

THE EDGE™ - PEPS
MALAYSIA
**Value Creation
Excellence
Award 2020**

THE EDGE MALAYSIA -PEPS Value Creation Excellence Award 2020

The Edge Malaysia-PEPS Value Creation Excellence Award is an exercise to measure the capital appreciation of properties between the property developers' selling price and the subsequent resale price in secondary transactions.

The award is divided into two categories:

- residential; and
- non-residential (industrial and commercial).

This exercise aims to help consumers discover which properties have the greatest value creation in terms of capital appreciation and to recognise the property developer whose properties have achieved the highest value creation.

ELIGIBILITY

1. The Edge Malaysia-PEPS Value Creation Excellence Award 2020 is open to all Malaysian property developers, listed and non-listed, with property projects in Malaysia.
2. The property project submitted can either be:
 - 2.1 An entire property development; OR
 - 2.2 A phase/precinct (of the same type) of a property development.
3. The property project must be located in Malaysia.
4. The property project must have:
 - 4.1 Residential category: A gross development value of at least RM150 million; OR a gross development size of at least 75 units of the same type.
 - 4.2 Commercial category: A gross development value of at least RM100 million; OR a gross development size of at least 50 units for non-strata and at least 150 units for strata property of the same type.
 - 4.3 Industrial category: A gross development value of at least RM50 million; OR a gross development size of at least 30 units for non-strata and at least 60 units for strata property of the same type.
5. The properties need to be fully completed and have received the Certificate of Fitness for Occupation (CFO) from the relevant local authority or the Certificate of Completion and Compliance (CCC). (To show proof of certs.)
6. There must have been **five (5) secondary sale transactions of five (5) properties of the same type within the same project** (e.g. a two-storey intermediate link unit will be considered a different type of property from a two-and-a-half-storey intermediate link unit).
7. Only the latest secondary sale transaction for each property will be considered, i.e. the secondary sale transactions must be to the current owners of the properties.
8. The property project must have been made available for sale by the property developer on or after **January 1, 2015**, and the sale transactions, both the original sale by the property developer and the subsequent secondary sale, must be within a five (5)-year period, i.e. the assessment will be covering the capital appreciation over a five (5)-year period.
9. The sale transactions, both the original sales by the property developer and the subsequent secondary sales, must have been conducted on an arms-length basis and any discounts or rebates will be added back to the transaction price.

10. Property developers can submit more than one entry, provided that each entry is in relation to properties of different property projects.

11. A property project that is a prior winner of this Award is not eligible for a subsequent award.

SUBMISSION REQUIREMENTS

1. Five (5) sets of each entry are required.
2. Each set of entry must contain:
 - 2.1 A fully completed official entry form (photocopies are acceptable).
 - 2.2 Requisite supporting documents:
 - 2.2.1 Certified true copies of
 - a) the Sale & Purchase Agreements by the property developer to the original purchaser for each of the five (5) properties including additional or subsidiary agreements for any variations, modifications, additions or enhancements provided by the property developer or requested by the original purchaser
 - b) the duly stamped (ad valorem) Deed of Assignment to the current owner;
 - c) the duly stamped Memorandum of Transfer (Form 14A under the National Land Code, 1965) to the current owner that has been extracted from the relevant Land Office/Registry, i.e. the Form 14A must contain a submission no. (perserahan no.) by the relevant Land Office/Registry; **OR**
 - d) the Notice of Assessment (notis taksiran) issued by the Inland Revenue Board of Malaysia (Lembaga Hasil Dalam Negeri of Malaysia) following the submission of the Form 14A in (b) above or Form PDS15 under Section 5 of the Stamp Act, 1949 for the transfer of property to the current owner.
 - 2.2.3 Advertising or promotional material documenting the property developer's selling price for that type of property before any discounts.
 - 2.2.4 Video submission is required to describe / showcase each of the five (5) properties. Video submitted must be in MP4 format in a CD/DVD/thumbdrive.
 - 2.2.5 Detailed description of each of the five (5) properties accompanied by a complete listing of fittings provided by the property developer including any photographs* (where possible) of the exterior and interior of the properties as at the handover by the property developer to the original purchaser. The photographs submitted can be in hard copy, 5R size (5" x 7" or 12.7cm x 17.78cm) or soft copy in a CD/DVD/thumbdrive (jpg format, 300 dpi minimum).
 - 2.2.6 Detailed description of the properties as at the secondary sale transactions listed in the entry form, listing any

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variations, modifications, additions or enhancements including any photographs* (where possible) of the exterior and interior of the properties. The photographs submitted can be in hardcopy, 5R size (5" x 7" or 12.7cm x 17.78cm) or softcopy in a CD/DVD/thumbdrive (jpg format, 300 dpi minimum).

*** Note**

- The entrant is deemed the copyright owner of the photographs submitted as part of the entry. The organisers shall not be held responsible for any copyright issues in relation to the photographs submitted.
 - The organisers shall not be held responsible for any claim or complaint from anybody that the content of the photographs were taken without permission.
3. Each of the five sets of every entry must be enclosed in an envelope measuring no larger than 45.5cm x 33cm and clearly marked with the following:
The Edge Malaysia-PEPS Value Creation Excellence Award 2020
 Name of property developer
 Name of property project
 Set 1 (2...etc.) of 5
 4. Entries are free of charge.
 5. All entries submitted will become the property of The Edge Communications Sdn Bhd and will not be returned. The Edge Communications also reserves the right to retain all submitted material for purposes of publication and exhibition.
 6. Proof of postage is not proof of receipt. No correspondence will be entertained for any damage, loss or late submissions.
 7. All expenses incurred in the submission of entries (including carriage and postage) are to be borne by the parties submitting the entries.
 8. Submission materials
 - (a) Soft copy entries to be emailed to tepea@bizedge.com
 - (b) Hard copy entries are to reach The Edge Communications Sdn Bhd, Level 3, Menara KLK, No.1 Jalan PJU 7/6, Mutiara Damansara, 47810 Petaling Jaya, Selangor by **5pm, Friday, July 24, 2020.**

JUDGING CRITERIA

The evaluations of the submissions are based on five (5) secondary sale transactions to ensure that the capital appreciation is a trend and not a one-off transaction.

1. The judging criteria are as following:

	Weightage
1.1 The average capital appreciation derived from the property developer's selling price and the actual transacted price or deemed market value of any subsequent sale of the five (5) properties.	65%

1.2	The average capital appreciation per year over a period of no more than five (5) years, derived from the average capital appreciation as stated in 1.1 above.	15%
1.3	Qualitative attributes of the property project based on the occupancy rate, master planning and the sustainability of value.	20%

2. Any discounts, incentives or rebates will be added back to the transaction price. Both the original sale by the property developer and the subsequent secondary sale must have been conducted on an arms-length basis.
3. The capital appreciation will be made on an apple-to-apple comparison. Any renovations or improvements to the property will be disregarded to ensure that such factors are omitted in measuring the average capital appreciation of the properties.
4. A video meeting with the judging panel will be arranged by *The Edge* should there be any further questions on the property project submitted.
5. The judging panel will have the right to request for additional information or to independently verify the information in the submission.

JUDGING PANEL

1. The 5-member judging panel comprises representatives from PEPS (Persatuan Pernilai, Pengurus Harta, Ejen Tanah & Perunding Swasta Malaysia/ Association of Valuers, Property Managers, Estate Agents and Property Consultants in the Private Sector Malaysia) and *The Edge*.
2. The judging panel reserves the right not to name an award winner should there not be a deserving entry.
3. All decisions by the judging panel are final. Enquiries, debates or correspondence on the judging panel's decision will not be entertained.

PUBLISHING OF WINNING COMPANIES

Results of *The Edge Malaysia* Property Excellence Award will be published in *The Edge Malaysia* and online at theedgemarkets.com and edgeprop.my. All award winners may make reference to the award results in their advertisements.

CLOSING DATE

5pm, Friday, July 24, 2020.

ENQUIRIES

Contact Corporate Communications at *The Edge* at tepea@bizedge.com or 03-7721 8247.

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ENTRY FORM

Property Developer

Address

Postcode

Town/City

State

Contact Person

Designation

Phone

Fax

E-mail

Property Project

Details of the Properties

PROPERTY 1

Residential

Commercial

Entire project

Precinct/Phase

Type of property

Address

Postcode

Town/City

State

Property Launch Date

Property Developer's Selling Price, before any Discounts

Details of Property Developer's Discounts Bumiputera Bulk Discount Repeat Buyer Staff
 Others _____

(please indicate)

Amount of Discount

Date of Sale by Property Developer to Original Purchaser

Renovations/Improvements to the Property

Date of Latest Secondary Sale

Transacted Price of Latest Secondary Sale

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PROPERTY 2

Type of property

Address

Postcode

Town/City

State

Property Launch Date

Property Developer's Selling Price, before any Discounts

Details of Property Developer's Discounts Bumiputera Bulk Discount Repeat Buyer Staff
 Others _____
(please indicate)

Amount of Discount

Date of Sale by Property Developer to Original Purchaser

Renovations/Improvements to the Property

Date of Latest Secondary Sale

Transacted Price of Latest Secondary Sale

PROPERTY 3

Type of property

Address

Postcode

Town/City

Property Launch Date

Property Developer's Selling Price, before any Discounts

Details of Property Developer's Discounts Bumiputera Bulk Discount Repeat Buyer Staff
 Others _____
(please indicate)

Amount of Discount

PROPERTY 3 (continued)

Date of Sale by Property Developer to Original Purchaser

Renovations/Improvements to the Property

Date of Latest Secondary Sale

Transacted Price of Latest Secondary Sale

PROPERTY 4

Type of property

Address

Postcode

Town/City

State

Property Launch Date

Property Developer's Selling Price, before any Discounts

Details of Property Developer's Discounts Bumiputera Bulk Discount Repeat Buyer Staff
 Others _____

(please indicate)

Amount of Discount

Date of Sale by Property Developer to Original Purchaser

Renovations/Improvements to the Property

Date of Latest Secondary Sale

Transacted Price of Latest Secondary Sale

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PROPERTY 5

Type of property

Address

Postcode

Town/City

State

Property Launch Date

Property Developer's Selling Price, before any Discounts

Details of Property Developer's Discounts Bumiputera Bulk Discount Repeat Buyer Staff
 Others _____
(please indicate)

Amount of Discount

Date of Sale by Property Developer to Original Purchaser

Renovations/Improvements to the Property

Date of Latest Secondary Sale

Transacted Price of Latest Secondary Sale

DECLARATION

I hereby declare the following:

1. I agree to abide by the terms & conditions of *The Edge Malaysia*-PEPS Value Creation Excellence Award 2020.
2. I confirm that all information given in this form is true and accurate.

Signature

Name

Designation

Company Stamp

Date

SUBMISSION CHECKLIST

(5 SETS)

- [] Completed entry forms
- [] Photocopy of Certificate of Completion and Compliance (CCC) or Certificate of Fitness of Occupation (CFO)
- [] Certified true copies of
 - [] the Sale & Purchase Agreements for each of the five (5) properties by property developer to the original purchaser
 - [] the duly stamped (ad valorem) Deed of Assignment to the current owner
 - [] the duly stamped Memorandum of Transfer (Form 14A) to the current owner**OR**
 - [] the Notice of Assessment (notis taksiran) issued by the Inland Revenue Board of Malaysia (Lembaga Hasil Dalam Negeri of Malaysia) for the transfer of property to the current owner
- [] Advertising or promotional material documenting the property developer's selling price before any discount
- [] Detailed description of each of the five (5) properties, listing any variations, modifications, additions or enhancements including photographs of the exterior and interior of the properties.