Beachfront Condotel & Hotel Suites

aman senja

FAQ

SPECIAL FEATURES OF AMAN SENJA

PERFECT HIDEAWAY FROM CITY HUSTLE & BUSTLE

Aman Senja is situated at Sabandar, Tuaran. It is located 30km away from Kota Kinabalu, the city centre of Sabah (or 40km from Kota Kinabalu International Airport). Sabandar, Tuaran is poised to be the "Second Bali" with its beautiful sunset and white sandy beach.

COMMERCIAL PRODUCT GOOD FOR AIRBNB AND DAILY RENTAL REVENUE APART FROM SELF-ENJOYMENT

Variety of bedroom sizes to be sold for private ownership that can run individually as Airbnb, self-leisure use or share rental income under joint hotel management with the hotel operator and developer.

CLOSE TO NATURE

Adjacent to an abundance of natural assets such as white sandy beach, golden sunset, lush mangrove park, riverbank, and fireflies.

LONG SANDY BEACH AT YOUR DOORSTEP

Long sandy beach with crystal clear blue water and a variety of sea sport activities for your holiday enjoyment. A rare beachfront development in Sabah, Malaysia.

DIRECT SEA VIEW AND RIVER & MOUNTAIN VIEW

Front units have a direct sunset view towards South China Sea whereas the rear units faces the river, mangrove forest as well as Mount Kinabalu's silhouette. Aman Senja is a unique asset to be owned by nature lovers.

COMPLETE WITH PROPERTY AND HOSPITALITY MANAGEMENT SERVICES

Apart from property management services, hospitality management is also provided to allow owners to rent out their unit at a daily rental rate to earn a side income. Housekeeping and breakfast services are also taken care by the hospitality team. An experienced hotel operator will be in charge of providing these hospitality services and maintaning facilities of the entire resort.

COMPLETE CLUBHOUSE AND RESORT FACILITIES

The clubhouse offers a wide range of facilities such as swimming pool, steam and sauna. Hotel facilities on the other hand, includes business centers, guest relations lobby, game room, restaurants cafes and sport facilities. A series of elongated retail shops and travel offices are also available at the retail boulevard located on the Ground floor.

AESTHETIC DESIGN WITH GREEN TECHNOLOGY IN MIND

The condotels and hotel suites are designed with resort ambience coupled with series of green features to comply to the accreditation of green building index.

CAPITAL APPRECIATION AND HIGH RETURN OF INVESTMENT

The investor could garner a high capital appreciation apart from receiving a side income from the shared monthly rental pool when not using the unit for their own leisure enjoyment.

CONTENT

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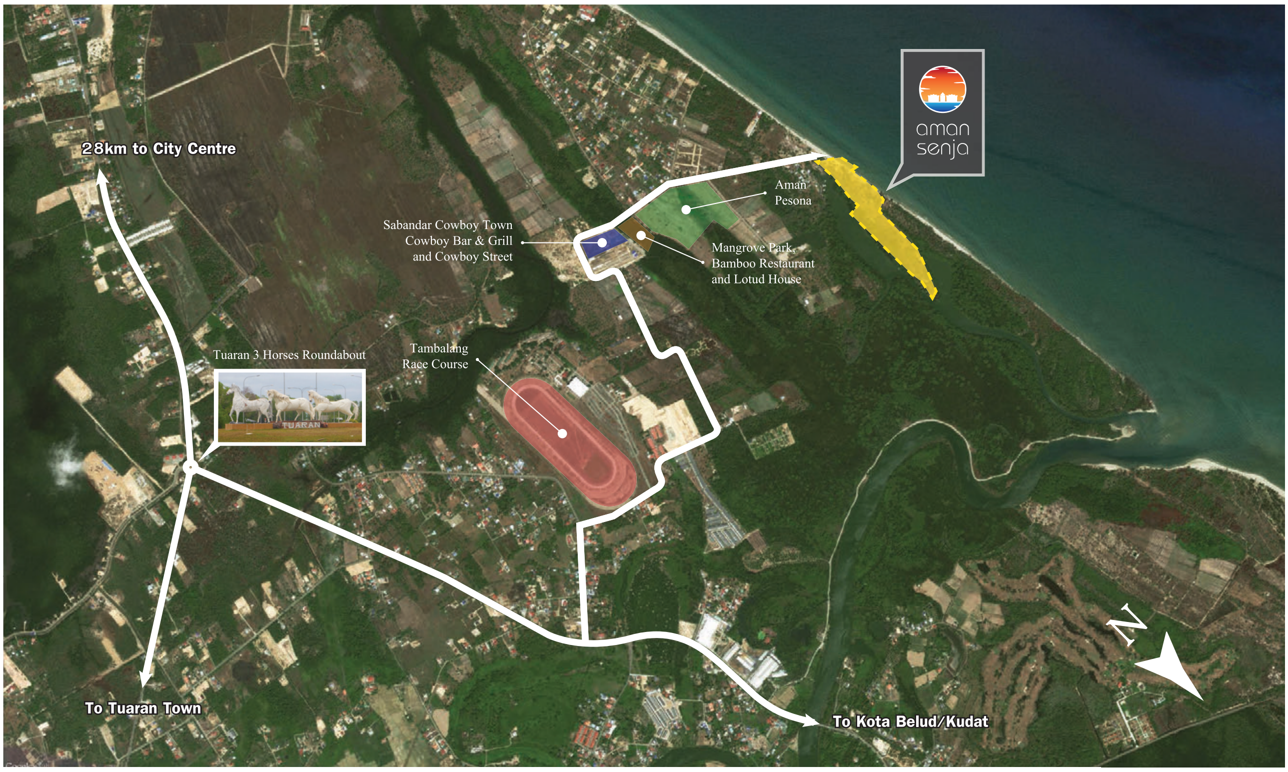
FAQ

01

Q What is Aman Senja Beachfront Condotel and Hotel Suites?

A Aman Senja is a perfect nature getaway destination surrounded by mother nature, located in Kampung Sabandar, Tuaran. Situated 30km northwest of Sabah's capital, Kota Kinabalu, this sanctuary is just 100 metres away from the white sandy beach of Sabandar. Aman Senja provides a combination of natural landscape and a medium high-end leisure lifestyle. The upcoming development consists of 888 units of beachfront condotels and 368 units of hotel suites which offer hospitality and hotel management services with state of art facilities. Aman Senja has a land area encompassing 22.57 acres.



Aman Senja Beachfront Condotel and Hotel Suites Site Location

Aerial view of Aman Senja Beachfront Condotel and Hotel Suites Site Location

View from South China Sea towards Block A

The above development will be implemented in several phases. Phase 1 features Block A with 368 units studio hotel suites (448 sq.ft intermediate units or 497 sq.ft corner units) and Block B with 162 units of dual-key condotel at 750 sq.ft.

View from Riverside towards Block A

02

Q Who is the developer for Aman Senja?

A The developer for Aman Senja 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) residential, commercial, hotel, industrial and community construction projects worth. Kinsabina Group is a member of FIABCI Malaysia and a member of Sabah Housing And Real Estate Developer Association (SHAREDA). Kinsabina is also accredited by the Construction Industry Development Board (CIBD) as Malaysia Grade 7 Registered Contractor with a 4-Star SCORE (2015-2017) 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 is well acclaimed development company which won several major international business awards, honors and accolades. Kinsabina Group has also earned several professional certifications and is well recognized in and out of the developments industry.

FIABCI
ASIA PACIFIC

CIDB
MALAYSIA

ISO 9001:2015

OHSAS 18001:2007

ISO 14001:2004

03

Q What are the features of Aman Senja?

A Aman Senja consists of 5 different types of rooms with different built up areas. In total, there are 1,256 units for sale which consist of:

Type	Built Up Area	Total Units
Junior Suites (Studio type)	448 & 497 sqft	368
2-bed condotel (2 dual keys)	750 sqft	450
Executive Suites (3 rooms dual key)	1,000 sqft	360
Premier Executive (3 rooms dual key)	1,350 sqft	26
Royal Suites (3 rooms dual key)	1,550 sqft	52

Each unit is fully furnished. The whole development comes with 24-hour CCTV & Security Guard services, combined with property management services and hotel management services to ensure your stay is safe and comfortable.

04

Q What are the architectural concepts for Aman Senja?

A The architectural concept for the entire development is to develop a resort condotel that provides luxurious yet tranquil lifestyle. This is done so by blending the development with the natural beautiful environment surrounding the site. The architect has maintained the natural mangrove along the riverbank and maintained the thick forest by erecting a long river deck on stilts to allow these trees to flourish and grow undisturbed. The hotel aesthetical design took inspiration from sea waves which gave the building an undulated facade. The protuding balcony acts a canopy to floors below to provide adequate shade while also functioning as a flowerbed to place a series of flower pots.

05

Q **What are the facilities provided?**



A

- 24-hour CCTV & Security Guard Services
- Swimming Pool (half-Olympic size) & Wading Pool
- Landscape Maintenance and Cleaning Service
- Café
- Clubhouse
- Sauna, Wellness and Relaxation Room
- Gymnasium
- Game Room
- Children's Playground
- Basketball Court and Tennis Court
- Wetland Forest and River Deck
- Cowboy Bar and Grill
- Yoga Platform
- Guest Reception Counter
- Horse Riding Centre
- Bamboo Restaurant
- Business Centre & Retail Shops
- Laundry Services
- Room Service and In-room Dining
- Buggy and Horse Wagon Services
- Housekeeping Services
- Resort Promotion and Marketing
- Inbound Itinerary Arrangement

06

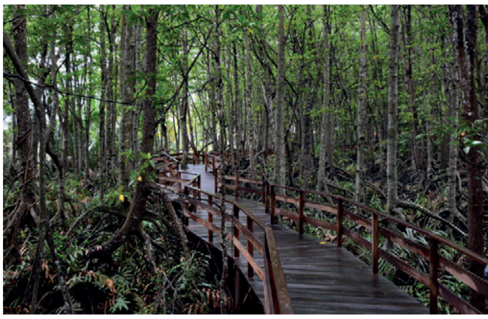
Q

Are there places of interests surrounding or nearby Aman Senja?

A

Sabandar Cowboy Town is a reflection of the Bajau Community's identity through performances showcasing its equestrian/horse riding skills and also providing horse cart 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. (1km from Aman Senja)

Sabandar Mangrove Park offers a natural environment in which guests could relax and observe nature. The mangrove park constitutes six acres of land so that guests can see a variety of flora and fauna, bask in the sunshine and enjoy the tranquil environment of being one with nature. There are few traditional houses erected inside the park, e.g Bajau house and Lotud house. (1km from Aman Senja)



The Bamboo Restaurant provides everyone the opportunity to taste and savor authentic Borneo cuisine after your walk through the mangrove park. Fresh local cuisines are prepared daily, changing according to the availability of ingredients. The restaurant is built with Nibong posts, bamboo structures and Nipah leaves resembling the Minangkabau style architecture. (1km from Aman Senja)

Sabandar Estuary has mangrove and nipah trees lining the river bank, with the leaves just in arms reach. Nestled in this grove is a tranquil fishing village where little boats trail the calm waters of the river.

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 renowned fresh seafood.

The Borneo Ant House, Malaysia's first underground gallery opens its door to visitors on 1st July 2017. It offers visitors a chance to learn more about ants as well as Sabah and Sarawak's ethnic groups. The name "Ant House" is taken from the concept of "living underground", like an ant. (12km from Aman Senja)

Tuaran is a bustling little town with boulevard-style streets that has a 9-storey Buddhist pagoda 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. (10km from Aman Senja)

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. Crocodile meat dishes are available at Oriental Restaurant should you wish to try it. (8km from Aman Senja)

Dalit Bay Golf & Country Club features an 18-hole championship golf course, so that members could golf under the scenic environment. Dalit Bay Golf & Country Club is attached to the famous 5-star Rasa Ria's beach resort of Shangri-La's Group (12km from Aman Senja).

Shangri-La's Rasa Ria Resort and Spa covers 400 acres of land, accentuating the natural beauty of Sabah. (12km from Aman Senja)

Rivercruise to Tuaran River. Fishing and river cruise to Tuaran River is available daily. Guests could embark on a river cruise as night falls and enjoy the breathtaking view of serene nature and fireflies twinkling in the night sky. 30-seater boats are also available for night viewing of fireflies.

07

Q Who will manage and operate Aman Senja?

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

The developer will be responsible and shall cover for any loss made by the hotel management.

08

Q When is the launching and completion of Aman Senja?

A Aman Senja Beachfront Condotel and Hotel Suites will be separated into different phases. Block A and B is expected to launch in 2019. All the 530 units will be sold for private ownership. Aman Senja is expected to be completed within 36 months upon signing the sales and purchase agreement.

09

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

A

i.	**Block A**		
	Studio Suites	=	**368 units @ 448 sqft or 497 sqft**
	Fronting Sea View	=	**RM 1,500 /sqft**
	Fronting River/ Mountain View	=	**RM 1,400 /sqft**
	Price Range	=	**RM 627,000 - RM 765,500**
ii.	**Block B**		
	Condotels	=	**162 units @ 750 sqft**
	Fronting Sea View	=	**RM 1,500 /sqft**
	Fronting River/ Mountain View	=	**RM 1,400 /sqft**
	Price Range	=	**RM 1,050,000 to RM 1,155,000**

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Q What are the sales incentives for Aman Senja?

A During soft launching, for the first 30% of units sold, buyers would be given a 15% rebate. During official launching, for the next 30% of units sold, buyers would be given a 10% rebate. After 6 months from the official launching, 5% discount will be given to the following 20% of units sold. This rebate cannot be deducted from the 10% down payment when signing the sale and purchase agreement. Instead, it will be deducted from the second and third progressive payment equally and the original selling price will appear as such in the sales and purchase agreement.

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Q What are the schedule of payment for domestic buyers?

A

	Details	Percentage
1.	Upon signing of the Sale and Purchase Agreement	10%
2.	Piling work in progress	10%
3.	Foundation work in progress	10%
4.	Reinforced Concrete Floor Slab of a particular level in progress	15%
5.	Installation of doors, window frames and internal walling of a particular unit in progress	15%
6.	The roof structures and roof topping for the whole block in progress	15%
7.	Roads and Drainage surrounded the particular block in progress	10%
8.	Certificate of Practical Completion by the architect (CPC)	5%
9.	The Occupation Certificate issued by Tuaran Council	5%
10.	The completion of installation for loose furnitures and built-in wardrobes, interior fixtures, electrical appliances and decoration	5%
	Total	**100%**

The above mode of billing is referring to a particular unit/parcel's work progress.
Note: Any rebate given by the Developer will be equally deducted in 3 payments from the fourth, fifth and sixth progress claims.

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Q Do I need to pay SST?

A The Sales and Service Tax (SST) has come into effect since 1 September 2018 replacing GST. SST will not be imposed for commercial properties as Aman Senja is categorized under commercial properties.

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Q How much should I pay as deposit if I am interested in buying a unit?

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.

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Q Will I get a refund if I do not want to purchase the unit after paying the deposit?

A No. The deposit will not be refunded after signing the Sale & Purchase Agreement. However, the booking fee will be refunded prior to the signing of SPA.

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Q Do I need to pay a management fee and sinking fund?

A Yes. Each buyer is required to pay monthly management fees and sinking fund.

	Unit Type	Management Fee	Sinking Fund	Total
BLOCK A	Intermediate	RM 200	RM 50	RM 250
	Corner	RM 240	RM 60	RM 300
BLOCK B	Intermediate	RM 300	RM 75	RM 375
	Intercorner	RM 300	RM 85	RM 385
	Corner	RM 300	RM 100	RM 400

16

Q Can I rent/sell my unit?

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

i) **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 10% commission 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.

ii) **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 10% 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.

iii) Shared Rental Pool Package

- Rent per night ranging from RM450 – RM900 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 unit owner's profit will be highly dependent on the daily rental rate and the occupancy rate of the units.
- Each block has their own separate rental pool collection.

Aside from being able to freely enjoy using their own unit, owners could also hand over their unit to the hotel management team to earn a side 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 the 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 unit 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.

Type	Built up area X room rate psf	Average Daily Rate
1. Hotel suites (studio type)	448 sqft X RM 1.05	RM 450 / night
2. Hotel suites (studio type)	497 sqft X RM 1.05	RM 500 / night
3. Type 1- 2 bed condotel	750 sqft X RM 1.05	RM 900 / night

Note: Above are examples intended to provide the prospective buyer with a basic understanding of the calculations and should not be taken as final. All figures are rounded off and based on seasonal room rates.

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Q Can you show me the calculations of my rental return?

A

$$\frac{\text{30 days - Days of Owner Stay}}{\text{30 days}} \times \text{Monthly Shared Rental Pool*} \times \frac{\text{Owner Unit Purchase Price}}{\text{Total Purchase Price of Units in SRP}}$$

= RM xx,xxx (Unit Owner's Monthly Rental Income)

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

The above calculation will not only allow buyers to enjoy ownership and rights to use their units, it can also help buyers derive a side rental income. (Mentioned in Q16)

The equation could divide the rental pool fairly; buyers that have invested in more expensive units would be entitled to higher rental income.

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Q How much dividend is given to the unit owners who join this shared rental pool package?

A There is no dividend given as this package is not an interest scheme. The above hotel management services is an additional service provided by the developer to the unit buyers, and therefore 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.

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Q If I want to participate in the shared rental pool package, how much will I get from the monthly and annual rental return?

A Assuming that all owners in the SRP package did not stay in their unit for the whole month, the forecasted monthly rental income is as follows:

BLOCK A SHARE RENTAL POOL RETURNS

Beach View	Intermediate	Int. Corner & Corner	Total
Units	160	32	192
Average Purchase Price (RM)	672,000.00	765,500.00	
(i) APP after 15% Discount (RM)	571,200.00	650,675.00	
(ii) Average Daily Rental Price (RM)	400.00	500.00	
Total Purchase Price= (i) *Number of Units	91,392,000.00	20,821,600.00	112,213,600.00
Total Rent per Day= (ii) *Number of Units	64,000.00	16,000.00	80,000.00

River View	Intermediate	Int. Corner & Corner	Total
Units	160	16	176
Average Purchase Price (RM)	627,200.00	715,800.00	
(i) APP after 10% Discount (RM)	533,120.00	608,430.00	
(ii) Average Daily Rental Price (RM)	350.00	450.00	
Total Purchase Price= (i) *Number of Units	85,299,200.00	9,734,880.00	95,034,080.00
Total Rent per Day= (ii) *Number of Units	56,000.00	7,200.00	63,200.00

Total Purchase Price (Beach & River View)	176,691,200.00	30,556,480.00	207,247,680.00
Total Rent per Day (Beach & River View)	120,000.00	23,200.00	143,200.00

BLOCK A SHARE RENTAL POOL RETURNS

Occupancy Rate	Monthly Rental Pool (RM)	Intermediate	Int. Corner & Corner	Average Yield
30%	773,280.00	2,060.21	2,348.98	4.48%
35%	902,160.00	2,403.58	2,740.47	5.22%
40%	1,031,040.00	2,746.95	3,131.97	5.97%
45%	1,159,920.00	3,090.32	3,523.47	6.72%
50%	1,288,800.00	3,433.69	3,914.96	7.46%
55%	1,417,680.00	3,777.06	4,306.46	8.21%
60%	1,546,560.00	4,120.43	4,697.96	8.95%
65%	1,675,440.00	4,463.79	5,089.45	9.70%
70%	1,804,320.00	4,807.16	5,480.95	10.45%

BLOCK B SHARE RENTAL POOL RETURNS

Beach View	Intermediate	Int. Corner & Corner	Total
Units	72	18	90
Average Purchase Price (RM)	1,125,000.00	1,155,000.00	
(i) APP after 15% Discount (RM)	956,250.00	981,750.00	
(ii) Average Daily Rental Price (RM)	800.00	850.00	
Total Purchase Price= (i) *Number of Units	68,850,000.00	17,671,500.00	86,521,500.00
Total Rent per Day= (ii) *Number of Units	57,600.00	15,300.00	72,900.00

River View	Intermediate	Int. Corner & Corner	Total
Units	36	36	72
Average Purchase Price (RM)	1,050,000.00	1,080,000.00	
(i) APP after 10% Discount (RM)	892,500.00	918,000.00	
(ii) Average Daily Rental Price (RM)	700.00	750.00	
Total Purchase Price= (i) *Number of Units	32,130,000.00	33,048,000.00	65,178,000.00
Total Rent per Day= (ii) *Number of Units	25,200.00	27,000.00	52,200.00

Total Purchase Price (Beach & River View)	100,980,000.00	50,719,500.00	151,699,500.00
Total Rent per Day (Beach & River View)	82,800.00	42,300.00	125,100.00

BLOCK B SHARE RENTAL POOL RETURNS

Occupancy Rate	Monthly Rental Pool (RM)	Intermediate	Int. Corner & Corner	Average Yield
30%	675,540.00	4,116.38	4,229.93	5.34%
35%	788,130.00	4,802.44	4,934.92	6.23%
40%	900,720.00	5,488.50	5,639.91	7.13%
45%	1,013,310.00	6,174.57	6,344.90	8.02%
50%	1,125,900.00	6,860.63	7,049.89	8.91%
55%	1,238,490.00	7,546.69	7,754.88	9.80%
60%	1,351,080.00	8,232.75	8,459.86	10.69%
65%	1,463,670.00	8,918.82	9,164.85	11.58%
70%	1,576,260.00	9,604.88	9,869.84	12.47%

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Q If I did stay for 5 days in a particular month, how much will I get from the shared rental pool?

A Let's just say if the occupancy rate for that particular month is 50% and the purchase unit that you own is RM956,250, the calculation is stated below:

For example Block B

= [(30 days – 5 days)] X 60% X RM125,100 X 50% X [(956,250/151,699,500)]
= RM5,914.33

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Q Will I be receiving a title of ownership for the unit that I purchased?

A Yes. Each unit will have an individual strata title (Country Lease or CL Subsidiary title), 99 years for commercial purpose. Foreign investors can buy directly and become a legitimate owner of the property.

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Q Will the developer hire any intermediary agencies to sell Aman Senja?

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

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Q Does the developer have financing from any bank?

A Yes. Kinsabina Group has applied for end-financing from Maybank, Hong Leong Bank, UOB Bank and the Industrial & Commercial Bank of China (ICBC) which is pending for approval.

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

A

Domestic Buyers:- You can choose to apply for a loan in any domestic bank in Malaysia.

Foreign Buyers:- Foreign buyers can only purchase properties above RM1 million. For such properties, foreign investors can apply for loans up to 50-60% in local banks and must have sufficient cash to pay the remaining 40-50%.

After you have signed the Sale & Purchase Agreement and have paid 10% for the down payment and suppose within six (6) months' your loan application is not approved, the developer will refund the 10% deposit back to you. However, the RM10,000 booking fee paid is not refundable.

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Q Will Aman Senja 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 with annual increase of 8% capital appreciation. This shows that Aman Senja would also most likely appreciate in its value in the upcoming years.

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Q Is there any other costs to be paid apart from the 10% deposit?

A Yes. Below are the instructions:

i. The developer shall bear the attorney's fees for the sale and purchase agreement.

ii. The developer is responsible for the legal fees required for execution of the bank loan agreement. However, the purchaser has to bear a total of (0.5% X total loan amount) for loan 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:

If the unit price is **RM533,610**

Amount (RM)	533,610.00		
		Stamp Duty Rate	**RM**
First RM 100,000	100,000.00	1%	1,000.00
RM 100,001 to RM500,000	400,000.00	2%	8,000.00
RM 500,001 to RM 1,000,000	33,610.00	3%	1,008.30
RM 1,000,000 and above		4%	
		Total Stamp Duty	**10,008.30**

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

A The developer will furnish 4 sets of Sale & Purchase Agreement with an attachment of "Deed of Covenants" for you to sign. The "Deed of Covenants" will specify all the DOs and DON'T's with an annexure of property management and house rules.

Additionally, a proposed terms and conditions agreement for the hotel operator to manage and market your units under several hotel management schemes such as:-

(a) **Annual rental scheme or**
(b) **Half yearly rental scheme or**
(c) **Shared rental pool scheme**

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

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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.

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 4^{th} year	20%	20%	30%
In the 5th year	15%	15%	30%
In the 6^{th} year and subsequent year	10%	5%	10%

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

A In Malaysia, if a foreign investor 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:

Malaysia 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%	

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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 procedure, documents and expenses needed as well as the timeline for the entire MM2H program process?

A The application fee is usually RM10,000. However, the developer shall bear the application service fee for all foreign purchasers of Aman Senja Beachfront Condotel and Hotel Suites. Application procedures will take about six months before applicants are notified about whether they have been approved or rejected. For more information, please visit www.mm2h.gov.my.

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

A Purchasing the property first would be a better choice, because this could fulfil one of the main conditions of MM2H. Foreigners can only purchase property worth more than RM 1 million. The property purchased can be used to substitute the fix deposit of RM300,000 required as per MM2H requirements.

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Q Why invest or stay in Sabah?

A 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 and escalates at approximately 8% per annum. This shows that these properties would most likely appreciate in its value in the upcoming years. The tourism sector in Sabah is also strong with the frequent flights and high tourist arrivals as shown in the tables below. However, the lack of supply for hotel rooms in Sabah makes investing in condotels a safe investment.

Quick Facts

Arrivals Summary

Year	2014	2015	2016	2017
International Arrivals	996,522	978,426	1,128,776	1,235,178
Domestic Arrivals	2,234,123	2,197,800	2,299,132	2,449,556
Total Arrivals	3,230,645	3,176,226	3,427,908	3,684,734
Receipts (RM Bil)	6.633	6.607	7.249	7.82

Quick Facts

Latest International Direct Flight

Flight Frequencies Per Week	183
Seat Capacity Per Week	28,921
No. of International Destinations	16
No. of Foreign Airlines	12

Latest Domestic Flight

Flight Frequencies Per Week	453
Seat Capacity Per Week	64,704
No. of Domestic Destinations	9

No. of Charter Flights

Country	2014	2015	2016
No. of Charter Flights	**187**	**76**	**210**
South Korea	73	26	17
China	107	34	183
Japan	7	16	7
Taiwan	-	-	3
No. of Passengers	**29,473**	**11,422**	**25,627**

Sabah Hotel Room Supply

Star Rating	No. of Hotels	No. of Rooms
5 Star	10	3,169
4 Star	15	3,132
3 Star	48	5,035
2 Star	39	2,178
1 Star	30	1,003
3 Orchid	27	810
2 Orchid	23	503
1 Orchid	28	611
No Rating	413	10,072
Total / Overall	633	26,513
2017 Sabah Hotel Average Occupancy Rate		Not less than 80%

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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, 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 racial discrimination when living in Sabah.

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Q Are 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	RM 40.00 onwards
Sugar	1 kg	RM 1.90 onwards
Salt	800 g	RM 0.70 onwards
Pork (3 layer pork)	1 kg	RM 18.00 onwards
Chicken	1 kg	RM 7.00 onwards
Fish (Local)	1 kg	RM 3.00 onwards
Beef	1 kg	RM 22.00 onwards
Vegetables	1 kg	RM 2.00 onwards
Eggs	2 dozens	RM 12.00 onwards
Oil	1 kg	RM 7.50 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 complete. Even medical fares are affordable, the price of a basic body check-up 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	RM 400
Sabahcare Specialist Clinic	RM 199
KPJ Damai Specialist Hospital	RM 150
Hospital Queen Elizabeth	(Price is subjected to options picked by patient)
Hospital Queen Elizabeth 2	(Price is subjected to options picked by patient)
Hospital Wanita dan Kanak-Kanak	(Price is subjected to options picked by patient)
Kota Kinabalu Specialist Centre	(Price is subjected to options picked by patient)
Gleneagles	RM 340
Jesselton Medical Centre	RM 330
KPJ Sabah Specialist Hospital	RM 330
Sabah Medical Centre	RM 720

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 Bahasa Malaysia) at the same time. Aside from government schools, private schools and international schools such as KIS and Sayfol is also an option. 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.

Kinabalu International School (KIS)'s school fees are as follows:

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

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

Sayfol International School's fees are as follows:

Year	Term Fee
Nursery 1	1,500 per month
Kindergarten	3,105
Intermediate	3,105
Primary 1	4,589
Primary 2	4,589
Primary 3	5,434
Primary 4	5,434
Primary 5	6,055
Primary 6	6,132
Year	**Term Fee**
Year 7	6,986
Year 8	6,986
Year 9	7,607
Year 10	9,000
Year 11	9,000
Year 12	8,050 (x2)
Year 13	8,050 (x2)

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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 at Malaysia Private Limited Company Registration Board. Within two weeks, investors can complete the registration formalities. The whole registration will cost about RM3,500, for a registered private limited company (private limited), while the minimum pay-up fee is RM2. However, a foreign investor is preferably to register a paid capital of RM1,000,000 for the company shareholders to apply for work permit.

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 and they want to apply for bank loans, what are the standard 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, UOB, 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% to domestic buyers. 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%. Foreigners may try to apply a loan margin of 50% of purchase value.

Application of bank loan required the following documents:

- Photocopy of passport
- Company Registration Number
- Business license
- Buyer’s company bank current accounts and bank statements (6 months’ worth)
- Foreign company or individual buyer’s proof of income
- Any supporting documents such as Sale and Purchase Agreements

Disclaimer: The information provided in this document is only intended to provide the prospective purchaser of a Condo-Hotel unit at Aman Senja Beachfront Condotel and Hotel Suites with a basic understanding of the questions that are addressed herein. The information provided in this document is preliminary and should not be viewed as final or binding upon Kinsabina Group or its subsidiaries, the Hotel Management Company or any other person(s).

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