGRICULTURAL SECTOR – PALM OIL

- ∞ The total hectareage of palm oil holdings in Malaysia has been on a gradual increase.
- ∞ As at the end of 2010, the total hectareage of palm oil holdings in Malaysia increased by about 3.4% to 4.85 million hectares (2009 : 4.69 hectares)
- ∞ The figure below shows the growth trend of palm oil holdings in Malaysia from 2006 to 2010.



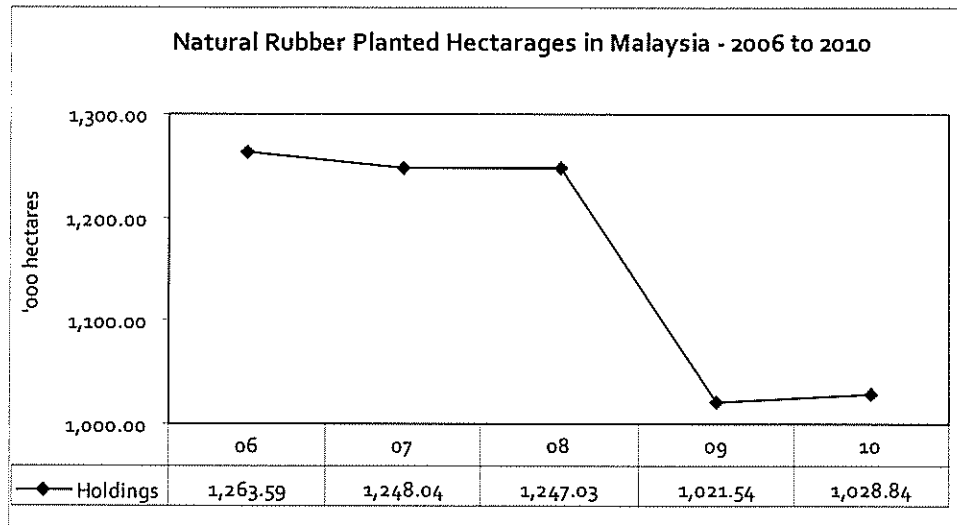
- ∞ The palm oil industry according to the Malaysian Palm Oil Board registered a mixed performance in 2010 with a lower crude palm oil (CPO) production over a higher export ratio.
- ∞ In terms of production, in 2010, there was a 3.3% drop in CPO production, with the total production for the year standing at 16.99 million tonnes. This is the second consecutive year of drop in production.
- ∞ Total CPO exports in 2010 saw an increase of about 2.82% to 23.060 million tonnes (2009 : 22.427 million tonnes).
- ∞ There was an increase in CPO prices in 2010. Malaysia's export revenue grew in tandem by about 20.41% from CPO exports, generating a total revenue of RM59,792.52 million.
- ∞ Malaysia is currently the second largest supplier of CPO globally, with Indonesia being the top supplier. Together Indonesia and Malaysia account for about 87% of the world's CPO production.



Source : USDA Foreign Agriculture Service 2009

## AGRICULTURAL SECTOR – NATURAL RUBBER

- ∞ The total hectarage of natural rubber holdings has generally remained the same with marginal differences registered on a yearly basis.
- ∞ As at the end of 2010, the total hectarage of natural rubber holdings in Malaysia increased by about 0.7% to 1.028 million hectares (2009 : 1.022 hectares)
- ∞ The figure below shows the hectarage trend of natural rubber holdings in Malaysia from 2006 to 2010.



- ∞ Production levels for Natural Rubber in 2010 saw an increase of about 9.6% as compared to year 2009, registering a total production of 939,241 tonnes. However, it should be noted that there has been a significant decline in rubber production since 2004 (2004 production : 1,168,735 tonnes).
- ∞ Total natural rubber exports in 2010 saw an increase of about 28.2%, with a registered export amount of 901,001 tonnes.



Source : [www.skyscrapercity.com](http://www.skyscrapercity.com)

# PROMINENT DEVELOPMENT VENTURES WITHIN THE KLANG VALLEY

- ∞ The Malaysian government has undertaken / proposed several development / redevelopment measures in order to boost both the economic and property sectors.
- ∞ Most notable developments are outlined within the Economic Transformation Programme under the Greater Klang Valley National Key Economic Area.
- ∞ A summary of some of the developments / re-developments are as follows:-

## **Bandar Malaysia**

Developer	:	1 Malaysia Development Berhad with Qatar Investment Authority
Location	:	Royal Malaysian Army Force airport at Jalan Sungai Besi
Development	:	An integrated mixed development with a commercial hub and residential components. It is expected to be the first carbon neutral township
Development Area	:	200.5 hectares
Gross Development Value	:	Over RM10 billion

## **KL Metropolis**

Developer	:	Naza TTDI
Location	:	Jalan Duta – Adjacent to government complexes, the Matrade Building and the Kuala Lumpur Court Complex
Development	:	A world class convention centre together with a landmark office tower (>100 storey's), office towers, one boutique hotel, hotel buildings and serviced apartment towers
Development Area	:	About 181 acres
Gross Development Value	:	Over RM15 billion



*Artist Impression of the world class convention Centre within KL Metropolis  
Source : [www.bintulu.org](http://www.bintulu.org)*

## **Kuala Lumpur International Financial District**

Developer	:	1 Malaysia Development Berhad with Mubadala Development Company
Location	:	Jalan Davis, between Jalan Tun Razak, Jalan Sultan Ismail and the Putrajaya Elevated Highway
Development	:	Office towers for financial institutions and establishments, residences together with retail space
Development Area	:	75 acres
Gross Development Value	:	Over RM26 billion

## **Warisan Merdeka**

Developer	:	Pernodalan Nasional Berhad
Location	:	Current site of Stadium Merdeka and Stadium Negara
Development	:	A 100-storey office tower
Development Area	:	14.5 hectares
Gross Development Value	:	Over RM5 billion



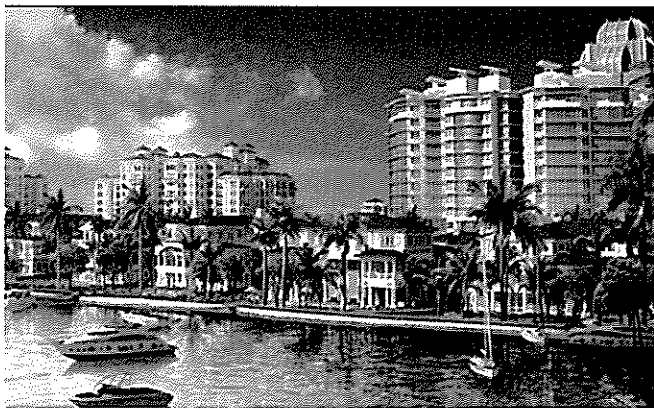
### KL MRT Sungai Buloh - Kajang Line

Owner : Syarikat Prasarana Negara Berhad  
Location : Sungai Buloh - Kajang  
Development : The first of 3 MRT lines proposed spanning an estimate of 51 kilometres in length with 9.5 kilometres being an underground line.  
There will be a total of 31 stations and the line will integrate with other existing and future rail lines.  
It is estimated that the said rail line will have a catchment of 1.2 million people with an estimated ridership of 442,000 people per day

### Iskandar Malaysia

Owner : Iskandar Regional Development Authority  
Location : 5 Flagship Zones within the State of Johor identified as Johor Bahru City, Nusajaya, Western Gate Development, Eastern Gate Development and the Senai – Skudai locality  
Development :

- The development envisaged to be a metropolis thrice the size of Singapore.
- Iskandar Malaysia was launched in November 2006 and had as at March 2011 recorded total investments of about RM73 billion.
- Significant investors are Acerinox SA of Spain, Japan Nisshin Steel, Mubadala, Millennium, Kuwait Finance House, Aldar, Mace Group and New Castle University of Medicine.
- Some ventures include the development of Legoland Malaysia theme park, establishment of Johor Premium Outlets shopping mall, development of a medical university within Iskandar's Edacity and construction of a highway connecting Johor Bahru to Kota Iskandar.
- Recently Temasek Ventures and Khazanah Nasional Berhad had a joint venture agreement to develop real-estate pockets with a gross development value of RM30 billion.
- The entire Iskandar Malaysia development is set to be completed by 2025 with a projected population of 3 million and total investments of RM383 billion.



Artist Impression of Iskandar Waterfront Development  
Source : [www.iskandarinvestment.com](http://www.iskandarinvestment.com)



Artist Impression of Medini Iskandar Malaysia  
Source : [www.iskandarinvestment.com](http://www.iskandarinvestment.com)

PREPARED BY MR TANGGA PERAGASAM, MESSRS. JORDAN LEE & JAAFAR S/B IN CONJUNCTION WITH THE 17<sup>TH</sup> ASEAN VALUERS ASSOCIATION PRE-CONGRESS MEETING AND SEMINAR ON REGIONAL REAL ESTATE INVESTMENT OUTLOOK