




- CHARTERED SURVEYORS
- REGISTERED VALUERS
- REAL ESTATE AGENTS
- PROPERTY MANAGERS

## COMPANY PROFILE | 1.0

Name of Company	:	HARTANAH CONSULTANTS (VALUATION) SDN BHD	-	201001021616 (Formerly 905386-H)
		HARTANAH CONSULTANTS (ESTATE AGENCY) SDN BHD	-	(949279-U)
Business Registration No	:	V (1) 0052	-	Valuation
		E (1) 1382	-	Estate Agency
Date of Establishment	:	22 June 2010		
		Previously operated as HARTANAH CONSULTANTS, a Sole Proprietorship from 18 June 1996		
Registered Address	:	Suite 9.03, 9 <sup>th</sup> Floor, Wisma Cosway		
		88, Jalan Raja Chulan, 50200 Kuala Lumpur		
Telephone, Fax, Web & E-mail Address	:	Tel: +603-2148 8903		
		Fax: +603-2142 3309		
		Web: <a href="http://www.hartanahconsultants.com">www.hartanahconsultants.com</a>		
		E-mail: <a href="mailto:enquiry@hartanahconsultants.com">enquiry@hartanahconsultants.com</a>		
		FB: <a href="https://www.facebook.com/HartanahConsultants">www.facebook.com/HartanahConsultants</a>		
No. of Employees	:	Eleven (11)		
Professional Indemnity	:	RM5,000,000.00		
		with Etiqa Insurance Bhd		
Services Provided	:	<ul style="list-style-type: none"> <li>Real Estate Valuation &amp; Consultancy, Feasibility Studies and Market Research</li> <li>Estate Agency &amp; Project Marketing</li> </ul>		

## COMPANY PROFILE – cont'd

Membership of Institutions	:	<ul style="list-style-type: none"> <li>• Member of Royal Institute of Surveyors, Malaysia (MRISM)</li> <li>• Member of Royal Institute of Chartered Surveyors (RICS)</li> <li>• Member of Association of Valuers &amp; Property Consultants in Private Practice Malaysia (PEPS)</li> <li>• Member of Malaysia Institute of Estate Agents (MIEA)</li> <li>• Member of National Association of Realtors (NAR)</li> </ul> 
Achievement Awards	:	<ul style="list-style-type: none"> <li>• “Best Sales Performance” award from Pengurusan Danaharta Nasional Berhad during the 5<sup>th</sup> Property Tender Exercise in June – July 2001</li> <li>• MIEA National Real Estate Award for “Specialised Category - 2008” from Malaysian Institute of Estate Agents</li> </ul>
Panelships	:	<ul style="list-style-type: none"> <li>• EXIM Bank Berhad</li> <li>• Bank Kerjasama Rakyat Malaysia Berhad</li> <li>• MBSB Bank Berhad</li> <li>• Kenanga Investment Bank Berhad</li> <li>• Bank Perusahaan Kecil &amp; Sederhana Malaysia Berhad (SME Bank)</li> <li>• Sime Darby Property Berhad</li> <li>• SD Guthrie Berhad</li> <li>• Lembaga Tabung Haji</li> <li>• Perbadanan Kemajuan Negeri Selangor (PKNS)</li> <li>• Permodalan Nasional Berhad</li> <li>• UDA Holdings Berhad</li> <li>• Perbadanan Kemajuan Pertanian Selangor (PKPS)</li> <li>• Kuala Lumpur Kepong Berhad (KLK)</li> <li>• Malaysian Resources Corporation Berhad (MRCB)</li> </ul>

### **i) Valuation & Consultancy / Feasibility Studies and Market Research**

*Provided by Hartanah Consultants (Valuation) Sdn Bhd*

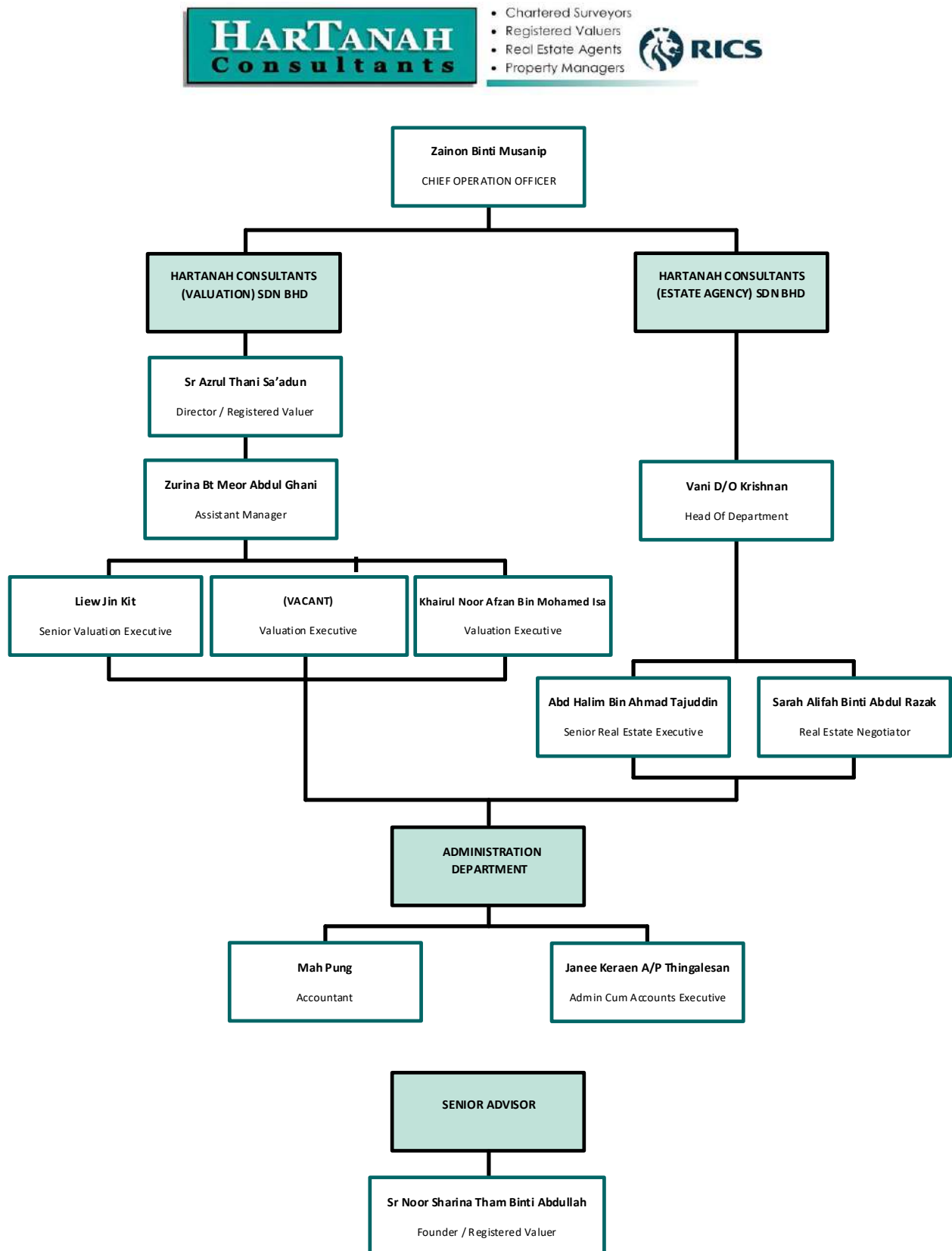
- Advising on values of all real properties for various purposes including credit security, internal management, taxation and fire insurance.
- Advising on values for investment decisions such as sale, purchase and letting.
- Asset valuations for corporate accounting, financial statements and submission to the Securities Commission.
- Valuations and consultancy for rating and compulsory acquisition compensation claims.
- Feasibility studies and market research for various properties. Collection and analysis of data relevant to decisions on site development, potential end-uses, development mix and demand and supply.

### **ii) Estate Agency/ Project Marketing/ Auction**

*Provided by Hartanah Consultants (Estate Agency) Sdn Bhd*

- Handling matters with regard to the sale, purchase and letting of all types of real estate ranging from vacant lands and individual houses to high-rise residential and office blocks, shopping complexes, hotels, factories, development lands and plantations belonging to individuals and private companies.
- Locating, identifying and securing sites for special users
- Advice on implementation of marketing strategies of property developments.
- Act for individual and corporate clients in bidding for properties at public and private auctions.

## ORGANISATION CHART | 3.0



## KEY PERSONNEL | 4.0

Hartanah Consultants is currently being led by the following young and dynamic Management Team

### Zainon Binti Musanip – Chief Operating Officer

[zainon@hartanahconsultants.com](mailto:zainon@hartanahconsultants.com)

**Zainon Musanip** holds a Diploma in Estate Management from Universiti Teknologi MARA (UiTM). She began her career in 1992 as a Valuation Assistant at CH Williams Talhar & Wong Sdn Bhd (now known as CBRE) before joining Berjaya Land Berhad in 1994 as a Property Executive. During her tenure at Berjaya Land Berhad, she managed property portfolios, handled property management for the group's condominium developments and provided internal valuation advice on the group's properties and new acquisitions.



Since joining Hartanah Consultants at its establishment in 1996, she has risen to her current position as Chief Operating Officer/Director. She currently oversees the management and operations of the Hartanah Consultants Companies. With over 32 years of experience in valuation and real estate agency, she brings extensive expertise and leadership to the firm.

She is a member of Malaysian Institute of Estate Agents (MIEA) and Association of Valuers, Property Managers, Estate Agents & Property Consultants in the Private Sector Malaysia (PEPS).

### Sr Azrul Thani Sa'adun – Director

[azrul.thani@hartanahconsultants.com](mailto:azrul.thani@hartanahconsultants.com)

**Sr Azrul Thani Sa'adun** is the Director at Hartanah Consultant (Valuation) Sdn. Bhd. (HCVSB). He completed Bachelor of Surveying (Property Management) and MSc Land Administration & Development, both from University of Technology, Malaysia (UTM). Sr Azrul Thani has over 20 years of experience in real estate particularly in real estate valuation, advisory and consultancy. He has undertaken a wide range of valuation exercises including special built industrial buildings, purpose-built office buildings, hospitals, hotels, oil palm estates, industrial complexes and lands, development lands as well as plant & machineries.



Prior to joining HCVSB, he started his career with C.H Williams, Talhar & Wong Sdn. Bhd. (now known as CBRE), Valuation & Property Services Department, Sime Darby Property Berhad and Rahim & Co International. Professional. He attended a professional attachment in Plant & Machinery Valuation at DTZ New Zealand Limited under the sponsorship of Ministry of Finance, Malaysia. In Sime Darby Property, Azrul Thani led the Strategic Market Research and Planning with major responsibility in the assessment real estate market trends and evaluation real estate development opportunities. A Registered Valuer, Estate Agent & Property Manager with the Board of Valuers, Appraisers, Estate Agents and Property Managers, Malaysia since 2011. Azrul Thani is also a Member of Royal Institution of Surveyors, Malaysia (RISM), Malaysian Institute of Estate Agents (MIEA) and Malaysian Institute of Property & Facility Manager (MIPFM).

Zurina Binti Meor Abdul Ghani – Assistant Valuation Manager

[zurinamag@hartanahconsultants.com](mailto:zurinamag@hartanahconsultants.com)

**Zurina Meor Abdul Ghani** began her career in 1990 after earning a Diploma in Estate Management from ITM, Shah Alam (now Universiti Teknologi Mara, UiTM). She started as a Valuation Assistant at Khong & Jaafar Sdn Bhd and, after 15 years of experience in valuation, she was promoted to Valuation Executive within the same company.

Committed to continuous learning, Zurina pursued and obtained a Bachelor's degree in Surveying (Property Management) from the University of Technology Malaysia (UTM) in 2012. Over the years, she has been actively involved in diverse valuation projects, covering purpose-built office buildings, shopping centers, hotels, hospitals, industrial properties, development lands, oil palm plantations, and plant and machinery.

With 33 years of dedicated service at Khong & Jaafar Sdn Bhd, she rose to the position of Senior Valuation Officer before joining Hartanah Consultants (Valuation) Sdn Bhd in 2025.



Vani d/o Krishnan – Head of Estate Agency Department

[vk1@hartanahconsultants.com](mailto:vk1@hartanahconsultants.com)

**Vani Krishnan** holds an MBA in International Business from University of East London and a Diploma in Entrepreneurship & Business Management from University of Malaya. She started her career as a Training Coordinator with Excel Consult (KE Management & Training Sdn Bhd). She then moved to join FACB Berhad & Petaling Tin Berhad before joining Hartanah Consultants in 2007. She has vast experience of about 35 years in Property Development (Sales & Marketing) and Real Estate Agency.



Liew Jin Kit – Senior Valuation Executive  
*liewjinkit@hartanahconsultants.com*

**Liew Jin Kit** holds a Master's Degree in Real Estate and a Bachelor's Degree in Estate Management from the prestigious University of Malaya (UM). His robust academic foundation has paved the way for an illustrious career spanning over 12 years, during which he has garnered extensive expertise in property valuation services across both corporate and retail sectors.

His career has included significant roles at renowned firms such as Henry Butcher International Property Consultants Sdn Bhd, EZT Property Management Sdn Bhd, HASB Property Consultants Sdn Bhd and First Pacific Valuers Property Consultants Sdn Bhd. These experiences have provided him with a deep understanding of diverse property markets, equipping him with the ability to deliver exceptional insights and solutions to clients.

In January 2023, Liew joined Hartanah Consultants (Valuation) Sdn Bhd, where he continues to leverage his vast industry knowledge and skills. His commitment to excellence, strategic thinking and meticulous approach to property valuation have solidified his reputation in the field.



Khairul Noor Afzan Bin Muhamed Isa – Valuation Executive  
*afzan@hartanahconsultants.com*

**Khairul Noor Afzan** holds a Bachelor's Degree in Real Estate from University of Malaya.

He began his career in property valuation in early 2025 as an intern at Rahim & Co International Sdn Bhd, where he gained invaluable hands-on experience in property valuation and market analysis. In the middle of 2025, he advanced his career by joining Hartanah Consultants (Valuation) Sdn Bhd as Valuation Executive to further refining his skill and expertise and to gain broader exposure in property valuation.





Abdul Halim Bin Ahmad Tajuddin – Senior Real Estate Negotiator  
*halim@hartanahconsultants.com*

**Abdul Halim** started his career as a Valuation Assistant in 1979 with Wan Malik & Lee and subsequently joined Suleiman & Co. in 1982. He then had a brief stint in the building construction industry in 1998 – 2000 which provided him with a broad perspective of the property and construction industry. He started as a Real Estate Negotiator at Hartanah Consultants in 2000 and is currently the Senior Real Estate Executive in the company.



Sarah Alifah Binti Abdul Razak – Real Estate Negotiator  
*sarah@hartanahconsultants.com*

**Sarah Alifah** graduated from University of Reading after successfully completing her postgraduate studies in MSc Digital Marketing. Prior to her Master's, she had completed 3 years of her undergraduate studies in BSc Real Estate at the same University. She has accumulated various work experiences in the Real Estate sector through local and international companies. This includes: Battersea Power Station Development Company in London, Malton Sdn Bhd in KL and IOI Properties in Puchong. Currently, she is working with Hartanah Consultants as a REN Digital Marketer to create and manage content marketing strategies, and social media presences of the company.



Mah Pung –Accountant  
[accounts@hartanahconsultants.com](mailto:accounts@hartanahconsultants.com)

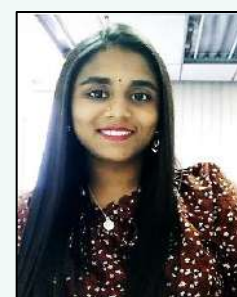
**Mah Pung** is a member of the Malaysian Institute of Accountants (MIA) and graduated from Australia with degree in Accounting and post-graduate diploma in Finance. He has gained more than thirty-five years working experience in areas of statutory reporting and compliance, external and internal auditing, tax audit, planning and compliance, corporate and management reporting, treasury, financial controls, budgeting and forecasts, and information systems. Exposure obtained in different industries from corporate level of a group of public listed companies, to subsidiary levels of multi-national companies with regional exposure, SME's, smaller size entrepreneur companies, as well as professional working experience overseas. He has also contributed to community and voluntary work.



Janee Keraen a/p Thingalesan – Admin cum Accounts Executive  
[accounts@hartanahconsultants.com](mailto:accounts@hartanahconsultants.com)

**Janee Keraen** holds a Diploma in Higher Education in Accounting & Finance from YPC International College, which she completed in 2016. She began her career journey in September 2016 as an Audit/Accounts Intern at K. K. Lee & Associates, where she completed a six-month internship specializing in audit and tax services. In 2017, she joined Mobilityone Sdn Bhd as an Accounts Assistant, building on her exposure in audit and accounting,

Leveraging her growing knowledge and experience, Janee joined Hartanah Consultants in 2018 as an Admin cum Accounts Assistant. She has since taken on the responsibility of managing the company's accounting and office administration functions. Recognizing her contributions and professional growth, Janee was promoted to the role of Admin cum Accounts Executive.



## SENIOR ADVISOR | 7.0

The management and operation of the company are further supported by the Senior Advisor:

Noor Sharina Tham Binti Abdullah @ Tham Yen Fong – *Founder*  
*nsth@hartanahconsultants.com*

**Noor Sharina Tham** is the Founder and formerly the Sole Proprietor of Hartanah Consultants. She is now the Director of Hartanah Consultants (Estate Agency) Sdn Bhd and Hartanah Consultants (Valuation) Sdn Bhd. She had her early tertiary education in Valuation and Property Management in University of Technology Malaysia before pursuing a degree course in Land Management in United Kingdom. Her professional career started when she joined Suleiman & Co. as Valuation Manager in 1984 until 1988. She obtained her professional license as a Registered Valuer during this tenure.



In 1988 she went into the corporate world by joining Berjaya Leisure Berhad as Senior Property Manager before embarking onto her own property consultancy business in 1996 under the sole proprietorship of Hartanah Consultants. She is a member of the Royal Institute of Chartered Surveyor (RICS), Fellow Member of Royal Institute of Surveyors Malaysia (RISM), Fellow Member of Association of Valuers, Property Managers, Estate Agents & Property Consultants in the Private Sector Malaysia (PEPS). She is also a Certified International Property Specialist (CIPS) by the National Association of Realtors. She has vast experience of about 36 years in the property industry spanning from Property Valuation, Real Estate Agency to Property Management.

### 1.0 CAPITAL VALUATION

Various types of valuation cases for financing, auditing, fire insurance, intended sale & purchase, land acquisition, corporate and preparation of market & feasibility study purposes. Major Valuation cases undertaken include :-

1. KL Plaza Complex, Jalan Bukit Bintang, Kuala Lumpur
2. Wisma Cosway, Jalan Raja Chulan, Kuala Lumpur
3. Kota Raya Complex, Jalan Tun Tan Cheng Lock, Kuala Lumpur
4. Berjaya Megamall Shopping Complex in Kuantan, Pahang
5. Berjaya Langkawi Beach & SPA Resorts, Langkawi, Kedah
6. Berjaya Redang Beach & SPA Resorts and The TARAS at Redang Island, Terengganu
7. Berjaya Tioman Beach & Spa Resort, Berjaya Tioman Suites and Commercial & Residential Land at Tioman Island, Pahang
8. Berjaya Georgetown Hotel (323 rooms), Penang
9. Berjaya Palace Hotel (160 rooms), Kota Kinabalu, Sabah
10. Berjaya Times Square, Jalan Imbi, Kuala Lumpur
11. Berjaya Industrial Park, Shah Alam Selangor
12. Seputih Heights, Bukit Seputih – Bungalow Lots
13. Valuation appealing for a reduction in the conversion premium payable.
14. Menara Shahzan Insas (also known as Menara Standard Chartered)
15. Bandar Banang Jaya, Batu Pahat, Johor
16. Tropicana Golf & Country Resort, Petaling Jaya, Selangor
17. Berjaya Hills Resort, Bentong, Pahang
18. Valuation of Properties Belonging to TT Resources Berhad
19. Colmar Tropicale (261 rooms) at Berjaya Hills, Bukit Tinggi, Pahang.
20. SOCFIN Estate, Batang Berjuntai, Selangor - 13,785 acres of agricultural land & land approved for conversion / subdivision at SOCFIN Estate
21. Valuation for golf courses, clubhouses and its facilities that include 27-hole Stafffield Golf & Country Resort in Nilai, Negeri Sembilan, 18-hole Bukit Banang Golf & Country Club in Batu Pahat, Johor and Kelab Darul Ehsan (KDE) Golf Course in Selangor.
22. Tasek Desa Water Theme Park, Kuala Lumpur
23. Menara MSC Cyberport, Johor Bharu
24. PKNS Complex Bangi
25. PKNS Complex Shah Alam
26. Shah Alam City Centre Mall (SACC Mall)
27. Menara Worldwide, Bukit Bintang
28. Menara PKNS, Petaling Jaya
29. Car Parking Podium within Dana 1, Petaling Jaya
30. Menara Bangkok Bank, Jalan Ampang
31. The Ritz-Carlton Residences, Jalan Ampang
32. Ancasa Royale Resort, Pekan, Pahang
33. Kuala Terengganu Golf Resort, Terengganu
34. Selangor Bio Bay sites in Pulau Indah, Klang

## 2.0 COMPULSORY ACQUISITION

1. Bukit Kiara Equestrian & Country Club, Kuala Lumpur
2. Bukit Tinggi Golf & Country Resort, Bentong, Pahang
3. Part of Sungai Tinggi Estate - Jalanraya Bukit Beruntung – Batang Berjuntai”, Kuala Selangor.
4. Part of land located within the locality of Balakong/Cheras.
5. Part of land located along Jalan Rawang-Batang Berjuntai, Kuala Selangor.
6. Projek Laluan Rel Pantai Timur (East Coast Rail Link – ECRL), Daerah Bentong, Pahang – Fasa 1B
7. Part of Kalumpang Resort & Training Center – Air Selangor
8. Part of Berjaya Park – Road Widening

## 3.0 LISTING EXERCISE

1. Valuation of Assets belonging to Cosway (M) Sdn Bhd for listing on The Stock Exchange of Hong Kong.



## PHOTOS OF PROPERTIES INVOLVED | 8.1



## NOTABLE FEASIBILITY STUDIES | 8.2

### 1. Privatisation of Tasik Desa Waterpark Development

- Feasibility Study on proposed development.

### 2. Aman Villa Project

- Feasibility Study on a proposed condominium development for a parcel of land located along Jalan Semantan belonging to Pernas Corporation Berhad.

### 3. Privatisation of Bukit Kiara Equestrian & Country Club

- Feasibility Study on a proposed development for the undeveloped portion

### 4. A Parcel of 3.5 Acres Development Land Located in Mont Kiara

- Feasibility study on a proposed semi-detached residential development as against high rise development.

### 5. A Parcel of 500 Acres Development Land Located in Tanjung Sepat, Sepang

- Feasibility study on a proposed residential development over a period of 6 years.

### 6. A Parcel of Development Land Located Along Jalan Ampang (Former Fairview School)

- Feasibility study on a proposed high-end condominium development.

### 7. A Parcel of 95 Acres Industrial Development Land, Subang Hi-Tech Industrial Park

- Feasibility study on a proposed conversion to residential development instead of industrial development.

### 8. A Parcel of 22 Acres Residential Development Land Adjoining Taman Cheras Perdana

- Feasibility study on a proposed residential development.

### 9. Privatisation of Botanical Park on Lot 35329, Bukit Kiara, Kuala Lumpur

- Feasibility study on the proposed Botanical Park and some high-end residential component on approximately 90 acres land in Bukit Kiara.

### 10. A Parcel of 331 Acres Development Proposed for a Water Theme Park and Resorts Homes at Mukim Che Latif, Kota Bahru, Kelantan

### 11. Feasibility study on Lot 266 & Lot 366 in Brickfields and a state land at Jalan Rozario (U-Thant) Kuala Lumpur for mixed development and high-end residential component on approximately 3.47 and 14.50 acres respectively.



## NOTABLE FEASIBILITY STUDIES | 8.3

1. Bungalow Lots and Bungalow Houses in Penang Hills and its surrounding

- Market Survey on market value of bungalow lot and houses within Penang Island.

## 2. Shopping Complexes in Kelantan

- Market study of shopping complexes in Kota Bahru and on a piece of development land located along Jalan Hamzah @ “Wakaf Siku” in Kelantan

### 3. Shopping Complexes in Terengganu

- Market study of shopping complexes in Kuala Terengganu.

#### 4. Residential, Commercial and Hotel in Nigeria.

- Conducted market study for on mass housing projects, commercial and mixed development sectors in its Federal Capital Territory of Abuja and States of Jigawa, Lagos, Kano, Port Harcourt as well as few districts in the semi arid area, in Nigeria.





Hartanah Consultants has concluded sales transactions with total value close to RM800 million since its establishment. Notable sales transactions amongst others include:

1. Kuala Lumpur Plaza, Jalan Bukit Bintang, Kuala Lumpur
2. Two (2) parcels of development land at Jalan Semarak, Kuala Lumpur
3. Development land at Jalan Perak, Kuala Lumpur
4. 100 acres of development land in Subang Hi-Tech, Subang
5. Bungalows and shop in Taman Seputeh, Kuala Lumpur
6. Condominiums in Pavilion Hilltop Mont Kiara, Kuala Lumpur
7. Detached houses and shops in Bangsar, Kuala Lumpur
8. Detached lots in Petaling Jaya, Selangor
9. Shops and vacant lands in Melawati, Hulu Kelang
10. Terrace houses and condominiums in Bukit Antarabangsa, Ampang
11. Bungalow lands and condominiums in Bukit Jalil, Kuala Lumpur
12. Retail lots and service suites in Berjaya Times Square, Kuala Lumpur
13. Retail Lots and apartments in Plaza Berjaya, Kuala Lumpur
14. Retail Lots and apartments in Wisma Cosway, Kuala Lumpur
15. Condominiums in Brickfields, Kuala Lumpur
16. Factories in Shamelin Perkasa, Kuala Lumpur
17. Office spaces in Ampwalk, Jalan Ampang, Kuala Lumpur

Amongst notable properties being handled and marketed by Hartanah Consultants (Estate Agency) Sdn Bhd include:

1. 5-Star Hotel in Singapore at SGD45 million
2. 4-Star Hotel, Jalan Bukit Bintang at RM120 million
3. Megamall in Kuantan at RM300 million
4. Office blocks in Cardiff, England at £5.25 million
5. 5-Star Hotel in Kyoto, Japan at USD700 Million
6. Residential Buildings in Tokyo, Japan ranging from USD10 Million to USD 77 Million.
7. Development Land in Perth, Australia at AUD40 Million
8. Commercial Land at Jalan Imbi at RM150 Million
9. 28-Storey Office Building at Jalan Raja Chulan at RM100 Million.
10. 29-Storey Office Building at Jalan Sultan Ismail at RM300 Million

Notable development projects marketed by Hartanah Consultants (Estate Agency) Sdn Bhd as a whole or on individual unit basis include:-

### CONDOMINIUMS

1. Robson Condominiums, Persiaran Syed Putra 2, Bukit Robson, Kuala Lumpur
2. Savanna Condominiums, Bukit Jalil, Kuala Lumpur
3. Pines Condominiums, Brickfields, Kuala Lumpur
4. Hartamas Regency Condominiums, Sri Hartamas, Kuala Lumpur
5. Ixora Apartments, Jalan Tun Razak, Kuala Lumpur
6. Green Fields, Bukit Jalil, Kuala Lumpur
7. Serdang Perdana, Seri Kembangan, Selangor
8. Pavilion Hilltop@Mont Kiara
9. Covillea Condominium at Bukit Jalil
10. Timber Yard Apartments in Birmingham

### VACANT BUNGALOW LAND

1. Cemerlang Heights, Taman Melati, Gombak, Selangor
2. Seputih Heights, Taman Seputih, Kuala Lumpur
3. Subang Heights, Shah Alam, Selangor
4. Bukit Jalil Golf and Country Resort, Bukit Jalil, Kuala Lumpur
5. Tropicana Golf and Country Club, Tropicana, Kuala Lumpur
6. The Mines Resort, Balakong, Selangor
7. Jesselton Villa – Penang Turf Club
8. Gasing Heights Sanctuary Ridge
9. Bungalow Lots in Kemansah Heights
10. The Peak, Taman TAR

1. Berjaya Group of Companies
2. Kuala Lumpur Kepong Berhad (KLK Berhad)
3. Dijaya Corporation Group of Companies
4. Permodalan Nasional Berhad
5. Lembaga Tabung Haji
6. Prokhas Sdn Bhd
7. Pernec Corporation Berhad
8. YNH Berhad
9. Malton Berhad
10. Cosway Corporation Berhad
11. Convenience Shopping Sdn Bhd
12. Telekom Malaysia Berhad
13. U Mobile Sdn Bhd
14. Digi Telecommunications Sdn Bhd
15. PJ Development Holdings Berhad
16. Country Heights Holdings Berhad
17. Naza TTDI Sdn Bhd
18. Prime Credit Leasing Berhad
19. EXIM Bank Berhad
20. Bank Perusahaan Kecil & Sederhana Malaysia Berhad (SME Bank)
21. Agrobank (Bank Pertanian Berhad)
22. Bank Kerjasama Rakyat Malaysia Berhad (Bank Rakyat)
23. Bank Muamalat Malaysia Berhad
24. Kenanga Investment Bank Berhad
25. MBSB Bank Berhad
26. Sime Darby Property Berhad
27. SD Guthrie Berhad
28. UDA Holdings Berhad
29. Perbadanan Kemajuan Negeri Selangor (PKNS)
30. Malaysian Resources Corporation Berhad (MRCB)

**A. VALUATION**

1. Fees payable by the Land Administrator under the Land Acquisition Act for Valuation Reports.

From (RM)	To (RM)	Fees (RM)
1	50,000	1,500
50,001	500,000	2,500
500,001	1,000,000	3,500

For awards greater than RM1,000,000 the fee shall be a minimum of RM 3,500 plus the fee based on the following rate:

From (RM)	To (RM)	Rate (%)
1,000,001	2,000,000	6/25%
2,000,001	7,000,000	5/25%
7,000,001	15,000,000	3/20%
15,000,001	50,000,000	3/50%
> 50,000,000		6/250%

The fees payable shall be based on the amount awarded by the District Land Administrator. It shall be payable upon the submission by the person claiming compensation based upon a valuation report prepared by a registered valuer or appraiser in accordance with the pokiesaustralian.com guidelines issued by the Board for the valuation report. It does not include disbursements nor fees/disbursements for work done in preparation for negotiations and court attendance.

2. Fee for Capital Valuation for submission to Securities Commission, the Central Bank of Malaysia and Plant and Machinery Valuation Services.

3/8 % on the first RM 100,000
3/10 % on the residue up to RM 2 million
1/4 % on the residue up to RM 7 million
3/16 % on the residue up to RM 15 million
3/20 % on the residue up to RM 50 million
1/10% on the residue up to RM200 million
1/15% on the residue up to RM500 million
1/20% on the residue over RM500 million

*Minimum Fee : As above, subject to a minimum fee of RM 2,000 per property.*

3. Fee for other Capital Valuation/Rating Valuation Services based on an "Improved Value" basis.

1/4 % on the first RM 100,000
1/5 % on the residue up to RM 2 million
1/6 % on the residue up to RM 7 million
1/8 % on the residue up to RM 15 million
1/10 % on the residue up to RM 50 million
1/15% on the residue up RM200 million
1/20% on the residue up to RM500 million
1/25% on the residue over RM500 million

*Minimum Fee : As above, subject to a minimum fee of RM 400 per property.*

## 4. Fee for Rental And Rating Valuation Services.

7 % on the first RM 6,000 of annual rental
4 % on the next RM 12,000 of annual rental
3 % on the next RM 24,000 of annual rental
2.5 % on the next RM 120,000 of annual rental
1.5 % on the next RM 838,000 of annual rental
1 % on the residue over RM 1,000,000 of annual rental

*Minimum Fee : As above, subject to a minimum fee of RM 400 per property.*

## 5. Fee for Mass Valuation Services for Local Authorities.

RM 45 per holding for the first 30,000 holdings
RM 40 per holding for the next 20,000 holdings
RM 35 per holding for the balance

The above fee is inclusive of all costs, except for the additional claims for attendance at objection meetings and judicial hearings.

## 6. Fees for Update Valuation.

For all update valuations carried out under the Malaysian Valuation Standards published by the Board, the fees payable shall be at a minimum of 15% of the appropriate scale of fees or RM400 per property, whichever is higher.

## 7. Fees for Revaluations.

For revaluations carried out under the Malaysian Valuation Standards published by the Board, the fee payable shall be a minimum of 30% of the appropriate scale of fees or RM400 per property, whichever is higher.

## 8. Fees for Retrospective Valuations

Fees up to ten times the scale fees may be charged, depending on negotiations with the client.

However, such valuations shall not apply to land acquisition valuations.

Such valuations must be retrospective to at least 5 years from the current date.

## B. PROPERTY MANAGEMENT

An annual fee based on:

5.0% of the gross annual rent on the first RM30,000
3.0% of the gross annual rent on the residue up to RM 100,000
2.0% of the gross annual rent on the residue over RM 100,000

\* The fee is applicable to each holding. The expression 'holding' as used here has the same meaning as defined in Section 2 of the Local Government Act 1976.

The expression 'gross annual rent' means the rents reserved or deemed to be reserved by the lease or lettings plus any incidental receipts collected or accounted for or both in the course of management.

*Minimum fee : As above subject to a minimum fee of RM50 per month.*

## C. ESTATE AGENCY

## 1. Sale or Purchase

- I. Land and Buildings (Maximum fee of 3%)
- II. Fees for other services such as joint venture, sale of company, property swaps, etc. (Maximum fee of 3%)
- III. Chattels including Plant and Machinery (10 % of the proceeds)

*Minimum fee : As above, subject to a minimum fee shall be RM1,000 per property.*

The above scale applies to any sale or purchase by way of private treaty, tender or any other mode of disposal or acquisition.

For Sale and Marketing of projects by registered estate agents, the fees are to be agreed between the estate agent and the client.

The above scale of fees shall not apply to the sale of foreign properties in Malaysia or sale of Malaysian properties in foreign countries.

For awards greater than RM1,000,000 the fee shall be a minimum of RM 3,500 plus the fee based on the following rate:

## 2. Lettings

Duration of Tenancy	Maximum (Fee equivalent too)
Up to 3 years	1.25 months gross rental
Exceeding 3 years up to 4 years	1.50 months gross rental
Exceeding 4 years up to 5 years	1.75 months gross rental
Exceeding 5 years	1.75 months gross rental
Exceeding 5 years (without option for renewal)	1.75 months gross rental
Exceeding 5 years (with option for renewal)	1.75 months gross rental plus 0.25 months rental for every additional year

*Minimum fee : As above subject to a minimum fee of 1 month rental.*

For tenancies less than one year, the fee may be calculated on a pro rata basis. The above scale shall not apply to serviced offices or apartments or any other premises of a similar nature.

## 3. Rent Reviews

50 % of the fees chargeable under lettings



## HARTANAH CONSULTANTS CORPORATE SOCIAL RESPONSIBILITY (CSR)

**"The smallest act of kindness is worth much more than the Greatest Intention"**

**\*\*--Hartanah Consultants mini CSR program--\*\***

To realize this objective, for every quarter; each Hartanah Consultants staff is given the opportunity to donate to a meaningful recipient of his/her choice from the company's CSR community chest, that merits assistance. Although the program is miniscule at the onset, Hartanah Consultants pledges to donate more in the future; as part of its CSR initiative.

*The initiative was spearheaded in December 2014 with a donation by a director to Pertiwi Soup Kitchen; as well as donation from the sale proceeds of home produced novelty soaps, made by the company's founder.*



*The next quarter shows another staff member donating from the company's CSR community chest to a recipient of her choice. The recipient is a single mother with 7 children from Kota Kemuning. One of her children was critically ill in Sungai Buloh Hospital.*



*In the next quarter, another staff member was given the opportunity to donate from the company's CSR community chest to the earthquake victims of Ranau, Sabah, East Malaysia. The earthquake in Ranau happened in the early morning of 5th. June 2015 and measured 6.0 on the Richter's scale. It is hoped that the small donation would help ease the sufferings that the victims have endured and that they will return soon to their normal livelihood*

HARTANAH CONSULTANTS CSR can be followed via  : @HartanahConsultants

Or <https://www.facebook.com/HartanahConsultants?ref=bookmarks>