

2014 REGS 亞太地區- 投資機會:

馬來西亞

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2014年4月29日

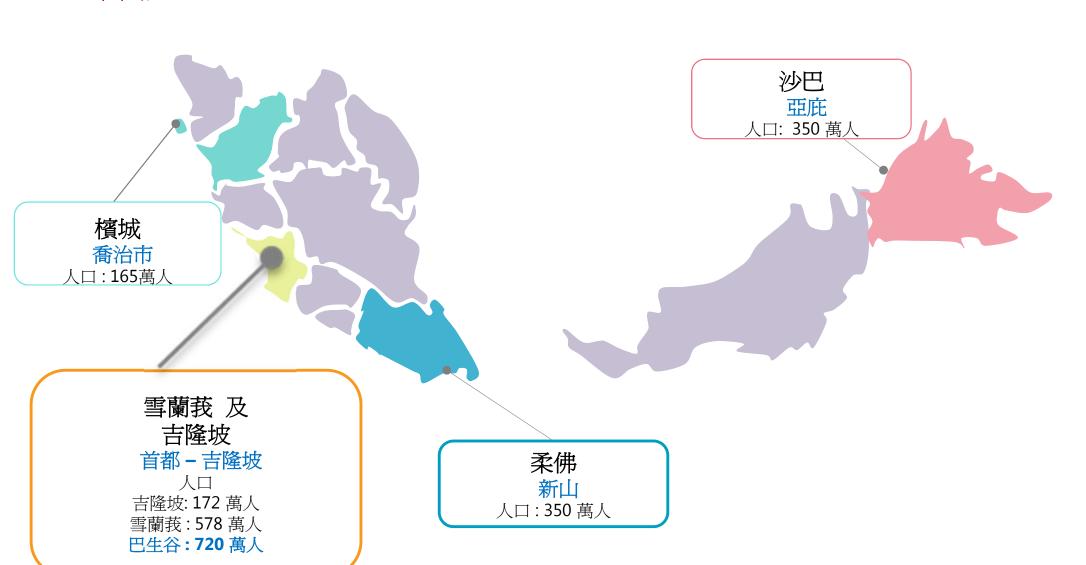






馬來西亞

三千萬人口





基本資料快覽

國家指標	2011	2012	2013	2014 預》	I I
國內生產總額 (GDP)	5.1%	5.6%	4.7%	4.5% - 5.5%	1
通貨膨脹率(CPI)	3.2%	1.6%	2.1%	3.0% - 4.0%	1
失業率	3.1%	3.0%	3.1%	3.1%	\Leftrightarrow
外人直接投資(FDI)	329 億馬幣	311 億馬幣	388億馬幣	2012/2013: ~ 24%年增率	1
基本貸款利率	6.3% (2011年5月5 日以前)	6.6%	6.6%	將於2015年1月2 日更新	1
人口	2906萬人	2952 萬人	2995萬人	2012/2013: ~ 1.5% 年增率 45% < 25 年 年齡中位數: 27.4	1

註: 匯率是1馬幣= 0.30479 美元 (2014三月中)



馬來西亞: 不動產市場綜述

2013上半年度,國家登記有案的總交易達**185,709**件,總值**670.6億馬幣** (2012上半年度: 217,067 件交易,值689.9 億馬幣) 年增率



在量上14.4% 而在交易值上 2.8%

爲什麼? 第13屆大選選前市場謹慎心態

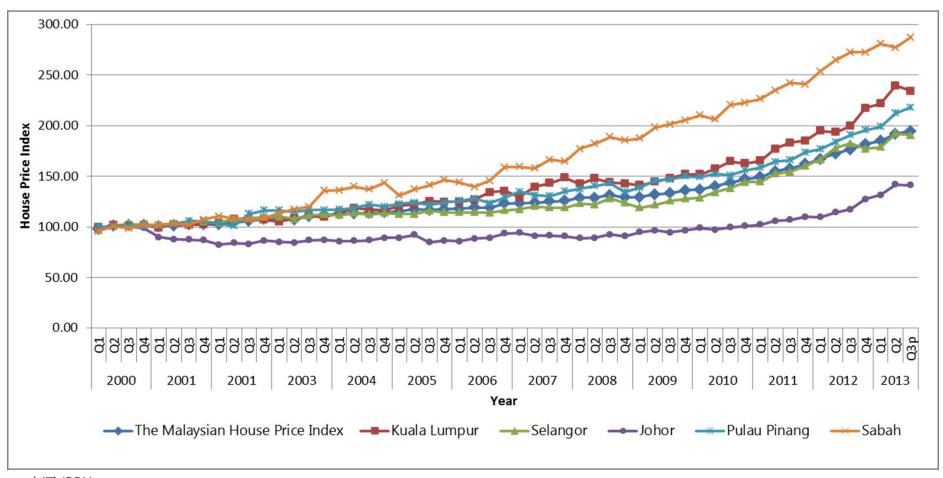
住宅用地市場不管是在交易量或交易值上,都保持是最活躍的不動產市場類別

住宅用地與商業用地市場: 2013上半年的表現		
不動產類別	交易量(總交易的百分比)	交易值(總交易的百分比)
住宅用地	118,890 (64.0%)	329.4億馬幣(49.1%)
商業用地	16,156 (8.7%)	1369 萬馬幣(20.4%)

其他主要類別有農業用地 (19.5%), 商業用地(8.7%), 空置發展地(5.6%)及工業用地 (2.2%)



馬來西亞及主要州:房價指數(2000 - 3Q2013)





住宅用地市場表現

沙巴具有最高的季成長率

	3Q2013 (p)		相較於前季的成長	
	各類房屋價格 (馬幣)	各類房屋價格 (美元)	率 % (3個月的變化)	
馬來西亞	269,324	82,087	1.3	
吉隆坡	620,758	189,201	1.4	
雪蘭莪	405,826	123,692	2.1	
柔佛	203,547	62,039	-0.6	
檳城	315,348	96,115	2.7	
沙巴	413,187	125,935	3.7	

來源: JPPH

註: 匯率1馬幣 = 0.30479 美元(2014年3月中)



降溫措施 (2010 - 2014)

2010 到 2013

2010年11月: 針對第3個以上的房屋貸款, 對貸款人實施70%貸款成數(LTV)的規定

2012年1月1日起生效:貸款申請人的負債比率改以淨所得計算,而非毛所得。

核准住宅區及非住宅區之不動產貸款,最長貸款年限為35年。

2014預算

自 2014年1月1日起生效: 提高房地產收益稅(RPGT), 針對5年內處置的房產, 稅率介於 到 15%

30%

提高外人購買不動產的基本最高限價,從馬幣500,000提高到1百萬馬幣 吉隆坡,布城和納閩,自2014年3月1日起生效, 其他州-執行日依各州規定

開發商利息承擔計畫 (DIBS)取消

供開發商提供利息資本化(ICS)的中間設施取消

更嚴格的貸款成數(LTV) 計算方式,以淨售價為基準



降溫措施的影響-那2014年要賣什麼?

充滿挑戰性的一年 ,在國內及國際上 有許多未知數?

市場軟化 - 交易値於交易量走低?

不動產市場合併?



住宅用地市 場減緩?

可能的價格調整?

買家採取較保守的策略?



3個主要共識

市場速度減慢市場心態減弱

但是

不動產價格預期不會下滑甚至可能持續邊際性的上漲

吉隆坡



投資機會

吉隆坡 - 主要的需求驅動是什麼?









現代、有活力的城市 良好的公共設施 具有代表性的建築 高檔的零售業 國際活動 高生活品質/水準 亞洲的戰略要地 穩定的政府 能通英/中文的勞動力



投資展望

吉隆坡市	郊區
新口味: 知名住宅區	維持當地需求 - 受高階移入人口支持, 多年輕族群, 低失業率
國際/區域性的旅館業進佔 - 四季酒店、麗思卡爾頓酒店、瑞吉酒店、悅榕莊酒店	趨向較小的單位 - 受到降溫措施的影響,有許多負擔能力的考量
基準價格>每平方英尺2,000馬幣 (每平方英尺600美元) - 目標市場: 外人投資, UHNWIs	產品價格敏感 - 對於每平方英尺低於1,000馬幣的需求較高(或是每平方英尺300美元)
價格比傳統高級/奢華式的共管住宅低,其 每平方英尺價格介於1,000馬幣到1,800馬幣 (每平方英尺300到550美元)	具有競爭力的價格區間(分層的) 每平方英尺600馬幣到1,000馬幣 (或每平方英尺180美元到300美元)



市場考量

和亞洲其他傳統熱門地點相較,馬來西亞是否有吸引力呢?

正面因素	負面因素
可能的資本增值 - 土地稀有而且原物料及建築成本上揚	房產泡沫? 市場減速?
房屋產品的需求穩定 - 成長中的人口 (移入人	部份市場類別有過度供給的現象?
口) / 家戶所得提高 / 低失業率	租金及價格壓力
區域性比較 - 馬來西亞仍然是一個具吸引力的投資地 - 低進入成本	部份市場類別有低進佔需求 – 長期空置的 風險
馬來西亞 - 強健的經濟要素及穩定的政治環境	自2012年1月1日起生效的借貸方針緊縮, 以及許多自2014年起生效的降溫措施
友好投資人的方針 – 寬鬆的FIC 規定/ MM2H 計畫	



會不會轉移到商業用地市場呢?

住宅用地受益壓縮 (低投資報酬率,約3% 到 4%),再加上多種住宅用地市場的降溫措施,投資者會不會轉移到商業用地市場呢?

商業用地 一般有較高的投資報酬率 , 介於 from 5% 到 8%

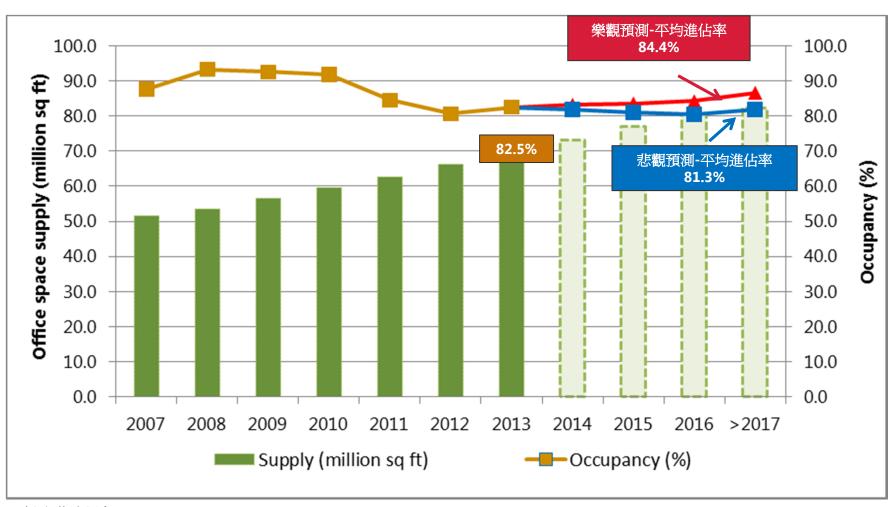
在吉隆坡,平均辦公室租金每個月每平方英尺介於**4馬幣**到**10馬幣**(每平方英尺介於**1**.20到3.00 美元)

辦公室用地的進佔率平均是大約 82.5%

吉隆坡辦公用地市場

Knight Frank

供給 對照 需求

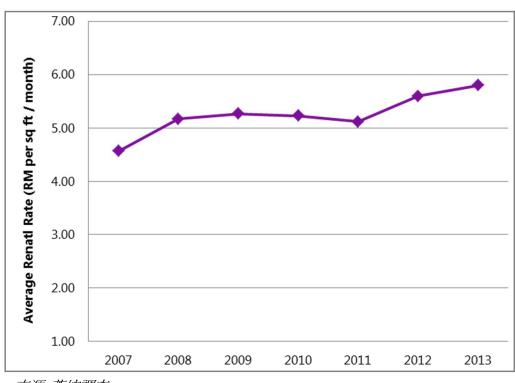


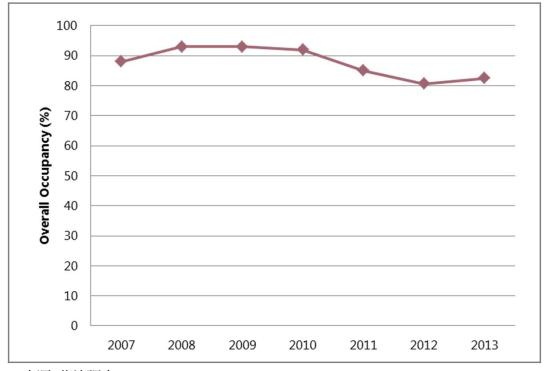
來源: 萊坊調查, NAPIC

2013: 辦公用地供給維持在 6950萬平方英尺; 整體的進佔率紀錄是82.5% (2012: 6630萬平方英尺-80.6%)



租賃與進佔率 - 趨勢





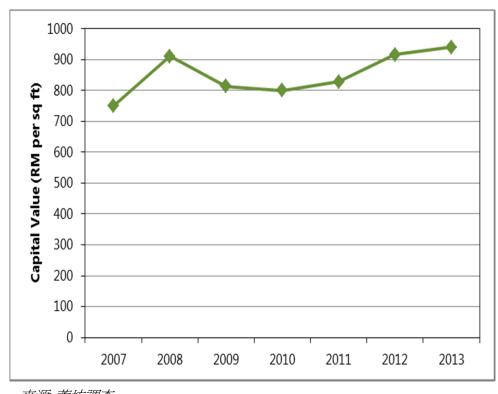
來源: 萊坊調查

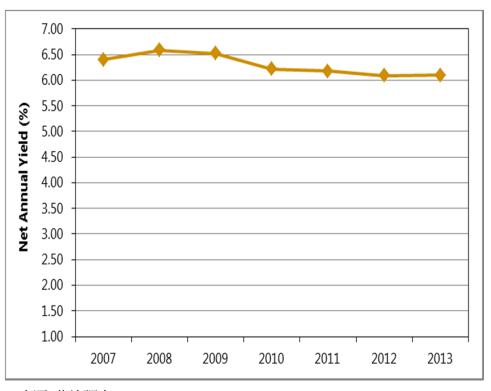
來源: 萊坊調查

2014 年展望: 租賃與進佔率預期會維持穩定



資本價值與收益 - 趨勢





來源: 萊坊調查

來源: 萊坊調查

辦公用地市場出租速度遲緩,收益也就被壓縮了。



投資機會

吉隆坡能給你什麼?		
有助益的商業環境	寬鬆的移民政策與誘因	
強健的國際貿易連結	租稅誘因	
發展完善的公共設施以及成本收益	強健的法制架構	
穩定的政治架構	年輕高生產力的勞動力 – 人才濟濟	
強健的銀行部門	負擔得起的高品質生活	
強健的智慧財產權(IP)保護	具競爭力的商業成本	
戰略要地		

來源: 德勤-馬來西亞吉隆坡, 東南亞德明日之星 及 投資吉隆坡



敦拉薩國際貿易中心



來源: 1mdb

敦拉薩國際貿易中心 (TRX) 將重塑馬來西亞金融地標。

這項重大計畫是一群國際知名的顧問組成的團隊所開發的,預期將和其他全球知名金融中心並駕齊驅-像是倫敦的金絲雀碼頭,紐約的砲台公園,還有香港的國際金融中心(IFC)。

這個特製打造的國際金融經濟中心將把馬來西亞推向世界經濟發展核心,也使馬來西亞在國際金融中,成爲回教金融的領導地位。

TRX 目標要吸引並連接各行各業,也藉著新的策略性發展及最好的全球服務來吸引人才。

跨國公司將被鼓勵把他們的總部或區域總部設在大吉隆坡地區,而且TRX將會提供誘因以及創造商業機會來吸引跨國公司 TRX Marquee Status

TRX 預期將容納超過250個世界上的頂尖公司 500,000 新工作機會(40,000個工作在金融服務業)

估計將產生260億馬幣的GDV (80億美元)



IMDB 尋求TRX 開發案的投資者

Key Facts and Figures

Site Area

~ 70 acres

Total Building GFA (excluding car park)

~ 20 million sq ft

Site FAR

6.8

Number of Buildings

28

Public Park
30% of Site



第1階段包括四座辦公大樓,其一是特色大樓,還有最多五座住宅大樓,最多兩個五星級的酒店,還有一個購物中心

1MDB 希望找到一個能共同開創也能共同公開銷售的夥伴

重點聚焦

以吉達為中心的IDB 計畫要在TRX發展一個回教卓越中心

中國進出口銀行和1MDB 簽訂合資契約 (JVA) 來共同投資 - 包括合作發展TRX這個地標大樓



投資展望

在競爭力上,世界經濟論壇(WEF)於2013-2014全球競爭力報告中,將馬來西亞排在148個國家中競爭力第24高的國家。

美國*Urban Land Institute and PricewaterhouseCoopers (ULI-PwC*) 的2013新興趨勢報告(*Emerging Trends 2013*)將吉隆坡列在22個亞太最具潛力的投資發展城市的第五名。

KL(吉隆坡)是亞洲 最負擔得起的商業市場目的地。

大吉隆坡地區是一個獨特的地區中心位置,適合商業、創新與人才。配合基本價值強調低成本、大容量 及完善的公共設施。大吉隆坡地區有所有國際企業需要的所有要件來這個區域經營 一個新加坡或香港 以外的選擇。

InvestKL 至今,已經達到它目標的32%,於2020年以前吸引 100 MNCs 來大吉隆坡地區設置地區總部。

柔佛



馬來西亞依斯干達特區





	主要資料與數據	
土地面積	2,217 平方公里 新加坡的三倍 香港的兩倍	
地理位置	馬來半島的南邊門戶, 幾分鐘就到新加坡 促進馬來西亞經濟成長的催化發展計畫 與世界上重要的快速成長經濟體有極佳地緣關係 - 國際市場的覆蓋率達八億多人口	
依斯干達旗 艦區	A: 新山市 B: 努沙再也和瑪迪尼 C: 西門發展區(Western Gate Development) D: 東門發展區(Eastern Gate Development) E: 士乃 – 士姑來	
投資誘因	馬來西亞依斯干達旗艦誘因 瑪迪尼誘因 15% 稅率計畫	



已確認之投資







來源:依斯干達區域發展局



成功的故事...

馬來西亞依斯干達特區



旗艦區A

JB 改造計畫

- Sg. Segget 重建區
- *JBCC (KOMTAR)* 碧桂園 依斯干達海邊發展計畫 KSL 渡假酒店



旗艦區 B

Afiat 醫療園區

- *哥倫比亞亞洲醫院* EduCity @ Iskandar
- Newcastle 醫學院 (NUMed)
- 南安普頓大學
- 瑞丁大學馬來西亞
- -萊佛士大學依斯干達 馬爾波羅學院 樂高樂園馬來西亞 瑪迪尼購物中心 Puteri Harbour 家庭主題樂園 Kota Iskandar Pinewood Iskandar Malaysia 盛賀酒店



旗艦區C

石化及海運中心
- Tg Bin

RAMSAR Tanjung Pelepas港



旗艦區D

巴西古當專業醫院 Bandar Seri Alam Permas Jaya萬麗 酒店

Aman Sari酒店



旗艦區E

柔佛名店城 第一及 第二階段 士乃高科技園區



機會 ... 5個旗艦區







KUALA LUMPUR: Senai International Airport is set to become a regional hub within the next 10 years, driven by the rising number of lowcost carriers (LCCs) in Asia Pacific as well as the development of Iskandar Malaysia in Johor.

對 im的需求

- ❖IM和新加坡的地緣性
- ◆和新加坡改善雙邊關係
- ❖ 改善公共設施
- ❖催化計畫
- ❖ 馬幣令吉走軟
- ❖ 提案中的HSR (高速鐵路)和 RTS (捷運)

Greenland to invest RM3bil in Danga Bay

PETALING JAYA: The Greenland Group, one of China's biggest state-owned companies, is planning to invest RM3bil in an integrated real estate development project in Danga Bay in Johor.

Japan's Imagica teams up with Khazanah

IMAGICA Corp, a leading production and post-production company in Japan, is establishing its first overseas venture with Khazanah Nasional Bhd.

The joint-venture company, Imagica South East Asia Sdn Bhd (Imagica SEA), will be located at the Pinewood Iskandar Studios Malaysia.





PETALING JAYA: China-based developer Guangzhou R&F Properties Co Ltd is buying six plots of land in Johor Baru for a whopping RM4.5bil from the Johor Sultan, making it a record deal.

2013 a big year for investments

Mega project has drawn RM129.4b in committed investments at end-October

BY LEE U-WEN LEEUWEN@SPH.COM.SG

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[SINGAPORE] One could well surmise that the year 2013 was when Iskandar Malaysia - the country's first economic growth corridor - finally came of age in a big way.

The mega-project, which turned seven last November, reported some encouraging numbers as far as its investments were concerned, although some investors are treading with caution after the government announced measures to cool speculation in the region's red-hot property market.

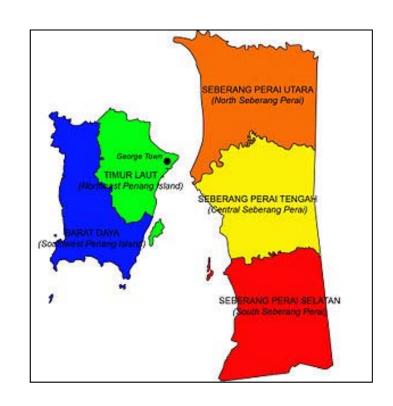
檳城



檳城



重要資訊與數據		
土地面積	1,031平方公里 {檳榔嶼: 293 平方公里 馬來半島部份檳城: 738 平方公里} -分作五個縣	
地理位置	馬來半島的西北海岸 高都市化及工業化的一州 (全國第三)	
主要經濟部門	工業一高科技電子廠 觀光業及醫療觀光(+康健) 其他:金融業、海運等	
旅遊入境	喬治市,首都,於2008年7月7日被聯合國教科 文組織(UNESCO)列為世界文化遺產 暨 吉隆坡/雪蘭莪之後為第二大觀光州	





焦點新聞

Major road projects and undersea tunnel in Penang

6.5km Gurney Drive to Bagan Ajam undersea tunnel

4.2km Gurney Drive to Tun Dr Lim Chong Eu Expressway bypass

4.6km Tun Dr Lim Chong Eu Expressway to Bandar Baru Air Itam bypass

12km road connecting Tanjung Bungah and Teluk Bahang

14 NATION The Star, WEDNESDAY 25 SEPTEMBER 2013

University of Hull branch campus to be set up BY ON CHILD ENGAGE MAY LIVE AND A LIVE AND A

Science park taking shape

Second phase will be ready by middle of next year

BY DAVID TAN

The State Is Tocused on developing shared services and business process outsourcing companies.

The send that additional land, send of the send of the

Loo added that the second phase of the industrial park comprised 121



The state is focused



IKEA to set up store in Penang

US medical devices firm to set up plant in Penang

The new Haemonetics Ceoperation plant in the Ratiu Kanson Industrial Park in south Seberang Prai will be the US company's first establishment in Asia once it is completed most Veal.

The new Haemonetics Ceoperation plant in the Company's first establishment in Asia once it is completed most Veal.

The project will also cragaey exportations are not possible for 700 employees.

PDC opens tender for theme park in Batu Kawan

Theme park for Prai

Pening Development CapoPening will be injected with
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Guan Eng.

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Project to boost tourism potential of mainland Penang



government has selectured two pieces of land in Bandar Cassas, Batu Kawan, to build an international theme park and a golf resort. He said land for the theme park would be around \$5 ha, with anotehr to the timeline submitted," Rosil said.

mailmum 69ha, with the balance of land to be used for residential, commercial and other components remail mail to be used for residential, commercial and other components remail mail to be used for residential, commercial and other components remail mail to be used for residential, commercial and other components remail mail to be used for residential, commercial and other components remail to be used for residential, commercial and other components remail to be used for residential, commercial and other components remail to be used for residential, commercial and other components remail to be used for residential, commercial and other components remail to be used for residential, commercial and other components remail to be used for residential, commercial and other components remail to be used for residential, commercial and other components remail to be used for residential, commercial and other components remail to be used for residential, commercial and other components remail to be used for residential, commercial and other components remail to be used for residential.

opment Corp (PDC) has announced a request for proposal (RFP) to build an international them park project that may be worth more than RMI00 million. Its general manager Datuk Rosli payment of a penalty promium by Jaafar said the PDC under the state mutual agreement between bot

A sky restaurant and sky lounge will be built on two upper floors

By DAVID TAN davidtan@thestar.com.mv

GEORGE TOWN: Komtar will be revitalised in a RM40mil project by the Only World Group (OWG) which won a 45-year lease for five levels of the 65-storey build-

OWG chairman and chief executive officer Datuk Richard Koh said the group was investing the money to upgrade and reconstruct Levels 5, 59, 60, 64

"On Level 5, a 30,000sq ft boulevard will be constructed to accommodate food and beverage outlets and a banquet hall with a seating capacity for 750 to 1,000 people," he

Koh said a sky restaurant and sky lounge would be built on Levels 64 and 65 respective-

"There will be international class themed restaurants for signing the lease agreement with Penang Development Corporation (PDC) general manager Datuk Rosli Jaafar vesterday.

He said work on the project would start immediately and was expected to take 30 months to be fully completed.

Koh said the project would also involve the building of two said. bubble lifts, costing about RM6mil, which would be completed in 15 months' time.

Penang Chief Minister Lim



OWG is investing money to upgrade

reconstruct Levels 5, 59, 60, 64 and 65.

- DATUK RICHARD KOH.

Guan Eng, who witnessed the agreement signing, said the Komtar revitalisation project was tendered out via a request for proposal by PDC which called for an open tender on Aug 15, 2010.

He said the Selangor-based OWG had developed theme parks such as the Resorts World Genting, Universal Studios Singapore and Sunway Lagoon.

Lim said the lease was for Levels 59 and 60," he said after a 45-year period with an option to renew for another 15

He said the Komtar revitalisation project was in line with the initiative by the state government to bring back the shine to Komtar.

"A more vibrant Komtar will enhance the revenues of the traders in the building," he

When asked to comment on the rental, Rosli said OWG would pay a very reasonable amount

Transport master plan for Batu Kawan

GEORGE TOWN: The state government has instructed the Penang Development Corporation (PDC) to prepare a comprehensive transport master plan for Batu Kawan in view of the rapid development planned there, which includes an integrated shopping mall with the much-anticipated IKEA store.

Chief Minister Lim Guan Eng said the master plan should seamlessly connect the different sectors located in Batu Kawan, south Seberang Prai, once the full development plans were finalised.

Lim had announced on Friday that PDC was selling a 245 acre (99.15ha) piece of land to Ikano Pte Ltd and its joint-venture company with Aspen

Vision Sdn Bhd, Aspen-Ikano, for the building of the Swedish home furnishing store, mall and a mixed development project of offices and

He had said that the piece of land was sold at RM483,951,600, that was to be fully paid in five years, and that a RM5mil non-refundable deposit had been paid to PDC.

În a press statement yesterday, Lim said IKEA had a strong reputation of advocating environmentalfriendly practices and described IKEA's first store outside the Klang Valley as a critical catalyst to complete the makeover of Batu Kawan as a green one-stop centre for advanced manufacturing, services and logistics maintained.

hub, an education centre of excellence, a premier residential location as well as a commercial and retail

Lim said the state government received public queries whether living in the neighbourhood of IKEA and educational institutions such as the local KDU University College and University of Hull would increase the price of the 11,800 units of public and affordable housing units being built by PDC in the area.

He assured the public that the price of public housing units (less than RM72,000 per unit) and affordable housing units (from RM72.000 to RM250,000 per unit) would be



投資展望... 機會

檳城		
觀光業相關	旅館, 高級住宅, 酒店式公寓 (with operators) etc. (大格莊將足跡擴展到馬來西亞 (2014年3月10日的The Edge Financial Daily) 開發商開始銷售渡假套房 (2014年3月10日The Star.) (室療觀光相關產品	
住宅用地	高土地成本 擁擠的市場 – 當地投資者、知名開發商	
辦公用地	名列31個之一未來全球業務流程外包(BPO)的中心 A級辦公室空間供給緊縮 州政府設立17公畝Bayan Baru和Bayan Lepas的土地做為檳城BPO中心用地	
工業用地	電子業的紀錄	
公共設施	航空、海運、陸運和鐵路相關	

檳城第二大橋、海底隧道工程以及許多其他工程計畫包括InvestPenang,將會持續發生催化作用來 促進本州的房地產需求成長。

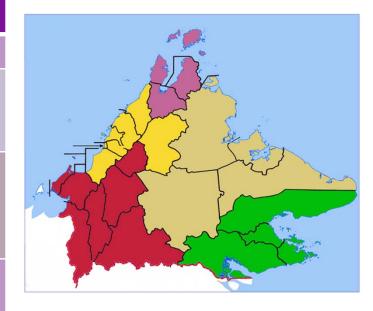
沙巴



沙巴



重要資訊與數據		
土地面積	73,631 平方公里	
地理位置	婆羅州北半部最東的州 " <mark>風下之地"</mark> - 分作五個省及25個縣	
主要經濟部門	農業 觀光業 製造業 2個大宗出口產品 = 石油跟棕櫚油	
旅遊入境	生態旅遊是經濟上的主要來源 2012年時,是暨吉隆坡/雪蘭莪和檳城之後,第三 大觀光州	





焦點新聞

Oil found offshore Sabah at Limbayong-2 well, says Petronas



KUALA LUMPUR: Oil has been discovered offshore Sabah at the Limbayong-2 well with 136 metres of oil bearing sands.

Petroliam Nasional (Petronas) and Shell Malaysia said on Monday the discovery was made during the appraisal of the Limbayong gas field by Shell.

"The appraisal well encountered 136 metres of oil bearing sands, and there are plans to conduct more appraisal work on the discovery to determine its recoverable volume," it said.

China comes to Sabah bearing gifts

FMT | January 8, 2014

The rush by Chinese firms to invest in Sabah has raised more questions on the integrity of the state government.



By: Jason Majpie

KOTA KINABALU: The rush by Chinese firms to invest in Sabah has set tongues wagging and set off alarm bells over the impact it will have in a state that is known to lack checks and balances on development projects.

Chinese companies are reportedly keen to pump billions of ringgit into "risky" infrastructure and

tourism projects in the state and many are wary of what this entails.

SGX-listed GSH Corp is new owner of Sutera Harbour Resort (Update)

Canada keen on Sabah after Petronas deal



KOTA KINABALU: Canada is paying a lot of attention on Sabah following the largest direct foreign investment by Petrolium Nasional Bhd (Petronas) in Canada last year.

In a statement yesterday, state Information Department said the visit by Canadian Prime Minister Stephen Harper to Malaysia last October had further increased the trade and investment activities here.

China company looking at S\$0.97billion tourism development project on Sipadan







投資機會

沙巴 - 主要投資驅動有哪些?



東方門戶

亞庇-現代化中的城市



豐富的自然資產 - 欣欣向榮的生態旅遊業 (多種自然景點)



越來越多的觀光客

欠缺高級旅館和渡假村

機會

... 觀光業相關 ... 石油和天然氣產業



註: 照片來自沙巴旅遊局

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