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Like an artist placing brush strokes on a changing canvas, Tan & Tan Developments has played an integral role in transforming the Kuala Lumpur landscape ever since it built the country's first condominium in 1979.

We look forward to continuing this journey with our developing nation and helping to shape the Malaysia of tomorrow.

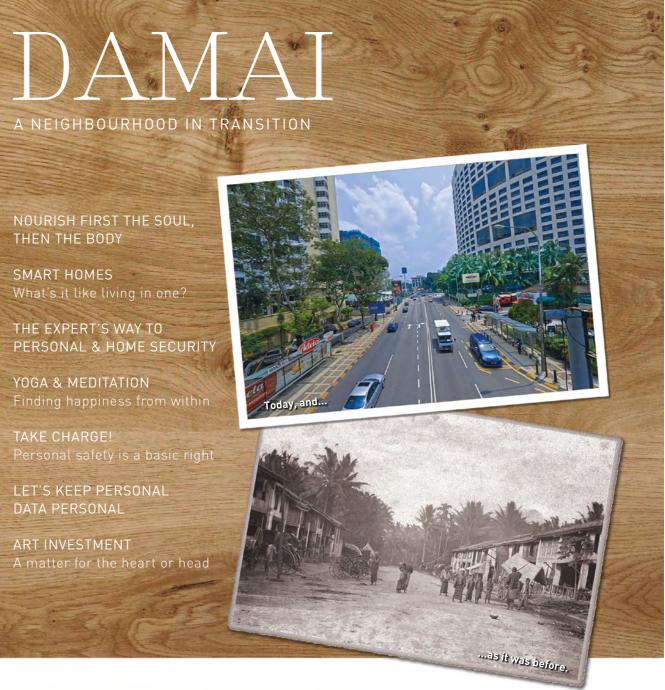
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 \mathbf{KII} **BERITA TAN & TAN**



VOL 18 2014 / 2015

DAMAI 15

THE ESSENCE OF ELEGANT LIVING

In the desirable enclave of the Damai neighbourhood, four semi-detached villas embody the lifestyle of high society in the city. These highly exclusive landed homes, a rarity in Kuala Lumpur City Centre, boast capacious built-up space, from 3,950 to 4,560 sq ft.

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A BUILD-THEN-SELL CONCEPT

CULTURE STATE IN STATE OF STATE



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TAN & TAN DEVELOPMENTS BERHAD (An GB company) (13042-H)



12 CONSECUTIVE WINS SINCE 2003

EDITOR'S NOTE

The surrealist artist, Rene Magritte, once wrote: "We are surrounded by curtains. We only perceive the world behind a curtain of semblance. At the same time, an object needs to be covered in order to be recognised at all." He would paint the everyday familiar object in an unusual context that allowed the observer to perceive the 'common' object in a new light. Similarly, this year's BTT sheds light on the ubiquitous subject of security and wellbeing - the basic fundamentals to a good quality life – from new angles.

We begin with a mouth-watering article, "Nourish First The Soul, Then The Body", delving into the life of a young working professional who eats well and, more importantly, lives well despite his busy career. His story resonates closely with an upcoming Tan & Tan Developments project, Stonor 3, a development that will provide compact homes in the city centre, which are designed to complement the lifestyle of busy professionals.

Today, in the 21st century, we cannot ignore the development of technology and its ever-important impact on our lives. We share the conveniences that technology has brought into the home in "Smart Homes: What's It Like Living In One?" We then continue to embrace progress by shining the spotlight on Damai, a neighbourhood that has transitioned over time from a peaceful suburb to an established hub just outside the Kuala Lumpur City Centre. Our newly launched projects - Damai Residence, an elite condominium of only 31 units, and the upcoming project, Damai 15, consisting of four spacious semidetached villas - are both located here on Jalan Damai.

Security has been an extremely prevalent topic this year stemming from increased occurrences of crime in the country. In "The Expert's Way To Personal & Home Security", one of the most reputable security consultants in the country shares how he keeps himself and his loved ones safe. Self-preservation is only complete when the core of personal wellbeing is taken care of, thus we sought a yoga teacher who guides many of her pupils to happiness; we share her insights in the enlightening article "Yoga & Meditation: Finding Happiness From Within".

Personal safety, in the physical and virtual worlds, is often taken for granted. As we learn that self-awareness opens the gateway to happiness, we also learn that it plays a significant role in our safety habits; thus we share two passionate views in "Take Charge: Personal Safety Is A Basic Right" and "Let's Keep Personal Data Personal". One underlying trend highlighted by all our contributors, from eating habits to personal safety and happiness, is the notion that we are responsible for the decisions that promote our wellbeing.

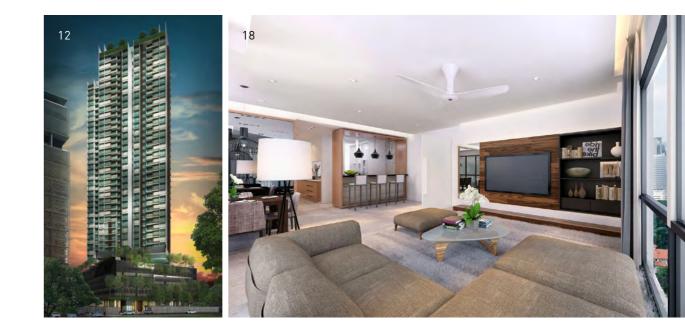
> As we draw towards the end of our issue, we ask the philosophical question in "Art Investment: A Matter For The Heart Or The Head?" Many of our customers have invested wisely in our properties, but do the rules change for a more emotional and subjective purchase?

Finally, we wrap this issue up with a little vaunting of Tan & Tan Developments' contributions to the nation's development over the last few decades, in tangent with our parent company's (IGB Corporation) celebration of 50 years of industry expertise.

To conclude, I hope this year's personal stories on wellbeing enlighten or contribute to those who pursue this ultimate goal of human endeavour. Take care, my readers...

Editor

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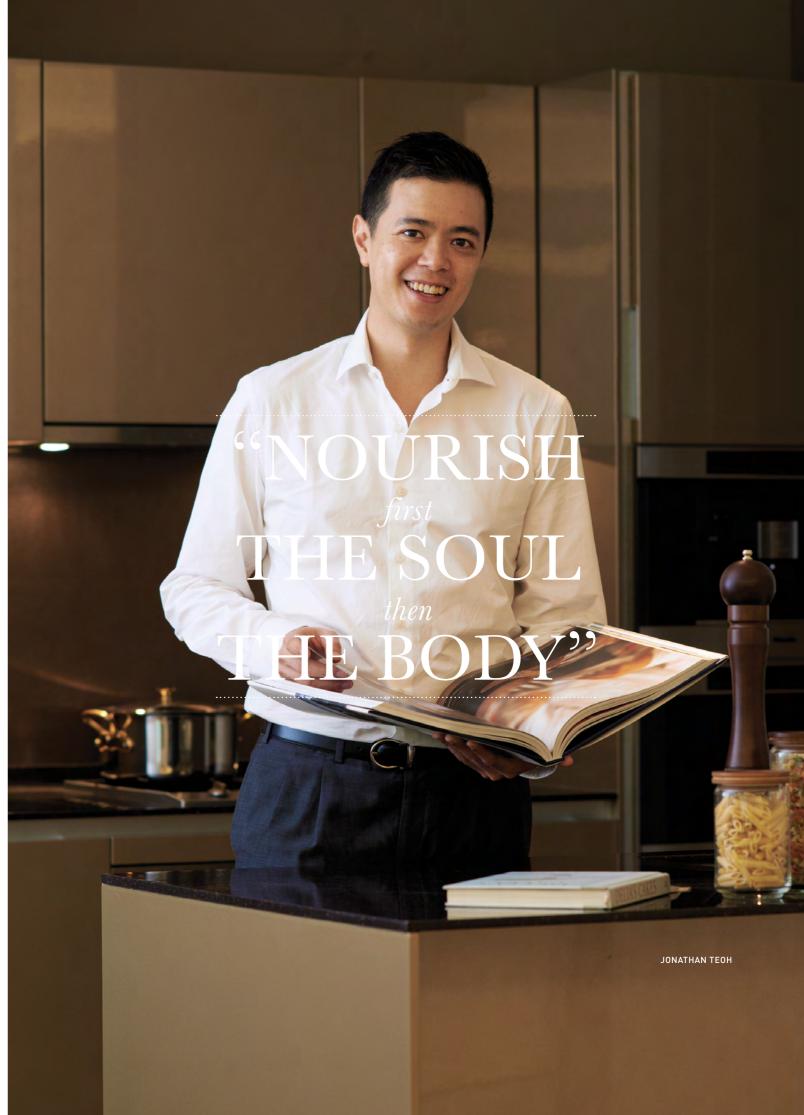
onathan Teoh is like many 30-something year olds - motivated, enthusiastic and busy. BTT sought out the Singapore-based, Malaysia-born architecture graduate who is known amongst his friends to be somewhat of an erudite "home cook", with the intention of finding out his secrets behind healthy home-cooked meals while juggling a demanding career. As he tucks into a less-than-healthy meal of brioche French toast topped with butterscotch banana ('It's my cheat-day,' he says, by way of excuse), he reveals that his passion for good food extends beyond nourishment for the body; he stresses that well-being extends beyond oneself to contributing to the betterment of society.

He spends the better part of the conversation enthusing about TLC - the Truly Loving Company - a brand that sells environmentally-friendly household and personal care products, and gives all of its dividends to charity. He doesn't even work for the brand. Well, not anymore; Jonathan is now working for a renowned Malaysian property developer on projects in Singapore and Iskandar Malaysia, but he did spend a year as an employee of TLC, which was founded by his mother, Julia Chong.

Julia was at the height of her career and enjoying the view from the top of the corporate ladder when she decided to give it all up to start TLC in 2006, with her personal savings no less. Suddenly, she found herself at square one - building the brand from scratch and knocking on retailers' doors to let her products in. Today, the brand is found in large key-account hypermarket and major supermarkets nationwide, including AEON, Giant, Tesco and Cold Storage, and it additionally organises various campaigns to raise even more funds for the less fortunate.

'Another great thing about TLC being a social enterprise is that funds can be channeled to other under-supported enterprises, like old folks homes and animal shelters, which get less attention than other charities,' Jonathan says.

Although Jonathan and the brand parted ways some four years ago ('my mother didn't renew my contract,' he jokes), he lights up when talking about TLC, and its charitable nature and works. He was involved in TLC's Promise Me Campaign, which engaged 90 youth volunteers - from secondary schools, local universities and bloggers - to grant wishes and pledges from different charities, which varied from something as simple as a child wanting to learn how to ride a bicycle to another dreaming of seeing an army parade. Jonathan believes that such social enterprises will have a lasting impact on society. 'Besides cultivating charitable values in these youths who are about the join the workforce, the recipient of these kindnesses would be inspired to pay it forward one day. We are encouraging socially responsible individuals - our future leaders - both ways,' he says.



He adds, 'In my present occupation, I do train younger executives. It's amazing to see the way the next generation works. They are fast and forward thinking; sometimes they surprise me by taking the initiative to complete work before I even knew I needed it done.'

From training and encouraging future leaders, Jonathan envisions a future for himself, which would combine his experience in architecture, property development and social cause into one single enterprise – aged care.

'There is a need for high quality aged care in this country,' he says, 'Here, we could build the perfect community for the elderly amidst a beautiful tropical setting, with architectural designs that allow residents to age with dignity and comfort, supported by a team of healthcare and wellness professionals. The key is in partnering with an established UK-based operator and working with experienced aged care physicians to create purpose-built facilities centered around the physical, mental and spiritual welfare of our future residents.'

The conversation eventually leads to nourishment for the body. Jonathan had always experimented in the kitchen since he was a teen and spent two summer holidays working in the kitchens of Cilantro, the award-winning French-Japanese restaurant in Micasa All-Suite Hotel, where he learnt the basics of culinary art and fusion cuisine. 'I had to beg the proprietor to let me work there,' he says. 'And the experience was invaluable.'



Despite a busy work schedule, he manages to have fresh, homemade food for most of his meals. 'The economy is slowing down in Malaysia, and with the GST about to come into effect soon, everyone will begin to conserve their funds,' he predicts. 'I wouldn't be surprised if people eat out less and cook more.'

Breakfast, we all know, is the most important meal of the day yet the one most often skipped. 'In the mornings, I don't usually have much time, so I'll just blend a lot of fruits and vegetables to make a breakfast smoothie packed with vitamins and fibre,' he says. 'That alone gives me enough energy and sustains me until lunch and sometimes even longer.' He adds, 'It's very important to have a good high-speed blender, like Blendtec, in your kitchen for making smoothies and soups.'

For his lunch, he actually packs food from home. 'The walk to and from the food court takes 20 minutes, the queue for the food takes another 10 to 15 minutes, and you're left with not much time to eat,' he explains. 'I'd rather pack a lunchbox and enjoy a leisurely meal with my colleagues in the pantry.' It does not mean that he spends additional time preparing food; he simply cooks

bigger portions each time and stores extra for later meals.

He insists that a hot, freshly-cooked meal can be prepared within 30 minutes, which is what he prepares after he comes home from work. Besides using quick recipes, he makes sure that his kitchen is well-equipped and well-organised, turning cooking into a streamlined production process.

'I cannot stress enough the importance of good fridge management,' he says. 'I use stackable containers and storage baskets to fully utilise the shelf space. This way, I can find the things I want quickly, including the ingredients that had been relegated to the back of the fridge.'

'You don't need many cookware in your kitchen,' Jonathan continues. 'For knives, you'll only need three, but they should be good quality ones: a chef's knife - I like the Victorinox Fibrox 8" or the more expensive MAC MTH-80 8"; a paring knife and maybe a bread knife.' He adds, 'Oh, and a good kitchen scissors, of course - a pair that is sharp enough to help cut up a chicken; much easier than using a knife to do the job.'

He even requires only three types of pots and pans - a non-stick wok, a non-stick frying pan and a pot with a broil basket or sieve insert. 'These are sufficient for you to prepare all your meals, both European and Asian cuisines,' Jonathan says. The sieve, he explains, allows you to remove herbs and ingredients easily when making soups and broth. He advocates technology that can reduce the cooking time and the number of kitchen tools. Not everyone has the luxury of time or a sprawling kitchen. The latest gadget that has caught his eye is a steam oven that comes with integrated wireless temperature probe, which stops cooking when the food reaches the desired temperature. 'Integrated gadgets like this just makes cooking easier and simpler,' he says.

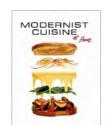
He keeps a variety of good quality olive oil, vinaigrettes and sauces ('the Sriracha sauce from California is the best chili sauce you can find,' he says), but as space is limited in the kitchen of his apartment in Singapore, he buys other foodstuff as and when needed ('wine, for instance').

Jonathan mostly gets inspirations for recipes from dishes he had tasted in restaurants and attempts to recreate them in his own kitchen, even enhancing them to his own taste. He is an avid reader on subjects of food and nutrition, as well as books that provide him ideas for his quest to nurture more youth leaders.

Last, but not least, Jonathan recommends using a good dishwashing liquid and multipurpose cleaner to quickly clean up the kitchen and utensils after cooking. 'Products by TLC, for instance,' he says, sneaking in another mention of the brand. 'They are high quality, effective products that support good causes too.

JONATHAN'S RECOMMENDED **READING LIST**

BOOKS TO NOURISH THE BODY

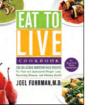


MODERNIST CUISINE » Nathan Myhrvold An encyclopedia of modern cooking

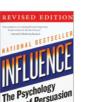
based on scientific research principles new techniques and cutting-edge technology

EAT TO LIVE » Joel Fuhrman

A book that provides critical insights on how the wrong foods lead to over-consumption of calorie-rich and nutrition-poor foods, manifesting in poor health. Several chapters are dedicated to changing the way one eats to live longer, reducing dependency on medication and improving health and wellbeing.



BOOKS TO NOURISH THE SOUL



ROBERT & CIALDINE PHIL

INFLUENCE: THE PSYCHOLOGY OF PERSUASION » R. Cialdini

A stunning insight into the psychology of the human mind that illustrates how the usage of cognitive triggers can influence decision-making and thoughts to manifest into actions.

THE SERVANT: A SIMPLE STORY ABOUT THE TRUE ESSENCE OF LEADERSHIP » J. Hunter

Leadership skills taught through the tale of John Daily who attends a leadership retreat at a Benedictine monastery to regain control on his tattered life. As the story unfolds, the reader learns that true leadership diverges greatly from common interpretation.



"Motivated, enthusiastic and busy" urbanites like Jonathan do not live a compromised lifestyle; rather, they build an environment around them that eases their hectic lives.

Stonor 3, one of the latest condominium projects by Tan & Tan Developments, was designed precisely to complement the desires of contemporary urbanites. For more information, please call 03 2283 2266 or visit tantan.com.

Jonathan's easy and quick recipes:

"My recipe follows a commercial kitchen's process of cooking ingredients in parallel and using time-saving tools to deliver a scrumptious breakfast for friends and family in no time."

Eggs Benedict, in less than 30 minutes 🕚

- > Sourdough Bread
- > 1/2 block of Butter
- > 4-5 Egg Yolks
- > 1 tablespoon Mustard
- A few dashes of Tabasco Sauce Juice of half a Lemon
- > A few strips of Smoked Bacon
- > 4-6 Eggs, for poaching
- > A handful of Baby Spinach
- 1 Switch on the oven to 100°C and throw in some
- thick slices of sourdough bread.
- 2 Fill up a wok with water and set it on the largest burner.
- 3 Fire up a non-stick pan on the next largest burner.

Hollandaise Sauce 5 mins 🛈

- 4 Start melting half a block of butter in a pan.
- 5 Separate the yolks from 4-5 eggs and place them into a blender jar.
- 6 Add in a tablespoon of mustard Coleman's is fine.
- 7 Add in a few dashes of Tabasco sauce.
- 8 Squeeze the juice of half a lemon
- 9 Pour the melted butter into the blender jar and blend on slow pulses till mixed. Leave aside.

Poached Eggs, Bacon and Spinach 20 mins 🛈

- 10 The non-stick pan is the first to become really hot. Throw in your smoked bacon and fry until crispy.
- 11 To poach eggs perfectly, use the PoachPod*, which is a flexible silicon tool for poaching eggs. Don't forget to lightly coat the pods with oil. Crack an egg into each pod and float it in the boiling water in the wok.
- 12 Once the eggs are about poached (4 mins), remove and immerse in ice-cold water to stop the cooking process.
- 13 Bacon should be nicely done by now and can be set aside.
- 14 Your pan will still be very hot. Scrape off the bacon bits and throw in the baby spinach to wilt it

Plating 5 mins 🕚

- 15 Take out the sourdough bread from the oven to make the base.
- 16 Next, layer on the crispy fried bacon, followed by the spinach.
- 17 Remove the poached eggs from the water bath and pop them out of the pods. Place atop the spinach.
- 18 Drizzle the hollandaise sauce onto the eggs.
- **19** Crack some salt and pepper over your presentation with a battery-operated handheld mill.

Serve and enjoy!

* For more information on the PoachPod, go to www.fusionbrands.com

Chimiccurri Sauce (Serves 4)

- > 1 cup of Parsley leaves
- > 1 tablespoon of Oregano leaves
- > 2 cloves of Garlic
- > 1 Shallot
- > Chilli/Pepper flakes
- > 1 cup Olive oil
- > Lemon juice (from half a lemon)
- 1 Place parsley and oregano leaves, olive oil, lemon juice, shallot, garlic cloves and chilli/pepper flakes into blender and pulse together. 2 Rest for at least two hours or up to 24 hours. This can be
- prepared the day before or before you leave for the office in the morning.
- 3 Stir before serving with grilled meat of choice.

A NEW ARCHETYPE OF SOPHISTICATION

Once again, Tan & Tan Developments redefines luxurious city living in the prestigious residence of Stonor 3, a place that beholds the spectacular view of the statuesque Twin Towers nearby.

These condominium units, ranging from 650 to 1,300 sq ft, complement the natural refinement and supple lifestyle of modern-day elites. Integrated with impressive facilities, Tan & Tan Developments' latest development will become a new archetype of sophistication in the Kuala Lumpur city centre

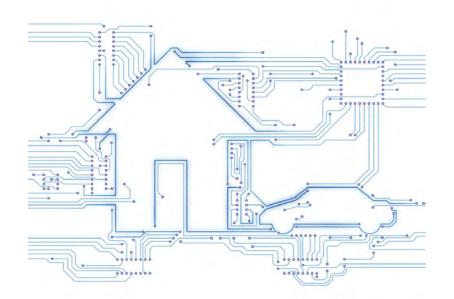
Please call **03 2283 2266** or visit **tantan.com** for more information.





SMART HOMES

WHAT'S IT LIKE LIVING IN ONE ?



Envision yourself reclining on a plush sofa, while your every need is attended to and every whim is catered to by someone else, like the masters and mistresses of Victorian households of old. Although butlers, valets and lady's maids are almost non-existent in households today, latest home automation technology has allowed us to enjoy the services of a virtual Jeeves, faster.

The technology has come far since the remote control became a fixture on our coffee tables; according to K.C. Lim of PCOM, provider of HOMEX, the next generation smart home that redefines

modern living in 21st century Malaysia, the term "smart homes" encompasses more than just home gadgets switching on and off by themselves.

'The home can only rightly earn the appellation when it anticipates and behaves the way you want it to, without any effort on your part,' he says. 'The home should transform accordingly who can accomplish more and much without the touch, or at most, just one touch of a button to simplify and enhance your lifestyle.' The "button" refers to one on a sophisticated touchscreen wall panel or, with the prevalence of wireless connectivity nowadays, on a tablet or smartphone.

K.C. practises what he preaches; his 10,000 sq ft home is outfitted with the latest smart home technology. 'There are close to two hundred control switches in my house,' he said, conveying that a system integrating all the devices in his home is a necessity.

'Smart home technology has to be exceedingly easy to use or, for want of a better term, idiot-proof. The AV room, for instance, is a shared space used by different members of the household for various functions – to watch movies, sing karaoke, listen to music or play video games - and each requires different lighting intensity, and may or may not require the projector screen or window blinds to be lowered; these settings can be pre-programmed into the system. My elderly mother-in-law or my youngest child, who is only 10, simply has to touch a button and the room transforms into whichever ambiance that is ideal to watch their favourite channel or to play a game.

'When I have guests coming over, I do not have to run all over to prepare the house; if I did, I would be exhausted before they even arrived! But simply with the touch of a button, the fountain comes alive, the porch light illuminates and television screens affixed throughout the house flicker on to display pictures.







He adds, 'I admit, it is not only about convenience; when or receive bulletins from the management; parents can also you have friends visiting your home, you'd want to impress access the CCTV cameras in the public areas to periodically them too.

William Wong, whose company 7Sense Intelligent has worked with property developers to integrate smart home systems into their projects, also believes that the definition of "smart" has altered rapidly in recent years. 'It's like how we perceived our smartphones when the technology was at its infancy and how we use our smartphones today. Our smartphones now perform important functions in our lives beyond just making calls, but also grant efficiency and One such 'small home' resident is Low, a technopreneur enhance our social lives.

'Likewise, a smart home should do more than automating lights, aircons, home security features, etc; these are a given. I believe the technology can now be used further to bring the community closer.' A valid point, considering that more and more people are moving into high-rise properties or gated communities with shared spaces and facilities. William demonstrates how each home can access a smart home app via tablet or smartphone to make facility bookings

check on their children who are playing there. If required, the platform can also be used to communicate with neighbours; for instance, to seek out others with similar hobbies and interests.

'A smart home system benefits not only large homes, as most people would assume, but smaller homes as well,' says William.

who lives in a 1,500 sq ft condominium unit in Penang. Incidentally, 7Sense was the company which outfitted his residence. 'It's great,' Low enthuses. 'I travel occasionally for work, and I can remotely switch the lights on or off, disarm or arm the alarm and receive urgent notices even when I'm thousands of miles away.

'When I'm home and I sometimes feel like playing tennis, I can check the availability of the courts from the comfort of my living room.

Although he lives alone for the most part, his parents would often visit and stay for long stretches of time. 'They only know how to use the intercom, but I can easily access the entire system from my office. If, say, the alarm is triggered or an electricity outage occurs, I'm notified immediately via the app and can call my parents to check if they are okay. That's reassuring.'

A shopping mall will be erected adjacent to Low's residence in the near future; there are plans to incorporate retail promotions for the residents into the e-bulletin then, another instance of using the technology for community integration.

According to William, with the availability of common communications protocols like Z-Wave, which was designed specifically for home automation, smart home technology will continue to incorporate more and more gadgets, and even wearable technology. 'Giant tech companies like Apple, Samsung and Google have also invested in developing their own protocols. With these in place, countless smart home innovations will inevitably emerge from third-party app and product developers."

K.C. believes that home automation technology will follow the route of other forms of technology, which 'starts with commercial applications, crosses over to residential applications, and then goes on to permeate the community'. He says, 'The existing technology is already capable of every possible convenience you can imagine. Want to call for the lift whilst you're still putting on your shoes? Easy. Want to order groceries from your kitchen and have the neighbourhood supermarket receive and deliver your order. Can be done.

'What's next is the technology will be utilised to make living in the community much more efficient and convenient. Take the Google self-driving car, for example; it's another form of smart technology that has created a car so intelligent that it gets you to your destination with very minimal effort on your part.'

Meanwhile, K.C. and Low are very contented to, after a busy day at work, return to a home with lights blazing and aircons blasting to welcome them. 'I enter my master bedroom, and cool air and soothing jazz music greet me,' says K.C.

Low's shares a similar sentiment. 'It's already very late when I reach home, and I simply do not want to do anything, not even fiddle with switches.' He envisions the ultimate smart home: 'I wish to be like Ironman; when he lands on his pad, his gear is dismantled by automatons; and JARVIS, the artificial intelligence "butler" takes care of everything else. Tony Stark never has to lift a finger.'



K C LIM CEO, PCOM Pacific Sdn Bhd, www.pcom.cc



WILLIAM WONG General Manager. www.7sense.com.my

LOW

Technical Director. Golden Beam Sdn Bhd. www.goldenbeam.com.my



The intermingling of old and new catapults Damai into a vibrant development.



Damai, a neighbourhood that borders the KL City Centre and rests in the shadows of the mighty Twin Towers, is fortunate to be in the locale that it is. In the concentric circle that is between two to three kilometres from KLCC, akin to the Goldilocks zone, it is not too near the busiest part of the city yet not too far from all the opportunities it offers; where Damai lies, it is just right.

As the urbanisation process advances towards Damai, a new energy begins to stir in the neighbourhood. New, exciting businesses emerge amidst established restaurants, cafes, supermarkets, shopping malls, leisure facilities and family businesses; new faces blend in with the community, adding freshness to the familiar. The intermingling of old and new catapults Damai into vibrant development. In this area teeming with potential that is about to be realised, Tan & Tan Developments is set to launch Damai Residence.

Damai Residence is a low-density apartment that provides all the essentials of contemporary city living. The generous 1,938 sq ft space is rare in high-rise residences so close to the KL City Centre, with a large kitchen that will appease any gourmands. Each apartment unit has its own private lift lobby and does not share walls with any other unit on the floor; thus, offering peace and privacy.

For more information on Damai Residence, please call **03 2283 2266** or visit **tantan.com**.





THE EXPERT'S WAY TO PERSONAL & HOME SECURITY

We are walking along a row of shoplots in Kuchai Lama, looking for the signage to inform us that we have arrived at the office of Richard Dimmick, the security consultant who has agreed to meet with us. We reach the end-lot that we think corresponds with the address he has given us. It has a if it can help others, he says. Everyone should understand nondescript facade that looks like it is intentionally attempting to look unremarkable. The only feature that suggests it houses a business that revolves around security is the heavy metal grey door that guards the stairway leading to the upper levels. Still uncertain that we have reached the right place, we ring the bell.

Richard's voice emits from the intercom. 'So, there are two of vou?

We immediately look up and around, but fail to discern any cameras. How did he know? The door's locking mechanism releases, finally granting us entry into the fortress, into which we proceed with a slight sense of foreboding until we are greeted by Richard's wife, Jeab, who works with him and has come down to make sure that we have entered. Although she is small in stature, we intuitively know that she is not one to be trifled with; we would find out later that she can handle a Harley bike almost twice her size with ease.

We are welcomed into the office on the upper floor by Richard himself, his affable demeanour belies his past as a member of the British Army and war veteran. Tan & Tan Developments and Richard first crossed paths in the nineties when he was the security consultant for the construction of the Sungai Buloh prison, and he was swiftly engaged by Tan & Tan Developments to design the security for the first gated and guarded community in the country - Sierramas. Since then, his services have been highly sought after by renowned property developers from across the country. Of course, Richard only works on large-scale projects, but

today we are hoping that he would oblige us with tips on how individuals could fortify their own homes and ensure personal safety. 'Sure. Although, I don't provide consultation for individual homes, I don't mind sharing some tips and ideas that safety is firstly the responsibility of the individual."

He starts by explaining that safety and security should be thought of like an onion: 'People often secure just the boundaries of their homes. Actually, security should be designed like an onion - multi-layered.' Even if the perpetrator penetrates the layers, he becomes increasingly discouraged and eventually leaves.

The outermost layer is, of course, the surrounding community. 'I work with developers to ensure "crime prevention through environmental design", Richard says. 'Ideally, safety features are integrated into the development from the beginning, but of course you can still assess your community's surroundings and take precautions.' One of the worst misconceptions that people have about security is their perception towards security guards. 'Residents do not treat security guards as a profession. For two ringgit fifty cents hourly wage, how can you expect to have quality guards?' Unfortunately, security guards are increasingly thought of as unreliable and merely ornamental. Richard believes that residents should empower the guards to carry out their duties. 'Once, when I was returning home. I had forgotten to bring my resident pass and the guard refused me entry. I was diabetic and desperately needed to have something to eat, but the guard was adamant. He would not allow me in until he confirmed my identity. Sure, I was agitated at that time, but after the urgency had passed, I complimented the guard because he acted as he should have.

Security systems do not have to be overly complicated. Richard mentions something as simple as having more lighting: 'When



'PEOPLE OFTEN SECURE JUST THE BOUNDARIES OF THEIR HOMES. ACTUALLY, SECURITY SHOULD BE DESIGNED LIKE AN ONION - MULTI-LAYERED.'

'A MEDLEY OF ITEMS – A RULER, A TWISTED PIECE OF WIRE AND A SHANKED KEY AMONGST THEM – ALL THE TOOLS NEEDED TO STEAL A CAR.'

threatened, humans react with a "fight-or-flight" response. We want to trigger the flight response in the criminals, and light is one of the triggers.' There are motion-sensor spotlights that track and follow movement, which can be easily procured online for a few hundred ringgit. 'If a criminal finds himself being in the glare of a spotlight that follows him as he moves, he is going to want to flee!' Sound is another flight trigger, so Richard suggests that if you are threatened to 'scream the place down.'

With regards to protecting the borders of a development or individual homes, fences are preferred rather than walls, as the former provides visual permeability, minimising places that people with criminal intent can hide. 'There are nonscalable fences which makes it hard for criminals to climb or hide,' he says, and proceeds to bring out a selection of fence cutouts for us to inspect. The spaces in the lattice are so small that the fingertips can barely slip through.

Open concepts, high-rise and mix-use developments are becoming more common in Malaysia and the border between public and private spaces have become harder to define. 'Residential parking tend to be allocated on the levels or sections nearest to the entrance while visitors have to drive through the residents' parking area to reach the visitors' parking area. In effect, you're just allowing thieves to scout the residents' vehicles and mark the ones that they intend to

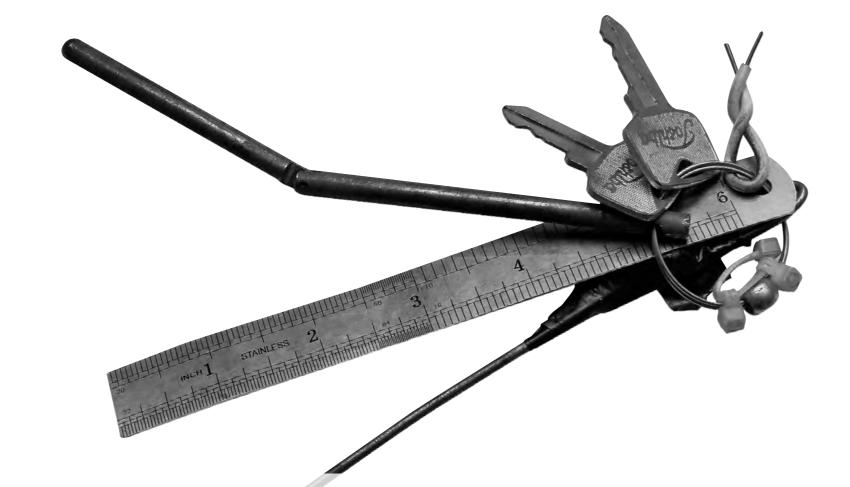
steal later.' Richard adds that the residential sticker on the windscreen displaying the lot number informs car thieves where exactly to find the vehicle later. He shows us a key ring holding together a medley of items – a ruler, a twisted piece of wire and a shanked key amongst them – all the tools needed to steal a car, which are surprisingly rudimentary and unsophisticated, impressing upon us how easy it is to commit auto theft. 'A delivery boy came to our office with this hanging off his belt. I recognised what it was instantly, confiscated it and told him off.'

As we peel the layers of the analogous onion, we query Richard about the security of the home itself. 'Having an alarm system is fine, but it really just alerts you that there is an intruder; you'd only have minutes to act,' he says. Hence, he recommends that homeowners also focus on preventing intruders from breaching the walls of the home. External doors should be made from solid timber. Each door can be reinforced with hinge bolts, which protrude from the sides and embed into the frame when closed. This will make it impossible to remove the door, even when the hinges have been removed. The peephole should allow you a 180-degree view from the inside, and a short security chain should let you peek outside or to receive a small parcel, yet cannot be removed when the door is ajar. 'If I'm not at home with her, Jeab knows that the pizza box is coming through the door vertically,' Richard says jokingly (at least, we think he is).

'Most locks can be picked, so I'd install two spring locks on the external doors.' For those who are unfamiliar with lockpicking, one would need to use a pick and a tension wrench at the same time, requiring the use of two hands to pick one lock. Thus, it is immensely difficult to pick two locks at the same time.

What about external windows? On that matter, Richard recommends that all windows have a simple lock from the inside and covered with shatterproof film. 'Make sure, though, that the film covers the entire pane, including the edges that are embedded into the frame. Remove the pane to install the film,' he cautions. 'Otherwise, you're actually just assisting the criminal to break your window.' The other alternative is a laminated window, which is made of acrylic sandwiched between glass. 'I've tried to break one before,' Richard reveals one of his undoubtedly many experiments to test out safety gadgets and gizmos for his clients. 'After a good twenty minutes of hammering, I had hardly made any progress, but I did make a lot of noise.' Sound, we are reminded, is another flight trigger for the criminal.

Although all sorts of security technology are available in the market today, Richard uses them carefully and after considering their full implications, calling them a 'doubleedged sword'. He recounts an incident when technology had showed its vulnerability, which was a break-in at the



residence of a prominent local personage. Before the burglars left the house, they had the audacity to key in "Terima kasih, Datuk" (Thank you, Datuk) into the security panel. Richard later determined the burglars' modus operandi: 'What happened was the Datuk was at some café or other when he received an alarm trigger alert on his mobile phone. To determine whether it was a false alarm, the procedure was for him to disarm and rearm the system by keying in the code through his mobile. What the Datuk didn't realise was that an accomplice was seated nearby with a tone dialer recognition device. After the Datuk rearmed the system using his phone, during which the accomplice deciphered the code, they simply disarmed it again and ransacked the house.'

'Many people also think that they need to specially construct a panic room. That's not necessary. Just select a room with no external access, usually the master bedroom, and make



sure the door has the same security features as the external doors.' If there are young children in the home, their rooms can become the panic room instead. 'Jeab knows that if the alarm goes off, she needs to grab her phone, lock herself in the master bedroom and call for help,' he says, which leads to another important point, that is to 'make sure that everyone in the household knows what to do.'

It is clear to us by now that Richard is conscientious about his wife's safety, although not in an overbearing manner, mind you. 'Women tend to be targets of crime because of their perceived weakness,' he says. 'We must teach women



how not to be victims.' We have finally reached the core of the onion - the person. Richard introduces the simple concept of "risks versus rewards": 'A criminal is going to weigh the risks against the rewards before committing any crime, so, increase his risks and reduce his rewards to avoid becoming a victim of crime.' For instance, women should park near the entrance of shopping malls where there are more people and the risk for the criminal is higher. When we utter excuses that parking lots near entrances are seldom empty, Richard replies patiently, 'Then use the car jockey service. It may cost more, but your safety is worth much more.' To which Jeab concurs, 'That's what I do.'

Richard continues, 'If you are going to wear expensive jewellery, put it in your purse and wear it only when you arrive at the venue.' The rewards are, thusly, removed from sight until it is safe. If Jeab needs to withdraw money from the ATM, she would do it when she arrives at the Throughout our meeting, they had intermittently regaled us

shopping mall, not before leaving. 'No criminal is going to follow you around while you shop for shoes,' Richard says. Jeab reveals that she is always armed with a pepper spray, one that contains indelible ink, no less. 'Readily available at Watson,' she shares. The ink will mark the perpetrator and keep him off the streets and from committing crime for a number of days. Jeab keeps one handy inside the car as well, in case someone tries to attack her when she is inside the car. 'I tested it. I sprayed it into the air in front of me and it really stung,' Jeab says, who, like her husband, does not seem to trust the products unless she has first tested it out herself. When we walk out of the office together, Richard directs our attention to the windows in the side of the building. They are made up of multiple square blocks of opaque glass. 'They allow natural light in, but you cannot see what's inside,' he explains, imparting one more security tip before we part.



with snippets of stories of their cross-country adventures on their Harley bikes, and now we see the machines themselves parked nearby. Their biking exploits had taken them past beautiful sceneries to exciting places, but also brought them many close-calls with reckless drivers, animals crossing roads at inopportune moments, a cyclone that had cut through their path and even a heart-attack while on the bike. They have collected as many injuries and scars as they have friends during these adventures. For people who specialise in safety and security, they are unexpectedly nonchalant about the dangers of their hobby.

'It's not that I'm not scared; in fact, I'm very intolerant of pain,' Jeab says. 'But I just make myself do it.' That, we think, can be applied to the subject at hand- to not let the fear of crime deter us from living a carefree life; all it takes is to take responsibility of our own safety, and repel crime with simple steps and thoughtful measures.





RICHARD DIMMICK AND HIS WIFE, JEAB



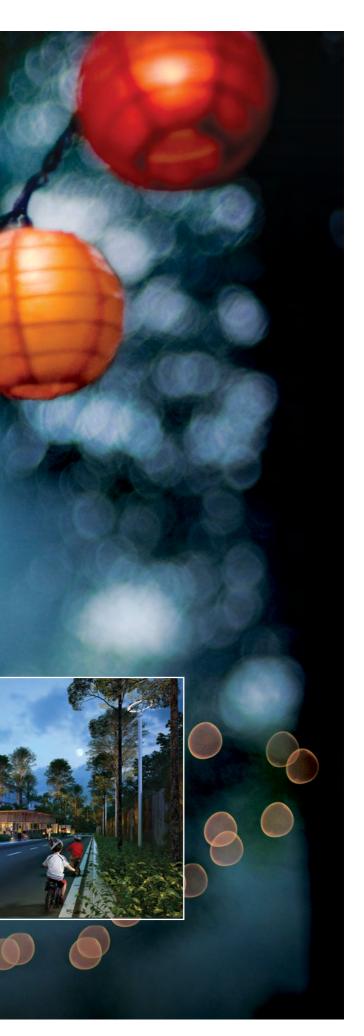
On one of the last pieces of land in the renowned Sierramas enclave, a bright jewel is crafted for the crown. 41 strata villas beset Park Manor, the latest suburban development set in its own exclusive parcel, it is an extension of the gated and guarded concept that was first introduced to the country by Sierramas and remains archetypal until today.

Here, idyllic suburban living is realised. Park Manor offers you serenity and space, yet is a mere 25-minute drive to the city via the NKVE and DUKE. Wide spaces and lush landscaping make it an exclusive haven that envelops you each time you return home.

In the three-storey villa, young children have bounteous space to grow and learn; the elderly move around with ease, with the inbuilt lift; and you find yourself relaxing and reconnecting. This is a home designed to accommodate the needs of each generation while strengthening family ties.

Residents mingle in this secluded, landscaped development shared exclusively by few: pathways lined with verdant trees and hedges meander past every villa, inviting you outdoors or to take a walk to visit your neighbours; children can play together and splash in the swimming pool; and an elegant pavilion is reserved for those special occasions.

Get a glimpse of this ideal suburban living at the Park Manor showhouse; to make an appointment, please call **03 2283 2266** or visit **tantan.com** for more information.





YOGA & MEDITATION

FINDING HAPPINESS FROM WITHIN

Happiness is elusive and fleeting when found; we continue Some of her students sought to simply ease physical ailments to seek it in careers, relationships, material possessions or to overcome insomnia, but many eventually discover deepand momentary pleasurable experiences. Yet, in multiple seated issues. As Shilpa explains it, the body is the doorway studies attempting to measure happiness, it was found that to the visceral, from where the subtler energies within can be in some of the most successful cities dwell the unhappiest awoken. of citizens. If richness and comfort cannot afford us contentment, then what can? She shares the story of one of her students:

Shilpa Ghatalia knows all too well the despondence of many outwardly successful people. In the 20 years that she has including having a luxurious hot bath surrounded by scented taught yoga, she has met many of them - from executives to candles, but still sleep eluded her... Now, this really is a CEO's, from rat racers to those in dysfunctional relationships metaphor for life, isn't it?' - who had found their way to her yoga centre, located in a spacious bungalow on Jalan Damai near the Kuala Lumpur Another student of hers, a CEO of a well-known financial City Centre. institution, also suffered the same sleep ailment because

'She came to me complaining about difficulties sleeping, and when she did sleep, it was not restful. She tried everything,



of the pressures of work and after practising yoga for a while, arrived to class one day announcing that he had enjoyed the best sleep he has had in ages. According to Shilpa, yoga and meditation helps the practitioner to control the thinking mind - the one that produces superficial thoughts - which exists alongside the working mind – the acclimatise to the new environment and one that drives daily tasks. By stilling the mind or achieving the state of "no mind", one learns to be very present in the moment and while in that state, to be without judgment on others and especially on oneself.

'The journey to self-actualisation is many, but it begins with self. Yoga teaches you that love begins with self, before you can love the world,' she says. extract the best of each. The path to

her as a teacher, Shilpa hesitates to acknowledge the title. 'I'd tell my students that "I'm not your teacher. You are your own teacher." I merely help secret", asked her to teach them. them to realise that the sun is already burning brightly within themselves, and that the ability to clear away the clouds shrouding the sunlight also exists within them. Yoga helps them to realise this like the Russian Buteyko method, and ability,' Shilpa says.

means to a fitter body, for the sake of vanity and health rather than for spiritual and mental awareness. It has now transformed into a trend, a buzzword perpetuated by the mushrooming of yoga centres and so-called trained teachers. Shilpa is none too bothered: 'Like I said, the journey begins with the body. There are students who after attending classes in commercial yoga centres realise that they want to explore meditation as well, and they eventually find people like me who can help them.

Shilpa herself embarked on this "way of life" for physical attainment. After giving birth to her second child, she began practising yoga to strengthen her body. After three months, she felt stronger and decided to explore meditation. Having moved to Malaysia from India, her daily yoga routine helped her to culture. She began to entrench herself in the practice and started travelling to different countries to learn the different yoga variants.

Shilpa explains, 'I began this deep exploration of yoga for myself. I do not believe in just following one type of yoga practice, which would make it dogmatic, but to explore them all and the self is many.' It was not long before Although her students look up to neighbours began enquiring about the secret to her youthful looks (she looks at least ten years younger than her actual age) and upon learning her "beauty

As she began coaching others, Shilpa continued to study yoga and even beyond, exploring breathing techniques incorporating it into her lessons. Over time, she has been able to design her own For many though, yoga is simply a unique techniques and philosophies, which has made her somewhat of a celebrity in the Kuala Lumpur health scene. Her relationships with those who attend her classes transcend teacherstudent relations; one hesitates to use the term "life coach", but her students attain exercise, therapy and soulsearching, all in one.

> 'True happiness is when you find inner peace and grounding,' Shilpa says. 'When you can say to yourself contentedly, "life cannot be better" and this has to come from within.



SHILPA GHATALIA is the founder of Yogshakti centre which teaches classical yoga as a way of life.

For more information visit www.yogshakti.com or email/call shilpa@yogshakti.com / +012-2052714 or 03-42572714

TAKE CHARGE!

PERSONAL SAFETY IS A BASIC RIGHT

ino Martinez has been training in a mixed variety of martial arts for over 25 years now, including Tae Kwon Do, Karate, Brazilian Ju Jitsu, Military Combatives, Filipino Eskrima Martial Arts, and has been teaching martial arts for the last 20 years. Self-protection education was something he began exploring in 2004 at the behest of a female friend, who was victimised by someone close to her. Thus began Gino's quest to help others, especially women, to avoid becoming victims of violent crimes and, if confrontation is inevitable, to use instinctive combative moves to protect themselves.

When Gino first began designing his own workshop, now called STAVE – Strategies and Tactics Against Violent Encounters – he began exploring other defensive programmes that were already available. While he found there were good programmes out there, he was concerned that women were walking away from these classes with a false sense of confidence. 'Most people would freeze when under duress,' Gino explained. 'Unless the student trains regularly, she usually cannot access these physical skills when under stress.'

COOPER CODE





Therefore, Gino focuses a large part of the workshop on avoiding dangerous situations by understanding the motivations of those with criminal intent and to learn to read the signs that precede a crime. He encourages his students to adopt Cooper's Code, which is a mental process that places the mind and body on different levels of alertness.

condition orange

Alerted towards a target that may or may not be a threat.

condition **red**

The target does something that makes you feel threatened and you are ready to defend yourself.

ARM YOURSELE WITH WEAPONS OF OPPORTUNITY

UMBRELLA



'Most victims would later say, "I didn't see him coming" or "I didn't notice him earlier" because they were in Condition White,' Gino says. To teach his students to tune in to Condition Yellow, Gino would conduct "games" like "spot the red-shirted people in the crowd", an exercise to train the mind to be aware of potential threat.

From situational awareness, he then teaches them to spot predatorial behaviours. There are a few pre-incident cues that we can look out for. Firstly, the predator could very likely have "hidden hands" because they are concealing a weapon. Secondly, he might not have "cover for action", which is a reason for doing what he is doing or being where he is; for instance, he could be indoors in a warm environment, yet wearing a jacket, helmet and sunglasses. Another precursor to danger is when there is an abrupt change in the status of

a person or persons around you; for example, a group of people who was boisterous suddenly becomes quiet when approaching. These are only some of many signs of dangers, and Gino cautions that 'if you feel that something is wrong, something is wrong."

'Predators go through a process in picking out their prey. It is not accidental,' Gino says. 'If it is material possessions they are after, they will first spot the potential victims who display this objective; then they will test your awareness, to gauge if you are in Condition White. After that, they will try and approach you, preferably with the element of surprise on their side.

Deny them the temptation in the first place; neutralise the intention by not displaying expensive jewellery or money. If you still find yourself becoming a target, change your demeanour to reflect confidence and then walk away from the danger,' Gino stresses, reminding to, first and foremost, avoid confrontation.

'Arm yourself with weapons of opportunity - umbrella, phone, keys, a sock,' he adds.

Gino attributes part of the problem to transforming them into combative our culture of being too courteous and obliging when a stranger approaches us for directions or to ask the time. 'The closer you are to the criminal, the narrower the reactionary gap, meaning you'd have less time to react, he explains. 'We must give ourselves permission to firmly ask the stranger to step away, especially when we are alone or outnumbered.

women tend to hesitate to strike back,

partially due to the shock of being taken by surprise, which is why alertness is important, as well as the cultural norm of discouraging females to be physically aggressive. 'Everyone should know that they have the moral right to hurt their attackers in defense,' Gino says. pen, stick or my favourite, coins in In his workshop, he teaches physical moves which are extensions of natural physical reactions when attacked, actions or what he calls "survival stress movements" – instead of just a slap, he shows his students how to perform a "power slap". Even so, he advises that his students continue to practise these movements after the workshop.

'There is really no formula to deal with the attacker. One just needs to be flexible and deal with the moment,' he concludes. 'Awareness certainly does Even when attacked, Gino finds that not exempt you from violence, but it helps you to be better prepared.

KEYS

COINS IN A SOCK



GINO MARTINEZ is the Programme Director and Chief Instructor for the STAVE Workshop. For Corporate & Group Workshop enquiries, call +6012-666-2139 or email stave.selfprotectionworkshop@gmail.com

GADGETS & GIZMOS FOR PERSONAL SAFETY

BTT does not endorse nor is liable for any of the products featured in this magazine. We advise our readers to conduct their own thorough research to make an informed decision regarding security gadgets and measures. Safety is the responsibility of the individual.

"Watch Over Me"

Mobile App

After an attempted kidnapping in 2012, from which Chin Xin-Ci managed to escape and her detailed retelling of the experience on Facebook went viral, she then collaborated with a mobile application developer to create a personal safety app, so that others do not have to go through what she did.

Users can activate the Watch Over Me app on their mobile phones to literally watch over them for a programmed period of time – for example, the time required to walk to the car or go for a jog. If the user does not check in when the time runs out, the app will alert the pre-determined emergency contact list. Users can also shake the phone to trigger an alarm, start video recording and send the location of the phone to the emergency contact persons.

The Lite version is free, while the Premium version is available on a subscription basis (US\$9.99 /3-month or US\$23.99/12-month).

http://watchovermeapp.com/



Pepper Sprays

A wide array of pepper sprays is available on Amazon for US\$15 or less. Richard Dimmick, the security consultant featured in this edition of BTT, recommends one that contains indelible ink to mark the perpetrator and has a long spray range to defend yourself from a distance.

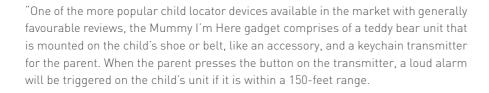
The SABRE brand is one of the more well-known manufacturers of pepper sprays in the States and is used by law enforcement personnel. The brand's tagline 'making grown men cry since 1975' sums up amusingly the application of their products and their longtime experience in manufacturing pepper sprays. Amongst their product line is the Blue Face Pepper Spray, which simultaneously impedes the attacker's vision while marking his face with a blue dye for up to 48 hours. The light and nifty gadget is capable of multiple bursts of up to 10 feet, in case you are confronted by multiple attackers at the same time.

available on Amazon.

http://www.sabrered.com/

"Mummy I'm Here"

Mobile App



Users have shared positive experiences of locating their children who had wandered away in public places, but the less favourable comments pointed out that the device is not able to automatically alert the parent when the child strays past a certain distance. Perpetrators would also be able to easily remove and dispose of the device.

The Mummy I'm Here child locator can be purchased via Amazon for US\$20 to US\$30 (minus shipping cost).

Weapons of **Oppurtunity**

Image: www.amazon.com

There are many unlikely weapons that you probably have on hand, all the time keys, pen, long fingernails, coins (if you put them in a sock), umbrella and even your stiletto heels. Remember this and in this order - eyes, throat, groin - if ever you need to attack to defend yourself. When the attacker is distracted, RUN.



Image: www.amazon.com

http://www.mommyimhere.com/

The company does not ship out of the USA, but their products are readily

LET'S KEEP PERSONAL DATA PERSONAI

n the dystopian society imagined by George Orwell in his novel, *1984*, citizens are under constant surveillance by an all-knowing, manipulative government; each individual no longer has the right to privacy or freedom of personal beliefs, much less of speech. While this is a fantastical piece of fiction writing, advocates of personal data security believe that such a situation - an omnipotent party or oligarch having unlimited access to each individual's information - is inevitable and dangerous.

Rick Ng is one such person. Having been in the telecommunications industry for over two decades, he is profoundly aware that communication systems can be vulnerable to interruption, loss and unauthorised access.

He foresees the trend of information being transferred through a consolidated source, and it is not very far in the future. 'In Malaysian households, most of us have internet speeds of 20Mbps, and this will increase to 50Mbps and later 100 Mbps. Soon, all information and media will be channeled into the home via a single fibre optic cable,' he says. 'When that happens, who controls this connection and how secure it is becomes an important issue and warrants discussion.'

Presently, there are already many institutions or social media platform – for instance, credit card companies, banks and Facebook - that has collected valuable personal data; "valuable" as it is private information that we might not want to share and "valuable" to the institutions, which uses the data to facilitate marketing and sales, or to sell it outright for a profit. Rick believes that the introduction of the Personal Data Protection Act in Malaysia (PDPA) in November 2013 was an important step towards safeguarding our privacy, albeit it came into force much later than other more developed countries*.

In a nutshell, the PDPA ensures that parties which possess our personal data manage it responsibly and with integrity. 'In the past, local telecommunication companies have sold customers' personal information and usage trends,' he said, hence the SMS spams and sales calls we used to receive more frequently. 'As the



From as far back as the eighties, the Organisation for Economic Cooperation and Development (OECD) took the initiative to issue guidelines regarding the usage and exchange of personal data. This set the groundwork for data protections laws in many other countries, for instance, the European Union Directive was adopted in 1995 and superseded by the European General Data Protection Regulation in 2012; in the United Kingdom, the Data Protection Act 1984 was later replaced by the Data Protection Act 1998. telco industry in Malaysia developed and stabilised, they had moved away from depending on sale of data as a source of income. The PDPA puts a complete stop to the possibility of further abuse, whether by them or any other businesses.'

While in countries like the UK, its Information Commissioner's Office (ICO) is seen to be proactive in addressing complaints and securing criminal convictions toward unlawful uses of personal data, Rick thinks that the Malaysian Personal Data Protection Commissioner has to yet to be seen enforcing the law and taking effective actions toward parties who breach the act. 'Our government is too lenient. Most importantly, most users are ignorant about personal data laws.'

While recent buzzwords like Cloud Computing and Big Data reflect the trend of moving towards more efficient ways of storing, managing and analysing large quantities of data, Rick cautions against being too dependent on these systems, which although are relatively secure, are not entirely infallible: 'If you depend wholly on the Cloud system, what if it fails? Your entire database could be wiped out and you are left helpless and lost.' While corporations usually understand the importance of implementing back-up measures, the everyday users who saved a sole copy of their treasured virtual possessions online – vacation photographs, financial statements, school assignments, etc – could find that these had all vanished in just one moment.

Another aspect to be aware of, Rick advises, is the security of the data transmission – the most vulnerable of them all is possibly WiFi. 'A professional hacker once demonstrated to me how he had tapped into a public WiFi using his laptop which was "disguised" as the authentic Access Point, and accessed a random user's laptop without that person's knowledge. On the hacker's laptop screen, I could see every action and transaction being conducted by the clueless user.' Thus, it would be wise to be careful when accessing sensitive information using a WiFi connection, even when at home. 'For added security measure, if you're going to log into your online bank account, for instance, pull the internet cable from your wireless router and plug it directly into your computer.

'Another alternative is to access these sites via your tablet or mobile phone. 3G and LTE connections use a different encoding algorithm that is harder, though not impossible, to hack.'

Rick also encourages users to frequently change their passwords 'The most commonly used passwords are Identification Card numbers and the user's own full name...DON'T,' he stresses. 'These two bits of personal information are very easy to discover.' It is rather startling how much information about oneself is available on the internet with a simple search. After the recent court ruling in the European Union that gave its citizens the "right to be forgotten", Europeans can request for search engines to remove any of their personal information. 'Personally, I strongly support this act. But the internet is a borderless entity. It is difficult for this policy to be applied in every country and to every web site.'

The solution, thus, probably lies elsewhere. Rick takes a non-paternalistic approach in educating his seven-year old: 'I encourage my son to ask questions about everything and anything; nothing is out of bounds. Not only will he learn more about how things work, he will also be aware of any dangers and make better decisions. This will apply to his understanding of personal data as well.'



RICK NG is the CEO of Macro Lynx Sdn Bhd, an internet service provider and ICT infrastructure consultant. For more information about Macro Lynx's services, visit www.macrolynx.com

art

investment

a matter for the heart or the head?

We cannot hang stocks and bonds on the wall, and stand back in rapt admiration. Conventional investments are usually made objectively, with careful calculation, and set aside without much thought until attention is required to make further gains or to liquidate. Hobby investments, however, are quite a different story; the most established of them all is the buying and selling of art. For centuries, collectors have been procuring art purely for the love of art - they simply bought what they liked. A piece of art can evoke emotions and memories that strike a chord in our souls.

> REMEMBER ME oil on canvas 60cm x 45cm 2004

> by Natee Utarit







Recently, art buyers are more likely to also consider returns on investment in making their decisions. In Malaysia, the art scene has always been small, made up of an elite group of wealthy art enthusiasts, but according to Lim Eng Chong, the founding Director of Henry Butcher Malaysia Group and one of the key persons who initiated the company's foray into art auctioning, the local art industry is on the cusp of becoming a flourishing one. All the pieces are in place to develop a viable art trade and the appreciation of art is spreading to include young, working entrants who are beginning to join the mix of collectors.

When we decided to expand into art auctioning four years ago, there were only a smattering of art galleries and private transactions,' Lim explains. 'With regular auctions, we now have a reference point to place values on these otherwise arbitrarily priced assets and a platform for artists, collectors and gallery owners to interact. Fund managers have also begun to procure art to add to the investment portfolio mix, further cementing art as a viable investment."

According to Chris Tay, General Manager of Henry Butcher Art Auctioneers, 'The Malaysian art scene may be relatively unknown, but you'll be surprised that it's quite established, with lauded artists and distinguished private collections.' He cites the late Sarawak-born Yong Mun Sen as an example. Yong, often referred to as the Father of Malaysian Art, began producing notable works since the early 1900s, many of them while in Singapore and from his studio in Penang. In April of this year, Henry Butcher auctioned his watercolor painting, Junks Sailing In, dated 1955, which sold for RM32,480, much higher than their estimate of RM12,000 to RM18,000. A month later, another artwork of Yong's, Looking at Kedah Point from Penang Beach painted in 1946, sold for more than US\$70,000 in a Christie's Hong Kong auction.

For those who think that art investment is an elusive world that is too complex and abstract to understand, Lim, who has been in the property industry for more than 25 years, thinks that it is not very different from property investment. 'The art trade also revolves around supply and demand. There are limited artists with works that are in-demand, and from that limited pool of talent, there are only so many works that each of them can produce,' he explains. 'And if the work is in high demand, the value of the artwork will increase."

Art is a relatively low entry-level investment, Lim points out, making it an asset that young investors should consider. During auctions, the gavel can come down on bids from RM1,500 to six-digit sums. While it is difficult to predict how much the value of these artworks will increase, a popular artist can see pieces of work from the same series sold in consecutive auctions at rising prices.

3

1

JUNKS SAILING IN

watercolour on paper 25.5cm x 36.5cm 1955

by Yong Mun Sen

2

ESSENCE OF CULTURE mixed media on canvas 106cm x 91.5cm 1993

by Awang Damit Ahmad

3

•••

THE DROWNING 2 oil on canvas 150cm x 181cm 1995

by Ahmad Fuad Osman



For those who want to explore art as an investment, Lim advises that they start frequenting galleries, auctions and art fairs. 'Talk to the artists, talk to the seasoned collectors, observe what others are buying. If there is an interest in an artist's work, there is a chance that the value of his work will increase,' he says.

Chris concurs on doing the research to understand the artists and their approaches toward their art before making any decisions. 'I have seen young, over-enthusiastic buyers, who are just beginning to build their collections, procure many pieces in a short span of time. It is clear that they did not put enough thought into building their collection or in considering whether these pieces will increase in value over time.

Chris, who oversees the Henry Butcher art gallery, Curate, and selects pieces for the auctions, says that even teenage bidders are accompanied by their more experienced parents to dip their toes into the art of procuring art. 'In one of the recent auctions, a 16-year-old was holding the auction paddle, not his parents," he observed. It is hence never too early (nor too late) to take an interest in art investment.

However, Chris concludes with a piece of sage advice, 'Buy the pieces that you genuinely like. At least if the value does not increase significantly, you will have a piece of beautiful art to hang on the wall and admire.' Art investment, thus, is unique in the sense that it should be approached with prudence as well as passion, and the head and the heart in accord.

To view pieces from past auctions and to sign up for upcoming events organised by Henry Butcher Art Auctioneers, visit www.hbart.com.my.

(left) CHRIS TAY. General Manager of Henry Butcher Art Auctioneers

(right) LIM ENG CHONG, the founding Director of Henry Butcher Malaysia Group



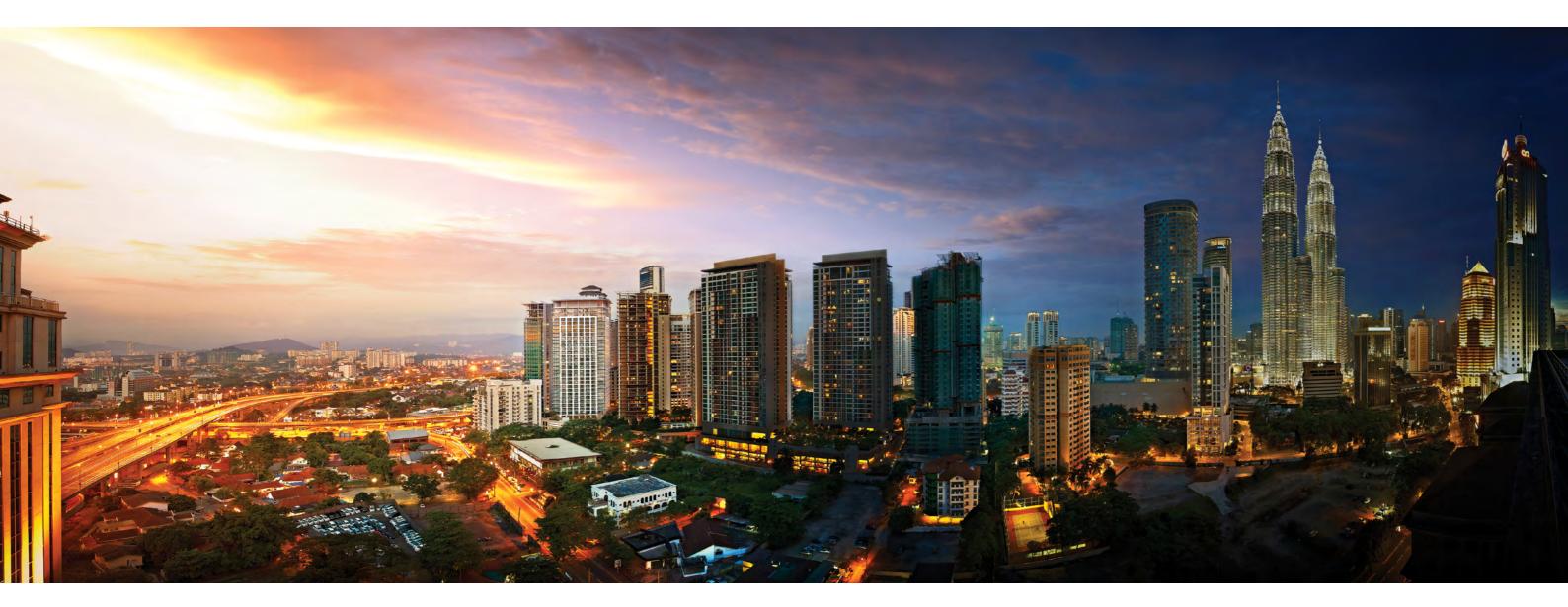
SHAPING THE

MALAYSIA

A prime example of this change was the transformation of the Selangor Turf Club's race course which was situated where KLCC and the Petronas Twin Towers are now. The development sought to create a "City within a City", offering commercial, retail, hospitality and residential facilities, creating a new landscape for the capital of Malaysia. As we now know, the idea was a great success, and KLCC is today recognized around the world with the Petronas Twin Towers as an iconic symbol of our nation's capital. Moreover, its surrounding areas have also thrived and is where many of Kuala Lumpur's high end residential and commercial developments are now located.

OF OUR TOMORROW

Throughout its history, Malaysia's economy has undergone tremendous change and development. While it was once an economy primarily dependent on the production of such raw materials as tin, rubber and palm oil, it is today a diversified, multi-sector nation which has enjoyed rapid and sustained growth. With this growth, we have seen an emerging landscape shaped by growing wealth and greater international exposure which has led to significant infrastructure development and the mesmerizing skyline we all enjoy today.





Desa Kudalari

Throughout this growth, Tan & Tan Developments has played an integral role in helping to shape Malaysia's development, contributing to its emerging landscape and catering to the evolving needs of the Malaysian community. From the development of Malaysia's first high end lifestyle condominium – Desa Kudalari in 1979 (launch date), the country's first hotel apartment – the MiCasa All Suite Hotel in 1988 (year of operation), to anticipating a demand for gated communities and rolling out the country's first gated community in Sierramas in 1993 (launch date), the company has remained steadfast in its commitment to meet and anticipate the changing needs of the nation and its people.

Malaysia today is poised for continued growth, supported by inflows of foreign investment, a resilient domestic demand, and the ongoing implementation of Government initiatives under the Economic Transformation Programme. Announcements of such projects as the Kuala Lumpur- Singapore high speed rail, the construction of the capital's MRT system and the Tun Razak Exchange, as well as ongoing developments in Iskandar, have caught the attention of the international community, drawing focus on the nation's bright economic future, and promising an elevated profile for Malaysia on the global stage.



Kuala Lumpur - Singapore High Speed Rail





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With this anticipated growth, Tan & Tan Developments expects several trends to emerge. An inflow of foreign talent and companies, coupled with the completion of key mega projects, will allow the nation to enjoy an increasingly vibrant economy and rising wealth amongst Malaysians. With a growing middle class and a burgeoning international community, property developers will undoubtedly see greater demand for ever increasing quality, an increasing consciousness for sustainable solutions, safe and secure communities close to amenities and public transportation, and a greater divergence in demand for convenient city living and residential communities located further outside the city centre.

With greater infrastructure development and a thriving economy, new centres of business and activity will emerge, demanding the construction of supporting infrastructure such as retail, residential and hospitality. Additionally, the nation will see a re-evaluation of city limits as more land is required to meet the needs of an ever prospering economy.

- 1 Sierramas Resort Homes
- 2 G Residence
- 3 Seri Ampang Hilir





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These are indeed exciting times for Malaysia and in particular for those in a position to play a part in shaping its future landscape. From the creation of recreational spaces, new neighbourhoods and communities, as well as up and coming centres of business and activity, the potential for development in Malaysia is tremendous. Tan & Tan Developments is extremely proud to have had a hand in Malaysia's journey to date as it jointly celebrates the 50th Anniversary of its parent company, IGB Corporation Berhad, and is excited at the endless opportunities ahead. The company remains committed to continuing to support our nation's growth, catering to emerging needs and shaping the Malaysia of our tomorrow.

- 1 Damai Residence
- 2 Damai 15
- 3 Stonor 3
- 4 Jalan Tun Razak



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