



Hospitality Industry Newletter Weekly Insights

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The privately owned Winbond Group has put up the 384-room Holiday Inn Express hotel in Kuala Lumpur's city center for sale.

The proposed sale of the 384-room hotel includes office and retail space within the 21-floor main building and four-floor annex building with parts leased to specialty restaurant operators, Colliers said in a statement. The two-storey retail and two-storey office have a total net lettable area of 17,957 square metres, or over 190,000 square feet.

Potential buyers would have to sign a non-disclosure agreement and submit an expression of interest by April 26, 2024. The reserve price was not disclosed.

The property, managed by InterContinental Hotels Group, offers stable cash flow from hotel operations and rental income from office and retail leasing. There's also potential for a new tower for residential and commercial use.





NCT Alliance Bhd's development of the Wyndham Ion Majestic Hotel in Genting Highlands is expected to invigorate Malaysia's tourism sector and economy. Non-executive director Sae-Yap Atthakovit highlighted the importance of providing added value to real estate buyers to stimulate market growth.

The project, anchored by a Hard Rock Cafe, aims to attract investors and buyers by tapping into Genting Highlands' enduring appeal. Atthakovit believes the initiative will generate employment opportunities, attract investments, and elevate the entertainment and investment landscape.

NCT Alliance's collaboration with Hard Rock International will introduce the Asia Pacific's highest altitude Hard Rock Cafe within the hotel. The first phase of the RM1.6 billion project is set for a soft opening in the second quarter of the year, featuring a 5,000 square feet Hard Rock Cafe.





Lloyd's Inn, a boutique hospitality brand, is set to open its third property on 1 April 2024.

Lloyd's Inn KL is located in the bustling area of Imbi with the newly opened Exchange 106 mall at TRX just 200 metres away. Unlike its sister properties in Singapore and Bali which are both low-rise, the Lloyd's Inn Kuala Lumpur is 15 floors high and has 110 rooms.

Rooms range in size from 17 to 50 sqm whilst facilities include a dipping pool (jacuzzi), a restaurant, tea room, co-working space, event & meeting spaces.

The hotel has also collaborated with local artists. One outstanding feature is the 3-metre high hand painted wall mural titled "Stroll The Forest Trail" by Malaysian artists Geraldine and Vincent (The Ochre Home) that celebrates the understated beauty of botany and its elements.





Kuala Lumpur was recently ranked as the fourth best city in the Asia-Pacific. And it doesn't stop there! Langkawi and Penang were listed in top 10 islands in the Asia-Pacific.

These rankings were according to DestinAsian's 17th Annual Readers' Choice Awards. DestinAsian is a travel magazine dedicated to the Asia-Pacific area. The 17th annual survey encourages readers to vote on their favorite vacation destinations, such as hotels, towns, islands, and airlines.

KL made a statement as the fourth favorite city, along with the likes of Bangkok, Tokyo, and Singapore. Malaysia's Kuala Lumpur International Airport (KLIA) and Malaysia Airlines have also been deemed among the best in the world.





Implementation of visa-free leads to surge in tourists between Malaysia and China

The Malaysian Chinese Tourism Association (MCTA) president, Paul Paw, notes a significant rise in Chinese tourists visiting Malaysia following the implementation of visa-free travel between Malaysia and China.

Within three months, two million Malaysians have also traveled to China, surpassing pre-pandemic levels. Paw advocates for making the visa-free policy permanent to boost domestic tourism continually.

He disclosed plans for additional chartered flights between Kuala Lumpur and various Chinese cities, with flights expanding to Senai International Airport. Paw highlighted increased flight frequencies by China Eastern Airlines and China Southern Airlines.

Most chartered tours focus on traditional itineraries covering Kuala Lumpur, Genting Highlands, and other Malaysian destinations. Paw mentioned the rising trend of independent travel among Chinese tourists, facilitated by social media platforms like "Xiao Hong Shu," although they often opt for regular flights due to flexibility and cost considerations.





In the fourth quarter of 2023, domestic tourism in Malaysia saw a robust increase of 16.1%, totaling 54.3 million visitors.

Domestic tourism expenditure also rose significantly to RM23.8 billion, up 29.5% year-on-year. Overall, in 2023, domestic visitors reached 210.9 million, with expenditures totaling RM84.9 billion, showing notable growth but still below pre-pandemic levels with domestic visitors down by 11.8% and expenditure decreasing by 17.7%.

Various sectors, including theme parks, airports, highways, and hotel accommodations, experienced positive growth in the fourth quarter. Accommodation revenue increased by 12.5%, with varying occupancy rate rises across different hotel categories and locations.





Berjaya Air Sdn Bhd, the aviation arm of Berjaya Land Bhd, aims to bolster tourism at Redang Island, Terengganu, by attracting more international tourists, particularly from Singapore, through its newly launched charter service.

The service, operated by The Taaras Beach & Spa Resort, offers direct flights from Seletar Airport in Singapore to Redang Island via Berjaya Air, reducing travel time to just one hour and 20 minutes.

Berjaya Hotels and Resorts group general manager Pravir Mishra said tourists are offered a special promotional package that includes a three-day and two-night stay at The Taaras Beach & Spa Resort, coupled with a return flight ticket, daily buffet breakfast and airport transfer.

The resort also offers diving opportunities and turtle nesting season experiences, with the option to contribute to turtle conservation efforts in collaboration with Universiti Malaysia Terengganu.





Malaysia Airlines signs on as Manchester United's official airline

Malaysia Airlines announced a strategic partnership with Manchester United Football Club on March 22, aiming to extend its Malaysian Hospitality to over 1.1 billion global fans.

This move is expected to enhance brand recognition, particularly in Europe and Southeast Asia. The airline plans to expand its European network, currently serving only London.

Additionally, it will introduce flights to three new destinations from Kuala Lumpur hub: Malé, Danang, and Chiang Mai, aiming to tap into growth potential in South Asia and Southeast Asia.

Malaysia Airlines unveiled its new A330neo Business Class and Economy Class seats, featuring individual privacy doors in Business Class and enhanced support in Economy Class. The A330neo fleet, comprising 12 aircraft, will be deployed on routes including Kuala Lumpur-Melbourne and destinations in Asia.

