

PENANG MARKET OVERVIEW

01 The Penang property market is stable and in recovery mode with strong demand in the industrial sector.

02 The Penang State Government plans to develop Batu Kawan Industrial Park 2 in Byram Estate, the 10th industrial park in Penang to meet the growing demand for industrial space in the next 10 to 20 years.

03 The Penang State Government has called for Requests for Proposals (RFP) to reclaim and develop 150-acres of land along the coast from Queensbay Mall roundabout to Jambatan Sultan Abdul Halim Muadzam Shah (Second Penang Bridge).

04 The Penang South Reclamation (PSR) development is on hold due to non-approval from environmental regulators in September 2021. The state government intends to appeal the decision.

05 Penang will consider building its light rail transit (LRT) line separately from an earlier transport master plan if the PSR does not get regulatory approval.

06 Penang Port Commission (PPC) announced the North Butterworth Container Terminal (NBCT) will be gazetted as a free trade zone beginning February 2021.

07 Titijaya Land Bhd has signed a memorandum of understanding with Penang Development Corporation (PDC) for the development of Medi-Tech City, which will occupy a 93.07-hectare piece of land in Batu Kawan, Penang, with a gross development value (GDV) of RM9.9 billion.

08 PLB Engineering Berhad (PLB) has signed a conditional joint development agreement (JDA) with the Penang Development Corporation to rehabilitate and redevelop the 84 acres of landfill at Jelutong.

PENANG OFFICE SECTOR



PRIVATELY- OWNED PURPOSE-BUILT OFFICE BUILDINGS

EXISTING SUPPLY AS AT Q3 2021

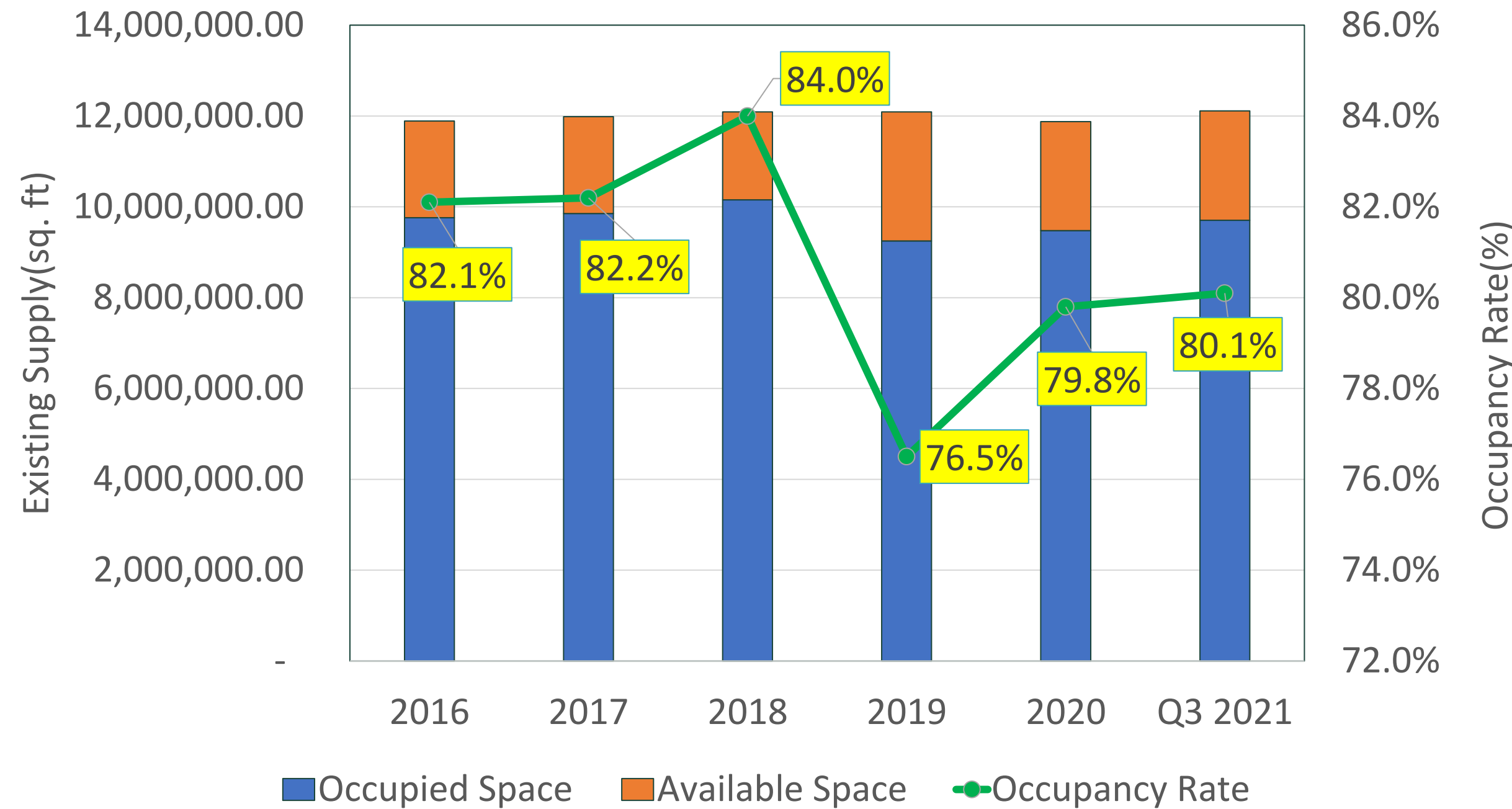
TOTAL

12.11 MILLION SQ FT

PRIVATELY-OWNED

8.98 MILLION SQ FT

80.10% OCCUPANCY



GEORGE TOWN RENTAL AS AT H1 2021

AVERAGE RENTAL

Q1 2021

RM2.90 psf

Q2 2021

RM2.89 psf

Source: NAPIC

INCOMING SUPPLY AS AT Q3 2021

3 BUILDINGS

0.61 MILLION SQ FT

GEORGE TOWN

NEW COMPLETION & NET ABSORPTION

Year	New Completions (sf)	Net Absorption (sf)
2016	-	242,908
2017	94,367	89,460
2018	105,002	303,923
2019	1,270	-905,474
2020	-	229,430
Q3 2021	235,439	224,221

PENANG PRIME RENTAL OF PURPOSE-BUILT OFFICE BUILDING

GEORGE TOWN

RM2.50 – RM4.00 psf


Note: Selected buildings

SELECTED NEW & UPCOMING PURPOSE-BUILT OFFICE BUILDINGS



H2 2020

Bayan Baru
GBS@Mahsuri
NLA: 80,116 sf




H1 2023

Gelugor, George Town
VOS Lifestyle Suites
NLA: 90,000 sf




N/A

Bayan Lepas
GBS by the Sea
NLA: 411,000 sf



H2 2024

Gelugor, George Town
The Light City
NLA: Phase1 - 204,400 sf



2026

Bayan Lepas
Penang International City Centre (PICC)
Remarks: 44-storey office tower

Queensbay Mall

PENANG
RETAIL SECTOR

TOPSHOP
TOPMAN



SHOPPING COMPLEXES

EXISTING SUPPLY AS AT Q3 2021

109 BUILDINGS

20.06 MILLION SQ FT

INCOMING SUPPLY AS AT Q3 2021

5 BUILDINGS

2.70 MILLION SQ FT

GEORGE TOWN, SUNGAI NIBONG,
AIR ITAM AND SEBERANG JAYA

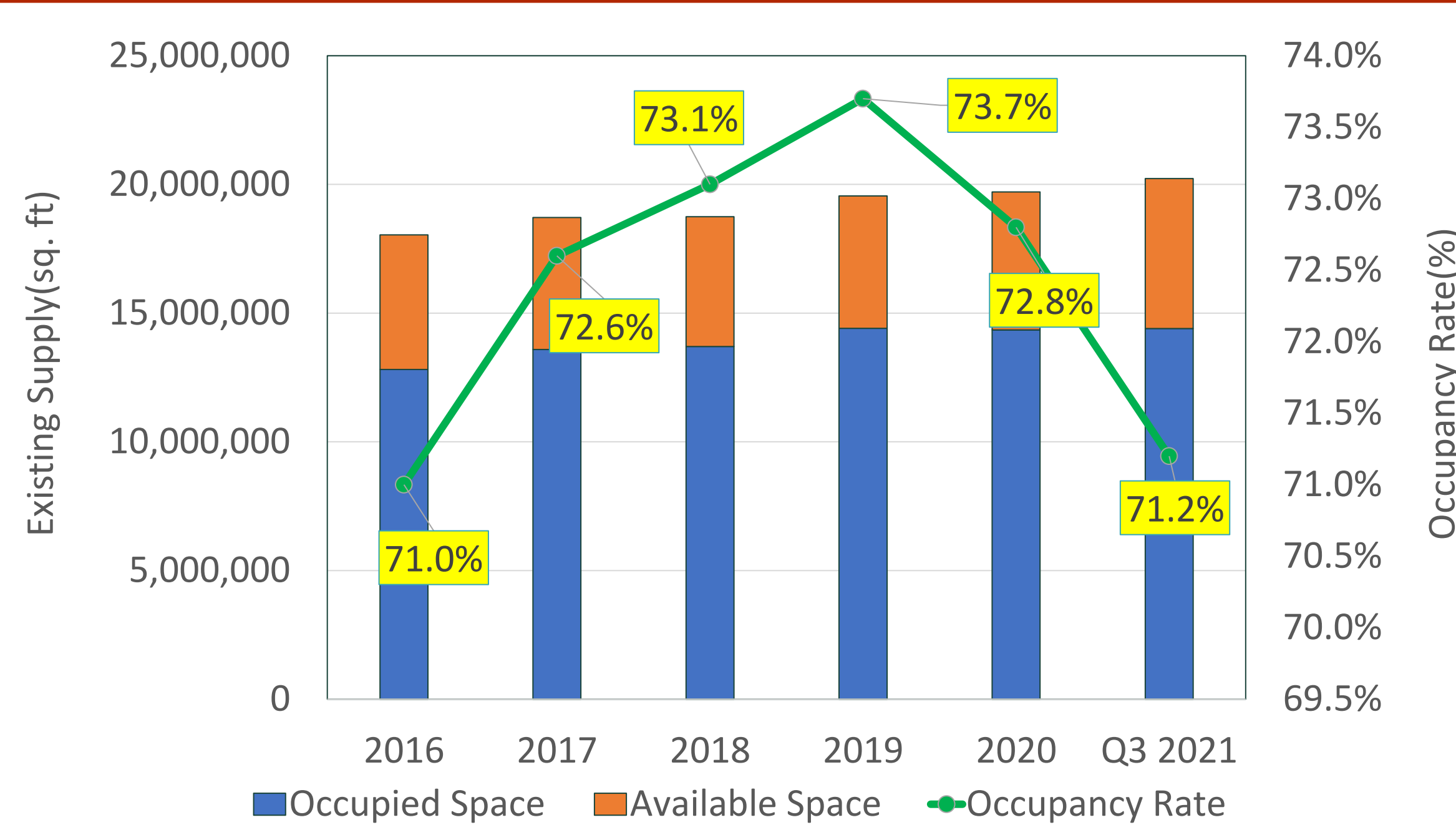
OCCUPANCY RATE

PENANG

GEORGE TOWN

71.3%

76.9%



NEW COMPLETIONS & NET ABSORPTION

Year	New Completions(sf)	Net Absorption (sf)
2016	-	-326,931
2017	678,136	780,957
2018	27,997	114,053
2019	808,864	708,606
2020	154,591	-63,447
1H 2021	517,022	255,037

PENANG PRIME RENTAL

LOWER GROUND &
GROUND FLOOR
(RM PSF)

RM8.00 – RM 23.00
psf

UPPER FLOORS
(RM PSF)

RM4.00 – RM 12.00
psf

UPCOMING COMPLETIONS



Anchor Tenants

- Sogo Department Store
- Golden Screen Cinema

Attractions

- Olympic-sized ice skating rink
- 50,000 sq ft supermarket
- 38-lane bowling alley
- Fitness centre
- Food court



Mall Expansion

- NLA expansion from 500,000 sq ft to 1 million sq ft.
- 220 retail units increased to 350 retail units

New Tenants

- Jaya Grocer
- JD Sports
- Bath & Body Works
- Innisfree
- Laneige
- Victoria Secret

**PENANG
HOSPITALITY SECTOR**



HOSPITALITY

EXISTING SUPPLY AS AT Q3 2021

22,406 ROOMS

78.6% CITY HOTELS

**21.4% RESORT AND
OTHER HOTELS**

INCOMING SUPPLY AS AT Q3 2021

28 BUILDINGS

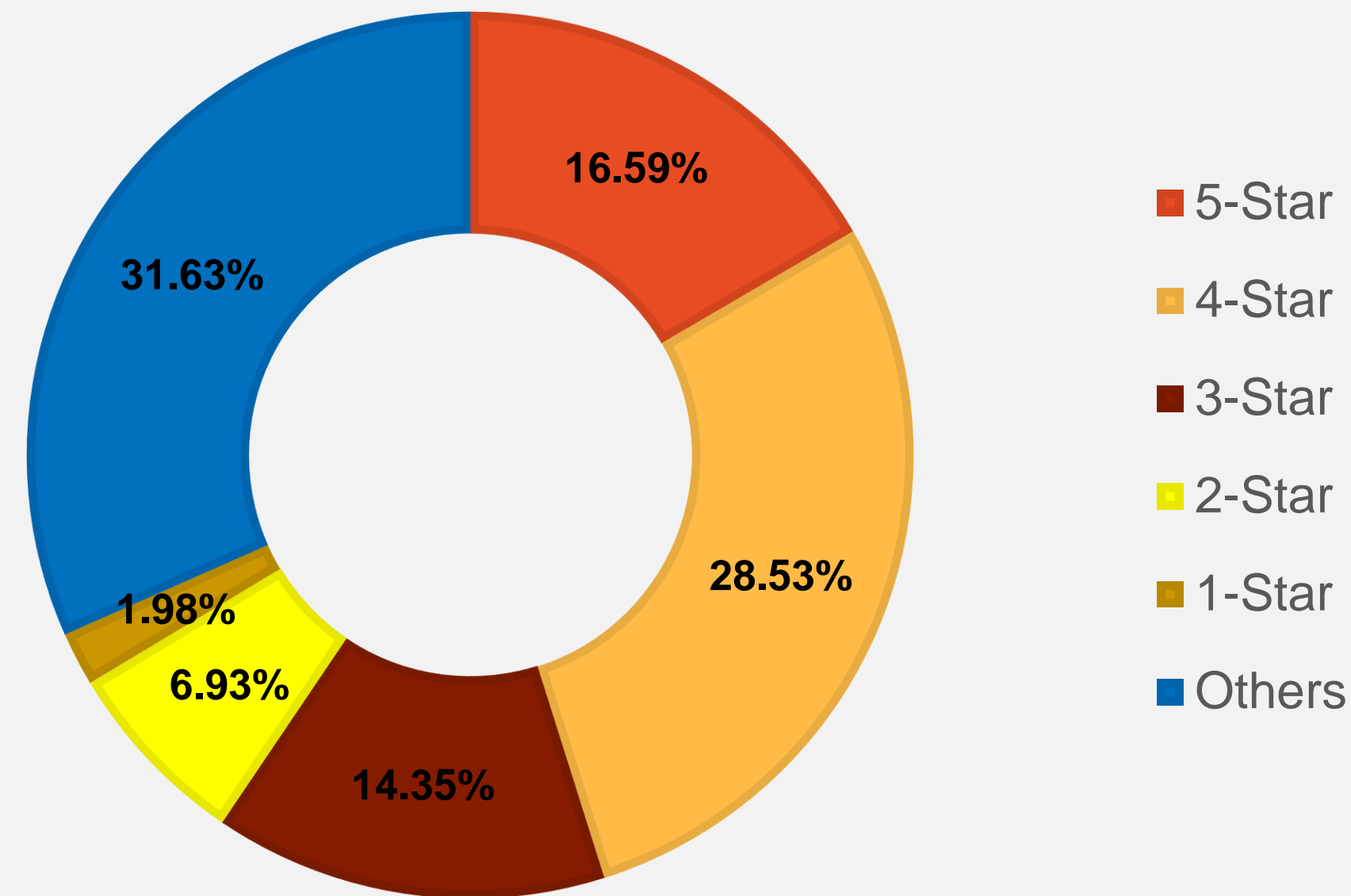
6,005 ROOMS

PLANNED SUPPLY AS AT Q3 2021

18 BUILDINGS

2,432 ROOMS

HOTEL ROOMS BY STAR RATING



HOTEL CLOSURES IN 2020 & 2021

Hotel	Star Rating	Closure Status
Hotel Royal Penang, Jalan Larut	4-Star	Permanent
Hotel Equatorial Penang, Jalan Bukit Jambul	5-Star	Permanent
Copthorne Orchid Hotel & Resort Penang	4-Star	Permanent

AVERAGE OCCUPANCY RATES

2020

23.7%

H1 2021

14.4%

HOTEL GUESTS IN 2020

TOTAL

2.86 MILLION

DOMESTIC

2,336,054

82%

FOREIGN

526,295

18%

Source: Tourism Malaysia

NEW COMPLETIONS



H2 2021

George Town

The Gallivant Hotel

No. of Rooms: 49



Q4 2020

Tanjung Bungah

Angsana Teluk Bahang

No. of Rooms: 250



Q3 2020

George Town

Courtyard by Marriott Penang

No. of Rooms: 199



Q3 2020

George Town

OZO George Town Penang

No. of Rooms: 141



Q3 2020

Batu Kawan

The Upper House Hotel

No. of Rooms: 250



2020

Air Hitam

DeView Hotel Penang


No. of Rooms: 186

SELECTED FUTURE SUPPLY



Q3 2022

Bayan Lepas
Amari Penang
No. of Rooms: 453



Q3 2024

Gelugor, George Town
The Light City Hotel
No. of Rooms: 500



2026

Bayan Lepas
Le Méridien Penang Airport.
No. of Rooms: 200



**PENANG
INDUSTRIAL LAND**

SELECTED TRANSACTIONS OF INDUSTRIAL LANDS IN KAWASAN PERINDUSTRIAN BATU KAWAN

Property	Date of Transaction	Land Area / Tenure	Sale Consideration	Analysis (Psf)	Vendor	Purchaser
Industrial Land known as Plot 1 (d) in Kawasan Perindustrian Batu Kawan	8 November 2021	526,640 sf 12.09 ac / Leasehold 48 years unexpired	RM28,960,000.00	RM55.00	Penang Development Corporation	UWC Industrial Sdn Bhd
Industrial Land known as Plot 1 (c) in Kawasan Perindustrian Batu Kawan	3 November 2021	504,224 sf 11.58 ac / Leasehold 48 years unexpired	RM27,732,343.10	RM55.00	Penang Development Corporation	Greotech Integration (M) Sdn Bhd
Industrial Land in Kawasan Perindustrian Batu Kawan	15 September 2021	87,120 sf 2 ac / Lease for 60 years	RM87,120.00	RM55.00	Penang Development Corporation	QES Mechatronic Sdn Bhd
Industrial Land marked as Plot P326E in Kawasan Perindustrian Batu Kawan	10 September 2021	305,356 sf 7.01 ac / Lease for 60 years	RM16,800,000.00	RM55.02	Penang Development Corporation	Greotech Integration (M) Sdn Bhd
Industrial Land marked as Plot 323b and Plot 323c in Kawasan Perindustrian Batu Kawan	31 May 2021	916,067 sf 21.03 ac / Lease for 60 years	RM48,320,000.00	RM52.75	Penang Development Corporation	ViTrox Technologies Sdn. Bhd

SELECTED TRANSACTIONS OF INDUSTRIAL LANDS

Property	Date of Transaction	Land Area / Tenure	Sale Consideration	Analysis (Psf)	Vendor	Purchaser
Lot 2774 & 2775, Taman Industri Bukit Panchor, Nibong Tebal	27 May 2021	124,183 sf 2.85 ac / Freehold	RM7,575,117.00	RM61.00	Tan Soon Heng	MSL Brothers Sdn Bhd
Lot 20184, Kawasan Perindustrian Valdor	15 May 2021	81,569 sf 1.87 ac / Freehold	RM4,500,000.00	RM55.17	SG Miracle Sdn Bhd	Hexablue Sdn Bhd
Lot 853, Jalan IKS Juru, Jalan Juru	7 April 2021	47,910 sf 1.10 ac / Freehold	RM4,800,000.00	RM100.19	Active Pavillion Sdn Bhd	Jixing Hardware Sdn Bhd
Lot 383, Kawasan Perindustrian Valdor	20 January 2021	987,750 sf 22.68 ac / Freehold	RM26,669,344.00	RM27.00	Tang Chye Boon +4	N.H. Development Sdn Bhd
Lot 324, 640, 642, 1504, 1505, 1664, 1667, 1669 & 1702, Kawasan Perindustrian Bukit Minyak, Simpang Ampat	14 January 2021	853,864 sf 19.6 ac / Freehold	RM46,962,465.00	RM55.00	Limsa Ekuiti Sdn Bhd	Wangsaga Industries Sdn Bhd & Seng Properties & Development Sdn Bhd
Lot 1015 & 1016, Kawasan Perindustrian Valdor	11 January 2021	585,234 sf 13.44 ac / Freehold	RM28,090,706.00	RM48.00	Mforce Bike Holdings Sdn Bhd	Moey Kah Tiang & Moey Thiew Leng
PT 4608, Kawasan Perusahaan Prai	23 December 2020	505,296 sf 11.60 ac / Leasehold 31 years unexpired	RM27,791,277.00	RM55.00	Petro-Pipe Industries (M) Sdn Bhd	Sing Chuan Aik Transport Sdn Bhd

An aerial photograph of Penang, Malaysia, showing a dense urban landscape with numerous high-rise apartment buildings and residential blocks. The city is situated along a coastline with a large bay. In the background, there are hills and a clear blue sky with scattered white clouds. A prominent green rectangular box with a yellow horizontal line is overlaid on the left side of the image, containing the text 'PENANG DEVELOPMENT LAND' in white, bold, uppercase letters.

**PENANG
DEVELOPMENT LAND**

SELECTED TRANSACTIONS OF DEVELOPMENT LANDS

Property	Date of Transaction	Land Area / Tenure	Sale Consideration	Analysis (Psf)	Vendor	Purchaser
Lot 1779, Mukim 9, Daerah Barat Daya, Pulau Pinang	16 April 2021	97,715 sf 2.24 ac / Freehold	RM14,657,217.10	RM150.00	Boon Siew Sdn Bhd	Zantalite Enterprise Sdn Bhd
Lot 248, 249 & 4358, Mukim 12, Daerah Seberang Perai Utara, Pulau Pinang	5 April 2021	14,949,896 sf 343.20 ac / Freehold	RM246,671,568.00	RM16.50	Sunrich Conquest Sdn Bhd & Titanium Greenview Sdn Bhd	Scientex Quatari Sdn Bhd & Scientex (Skudai) Sdn Bhd
Lot 451, Bandar Butterworth, Daerah Seberang Perai Utara, Pulau Pinang	18 March 2021	80,284 sf 1.84 ac / Freehold	RM10,838,390.00	RM135.00	Builtson Holdings Sdn Bhd	Kheng Seng Letrik (M) Sdn Bhd
Lot 362, 20331 & 20332, Mukim 11, Daerah Barat Daya, Pulau Pinang	16 February 2021	132,747.07 sf 3.05 ac / Freehold	RM10,407,836.00	RM78.40	Charterway Development Sdn Bhd	M Summit Premium Sdn Bhd
Lot 21623, Mukim 13, Daerah Seberang Perai Selatan, Pulau Pinang	18 December 2020	43,561.55 sf 1.00 ac / Freehold	RM6,534,000.00	RM150.00	Aspen Vision City Sdn Bhd	Yih Langat Sdn Bhd
Lot 1121, 1198 & 1213, Mukim 15, Daerah Seberang Perai Tengah, Pulau Pinang	31 October 2020	628,954.07 14.44 ac / Freehold	RM20,126,532.00	RM32.00	Team Four Sdn Bhd	DSG Century Sdn Bhd