

1975

C H Williams Talhar Wong & Yeo Sdn Bhd was formed on 15th August, 1975 as a result of the merger of the practices of C H Williams Talhar & Wong Sdn Bhd * and Yeo & Associates of Kuching founded by Mr Henry Yeo Hap Soon. It was formed during a year filled with significant events in the State.

That very same year, the following developments took place in Sarawak :

- The new RM1.1 million State Building office at Race Course Road, Sibul, was completed and occupied by Resident's and District Offices, Treasury and Forest Department.
- The new RM23 million Kuching Port Extension project named the Datuk Sim Kheng Hong Port at Pending Point Kuching, was officially declared open.

- The new RM6 million bridge named Datuk Patinggi Haji Abdul Rahman Ya'akub Bridge next to the old Satok Suspension Bridge was declared open in Kuching.
- RM700,000 Batang Niah Bridge was opened in the 4th Division.
- Oya Bridge costing RM600,000 was declared open
- Television officially introduced to Sarawak
- The RM1 million Civic Service Training Centre was declared open in Kuching.

C H Williams Talhar Wong & Yeo Sdn Bhd which started out as a single office in Kuching with 1 partner and a secretary has since grown to include 7 directors and a staff strength of over 50 personnel spread over 4 offices in Sarawak, namely Kuching, Sibul, Miri and Bintulu.

CH Williams Talhar & Wong was formed in 1974 with the merger of CH Williams & Co and Talhar & Co while the original firm of C H Williams & Co was established in Kuala Lumpur in 1960.

The current directors of C.H.Williams, Talhar, Wong & Yeo are:

1. Mohd Talhar bin Abdul Rahman
2. Wong Ing Siong
3. Alan Chew
4. Ting Kang Sung
5. Henry Yeo Hap Soon
6. Danny Yeo Soon Kee
7. Chong Choon Kim

Mr C H Williams, a founder director of the Company, retired at the end of 1981.

All Directors are either Fellows or Associates of the Royal Institution of Chartered Surveyors, United Kingdom; Institution of Surveyors, Malaysia; and/or have a Bachelor of Science Degree (B.Sc) in Estate Management or Bachelor of Business (major in Valuation and Land Economy), and are registered with the Board of Valuers, Appraisers and Estate Agents, Malaysia.

Significant Ventures During WTW's Tenure

1. Valuation of SESCO's property assets for its corporate/public listing exercise in 1994;
2. Sarawak Statewide Rating Revaluation Exercise commissioned by the Sarawak State Government for about 150,000 rateable properties which was carried out over 2 years from 1996 to 1998;
3. Marketing and Management of Riverbank Suites & Tower, the 1st high rise residential and commercial complex in Kuching's Golden Triangle consisting of 112 units of condominiums, 18 retail units and 11-storey tower block from 1995 to 2000;
4. Marketing and Management of Wisma Pelita Tunku, a shopping cum office complex comprising 14 floors & 2 basement car parks in Miri from 1985 to 2001;
5. Property Management of Bangunan Satok, a shopping cum office complex comprising 12 floors & 2 basement car parks in Jalan Satok, Kuching from 1991 to 1995;
6. Appointed by LCDA (Land Custody and Devt Authority) to conduct a Master Plan Study for Penrissen Highlands on Resort and Agricultural Development in 1991;
7. Market study of Curtin University Land in Lutong in 2001;
8. Bintulu CBD Master Plan Study commissioned by Bintulu Development Authority jointly carried out with M/s Konsep Perancang in 2003;
9. Super specialized Holdings Rating commissioned by Bintulu Development Authority in 1998 and later in 2001.

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Q1 2010 Property Review (A Short Commentary)

The 1st quarter of 2010 has seen a lot more launches than the same period a year ago, with the number of launches for Kuching more than 10 folds of that in Q1 2009. Continuing the recovery from end of 2009, Q1 2010 saw a record-high pricing for terraced house selling at more than RM500,000 in Kuching. Projects launched in prime areas continue to be small but increasingly targeted towards a niche market with improved designs, built-up areas and added features. Q1 2010 seems to reinforce the upward trend of housing in prime areas as launches of such high end residential properties have seen fast sales. Nonetheless, most of the housing projects launched are still aimed at the mass market, consisting mainly terraced units in secondary areas, with prices below RM250,000.

Prices which have remained high (above RM1 million for Kuching) throughout 2009, continue to increase slightly in 2010 for commercial units in busy areas. Even units in the adjacent district of Kota Samarahan have closed their price gap with Kuching to reach almost RM1 million for projects along the main Kuching-Samarahan Expressway.

The better than expected economic performance of Malaysia as reflected in its GDP growth of 10.1% for Q1 2010 has led us to be fairly optimistic that the rest of 2010 should fare better than 2009 for all sectors including the property market. The upturn is envisaged to continue with improving consumer sentiments and confi-

dence. Although base lending rate (BLR) for loans has increased by another 0.25% to 6.05%, it is still considered a conducive rate and part of the normalisation process of a recovering economy. The economic growth forecast for 2010 has also been adjusted to 4.5% to 5% with 6% not being impossible. With such great improvement versus a contraction of 1.7% for 2009 (Source : GDP Review by MOF, 14/5/2010), there is reason to believe that the property market for 2010 will be more promising.

2010 MARKET OUTLOOK

Amidst forecasts of improving economic conditions, new demand as well as gradual release of pent-up demand may enter into the property market in 2010. This better demand would likely be met by more new launches of development projects which had been held back by many developers over the past three years or so. Property prices are expected to remain stable, with slight increases of between 5% and 10%, in tandem with the recovering economy.

Investment demand for conventional shop-office in good locations is expected to continue to be strong as new supply is perceived to become more scarce and costly, which may result in higher prices and lower yields.

Note from the Editor

As one of the oldest established property consultants in Sarawak, we hope to be able to continue to provide you with good information related to property as well as to create awareness of our property products and services. We also wish to foster a closer rapport with other players in the property industry through our various exercises, one of which is our Newsletter which we shall endeavour to publish once every half yearly. As we enter a new decade, we hope that we can better our services to further assist you in our various fields of expertise in property valuation, real estate, property management, property research and consultancy. May the coming 2nd half of the year deliver to our valued clients and readers the promises of the 1st half of the year which has started on a more positive note.

Development News

4 more primary schools for Pantai Damai

4 primary schools in the Pantai Damai State Constituency, built at a cost of RM42 million from funds allocated under the 9MP, will be operational between now and 2012, namely, SK Pasir Pandak (2010), SK Buntal and SK Santubong (2011), and SK Matu Baru (2012). A secondary school named Sekolah Seni would also be built at Jalan Sungai Tengah soon.

Source : *Eastern Times*, 10/1/2010

New 5-star hotel for Miri

Construction of the RM400 million Four Points by Sheraton Miri will start before the end of 2010 and is expected to be completed within a year. The 400-room hotel which will be equipped with a huge convention hall, is sited next to the slope of Canada Hill, a short distance from the city center. The hotel is slated to be the biggest in Northern Sarawak.

Source : *The Star Metro*, 22/4/2010

Damai Bay Bazaar Project

Damai Bay Bazaar (DBB) is a project undertaken by Sarawak Economic Development Corporation (SEDC) to develop the bay facing the South China Sea, between the Damai Beach Resort, Damai

Puri Resort and Spa and the Sarawak Cultural Village which covers approximately 8 acres. It was conceptualised as a commercial hub to complement the existing tourism and hotel sector in the area. The proposed project was approved by the Ministry of Tourism with a RM16 million grant whilst SEDC contributed RM1 million. DBB will be a mix of leisure, entertainment, shopping and recreational facilities. The center piece will be a cluster of shops around a public square landscaped with gardens, fountains and shaded structures. Phase 1 is expected to be completed by end of 2010.

Source : *The Borneo Post*, 18/1/2010

Samalaju New Township

Naim Holdings Bhd, Cahya Mata Sarawak (CMS) and Bintulu Development Authority (BDA) plan to build a RM1.5 billion township at Samalaju in Bintulu, Sarawak to cater for the expected boom in working population, estimated at 50,000 workers and their families, with the coming of the SCORE industries. The new township covering an area in excess of 2,200 ha, will be located a few km from the Samalaju Industrial Park which is located 80km North of Bintulu. Construction of the township will start next year and will be developed over 10 years.

Source : *Adapted from The Business Times*, 11/5/2010

New Youth & Sports Complex for Sarawak

The former Tapian Gelanggang at Jalan Tun Ahmad Zaidi Adruce has been demolished to make way for a Youth and Sports Complex. Works which started in August 2009 is scheduled for completion by August 2011. The project includes a state-of-the-art aquatic centre with diving platforms and Olympic-sized swimming pool, a 4-storey administration block with lecture hall, multi-purpose hall which houses three badminton courts, a surau, cafeteria, two 4-storey hostel blocks, a dry gym and courts for futsal, netball and basketball. The project costing RM33 million spans 7.7 hectares and is contracted to EPC Synergy Sdn Bhd.

Source : *The Borneo Post*, 21/2/2010

Sarawak Construction Sector set to grow

The construction sector in Sarawak is expected to keep on growing following greater expenditure spending initiative. Job flow in Sarawak is expected to accelerate ahead of the state election, which was expected at the end of this year. It was reported that under the National Key Results Assessment (NKRA), RM4.4 billion has been allocated for road construction, electricity and water supply and housing projects in rural Sarawak. The key beneficiaries of greater job flows were Cahya Mata Sarawak Bhd (CMSB), HSL and Naim. Development projects within SCORE has a potential value of US\$11 billion.

Source : *Borneo Post*, 13/1/2010 and *Eastern Times* 3/2/2010

Bank Negara Report 2009

released on 24/3/2010

Highlights

- Economy is optimistic but cautious, due to uncertain global economic outlook
- GDP forecast at 4.5% to 5.5% for 2010
- Main growth driver directed to private sector to push up growth and decrease public debt
- OPR hike will be limited and not likely to exceed another 25 bps for 2010 in order to support domestic demand

Malaysian Economic Indicators

	2006	2007	2008	2009	2010
Automotive Industrial Index	67.5	99.7	102.0	92.2	141.1
Business Confidence Index	105.0	112.7	96.9	99.7	124.0
Consumer Sentiment Index	103.2	117.1	86.6	99.9	114.2
Residential Property Index	111.1	129.0	96.7	101.3	134.7
Retail Trade Index	93.0	133.9	92.5	85.1	106.9
Tourism Market Index	126.2	132.5	107.8	89.2	120.5

Source : *MIER*, 2010

Bank Negara Malaysia raises Overnight Policy Rate (OPR) by another 25 basis points (bps) to 2.5% on 13th May 2010, the 2nd time this year after the 25 bps increase in March. **Bank's Base Lending Rates (BLR) followed suit with a 0.25% increase to 6.05%**. Most economists polled say they expect further increases in the benchmark OPR by year end.

Asian Region : Growth Outlook

	2009	2010
Region *	5.1%	7.7 - 7.9%
China	8.7%	10.0%
India	6.5%	7.7%
Indonesia	4.5%	5.5 - 6.0%
Singapore	-2.0%	4.5 - 6.5%
Malaysia	-1.7%	4.5 - 6.5%
Chinese Taipei	-1.9%	4.7%
South Korea	0.2%	4.6%
Hong Kong	-2.7%	4.0 - 5.0%
Thailand	-2.3%	3.5 - 4.5%
Philippines	0.9%	2.6 - 3.6%

f-forecast

* excluding India

Source : *National Authorities, IMF*, 5/2010

Malaysia's registered robust growth of 10.1% for Q1 2010, the highest in a decade. The growth in the first three months of this year was much higher than the 4.4% growth registered in the fourth quarter of last year, spurred by strong domestic demand and global economic recovery. (Source : *The Star Online*, 14 May 2010)

WHAT THE INDUSTRIAL EXPERTS SAY ABOUT THE PROPERTY MARKET

According to an investment bank, the residential property market is expected to thrive in 2010 as it rides on the surge in demand, particularly in the medium-high segment. The stronger economy this year should see more launches from previously delayed projects. Take up rates of new launches are expected to average 70%. However, it is felt that the property sector still lack foreign participation. Property prices in Malaysia are forecasted to increase by 5% to 10% for 2010, based on the KL experience.

Source : *Adapted from The Borneo Post*, 3/2/2010 and *Star Property News*, 27/1/2010

According to SHEDA (Sarawak Housing and Real Estate Developers' Association), the local property market is forecasted to have a better outlook for 2010 and looks promising despite the wait-and-see attitude of potential buyers.

AUCTION / TENDER

KUCHING



- Survey Lot 3799 of Parent Lot 1527 Block 26 Muara Tuang LD
- 98.90 m²
- RP - RM90,000
- Tender - Close 12.07.2010 3:00 PM
- WTWY Kuching Office



- Lot 799 Betong LD Emperan Engkabang, Betong
- RP - RM153,900
- 705.10 m²
- Auction - 12.07.2010 10:00 AM
- Auction Room Kuching High Court



- Lot 4804 Section 65 Kuching Town LD (MZL)
- RP - RM105,750
- 243.90 m²
- Tender - Close 12.07.2010 4:00 PM
- Kuching Court Registry



- SS / IT
- Lot 775 Block 8 Matang LD (MZL)
- RP - RM 90,000
- 139.60 m²
- Tender - Close 12.07.2010 4:00 PM
- Kuching Court Registry




- Lot 4804 Section 65 Kuching Town LD (MZL)
- RP - RM105,750
- 243.90 m²
- Tender - Close 12.07.2010 4:00 PM
- Kuching Court Registry



- Lot 1700 Section 66 Kuching Town LD (MZL)
- RP - RM64,800
- 78.00 m²
- Tender - Close 13.07.2010 4:00 PM
- Kuching Court Registry



- Lot 539 Block 6 Sentah-Segu LD (MZL)
- RP - RM 115,000
- 149.90 m²
- Auction - 12.07.2010 10:00 AM
- Auction Room Kuching High Court



- Survey Lot 3026 Of Parent Lot 2430 Block 217 KNLD
- RP - RM432,000
- 348 m²
- Tender - Close 14.07.2010 3:00 PM
- WTWY Kuching Office



- Lot 1497 Block 71 KCLD, Penrissen Road, Kuching
- RP - RM468,900
- 878.80 m²
- Auction - 14.07.2010 10:00 AM
- Auction Room Kuching High Court



- Unit No. G1-3-19-A of Parent Lot 2609 Block 217 KNLD (MZL)
- RP - RM58,400
- 816.00 m²
- Auction - 14.07.2010 10:00 AM
- Auction Room Kuching High Court



- Survey Lot 3799 of Parent Lot 1527 Block 26 Muara Tuang LD
- 373.50 m²
- RP - RM250,000
- Tender - Close 19.07.2010 3:00 PM
- WTWY Kuching Office



- SS / IT
- Lot 10469, Blk 11 Muara Tebas LD
- RP - RM210,000
- 180.80 m²
- Auction 04.08.2010 10:00 AM
- Auction Room Kuching High Court

BINTULU



- DS / IT
- 4841 Jln Tun Hussein Onn, Bintulu
- RP - RM180,000
- 182.40 m²
- Tender - Close 14.07.2010 3:30 PM
- Kompleks Mahkamah Bintulu



- SS / CT
- 2191 Jln Sibiew, Bintulu
- RP - RM116,600
- 268.30 m²
- Tender - Close 14.07.2010 3:30 PM
- Kompleks Mahkamah Bintulu

Why Invest in Property?

- Source of Regular Income through Rent (Make sure rent covers all incidental expenses)
- Capital Gains as property appreciate in value over time (Do homework on the value appreciation in that area)
- Equity Release as you can refinance the property when the value rise and when you have paid down your mortgage

GUIDE & TIPS TO BUYING FORECLOSED PROPERTIES


Type	<ul style="list-style-type: none"> • Judicial Foreclosure • Non-Laca Properties • Properties with Individual or Strata Title whereby charge has been created under the Land Code • Foreclosed by way of Court Order at High Court 	<ul style="list-style-type: none"> • Non-Judicial Foreclosure • Laca Properties • Properties without Individual or Strata Title • Created thru Loan Agreement cum Assignment (LACA) • Foreclosure Done By Bank
Sale	<ul style="list-style-type: none"> • The Conditions of Sale (COS) are standard • Balance payment of Purchase Price must be made within 30 days from the date of Sale • Purchaser may apply for extension of 21 days from the due date of payment of purchase price but subject to High Court approval 	<ul style="list-style-type: none"> • The Conditions of Sale are non-standard and varies amongst banks • Normally Balance Payment needs to be made within 90 days • An extension of another 30 days may be granted subject to the sole discretion of the Bank
Mode	<ul style="list-style-type: none"> • Auction • Sale By Tender 	<ul style="list-style-type: none"> • Auction • Sale By Tender
Procedures	<ul style="list-style-type: none"> • Auction • Arrive 30 minutes prior to the Auction time to complete the registration process • Bring <ol style="list-style-type: none"> a) I.C. b) A banker's cheque/ cashier's order amounts 10% of the reserved price c) Additional funds to top up the difference between the deposit paid and deposit of the final bidding price • Sale by Tender • Submit tender before the closing hour of the appointed date • Submit <ol style="list-style-type: none"> a) Tender form b) A banker's cheque/ cashier's order amounts 10% of the tender price c) A photocopy of I.C. d) Tender should be enclosed in a sealed envelope with the words on the top marked the property details as per COS 	
Tips	<ul style="list-style-type: none"> • Inspect the subject property • Study the terms and conditions of sale • Make a land search at the Lands and Surveys • Check with the banks if all the arrears/charges to be absorbed by them. If not, find out the amount outstanding • Check with the developer/ land owner/ relevant authorities on the terms of consent/transfer 	

SALE / RENT

KUCHING



- DS Detached
- Jln Angsana off Green Rd
- SP - RM530,000
- 14 pts
- Well maintained, Flood Free Area



- SS Detached
- Batu Lintang
- SP - RM550,000
- 12 pts



- DS / SD
- Siol Kancis, Petra Jaya
- SP - RM380,000
- 8.6 pts
- NAL



- SS Detached
- Matang
- SP - RM650,000.00
- 18.9 Pts



- DS / CT
- Taman San Chin
- SP - RM292,000
- 8.6 pts
- Negotiable



- DS / SD
- Stutong Avenue
- SP - RM680,000
- 14.28 pts
- Perpetuity
- Renovated



- DS / Detached
- Tapah
- SP - RM350,000
- 31 pts
- Semi-Concrete



- DS / SD
- Princess Garden 9th Mile
- SP - RM338,000
- 8 pts
- Flood Free Area




- Warehouse
- Demak Laut Phase 3
- SP - RM2.3 Million
- 6070 m² (Land)
- 929 m² (Builtup)
- With reputable ready tenant



- DS / SD Factory
- Demak Laut
- SP - RM550,000
- 476.86 m² (Builtup)



- 4 Storey CT Shophouse
- Jalan Kulas
- SP - RM1,100,000
- Perpetuity



- Warehouse
- Jln Abell
- Rent - RM12,320 (Negotiable)
- 484.21 m² (workshop)
- 278.71 m² (office)

BINTULU



- DS / IT
- ABF Housing, Jln Tanjong Kidurong
- Bintulu
- SP - RM260,000
- Extensive Renovation & Extended
- 219.60 m²



- DS / Detached
- Lucky Tower, Jln Tanjong Batu, Bintulu
- SP - RM550,000
- Quiet location & big garden
- 1057.70 m²



- DS / SD
- Tmn Emas
- Jln Tanjong Batu, Bintulu
- Rent - RM2,500 (Furnished)
- 370.70 m²



- DS / Detached
- Tmn Emas, Jln Tanjong Batu, Bintulu
- SP - RM720,000
- Quality furniture & fittings
- 821.10 m²



- DS / C
- Tmn Jason Ph 3
- Jln Tun Hussein Onn, Bintulu
- SP - RM360,000
- 343.84 m²
- Brand New



- DS / IT
- Tmn Jason Ph 3
- Jln Tun Hussein Onn, Bintulu
- SP - RM290,000
- 184.27 m²
- Brand New

MIRI



- DS / Detached
- Lot 917 Blk 10, Kuala Baram LD, Kampung Merikan, Lutong
- SP - RM590,000
- 792.40 m²



- DS / SD
- Lot 7389 Blk 5 Lambir LD, Luak
- SP - RM410,000
- 324.00 m²



- DS / IT (Low Cost)
- Lot 8377 Blk 5, Lambir LD Mer Ler Park
- SP - RM120,000
- 81.10 m²

SIBU



- Vacant Agricultural
- Lot 980, Blk 10 Miri Concession LD along Jln Cahaya Lopeng
- SP - RM1.5 Million
- 8,956.00 m²



- Vacant Agricultural
- Lot 342 Blk 5 Lambir LD along Jln Bakam
- SP - RM500,000
- 1,131.00 m²



- DS / SD
- Jln Tong Sang, Sibiu
- SP - RM200,000
- 14.45 pts



- SS / CT
- Lrg Taman Kenari 3 Sibiu
- SP - RM160,000
- 7 pts



- DS / Detached
- Lrg Lanang Barat 20C, Sibiu
- SP - RM680,000



- DS / SD
- Lrg Merdeka 13 Sibiu
- SP - RM260,000 (partly furnished)
- 311.00 m²

Land Renewal Premiums for Sarawak (announced on 14/5/2010)

Type	Locality	Rates (RM)
1 Terrace	Across board	1,000 per unit
2 Semi-detached	Across board	3,000 per unit
3 Detached	Across board	6,000 per unit
4 Shophouse/Industrial	Primary Town	40,000 per unit
5 Shophouse/Industrial	Secondary Town	20,000 per unit
6 Shophouse/Industrial	Rural Town	10,000 per unit
7 Agricultural land	Town Land	5,000 per acre
8 Agricultural land	Suburban Land	2,500 per acre
9 Agricultural land	Country Land	200 per acre

Source : Various Sarawak newspapers, 15/5/2010

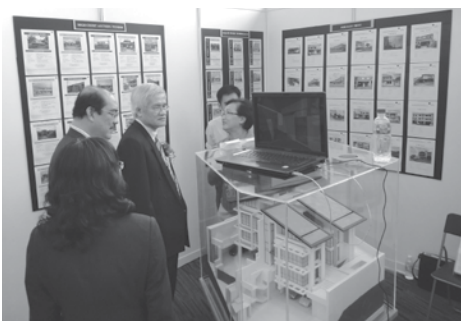
Some change in policies that will affect consumers w.e.f. 1st January, 2010:

Real Property Gain Tax (RPGT) reduced to 5% on gains from the disposal of real property within the 1st 5 years of purchase, with the following exceptions :

- i. The level of exemption is increased from RM5,000 to RM10,000 or 10% of the chargeable gains, whichever is higher;
- ii. Gifts between parent and child, husband and wife, grandparent and grandchild;
- iii. Disposal of a residential property once in a lifetime

Sarawak Builders Expo (SARBEX) 2010 (7-9 May 2010) at Borneo Convention Center Kuching (BCCK)

C.H. Williams, Talhar, Wong & Yeo (WTWY) participated in the recent SARBEX 2010 held for the 1st time at the new Borneo Convention Center by setting up a booth as well as delivering 2 talks respectively on "The Sarawak Property Market" and "Guide & Tips to Buy Foreclosure Properties". The exhibition booths were opened through the 3 days from 7th to 9th May 2010, whilst the talks were presented on 8th May 2010. Properties for sale/tender/auction as well as an exclusive project at The Tropicals in Santubong were exhibited at WTWY's booth.



Assistant Minister of Urban Development, YB Abdul Wahab Aziz who officiated the opening of SARBEX 2010 and the President of SHEDA visiting WTWY's booth.



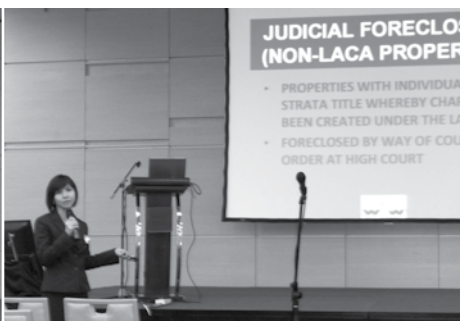
Part of WTWY Real Estate Sales Team (Fr L-R : Hii, Lim, Chai and Wong) at C.H. Williams, Talhar, Wong & Yeo's booth at SARBEX 2010



Members of the public visiting WTWY's booth



Mr Robert Ting KS (Managing Director of C.H. Williams, Talhar, Wong & Yeo) delivering his talk on the Sarawak Property Market



Ms Yip Phooi Leng (Associate Director of C.H. Williams, Talhar, Wong & Yeo) giving pointers on buying foreclosed properties.

Property Talk organized by Sarawak Housing & Real Estate Developers' Association (SHEDA) at Pullman Hotel, Kuching on 27th March 2010



Invited Speaker, Mr Wong Ing Siong, Director from WTWY delivering a talk entitled "The Sarawak Property Market - 2009 Review & 2010 Outlook".



The President of SHEDA, Tuan Haji Zaidi Ahmad, presenting a memento on behalf of SHEDA to Mr Wong Ing Siong from WTWY

New Appointments at WTWY



HENRY YEO HAP SOON

Consultant

C H Williams Talhar, Wong & Yeo Sdn Bhd

Mr. Henry Yeo Hap Soon is a Founding Director of C H Williams, Talhar, Wong & Yeo Sdn Bhd.

He holds a B.Sc Degree (2nd Class) in Estate Management, University of Reading, and a Dip in Shopping Centre Management, UK. He is currently a Fellow of the Royal Institution of Chartered Surveyors, UK (FRICS), a Member of the Institution of Surveyors, Malaysia (MISM) and is a registered Valuer and Estate Agent with the Board of Valuers, Appraisers and Estate Agents, Malaysia.

His professional career development started with his emplacement in 1971 as a Valuer with the Land & Survey Department, Sarawak, where he undertook compulsory acquisition, assignments for public purposes, stamp duty valuation, etc and acted in an advisory capacity for the Padi Produc-

tion Unit of the State Planning Unit, Chief Minister's office.

He began his career in the private sector in 1975 where he commenced general practice as sole proprietor of Yeo & Associates and subsequently saw a career spanning for 30 years at C H Williams, Talhar, Wong & Yeo Sdn Bhd, WTWY Agency & Property Services Sdn Bhd and WTWY Real Estate Sdn Bhd firstly as Managing Director until 2000 when he passed the mantle over to its new MD and subsequently taking a less active role in the Group activities. After taking a hiatus, he joined Ibraco Berhad as Chief Executive Officer in 2004 and retired in 2006. In 2010, he accepted the offer to return to C H Williams Talhar Wong & Yeo and was appointed Consultant to the WTWY Group in March.



TING KANG SUNG, ROBERT

Managing Director

C H Williams Talhar, Wong & Yeo Sdn Bhd

Mr. Ting Kang Sung, Robert, was appointed as the Managing Director of C H Williams Talhar & Wong Sdn Bhd in March 2010. He joined the firm in 1990, was promoted to Assistant Manager of Bintulu office in 1994 and subsequently managed the whole Bintulu practice. After obtaining his registration in 2000, he was made an Associate Director in January 2001. In the same year, he was appointed a Full Director.

Having received his early education in Sarawak, Ting holds a Bachelor of Business (major in Valuation and Land Economy), from Curtin University, Perth. He was made a Member of the Institution of Surveyors Malaysia in 2001. He is a registered

Valuer and Estate Agent with the Board of Valuers, Appraisers and Estate Agents, Malaysia, a Member of the Association of Valuers & Property Consultants in private Practice, Malaysia, and a Member of Malaysian Institute of Estate Agents.

His specialised experience stems from valuation of all types of properties for rating, compensation and submission to the Securities Commission Malaysia, real estate property consultancy, auctions, real estate marketing and agency, feasibility studies, market studies and as expert witness in Court.

He is a Licensed Auctioneer in the State of Sarawak.



YIP PHOOI LENG

Associate Director

C H Williams Talhar, Wong & Yeo Sdn Bhd

Mdm. Yip joined the firm in 2007 as Branch Manager (Kuching) and was appointed an Associate Director in April 2010.

Having obtained her degree in Estate Management from Universiti Malaya, Malaysia, Yip joined Vigers (PJ) Sdn Bhd as a Valuation Officer from 2002 to 2003. Thereafter, she joined Khong & Jaafar Sdn Bhd as a Valuer until 2007 and subsequently Orix Leasing Malaysia Berhad as Deputy Manager, covering in-house valuation and research and identifying potential properties for sale and lease, for a brief stint.

Yip is a Member of the Institution of Surveyors Malaysia and a Registered Valuer and Estate Agent with the Board of Valuers, Appraisers and Estate Agents, Malaysia.

Her area of expertise includes all works related to valuation and property consultancy, more particularly in valuation for loan security, foreclosure, land reference cases and real estate agency.

She is a Licensed Auctioneer in the State of Sarawak.

WTW's 50th Anniversary (in conjunction with WTWY's 35th Anniversary) Celebration at Hilton Hotel on 12th April 2010



Founding Directors of WTWY supping together
From L-R : Talhar, Williams, Wong, Yeo



Long service award staff posing with Founding Director (Henry Yeo) and Managing Director (Robert Ting) of WTWY



A toast to 50 years of roaring success by WTW and WTWY Directors



A section of the crowd at WTW 50th Anniversary Dinner

WTWY Staff



Some of WTWY Staff & Directors with founder, Mr Colin Harold Williams (seated)



Kuching Office Staff



Bintulu Office Staff



Sibu Office Staff



Miri Office Staff



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35 years

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