



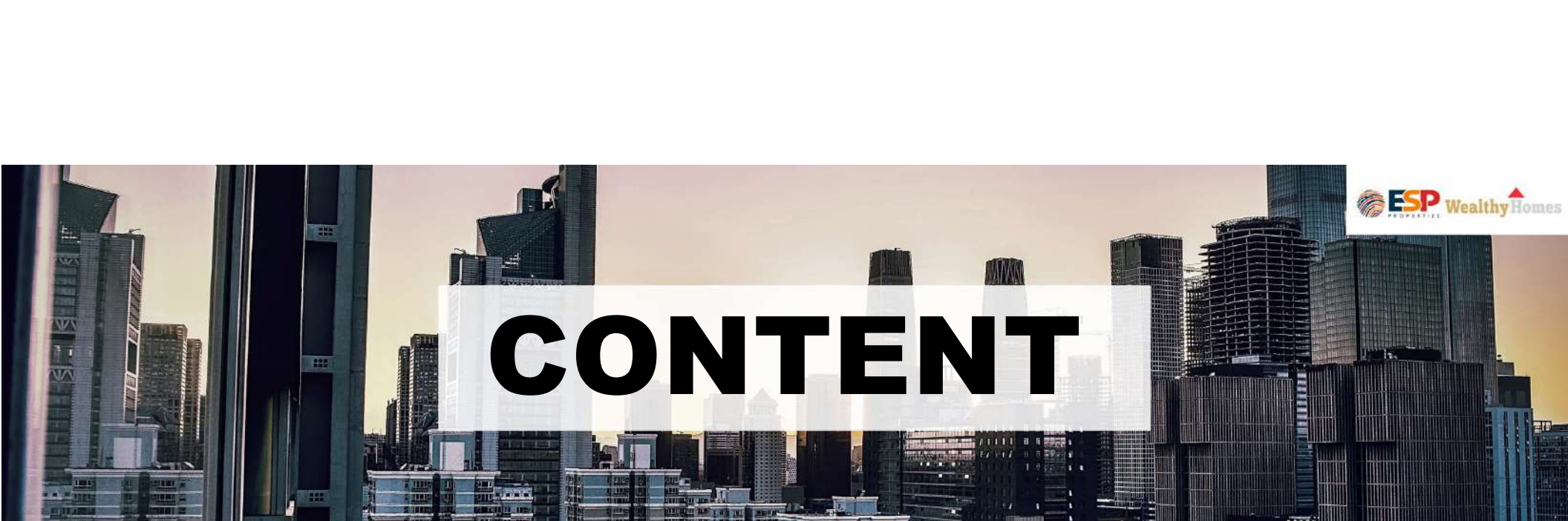
# INVESTMENT OPPORTUNITIES IN MALAYSIA

马来西亚的投资机遇

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# CONTENT

**01**

Introduction  
简介

**02**

Why Invest In Malaysia?  
为什么投资在马来西亚

**03**

Can Foreigner Own Commercial & Industrial Property In Malaysia?  
外国人可以在马来西亚购买商业和工业地产吗?

# INTRODUCTION 简介

**Malaysia, Where Thriving  
Opportunities Abound**  
马来西亚，一个充满机遇的国家

**330,000 km<sup>2</sup> 平方公里**  
**(127,000 m<sup>2</sup> 平方米)**

**Population 人口**  
**33.4 million (2023<sup>e</sup>)**  
**3340万 (Q1 2023年)**



**Tropical-warm and sunny**  
**throughout the year.**  
**全年温暖、阳光充足的热带气候。**

**A country with 13 states and**  
**3 federal territories**  
**全国有13个州和3个联邦直辖区。**

# MALAYSIA



## Currency 货币

Ringgit Malaysia (RM)

马来西亚林吉特(RM)

USD1 = RM4.65

SGD1 = RM3.49

RMB1 = RM0.65



## Politic 政治

Parliamentary  
democracy  
constitutional monarch

议会民主君主立宪制



## Language 语言

Fluent in Malay,  
English, Mandarin,  
Hindi and Tamil.

精通英语、普通话、  
印地语和泰米尔语。



## Religion 宗教

Islam, Buddhism,  
Christianity and  
Hinduism widely  
practised.

广泛信奉伊斯兰教、佛  
教、基督教和印度教。

# Why Invest In Malaysia?

## 为什么投资在马来西亚？

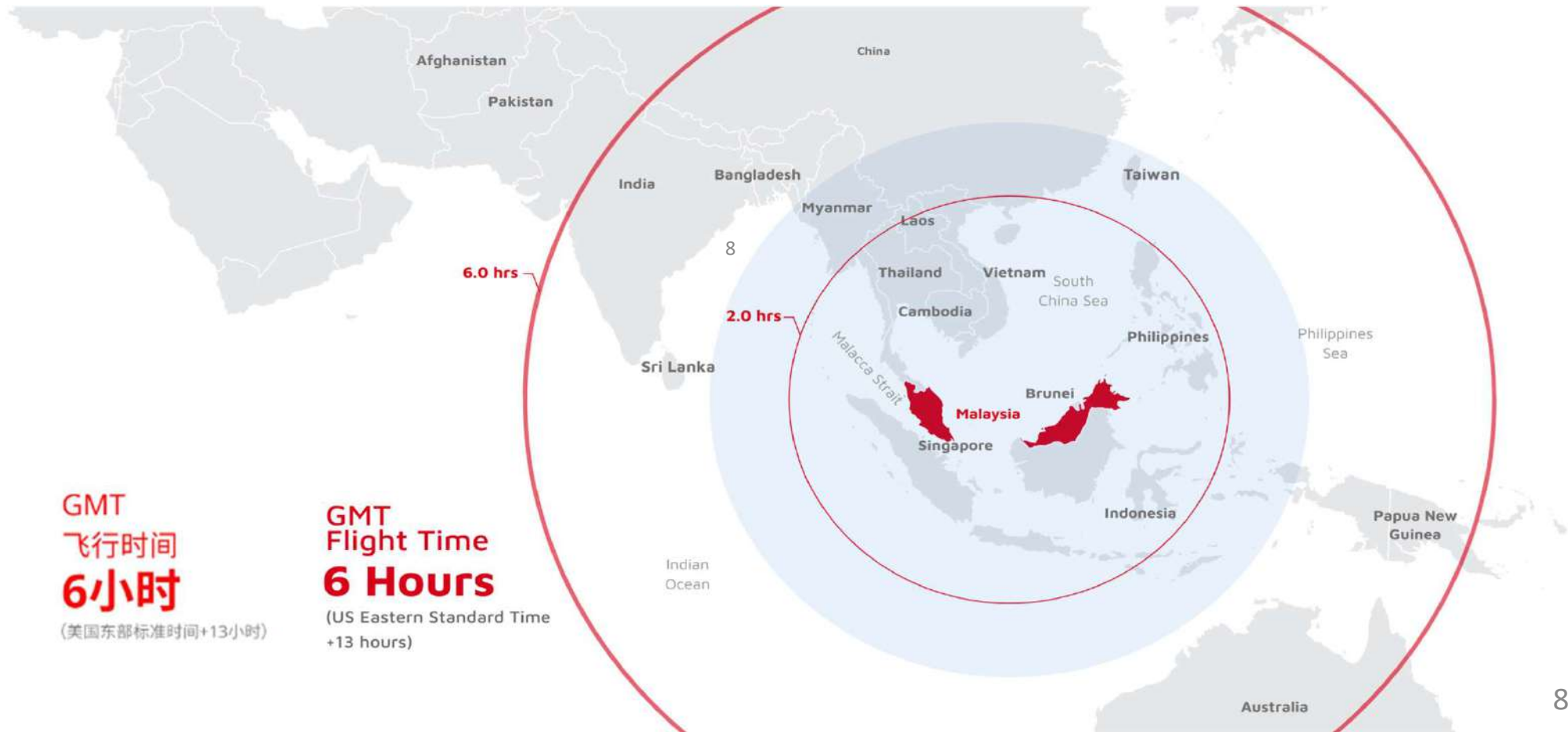
# 1. Solid Economic Foundation

## 雄厚的经济基础

|                                                            | 2016  | 2017  | 2018   | 2019   | 2020   | 2021   | 2022   |
|------------------------------------------------------------|-------|-------|--------|--------|--------|--------|--------|
| <b>Real GDP Growth (%)</b><br>实际国内生产总值增长(%)                | 4.2   | 5.8   | 4.7    | 4.3    | -5.6   | 3.1    | 9.3    |
| <b>Inflation</b><br>通胀率(%)                                 | 2.1   | 3.8   | 1.0    | 1.2    | 1.9    | 2.5    | 3.3    |
| <b>GDP (USD bil.)</b><br>国内生产总值(USD. bil)                  | 246.9 | 296.2 | 297.1  | 311.1  | 333.0  | 370.6  | 252.0  |
| <b>Per Capita Income (USD)</b><br>人均收入(美元)                 | 9,096 | 9,813 | 10,564 | 10,809 | 10,553 | 11,043 | 11,746 |
| <b>Unemployment (%)</b><br>失业率(%)                          | 3.4   | 3.4   | 3.4    | 3.4    | 4.5    | 4.6    | 3.9    |
| <b>International Reserves (USD bil.)</b><br>国际储备(USD Bil.) | 94.5  | 102   | 101.4  | 104.3  | 107.6  | 116.9  | 114.6  |

Source : BNM

## 2. Strategic Location 地理位置有战略优势



# HEART OF SOUTHEAST ASIA

东南亚中心



Well-connected to  
major ports in Asia

与亚洲主要港口紧密相连



Next to one of the  
world's busiest  
shipping lanes

毗邻全球最繁忙的航线  
之一



The average ASEAN  
GDP growth is  
expected to expand  
by 5.2% in 2022 and  
5.3% in 2023  
(Asian Development  
Outlook, 2022)

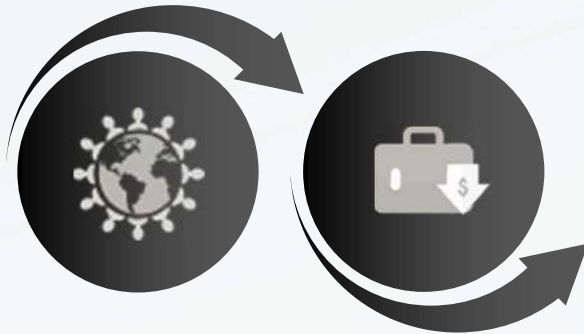
2022年东盟实际GDP平均  
增长预计为5.2%，2023年  
增长预计为5.3%  
(《亚洲发展展望  
2022》)

# Gateway to ASEAN and Beyond

## 通向东盟及其他地区的门户

Lower cost of  
doing business

更低的商业成本



Market-oriented  
economy with 16 Free  
Trade Agreements

以市场为导向的经济体，  
拥有**16**项自由贸易协定

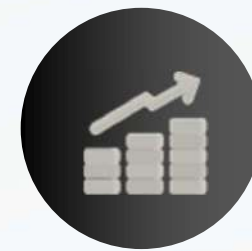
World's 3rd Largest  
Workforce

世界第三大劳动力市场



Attract 31% of  
Global FDI

吸引全球**31%**的外  
国直接投资(FDI)

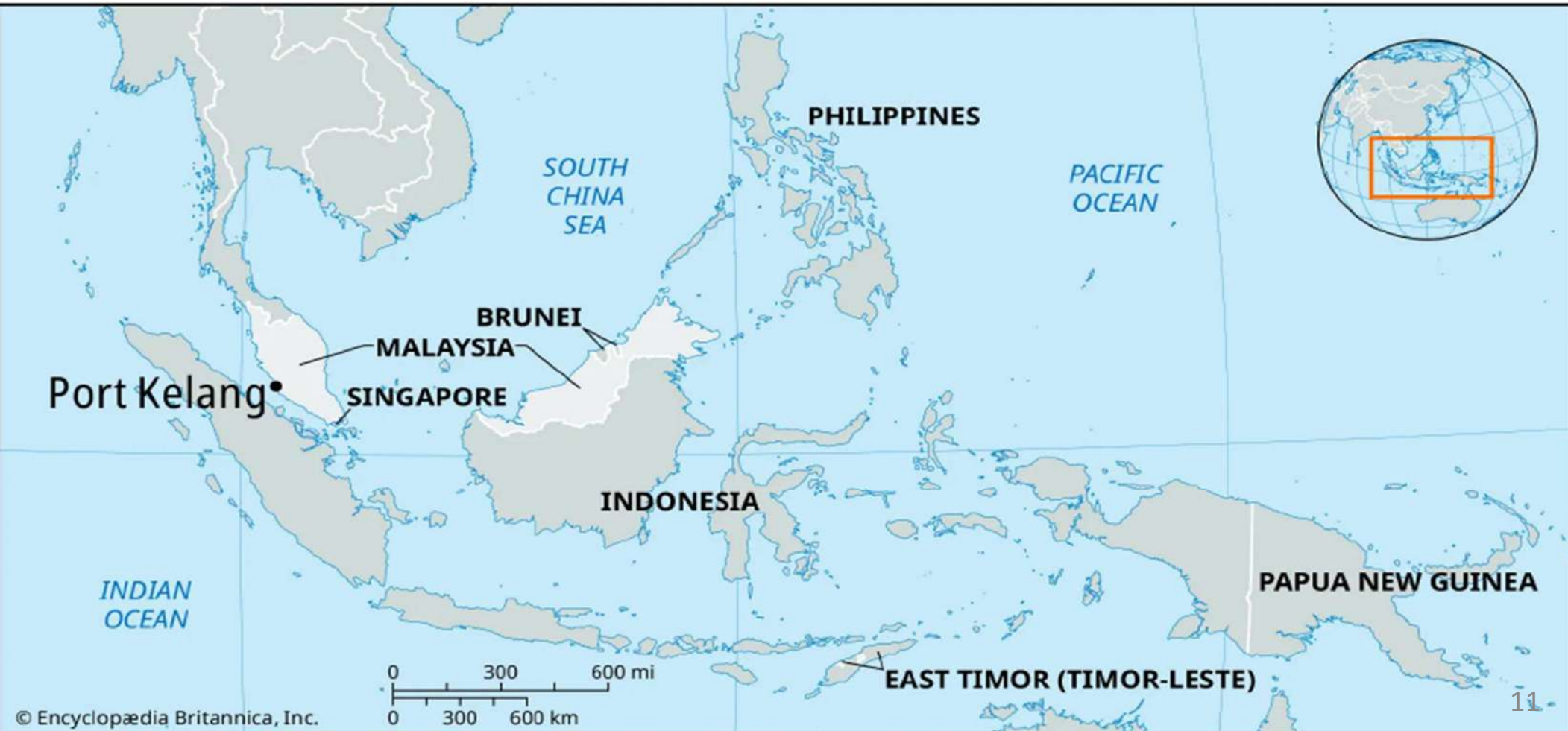


Largest FDI inflow of  
any emerging market  
region

所有新兴市场地区中最大  
的外国直接投资流入量

# Malaysia Geographical Location

## 马来西亚的地理位置



# Main Sea Port Location

## 主要港口位置

West Malaysia

西马

East Malaysia

东马

South China Sea

南中国海

Penang Port

槟城港口

Kuantan Port

关丹港口

Port Klang (12<sup>th</sup>)

巴生港口 (12<sup>th</sup>)

Malacca Straits

马六甲海峡

Johor Port

柔佛港口

Port of Tanjung Pelepas

(PTP) (19<sup>th</sup>)

丹戎帕拉帕斯港口 (19<sup>th</sup>)

Top 50 Ports — World Shipping Council

**50**主要港口

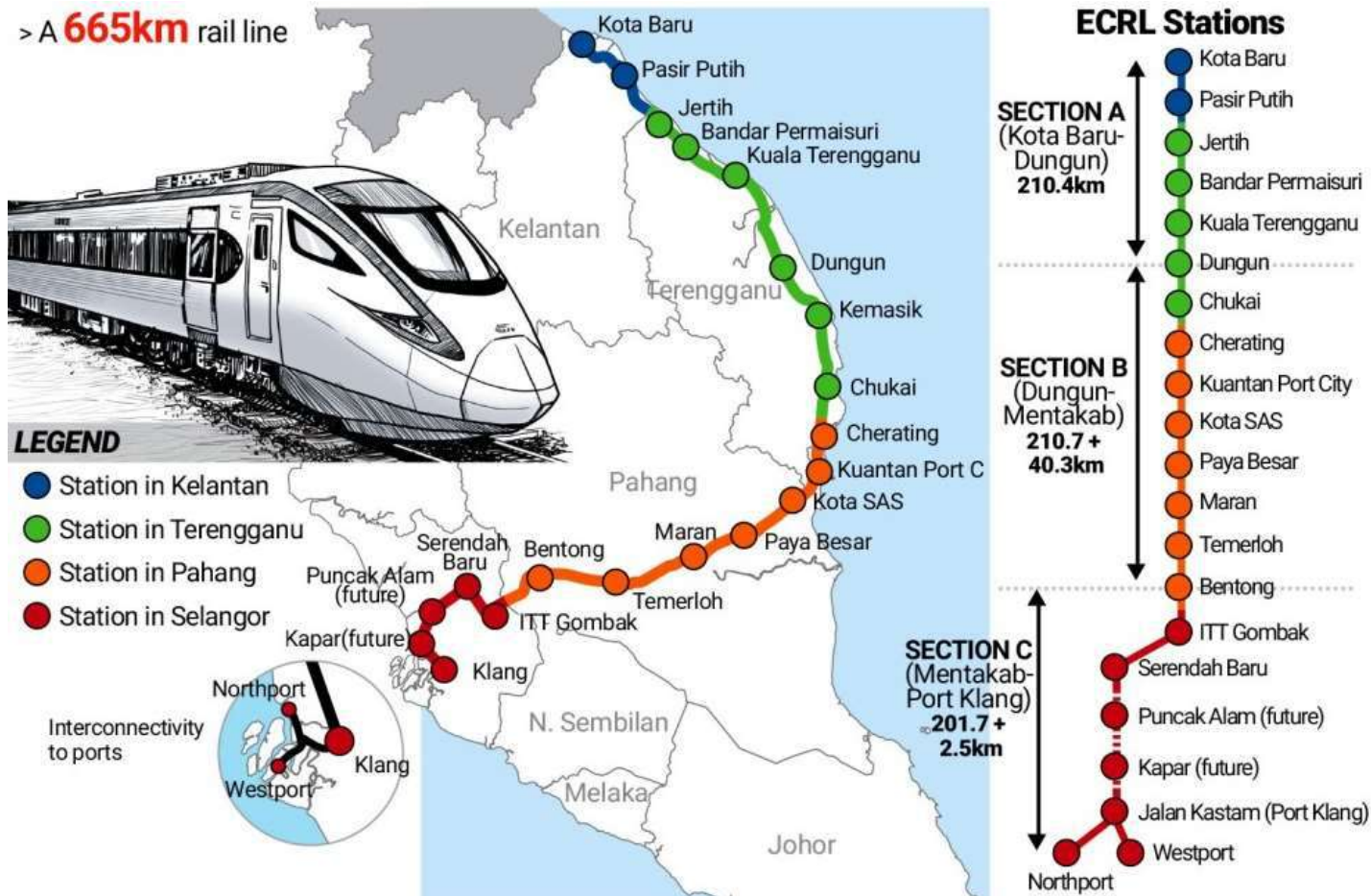
# West Malaysia Main Subway Track

西马主要铁路路线



# East Coast Rail Link (ECRL)

## 东海岸铁路



# Gemas-Johor Bahru Electrified Double Track Project (EDTP)

金马士-新山  
電氣鐵路計劃



### 3. Diversified Economy

#### 多元化的经济

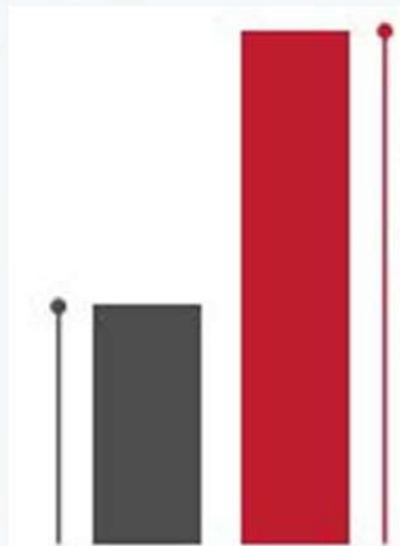
#### Industry Brief: Overall Private Investments in Malaysia in 2022

工业概况：2022年在马来西亚的整体私人投资

Domestic vs Foreign Investment  
国内与国外投资

Foreign  
Investment  
外国投资

Domestic  
Investment  
国内投资  
**38.3%**  
RM101.3 bil



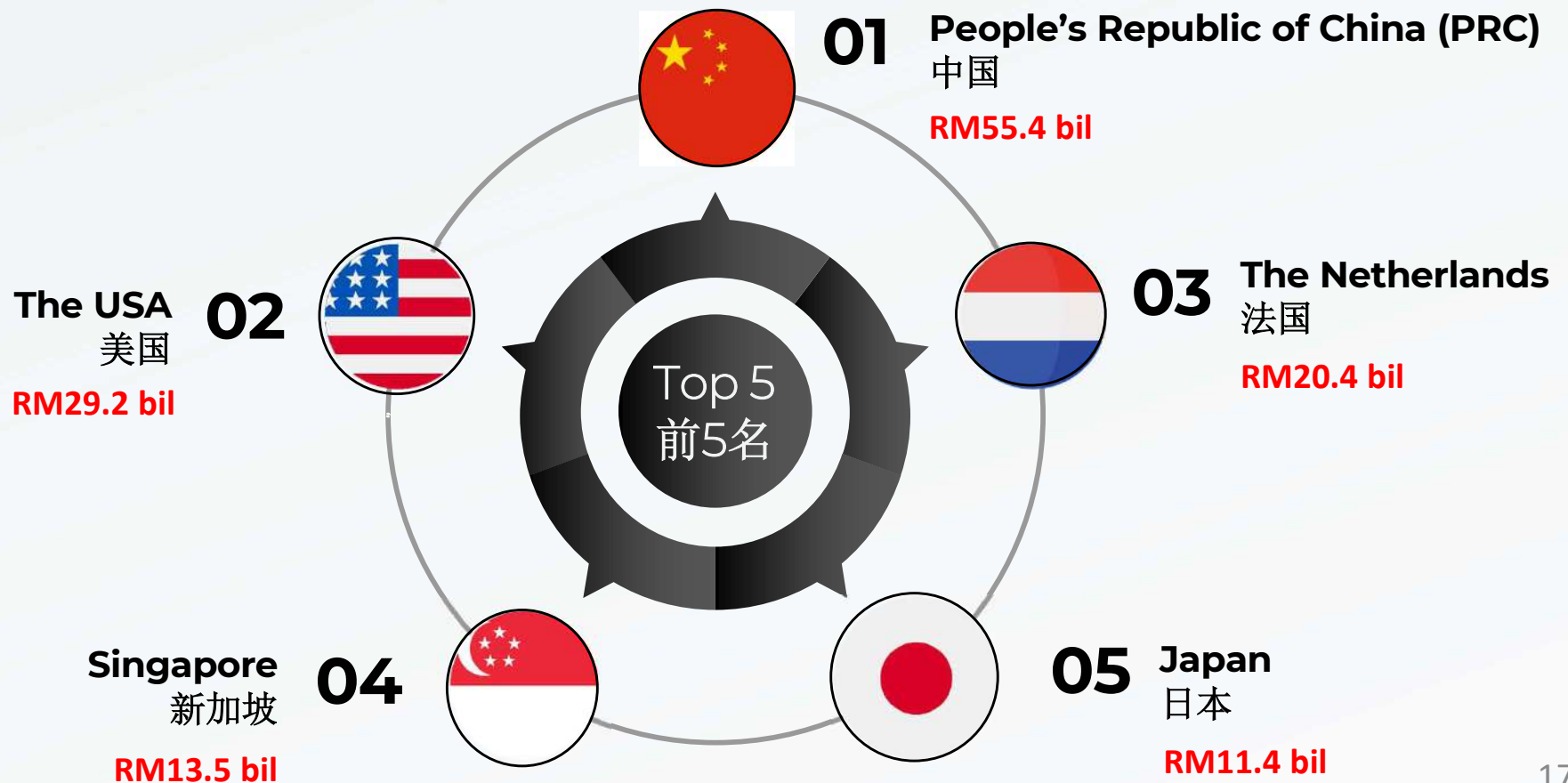
Foreign  
Investment  
外国投资  
**61.7%**  
RM163.3 bil

**4,454**  
Projects Approved  
项目获批

**RM264.6 bil**  
Total Investment  
总投资额

# Top 5 FDI Contributor by Country

## 前5位外国投资贡献国（按国家）



Source: A Land of Opportunities - MIDA | Malaysian Investment Development Authority

## 4. Greater Market Access 更广阔的的市场准入

16 Free Trade Agreements  
16个贸易协定

Market of 4.0 Billion Population  
40亿人口的目标市场



# Regional Comprehensive Economic Partnership (RCEP) 区域全面经济伙伴关系协定(RCEP)

10

ASEAN member countries  
东盟成员国



5

ASEAN FTA Partner countries  
东盟自由贸易协定伙伴国

Represents US\$24.8 billion  
or almost a third (28.9%) of  
the world's GDP based on  
World Bank's 2018 data.

GDP达248亿美元占全球  
三分之一

Largest FTA in the world, cover 15 countries  
with 2.2 billion or nearly a third (29.7%) of the  
world's population

世界最大的自由贸易协定，涵盖15个国家，拥有22亿人口，占世界人口的近三分之一(29.7%)



# THE RCEP CONSISTS

## RCEP 包含

Elimination or reduction of import duties  
消除或降低关税壁垒



Promotion, facilitation, protection and investment liberalisation  
促进、协调、保护及投资自由化



Protection of intellectual property rights,  
facilitation in e-commerce  
知识产权保护 and 电子商务协调



Economic and technical cooperation  
经济和技术合作

# 5. International Standing

## 国际排名

**1st Bloomberg**

Top Country in Emerging Southeast Asia for Foreign Investment

东南亚新兴国家中拥有最多外资投资者国家

Global Opportunity Index Bloomberg 2022

**1st**  MILKEN INSTITUTE

Most Potential to Attract Foreign Investors in The Emerging Southeast Asia

东南亚最具外资吸引力国

2022 Milken Institute Global Opportunity Index

**3rd**  WIPO

Most Innovative Upper Middle-income Economy in the World

全球最具创新中高收入经济体

Global Innovation Index 2022, World Intellectual Property Organisation (WIPO)

**2nd**  IMD

Most Competitive Country in ASEAN

东盟最具竞争力国家

(World Competitiveness Yearbook 2023, IMD)

**4th**  Agility

Most Competitive Emerging Market

最具竞争力的新兴市场

Agility Emerging Markets Logistics Index 2022

# Major Foreign Companies Operating In Malaysia

在马来西亚经营的主要外国公司



# Major China Companies Operating In Malaysia

## 在马来西亚经营的主要中国公司



# **Can Foreigner Own Commercial and Industrial Property In Malaysia?**

外国人能在马来西亚购买商业和工业地产吗？

# LAND OWNERSHIP IN MALAYSIA

## 马来西亚土地产权

**Freehold**

永久产权

**Leasehold**

租赁权

**\*Up to 99 years**

长达**99**年

# 6 SPECIFIC REQUIREMENT

## 6个特定需求

- 01** Minimum Purchase Price  
最低购买限额
- 02** Off-Limit Properties  
产业的购买禁区
- 03** Foreigner Consent  
外国买家购买准证
- 04** Economic Planning Unit (EPU)  
经济规划组
- 05** Entry Transaction Costs  
购买的交易成本
- 06** Exit Costs  
售卖的交易成本

## 6.1 Minimum Purchase Price

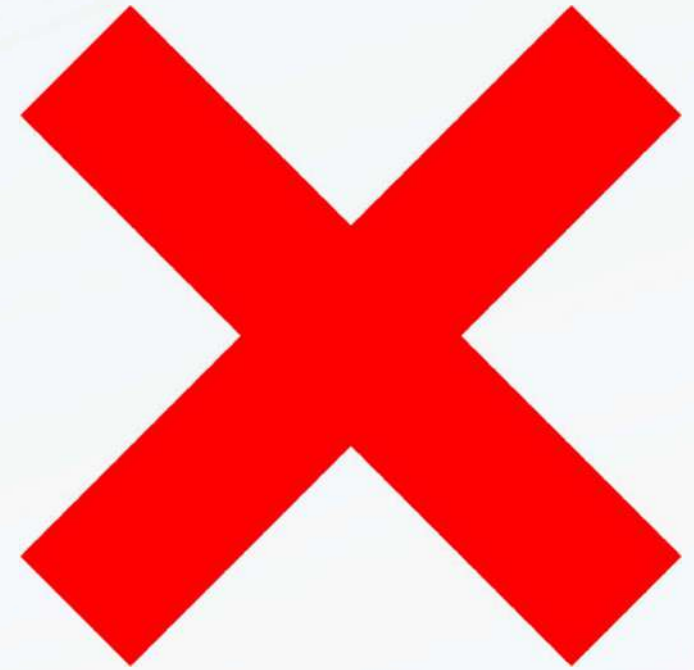
### 最低购买限额

|                                          | Kuala Lumpur<br>吉隆坡 | Selangor<br>雪兰莪 | Penang<br>槟城 | Johor<br>柔佛 |
|------------------------------------------|---------------------|-----------------|--------------|-------------|
| Minimum Purchase Price<br>最低购买限额<br>(RM) | RM1,000,000         | RM3,000,000     | RM1,000,000  | RM1,000,000 |

## 6.2 Off-Limit Properties

### 产业的购买禁区

- 01** Properties valued at less than the minimum threshold  
产业价格少于最低购买限额
- 02** Low or Low-Medium Cost Properties;  
由国家当局确定的低和中等成本类别的住宅单位
- 03** Properties with a description of “Malay Reserved Land”;  
建立在马来保留地的物业
- 04** Any property allocated under “Bumiputera interest” in a development project.  
由国家当局设定的任何房地产开发项目中分配于土著居民权益的房产



## 6.3 Foreigner Consent

### 外国买家购买准证



Prior approval from the relevant State Authority is required

需要事先获得相关国家当局的批准



As a rule of thumb, as long as the first two requirements above are met, the application should not be rejected.

通常只要满足上述前两个要求，申请就不会被拒绝。

## 6.4 Economic Planning Unit (EPU) 经济规划组



### Direct Acquisition 直接收购

- Property valued at RM20million and above  
价值2000万令吉或以上的产业



### Indirect Acquisition 间接收购

- Through acquisition of shares  
通过股份收购
- Having property more than 50% of its total assets  
拥有产业占总资产的50%以上
- The said property is valued more than RM20million  
产业超过2000万令吉

## 6.5 Entry Transaction Costs

购买的交易成本

**(a) Stamp Duty**

印花税

**4%**

## 6.5 Entry Transaction Costs

### 购买的交易成本

#### (b) Legal Fees 律师费

| Property Price Or Loan Value<br>产业价格或贷款价值 | Solicitors' Remuneration Order (SRO)<br>2023<br>律师报酬令 2023                                            |
|-------------------------------------------|-------------------------------------------------------------------------------------------------------|
| First RM500,000<br>首个50万令吉                | 1.25% (Subject to a minimum of RM 500 最低限额5百令吉)                                                       |
| Next RM7,000,000<br>接下来的7百万令吉             | 1%                                                                                                    |
| Excess of RM7,500,000<br>超过7百50万令吉        | Subject to negotiation on the excess but shall not exceed 1% of such excess<br>超出部分可协商，但不得超过该超出部分的 1% |

## 6.5 Entry Transaction Costs

### 购买的交易成本

#### (c) Valuation Fees 估价费

| Property Price<br>产业价格 | Valuation Fees<br>估价费用 |
|------------------------|------------------------|
| First RM100,000        | 0.250%                 |
| Next RM1,900,000       | 0.200%                 |
| Next RM5,000,000       | 0.167%                 |
| Next RM8,000,000       | 0.125%                 |
| Next RM35,000,000      | 0.100%                 |
| Next RM150,000,000     | 0.067%                 |
| Next RM300,000,000     | 0.050%                 |

## 6.6 Exit Costs 售卖的交易成本

### (a) Real Property Gain Tax (RPGT) 房地产税

| Disposal Period 出售期限                                    | Non-Citizen / Foreign Company<br>外国人 / 外国公司 | Company 公司 |
|---------------------------------------------------------|---------------------------------------------|------------|
| Within 2 years<br>2年内出售                                 | 30%                                         | 30%        |
| In the 3 <sup>rd</sup> year<br>在第3年出售                   | 30%                                         | 30%        |
| In the 4 <sup>th</sup> year<br>在第4年出售                   | 30%                                         | 20%        |
| In the 5 <sup>th</sup> year<br>在第5年出售                   | 30%                                         | 15%        |
| In the 6 <sup>th</sup> year and thereafter<br>在第6年或以后出售 | 10%                                         | 10%        |

## 6.6 Exit Costs 售卖的交易成本

**(b) Legal Fees** 律师费

**(c) Estate Agent Fees** 房产中介费

The scale of fees capped at 3% of disposal price  
收费标准上限为3%

A nighttime photograph of a city skyline, likely Dubai, featuring several illuminated skyscrapers and a busy highway with light trails from traffic. A semi-transparent white box is centered over the image, containing the title text.

# **Corporate Office Building**

## 企业办公楼

# Corporate Office Space Solutions

## 企业办公空间解决方案

Sale

买卖

Leasing

租赁

Project Marketing

项目营销

Development  
Consultancy

开发咨询

Investment Sale  
Advisory

投资买卖咨询

Lease Renewal

续租

Corporate  
Relocation

企业搬迁

Occupancy Costs  
Analysis

成本分析

Renovation Costing

装修成本核算

## Kuala Lumpur City Centre (KLCC)

吉隆坡市中心

| Corporate Building<br>商业大楼 | Location<br>地区           | Rental<br>租金 |
|----------------------------|--------------------------|--------------|
| 1. Exchange 106            | Tun Razak Exchange (TRX) | RM13.00 psf  |
| 2. Merdeka 118             | Jalan Hang Jebat         | RM12.50 psf  |
| 3. Menara Hap Seng 3       | Jalan P.Ramlee           | RM7.50 psf   |
| 4. Integra Tower           | Jalan Tun Razak          | RM7.00 psf   |
| 5. Sunway Visio Tower      | Sunway Velocity          | RM5.00 psf   |



## Mid Valley / Bangsar South / KL Sentral

谷中城 / 孟沙南城 / 吉隆坡中央车站

| Corporate Building<br>商业大楼 |                                | Location<br>地区 | Rental<br>租金 |
|----------------------------|--------------------------------|----------------|--------------|
| 1.                         | The Garden North & South Tower | Mid Valley     | RM7.80 psf   |
| 2.                         | Menara IGB                     | Mid Valley     | RM6.50 psf   |
| 3.                         | The Horizon                    | Bangsar South  | RM5.80 psf   |
| 4.                         | Menara Shell                   | KL Sentral     | RM7.50 psf   |
| 5.                         | Platinum Sentral               | KL Sentral     | RM8.50 psf   |



## Petaling Jaya (PJ)

八打灵再也

| Corporate Building<br>商业大楼 | Location<br>地区    | Rental<br>租金 |
|----------------------------|-------------------|--------------|
| 1. Imazium                 | Uptown Damansara  | RM7.00 psf   |
| 2. 1 Powerhouse            | Bandar Utama      | RM6.50 psf   |
| 3. Symphony Square         | Section 13, PJ    | RM6.50 psf   |
| 4. Menara KEN              | TTDI              | RM6.50 psf   |
| 5. Nucleus Tower           | Mutiara Damansara | RM5.70 psf   |

**KPMG**



**NOVARTIS**

**Air Liquide**

**DKSH**

**AstraZeneca**

# Industrial Property

## 工业地产

# Industrial Property Solutions

## 工业地产解决方案

**01**

**Industrial Land**  
工业用地

**02**

**Warehouse**  
仓库

**03**

**Factory**  
工厂

**04**

**Build-to-Suits**  
量身定制

**05**

**Cold Storage**  
冷库



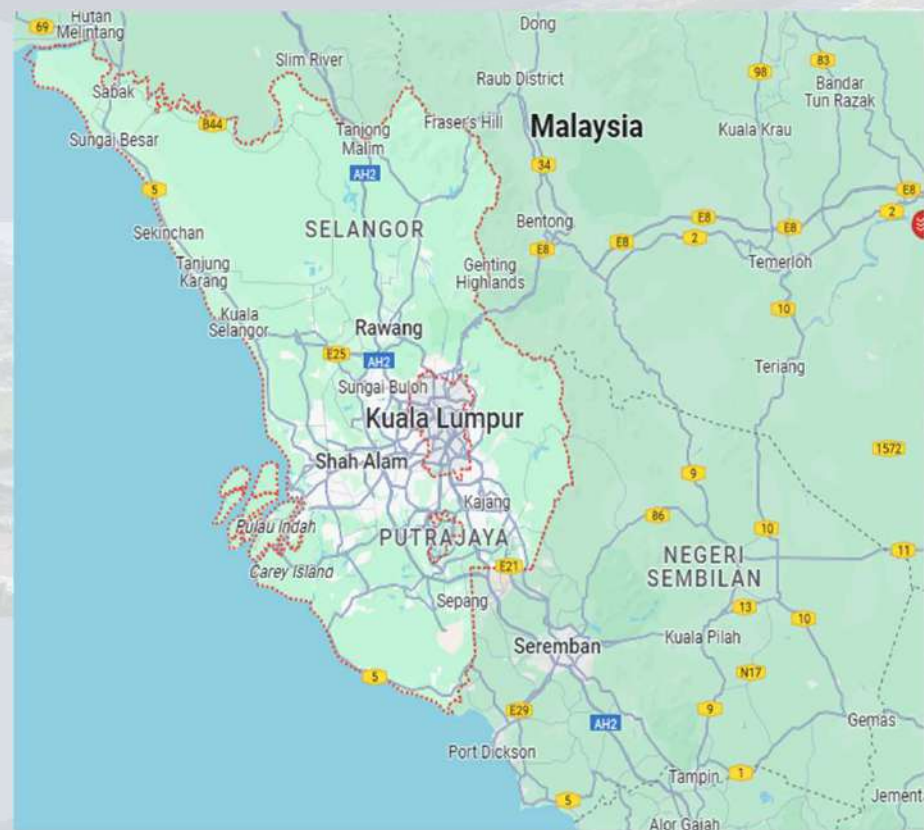
Source: [CBD Properties - Commercial Property Website](#)

## Selangor / Negeri Sembilan

雪兰莪 / 森美兰

| Area<br>地区     | Industrial Land Price (per<br>sq.ft.)<br>工业土地价格 (平方英尺) | Rental (per sq. ft.)<br>租金 (平方英尺) |
|----------------|--------------------------------------------------------|-----------------------------------|
| 1. West Port   | RM70 – RM85                                            | RM1.50 – RM2.00                   |
| 2. Shah Alam   | RM150 – RM280                                          | RM1.50 – RM2.10                   |
| 3. Puncak Alam | RM85 – RM90                                            | RM1.60 – RM2.00                   |
| 4. Seremban    | RM70 – RM80                                            | RM1.20 – RM1.80                   |
| 5. Nilai       | RM70 – RM80                                            | RM1.30 – RM2.00                   |

Source: [CBD Properties - Commercial Property Website](#)

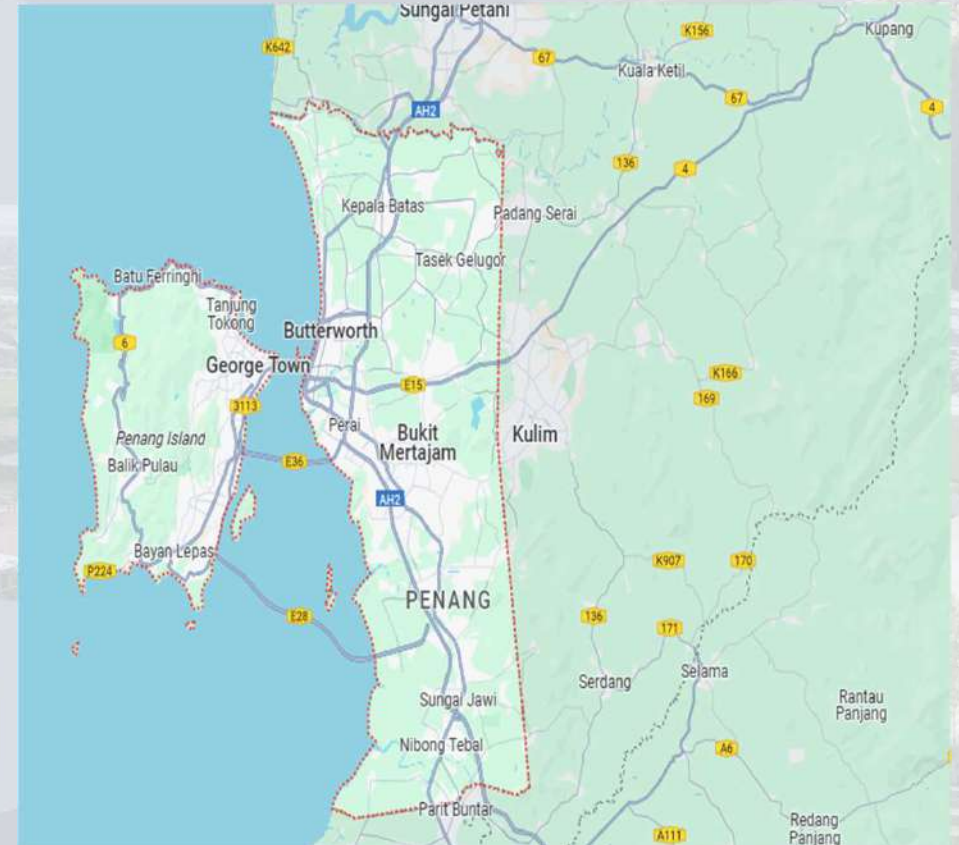


## Penang / Kedah

槟城 / 吉打

| Area<br>地区 |                | Industrial Land Price<br>(per. sq.ft.)<br>工业土地价格 (平方英尺) | Rental (per sq. ft.)<br>租金 (平方英尺) |
|------------|----------------|---------------------------------------------------------|-----------------------------------|
| 1.         | Batu Kawan     | RM80 – RM110                                            | RM2.50 – RM3.00                   |
| 2.         | Penang Island  | RM180 – RM400                                           | RM3.00 – RM4.50                   |
| 3.         | Kulim          | RM30 – RM60                                             | RM1.40 – RM2.50                   |
| 4.         | Kuala Ketil    | RM22 – RM25                                             | RM0.60 – RM0.80                   |
| 5.         | Bukit Selambau | RM25 – RM30                                             | RM0.80 – RM1.00                   |

Source: [CBD Properties - Commercial Property Website](#)

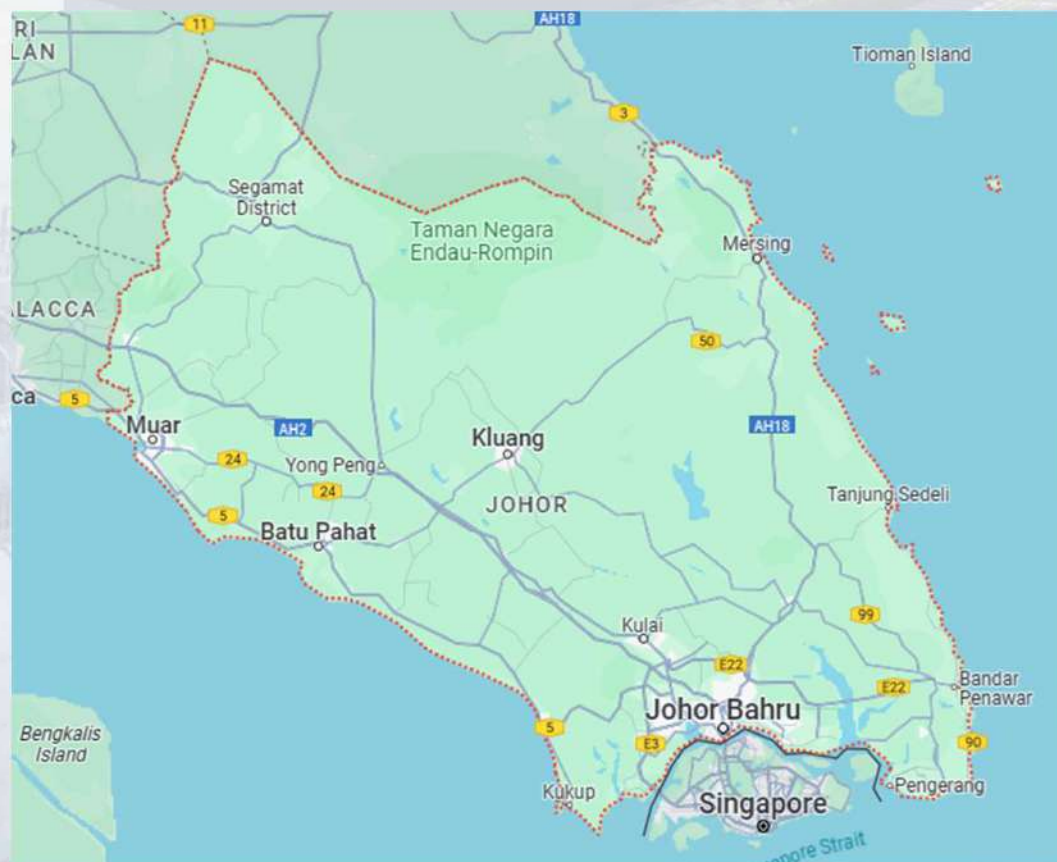


## Johor

柔佛

| Area<br>地区      | Industrial Land<br>Price (per. sq.ft.)<br>工业土地价格<br>(平方英尺) | Rental (per sq.<br>ft.)<br>租金 (平方英尺) |
|-----------------|------------------------------------------------------------|--------------------------------------|
| 1. Pasir Gudang | RM70 – RM75                                                | RM0.70 – RM1.20                      |
| 2. Nusa Jaya    | RM90 – RM100                                               | RM1.40 – RM1.70                      |
| 3. Senai        | RM55 – RM60                                                | RM0.80 – RM1.00                      |
| 4. Kulai        | RM80 – RM85                                                | RM1.00 – RM1.20                      |
| 5. Pagoh        | RM35 – RM37                                                | RM0.50 – RM0.60                      |

Source: [CBD Properties - Commercial Property Website](#)



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