



Malaysian Property Market 2014

PROPENOMICS

**New Property Drivers and Future Growth Corridors
Kota Kinabalu, Penang, Ipoh and Iskandar Malaysia”**

Presentation by Dr. Daniele Gambero

Connecting the dots between economy, demographic trends and new housing concepts

CONSULTANCY

- **Strategic Marketing Consultancies:** design, concept, pricing, branding
- **Property Market Surveys:** defining the best product for each specific area
- **Property Market Reporting:** give developers an independent platform to take strategic decision on future development
- **Property Market Analysis:** research and definition of new development products based on existing market situation
- **Branding:** adding value by endorsement of project, branding of new development areas, defining and creating catalyzer for future development
- **Creative:** converting ideas in fact and having fun





Best Project Marketing Company

REI Group of Companies





Organizations that have invited Dr. Daniele Gambero as speaker to their events are:

Rehda KL, Rehda JB, Rehda Malacca and Rehda Penang

Sheda Kuching

Asian Strategic Leadership Institute (ASLI)

FIABCI Malaysian Chapter

iProperty, PropertyGuru Malaysia and Singapore and EG Expos

Malaysian Property Incorporated

University Malaya KL

Wealth Mastery Academy, Comfori and Starfish



Special Property Market Outlook presentation to the Bod of:

Encorp Bhd

Hatten Group

UEM Sunrise



SMART INVESTMENT IN PROPERTY SEMINAR (IX) 2013
Post GE 13 - Where?

One day seminar feature on various topics:

<p>It is the right time to Invest? Mr. Siva Shanker President Malaysian Institute of Estate Agents (MIEA)</p>	<p>Auction Property Mr. Gary Chia Chief Executive Officer Auction Guru Abacus Research Sdn Bhd</p>
<p>Commercial OR Residential Real Estate En. Fakhr Raddi Ab. Ghani Head of Head of Investment & Property Management Perbadanan Kemajuan Negeri Selangor (PKNS)</p>	<p>Local Properties VS Oversea Properties Dr. Daniele Gambero Chief Executive Officer REI International Holding Sdn Bhd</p>
<p>First Step in Property Investment Sr. Michael Geh Senior Partner Raine & Horne International Zaki + Partners Sdn Bhd</p>	<p>Taxation Dr. Ben Ng Managing Director Total Business Advisory Sdn Bhd</p>

Registration Fee

- FIABCI Members RM288 per pax
- Non Members RM338 per pax

With 6 CPD Hours

Date: 7 September 2013
Time: 9.00 am - 5.00 pm
Venue: Berjaya Times Square Hotel

Post Election Property Forecast

大選後房地產市場預測

11 & 12 May 2013 (Saturday & Sunday)

10.30am - 5.30pm

Sabah Trade Centre, Kota Kinabalu



| Gavin Tee

| Michael Yeoh

| Enoch Khoo



| Ishmael Ho

| Richard Oon

| Dr Daniele Gambero

Session

RM100 per pax (Saturday or Sunday session)

*Light refreshment provided during Tea Break

*Goodie Bag for each delegate

*Lucky Draw

Registration

Online at Pihex.com or

call 088-719787



Website: www.Pihex.com Facebook: [facebook.com/Pihex](https://www.facebook.com/Pihex)

Telephone: 088 719 787 Fax: 088 728 387 Email: info@Pihex.com





Group of Companies

Regular columnist for several newspapers and specialized magazine such as:

The Star
Malaysian Reserve
Malay Mail
PropertyTimes
The Sun
The Edge
Real Estate Malaysia
Property Hunter
Property Insight
Property King



Agenda

Malaysian Property Market: get it right!

Malaysian Economic Performance: room for improvement

Malaysian Economy: Fact File

Malaysian Wealth: meaning of Affordable

Malaysian Real Estate: Strategically Sustainable

Malaysian Real Estate: what and where

MALAYSIAN PROPERTY MARKET

Setting the rules for sustainability

**HEALTHY GROWTH OF A REGULATED AND
PROFITABLE PROPERTY MARKET**

**DEFINITION AND
DEVELOPMENT OF
ECONOMIC
CLUSTERS**

**DEFINITION AND
DEVELOPMENT OF
PROPER
INFRASTRUCTURE**

**SOCIO/ECONOMIC
EQUITY OR FAIR
WEALTH
DISTRIBUTION AND**

**INSTITUTIONAL
FRAMEWORK &
REGULATORY
AUTHORITY**

ECONOMIC GROWTH PLANNING AND EXECUTION

STABLE AND DEMOCRATIC POLITICAL ENVIRONMENT

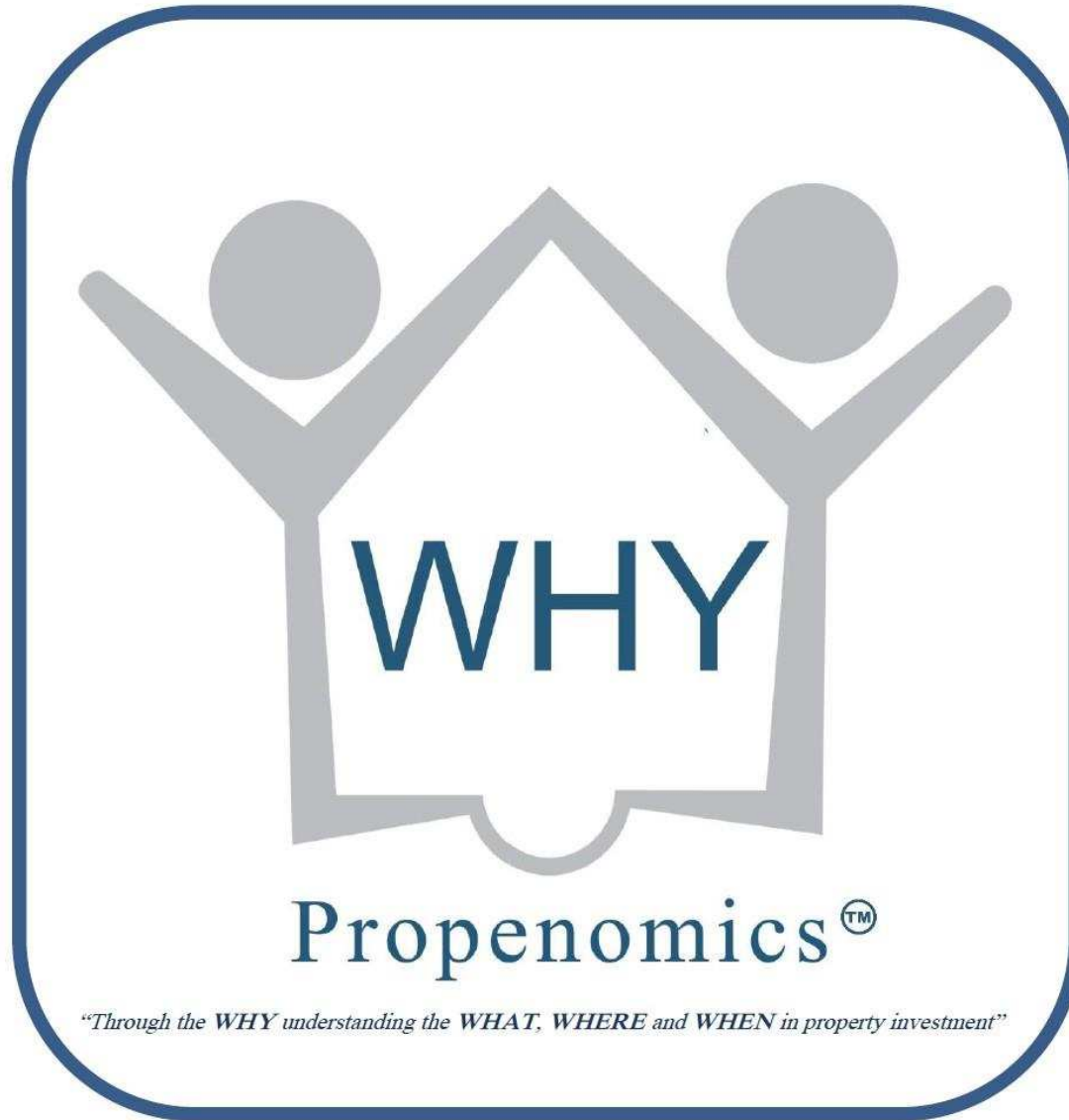
MALAYSIAN PROPERTY MARKET

Setting the rules for sustainability

**PROPERTY IS NOT AN ECONOMIC
DRIVER BUT THE CONSEQUENCE
OF PROPERLY PLANNED ECONOMIC
GROWTH**

PROPERTY + ECONOMY =

MALAYSIAN PROPERTY MARKET



GLOBAL & MALAYSIAN ECONOMY - FACT FILE

INDEX	USA	EU	UK	JAPAN	AUSTRALIA	MALAYSIA
GDP Growth	2.52%	0.12%	0.65%	0.65%	0.65%	4.70%
Gov. Debt as % of GDP	101.60%	90.60%	91.10%	226.1%	20.7%	53.10%
Gov. Deficit as % of GDP	-4.10%	-3.7%	-7.40%	-9.6%	-3.00%	-4.50%
Balance of Current Acc in USD Billion	-360.7	-34.5	-93.6	56.6	-44.9	8.41
Inflation	1.5%	1.5%	2.7%	0.2%	2.4%	3.2%
Unemployment	7.3%	10.8%	7.7%	4.1%	5.7%	3%

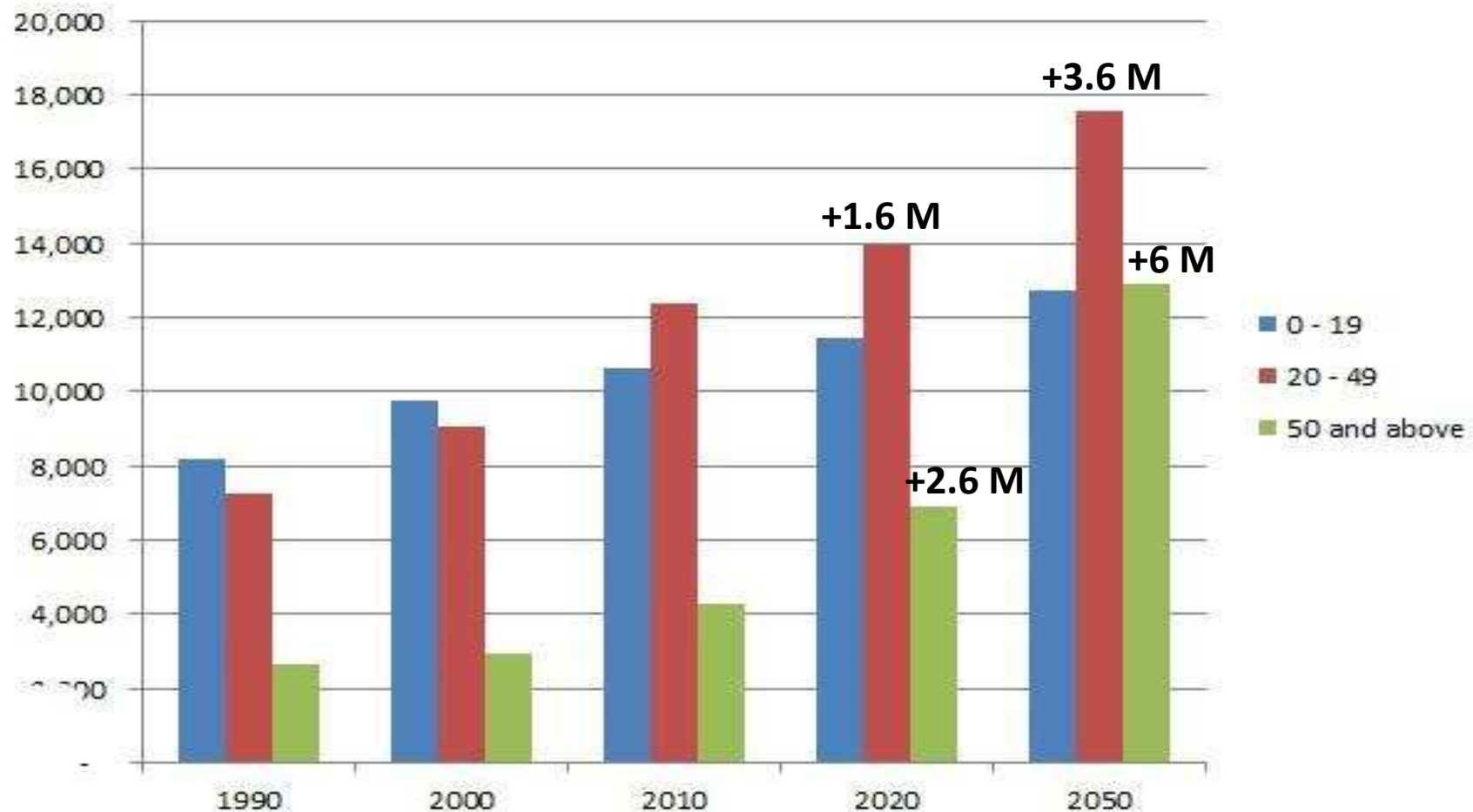
SEA REGION & MALAYSIAN ECONOMY - FACT FILE

INDEX	VIETNAM	INDONESIA	THAILAND	MALAYSIA	AUSTRALIA	SINGAPORE
GDP Growth	5.54%	5.72%	0.60%	4.70%	0.65%	5.50%
Gov. Debt as % of GDP	37.30%	23.6%	44.30%	53.10%	20.7%	97.90%
Gov. Deficit as % of GDP	-6.90%	-1.77%	-4.10%	-4.50%	-3.00%	1.3%
Balance of Current Acc in USD Billion	-0.55	-0.43	-2.5	8.41	-44.9	3.4
Inflation	4.65%	7.75%	1.22%	3.2%	2.4%	2.25%
Unemployment	2.22%	6.25%	0.62%	3%	5.7%	1.8%
Population (Million)	88.78	245.90	66.79	29.62	22.79	5.31
Global competitiveness index (WEF 2013-2014)	70	38	37	24	21	2
Stage of development (WEF 2013-2014)	Stage 1 Factor Driven	Stage 2 Efficiency Driven	Stage 2 Efficiency Driven	Stage 2 to 3 Efficiency to Innovation	Stage 3 Innovation Driven	Stage 3 Innovation Driven

SEA REGION & MALAYSIAN ECONOMY - FACT FILE

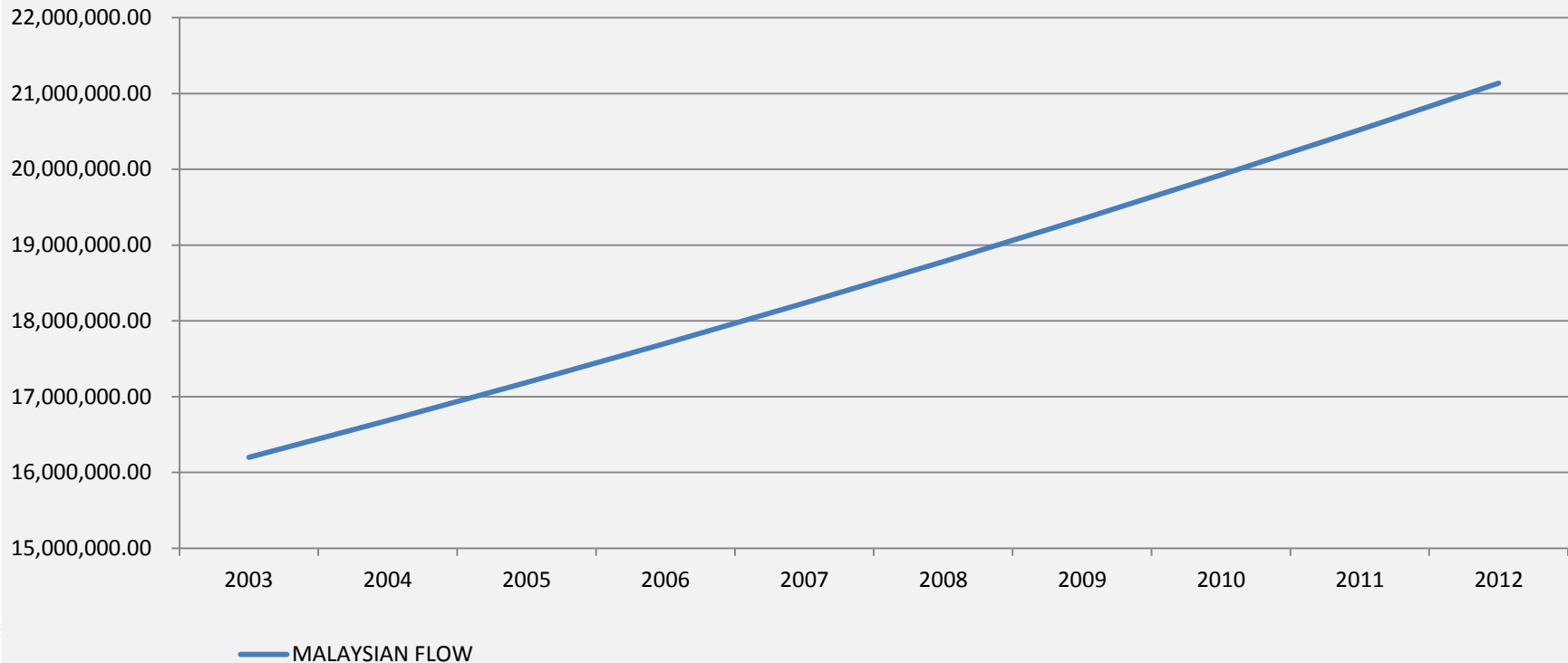
INDEX				MALAYSIA	MALAYSIA 1Q 14	MALAYSIA 2Q 2014
GDP Growth				4.70%	6.20%	6.40%
Gov. Debt as % of GDP				53.10%	65.2% Redefined	65.2%
Gov. Deficit as % of GDP				-4.50%	-4.10%	-4.10%
Balance of Current Acc in USD Billion				8.41	8.38	5.94
Inflation				3.2%	3.40%	3.30%
Unemployment				3%	2.80%	2.60%
Population (Million)				29.62	=	=
Global competitiveness index (WEF 2013-2014)				24	=	=
Stage of development (WEF 2013-2014)				Stage 2 to 3 Efficiency to Innovation	=	=

MALAYSIAN DEMOGRAPHIC - FACT FILE



MALAYSIAN MIGRATION FLOWS - FACT FILE

Malaysian Migration Flow Rural to Urban Areas



Source: World Bank Statistics

2012: 72.5% of the Malaysian population lives in urban areas

2012: 21,000,000 Malaysians live in urban areas 3.5% growth every year

MALAYSIAN WEALTH DISTRIBUTION - FACT FILE

FEW CONSIDERATION ON MALAYSIANS WEALTH:

Malaysian average per capita income 2013 (PPP) – Source IMF/WB

USD17,046 per year = RM4,400 (per month)

Malaysian Wealth Distribution

Lowest 20%

Share 5% of Malaysian wealth

Highest 20%

Share 40% of Malaysian wealth

=

Median 60% share 55%



MALAYSIAN WEALTH DISTRIBUTION - FACT FILE

FEW CONSIDERATION ON AFFORDABLE HOUSING

20% of Houses
as low/medium
low cost

60% of Houses should have values from
minimum RM200 up to max RM700 psf

20% of Houses
free and open
value RM/psf

Malaysian Wealth Distribution

Lowest 20%
Share 5% of Malaysian wealth

=

Highest 20%
Share 40% of Malaysian wealth

Median 60% share 55%

18,000,000

MALAYSIAN WEALTH DISTRIBUTION - FACT FILE

FEW CONSIDERATION ON MALAYSIANS WEALTH:

PER CAPITA INCOME STATISTICS 2012

State	GDP per Capita at current prices				State by state Population in 2012	2012 % on Malaysia Population	GDP @ const prices
	2009	2010	2011	2012			2012
	RM	RM	RM	RM		%	RM Billion
Kuala Lumpur	57,040	62,075	68,072	73,931	1,768,680	5.90%	114,106
Sarawak	31,286	34,136	39,324	40,414	2,601,000	8.68%	71,874
Pulau Pinang	30,098	33,601	35,188	37,006	1,664,640	5.56%	52,530
Selangor	28,468	31,457	33,727	36,135	5,826,240	19.44%	176,239
Johor	18,878	21,329	23,593	24,574	3,537,360	11.81%	68,791
Sabah	15,515	17,118	19,038	19,010	3,537,360	11.81%	44,434

MALAYSIAN WEALTH DISTRIBUTION - FACT FILE

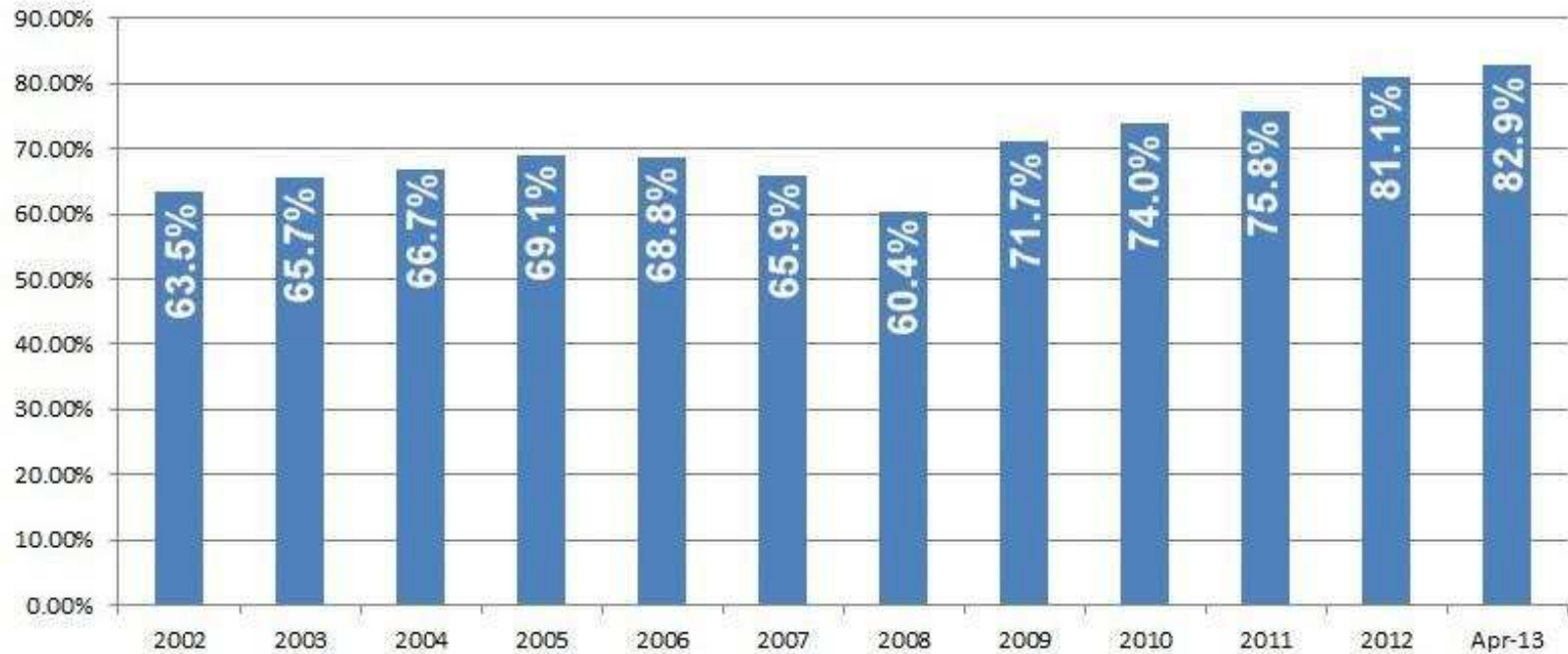
FEW CONSIDERATION ON MALAYSIANS WEALTH:

PER STATE AFFORDABILITY VALUES 2012

State	State by state (est) Population in 2012	GDP 2012 per Capita at current prices		35% of monthly income = Loan repayment RM	Affordable House value (30 yrs loan @ BLR-2.3 4.4%)	
		Yearly RM	Monthly RM		Per capita RM	Per household RM
Kuala Lumpur	1,718,680	73,931	6,161	2,156.32	480,000	720,000
Pulau Pinang	1,654,640	37,006	3,084	1,079.34	240,000	360,000
Selangor	5,626,240	36,135	3,011	1,053.94	240,000	360,000
Malacca	832,320	33,550	2,796	978.54	220,000	330,000
Negeri Sembilan	1,040,400	32,511	2,709	948.24	220,000	330,000
Johor	3,337,360	24,574	2,048	716.74	160,000	240,000
Sabah	3,437,360	19,010	1,584	554.46	125,000	187,500

MALAYSIAN HOUSEHOLD DEBT - FACT FILE

HOUSEHOLD DEBT/GDP %

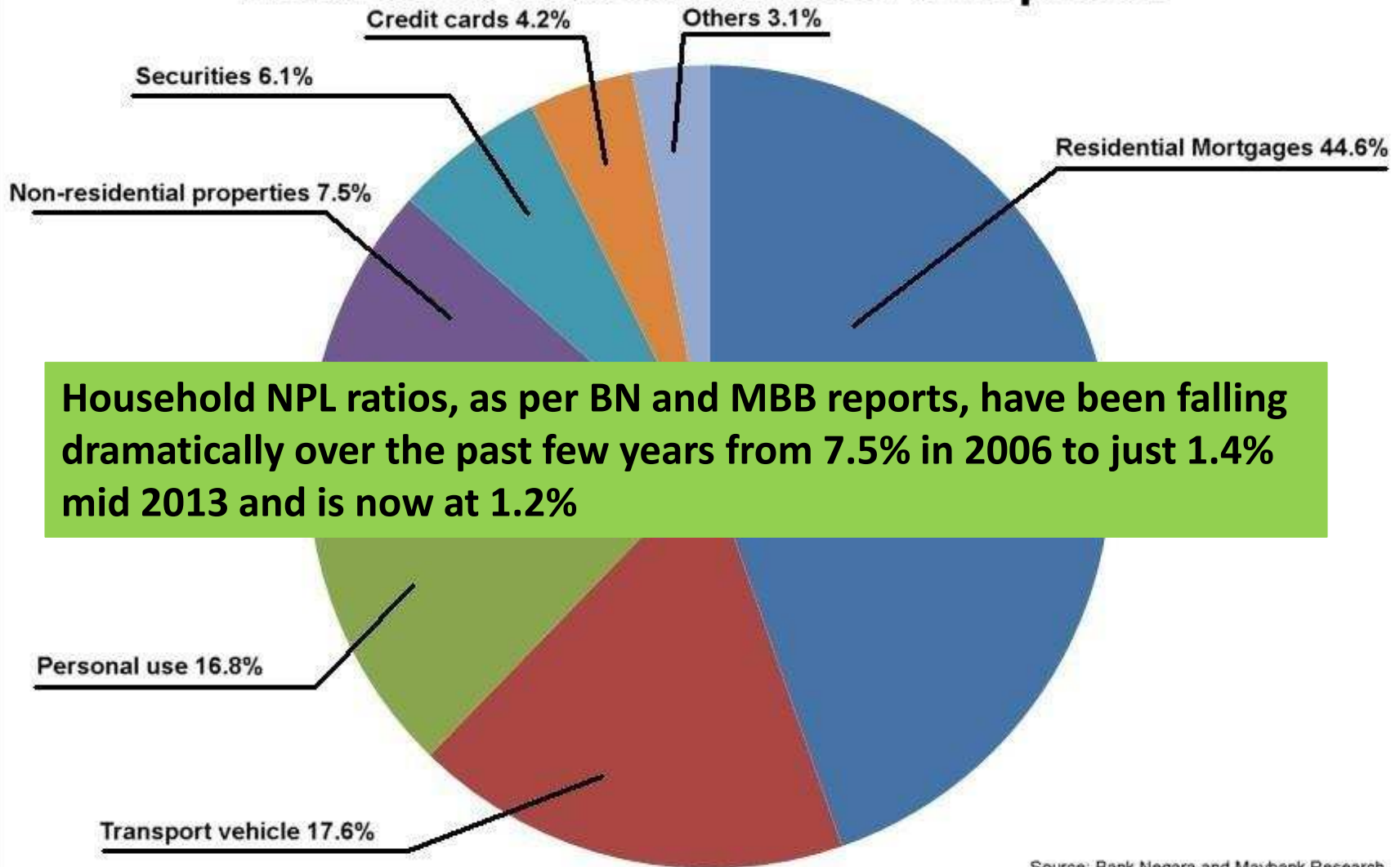


Source: Bank negara

80.7% of the Malaysian Household debt is financed by the Banking System

MALAYSIAN HOUSEHOLD DEBT - FACT FILE

What does household debt comprise?



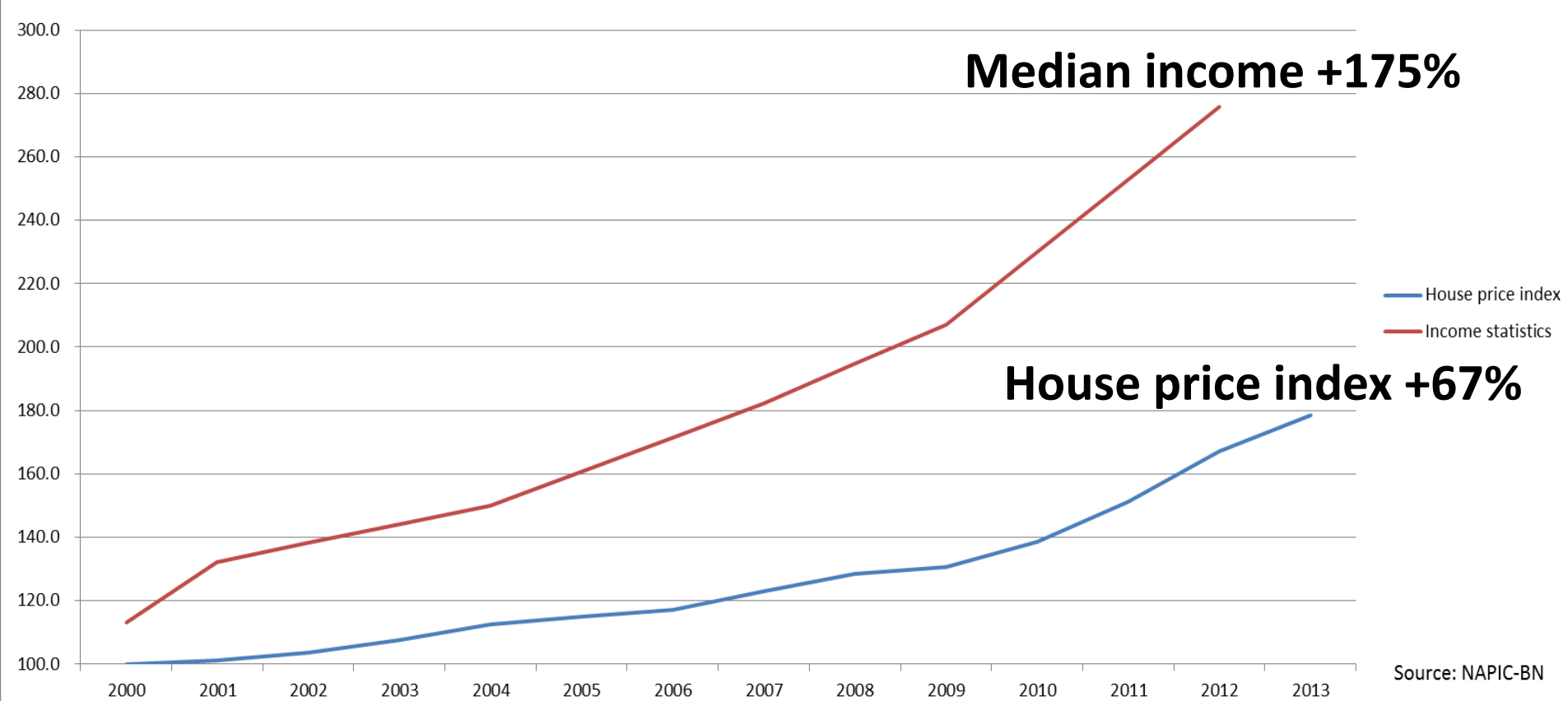
Household NPL ratios, as per BN and MBB reports, have been falling dramatically over the past few years from 7.5% in 2006 to just 1.4% mid 2013 and is now at 1.2%

Source: Bank Negara and Maybank Research

MALAYSIAN PROPERTY MARKET SUSTAINABILITY

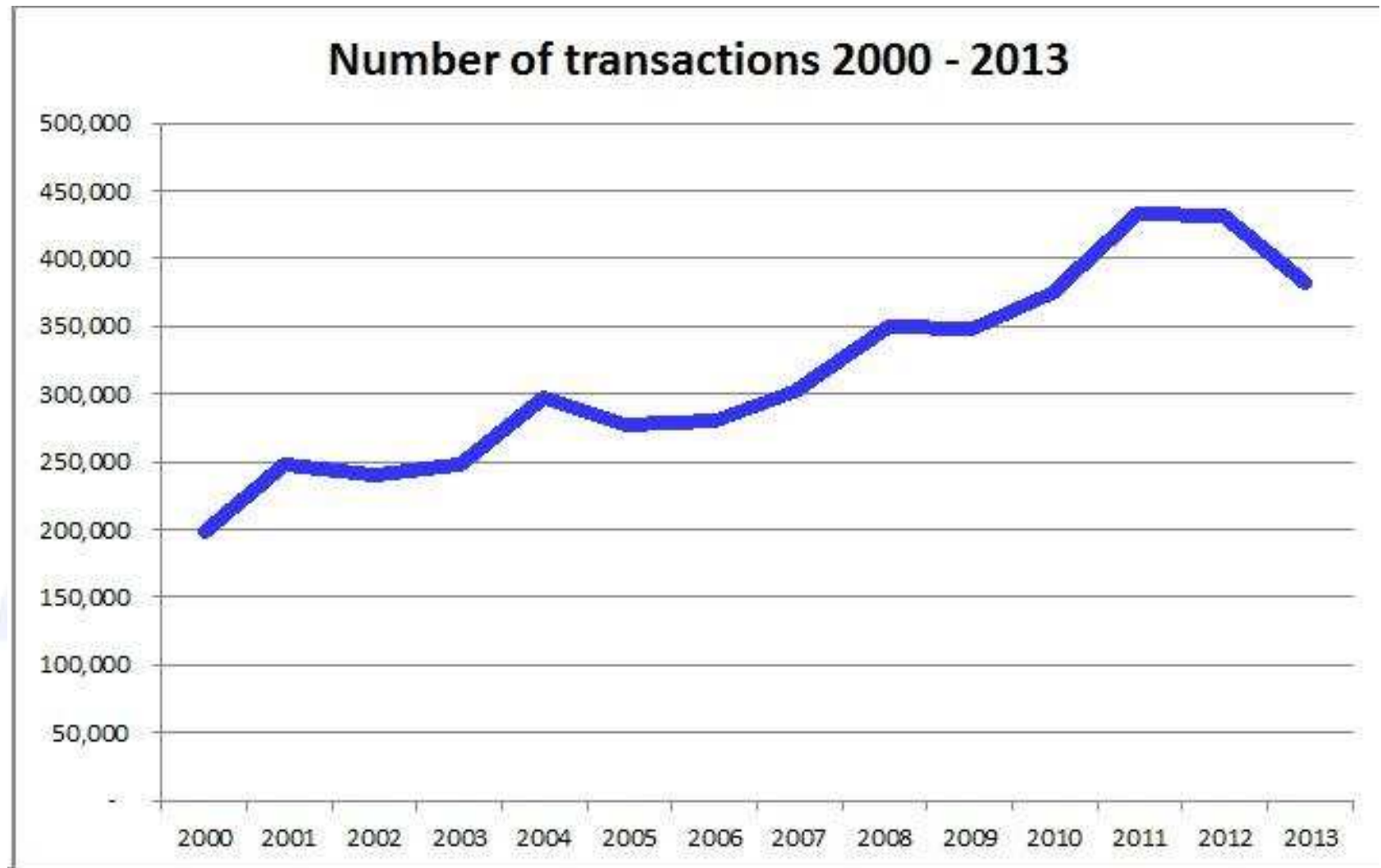
How House Price Index and Per Capita income index are strictly correlated, what is this comparison showing?

HOUSE PRICE INDEX COMPARED TO PER CAPITA INCOME 2000 - 2012



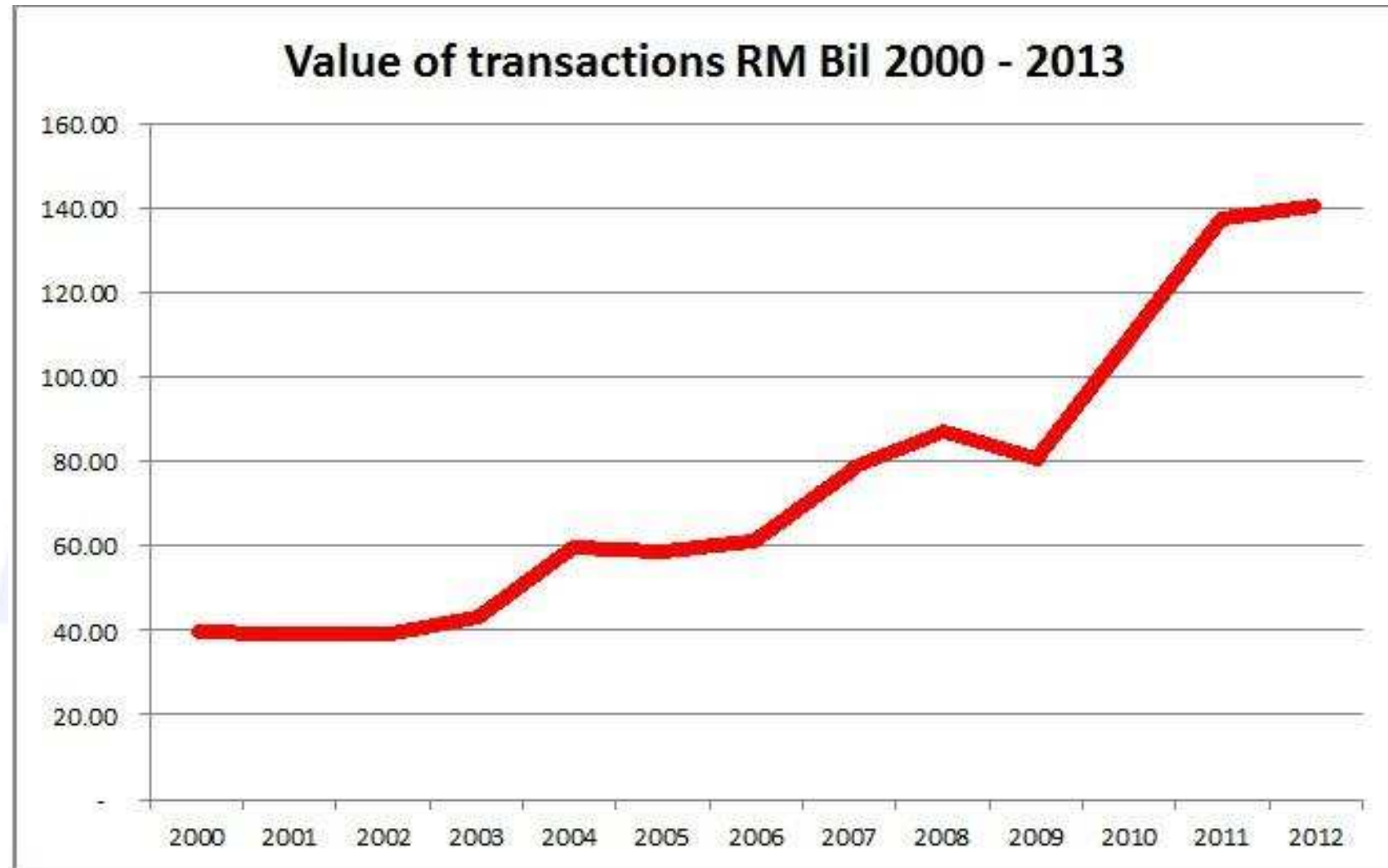
MALAYSIAN PROPERTY MARKET SUSTAINABILITY

DEMAND AND SUPPLY: MATCHING OR MISMATCHING?



MALAYSIAN PROPERTY MARKET SUSTAINABILITY

DEMAND AND SUPPLY: MATCHING OR MISMATCHING?

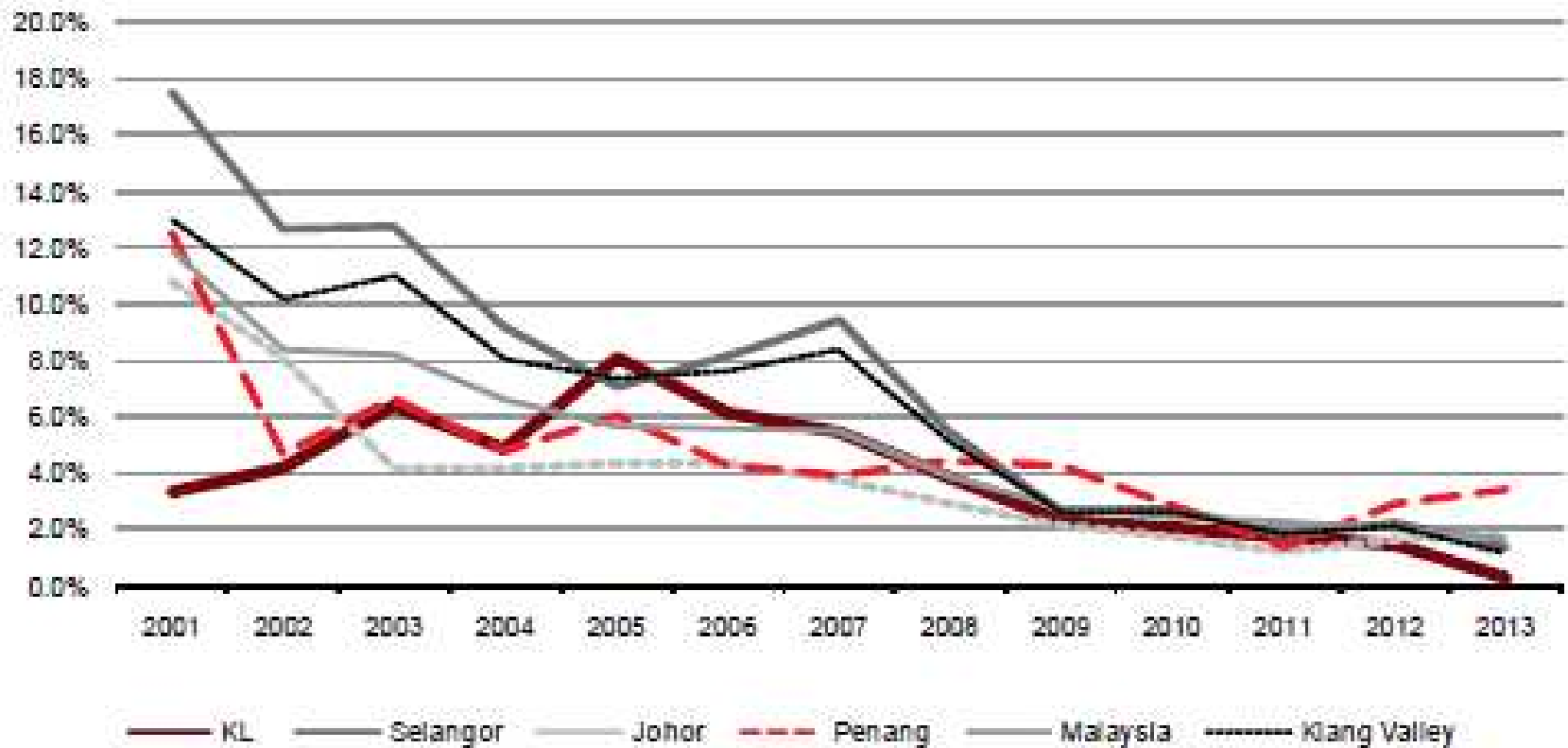


HOUSING EXISTING STOCK AND FUTURE SUPPLY

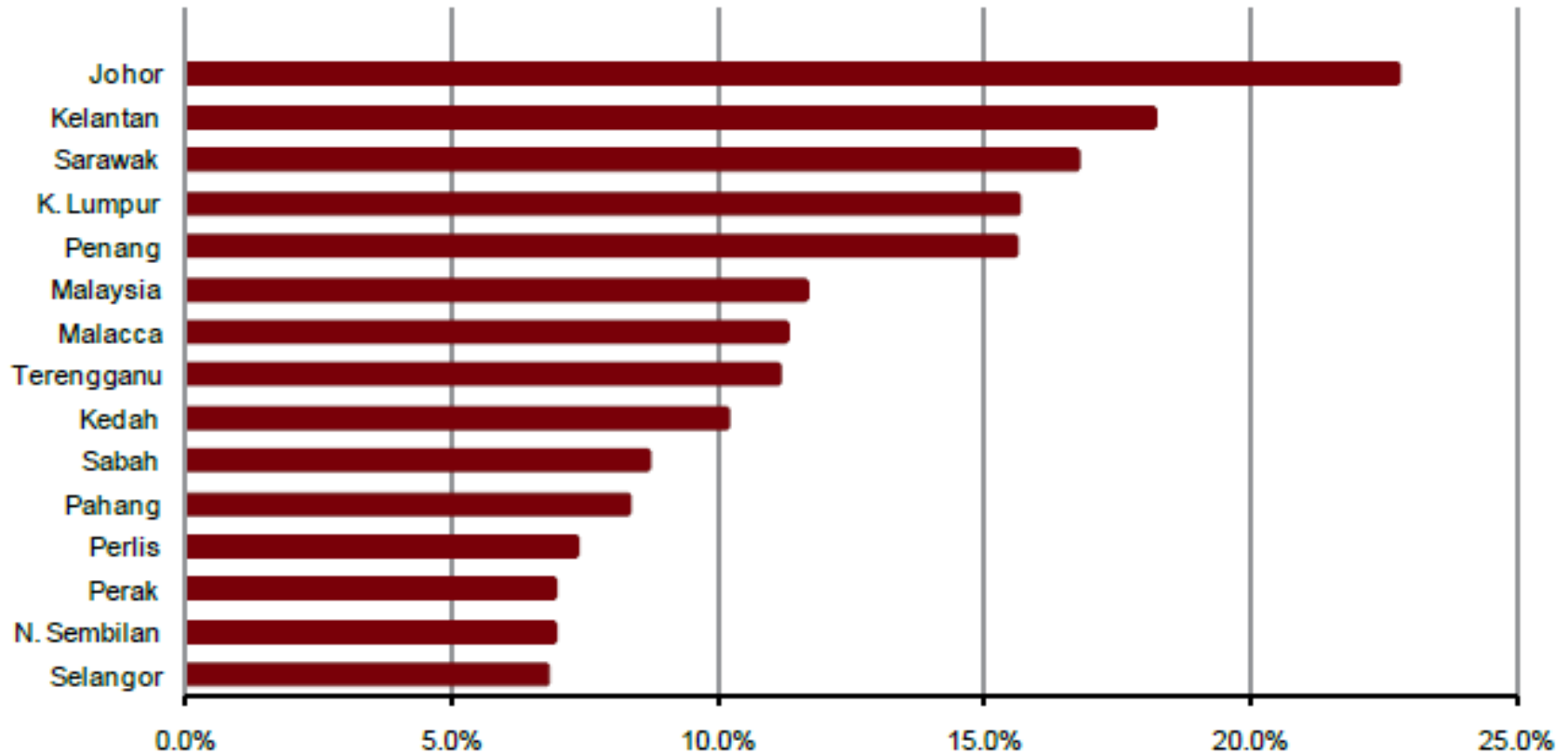
EXISTING STOCK AND HOUSE SUPPLY TILL 2020

STATE	SUPPLY OF LANDED TILL 2020	SUPPLY OF LOW COST TILL 2020	LOW COST ON POPULATION %	SUPPLY OF HIGH RISE TILL 2020	TOTAL HOUSES SUPPLY BY 2020	POPULATION BY 2020	NEED/ OVERSUPPLY OF HOUSES BY 2020
KUALA LUMPUR	113,005	156,915	8.39%	251,854	521,774	1,870,000	101,559
SELANGOR	833,155	491,584	7.83%	342,154	1,666,893	6,279,686	426,336
JOHOR	652,827	260,616	5.79%	87,968	1,001,411	4,499,432	498,400
PENANG	204,903	214,780	13.15%	63,728	483,411	1,633,703	61,157
MALACCA	138,607	50,244	5.49%	18,979	207,830	914,506	97,005
NEGERI SEMBILAN	265,638	90,725	7.11%	47,461	403,824	1,276,244	21,591
PAHANG	230,251	69,856	4.17%	17,862	317,969	1,674,660	240,251
PERAK	383,460	95,873	3.84%	12,909	492,242	2,494,237	339,170
PERLIS	19,804	9,294	3.82%	1,602	30,700	243,400	30,150
KELANTAN	67,511	12,722	0.83%	4,189	84,422	1,533,613	426,782
TERENGGANU	91,254	43,173	4.13%	1,026	135,453	1,045,864	213,168
KEDAH	247,710	115,217	5.92%	3,173	366,100	1,947,472	283,057
SABAH	98,335	62,930	1.83%	41,618	202,883	3,443,107	485,738
SARAWAK	189,640	51,915	2.04%	14,893	256,448	2,543,759	252,304
GRAND TOTAL FOR MALAYSIA	3,536,100	1,725,844	5.50%	909,416	6,171,360	31,399,685	3,476,669

HOUSING SUPPLY “STATE OF ART”



HOUSE PRICE APPRECIATION 2013 by STATE



SOURCES: CIMB, PMR

MALAYSIA AND THE REGION: WHERE ARE WE?

Average price of property per country 2012 - SEA REGION to income per capita (PPP) ratio					Property value	
Ranking	Country	RM/psf	House of 1,000 Sq.Ft.	GDP Per capita (PPP) USD	GDP Per capita (PPP) RM	Property value to income ratio
1	Hong Kong	3,124.59	3,124,590.30	44,770	143,264	21.81
2	Singapore	2,684.31	2,684,310.67	53,266	170,451	15.75
3	Australia	1,345.25	1,345,254.55	35,668	114,138	11.79
4	Japan	1,266.79	1,266,794.87	31,425	100,560	12.60
5	South Korea	950.93	950,925.31	27,990	89,568	10.62
6	Taiwan	911.38	911,379.60	33,608	107,546	8.47
7	Brunei	847.36	847,359.72	45,978	147,130	5.76
8	China	794.82	794,817.91	7,957	25,462	31.22
9	Thailand	451.83	451,829.25	8,458	27,066	16.69
10	Myanmar	414.39	414,385.92	1,324	4,237	97.81
11	Malaysia	367.42	367,418.25	17,046	54,546	6.74
12	Philippines	285.84	285,838.91	3,802	12,166	23.49
13	Vietnam	241.09	241,086.96	3,133	10,026	24.05
14	Cambodia	212.31	212,310.48	2,149	6,877	30.87
15	Indonesia	207.62	207,621.70	4,271	13,667	15.19
16	Laos	79.72	79,721.29	2,521	8,067	9.88

Source: IMF - World Bank - CIA

MALAYSIA AND THE REGION: WHERE ARE WE?

Average price of property per country 2012 - SEA REGION					
Property value to income per capita (PPP) ratio					
Ranking	Country	RM/psf	House of 1,000 Sq.Ft.	GDP Per capita (PPP) RM	Property value to income ratio
10	Myanmar	414.39	414,385.92	4,237	97.81
8	China	794.82	794,817.91	25,462	31.22
14	Cambodia	212.31	212,310.48	6,877	30.87
13	Vietnam	241.09	241,086.96	10,026	24.05
12	Philippines	285.84	285,838.91	12,166	23.49
1	Hong Kong	3,124.59	3,124,590.30	143,264	21.81
9	Thailand	451.83	451,829.25	27,066	16.69
2	Singapore	2,684.31	2,684,310.67	170,451	15.75
15	Indonesia	207.62	207,621.70	13,667	15.19
4	Japan	1,266.79	1,266,794.87	100,560	12.60
3	Australia	1,345.25	1,345,254.55	114,138	11.79
5	South Korea	950.93	950,925.31	89,568	10.62
16	Laos	79.72	79,721.29	8,067	9.88
6	Taiwan	911.38	911,379.60	107,546	8.47
11	Malaysia	367.42	367,418.25	54,546	6.74
7	Brunei	847.36	847,359.72	147,130	5.76

Source: IMF - World Bank - CIA

MALAYSIAN PROPERTY MARKET SUSTAINABILITY

Penang: the 8th destination worldwide to retire.

Kota Baru: the Northern Educational Hub with 15 Local and International Universities already working to establish a northern campus

Ipoh: retirement homes and health tourism

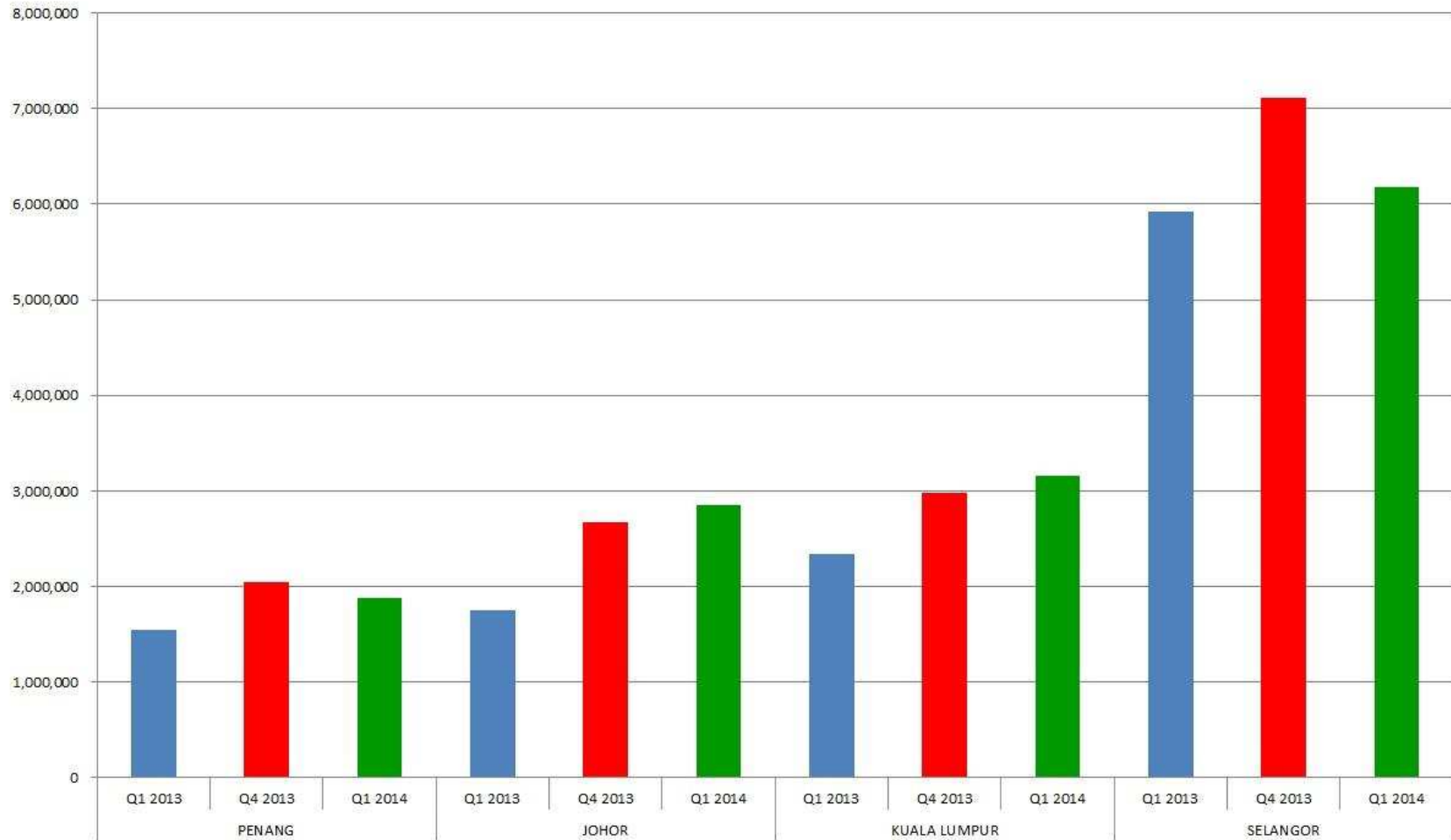
Kuantan: the new commercial port, the already committed investment from Chinese, European and American Multinational Corporation

Klang Valley: the Northern, Southern and Western Corridor and the Megaprojects

Iskandar Malaysia: the most Strategically Sustainable Location in the region (SEA)

MALAYSIAN PROPERTY MARKET

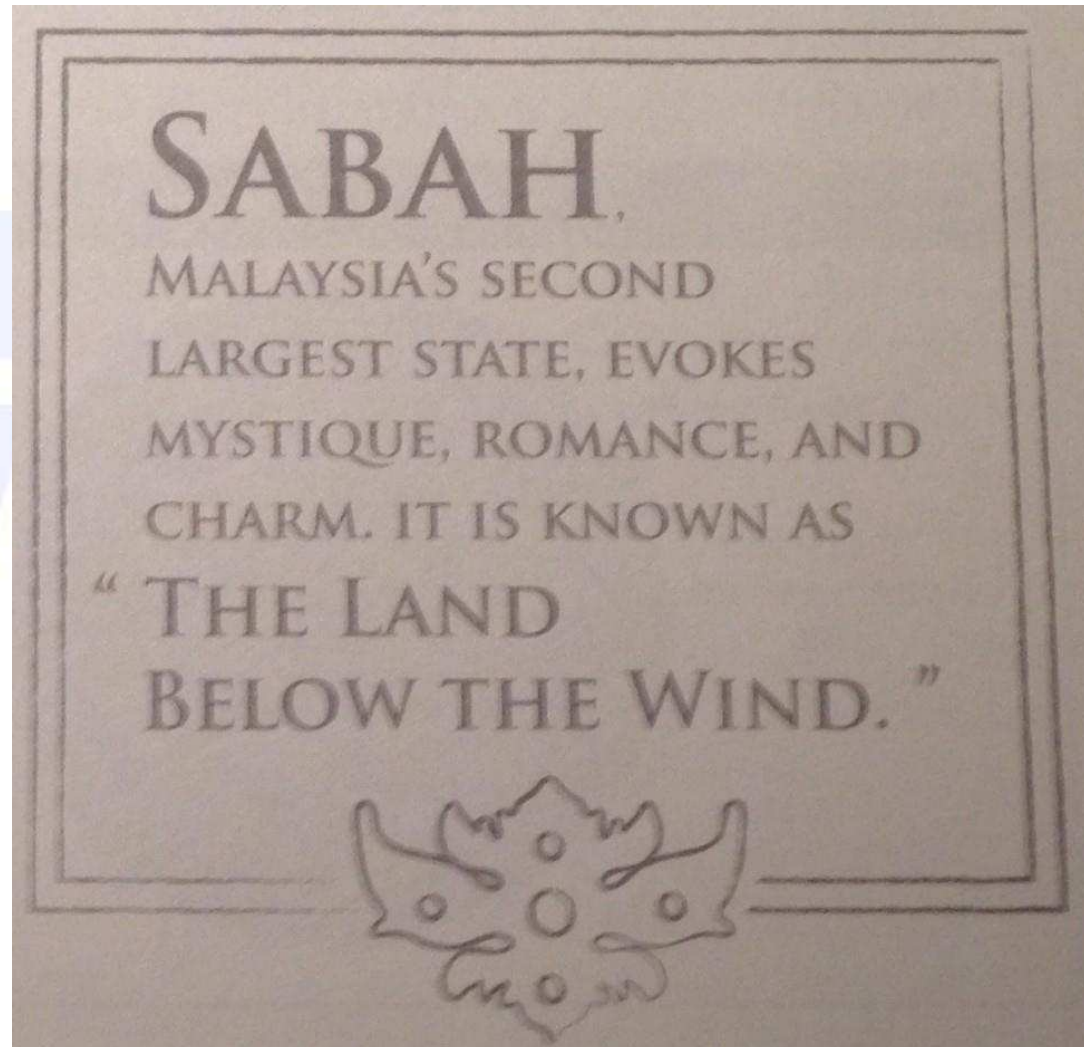
VALUE OF TRANSACTION COMPARISON IN SELECTED LOCATIONS Q1 2013 - Q4 2013 - Q1 2014



Source: NAPIC, The Star Publications

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET SUSTAINABILITY

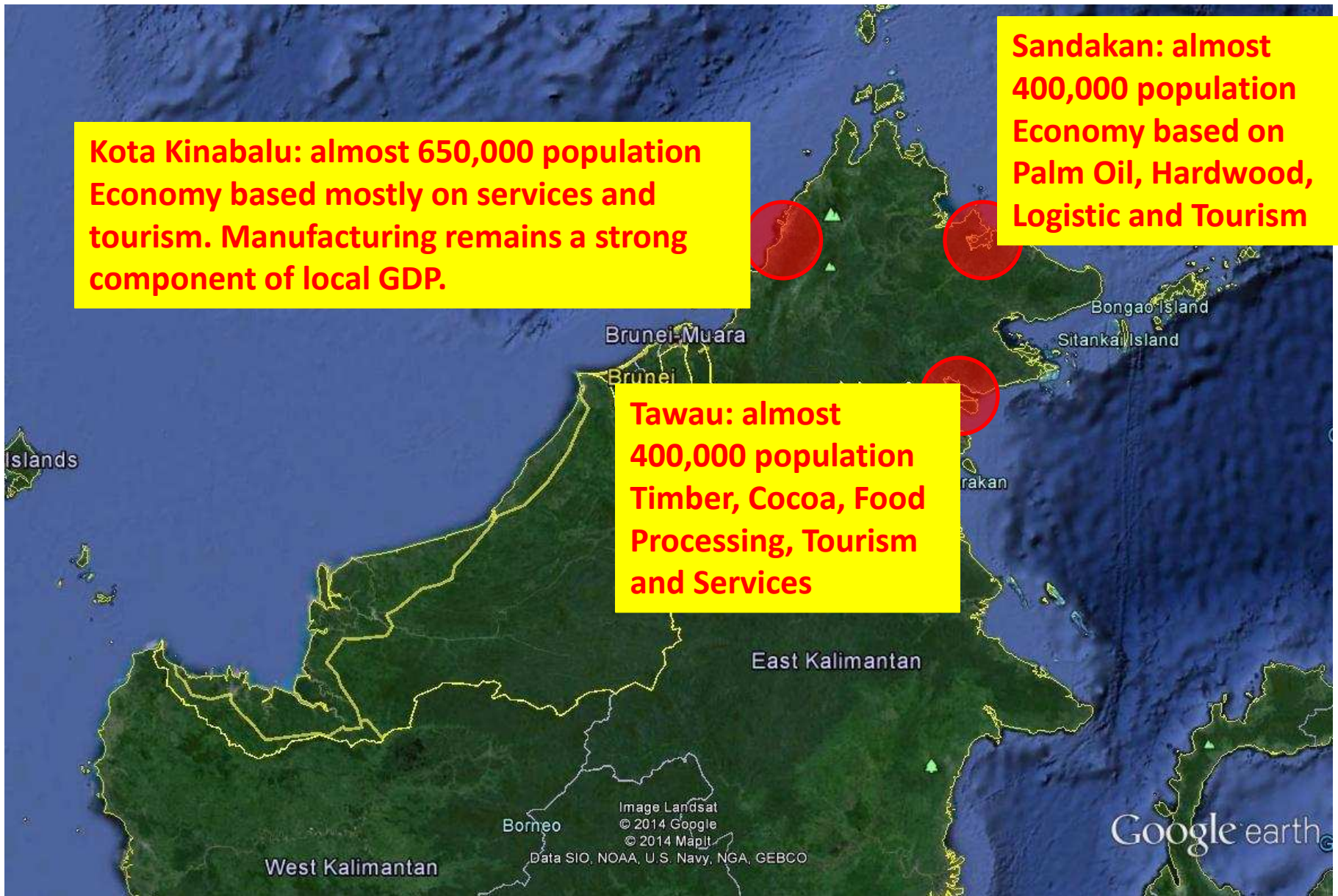


THE LAND BELOW THE WIND

Kota Kinabalu: almost 650,000 population
Economy based mostly on services and tourism. Manufacturing remains a strong component of local GDP.

Sandakan: almost 400,000 population
Economy based on Palm Oil, Hardwood, Logistic and Tourism

Tawau: almost 400,000 population
Timber, Cocoa, Food Processing, Tourism and Services



THE LAND BELOW THE WIND PROPENOMICS OF SABAH'S DEVELOPMENT CORRIDOR

SABAH DEVELOPMENT CORRIDOR (SDC) “VISION”

**TO BE A LEADING ECONOMIC REGION IN ASIA
BY BEING A PREFERRED GATEWAY FOR TRADE, INVESTMENT
AND LEISURE FOR TALENT AND BUSINESS**

THE LAND BELOW THE WIND

PROPENOMICS OF SABAH'S DEVELOPMENT CORRIDOR

SPECIAL FOCUS KEY ECONOMIC AREAS (KEAs) IN THE CORRIDORS OF DEVELOPMENT				
NCER	ECER	ISKANDAR MALAYSIA & PENGERANG	SABAH DEVELOPMENT CORRIDOR	SCORE
AGRICULTURE	AGRICULTURE		AGRICULTURE	SAMALAJU
		EDUCATION	EDUCATION	TANJUNG MANIS
MANUFACTURING	MANUFACTURING		MANUFACTURING & LOGISTIC	MUKAH
TRANSPORTATION & LOGISTIC				
	OIL, GAS & PETROLCHEMICALS	OIL, GAS & PETROLCHEMICALS	OIL, GAS & ENERGY	
			PALM OIL	
TOURISM	TOURISM	TOURISM	TOURISM	

THE LAND BELOW THE WIND

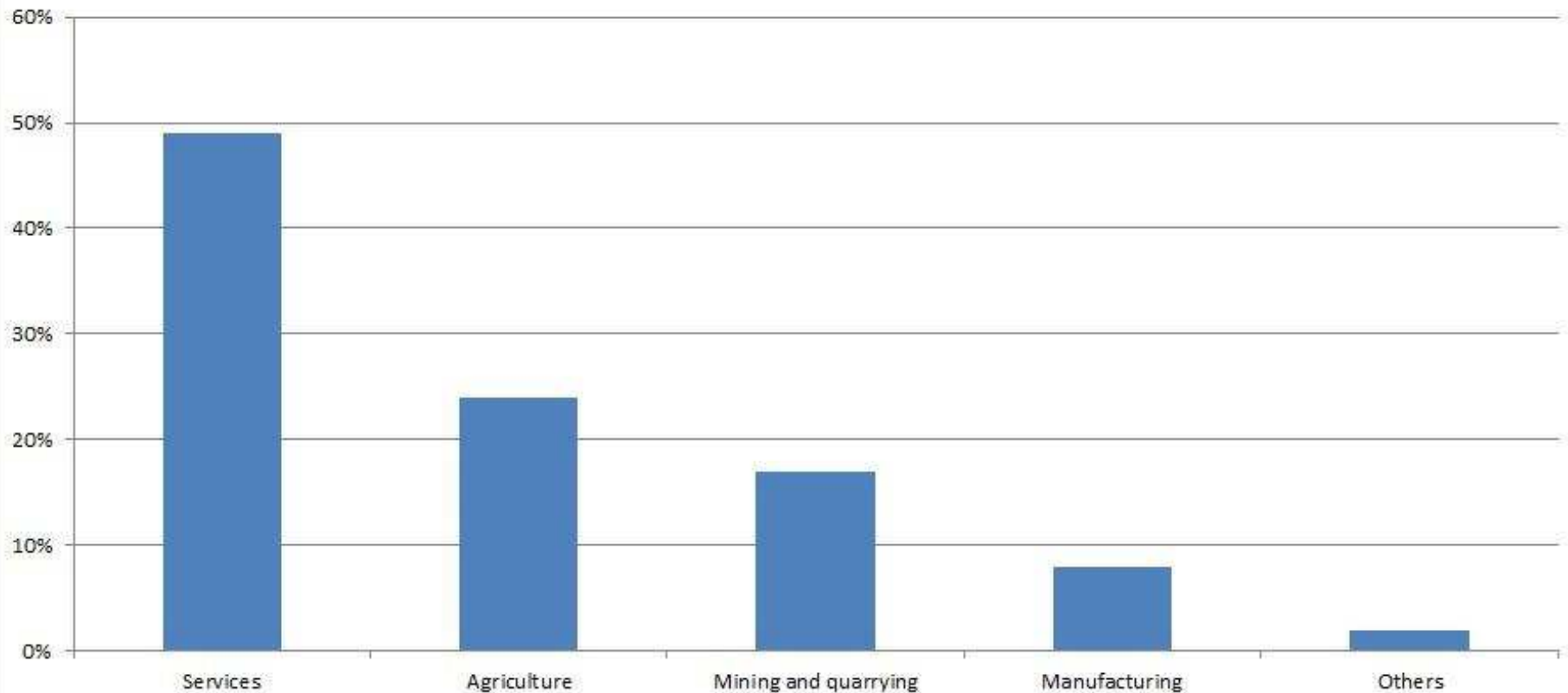
PROPENOMICS OF SABAH'S DEVELOPMENT CORRIDOR

KEY RESULT AREAS (KRAs) IN THE CITIES				
GREATER GEORGE TOWN	KREATER Kuantan	GREATER JOHOR BAHRU	GREATER KOTA KINABALU	SARAWAK CITIES
PUBLIC TRANSPORT	PUBLIC TRANSPORT	URBAN PUBLIC TRANSPORT	IMPROVING MOBILITY AND TRAVEL EXPERIENCE	GREATER KUCHING MIRI
AFFORDABLE QUALITY HOUSING	KUANTAN WATERFRONT	CITY REJUVENATION AND REVITALISATION	DEVELOPING AND MODERNIZING KK AS LIFESTYLE HUB	
WASTE MANAGEMENT & SUSTAINABLE URBAN DEVELOPMENT	SEWERAGE MANAGEMENT & FLOOD MITIGATION	CRIME	IMPROVING EARLY CHILDCARE EDUCATION	
			BOOSTING PUBLIC & PRIVATE HEALTHCARE	
			BOOSTING TOURISM IN GREATER KK	

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET SUSTAINABILITY

SABAH'S GDP BY ECONOMIC ACTIVITY 2010

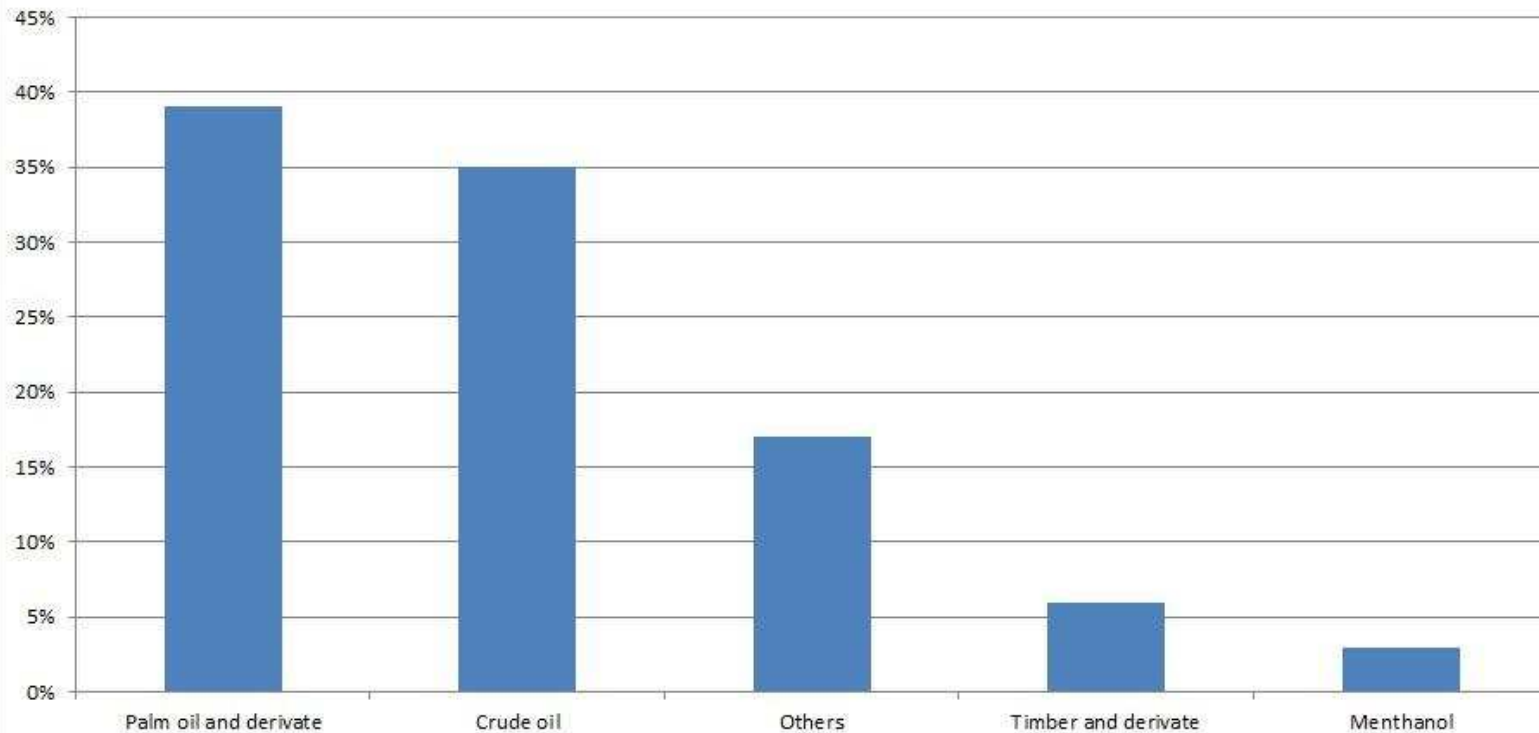


Source: Sabah Development Corridor, EPU

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET SUSTAINABILITY

SABAH'S MAJOR EXPORT 2010



Source: Sabah Development Corridor, EPU

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET SUSTAINABILITY

EXISTING SPACE AND OCCUPANCY RATES FOR OFFICE BUILDING COMPLEX AS AT DECEMBER 2013

STATE	TOTAL AVAILABLE SPACE (Sq.Ft.) OFFICE BUILDING AS AT 2013		SQ.FT. OF OFFICE SPACE PER CAPITA ON EXISTING	INCOMING SUPPLY	PLANNED SUPPLY
	FLOOR AREA (Sq.Ft.)	OCCUPANCY RATE			
KUALA LUMPUR	82,595,646	78.2%	46.70	13,192,257	1,449,747
SELANGOR	33,088,552	73.3%	5.68	4,233,270	-
PULAU PENANG	11,480,377	75.9%	6.90	649,386	1,597,912
JOHOR	11,036,603	73.1%	3.12	1,046,714	-
SABAH	7,260,832	85.4%	2.05	618,817	-
SARAWAK	6,467,575	92.3%	2.49	79,416	-
MELAKA	4,163,003	70.1%	5.00	209,982	-
MALAYSIA	203,365,538	77%	6.77	22,973,359	5,373,716

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET SUSTAINABILITY

EXISTING SPACE AND OCCUPANCY RATES FOR OFFICE BUILDING AS AT DECEMBER 2013 - LOCAL AND REGIONAL COMPARISON

STATE	EXISTING OFFICE SPACE AS AT DECEMBER 2013	POPULATION AS AT 2012	OFFICE SPACE PER CAPITA	CURRENT OFFICE SPACE OCCUPANCY RATE
	FLOOR AREA (Sq.Ft.)			
KUALA LUMPUR	82,595,645.68	1,768,680.00	46.70	78.20%
SELANGOR	33,088,551.52	5,826,240.00	5.68	73.30%
PULAU PENANG	11,480,377.48	1,664,640.00	6.90	75.90%
JOHOR	11,036,603.41	3,537,360.00	3.12	73.10%
PUTRAJAYA	21,425,101.63	97,340.00	220.11	54.30%
MALAYSIA	203,365,538.05	30,060,860.00	6.77	70.96%
SINGAPORE	79,222,304.00	5,165,866.00	15.34	90.80%
BANGKOK	87,854,675.00	8,243,832.00	10.66	89.47%
JAKARTA	65,668,769.00	10,860,334.00	6.05	94.30%

Source: NAPIC PMR 2013, Yearbook of statistics Singapore 2013, The Star archives, REI group archives

THE LAND BELOW THE WIND

SARAH BRODERTY MARKET SUSTAINABILITY



Real estate
insights

By DR. DANIELE GAMBERO

Innovative, creative and 'recycled' offices spaces

LAST September, CIMB published a "strategic report" on office space titled "Overbuilding Risks" and one paragraph immediately caught my attention.

It read: "It has not been statistically proven that FDI (Foreign Direct Investment) in the real estate sector complements FDI in the manufacturing and services sectors in helping to boost the economic growth of the host country.

As such, liberalising and developing property policies to attract higher FDI flows, subsequently used to stimulate the economy, may not be the most effective tool.

While the policies could act as catalysts for the nation's growth, they could also jeopardise growth should shocks or external factors hit."

The ones that know me might be wondering if this was written by me as I always use exactly the same language and this is why it caught my immediate attention.

What is happening in Greater KL,

Existing space and occupancy rates for office building as at December 2013 - local and regional comparison

State	Existing office space as at December 2013 (floor area - sq. ft.)	Population as at 2012	Office space per capita	Current office space occupancy rate
Kuala Lumpur	82,595,645.68	1,768,680.00	46.70	78.20%
Selangor	33,088,551.52	5,826,240.00	5.68	73.30%
Penang	11,480,377.48	1,664,640.00	6.90	75.90%
Johor	11,036,603.41	3,537,360.00	3.12	73.10%
Putrajaya	21,425,101.63	97,340.00	220.11	54.30%
Malaysia	203,365,538.05	30,060,860.00	6.77	70.96%
Singapore	79,222,304.00	5,165,866.00	15.34	90.80%
Bangkok	87,854,675.00	8,243,832.00	10.66	89.47%
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Source: NAPIC PMR 2013, Yearbook of statistics Singapore 2013, The Star archives, REI group archives

Klang Valley growth areas

Projects	Location	Size (acres)
Bangsar South City	Kuala Lumpur	59.30
Platinum Park KLCC	Kuala Lumpur	9.14
Bukit Jelutong Commercial Centre	Selangor	179.89
KL Sentral	Kuala Lumpur	71.66
Datum Jelatek	Kuala Lumpur	5.93
MPHB's Golden Triangle Development	Kuala Lumpur	n.a.
Damansara Avenue	Selangor	46.95
KL City Centre Redevelopment Kg Baru	Kuala Lumpur	375.59
Bukit Bintang City Centre	Kuala Lumpur	21.25
Bangsar/KL Eco City	Kuala Lumpur	23.97
Pekeliling Tamansari Riverside Garden City	Kuala Lumpur	54.36
TRX	Kuala Lumpur	84.01
Merdeka Park City	Kuala Lumpur	n.a.
City of Malacca - Sri Ruci	Kuala Lumpur	400.30

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET SUSTAINABILITY

EXISTING SPACE AND OCCUPANCY RATES FOR SHOPPING COMPLEX AS AT DECEMBER 2013

STATE	TOTAL SPACE (Sq.Ft.) SHOPPING COMPLEX AS AT 2013		SQ.FT. OF RETAIL SPACE PER CAPITA ON EXISTING	INCOMING SUPPLY	PLANNED SUPPLY
	FLOOR AREA (Sq.Ft.)	OCCUPANCY RATE			
SELANGOR	31,958,633	81.7%	5.49	941,497	72,280
KUALA LUMPUR	26,118,937	83.2%	14.77	4,909,544	537,506
JOHOR	17,942,097	70.4%	5.07	897,171	596,804
PULAU PENANG	16,012,055	69.4%	9.62	714,034	382,743
SARAWAK	6,602,383	71.2%	2.54	760,900	209,993
SABAH	5,734,812	89.5%	1.62	1,575,038	-
MELAKA	3,915,875	80.7%	4.70	1,242,272	-
MALAYSIA	133,092,287	81%	4.43	13,488,814	4,923,828

SABAH PROPERTY MARKET SUSTAINABILITY

COMPARATIVE TABLE FOR TOURIST ARRIVAL IN SABAH 2006 - 2012

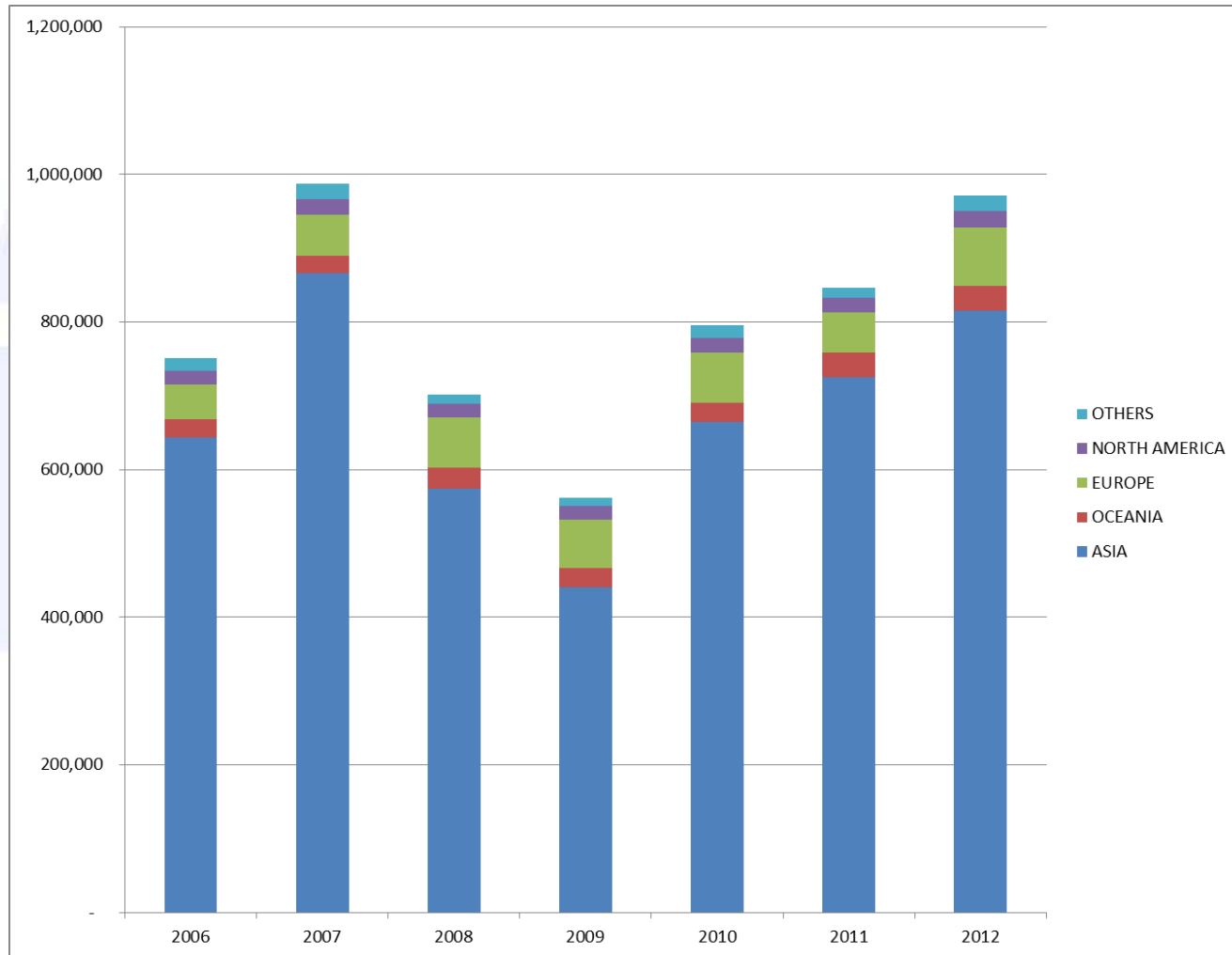
	2006	2007	2008	2009	2010	2011	2012
ASIA	643,633	865,877	573,643	440,184	665,075	725,054	815,686
OCEANIA	24,034	23,850	29,282	26,124	25,802	32,958	32,826
EUROPE	48,134	56,096	67,394	65,333	67,561	54,860	78,889
NORTH AMERICA	18,536	19,909	19,363	19,272	19,410	19,406	22,356
OTHERS	16,586	21,929	11,516	11,231	18,105	13,632	21,143
TOT INTERNATIONAL	750,923	987,661	701,198	562,144	795,953	845,910	970,900
MALAYSIANS	1,340,735	1,490,783	1,599,230	1,683,924	1,708,716	1,998,687	1,906,747
TOTAL ARRIVALS	2,091,658	2,478,444	2,300,428	2,246,068	2,504,669	2,844,597	2,877,647

SABAH PROPERTY MARKET SUSTAINABILITY

TOURIST ARRIVALS & RECEIPTS TO MALAYSIA		
YEAR	ARRIVALS	RECEIPTS (RM)
2013	25.72 Million	65.44 Billion
2012	25.03 Million	60.6 Billion
2011	24.71 Million	58.3 Billion
2010	24.58 Million	56.5 Billion
2009	23.65 Million	53.4 Billion
2008	22.05 Million	49.6 Billion
2007	20.97 Million	46.1 Billion
2006	17.55 Million	36.3 Billion
2005	16.43 Million	32.0 Billion
2004	15.70 Million	29.7 Billion
2003	10.58 Million	21.3 Billion
2002	13.29 Million	25.8 Billion
2001	12.78 Million	24.2 Billion
2000	10.22 Million	17.3 Billion
1999	7.93 Million	12.3 Billion
1998	5.56 Million	8.6 Billion

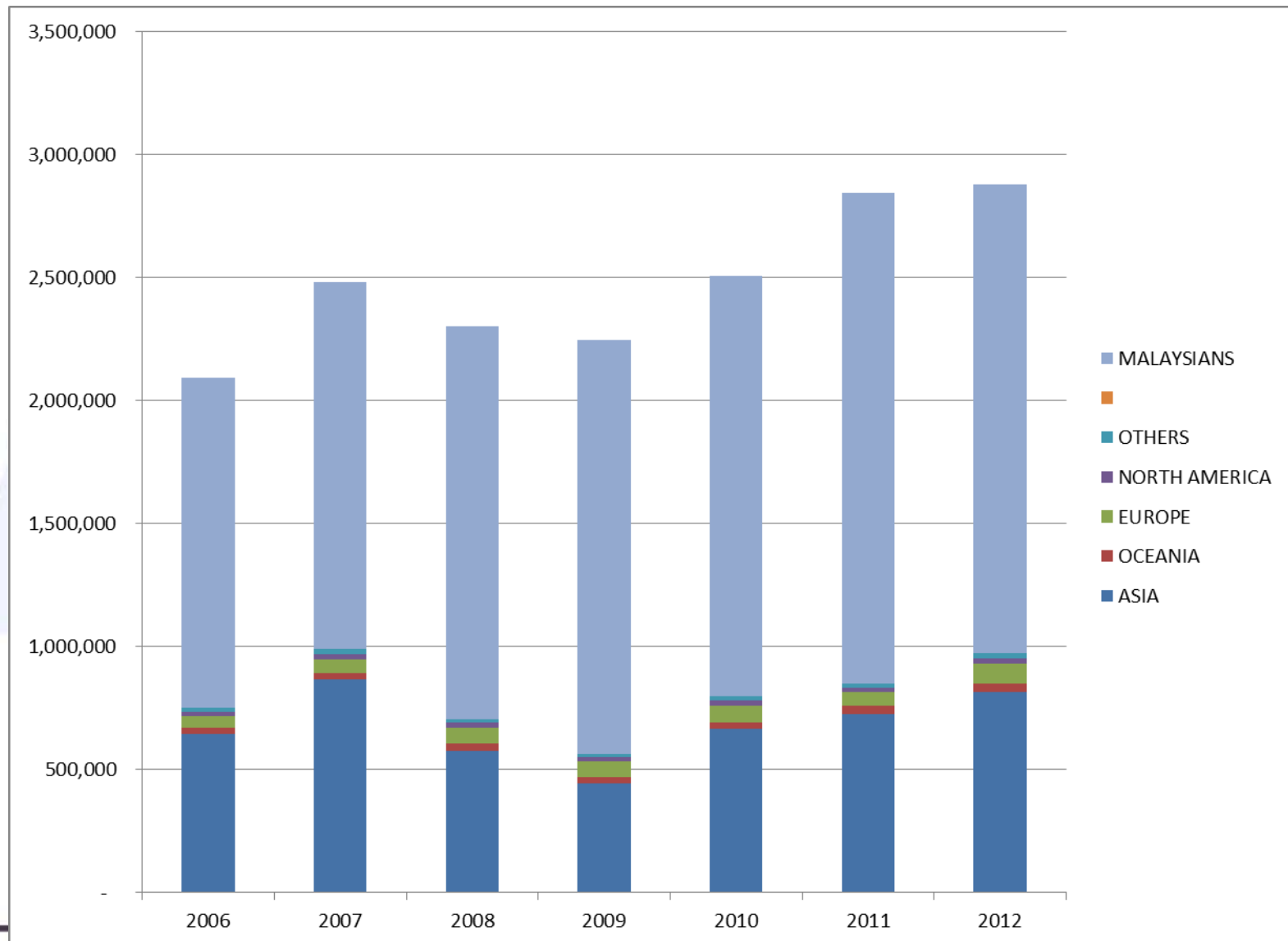
SABAH PROPERTY MARKET SUSTAINABILITY

INTERNATIONAL TOURIST ARRIVALS BY ORIGIN



SABAH PROPERTY MARKET SUSTAINABILITY

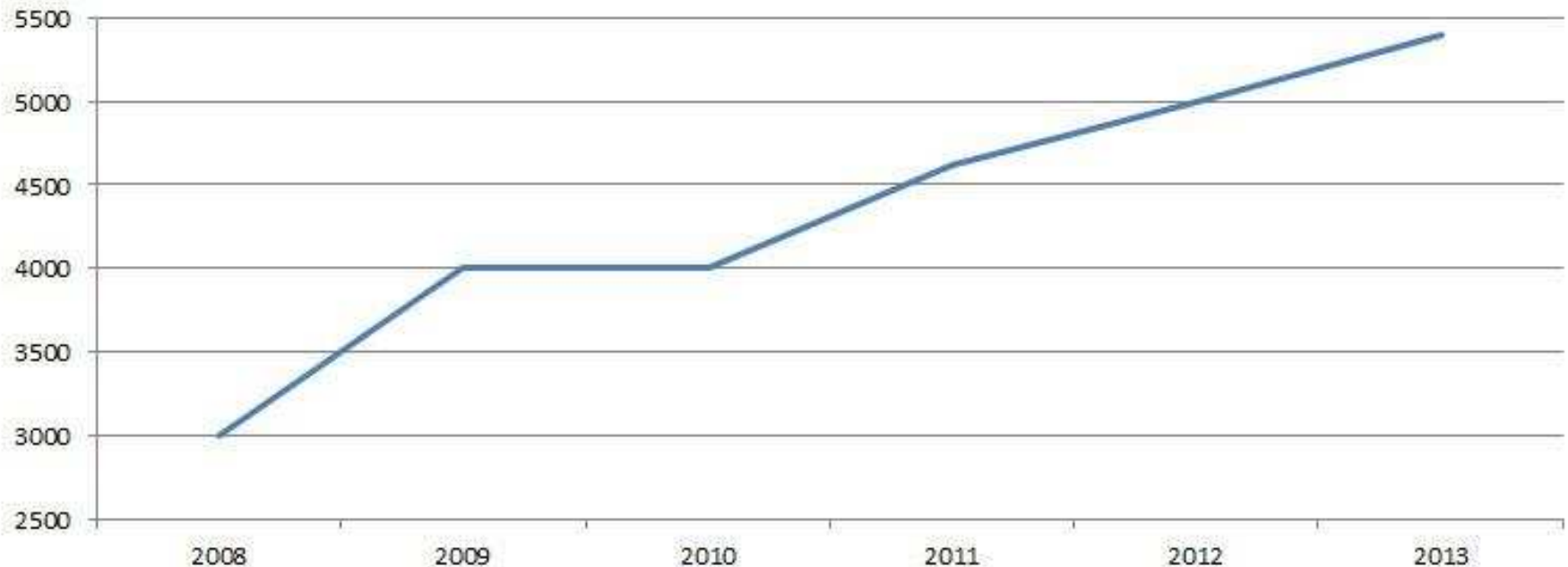
TOURIST ARRIVALS BY ORIGIN



THE LAND BELOW THE WIND

SABAH PROPERTY MARKET SUSTAINABILITY

Residential High-rise cumulative supply in Kota Kinabalu
2008-2013

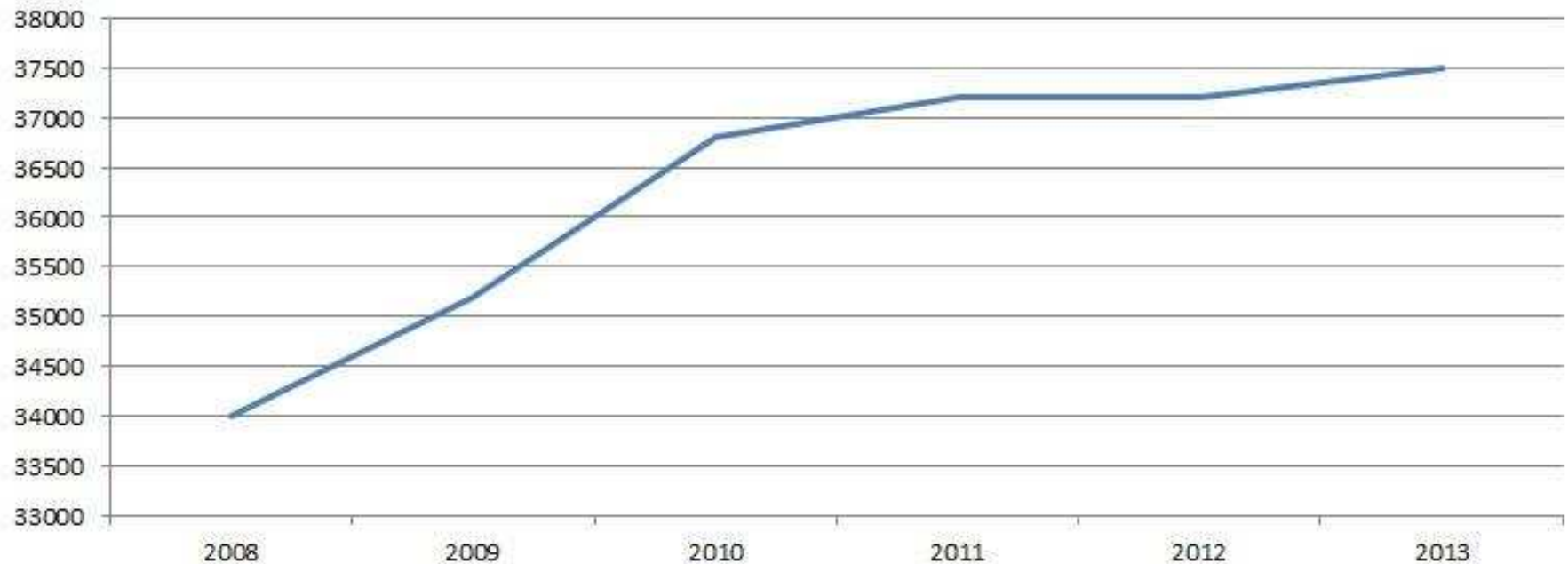


Source: Napic property Market Report, WTW report, REI Archives

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET SUSTAINABILITY

Residential houses cumulative supply in Kota Kinabalu
2008-2013

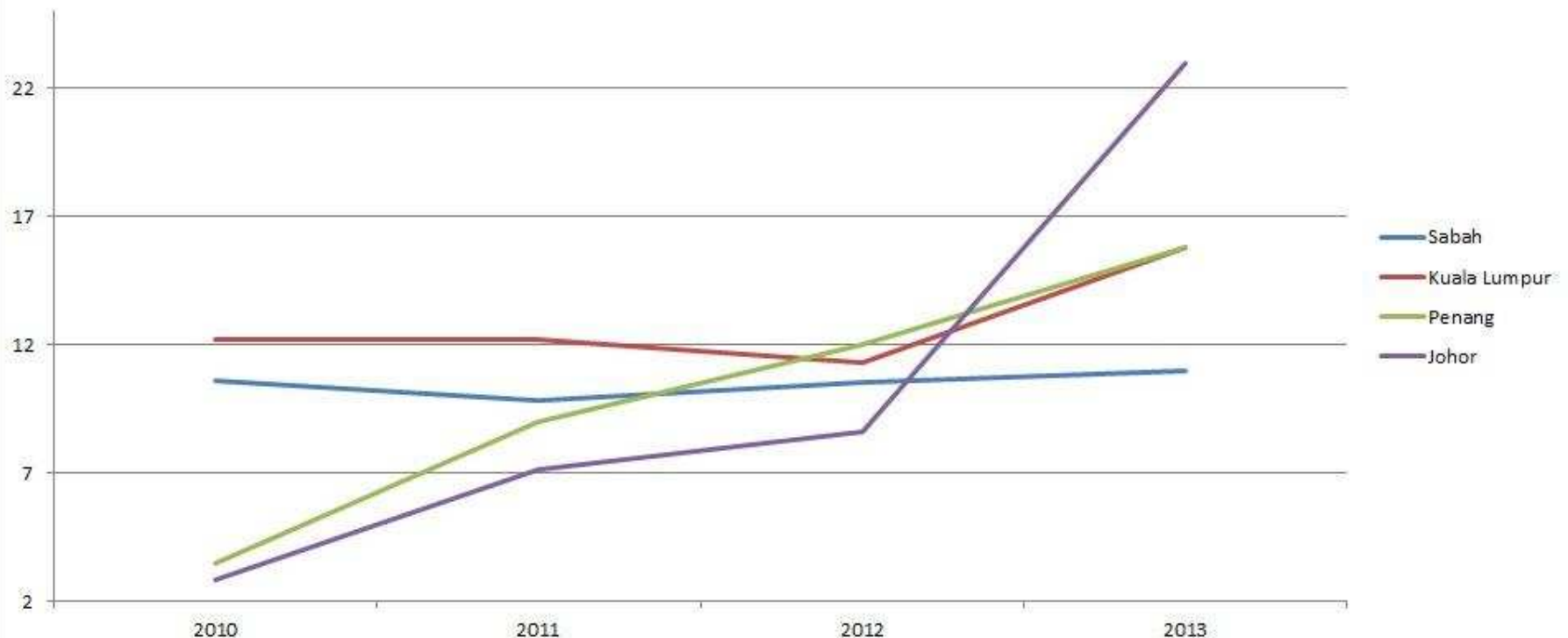


Source: NAPIC Property Market Report, WTW report, REI Archives

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET SUSTAINABILITY

2010 - 2013 House price appreciation in selected areas



Source: NAPIC Property Market Report - CIMB - REI Group archives

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET: THE WAY FORWARD

CURRENT/ESTIMATE SUPPLY OF RESIDENTIAL UNITS BY TYPE IN SABAH AS AT DECEMBER 2013

Item	Sabah	Landed	Low cost	High Rise
A	Existing stock	79,812	44,736	26,531
	TOTAL EXISTING	79,812	44,736	26,531
B	Completions	495	-	280
C	Incoming supply	13,468	15,188	15,161
	TOTAL BY 2015	93,775	59,924	41,972
D	Starts	1,173	-	4,668
E	Planned supply	5,907	3,186	3,301
F	New planned supply	300	-	704
	TOTAL BY 2020	101,155	63,110	50,645
GRAND TOTAL		214,910		

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET: THE WAY FORWARD

A	TOTAL SABAH POPULATION AS AT 2012	3,179,652
	CURRENT DEMAND OF HOMES (Each household 4 members)	635,930
	CURRENT NEED OF HOUSES	360,303
B+C	TOTAL SABAH POPULATION AS AT 2015 (Est +1% yr)	3,275,998
	CURRENT DEMAND OF HOMES (Each household 4 members)	655,200
	ESTIMATE NEED OF HOUSES BY 2015	305,830
D+E+F	TOTAL SABAH POPULATION AS AT 2020 (Est +1% yr)	3,443,107
	CURRENT DEMAND OF HOMES (Each household 4 members)	688,621
	ESTIMATE NEED OF HOUSES BY 2020	473,711

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET: THE WAY FORWARD

CURRENT/ESTIMATE SUPPLY OF RESIDENTIAL UNITS BY TYPE IN KOTA KINABALU-PENAMPANG-TUARAN AS AT 2013

Item	Sabah	Landed	Low Cost	High-rise
A	Existing stock	35,591	20,196	21,548
	TOTAL EXISTING	35,591	20,196	21,548
B	Completions	232	-	280
C	Incoming supply	3,777	6,886	14,445
	ESTIMATE TOTAL BY 2015	39,600	27,082	36,273
D	Starts	694	-	4,668
E	Planned supply	494	-	3,037
F	New planned supply	-	-	704
	ESTIMATE TOTAL PER TYPE BY 2020	40,788	27,082	44,682
	GRAND TOTAL	112,552		

THE LAND BELOW THE WIND

SABAH PROPERTY MARKET: THE WAY FORWARD

A	TOTAL KK-PENAMPANG-TUARAN POPULATION AS AT 2013	935,823
	CURRENT DEMAND OF HOMES	233,956
	ESTIMATE NEED OF HOUSES	100,834
B+C	TOTAL KK-PENAMPANG-TUARAN POPULATION AS AT 2015 (Est +1% yr)	954,633
	DEMAND OF HOMES BY 2015	238,658
	ESTIMATE NEED OF HOUSES	69,021
D+E+F	TOTAL KK-PENAMPANG-TUARAN POPULATION AS AT 2020 (Est +1% yr)	1,003,329
	DEMAND OF HOMES BY 2020	250,832
	ESTIMATE NEED OF HOUSES	138,280

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For questions please email to:
daniele.g@reigroup.com.my