

## SUPPLY (3★ to 5★ hotels) as at 2H 07:

Zone	Qtr	New Hotels	New Rooms	Total Hotels	Total Rooms
SUB	3Q 07	Oriental Crystal-Kajang (3*)	173	34	9,118
<b>TOTAL KV</b>			<b>411#</b>	<b>99</b>	<b>32,937</b>
Future Supply	Qtr	New Hotels	New Rooms	Total Hotels	Total Rooms
	2008	KL: Chulan Plaza Hotel & Gardens Hotel SUB: Alam Warisan - Putrajaya (Grand Mercure)	KL : 736 SUB : 320	KL : 24,555 SUB : 9,438	
	2009	KL: Pavillion, Goldis & Rendezvous Hotels	KL : 756	KL : 25,311	
	2010	KL: Four Seasons Hotel & Residence SUB: Proposed 4* Hotel by Labur Bina Sdn Bhd (WCT Land)	KL : 200 SUB: 250	KL : 25,511 SUB : 9,688	

Note: # Opening of balance of rooms at One World Hotel in 3Q 2007

## DEMAND (3★ to 5★ hotels) as at 2H 07:

- Average occupancy rates for 2H 2007 increased to 77% from 69% in 1H 2007
- Average room rates (ARR) for all hotels continued to improve with 5-star and 4-star achieving RM397 and RM219 respectively whilst ARR for 3-star hotels reached RM129 in 2H 2007

## NOTABLE HOTEL TRANSACTIONS in 2H 07:

Zone	Hotel	Consideration / Valuation
KL	Midah Hotel (198 rooms) <i>Disposal to Emzed Travel &amp; Tours Sdn Bhd</i>	RM26,000,000
KL	Empress Hotel (198 rooms) <sup>1</sup> <i>Disposal to Milan Paradise Sdn Bhd</i>	RM45,000,000
KL	Furama Hotel <sup>2</sup> <i>Disposal to Paos Holdings Bhd (PHB), subsidiary of Alpine Legacy (M) Sdn Bhd</i>	RM48,000,000
SUB	The Summit Hotel (333 rooms) <sup>3</sup> <i>Disposal to Mayban Trustees Bhd (on behalf of AmFIRST REIT)</i>	RM260,000,000

Note: <sup>1</sup> Sold together with retail arcade; <sup>2</sup> Sold together with Komplek Selangor & basement car park  
<sup>3</sup> Sold together with retail Podium – The Summit Subang USJ & office tower

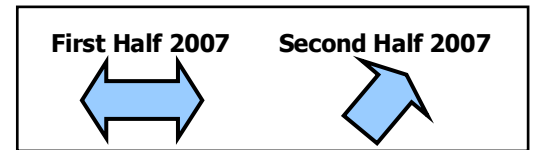
### Making headlines during this period were:

- The Grand Millennium Kuala Lumpur, the rebranded Regent Kuala Lumpur opened its door following a 10-month extensive refurbishment and renovation
- The French hotel operator Accor Group will operate Grand Mercure Putrajaya (previously Alam Warisan Hotel) upon its completion in mid 2008
- Boustead Group will manage its first 5-star hotel, The Chulan Plaza Hotel, which is targeted to open by end 2008

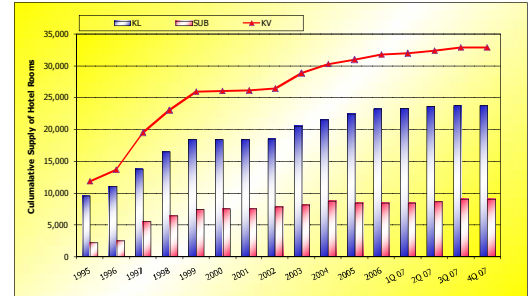
## SUMMARY:

- The hotel market continued to be rather active with several hotels undergoing renovation / refurbishment such as Nikko and Swiss-Garden Hotels
- The 2H 2007 occupancy rates increased, up by 4% on-year
- Room rates for 3 - 5-star hotels continued to improve in 2H 2007
- Some of the major attractions in encouraging tourist arrivals in 2H 2007:
  - Middle East travel season (end Jun – early Sep 2007)
  - The extension of Visit Malaysia Year 2007 to Aug 2008
  - Golden Jubilee celebration of the Nation's independence
- Total tourist arrivals for year 2007 recorded 20.972 million which is 19.5% higher on-year. Tourists from Asean countries in particular Singapore and Indonesia remain as the biggest tourist generating market for Malaysia

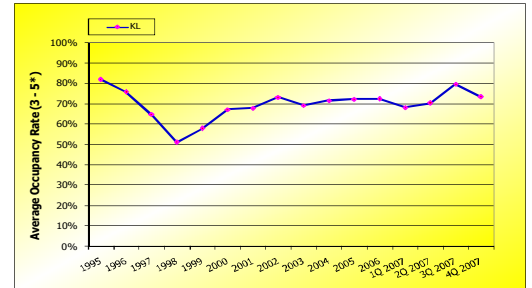
## PERFORMANCE



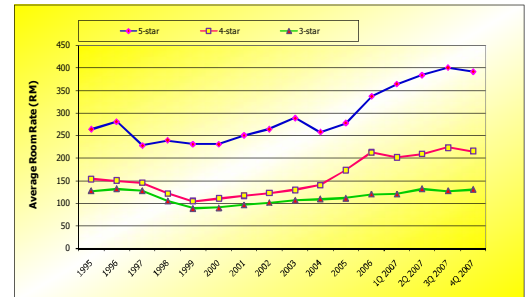
## CUMULATIVE SUPPLY



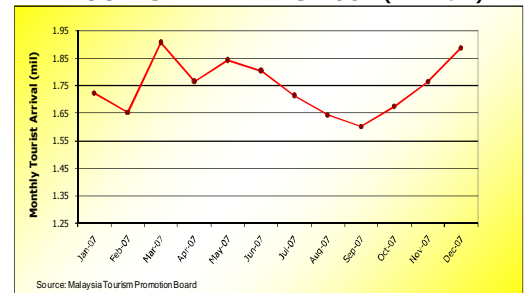
## AVERAGE OCCUPANCY RATES



## AVERAGE ROOM RATE



## TOURIST ARRIVALS 2007 (MALAYSIA)



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*Unless otherwise stated, all currencies are expressed in Ringgit Malaysia (RM)  
All dimensions are expressed in square feet.*