



Aman Pexona

Beachside Villas

— ♦ F A Q ♦ —



SPECIAL FEATURES OF AMAN PESONA

❖ PERFECT HIDEAWAY FROM CITY HUSTLE & BUSTLE

Located at Sabandar, Tuaran (30km away from the city centre--Kota Kinabalu) and poised to be the "Second Bali". 45 minutes drive from Kota Kinabalu International Airport to Aman Pesona.

❖ CLOSE TO NATURE

Mangrove park, wetland forest, rivermouth, river cruise, fireflies and fisherman village scenes.

❖ CLOSE TO SANDY BEACH

800 metres away from Sabandar's sandy beach and crystal blue water, year round sunshine and enjoy a variety of water sport activities.

❖ LOW DENSITY DEVELOPMENT & FULLY FURNISHED

First gated and guarded single storey fully furnished resort villa in Sabah with only 120 units on 30 acres of land.

❖ COMPLETE WITH PROPERTY & HOSPITALITY MANAGEMENT SERVICES

Apart from property management services, hospitality management services are also provided to allow owners earn a side income through renting their unit at a daily rental rate.

❖ COMPLETE CLUB HOUSE & RESORT FACILITIES

Club facilities include swimming pool, steam and sauna and resort facilities such as business center, guest relation building, game room, three restaurants, cafe and sport facilities are provided.

❖ AESTHETIC DESIGN WITH GREEN TECHNOLOGY IN MIND

The Australian style single storey villa is designed with resort ambience coupled with series of green features to fit the accreditation of green building index.

❖ CAPITAL APPRECIATION AND HIGH RETURN OF INVESTMENT

❖ SHARE RENTAL POOL SCHEME

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01

Q What is Aman Pesona?

A Aman Pesona is a perfect nature getaway destination surrounded by mother nature, situated in Kampung Sabandar, Tuaran. A high-end leisure and tourism project, Aman Pesona provides a combination of natural landscape and a leisure lifestyle. Aman Pesona consists of 120-unit luxury villas which offer resort accommodation and hotel management services as well as state of art facilities. Aman Pesona has a land area of 124,688 sqm / 30.81 acres. Each acre of land is used to build only four villas, making it a low density leisure development.

For more information, please visit www.amanpesona.com



02

Q Who is the developer for Aman Pesona?

A The developer for Aman Pesona is Kinsaresorts Berhad, a subsidiary company of Kinsabina Group of Companies which is a reputable Sabah property development company with years of experience in delivering quality developments and responsible for Kinsabina's leisure developments. Kinsabina Group has an excellent reputation in real estate construction and development. Executors of the plan are all experienced professionals from related fields. Kinsabina Group is well known for its strict quality assurance and timely completion of construction. Kinsabina Group is a locally owned construction and real estate company with 1 billion annual turnovers. Kinsabina Group has received multiple contract construction projects, and completed hundreds of millions in value of residential, commercial, hotel, industrial and community construction projects. Kinsabina Group is a member of FIABCI Malaysia, a member of Sabah Housing And Real Estate Developers Association (SHARED), Kinsabina is also accredited by the Construction Industry Development Board (CIBD) as Malaysia Grade 7 Registered Contractor with a 4-Star SCORE (2015) as well as Class A Native Contractor registered with Malaysia Contractor Service Centre (PKK). Kinsabina Group also has ISO 9001:2015 Quality Management System, OHSAS 18001:2007 Occupational Health and Safety Management System, and ISO 14001:2004 Environmental Management System certifications. Kinsabina Group won several major international business awards, honours and received a number of certifications, as well as a lot of social and industry recognition and praise.



ISO 9001:2015



OHSAS 18001:2007



ISO 14001:2004

Lido Four Seasons Residences developed by Kinsabina Group also won the "Best Product Award." In addition to the Group's core business in property development and construction, the group has expanded its operations to sand mining, quarries and ready-mix concrete production and supply, catering, hotel and tourism, and is expected to promote the tourism industry in Sabah.

03

Q Where is Aman Pesona situated?

A Aman Pesona is situated at Kampung Sabandar, Tuaran, 30km northwest of Sabah's capital, Kota Kinabalu. This sanctuary is 800 metres away from the white sandy beaches of Sabandar, surrounded by lush emerald green mangrove, lush forests and a fishing village.

04

Q What are in the surrounding vicinity of Aman Pesona?

A Aman Pesona's surrounding the project development is as follows:

A Tuaran is a bustling little town with boulevard-style streets that has a 9-storey Buddhist temple, guarding the town. Tuaran has a small weekly market called Tamu where hawkers would come and sell their goods, which is a charming tourist attraction. Majority of the people here are of the Bajau and Lotud tribe. The Bajau people are famous for their unique horse-riding culture.

B Tuaran Crocodile Farm is one of Sabah's largest crocodile breeding bases which invests approximately RM 3 million each year to raise nearly a thousand crocodiles. There are several thrilling crocodile performances as well as folk dance performances to be seen every day.

C Dalit Bay Golf & Country Club is 11.8km away from Aman Pesona which features an 18-hole championship golf course. Purchasers of Aman Pesona will be given a free 3-year membership of the gold club paid by the developer.



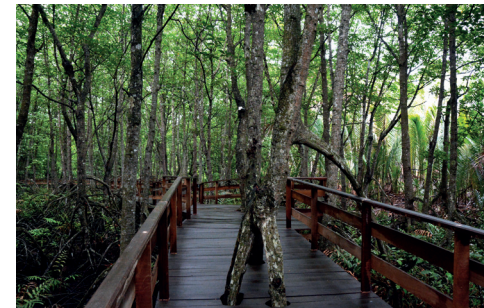
D Shangri-La's Rasa Ria Resort and Spa covers 400 acres of land, accentuating the natural beauty of Sabah. The distance from Shangri-La is only 11.8km from Aman Pesona.



E Sabandar Leisure Rides is nestled in the Sabandar Village. Sabandar Leisure Rides is a reflection of the Bajau culture through showcasing its equestrian/horse-riding skills and also providing horse wagon services and horse-riding lessons. Enjoying these recreational facilities under the romantic sunset at Sabandar Leisure Rides would surely make for an unforgettable experience for any visitors.



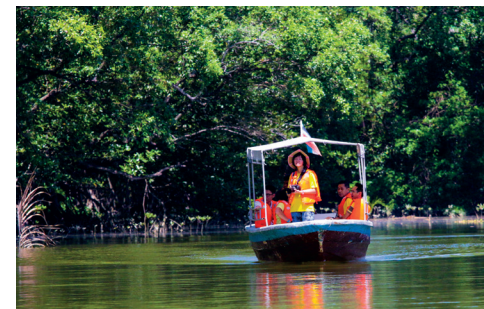
F Sabandar Mangrove Park offers a natural environment in which guests could relax and observe nature. The mangrove park constitutes six acres of land where guests can see a variety of flora and fauna, bask in the sunshine and enjoy the tranquil environment of being one with nature.



G The Bamboo Restaurant provides to everyone the opportunity to taste and savour authentic Borneo cuisine after your walk through the mangrove park. Fresh local cuisines are prepared daily changing according to the availability of ingredients.



H Sabandar estuary has lush mangrove and nipah trees tracing the river bend of the lovely Mengkabong River provides a serene and spectacular view. Nestled in this grove is a tranquil fishing village where little boats trail the calm waters of the river. Guests could embark on a river cruise as night falls and enjoy the breath-taking view of serene nature and fireflies twinkling in the night sky.



I Sabandar Beach has blue skies and turquoise sea that stretches beyond the horizon. Guests could choose to walk along the white sandy coast, swim in the sea or even enjoy some water activities and sports. A seafood restaurant will be built here for guests to have a taste of Sabah's famous fresh seafood.





05

Q What are the features of Aman Pesona?

A Aman Pesona has 9 different types of villa. The land area for each villa ranges from 5,500 sqft to 13,000 sqft with built-up area ranging from 2,050 sqft to 2,970 sqft.

Each type consists of 3 or 4 bedrooms, 3 bathrooms, and a living room.

Each villa comes with a private pool and a car porch equipped with Australian-style roller shutters.

06

Q What are the interior concepts for the villas?

A There are 4 fully-furnished concepts to choose from namely Oceanus, Tropical, Balinese and Safari. The villas in Aman Pesona come fully furnished which include home appliances such as digital LCD TV, air conditioners, refrigerator, complete bathroom facilities.

07

Q What are the facilities and services provided?



24-hour CCTV & Security
Guards Services



Gymnasium



Half an Olympic size Swimming
Pool & Wading Pool



Game Room



Gardening Service



Children's Playground



Café



Tennis Court



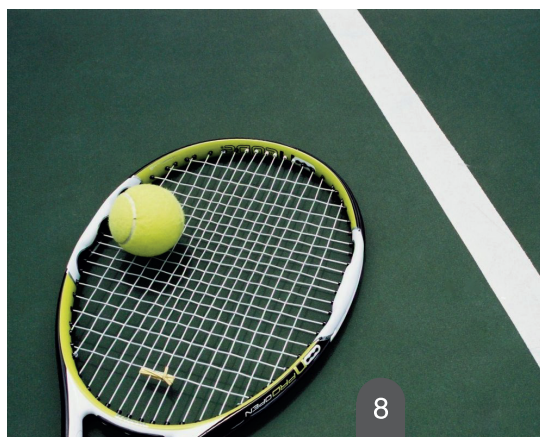
Clubhouse



Wetlands and Forests
Reserves



Sauna, Wellness and
Relaxation Room





Guesthouse



**Inbound Itinerary
Arrangement**



Business Center



Bamboo Restaurant



**Room service and
In-room Dining**



Horse Riding Area



**Resort Villas Promotion
and Marketing**



**Buggy and Horse Wagon
Services**



Laundry Services



Cowboy Bar and Grill



**Hospitality Management
Services**



Yoga Deck



08

Q When is the launching and completion of Aman Pesona?

A Aman Pesona will be officially launched in March 2019 and will be officially opened for sale in Sabah. However, soft launching will be commenced in December 2018. Aman Pesona will be completed within 30 months, plus an additional 6 months for refurbishment period. If there is an extension, the developer will pay an 8% per year fine for any delayed work.

09

Q What is Aman Pesona's payment procedure?

A The developer will issue a progress claim for the project to buyers notice. Within 14 days after the notice, the buyer must pay the amount corresponding to the progress of the project, and the payment procedure for domestic buyers are as follows:

1. The signing of the sale contract - 10%
2. Piling work - 10%
3. The foundation work - 10%
4. Reinforced concrete frame - 10%
5. Installing door, window frames and walls - 10%
6. The top beam of RC frame - 10%
7. The roof covering - 10%
8. Roads and drainage - 10%
9. Certificate of completion by the architect - 10%
10. The occupation certificate approval - 5%
11. The completion of furniture installation, interior designing and decorating - 5%

100%



10

Q How much is the price per unit of Aman Pesona?

A Aman Pesona's price is RM1,050/sqft of built-up area (BUA) and the accessory parcel area is priced at RM105/sqft.

Aman Pesona Unit Price = (RM1,050 × BUA) + RM105 × (Land Area - BUA)

11

Q Do buyers need to pay for management fee and sinking fund?

A Yes. Each buyer is required to pay monthly management fees and sinking fund. These costs are calculated based on the floor area of the unit owned.

Monthly Management Fee = RM0.25 × BUA + RM0.05 × Accessory Parcel

Monthly Sinking Fund = RM 0.05 × Accessory Parcel

12

Q If I am interested in buying a unit, how much should I pay as earnest monies?

A Interested buyers are required to pay RM10,000 as earnest monies, which is refundable should the buyer change their mind. Upon site inspection, the earnest monies will be converted into a booking fee (non-refundable), which will form part of the 10% deposit payment. Buyers will have to pay this deposit upon signing the sales and purchase agreement.

13

Q If I do not want to purchase the unit after paying the deposit, can I get a refund?

A The deposit is paid upon signing the Sales and Purchase agreement which is legally binding, therefore, no deposit will be refunded and is deemed forfeited.

14

Q Can I rent / sell my unit?

A Yes. Buyers are free to sell or rent out their units to monthly tenants. Aman Pesona's appointed resort management team will help buyers look for long-term tenants. Buyers can choose from the shared pool packages below:

A One-year Contract Tenancy

- ◆ Owners can rent out their unit for the whole year at the owner's desired monthly rental rate (depending on villa's built up area and market needs).
- ◆ The hotel management will impose a one month rental on the collected rent, if the tenant is introduced by the management team.
- ◆ During the lease period, if the unit owner would like to stay in their holiday villa, they can rent other available villas just like any other hotel guests.

B Half year Contract Tenancy

- ◆ Owners can rent out their unit for 6 months at the owner's desired monthly rental rate (depending on villa's built up area and market needs).
- ◆ The hotel management will impose a half month rental commission from the collected rent, if the tenant is introduced by the management team.
- ◆ During the lease period, if the unit owner would like to stay in their holiday villa, they can rent other available villas just like any other hotel guests.

C Daily rent Contract Tenancy

- ◆ Rent per night ranging from RM1,500 – RM2,400 and above depending on the size and selling price of the respective unit.
- ◆ 60% of the daily rental will go directly into a monthly share rental pool.
- ◆ The villa owner's profit will be highly dependent on the daily rental rate and the occupancy rate of the units.

Aside from being able to freely enjoy using their own unit, villa owners could also hand over their unit to the hotel management team to earn a rental income during periods they are not staying in their units. This side income could be used to pay off the monthly management fee and sinking fund.

If a villa owner wishes to stay in their units, they should inform the hotel management team 72 hours prior to their stay, impromptu stays are not permitted. If the buyer's villa is under a lease period, the management will help buyers identify vacant units to stay in but buyers would need to pay rent just like any other guests.

Calculation of the monthly rental income for Package C:

$$\frac{\left(\frac{30 \text{ days} - \text{Number of Days of Buyer Own Stay}}{30 \text{ days}} \right) \times (\text{Monthly Shared Rental Pool}^*) \times \left(\frac{\text{Owner Unit Purchase Price}}{\text{Total Purchase Price of Units Involved in Package C}} \right)}$$

"*Monthly Shared Rental Pool=60% of daily rental rate × total unit rented out in a day × 30 days"

= **RM xxx,xxx** monthly income will directly go into the buyers account

The above calculation will not only allow buyers to enjoy ownership and rights to use their villa, it can also help buyers derive a portion of the rent reserved for paying other expenses, such as property management fees.

The equation could divide the commission fairly. Buyers that invested in more expensive units would be entitled to a higher rental income.



15

Q If I want to participate in rent shared pool Package C, how much is the monthly rental return that I can obtain?

A If a total of 100 buyers are involved in the villa's shared rental pool package as shown in table below:

Table A : Purchase price range and forecast of daily rental rate

Layout Type	A1A (2,050 sqft)	A1B (2,100 sqft)	A2A (2,190 sqft)	A2B (2,270 sqft)	A3 (2,970 sqft)	B1A (2,160 sqft)	B1B (2,280 sqft)	B2 (2,440 sqft)	B3 (2,840 sqft)	Total
Units	11	8	50	22	2	4	10	7	6	120
Average Purchase Price (RM)	2,689,020.91	2,712,208.13	2,805,268.20	2,949,824.32	3,916,030.00	2,932,181.25	2,844,371.00	3,091,626.43	3,841,670.00	
Average Purchase Price after 10% discount (RM)	2,420,118.82	2,440,987.31	2,524,741.38	2,654,841.89	3,524,427.00	2,638,963.13	2,559,933.90	3,091,626.43	3,457,503.00	
Published Average Daily Rate (ADR) at RM 1.00 psf	2,050.00	2,100.00	2,190.00	2,270.00	2,970.00	2,160.00	2,280.00	2,440.00	2,840.00	
Discounted ADR at 15% (RM)	1,750.00	1,800.00	1,900.00	1,950.00	2,500.00	1,850.00	1,950.00	2,100.00	2,400.00	
Average Purchase Price after 10% discount X No of units according to type	26,621,307.00	19,527,898.50	126,237,069.00	58,406,521.50	7,048,854.00	10,555,852.50	25,599,339.00	19,477,246.50	20,745,018.00	314,219,106.00
Discounted ADR X No of units according to type	19,250.00	14,400.00	95,000.00	42,900.00	5,000.00	7,400.00	19,500.00	14,700.00	14,400.00	232,550.00

Say one buyer of RM2,420,118.82 unit has not stay in his unit and the occupancy rate of that month is 50% the calculation is shown as below:

$$(30 \text{ Days} - 0 \text{ Days}) \times 60\% \times \text{RM}232,550 \times 50\% \times \frac{\text{RM } 2,420,118.82}{\text{RM } 314,219,106}$$

Your monthly rental return = **RM 16,119.92**

Using the above calculation equation, each buyer will get their share of monthly rent depending on the occupancy rate of their villas and the numbers of days he/she stay in his own unit, the calculation can be summarised in the table shown as below:

Income from shared rental pool

Table B : Forecast of monthly rental

If all owners didn't stay in their unit

Aman Pesona

Occupancy Rate	Monthly Rental Pool (RM)	A1A (2,050 sqft)	A1B (2,100sqft)	A2A (2,190 sqft)	A2B (2,270 sqft)	A3 (2,970 sqft)	B1A (2,160 sqft)	B1B (2,280 sqft)	B2 (2,440 sqft)	B3 (2,840 sqft)	Yield
45%	1,883,655.00	14,507.93	14,633.03	15,135.11	15,915.03	21,127.95	15,819.84	15,346.08	16,680.09	20,726.76	7.19%
50%	2,092,950.00	16,119.92	16,258.92	16,816.79	17,683.37	23,475.50	17,577.60	17,051.20	18,533.43	23,029.73	7.99%
55%	2,302,245.00	17,731.91	17,884.82	18,498.47	19,451.70	25,823.05	19,335.36	18,756.32	20,386.77	25,332.70	8.79%
60%	2,511,540.00	19,343.91	19,510.71	20,180.15	21,220.04	28,170.60	21,093.12	20,461.44	22,240.12	27,635.67	9.59%
65%	2,720,835.00	20,955.90	21,136.60	21,861.83	22,988.38	30,518.15	22,850.88	22,166.56	24,093.46	29,938.65	10.39%
70%	2,930,130.00	22,567.89	22,762.49	23,543.51	24,756.71	32,865.69	24,608.64	23,871.68	25,946.80	32,241.62	11.19%

16

Q In accordance to the above rents shared pool table, if I did lived in my unit for 5 days in a month, what is the rental return?

A If the occupancy rate is 50% on that month, the rental return of a 3-bedroom unit cost RM2,420,118.82 million shall garner the rental return as shown in calculation below:

$$\begin{aligned} & (30 \text{ Days} - 5 \text{ Days}) \times 60\% \times \text{RM}232,550 \times 50\% \times \frac{\text{RM } 2,420,118.82}{\text{RM } 314,219,106} \\ & = \text{RM } 13,433.27 \end{aligned}$$





17

Q Will the buyer receive a title for ownership of the villa?

A Yes. Each villa will receive individual strata title (Country Lease Subsidiary Title), 99 -year commercial lease. Foreign investors can buy directly and become a legitimate owner of the property.

18

Q Who is the hotel operator/ resort villa's manager?

A The developer will hire a professional and well-known resort management company to manage Aman Pesona's hotel services. For more details, please refer to www.amanresortgroup.com

Developers will be responsible and shall cover for any loss made by the hotel management with the 40% of the rental rate as to support the monthly hospitality management's monthly overhead.

19

Q Is there any extra management costs?

A As usual, the unit owners still need to pay their monthly management fee, monthly water and electricity bill. No hospitality management fee to be collected as the 40% of the monthly rental pool has already been given to the hospitality management team.

If buyer is not involved in the shared rental pool scheme and wishes for the hotel management to clean their units, an one-off fee of RM 200 will be charged each time.



20

Q Can villa owners rent out their villas for Airbnb self-operation?

A Yes, the developer may allow owners to rent out their villas on a daily basis but subjected to the collaboration with the hospitality management team. Owners that wish to operate their own unit as an Airbnb must pay the hospitality management team 30%* of the collected daily rate rental as they will be assisting with matters such as housekeeping. Owners who rent out their villas on their own are not eligible to participate in the shared rental pool packages.

*Subject to negotiation with hospitality management team in the future.

21

Q Will the developer hire intermediary agencies to sell Aman Pesona?

A Yes. The developer will commission real estate agencies in places such as Singapore, Hong Kong, Taiwan, Fu Chow, Xiamen, Shenzhen, Guangzhou, Shanghai, and Beijing to market Aman Pesona in overseas market.

22

Q Does the developer have financing from the Bank of China?

A Yes. Kinsabina Group has applied for financing from HSBC and the Industrial & Commercial Bank of China (ICBC), which is pending for approval.



23

Q Which bank can I go to when applying for my loan?

A Domestic buyers can apply bank loan from various local banks, e.g Maybank, Public Bank, CIMB, Ambank, HSBC, Kuwait Finance House, MBSB and etc at a margin of 30:70 or 40:60. However, foreign purchaser may try to apply within their country if there are any of the above mentioned banks branches available oversea. The permissible loan margin is 40:60 or 50:50.

24

Q Will Aman Pesona appreciate in value ?

A Absolutely. The housing market in Malaysia has historically been a safe investment. According to the Malaysian Valuation and Property Services Department, the annual house price change has always been positive since year 2001. This shows that Aman Pesona would also most likely appreciate in its value in the upcoming years.



25

Q Apart from the 10% deposit required to be paid upon signing the Sales and Purchase agreement, is there any other costs that the buyers have to pay?

A Yes. See the instructions below:

- I The attorney fees in the sale and purchase agreement is borne by the developer.
- II The purchaser is responsible for the legal fees required to apply for a bank loan agreement, and also to pay a total of $0.5\% \times$ total loan amount for stamp duty.
- III After obtaining the land title, the buyer must also pay the Government stamp duty for property title transfer, which is calculated as follows:
 - a **Example: If the price of the villa is RM 2,420,118.82**
 - $1\% \times$ the first RM 100,000 = RM 1,000
 - $2\% \times$ RM 100,001 to RM 500,000 = RM 8,000
 - $3\% \times$ RM 500,000 to RM 1,000,000 = RM 15,000
 - $4\% \times$ RM 1,000,000 or more = $4\% \times (\text{RM } 2,420,118.82 - \text{RM } 1,000,000)$
= RM 56,804.75

Awaiting stamp duty fee for Memorandum of Transfer = **RM 56,804.75** to be paid upon issuance of individual title

26

Q How many types of agreement do I need to sign when purchasing a unit?

A

- I The developer shall furnish 4 sets of Sales and Purchase agreement with an attachment of “Deed of Covenants” for you to sign.
- II The “Deed of Covenants” shall specify all the Dos and Don’ts with an annexure of property management and house rules.

A proposed terms and conditions for hospitality manager to manage and market your units under several hotel management schemes such as:-

- a Annual rental scheme
- b Half yearly rental scheme
- c Shared rental pool scheme

However, the agreement for the hotel management can only be signed within 6 months after Aman Pesona Beachside Villas has obtained the Occupational Certificate. The hotel management rules and regulation shall reveal the list of appointed hospitality management team.

The above hotel management service is an additional service provided by the developer to the unit buyers. It should not be perceived as a form of “interest” scheme or a tool to entice the buyers to purchase. Thus, the resort hotel management agreement shall be executed only after the physical form of the villa is completed and the occupational certificate obtained.



27

Q What is Real Property Gains Tax (RPGT)? Do I have to pay for it?

A RPGT is a tax chargeable on the profit gained from the disposal of a property and is payable to the Inland Revenue Board. As such, RPGT is only applicable to a seller. RPGT tax rate is set to pay 5% for the 5th year.

For example, Person A bought a piece of property at a value of RM500,000. Subsequently, A sold the property to Person B at the value of RM700,000, gaining RM200,000 from the disposal of the property. The RPGT is calculated for RM200,000.

► The effective RPGT rates are as follows:

Date of Disposal	Companies	Individual (Citizen & Permanent Resident)	Individual (Non-Citizen)
Within 3 years from the date of acquisition	30 %	30 %	30 %
In the 4th year	20 %	20 %	30 %
In the 5th year	15 %	15 %	30 %
In the 6th year and subsequent year	10 %	5 %	5 %

For more info about RPGT, visit the link below:

<http://www.mondaq.com/x/469010/Understanding+How+Real+Property+Gains+Tax+RPGT+Applies+To+You+In+Malaysia>

28

Q As a foreign investor, do I need to pay income tax?

A In Malaysia, if a foreign investor that satisfies any of the following criteria then he / she is considered to be liable for income tax.

The current tax structures for expatriates and non-residents are as follows:

- If your stay in Malaysia is less than 60 days, then any income, fee, commissions or bonus received will not be taxed
- If during your period of employment, your stay is not more than 182 days in a year, then you are a non-resident. As a non-resident, you will be taxed at a flat rate of 25% and you will not enjoy any tax incentives
- If your stay is more than 182 days in a year, then you are a RESIDENT (see below for definition of a RESIDENT). A resident will be taxed at a graduated rate of 0% to 25% depending on your income. You will also enjoy the tax incentives that includes personal and family rebates, allowances, etc. that will reduce your net taxable income considerably

Definition of a Resident

You will fall under the category of RESIDENT if you meet one of the following criteria;

- You are in Malaysia for at least 182 days during the calendar year
- If your stay is less than 182 days for that calendar year (e.g. 20 days in 2015) but your stay continues in 2016 for another 182 days or more

Even if you are not a Malaysian citizen, if you have a total of more than 60 days employment in the tax year, and if you are resident in the country for more than 182 days, then you are liable to pay income tax as an expatriate as follows:

Income Tax rates

Chargeable Income	Tax Rate	Cumulative Tax
RM 0 – RM 2,500	0%	RM 0
RM 2,501 – RM 5,000	1%	RM 25
RM 5,001 – RM 10,000	3%	RM 175
RM 10,001 – RM 20,000	3%	RM 475
RM 20,001 – RM 35,000	7%	RM 1,525
RM 35,001 – RM 50,000	12%	RM 3,325
RM 50,001 – RM 70,000	19%	RM 7,125
RM 70,001 – RM 100,000	24%	RM 14,325
RM 100,001 and above	25%	

For more info about income tax for foreigners, visit the link below :

- <https://toughnickel.com/personal-finance/Quick-Guide-to-Malaysian-Tax-for-Expatriates-and-Non-Residents>
- <http://www.expatsfocus.com/expatriate-malaysia-taxation>

Read the articles below of the advantages of investing in Malaysian Property :

- <http://expatriateadvisory.com/what-are-the-advantages-for-foreigners-to-invest-in-malaysia-property/>

For other guides, please refer to the articles below:

- <http://www.joneslangasallesites.com/investmentguide/country/malaysia/foreignpropertyownership>
- <http://expatriateadvisory.com/types-of-properties-foreigners-can-buy-in-malaysia/>
- http://www.rap-japan.net/english/research_pdf/Malaysia/Malaysia_Guideline.pdf
- <http://www.joneslangasallesites.com/investmentguide/country/malaysia/foreignpropertyownership>
- <https://ringgitplus.com/en/blog/Personal-Finance-News/Malaysia-Income-Tax-Guide-2016.html>

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Q What is Malaysia My 2nd Home (MM2H) Program?

A Malaysia My Second Home (MM2H) Program is promoted by the Government of Malaysia to allow foreigners who fulfill certain criteria, to stay in Malaysia for as long as possible on a multiple-entry social visit pass. The Social Visit Pass is initially for a period of ten 10 years, and is renewable. It is open to citizens of all countries recognized by Malaysia regardless of race, religion, gender or age. Applicants are allowed to bring their spouses and unmarried children below the age of 21 as dependents.

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Q What is the specific application procedures, documents and expenses needed as well as the timeline?

A For the specific operational procedures, required documents and timeline please visit www.mm2h.gov.my.

The application fee for the MM2H program is usually RM10,000. However, this fee will be paid by the developers for Aman Pesona buyers. Application procedures usually will take around six months before applicants are notified about whether their application have been approved or rejected.



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Q Should I apply for MM2H or should I buy property first?

A Purchasing the property first would be the better choice, because this could fulfil one of the main conditions of MM2H.

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Q Besides the MM2H Program, are there any other incentives for the buyers?

A Yes. The developer will offer every buyer a three-year golf membership at Dalit Bay Golf & Country Club.

You may refer to your local agents for early bird discount and further details.

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Q Is the living expenses in Sabah high?

A The living expenses required to live comfortably in Sabah is not very high, RM6000 per month would be more than sufficient. As an illustration, breakfast for one cost around RM12, a 3-dish meal for 2 people would go for around RM50, even eating seafood is relatively cheap as Sabah is one of the famous main seafood exporting state in Malaysia.

Below are the prices for common food items:

Items	Units	Price
 Rice (medium grade)	10 kg	RM40.00 onwards
 Sugar	1 kg	RM1.90 onwards
 Salt	800 g	RM0.70 onwards
 Pork (3 layer pork)	1 kg	RM18.00 onwards
 Chicken	1 kg	RM7.00 onwards
 Fish (Local)	1 kg	RM3.00 onwards
 Beef	1 kg	RM22.00 onwards
 Eggs	2 Dozens	RM12.00 onwards
 Oil	1 kg	RM7.50 onwards



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Q How are the medical facilities and education system in Sabah?

A Aside from Hospital Queen Elizabeth, big hospitals such as Gleneagles and Jesselton Medical Center has recently been set up in Sabah, it is safe to say that the medical facilities are quite complete. Even medical fares are affordable, the price of a basic body checkup starts at RM300.

Below are some of the more well-known medical centres in Kota Kinabalu:

Name of Medical Centre	Basic Health Check Package price
Rafflesia Medical Centre	RM400
Sabahcare Specialist Clinic	RM199
KPJ Damai Specialist Hospital	RM150
Hospital Queen Elizabeth	Price is subjected to options picked by patient
Hospital Queen Elizabeth 2	
Hospital Wanita dan Kanak-Kanak	
Kota Kinabalu Specialist Centre	
Gleneagles	RM340
Jesselton Medical Centre	RM330
KPJ Sabah Specialist Hospital	RM330
Sabah Medical Centre	RM720

As for education, one can choose to take Mandarin as an elective from kindergarten level up to high school, learning 3 languages (English, Mandarin and Malay) at the same time. Aside from government schools, private schools and international schools are also an option. There are 2 private high schools, Sabah Tshung Tsin Secondary School and Kian Kok Middle School. There are 2 famous international schools, Sayfol International School and Kinabalu International School.

Kinabalu International School (KIS)'s school fee is as follows:

Year	Termly Tuition Fee (3x per year)	Termly School Development Fund Levy (3 x per year)	Year fee (3 x Termly Fee plus 3 x School Development Fund Levy)
Nursery 1	RM 4,000	RM 550	RM 13,650
Foundation 1	RM 4,000	RM 550	RM 13,650
Foundation 1	RM 6,000	RM 550	RM 19,650
Foundation 2	RM 8,268	RM 550	RM 26,454
Year 1	RM 8,268	RM 550	RM 26,454
Year 2	RM 8,268	RM 550	RM 26,454
Year 3	RM 8,268	RM 550	RM 26,454
Year 4	RM 8,268	RM 550	RM 26,454
Year 5	RM 8,268	RM 550	RM 26,454
Year 6	RM 8,712	RM 550	RM 27,786
Year 7	RM 10,112	RM 550	RM 31,986
Year 8	RM 10,112	RM 550	RM 31,986
Year 9	RM 10,556	RM 550	RM 33,318
Year 10	RM 11,887	RM 550	RM 37,311
Year 11	RM 11,887	RM 550	RM 37,311
Year 12	RM 12,216	RM 550	RM 38,298
Year 13	RM 12,216	RM 550	RM 32,190

* Year 13 students pay 50% of the termly tuition fee in Term 3

Sayfol International School's fee is as follow:

Year	Term Fee
Nursery 1	RM 1,500 per month
Kindergarten	RM 3,105
Intermediate	RM 3,105
Primary 1	RM 4,589
Primary 2	RM 4,589
Primary 3	RM 4,589

Primary 4	RM 5,434
Primary 5	RM 6,055
Primary 6	RM 6,132
Year 7	RM 6,986
Year 8	RM 6,986
Year 9	RM 7,607
Year 10	RM 9,000
Year 11	RM 9,000
Year 12	RM 8,050 (x2)
Year 13	RM 8,050 (x2)

Remarks : 3 semester per year

After graduating high school in Malaysia, graduates can apply straight to universities in UK, USA or Australia aside from local universities. The English standard in Malaysia is recognized by all 3 countries mentioned above and there is no need to sit for IELTS, TOEFL or to spend two more years studying ESL (English as a Second Language) as long as the students' 1119 results are satisfying.

Disclaimer: All prices listed here may change according to the respective service providers.

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Q Are there problems such as racial discrimination and religion restriction in Sabah?

A There are 28 different races living in Sabah where people co-exist in harmony, therefore racial discrimination is rare in Sabah. As for religion, there is no restriction in Malaysia, the people are free to choose what they want to believe in. Local aborigines are mostly Christians, Malays are Muslims while most local Chinese believe in Buddhism and Taoism. There is no need to worry about the problems mentioned above when living in Sabah.





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Q If a foreign investor wishes to set up a business in Malaysia, what is the standard procedure, the needed documents, timeline and expenses?

A A foreign investor would first need to set up a company. After company registration, investors could then apply for work permit for the company's two main shareholders (self-employed). When registering for their company name, company names should not be repeated or be already in use by other parties. Investors can register to Malaysia Private Limited Company Registration Board. Within two weeks, investors can complete the registration formalities. The whole registration takes about RM 3500, for a registered private limited company (private limited), while the minimum pay-up fee is RM 2.

Benefits of registering Private Limited are as follows:

- Convenience in applying for a business license
- Convenience in applying for work permit business
- Higher approval rate for Immigration Department to grant temporary residence visa

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Q If a foreign investor wishes to purchase a property (retail or residential) in Sabah to apply for bank loans, what are the specific operational procedures, documents needed, loan margin and repayment timeline?

A Once foreign investors have applied for a private limited company, they can then apply for a business license. With the business license, the investor can apply to open a bank account in any banks in Malaysia, and may also apply to domestic or foreign bank for loans to purchase commercial shops or private homes.

Investors may apply bank loans from Bank of China, ICBC, OCBC, HSBC Investment Bank or Kuwait House of Finance. Malaysia's domestic banks such as Maybank, Public Bank and Alliance Bank can usually give loan margins as high as 60-70%. Applicants must not be more than 65 years old. Loan timeline has a 10 to 15-year amortization period. The buyer's ability to repay and proof of income (domestic and foreign) are also key factors for banks to approve loans. The base rate is 3.8%.

Application of bank loan required the following documents :

- ◆ Photocopy of passport
- ◆ Buyer company bank current accounts and bank statements (6 months' worth)
- ◆ Company Registration Number
- ◆ Foreign company or individual buyer's proof of income
- ◆ Business license
- ◆ Any supporting documents such as sale and purchase agreements



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