HB ADVISOR

OCTOBER - DECEMBER 2024

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Penang's Exciting Future

Penang's global reputation is built over half a century long through concerted effort by the industry players and supported by the government bodies.

Dr. Jason Teoh

It's exciting to be in Penang right now, especially if one is in manufacturing, healthcare, hospitality and real estate. The state's remarkable RM71.9 billion in investment for 2023, creating over 20,000 jobs, speaks volumes about its economic vitality.

For those of us from Penang, reading the promising statistics is like music to our ears, just like absorbing the state's export value, recording RM177.99 billion from January to May 2024. It reminds us that this growth is a result of strategic planning and collaborative efforts among all key stakeholders with interests in Penang.

In recent conversations with friends from the industry, I had the pleasure of catching up with YB Zairil Khir Johari, Chairman of Penang Infrastructure, Transport and Digital Committee, Dato' Aziz Bakar, CEO of Penang Development Corporation (PDC) and Dato' Loo Lee Lian, CEO of InvestPenang. Their insights reveal a state poised for continued growth, leveraging its rich industrial heritage to embrace new opportunities.

Attracting the Right Players

Dato' Loo shared that the state has blazed an impressive trail from 2019 to 2023 by attracting RM184 billion of FDI, more than sizable compared to the RM66 billion in the preceding decade. She attributed this growth to geopolitical shifts that prompted global companies to seek stable destinations for their businesses. Penang's business-friendly policies and strategic location made it a clear winner in this regard.

What's fascinating is also how Penang attracts these "big fishes" to contribute to the "small fishes" in the domestic economy; a concept borrowed from George Yeo, Singapore's former Minister for Foreign Affairs. According to this theory, Penang must be selective by prioritising companies that will create (read "feed") local jobs and stimulate the supply chain. So the trick is not just about securing large contracts or companies to set up shop in Penang but in ensuring our local SMEs have the opportunity to integrate into the global value chain.

Building for the Future

On the infrastructure front, Dato' Aziz of PDC highlighted the state's commitment to enhancing the industrial parks, particularly Batu Kawan Industrial Park 3 (BKIP 3) which has been included in Budget 2025 and Bandar Cassia Technology Park (BCTP). These parks are being developed under the 'Infra Ready Concept,' which aims to create a seamless ecosystem where connectivity and industry-specific needs are top priorities to ensure that Penang is not just keeping pace with global trends but as best possible, stay ahead of the curve.

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Office (Nik Asha) **03-2694 2212**

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Exciting times beckons for Penang state as a whole.

Aside from the industrial parks, PDC has also developed the 2024–2028 Strategic Plan that is centred on digitalisation and sustainability, complete with 15 high-impact projects valued at RM5 billion, including landmark developments such as the Linear Waterfront, Medical Hub, GBS@Technoplex, Logistic Hub next to Penang International Airport, The Coast and Workers Quarters.These projects are expected to bolster Penang's position as a hub for global business services, logistics and medical tourism.

In terms of sustainability, I am happy to share that PDC is Penang's beacon of light as it has taken a step in the right direction by being the first state agency to adopt the Environmental, Social, and Governance (ESG) framework and be committed to the sustainability agenda.

Dato' Aziz's enthusiasm was also evident when he spoke about PDC's commitment to Penang's backbone of the economy - the micro, small, and medium enterprises (MSMEs). These businesses play an essential role in complementing MNC operations and in stimulating local investment growth.

With projects like Kompleks Rasa Tropika, the SME units at Penang Science Park North and the Skim Pinjaman Harapan, PDC is creating affordable, well-equipped spaces including financing schemes for budding entrepreneurs and small businesses to scale up, succeed and thrive in the competitive global landscape.

Transportation Supporting Growth

Equally enthusiastic about Penang's future is YB Zairil who also shared passionately about the upcoming Mutiara LRT Line, the expansion slated for Penang International Airport, both of which have been included in Budget 2025, and the utility projects involving water (see Budget 2025 Update below) and energy.

Through the LRT project, he shared opportunities both large and small exist in the state, especially along the route that are suitable for transit oriented developments (TODs). To make it more viable from the real estate perspective, pro-development policies touching on issues like plot ratio, density, parking etc are already being studied and formulated.

To follow through with what else Penang has to offer, be sure to check out the full article "Penang Has A Host of Good Problems to Solve" on page 3 of this newsletter.

Thank you, happy reading and wishing you a fruitful harvest to end 2024!

DR. JASON TEOH
Director, Henry Butcher Malaysia Penang

Budget 2025 Update

Measure 6: Inclusive Development's focus to finance rakyat-centric projects and facilities that support industrial activities include:

- *Raw water transfer project from Sg. Perak for the water supply in northern Perak & Penang.*
- *Penang LRT.*
- *Expansion of Penang International Airport (PIA).*
- *Batu Kawan Industrial Park 3.*

Measure 7: Public Private Partnership's Public-Private Partnership Master Plan (PIKAS 2030) included the North-South Expressway between Juru and Sungai Dua.

October - December 2024

HB ADVISOR
by Henry Butcher Malaysia

Publisher
Henry Butcher Malaysia Sdn Bhd
25, Jalan Yap Ah Shak,
50300 Kuala Lumpur.
T 603-2694 2212
E admin@henrybutcher.com.my
W www.henrybutcher.com.my

OUR SERVICES
Valuation
T 603-2694 2212 **F** 603-2694 3484
E hbmalaysia@henrybutcher.com.my

Project Marketing
T 603-2694 2212 **F** 603-2692 5771
E tang.cm@henrybutcher.com.my

Real Estate Agency
T 603-2694 2212 **F** 603-2694 1261
E hbre@henrybutcher.com.my

Market Research & Development Consultancy
T 603-4270 2072 **F** 603-4270 2082
E hbampang@henrybutcher.com.my

Retail Consultancy
T 603-9130 5550 **F** 603-9130 4003
E tanhaihsin@yahoo.com

Facilities & Asset Management
T 603-6205 3330
E admin.assetmgmt@henrybutchermk.com

Plant & Machinery Consultancy
T 603-2694 2212 **F** 603-2694 3484
E hbmalaysia_pnm@henrybutcher.com.my

Auctions & Tender Sales
T 603-2694 2212 **F** 603-2694 1292
E auctions@henrybutcher.com.my

Art Consultancy
T 603-2691 3089 **F** 603-2602 1523
E info@hbart.com.my

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Percetakan CL Wong Sdn Bhd
AS-84, Jalan Hang Tuah 4,
Taman Salak Selatan, Cheras,
57100 Kuala Lumpur.

BUDGET 2025: LIMITED GOODIES FOR THE HOUSING SECTOR

Continued Focus & Priority on the Education & Health Sectors.

Prime Minister cum Finance Minister Dato' Seri Anwar Ibrahim tabled the budget for the third time under the Madani Government on 18 October 2024, the final one under the 12th Malaysia Plan (2021-2025), before moving onto the 13th Malaysia Plan next year (2026-2030).

At RM421bil, Budget 2025 is the largest in Malaysia's history and topped 2024's RM407.5bil by some 3.3%. 2024's GDP growth has now been upgraded to 4.8% to 5.3% and is projected to grow by 4.5% to 5.5% in 2025.

Like last year, the biggest beneficiaries are the education/higher education sectors followed by the health sector. The property sector was not accorded the same priority and there were not that many goodies to cheer up the market.

The following are the key measures announced which are related to the property sector.

Housing
Individual tax relief on housing loan interest will be granted to encourage Malaysians to buy their first home. The tax relief will apply to sale and purchase agreements signed between 1 January 2025 and 31 December 2027 and must be the tax payer's first residential home loan. This tax relief can be claimed individually or jointly (if the home is jointly owned in which case the tax relief will be apportioned between the joint owners) and can be claimed for three consecutive years based on the following:

- Up to RM7,000 for homes valued up to RM500,000; or
- Up to RM5,000 for homes valued between RM500,001 and RM750,000.

RM10bil has been allocated for the Housing Credit Guarantee (Skim Jaminan Kredit Perumahan) and step-up financing scheme (the same amount allocated in Budget 2024). To date, RM12.8bil in government guarantees under HCGS has already been disbursed and this has benefitted over 57,000 first-time home buyers.

The SJKP (HGCS) provides guarantees for loans of up to RM500,000 for first-time home buyers. This will help those without monthly income statements and stable incomes (eg. gig economy workers) in buying houses. The step-up scheme on the other hand allows lower initial repayment rates to ease the funding burden on first-time homebuyers.

Infrastructure & Development
The allocation for Development Expenditure was maintained at RM86bil which was the amount spent for 2024. No new mega projects were announced as the government felt that priority should be on essential infrastructure projects, such as:
a. Pan Borneo Highway;
b. Airport expansion in Penang, Tawau & Miri;
c. Sabah-Sarawak Link Road Phase 2; and
d. Penang LRT.

There was a bit of a disappointment from the absence of the highly anticipated MRT3 project in the budget.

The budget also adopted a new Private-Public Partnership (PPP) approach for some development projects to lessen the government's fiscal burden for projects such as:
a. Sultanah Aminah Hospital 2, Johor.
b. Juru-Sg. Dua Elevated Highway, Penang.
c. WISE (West Ipoh Span Expressway), Gopeng to Kuala Kangsar, Perak.
d. WCE (West Coast Expressway), Banting to Gelang Patah alignment.

Allocations were also made for:
a. New Industrial Master Plan 2030 (NIMP 2030), RM200mil.
b. National Energy Transition Roadmap (NETR), RM306mil.
c. The Johor-Singapore Special Economic Zone (JS-SEZ).
d. Infrastructure Facilitation Fund.
e. Silver Valley Technology Park, Kinta, Perak.

Development of the JS-SEZ is set to gain momentum arising from the following measures announced in the budget:
a. Forest City has been designated as a Duty-Free Island. It is expected to play a major role in promoting local tourism & economic activities.
b. A tax incentive package for the Forest City Special Financial Zone is expected to provide a boost for financial services activities eg. global business financial services & fintech.
c. The Single-Family Office Scheme has been launched to promote family fund management.

Additional special incentives for JS-SEZ are expected to be announced at the end of 2024.

Public Housing
Key allocations announced for building new public housing and maintaining/upgrading existing public housing include:
a. RM900mil for public housing projects under the People's Residency Programme (PRR) & Rumah Mesra Rakyat (RMR), including 2 new developments in Port Dickson & Seberang Prai Tengah; *(this is higher than the RM385bil set aside for the construction of affordable housing projects under the Program Rumah Mesra Rakyat under Budget 2024).*
b. an increase in the ceiling limit for new home assistance to RM90,000 and up to RM20,000 for home repairs.
c. RM200mil for the maintenance of low- and medium-cost public strata housing, principally for replacing outdated elevators.
d. RM1.8bil has been allocated for building & maintaining civil servant quarters, *(RM2.4bil in last year's budget).*

Tourism
Nearly RM550mil has been allocated to support programmes and efforts to promote Visit Malaysia Year 2026. This includes organising cultural activities, holding tourism events, increasing inbound flights and promoting local arts, handicrafts and batik.

Another RM110mil has also been allocated to enhance tourist attractions and related hotspots, establishing partnerships to promote ecotourism and support UNESCO nominations.

Observations
Although Budget 2025 largely did not adopt the proposals submitted by the developers in the pre-budget discussions, the property sector is still expected to benefit and grow from the government's anticipated higher economic growth. First time home buyers and those in the B40 group will be the main beneficiaries whilst the M40 did not receive the same level of attention. The infrastructure projects announced will also benefit residents in the surrounding areas and contribute to enhancing demand and property values in these areas.

The higher allocations in tourism will help attract more inbound tourists and this shall raise occupancy rates, and enhance the values of hotels and tourism related properties. Malls and shopping areas will also benefit from the anticipated increase in tourist arrivals & spending and this will spur footfalls and possibly improve or at least maintain decent occupancy.

The establishment of the JS-SEZ will boost Johor's economy and Forest City in particular could lead to improved occupancy rates of the completed residential and commercial properties, and speed up development of further phases of the project.

The significant allocations to Sabah and Sarawak will provide a boost to the economies there, ultimately improving the wealth and sentiments of the East Malaysians with hopes of a cascading effect to boost the property market.

The manufacturing sector is expected to grow faster at +4.5% in 2025, led by better performance of both the export & domestic sectors. In particular, export growth will be supported by the government's encouraging focus in the E&E segment such as semiconductors which could raise demand for industrial properties.

PENANG HAS A HOST OF GOOD PROBLEMS TO SOLVE - By Ivan Tan

Fresh from memory is the newly launched "Penang Silicon Design @5km+" that is set to be among the many economic artilleries in the northern state. Tapping on the matured semiconductor ecosystem spanning half a century, proponents such as Penang Infrastructure, Transport and Digital Committee Chairman YB Zairil Khir Johari, CEO of Penang Development Corporation (PDC) Dato' Aziz Bakar and CEO of InvestPenang Dato' Loo Lee Lian have only good things to say since every conceivable project has been purposefully weighed to make Penang, in the words of YB Zairil, "future proof."

YB ZAIRIL KHIR JOHARI
Chairman of Penang Infrastructure, Transport and Digital Committee.

DATO' AZIZ BAKAR
CEO of Penang Development Corporation

DATO' LOO LEE LIAN
CEO of InvestPenang

Dato' Loo offers that, "within a 5km radius of Bayan Lepas Industrial Park, this new silicon design hub can provide end-to-end shared assets for the MNCs nearby. This includes the 1 million sq ft of campus space built by PDC to house IC design companies."

According to her, the campus-styled hybrid premises come with offices & labs, and floor loading & electricity supply capable of housing semiconductor testing laboratories. "It will be a vibrant place with F&B outlets, offices for rent, gym facilities etc."

Although initiated by InvestPenang, she explains that it is a collaborative effort with PDC as the developer to bring the project to life. According to Dato' Aziz, "The development of the park consists of two phases involving 42.5 hectares in Bayan Lepas Industrial Park.

"The development of the first phase is underway. It features two office buildings — GBS By The Sea and GBS TechSpace — totalling 350,000 sq ft, with an investment of RM347 million. It is expected to be completed in the fourth quarter of this year.

"The second phase, which involves 500,000 sq ft, introduces the establishment of a prominent structure, GBS TechnoPlex, estimated at RM308 million. The project is expected to be completed by 2027."

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The focus on IC design came as a consequence of Penang's electrifying progress over the years that culminated it as a preferred "+1" destination that is free from draconian sanctions and tariffs. Fanned by such winds of change and as a vehicle to diversify geopolitical risks, Penang's new status has certainly induced significant demand for water and energy where the former for example has experienced "demand increased by 10% over five years from 2019 to 2024, half the time of what it used to take," according to YB Zairil.

"Therefore, our focus on upgrading these utilities cannot be understated," Dato' Aziz emphasises.

On the same page, YB Zairil opines that demand escalation is expected to continue and this warrants upgrades to be brought forward, "When we talk about semiconductor and high tech industries, a stable power supply plays a very important role. We can't have power fluctuations.

"Proximity to source is one thing but the quality of the energy supplied is equally important, including water. This is not just for the semiconductor industry but also in the digital sector like data centres."

In light of the rising demand, the state now look towards the following projects to future proof itself for at least another decade if not more:

- Repowering the 20-year-old 300MW Gelugor Power Station (GPS) due to the expired power purchase agreement in August. The Energy Commission has however granted an extension. PDC has also signed an MOU on 29 August with Tenaga Nasional Bhd Power Generation Sdn Bhd (TNB Genco) to jointly study and redevelop GPS, potentially with Aeroderivative Gas Turbine (AGT) generating 300MW and Battery Energy Storage System (BESS) generating 900MWh on a 9-acre vacant site.
- Bringing an estimated 2,000MW supply from the national grid by December 2024 via 275kV overhead line transmission from Prai Power Station Main Inlet Substation (PMU) on the mainland into Penang Island at The Light PMU to provide triple redundancy and supplement GPS' capacity for Penang Island.
- 8 water supply projects between 2024 to 2028 under the 2030 Water Contingency Plan (WCP 2030) by the Penang Water Supply Corporation (PBAPP) valued at RM1.185 billion. Projects include new & upgrades of water treatment plants in Sg. Dua, Mengkuang Dam, Sg. Kerian, Sg. Perai, Sg. Muda, the Bukit Panchor Water Treatment Plant, including additional pipelines between Sg. Dua & Butterworth and Maccallum & Bukit Dumbar reservoir. Upn completion, an additional 600 million litres of water will be supplied to Penang everyday.

Two other projects under the exploratory stage are the potential replacement of potable water with treated sewage water for industrial use (via an MOU between PBAPP with Indah Water Konsortium (IWK) in March 2024), and raising supply for the northern region of Penang and Perak through a water distribution project from Sg. Perak to the Bukit Merah Dam.

With Great Power Comes Great Responsibility

But Penang's overwhelming consumption doesn't stop just there as congestion has also spilled into the city's thoroughfares during peak hours, not forgetting too the already outsized Penang International Airport. Fortunately, all these have been blessed by not just a silver bullet from the Federal Government to bore through the gridlocks but a concoction of prescriptions to go full throttle.

Mutiara LRT Line (included in Budget 2025)

"The new LRT Line will begin by alleviating congestion and addressing all the key job centres such as the Bayan Lepas Free Trade Zone, Silicon Island (future), Komtar, USM, SPICE, Jelutong, Gelugor, all the key residential corridors as well, and quite importantly having direct connectivity to Butterworth, connecting to Penang Sentral which then connects to the national rail network via the KTM Komuter and ETS (Electric Train Service).

"That means the high traffic coming from Sg. Petani, Alor Setar and Bukit Mertajam can now come via KTM Komuter, then change to LRT, then come to work in Penang Island," explains YB Zairil.

Penang International Airport (PIA) Expansion (included in Budget 2025)

"Penang International Airport's expansion is long overdue, so we're very happy with that. Direct flights are also important to businesses as it eliminates connecting flights like the USA to Penang and reduces flying time," adds Dato' Loo. The expansion plan aims at raising passenger handling capacity from 6.5 to 12 million per annum, doubling the gross floor area from 55,0000 to 115,000 sq metres and a new multi-storey car park contributing an additional 1,700 parking bays.

Also, "PDC is collaborating with Malaysia Airports Holdings Bhd (MAHB), with support from the Ministry of Transport Malaysia (MOT), to develop an air cargo expansion area on PDC-owned land, covering approximately 80 acres in Batu Maung," shares Dato' Aziz. The site location is situated within the Airport Corridor Development of Penang International Airport, which according to him has recorded the highest value of exported goods among Malaysian airports, driven by Penang's vibrant electrical & electronics (E&E) industry.

Key features of the development include smart warehouses with factory automation, application of IoT technology, renewable energy options, modern ventilation, efficient cooling systems and eco-smart systems.

North-South Expressway between Juru and Sungai Dua (included in Budget 2025)

To ease traffic congestion at the mainland entering Penang Island, YB Zairil affirmed that the State Government is anticipating the Federal Government to include the proposed RM1.8 billion Juru-Sg. Dua Elevated Highway in Budget 2025 before its tabling on 18 October 2024.

Multiplier Impact

More than just resolving the conundrum of moving people in a quicker fashion, the multiplier effects are as promising from the infrastructure upgrades, namely the ceiling cost of RM13 billion for the LRT project and the RM1.5 billion for the airport expansion.

"One civil works package has been directly awarded to a Gamuda-led consortium for the LRT project called SRS Consortium, a long time delivery partner in Penang whereas in the airport expansion, one of three packages has been awarded with physical works starting in September 2024," says YB Zairil adding that groundbreaking for the LRT in particular will only commence after negotiations with MRT Corp are completed.

As bottlenecks ease through the LRT and the enlarged airport, new opportunities beckons, predicts Dato' Aziz, "They will enhance connectivity, boost investment, stimulate job creation, and support the development of new properties and business opportunities in related sectors such as retail, services, industrial and real estate."

Speaking of real estate, market players and observers alike have all been keeping a close watch on the LRT alignment and the potential site location of the stations. To many, these are significantly rewarding long term opportunities, like in the case of a Transit Oriented Development or TOD.

Tapak Pesta according to YB Zairil will be the foremost TOD example, spotting a main station just like The Depot, "This is likely going to be a Public-Private Partnership (PPP) between the State Government, Federal Government and private sector partner although the model hasn't been finalised yet but it is looking in this direction." The 25 to 30 acres transformation he says will be akin to Hong Kong's mixed development with residential and commercial on top and depot at the bottom.

Another piece of real estate play is the 2,300 acres Silicon Island which will take a decade to complete starting from 2023. Already, 40 acres have been reclaimed, sufficient to house an industrial park and an LRT depot by the end of 2025 according to YB Zairil. He foresees the industrial land to be sold in 2026 and the first factory constructed in the same year followed by the first factory to be operational by 2027. Up to 1,200 acres are also projected to be fully completed by 2030.

Quite unlike the touristy flavour in Dubai back in the day with imaginative projects like the Palm Islands, the World Islands and the Burj Al Arab, Silicon Island was mooted to be a job centre, much like how Bayan Lepas began in the 1970's. The aim is to replicate that success and amplify Penang's export muscles, which in recent years are averaging at RM450 billion per annum and anchors as the largest exporting state with 30% of Malaysia's total exports and contributing 70% to the country's trade surplus.

The literature on Silicon Island reads like a pamphlet of a futuristic paradise, dotted with a 700 acres Green Tech Park, 40% of the island dedicated to public spaces, fully ESG-compliant; all aimed at elevating Penang up the global semiconductor value chain and attracting other catalytic investors.

As an industry, it feels like Penang could be the world's semiconductor oyster but its position is also often the subject of envy in light of the trade's lucrative offer. Many have tried and many will continue to wrestle the throne away but what do our interviewees make of this competition, from as near as Kulim in Kedah and as far as India and Vietnam?

"Both Penang and Kedah have their own strengths and weaknesses, and we may not necessarily be competing against each other, instead we can focus on our strengths and develop different segments of the supply chain so as to complement one another to enhance Malaysia's overall competitiveness," opines Dato' Aziz.

For Dato' Loo, "I used to think it (Kedah) is a competitor but not anymore because eventually building the Northern Belt comprising Penang-Kedah-Northern Perak is a better strategy.

"This is also because the movement of capital into Southeast Asia is tremendous and Penang can't absorb all. Assuming it does, Penang will be land-exhausted, infra-exhausted and human capital-exhausted."

From Zairil's lenses, "There is no question about overshadowing Penang and that will never happen because Penang has what it has, which is 50 over years of history, and has a matured and established ecosystem developed particularly in semiconductor.

"Even in the new sectors of chip design there are 28 chip design companies in Penang, where no other cluster can rival this in Malaysia or for that matter in the region as well."

PENANG'S STP 1 AND ANDAMAN ISLAND

- By Fahariah Abdul Wahab, Director, Research, Henry Butcher Malaysia

The vision for the master plan of Sri Tanjung Pinang 1 (STP1) which was developed more than a decade ago was to provide a thriving seafront community with lush landscapes and retail promenades. STP1 is located about 7km to the north of Georgetown on the mainland and encompasses 240 acres. Reclamation of STP1 commenced in 1997 and was fully completed in 2006 when Eastern & Oriental Bhd (E&O) took over the abandoned reclamation site in 2003.

The first property launch for STP1 was in 2005 with the launch of high-end terrace houses, the Ariza Homes comprising 32 units of 2½ storeys courtyard terraces with the straits eclectic style reminiscent of the rich architectural history of Penang. The finale was the Tamarind executive apartments which charted 100% take-up in 2019.

Fast-forward to 2024, STP1 is fully completed with more than 3,000 units of properties completed. This development, undertaken by E&O, is a show piece for a world-class award-winning waterfront master planned community which has translated to high increase in values of the properties over time with good demand from local and the expatriate communities.

Following on from the success of STP1, E&O through its subsidiary Tanjung Pinang Development (TPD), embarked on the second phase of STP that is STP2A by reclaiming offshore, forming the newly formed island which was completed (the reclamation part) in September 2019. The reclamation on STP 2A started in 2015.

STP2A known as Andaman Island is expected to generate a GDV of RM20 billion and take 15 years to be fully developed according to E&O (The Edge, 11 April 2019).

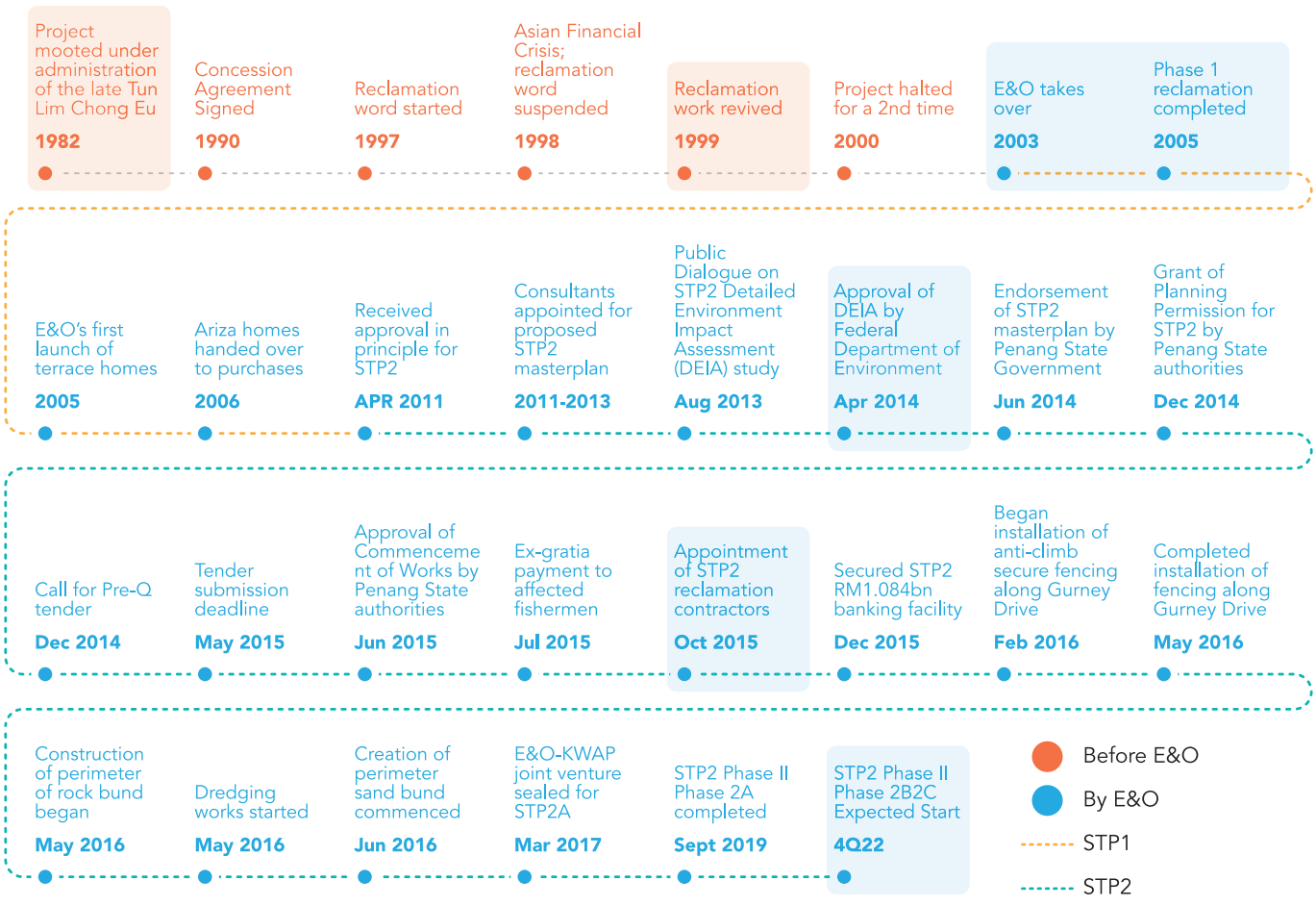
TPD formed a joint venture with KWEST Sdn Bhd in 2017 where the latter took a 20% share in the total development and TPD retained the majority stake of 80% for the development of Andaman Island. The joint venture company is known as Persada Mentari Sdn Bhd, which is undertaking the development of Andaman Island for both parties.

KWEST, a wholly owned subsidiary of KWAP (the government pension fund), is the investment arm of KWAP, set up to invest in real estate development projects, both locally and in international markets. Currently KWEST is concentrating on the local market.

Andaman Island is undergoing rapid construction of residential and commercial properties, where the reclaimed lands have been converted from leasehold to freehold status.

The construction of the first bridge, the Andaman Bridge, commenced in June 2018 and was officially opened in 2022. This bridge connects Andaman Island to STP1 at Jalan Seri Tanjung and is part of two bridges from Andaman Island to the mainland. The second bridge, the Gurney Bridge, is due for completion in 2025 and links Andaman Island to Gurney Drive making it a convenient accessibility to the city centre.

The maiden launch on Andaman Island was The Meg which comprises two tower blocks of 27-storey & 34-storey and was launched in early 2022. In spite of the challenging economic environment, it managed to secure 100% sales within 12 months. The GDV for The Meg surpassed the original



target and is estimated currently at RM690 million.

The second launch in March 2023, at Andaman Island was Arica with an estimated GDV of almost RM415 million encompassing a point block service apartment on 2 acres of land with 380 units. It is positioned to be more upscale than The Meg. Within just 9 months, Arica has been fully sold.

Landed residential in the form of luxury semi-detached and 3-storey high-end terraces were launched in early 2024 and are also fully sold.

Sri Tanjung Pinang 2 (STP2) is divided into two phases that is STP2A (Andaman Island) encompassing 253 acres and STP2B with 507 acres (760 acres in total, of which 20 acres is surrendered to the Penang State Government for the Penang Outer Ring Road (PORR) alignment). In addition to this, TPD reclaimed 131 acres off Gurney Drive foreshore for the Penang State Government whereby the latter have made known that a 60-acre public park will be created here. Since then, the first phase of the park was opened to the public in February 2024.

Andaman Island has won several awards, amongst them was the GreenRE Platinum Provisional Certification under the Township category, making it the first township in Malaysia to have won the award. This award, conferred by REHDA, was won in May 2023. In addition to this, both The Meg and Arica also won the Green RE Platinum Provisional Certifications under the Residential category.

The latest project on Andaman Island was launched in September 2024. Known as The Lume, the project sits on 3.16 acres and comprises 261 units of luxury units on a 50-storey tower. The unit sizes for The Lume are much larger spanning from 1,722 to 2,874 sq ft and are designed for those seeking privacy amidst an exclusive and luxurious lifestyle.

Andaman Island has set a new benchmark for waterfront living in a well-planned award-winning township. It will provide an environment residents will come to appreciate in the future when the Island is fully completed. The future development for Andaman Island will include additional landed residential, commercial blocks, recreational facilities, park & greeneries, well-landscaped boulevards, boardwalk and potentially a marina too amongst others.

The Meg

Total Units / Retail Units	1,020 units / 14 units
Launch / % Sold To Date	January 2022 / 100%
Land Area / Plot Ratio / Land Status	4.0 acres / 1:5.4 / Freehold
Total GDV	RM690 million

Unit Built-Up	Type of Units	Car Park per Unit	Price Range
567sf (Type A)	1 bed 1 bath	1	RM0.50 - RM0.63mil
596sf (Type A1)	1 bed 1 bath	1	RM0.50 - RM0.54mil
596sf (Type A2)	1 bed 1 bath	1	RM0.50 - RM0.64mil
679sf (Type B)	2 beds 2 baths	1	RM0.54 - RM0.73mil
679sf (Type B1)	2 beds 2 baths	1	RM0.54 - RM0.74mil
723sf (Type B2)	2 beds 2 baths	1	RM0.56 - RM0.73mil
753sf (Type C)	2 beds 2 baths	1	RM0.59 - RM0.88mil
879sf (Type D)	2 beds 2 baths	2	RM0.71 - RM0.95mil
897sf (Type E)	3 beds 2 baths	2	RM0.88 - RM0.95mil

Arica

Total Units, 1 Tower, 45 Levels	380 units
Launch / % Sold To Date	March 2023 / 100%
Land Area / Plot Ratio / Land Status	2.0 acres / 1:5.6 / Freehold
Total GDV	RM414.6 million

Unit Built-Up	Type of Units	Car Park per Unit	Price Range
947sf (Type A)	2 bed 2 baths	2	RM0.74 - RM1.15mil
1,152sf (Type B)	3 bed 2 baths	2	RM0.98 - RM1.33mil
1,152sf (Type C)	3 bed 2 baths	3	RM0.98 - RM1.34mil
1,259sf (Type D)	3 bed 2 baths	3	RM1.37 - RM1.77mil

Ferra Courtyard Terraces

Launch Date / % Sold To Date	January 2024 / 100%
Land Area / Land Status	3.98 acres / Freehold
Total GDV	RM190.0 million
Unit Built-Up	3,615 – 5,173sf
No. of Units	51 units
Average Price Range	RM1,000psf; RM3.6 - RM5.6mil

Senna Semi-Detached House Terraces

Launch Date / % Sold To Date	January 2024 / 100%
Land Area / Land Status	3.98 acres / Freehold
Total GDV	RM85.0 million
Unit Built-Up	4,637 - 5,137sf
No. of Units	18 units
Average Price Range	RM1,000psf; RM4.8 - RM5.6mil

LESS NEW LAUNCHES IN KLANG VALLEY UP TO 3Q 2024

Both the number of projects and number of units launched in the first nine months of 2023 took a dip compared to the same period in the preceding year. This is based on the data gathered by our research team at Henry Butcher Malaysia. The statistics provided here may differ from the official tally compiled by NAPIC.

- New launches in Klang Valley dropped by 34% in the first nine months of 2024 to 46 projects compared to the corresponding period in 2023 with 70 projects.
- There were less units launched into the market in the period under review in 2024 with 26,806 units compared to the year before with 36,382 units.
- Selangor contributed 29 new projects in 2024 while Kuala Lumpur released 17 new projects to the market. This is a consistent trend when measured against the same period in 2023.
- In terms of units, Kuala Lumpur contributed 14,518 units against Selangor's 12,288 units and this is consistent with the preceding year's movement.
- There were new projects released to the market by property developers every month of the year in 2024 with May spotting the most new launches with 10 new releases. This is followed by March with 8 projects and June with 7 projects. In 2023, March had the highest number of new launches with 14 projects.
- The Serviced Residence/Serviced Apartment segment made the largest impression in 2024 with 18 new launches followed by 10 Terrace/Super Link projects and 9 condominiums. Interestingly, there were no launches in the Soho/Sofo/Sovo/Soso category in the first nine months of 2024. In 2023, the Terrace/Super Link category dominated the market with 24 projects.

Total Projects Launched

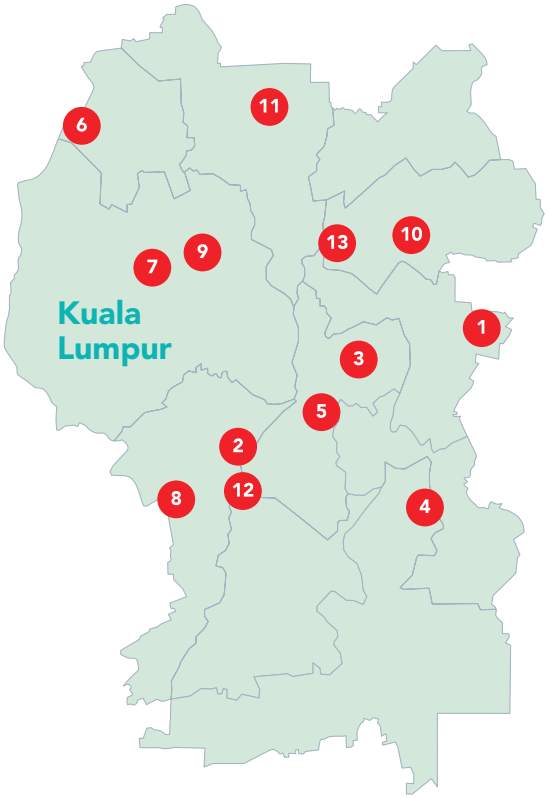
	2023	2024
Projects	70	46

Total Units Launched

	2023	2024
Units	36,382	26,806

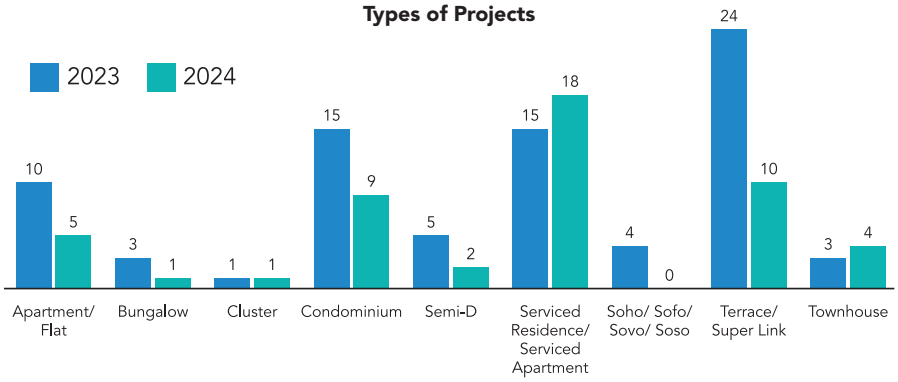
Kuala Lumpur

1) **Ampang = 1 Project**
   Highrise = RM1,100 - RM1,300psf
2) **Bangsar = 1 Project**
   Highrise = RM1,000 - RM1,200psf
3) **Bukit Bintang = 1 Project**
   Highrise = RM1,200 - RM1,500psf
4) **Cheras = 2 Projects**
   Highrise = RM700 - RM900psf
5) **City Centre = 1 Project**
   Highrise = RM1,000 - RM1,100psf
6) **Kepong = 1 Project**
   Highrise = RM500 - RM600psf
7) **Mont Kiara = 1 Project**
   Highrise = RM800 - RM1,000psf
8) **Pantai Dalam = 1 Project**
   Highrise = RM600 - RM800psf
9) **Segambut = 2 Projects**
   Highrise = RM600 - RM700psf
10) **Semarak = 1 Project**
    Highrise = RM300 - RM800psf
11) **Sentul = 1 Project**
    Highrise = RM650 - RM700psf
12) **Seputeh = 1 Project**
    Highrise = RM800 - RM1,000psf
13) **Setapak = 3 Projects**
    Highrise = RM500 - RM800psf



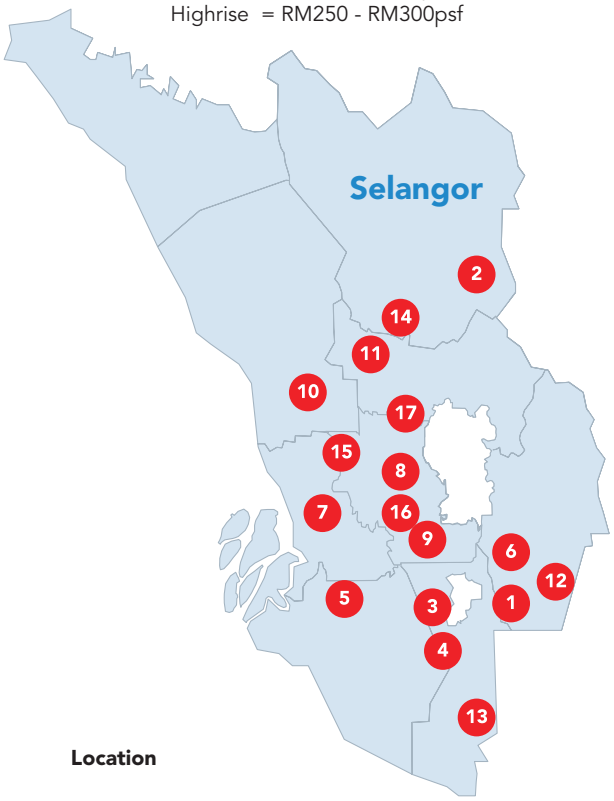
- High-rise projects continued its dominant trend in 2024 with 32 new projects against 18 landed projects. By percentage points, this represents 64% of the market share compared to 55% in 2023.
- High-rises contributed the most new residences to the market in 2024 with 24,339 units (91%) compared to 2,467 landed homes (9%). This is a higher ratio compared to 2023's 31,622 units (87%) and 4,760 units (13%) of high-rises and landed homes respectively.
- 54% of the new projects launched in 2024 had units with built-ups of between 801 to 1,000 sq ft, making it the most popular built-up in the period under review for both 2023 and 2024. Following that in 2024 are homes measuring above 2,000 sq ft with 35% of the projects and 24% each for the 601 to 800 sq ft, 1,001 to 1,200 sq ft and 1,201 to 1,500 sq ft categories.
- In terms of pricing, 48% of the projects in 2024 had units priced between RM401,000 to RM600,000 followed closely by 46% of the units selling at RM601,000 to RM800,000, which was the price bracket with the most units selling at in 2023.
- By price per sq ft, the trend is almost similar across both years in the period under observation except that in 2024, the RM501 to RM750 bracket was most prominent with 56% or 28 projects spotting this price range followed by the below RM500 per sq ft category with 36% or 18 projects. In 2023, both price brackets had an almost similar representation with 38 and 39 projects respectively.
- Location wise, Puchong had the most new launches in 2024 with 5 projects followed by Setapak with 3 projects. In 2023, Sepang contributed 7 projects followed by 6 projects each in Shah Alam and Subang.

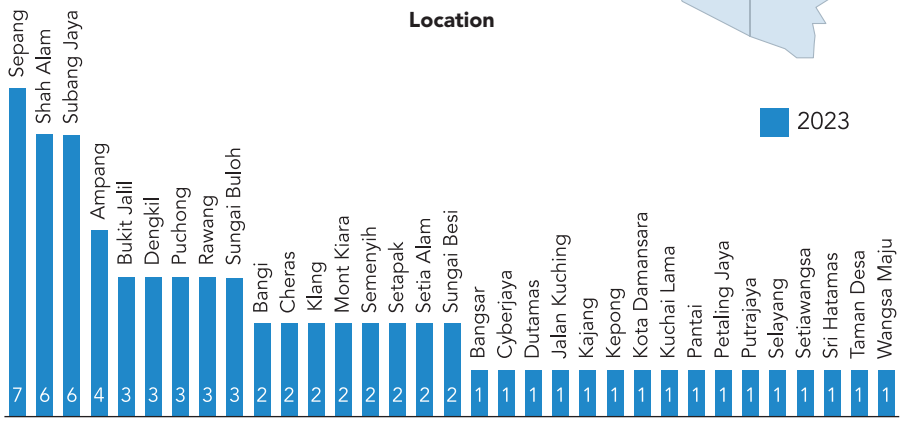
Types of Projects

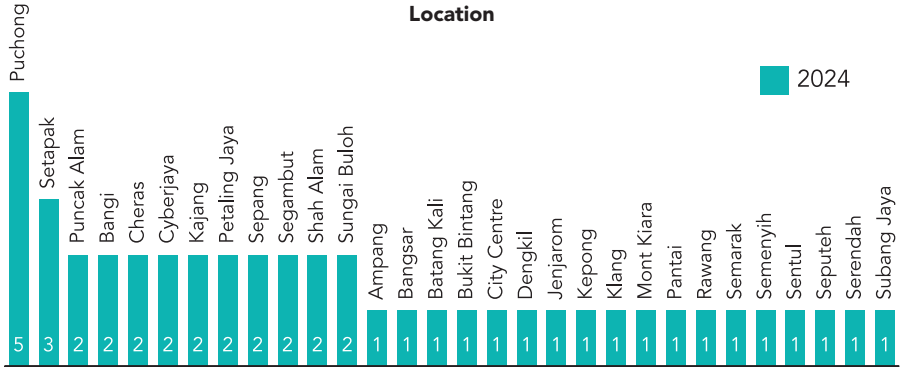


Selangor

1) **Bangi = 2 Projects**
   Highrise = RM400 - RM600psf
2) **Batang Kali = 1 Project**
   Landed = RM250 - RM300psf
3) **Cyberjaya = 2 Projects**
   Highrise = RM450 - RM500psf
   Landed = RM500 - RM550psf
4) **Dengkil = 1 Project**
   Highrise = RM450 - RM550psf
5) **Jenjarom = 1 Project**
   Landed = RM500 - RM600psf
   Highrise = RM500 - RM600psf
6) **Kajang = 2 Projects**
   Highrise = RM400 - RM450psf
   Landed = RM450 - RM600psf
7) **Klang = 1 Project**
   Highrise = RM500 - RM600psf
8) **Petaling Jaya = 2 Projects**
   Highrise = RM650 - RM800psf
9) **Puchong = 5 Projects**
   Landed = RM600 - RM800psf
   Highrise = RM400 - RM800psf
10) **Puncak Alam = 2 Projects**
    Landed = RM300 - RM400psf
    Highrise = RM400 - RM450psf
11) **Rawang = 1 Project**
    Landed = RM350 - RM450psf
12) **Semenyih = 1 Project**
    Landed = RM650 - RM750psf
13) **Sepang = 2 Projects**
    Landed = RM300 - RM400psf
14) **Serendah = 1 Project**
    Landed = RM300 - RM400psf
15) **Shah Alam = 2 Projects**
    Landed = RM300 - RM650psf
16) **Subang Jaya = 1 Project**
    Highrise = RM200 - RM300psf
17) **Sungai Buloh = 2 Projects**
    Landed = RM500 - RM650psf
    Highrise = RM250 - RM300psf







UNIT SIZES BY PROJECTS		
2023		2024
21%	Below 600sf	16%
19%	601sf - 800sf	24%
41%	801sf - 1,000sf	54%
34%	1,001sf - 1,200sf	24%
16%	1,201sf - 1,500sf	24%
15%	1,501sf - 1,800sf	18%
19%	1,801sf - 2,000sf	16%
39%	Above 2,000sf	34%

PRICING BY PROJECTS		
2023		2024
26%	Below RM400,000	32%
49%	RM401,000 - RM600,000	48%
51%	RM601,000 - RM800,000	46%
39%	RM801,000 - RM1,000,000	38%
43%	Above RM1,000,000	34%

PRICE PER SQUARE FEET (PSF)		
2023		2024
49%	Below RM500	36%
48%	RM501 - RM750	56%
16%	RM751 - RM1,000	18%
5%	RM1,001 - RM1,500	10%
0%	Above RM1,500	0%

NB: The percentages shown in the table are based on our analysis of the projects that we surveyed but they are not computed based on the number of units within those projects. The way to read this table is as follows eg. based on the projects that we analysed, 56% of them included units of above 2,000 sq ft in size. It however does not mean that 56% of all the units are above 2,000 sq ft. Each project will probably only have very few units of above 2,000 sq ft in size.

MALAYSIA'S NEW GOLD RUSH - By Ivan Tan

In an exciting interview with Albert Tan, Co-Founder & Director of Metrodata.ai, the newgold rush is not about industrial properties, serviced apartments or cryptocurrencies.

ALBERT TAN
Co-Founder & Director of Metrodata.ai.

Malaysia's data centre (DC) market is valued at US$1.81 billion in 2023 and it is expected to grow at a CAGR of 13.92% to reach US$3.97 billion in 2029 according to a news report by Free Malaysia Today in June 2024. The emergence of this sector has elevated Malaysia's status as a new hotspot for DC development, particularly in Johor, where major players like Amazon Web Services, Microsoft, Nvidia and ByteDance are importing their version of hyperscale environments into the country and flag off a new phase of the 4th Industrial Revolution (4IR) in this part of the world. This boom has led to 52 DCs (at various stages of development) in 2023 and this rapid surge is expected to scale up to 74 DCs in 2024.

According to Albert Tan, Co-Founder & Director of Metrodata.ai, who comes with 25 years of related industry experience consulting and advising multinationals and governments across Europe and the Asia Pacific region and an Associate of Henry Butcher Malaysia, "The Malaysian government's proactive approach in approving RM114.7 billion of investments for data centres and cloud services between 2021 and 2023 for this sector has been a significant trigger. These investments have likely fast-tracked projects that might have otherwise been more gradual, leading to a sharp increase in the number of data centres."

According to him, these large-scale facilities are often seen as the future of digital infrastructure, which is incidentally fuelled by neighbour Singapore's regulatory limitations (eg. moratorium imposed on new DCs from 2019 to January 2022, land & power constraints, push towards greener DCs, tighter carbon emissions regulations) and inherited by Johor's strategic proximity. However, while traditional DCs continue to remain vital, the next big thing for the market, and more importantly the Malaysian property sector, may well be the Edge Data Centres (EDCs).

Albert asserted that "Malaysia's data centre market is currently transitioning from a cloud-centric stage to one focused on AI, edge computing and sustainability. While cloud infrastructure continues to expand, driven by major global tech companies, there's a growing shift towards AI-optimised data centres and the development of smaller, decentralised edge facilities to support smart cities and IoT.

"In the near future, Malaysia is expected to lead in AI-driven data centres, with increased emphasis on green technology and hybrid/multi-cloud environments to support its evolving digital economy."

But more about AI's influence later.

So what really is an Edge Data Centre?

An EDC is a smaller, more localised DC designed to be closer to end-users. The goal is to reduce latency and improve data processing speeds by minimising the distance that data needs to travel. It's an advantageous proposition for an increasingly digital world, one that relies heavily on real-time data for use cases such as smart cities, autonomous vehicles and IoT (Internet of Things).

Unlike its hyperscale counterpart, which are typically situated far from urban centres due to their immense power and cooling needs, EDCs can be embedded into the urban fabric. They often occupy smaller, underutilised properties, presenting unique opportunities for property developers and investors alike. This is why the EDC market is expected to grow from a mere US$7.2 billion in 2021 to almost tripling in value to US$19.1 billion by 2026 fuelled by its main drivers of online streaming and IoT adoption.

Further, EDCs' nimble presence supports latency-sensitive applications like autonomous vehicles and AR/VR, processes vast IoT data closer to the source and integrates with cloud and AI for real-time processing. This taps perfectly on its distributed architecture that extends robust scalability and flexibility whilst its close proximity also enhances security by processing data locally, enabling efficient data sovereignty preservation and regulatory compliance.

EDCs: An Economic Proposition

For property developers and investors, the rise of EDCs means a new utility for existing buildings such as old warehouses, retail spaces or even unused office blocks. So as demand for data processing continues its upward trajectory, especially with the rollout of 5G or speedier networks, buildings that were previously considered outdated or obsolete may now embrace a new lease of life. Henceforth, the setting up of EDCs should in and by itself offer new ways to revitalise urban properties that might otherwise remain underutilised.

But despite these promising upsides, Albert shares that setting up EDCs in urban areas will still attract its own set of challenges, particularly in terms of zoning and regulatory hurdles, "Developers will need to work closely with local councils to ensure that their EDCs meet zoning requirements and comply with Malaysia's growing focus on energy efficiency, among others.

"The push for green technology will also mean that developers need to adopt sustainable practices from the outset. This could include using renewable energy sources, energy-efficient cooling systems and low-carbon building materials."

But more than just data delivery and processing to and from idle premises, the untrained eyes of the industry must also learn to appreciate it as one that could stimulate a wider breadth of economic activities like creating jobs and attracting businesses to nearby regions, not forgetting stirring interest in the commercial and residential property markets.

Additionally, because successful DCs across the globe have demonstrated a tendency to raise land and property values in tech hubs, attributed by a lifespan and tenancy that multiplies rather inelastically against the cyclical nature of the economy and mirrors more towards the spirit of innovation, it

The emerging gold rush in Malaysia.

therefore opens up another dimension to ROI calculations, one that exudes a longer-term stability than say brick & mortar tenants would. All these, make for a better case associated with future growths and investments.

Bigger Bang: EDC & AI

But aside from the EDCs, AI is sticking out as a factor that is difficult to ignore in this era and according to the Wall Street Journal, about 20% of global DCs capacity are currently being used by it. From this, revenue of DCs from the generative AI business alone is anticipated to increase by 58% (CAGR) from 2023 to 2028. This is why Nvidia's partnership with YTL Power is so important for the country as it not only fulfils the country's 4IR ambitions but also gives her fellow citizens the bragging rights and immediate ticket to ride on this ultra-leap of industrial advancement.

"Malaysia's strategic site location has made it increasingly important for such AI data centres, driven by both domestic demand and international tech giants investing in the region. Nvidia's involvement in Malaysia's data centre landscape is a clear indicator of this trend, as they are a key player in AI and HPC technologies," says Albert. "The growing adoption of AI technologies has also significantly increased the demand for Graphics Processing Units (GPUs), which are essential for training and running AI models."

In terms of application, "Companies are increasingly offering AI GPU as a service to meet the needs of enterprises that require scalable AI computing power without investing in their own hardware and Malaysia's data centres are expanding their GPU capacity to cater to this very demand. This will make Malaysia an emerging hub for AI GPU as a service in the region," explains Albert.

Market participants should however be mindful of the prickly issue of resources, where AI workloads specifically are driving a significant increase in power demand, from under 10 kW to 50 and up to 100 kW, a no-brainer factor that can strain energy infrastructure and raise environmental concerns, particularly in regions with limited resources.

Cooling systems and supply chains are also set to encounter operational challenges due to rising hardware demands while sustainability concerns grow with increased carbon emissions and resource scarcity. So although pursuing superiority and mastery in the DC and EDC game may remain as the country's *numero uno* vision, it is imperative for stakeholders in the entire value chain to work in unison without compromising the nation's power grid and water supply.

But as a devil's advocate, will overprovision and overcapacity occur if it either grows too quickly or the anticipated demand falls short of expectations in the years to come? Such a scenario according to Albert could lead to several consequences, starting with heightened price competition as DC operators strive to attract clients. This could then lead to reduced profit margins across the industry with smaller or less efficient DCs struggling to survive and result in consolidation through closures or mergers.

For the investors, overcapacity could translate into lower returns, making it more challenging to secure financing for future projects. The environmental impact of underutilised facilities could also be significant, with resources being wasted on maintaining underused infrastructure, increasing concerns about sustainability.

To mitigate these risks, "DCs should focus on flexible and modular designs that allow for adjustments based on market demand. Diversifying their service offerings and adopting dynamic pricing models to help better align supply with demand.

"Ultimately, managing growth in line with actual market needs will be key in preventing the negative consequences of overcapacity."

About Albert Tan

Albert Tan is a seasoned expert in the fields of digital transformation, AI platforms and data infrastructure with over 25 years of experience in the technology, media and telecommunications sectors. His career includes leadership roles at Accenture, Huawei, Telstra and McKinsey where he has driven technological advancements across the Asia-Pacific region. Albert's work in developing 5G roadmaps, green data centres and sustainable energy solutions has positioned him as a thought leader in the digital infrastructure space.

For more information or to discuss how you can capitalise on this emerging trend, feel free to reach out to Dr. Jason Teoh, Director of Henry Butcher Malaysia Penang at tph@hbmpg.com or call him directly at +6012-489-1999. Dr. Jason Teoh is ready to provide expert guidance and help you navigate the opportunities in the rapidly evolving data centre landscape.

WINDOW INTO MALAYSIA - AN EMPOWERED FUTURE - By Shantanu Pandey

Agri-based industry is poised for a prominent position in Malaysia's economy.

In a world reeling from the double whammy of Covid-19 and internecine conflicts, Malaysia stands out like a bright speck in an otherwise largely gloomy sky. While sceptics were busy weighing in on the efficacy of the Madani Framework and the New Industrial Master Plan 2030, positive outcomes had already started to flow into what is now turning into a gradual crescendo.

On a related note, there had been much ado among naysayers concerning the Ringgit's depreciation when it reached a low of RM4.79 to the US Dollar earlier this year in April. In the Malaysian context, a weaker currency is not necessarily anathema to growth when steered by an apt monetary policy, as is borne out by the 5.9% GDP growth in the last quarter.

Broadly in the region, the inflationary impact of a weakening currency bears direct correlation with the economy's net energy imports. This impact is minimal for Malaysia, given its near self-sufficiency in oil & gas, with some allowance for imported refined oil. As a result, inflation has been nominal, with the August 2023 to July 2024 growth in monthly CPI range bound between 1.47% and 2%.

Consequently, Malaysia, unlike its regional peers, has deftly maintained an accommodative monetary policy. Currency depreciation has proved competitive with trade surplus as hefty winnings. It is noteworthy that Malaysia has had a trade surplus every month since May 2020, notwithstanding the exchange rate, with the recent average monthly surplus from August 2023 to July 2024 sitting at US$2.8 billion. At the same time, its low policy rate, unchanged at 3% since July 2023, has helped sustain investment momentum. Quarterly investments as a percentage of nominal GDP have been comfortably above 20% in 2023 and year-to-date 2024, with the latest quarter at 25% plus.

Investment commitments in the high-tech industry are all too visible, spanning semiconductors, electronics manufacturing, artificial intelligence and cloud computing. The list includes tech mavens such as Intel, Infineon, Nvidia, Google, Microsoft and Amazon, to name but a few.

Malaysia is building on its heft in the chip industry. What started off as a small Intel operation in the early 1970s, Penang has developed into a world-class ecosystem tailored for the meticulous demands of advanced technology; and it seems that Kuching in East Malaysia has also joined the party.

The Madani framework is a potent transformative vision in what it clearly articulates, as also in what should be read between the lines. It hints at the creation of a high-income society (to note here: "society," as opposed to just the economy) at par with Taiwan, South Korea and Japan. No longer would Malaysia be content with being more advanced than its peer set of developing economies in the region. Not anymore would the middle-income trap be an impenetrable glass ceiling.

In an ultra-competitive world where the price of stagnation is swift replacement, Malaysia aims to catapult itself forward and claim its place amongst the leading global economies.

In concert with the real economy, the capital market is also poised for a leap. The 15-odd percent growth in FTSE Bursa Malaysia KLCI since the beginning of 2024 offers a peek into the future. The global audience recognises the following facets of the Malaysia opportunity: depth in the real economy, diverse, developed and concurrently, as yet, high-potential sectors ranging from agriculture, industrial minerals, oil & gas, manufacturing to advanced technology. Added to this is a commonwealth legal system and English as a ready lingua franca facilitating coherent information flow, analysis and decision-making.

The 2024 bourse resurgence is no coincidence. For starters, Bursa Malaysia offers a diverse selection from the Main Board, ACE and the LEAP platforms. It has introduced changes aimed at invigorating the IPO market. Subject to satisfactorily addressing any regulatory query in a timely manner, the timeline to an IPO approval has been reduced to three months. This encourages companies to consider IPO funding as a near-term possibility. It sways companies, which otherwise would seek private capital, to the IPO route. The trimmed timeline helps upend the conventional view of an IPO as a sluggish process to be heaved forward. Another progressive measure has been a provision for tax deduction of up to RM1.5 million on the cost of listing from 2023 to 2025 for eligible newly listed technology-based companies.

To date, in 2024, Bursa Malaysia has concluded 38 IPOs: 7 on the Main Board, 30 on ACE and 1 on LEAP, with an overall healthy primary to secondary ratio of 71:29. The sector participation has been diverse to include retail, technology, engineering, logistics, green energy systems, industrial products, agriculture and property development, among others. The full year number of IPOs is conservatively estimated between 42 and 45, with a strong pipeline for 2025.

The structural changes being implemented across the economy under the Madani framework can be reasonably expected to usher in a capital deepening which can fundamentally alter the composition and value of FTSE Bursa Malaysia KLCI

On the other spectrum of Malaysia's promising economy is the digital tech sector that has attracted global names to its shores.

and, by inference, Bursa Malaysia. The bourse may already be past a pivotal inflexion point in its ascendency.

On a cautionary note, while developmental possibilities are undeniably immense, it is crucial that Malaysia avoids pitfalls and paradoxes. Growth is not expected to be linear but tinged with crests and troughs.

Oil & gas constitutes 9 to 10% of the state's GDP. Any sharp downturn in energy prices can impede welfare schemes. Malaysia's food imports are estimated at 60% of its consumption. As recently witnessed, protectionist policies by exporters can lead to a surge in food inflation, most acutely experienced by the mid-to-lower income strata (ie. the M40 and B40). For an economy such as Malaysia's, with a host of world-class agri-based companies, food self-sufficiency is an attainable target that merits an accelerated timeline.

Malaysia has also seen first-hand the risk of over-leverage linked to infrastructure projects. Even a temporary period of perceived unsustainable foreign debt has the potential to erode investor confidence and compromise economic sovereignty. It is best to be watchful as debt-fueled pride projects can quickly turn into white elephants and worse.

Above all, as Malaysia moves towards becoming a developed economy, there would be an exponential increase in demand for skilled professionals in fields such as chip technology, artificial intelligence, data sciences, biotechnology, cybersecurity and renewable energy. Any shortfall can dissuade investments, as also drive-up factor pricing disproportionately. Hence, in addition to the rich programmes already being offered by different universities, there is still an urgent need for more world-class institutions specialising in science, technology, engineering and mathematics (STEM). However, establishing new institutions in combination with expanding capacity in existing venues is a complex and lengthy process requiring meticulous planning. It could also merit a relook in the education system.

In conclusion, it can be said that a revitalised Malaysia holds out immense possibilities. For the investment community, it heralds a new era with a plethora of meaningful opportunities for IPOs, M&As, bond issuances and private placement of equity and debt, all on a sustained basis.

The events of today are building blocks for a new regional business centre at the confluence of finance, technology, trade, industry and agriculture. However, in order to realise its objective, Malaysia will have to play the long game, balancing immediate interventions with a longer-term focus on human capital development, innovation and inclusive growth.

This article is written by Mr. Shantanu Pandey, Senior Advisor of Spring Galaxy, an Associate of Henry Butcher Malaysia. Shantanu is also the Founder and CEO of Indo Pacific Advisors, part of the Spring Galaxy Group. Shantanu provides advisory services to the corporate sector in Indonesia, Malaysia, Singapore and the wider Asia Pacific region. He has over 25 years of advisory and corporate finance experience spanning multiple jurisdictions in the emerging markets of Asia and the Americas.

Spring Galaxy is a specialist business valuation, corporate and strategic advisory services provider. For more information, please visit www.springgalaxy.com

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ART AUCTION SEASON FINALE

Viewing:
November 29 - December 7,
10am - 6pm daily

Auction Day:
1pm - 4pm, 8 December 2024

Venue:
Hall 1-3, Level M, Menara KEN TTDI,
37, Jalan Burhanuddin Helmi,
Taman Tun Dr Ismail, 60000
Kuala Lumpur.

For more information, visit www.hbart.com.my.
For enquiry, please call 016-2733628 (Sim Polenn).

"During this soft market, it's the best time to buy and acquire. One can get quality works at relatively cheap prices, don't miss this chance," *said Sim Polenn, Director of Henry Butcher Art Auctioneers.*

Collectors will have the chance to acquire paintings across a wide range of mediums, expressions and styles at the Henry Butcher Art Auction on 8 December 2024.

Featured at the auction are masterpieces by the late batik grandmaster Dato' Chuah Thean Teng, late senior artists such as Datuk Ibrahim Hussein, Datuk Syed Ahmad Jamal, Khalil Ibrahim, Tew Nai Tong, senior modern artists comprising Latiff Mohidin, Yeoh Jin Leng, Jolly Koh, Yusof Ghani, Awang Damit Ahmad, Rafiee Ghani, Suzlee Ibrahim and mid-career artists like Samsudin Wahab, Hisyamuddin Abdullah.

Southeast Asian artists will also make it to this auction such as Indonesia's pioneering artist Lee Man Fong and Singapore's second generation artist Ong Kim Seng.

Some 200 Lots of quality artworks at very attractive starting bids will be at the auction.

Appreciate Art, Art Appreciates!

Khalil Ibrahim
Transition No. 1, 1980
92 x 117cm

Khalil Ibrahim
No. 5 Topeng, 1969
107 x 84cm

Yusof Ghani
Hijau Series Rhythm of Nature 'Batang Kali', 2000
122 x 122cm

Lee Man Fong
112 x 50cm; 165 x 64cm (frame)

Note: *Buyer's Premium for the Art Auction is 12% on top of the hammer price.*

HENRY BUTCHER
ART AUCTIONEERS

Malaysian & Southeast Asian Art Auction
8 December 2024, 1 PM

I)

II)

III)

IV)

V)

VIEWING
29 Nov - 7 Dec 2024
10 AM - 6 PM daily (10 AM - 4 PM on 7 Dec)
Hall 1-3, Level M, Menara KEN TTDI

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ENQUIRIES

Sim Polenn	016 273 3628
Elizabeth Wong	013 355 6578
Sion Chang	017 777 0035

I) **SYED AHMAD JAMAL, DATUK** *Sinar Pagi (Daybreak)*, 1993, acrylic on canvas, 100 × 150cm, **estimate RM 220,000 - 350,000**
II) **YEOH JIN LENG** *Untitled*, 1983, acrylic on canvas, 95 × 150cm, **estimate RM 70,000 - 120,000**
III) **IBRAHIM HUSSEIN, DATUK**, *Untitled*, 1960s, oil on canvas laid on board, 105 × 55cm, **estimate RM 90,000 - 180,000**
IV) **ABDUL LATIFF MOHIDIN** *Mindscape*, 1980s, oil on canvas, 46 × 39cm, **estimate RM 70,000 - 120,000**
V) **YUSOF GHANI** *Siri Tari - Untitled No. 3*, 1991, mixed media on canvas, 121 × 146cm, **estimate RM 100,000 - 180,000**