

# BTT

BERITA TAN & TAN

*The Luxury  
Edition*



TAN & TAN





# XTRA

**XTRA** began in 1995, on the crest of the country's architectural breakthrough with the likes of the iconic Petronas Twin Towers and world-class KLIA, with many other sophisticated buildings and interiors coming to the forefront. Foreign consultants and returning Malaysians from the design industry found **XTRA's** offering of leading contemporary European brands resonated with their design sensibilities for the creation of their world-class projects. **XTRA** features the world's foremost brands in designer kitchens, wardrobes, office furniture, indoor/outdoor furniture and lighting, with an expansive 20,000 sqft design gallery at The Gardens Mall. Our passion for design has been unwavering and we continue to provide design solutions to our clients in the private and contract spheres, optimising aesthetics and perfecting functionality.

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## Editor's Note

The definition of "Luxury", according to Cambridge English Dictionary, is "the pleasure and comfort you get from expensive and beautiful things". While that is technically accurate, we are now living in a post-pandemic world, and the meaning of luxury has been redefined.

The ability to (finally) travel, precious time spent with loved ones, more space to move about in one's home and of course, physical and mental health are now rightfully considered true luxuries.

Welcome to the final quarter of 2022, and the 24th edition of Berita Tan & Tan. Our last issue was in 2020, and we, like many around the world, took a hiatus for two years due to Covid-19.

For the past five decades, Tan & Tan has been an industry leader and in curating this issue, we were no different. We decided to go fully digital, in order to save the environment and reach more readers in Malaysia and worldwide.

In this special "Luxury Edition", we investigate and celebrate the finer things in life. From senior lifestyle to high jewellery, from fast cars to health, we cover all spectrums, leaving no topic unturned.

For instance, our cover features the elegant and luxurious Ferrari Roma in the elegant enclave of Tan & Tan's Park Manor in Sierramas. Two iconic brands that seem to go seamlessly together.

We talk to the managing trio behind ReU Living, which encapsulate senior's living at its finest, providing well-rounded lifestyle in a luxurious, 5 star hotel environment. We also speak to other dynamic individuals including Dr David Khoo, the founder of iHEAL, on why he believes that "the first wealth is health". We were also fortunate to get an insightful interview with Gillian Hung, better known as MamaG, who has been one of the pioneers and doyenne of the Malaysian fashion scene.

On behalf of BTT, I would like to thank you for taking this journey with us, as we rediscover and redefine the real meaning of luxury together. I also wish you the best of health as we move towards a future filled with renewed hope.

**Colin Ng**  
Head of Group Corporate Communications  
IGB Berhad

# BTT

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*Stonor 3 by Tan & Tan offers the best opportunity to own prime real estate within the KLCC area.*

# *Top Factors for Today's House Buyers*

The behaviour of house buyers has inevitably changed after the Covid-19 pandemic.  
What factors that influence their decisions now?







*One of Tan & Tan projects, Park Manor Sierramas was sold out in 2021 due to its spacious layout.*

As our country – and the world at large – adjusts to life in the new norm and resume economic activities, the demand for properties is starting to pick up. Many people are no longer deferring their plans to purchase their dream home.

But Covid-19 has had a huge impact on our lives and how we make our decisions – both minor and major – after the pandemic. One of the major decisions could involve buying properties, either for you to reside or as an investment.

### **Affordability is Key**

Affordability has become an issue due to economic contractions and tight banking policies post pandemic.

The Home Ownership Campaign (HOC), a government initiative designed to support homebuyers looking to purchase properties, has positively impacted the market.

In general, most people want their dream homes to be located in urban areas; however, due to affordability issues, they shy away. People are looking for bargains, especially the mid-range income earners.

Hence, Tan & Tan's D'Laman Kundang did exceptionally well, selling out within months although it was launched during the pandemic. Some 80% of its units sold after its soft launch in May 2021 and sold out subsequently by the end of 2021.

The development features affordable freehold double-storey linked houses on approximately 20 acres of land in Kundang South. There

are 179 units of 20 x 70 double-storey linked houses, with a built-up area of 1,517 sq ft.

Tan & Tan also launched an affordability campaign for Stonor 3 at KLCC. To date, they have achieved nearly 90% sales, with strong local buying interest.

This is due to the offering of very attractive value propositions, such as designing packages that are affordable, coupled with high specifications and luxurious finishes and amenities.

When the country's borders were closed, Tan & Tan's projects were repackaged to take into account the needs and affordability of mostly local buyers. Their mid-ranged project booking vs. sales conversion was only 50% (which is considered low), whereas the higher-end project booking vs. sales conversion was 70%, proving that the affluent was not as affected. It is a buyers' market and most buyers are on bargain hunting mode, but it also shows that the local market remains bouyant and healthy.

Tan & Tan came up with innovative campaigns in response to market needs for projects priced above RM1 million, and succeeded. With more than five decades of establishment and remarkable track record, Tan & Tan has earned its status as a reputable, innovative developer.

### **The Need for More Space**

A trend that can be observed recently is that the demand of high-rise condominiums in recent years has decreased, while interest in landed properties such as terraced house, bungalow and town house has risen.

“  
Tan & Tan  
is always  
creating  
spaces to  
meet the  
market  
needs  
”



According to data from Property Guru, there has also been significantly less interest in small-sized properties (below 750 sq ft) for young families, but a growing interest in bigger size properties between 1,000 - 1,500 sq. ft. and 3,000+ sq. ft. This interest in larger units however needs to be balanced up with absolute pricing and affordability.

Park Manor, a Tan & Tan project was sold out in 2021, testifying to this fact. Located in Sierramas, it features 41 ultra-spacious three-storey bungalow villas nestled on 7.88 acres of walkable neighbourhood linked by beautiful landscaped paths.

These villas are housed in a gated and guarded enclave equipped with swimming pools, a pavilion for events and a linear park that curves through its backyard.

The resounding success is an affirmation of a shift in trend with people preferring to have more space for their home and community engagement programs are considered important.

Taking this in mind, Tan & Tan's Sierramas Heights condominium offers 98 premium homes with a generous built-up area of 1,216sq ft to 2,508sq ft. Not surprisingly, the high-rise luxurious development surrounded by lush greenery was also sold out quickly.

Let's not forget Tan & Tan's newest crown jewel: Southpoint Residences in Mid Valley City which offers more spacious unit layouts including an office area for those working from home. Its 172 residential units, ranging from approximately 1,100 to 5,800 sq. ft. rises from Level 40 till Level 58. Offering unblocked views throughout, it can be considered a bungalow/family home 'floating' in the sky. The palatial service apartments have between two to

three bedrooms, with larger units housing four to five bedrooms and exclusive private lift lobbies.

Not only that, Southpoint Residences is connected to Mid Valley and The Gardens, providing residents walking distance to (almost) everything anyone would need. It is for those who seek to live near the conveniences and luxuries their lifestyle demands. Southpoint Residences unique selling points will appeal to upper echelons of elite buyers.

### Other Factors When Buying Property

Apart from space, surroundings and amenities, there are interesting factors for house buyers or investors when searching for a property.

Since Covid-19 emerged, house buyers prefer landed properties with an increased preference for terraced houses that maintained a price stability.

Bungalow prices surged to nearly RM2mil by the end of 2020 before declining to RM1.3mil, while town house prices rose steadily.

Meanwhile, prices of high-rise units have dropped marginally after the pandemic. However, bigger sized properties such as semi-D houses have seen a drastic increase in prices to more than RM1 mil in 2021 from an average of less than RM800,000 in 2019.

Based on a survey by The EdgeProp and Lendlease, the top three values highly considered by house buyers or investors are: developers with strong track record, holistic solutions that support property value growth and having reputable professional property management company.

We can also see why more property developers are placing more emphasis on building townships with mini-theme park or adventure park attached, in order to draw buyers as well as high-rise developments with generous living spaces and lush surroundings.

### Keeping Up with House Trends

With all the new trends observed, it is refreshing to find a developer which is cognizant of what today's house buyer wants. Tan & Tan is one such developer which builds homes catering to present trends as well as future needs.

Being an astute developer, Tan & Tan is always creating spaces to meet the market needs. In the pipeline are projects with a mix of landed and high-rise properties in the area of Mid Valley City, Melawati and Wangsa Maju.

### What the Future Holds

As interest rates go up, people are less willing to begin a bigger mortgage and fewer people want to buy. There will be less liquidity in the market as estate prices either drop or simply stagnate until interest rates fall again.

Other impacts felt from the Covid-19 pandemic: huge manpower shortage, a weakened ringgit, significant increase in costs of material, hike up cost of construction and decreasing supply of prime land. It is tough for any new property development.

With those hindrances, buyers' affordability becomes a main issue as the market softened. Hence, we reiterate the fact that affordability is now more important than ever to ensuring a property development's success.



*Tan & Tan's D'Laman Kundang did exceptionally well, selling out within months although it was launched during the pandemic.*



*The kitchen area of Stonor 3, which is fitted with luxurious amenities.*

# Off the Beaten *Track*



XTRA opened the first pop up store back in 1995, a 1,000sq ft store in City Square Centre (now known as The Intermark).

Back then, it attracted an early clientele such as the late Datuk Ibrahim Hussein as well as visiting architects such as Fosters and Partners.

Since its inception, XTRA has constantly evolved its curating of furniture, objects and arts. The brands carried are also at the forefront of architecture and interior design.

Today, XTRA is housed in a sprawling 20,000 sq ft showroom in The Gardens Mall. Internationally renowned brands such as bulthaup, Sub Zero & Wolf, Minotti, Poltrona Frau, Okamura, Varier and Dedon are brands which XTRA carry exclusively.

XTRA also curate selected arts pieces as accompaniment to its furniture pieces.

## **One of A Kind**

Do visit XTRA once in a while, you might find one off pieces which surprise you.

For example, the Poltrona Frau 100 + 10 years old anniversary artist collection. Only one piece in Malaysia.

Advanced in heritage, yet still at the forefront of design, Felipe Pantone graffiti art vs. luxury brand Poltrona Frau is the juxtaposition of the perfect oxymoron.

Follow their fb xtrafurniture Watch video: [https://youtu.be/t3ILCioUU\\_A](https://youtu.be/t3ILCioUU_A)



# A Haven in History

Stonor 3 offers you the best opportunity to own a prime real estate within the historical location of KLCC.



*All the homes come with minimalist yet versatile furnishings.*

Since the 1920s, Jalan Stonor as seen as a gem of a road in the city. So, with Stonor 3, there is no better opportunity to own a prime real estate within this historical location of KLCC.

Stonor 3's rich historical aspects also extend to its interior design, which proves to be versatility at its finest. From the rich sprawling Burmese hardwood to iconic French-fitted kitchen appliances and decadent Japanese sanitary ware, indulge in the exquisite artisanal quality of these homes.

All the homes come with minimalist yet flexible furnishings, with sensible, stylish Japanese specifications throughout. Furniture is flexible, easily transitioning living space to home-friendly working space, if ever needed.

For more information, visit <https://www.tantan.com/stonor3-kl-first-luxury-curved-homes/>.



Located in the Kuala Lumpur City Centre (KLCC) area, Stonor 3 KLCC is a luxurious addition to the range of premium properties in the prestigious and historical neighbourhood.

A joint venture between Tan & Tan and its Japanese counterpart, Mitsubishi Jisho Residence, this luxury condominium is situated just 1.5km away from the iconic PETRONAS Twin Towers and the serene KLCC Park, offering a perfect blend of tranquillity in the middle of a bustling urban area.

However, have you ever wondered about the origins of "Stonor"?

For the uninitiated, Jalan Stonor was named after the British Resident of Selangor, Oswald Francis Gerard Stonor.

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02

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01

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03



04

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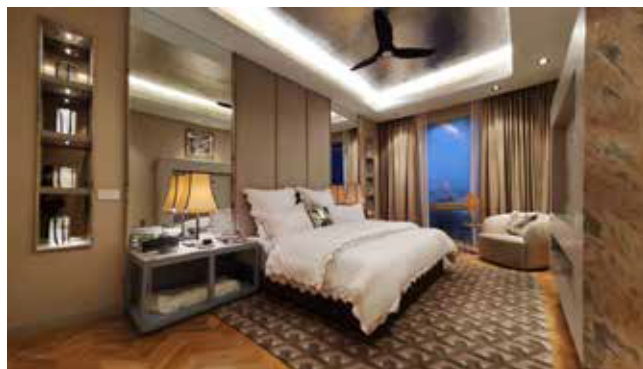
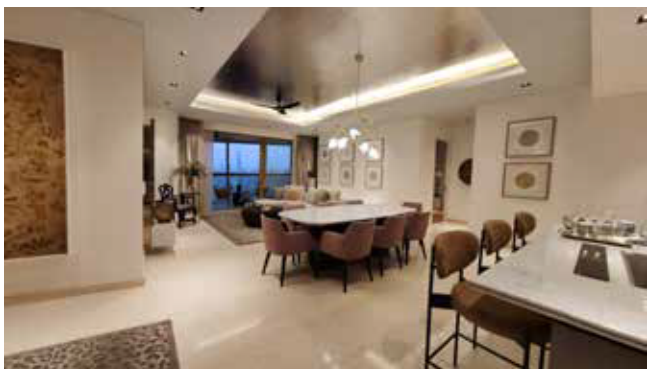




**The Jewel of**  
*Mid Valley City*

**Welcome to Southpoint Residences, the last precious piece of the  
Mid Valley City development. Here's the rare opportunity  
to own your share.**





In the aftermath of the Covid-19 pandemic, house owners' preference for their dream home has inevitably changed.

Most of them now want everything within reach (for convenience and safety's sake) as well as more living space including a home office area for those working from home.

In post-pandemic times, a comfortable, stylish living space has become the very definition of luxury.

Fulfilling all the requisite needs and more is Southpoint Residences. As the final piece of real estate in the bustling Mid Valley City, it presents a rare opportunity to own an exclusive unit.

### **Last Piece of Mid Valley City**

Southpoint Residences is part of the FINAL development in the Mid Valley City masterplan. The iconic Menara Southpoint is a mixed used development comprising Southpoint offices and luxury living apartments, which is of course Southpoint Residences.

Southpoint Offices have been completed and opened for tenancy since 2019. Southpoint Residences is considered the very last phase to complete Mid Valley City. The Residences only have 172 residential units, ranging from approximately 1,100 to 5,800 sq. ft. rising from Level 40 till Level 58.

As Southpoint Residences towers above the heart of the Klang Valley, it offers unblocked views throughout.

In regards to luxury being associated with space, Southpoint Residences offers more spacious unit layouts: the palatial service apartments have between two to three bedrooms, with larger units housing four to five bedrooms and exclusive private lift lobbies.

Southpoint Residences is further complemented with two floors dedicated to common use facilities such as a swimming pool, gym, children's play area and function rooms, bringing to life the heartbeat of the development.

In terms of locality, Southpoint Residences is accessible to major highways, connecting Mid Valley to every corner of the Klang Valley, and a short distance away from the Kuala Lumpur city centre.

There's no denying that Southpoint Residences will be the most precious residential property in the heart of Klang Valley. Here is your opportunity to own a share of this rare find.

### **Connection to Couture**

Being located in Mid Valley City means that Southpoint Residences is located within walking distance to (almost) everything anyone would need. And that is the X-factor that makes Southpoint Residences such a coveted place to call home. It is for those who seek to live near the conveniences and luxuries their lifestyle demands.

Mid Valley City is, after all, home to two of the best shopping malls in the country, with 548 and 225 outlets in Mid Valley Megamall and The Gardens Mall respectively. Both provide mid-range to high-end shopping experiences, medical facilities, restaurants, relaxation and boundless entertainment options.

Thanks to a direct bridge connection to these malls, those living in Southpoint Residences can do their grocery shopping at a wide range of supermarkets and hypermarkets, dine in numerous restaurants offering a variety of gourmet cuisines, and indulge in the retail experience the malls have to offer.

For those seeking the very best in luxury retail, The Gardens is the place to be, as several high-end boutiques can be found here. These include brands such as Hermes, Louis Vuitton, Cartier, Bell & Ross, Rolex, Bvlgari, Prada, Gucci, Omega and Burberry to name but a few.

For more information on Southpoint Residences, visit <https://www.tantan.com/southpoint-residences/>.

*Southpoint Residences offers spacious unit layouts, as well as more living space including a home office area for those working from home.*



**Your Home,**

# *Workplace @ Playground*

**If you're looking for hassle-free and fun accommodation, you found the right place! We tell you why CoLiv @ Damai Residence has thrived despite the pandemic.**





*Clockwise: A fully-furnished room; Fun games await residents; Socialising in shared spaces is at the heart of the co-living model*



Since its launch in 2019, CoLiv @ Damai Residence has proven to be a resounding success. Conceptualised by Tan & Tan, it was the first co-living accommodation operating on a professional scale, creating shared living spaces that improve the quality of life for its residents.

The number of residents has been growing steadily since inception in 2019. CoLiv @ Damai Residence is home to mostly Gen Z-ers currently at 43% of its occupancy rate.

And we predict the near future will be an even brighter one!

At CoLiv @ Damai Residence, the occupants can connect, collaborate, co-live, co-work and of course, co-live with others, as well as enjoy community, companionship and comfort.

Professionals who are starting out in their careers, as well as urban Gen Z'ers and Millennials looking for hassle-free accommodation can come together in a friendly and inclusive community.

In other words, CoLiv @ Damai Residence is a one-stop haven for all their living

needs, coupled with value-added livelihood benefits and fortified by the experience and strength of Tan & Tan's years in the property management business.

As part of its success story, CoLiv @ Damai Residence – in striving to provide hassle-free living space – is affordable with all-inclusive rental fees starting from RM1,000. This covers rent for a fully-furnished room, utilities and Wifi charges. Short (three months minimum) and long-term rental is available.

The past three years have been challenging for everyone but CoLiv @ Damai Residence has managed to rise above the odds.

First of all, it proved to be the “cocoon” that co-living offered with tenants living under one roof with all facilities.

On the surface, those co-living may appear to be more vulnerable to the Covid-19 pandemic than regular living options. But flexible models are providing much wanted social benefits that are seeing spaces like CoLiv @ Damai Residence thrive.

Although one's loneliness and mental

health may be exacerbated by the pandemic, communal living can provide companionship for those who don't want to live alone. In fact, recent studies suggest that living with others can help to reduce anxiety and improve mental wellbeing.

Cooking together, socialising in shared spaces and connecting at events is at the heart of the co-living model.

The need for connection and togetherness will be even more important over the next few years as the after-effects of this period of social isolation are felt. The fact that members have remained at CoLiv @ Damai Residence and are flourishing is proof that the model works.

With more than 60% of Malaysia's population in the Gen X and Millennial range, it is pivotal that they are given the opportunity to become independent and live in a positive, welcoming and safe environment.

CoLiv @ Damai Residence gives them all that and more, proving that accessible luxury living is within reach.

For more details, visit <https://coliv.my/>.

# Evolution of *Wangsa Maju*



**As Wangsa Maju's popularity rises, so too will its property prices.  
So, it is best to invest now rather than later.**

As neighbourhoods in and around the heart of the Klang Valley become increasingly congested and crowded, more people are looking to set up their dream homes in the periphery.

Wangsa Maju is one such area that promises a great lifestyle and convenience. One of the largest townships in Kuala Lumpur, Wangsa Maju consists of Seksyen 1, 2, 4, 5, 6 and 10. It is surrounded by Setapak, Taman Melati and Gombak district in Selangor.

The area comprises commercial properties and various types of housing, comprising low- and medium-cost houses, two-

storey terraced houses and two-storey semi-detached houses as well as projects targeting the higher-income group.

Formerly a tin mining hub and rubber estate, Setapak was first inhabited by the Minangkabau and Orang Asli. Before Wangsa Maju was built in 1984, the site was part of the Setapak rubber estate in the 1900s and 1980s. Both areas – especially Wangsa Maju – have since seen significant growth.

Following the opening of Tunku Abdul Rahman University College and Universiti Tunku Abdul Rahman, Wangsa Maju has since become a major residential area for students.

The now well-established township catered to the low- to mid-range market segments in the early days and has since progressed to more mid to high-end projects.

## **Close to the City**

In addition to being conveniently close to the city centre, Wangsa Maju has three existing LRT (light rail transit) stations: Sri Rampai station, Wangsa Maju Station and Setia Wangsa Station.

Wangsa Maju is well served by federal routes and expressways. Jalan Genting Klang links downtown KL with Wangsa Maju and Setapak areas. Motorists from



Ampang and Pandan Indah can opt for Middle Ring Road 2 (MRR2).

The Duta-Ulu Kelang Expressway (DUKE) cuts through the southern part of Wangsa Maju while the old road to Gombak and Bentong also begins nearby.

“Residents have easy access to major highways like the MRR2 and Ampang-Kuala Lumpur Elevated Highway, as well as the DUKE 3 (Setiawangsa Pantai Expressway),” said Rahim & Co International director of research and strategic planning, Sulaiman Saheh in a previous media interview (The Edge).

“With the abundance of offerings in several segments that fully support families and student lifestyles, Wangsa Maju has the potential to thrive with improvements and increased access to roads to counter congestion,” said Sulaiman, adding that Wangsa Maju is home to many educational centres.

### Good investment

The township’s proximity to the city centre, along with good infrastructure, public transport and amenities, will attract a good mix of tenants and owner-occupiers.

Over the years, residential and commercial rental rates in Wangsa Maju have been

good, with yields between 3% and 5%. The rental market is considered attractive because of its good network of roads and accessibility, as well as excellent public transport facilities such as LRT stations and public buses.

Based on data provided by Savills Malaysia, rents for condominiums in the township with built-ups of 801 to 1,599 sq ft are between RM1,200 and RM2,500 per month, depending on size, development project, condition of unit and furnishings. This translates into yields of 3.5% to 5% a year.

The top sales category of high-rises in the primary market are 3-bedroom units ranging from 800 to 1,199 sq ft, which constitute 58% of the segment. In the secondary market, the most popular (high-rise) units are those with built-ups of 800 to 1,599 sq ft, which accounted for 31% to 35% of total transactions.

### Food haven for all

If you’re a foodie, we have good news as Wangsa Maju boasts a mix of cuisines for people from all walks of life.

Here, the 30-year-old Wahab’s Cendol comes as a highly recommended dessert place for tourists and locals. Originally a night market stall, Wahab’s Cendol has expanded into a

full-fledged restaurant, offering a selection of desserts and snacks such as cendol and rojak.

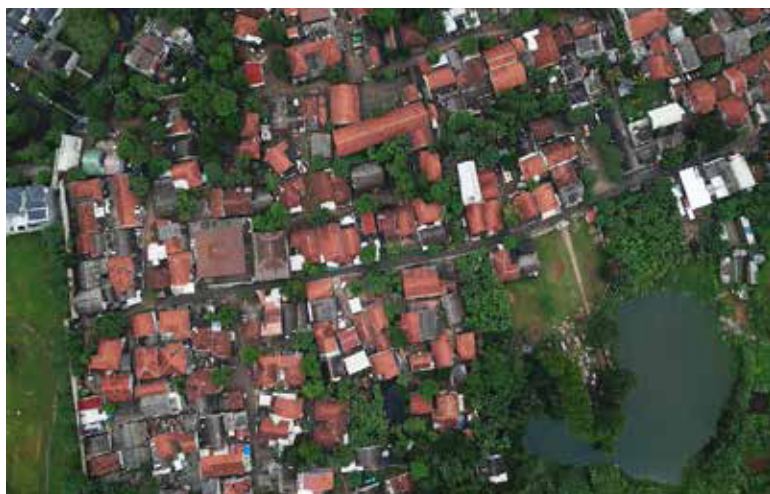
Also noteworthy is Hayaki Kopitiam, a casual café that serves Kelantanese dishes. A popular item is Nasi Kukus, an east coast speciality known for its simple combination of fluffy steamed rice and “gulai” (a curry-like sauce) paired with fried chicken.

If you are looking for high-quality meat dishes at an affordable price, you should not miss out Stiq steak house in Section 2. Founded in 2017, Stiq offers meat dishes prepared sous-vide style, which is a method of cooking often used in high-end hotel kitchens.

From its convenient location to food offerings, it should be noted that as Wangsa Maju’s popularity rises, so too will its property prices. As such, it is best to invest now than later.

Taking all these factors into consideration, the question that should be asked when choosing a property to reside or as investment is not “Why Wangsa Maju?” but “Why not Wangsa Maju?”

Tan & Tan owns a piece of land in Wangsa Maju and will develop it in the near future.



*Clockwise: Could Wangsa Maju area be the place for you to build your dream home?; Wangsa Maju is now a well-established township; An ariel shot of a typical busy township, similar to Wangsa Maju.*



*Wong Khim Chon,  
IGBCR Deputy CEO*



# IGB Commercial REIT Delivers Value

**BIG is beautiful. IGB Commercial REIT (IGBCR), which is the largest standalone office REIT in Malaysia with a market value asset of RM3.2 billion, will be one of the biggest beneficiaries in the recovering property sector. The commercial real estate industry in Malaysia, which took a beating during the pandemic, is back on investors' radar as the economy makes a gradual recovery.**

Businesses are resuming their operations, picking up from where they left while new businesses enter the fray to fill the void left by those, which did not survive during the pandemic. This spells great news for the property sector as real demand improves after taking a dip during the pandemic.

As a standalone office REIT, IGB Commercial REIT (IGBCR), which was listed on 20 Sep 2021, offers investors the opportunity to gain direct exposure to the office sector although many are still shying away from the market segment, which is still seeing relatively soft demand.

However, Wong Khim Chon, IGBCR Deputy CEO is unperturbed. "There is a generally accepted imbalance supply-demand situation in the commercial office market and as such, headwinds to a successful performance are inevitable. IGBCR has a resilient and well-balanced portfolio, which will augur well for sustainable performance, moving forward, with the economy projecting to do well this year and in tandem with the country having opened its borders," he says.

IGBCR has a portfolio comprising 10 properties, located strategically in KL Suburban area and KL City. They are Menara IGB & IGB Annexe, Centrepont South, Centrepont North, Boulevard Offices & Retail, The Gardens North Tower, The Gardens South Tower and Southpoint Offices & Retail - all located in Mid Valley City. In the heart of KL are G Tower (located at the junction of Jalan Tun Razak and Jalan Ampang), Menara Tan & Tan

(located along bustling Jalan Tun Razak) and Hampshire Place Office (located in the Central Business District of downtown KL).

The quality of tenants is crucial to ensuring a good and stable rental income. IGBCR has a high proportion of renowned and established companies as tenants, which originate from various countries across different industries.

This is a crucial factor to avoid overreliance on a single source, which could be affected in the event of a sector-specific downturn. According to Wong, these properties are not only in great locations, each comes with its own unique proposition.

He also credits IGBCR's success to its strong, reputable and committed Sponsor with a proven track record of delivering value with projects like Mid Valley City and Sierramas. "We are backed by an experienced management team, with the Manager having successfully managed IGB REIT since 2012," Wong adds.

Wong himself is a key player in the IGB Group. He was appointed Senior General Manager of IGB Corporation Berhad in 2018 as Head of Group Property Management Division. He also assumed the position of Chief Executive Officer of IGB Property Management Sdn Bhd whilst heading IGB Berhad's Property Management Division until 31 May 2021.

Appointed as Deputy CEO of IGB REIT Management Sdn Bhd on 1 June 2021, Wong finds joy working as an integral part of the

management team at one of the most successful property developers in Malaysia. For him, it is important to adapt to the changing trends in the industry. Evidently, the continuation of the work-from-home trend would probably curb office space demand in the near future. Wong is cognisant of such trends.

"We have seen both office contraction as well as space expansion within IGBCR's portfolio. Recent workplace design emphasises more communal and open arrangements as opposed to a compact desk arrangement. As such, the earlier perceived negative impact on actual space requirements may have been overstated. Current office demand is more dependent on the profitability and growth prospect of the company.

"From IGBCR's perspective, we will continue to partner with our existing and prospective tenants to ensure that their real estate needs are catered to and met. We will also continue to carry out asset enhancement initiatives to ensure that our assets remain relevant to the target market and operational needs of our tenants, supported by superior customer service from our staff."

In terms of asset portfolio expansion, Wong says IGBCR will continuously be on the lookout for suitable assets for acquisition, be these local or overseas assets. He adds that if the Sponsor (IGB Berhad) decides to dispose of any commercial office assets within their portfolio, IGBCR will have the first right of refusal to acquire the same.



# Where heart meets *Hospitality*

**Meet a gentleman who has had an illustrious career in hospitality. Find out why he is still passionate about his profession, and his thoughts on St. Giles Southkey, the newest jewel in Johor Bahru.**

There is a reason why the adage “A hotelier’s work is never done” exists. Just take it from James Loo, the venerable Chief Executive Officer of Cititel Hotel Management (CHM).

“The saying sounds cliché but it’s not far from the truth,” explains Loo. “A hotel operates 24/7 from the day the doors are opened and there is a myriad of activities that happen every minute.

“Over and above this, anticipation is the key to ensuring a satisfied customer. A hotelier must be able to anticipate every stage of the guest’s stay, from time of arrival and

departure, room and meal preferences to personal likes and dislikes,” he adds.

Loo joined CHM Hotels (a subsidiary of IGB Berhad) in the year 2000 as the pre-opening General Manager of Cititel Mid Valley. This was the second Cititel-branded property following the successful opening of the first Cititel in Penang in December 1997.

“The roadmap at that time was to build and operate a Cititel hotel in every major city in Malaysia and abroad, where viable. The expansion plans at the time were optimistic as the tourism industry was booming,”

explains Loo, who held similar positions in the pre-opening of the St. Giles Boulevard Hotel, re-development of MiCasa All Suite Hotel, Pangkor Island Beach Resort and the St. Giles Gardens Hotel & Residences.

CHM Hotels now manages and operates a total of eight hotels in Kuala Lumpur, Penang, Johor Bahru and Manila. “We have seven other associate hotels in Australia, the UK and the United States that are managed by other subsidiary companies in the Group,” says Loo, who is currently overseeing the grand opening of St. Giles Southkey in Johor Bahru (More on this hotel later!).



### Never a Dull Day

According to Loo, he enjoys a career in hospitality as “there is never a mundane day”.

“The number of work disciplines for a hotelier remain one of the most in any profession. One must also have the financial acumen to manage cash flow, capital expenditure and fulfill the financial obligation to the owner and/or shareholders.

“Other disciplines include human resource and training, fire safety and protection, information technology, room preventive maintenance and linen management, kitchen management, food production and hygiene, maintenance of plant and machinery, insurance and liability and ESG compliance,” says Loo.

### Evolution of Hospitality

In the many decades of his illustrious career, how has Loo observed the evolution of the hospitality industry in Malaysia?

“The biggest evolution is in information technology, not just the Internet-of-Things and communication but also in mechanics and automation of equipment that we use from guest contact areas to kitchen food production, property and utility management. This has brought about a change in guests’ expectations in the speed of service delivery,” he answers.

“The way we deploy our marketing strategies and promotional activities are now carried out digitally. The distribution channels are done online compared to the days of old when contracting with wholesale tour operators means having to travel abroad to negotiate the contact rates for our rooms and services. Today, a large portion of our business are contracted to online travel agents and negotiations and strategies are carried out online,” adds Loo.

Even something as common as daily transactions like making payment has changed drastically. “In the days of old, the cashier will need to transact payments via various foreign currencies and travellers’ cheques. Hotels were required to obtain a foreign exchange license with a board indicating the exchange rate of each currency that fluctuate from one day to the next, very much like a money changer.

“Today, payments are mostly made via credit cards and e-wallets. The Chief Cashier, a key position that was revered in the past, no longer exist in hotels,” explains Loo.

He adds that the new generation of employees would not know (or even have heard) of what a telex, telegraph or fax is. “These equipment and form of communication simply does not exist anymore,” muses Loo.

“Over the last 20 years, we have also seen a significant increase in the number of hotels hence remaining competitive in terms of pricing, product quality and service offerings are essential to retaining market share in an ever increasingly crowded environment.”

### Post-the Pandemic Phase

Has the hospitality industry in Malaysia returned to pre-pandemic times in terms of business and occupancy rate?

Loo has this to say: “When the Covid-19 pandemic found its way to our shores in March 2020, our industry was ill-prepared. For that matter, the whole world was ill-prepared. No one could ever imagine borders being closed, businesses unable to operate and everything coming to a standstill except for essential public services.

“Those days were hard to bear, having employees work from home and undertaking pay cuts so that we can all stay afloat. Prudence was top of mind in managing our operating costs.

“Personally, I feel that the hospitality industry has been resilient despite not knowing when the pandemic is going to end. We were able to put together a strategic plan for each of our hotels based on the information made available to us from the Health Ministry and government directives,” he adds.



*Clockwise: The Gardens Hotel & Residences, which is managed by CHM Hotels; The hotel's bar offers fabulous cocktails; At the opening of St. Giles Southkey*



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”

“Occupancy rates have returned to an acceptable level at all our hotels, averaging between 40%- 60% depending on the location where we operate. We are also gaining momentum in achieving the average room rate of 2019.

“Our hotels will continue to be vigilant in our hygiene and sanitation practices that are entrenched in the SOPs for all operating departments in order to maintain our guests’ confidence,” affirms Loo.

### Introducing A New Jewel

As mentioned earlier, Loo is now busy ensuring the smooth opening of St. Giles Southkey. The hotel’s 575 impeccably curated rooms give guests a home away from home experience mixed with warm decor and modern facilities, and not forgetting the view of its amazing city skyline.

“Our new hotel in Johor Bahru carries the ‘St. Giles’ badge that is a brand for all our hotels in the 4-5 star category. Each of our St. Giles hotels are centrally located in the heart of major cities that welcome the discerning traveller with a warm, locally-rooted hospitality and personalised service,” enthuses Loo.

The hotel is part of The Mall, Mid Valley Southkey complex (launched by IGB) that includes a retail mall, exhibition centre and commercial towers, catering to the ever-growing travel, business, leisure and lifestyle needs in Johor Bahru. It is just a 10-minute drive from the Singapore/Malaysia Causeway via the Eastern Dispersal Link (EDL) and also easily accessible from the main North-South Expressway.

St. Giles Southkey is designed to meet expectations of the traveller, be it on business, leisure or a staycation over the weekend. With 575 well-appointed rooms and suites, it also offers two floors of premium accommodation and 34 units of family rooms.

Located at the roof top level, there is a Business Lounge, a gymnasium, a salt-water open-air swimming pool and a music lounge, all with unimpeded views of the city’s skyline. The hotel has a direct access from the Lobby Level into The Mall where one can shop from an extensive range of luxury items, IT gadgets and devices, fashion wear and groceries.

In terms of F&B, the hotel’s Causeway Café - located on the sixth floor - serves

a sumptuous, hearty breakfast spread of local and international cuisine. Meanwhile, The View Bar & Lounge on the 28th floor offers fabulous cocktails with a view late into the night. The eclectic interior fuses a modern finish with materials from a bygone era, resulting in an intriguing space with a side bar and hints of modern-day glamour.

As the hotel is part of Mid Valley Southkey, foodies will find an inexhaustible list of dining options, more than enough to satisfy the most discerning diners. In this megamall - conveniently accessible to the hotel - there is a wide spectrum of international gourmet to choose from.

“Being the latest ‘kid on the block’ in Johor Bahru and with such an ideal location and an enthusiastic service team, I am confident that we will create a stir in the nearby Singapore marketplace where we will focus our marketing campaigns,” says Loo.

“We are offering attractive promotional rates on our hotel booking website ([www.stgileshotels.com/st-giles-southkey](http://www.stgileshotels.com/st-giles-southkey)) for a limited period during our soft-opening period starting September.”





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St. Giles Southkey is part of The Mall, Mid Valley Southkey mixed-use development complex that includes a retail mall, exhibition centre and commercial towers, catering to growing travel, business, leisure and lifestyle needs in Johor Bahru.

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*From left to right: Estee Tan, Anna Chew and Tan Pei Lyn manage ReU Living with much thought and care.*



# Retirement and Recovery Village

**If seniors' care can be defined as luxury, ReU Living would be it. Meet the dynamic trio behind the assisted care facility that is a retirement village and convalescent home rolled into one.**

As we made our way into the cosy clubhouse, we were greeted by the melodious singing of a 60s classic. Two elegantly dressed elderly women were taking turns at the microphone, in the designated karaoke area. Nearby on the plush sofa, a few of their friends were chatting animatedly amongst themselves, wondering what will be served during the buffet lunch.

Welcome to ReU Living Sdn Bhd, an assisted care facility that is a retirement village and convalescent home rolled into one.

If seniors' care can be defined as 'luxury', ReU Living would be it, providing well-rounded care in a luxurious environment that is private. The facility also has a hairstylist, beauticians and masseurs on-call to provide their services to the residents.

The company - is a joint venture between Tan & Tan Developments Berhad and Meaningfull Life Sdn Bhd - runs the facility out of MiCasa All Suites Hotel in Jalan Tun Razak, Kuala Lumpur.

The facility is led by CEO Anna Chew, who has a background in assisted care. She is ably supported by Chief Operating Officer Estee Tan (who is also general manager of the hotel division at IGB) and Chief Development Officer Tan Pei Lyn, as well as a host of trained carers and professionals.

Asked about the meaning behind ReU, Chew answers: "First, the 'U' stands for you. We take care of you, the customer. 'Re' is for rejuvenate, refresh, recover, renew - all the 'Re' terms."

ReU Living's facility is housed in the refurbished five-storey Block B of the hotel. On the ground floor are the dropoff/reception area, clubhouse and family area, while there are 48 guest units offering studio, 2-bedroom and 3-bedroom layouts on the upper floors.

There are a total of 108 bedrooms available for guests. They may choose to occupy one of the bedrooms in a 2- or 3-bedroom unit and share the common living area and kitchen with other guests. The rooms are between 120 and 373 sq ft while the studio units are about 438 sq ft. There are also five rooms for high-care patients, with 13 beds, on the ground level.

As their partners, ReU Living is partnering with 'best-in-breed' businesses, which include DBC Physiotherapy and Regal Ambulance. "Our licensed counsellors, speech therapist, dietitian, traditional Chinese medicine and addiction specialist are individuals who have the same care philosophy as ReU Living," says Chew.

In the following Q&A, the dynamic trio open up more about ReU Living....

**Since opening its doors in February, how has response been to ReU Living? What is its present occupancy rate? Has there been any request from foreigners?**

Anna Chew: The response is really good, we're already at 25% occupancy since launching late February, and many have come in from word-of-mouth recommendations from friends and families. There are some requests from foreigners now that borders are starting to open up again for travellers.

**As the need for convalescent care increases in Malaysia, ReU Living's services are indeed timely. What are the other factors to encourage people to consider ReU for the elderly?**

Anna: The ReU Retirement & Recovery Village is built around a lifestyle product with proper assisted care from nurses and caregivers. For seniors, we have expertise in dementia programs in our day care and our in-house physio centre run by our partners DBC Physiotherapy is equipped with senior-focused technology from HUR to help with strength and mobility training and other specialized equipment for stroke recovery and dementia.

We also focus on quality of life and quality of care, supported by a team of people; nursing, care management, programs, housekeeping, F&B, maintenance, in-house doctor, Occupational Therapist, Physiotherapist, Speech Therapist, Dietitian, traditional Chinese medicine and more. You cannot replace a whole team with ONE caregiver/maid at home. There is also no interaction with people of the same age unless you enter a community built for such purposes.

**ReU Living also functions as a recovery retreat post-surgery, which proves its versatility. Which type of service is being requested more, at the moment? Does this multi-functionality make ReU one of its kind in Malaysia?**

Anna: It is indeed a new model of a lifestyle care village, not just in Malaysia but also regionally. Currently, post-hospitalisation care is highly sought after as we are the only ones providing true luxury care by a team of professionals who have delivered on proven outcomes for a lot of our clients. We are also the only ones with a fully integrated care team and service offering. Many of our clients are recommended by friends who have experienced our service or by doctors who know the team's capabilities.

**Being intimately involved in ReU Living, what would you say is the best and also, most challenging part of your job?**

Anna: The best is seeing the clients making amazing recoveries compared to when they first check in. As for the seniors, seeing how happy they are makes the work meaningful.

In terms of challenges, the families are sometimes unrealistic with their care expectations or want things to be done a certain way. It makes it difficult for us to provide the necessary care and so we often have to educate them and also do a pre-admission interview with the family members before admitting the client.

Because we're so focused on ensuring the client has very good care, it is intense on the team overseeing them, which includes a dedicated Care Manager. Training is done in-house for many of the roles as these are created to suit the business, so manpower isn't readily available for some of the roles we have designed to ensure complete care.

**Thus far, what is the most memorable/ positive feedback you've received from a patient or their loved ones?**

Anna: A young client came in from Singapore after a surgery that rendered her bed-bound and even had fits while being transferred over in our ambulance. When she checked in, we had round-the-clock care from our nursing team and our partner team consisting of a doctor, speech therapist, dietitian and physiotherapist. We implemented a stroke-recovery protocol and week after week the progress was significant.

The family always tells us that this is the best decision they made for their daughter and that care (both the nursing and the supporting team) is even better than that top private hospital in Singapore.

**Treating elderly patients unfortunately means that you occasionally deal with mortality issues. How are you and your staff members equipped to handle this sensitive matter?**

Estee Tan: We actually receive clients not in the last stage of their lives, but when they are in recovery or even for retirement (which is a lifestyle) instead of palliative care (nursing home model). We cater to more active seniors and for a lifestyle choice, as the whole eldercare continuum is more than just end-of-life.

Having said that, in preparation of such potential situations, we already have SOPs in place, including an ambulance in attendance and our team is trained to handle any emergencies.

**Mental health was a very important topic at the height of the pandemic, and still is. How do you ensure that patients' mental health is looked after, and what are the treatments available to them?**

Anna: We do have licensed counsellors in our panel of expertise which can offer

their services to clients. Having said that, sometimes education is important to help them understand the role of a counsellor. In addition to that, ReU is designed to help with psychosocial elements by infusing integration with society/amongst the residents through programs or even the design of the space and the dwelling units.

We have seen success with deeply depressed individuals who are anti-social who suddenly started participating in the programs and talking to other residents.

**Please do highlight the various design elements, such as the sensory garden for daytime gardening and multipurpose hall for karaoke and games. Amongst all of these facilities, which has proven to be the patients' favourite and why?**

Tan Pei Lyn: The garden and deck, plus the availability of our poolside allows for the seniors to get sunlight and fresh air, which helps regulate their body clock and for general health. It is one of their favourite spaces but the dining hall (of which we've won a finalist award in Ageing Asia 2022) is



*Clockwise: The facility's specialized physiotherapy centre; Elderly and disabled-friendly bathroom; Cosy guest unit; Pantry area; Guests are shown to their living quarters by friendly staff; The clubhouse.*





by far the most popular space as it doubles both as the dining and activity space and where most gather to catch up with each other and go into their little group chats or have snacks and activities like bingo, arts and craft and cooking together.

The family hall is also beautifully designed for family to gather and have picnics, or intimate chats and they can also order food from the hotel's coffee house or work from there as we provide Wifi and comfortable seating for everyone.

#### **How would you define “luxury” in the context of seniors’ care?**

Pei Lyn: Firstly, it can never be executed in a residential home, so if you're thinking about retirement living, which is technically a lifestyle term, you cannot do it in a same place where people go for end-of-life care primarily i.e. nursing homes.

With that in mind, we went around to build what we call a “landed cruise”, where our residents can retreat to a 5-star hotel room, enjoy the clubhouse (similar to a club

floor in a hotel) and have buffet meals as well as programs throughout the day.

In addition to that, the staff/personnel, technology and partners i.e. on-call and in-house specialists provide well-rounded care in a luxurious environment that is private. We also have a hairstylist, beauticians and masseurs on-call to provide their services to our residents.

#### **What are ReU Living's short- and long-term goals as we move towards 2023? Any notable promotions to highlight?**

Estee: We will be expanding to other parts of Malaysia and already have identified five projects that are currently in planning stages. As for promotions, we're offering a +1/accompanying spouse or partner in for only RM5,000/month all-inclusive as long as they do not have a medical condition.

In total, the cost per month per person is less than what you would pay to get full-time care at home or in a high-end residential nursing home with no hotel accreditation or a hospitality team.



For more details on ReU Living, please visit <https://reuliving.com/>.

# A symbol of *Luxury & Elegance*

**The Ferrari Roma evokes a sense of nostalgia with its classical styling and elegant silhouette, making its presence felt at our cover shoot at Park Manor Sierramas.**

As a striking blue Ferrari Roma made its way up the driveway of Park Manor in Sierramas, numerous heads were turned its direction. What a way to announce its arrival – and what better location than the elegant enclave of Park Manor to shoot this star vehicle?

We thank Naza Italia, official importer and distributor of the Ferrari brand in Malaysia, for bringing the Ferrari Roma onto our shores. Exemplifying the concept of the Nuova Dolce Vita (the new sweet life), the Ferrari Roma is a symbol of luxury and timeless elegance.

Its signature Italian styling presents a contemporary reinterpretation of the carefree lifestyle of 20th century Rome, from which it takes its evocative name, Roma.

As a pure GT (grand tourer), the Ferrari Roma is characterised by clean and symbiotic forms. Its harmonious proportions and elegantly balanced volumes are very much in line with the Ferrari mid-front-engined grand touring tradition, inspired by the iconic 250 GT Berlinetta lusso and 250 GT 2+2.

It embodies an extremely modern design language which underlines its authentic, refined styling. At the same time, its sleek lines retain the sporty vocation shared by all Ferraris. From a technical point of view the Ferrari Roma introduces a series of unparalleled features that put it at the top of its segment in terms of performance and driving enjoyment.

## **Powertrain**

Its 620 cv engine belongs to the V8 turbo family voted International Engine of the Year for four years in a row. The main innovations are new cam profiles, a speed sensor which measures the turbine revolutions and allows the maximum revs per minute to be increased by 5,000 rpm. Ferrari engineers worked hard to optimize the GPF (Gasoline Particulate Filter), a closed matrix filter which traps particulate matter produced during thermal engine combustion, so it would not compromise driving pleasure.

The car's new 8-speed dual-clutch gearbox is more compact and 6 kg lighter than its 7-speed predecessor. As well as reducing fuel consumption and emissions, shifts are faster and smoother thanks to the use of low-viscosity oil and a dry sump configuration to minimise fluid-dynamic efficiency losses.

## **Vehicle Dynamics**

Its dynamic development was focused on delivering superior driving pleasure thanks to the low vehicle weight and to the introduction of the latest evolution of the Side Slip Control.

Chassis benefits from the technology developed by Ferrari for its new generation models; bodyshell and chassis have been redesigned to incorporate the latest weight reduction and advanced production technologies. In fact, 70% of its components are entirely new. The mid-front-engined 2+ Ferrari Roma has the best weight/power ratio in its segment (2.37 kg/

cv), which enhances handling dynamics and responsiveness.

## **Aerodynamics**

Maranello engineers developed a mobile rear spoiler integrated into the rear screen designed to retain the car's formal elegance when retracted and guarantee the downforce essential for the car's extraordinary performance by automatically deploying at high speeds.

The integration of highly technical features, aimed at obtaining sports car-type downforce, with the car's design concept was made possible as the Ferrari Aerodynamics department and Styling Centre worked hand in glove on a daily basis.

The Ferrari Roma generates 95 kg more downforce at 250 km/h than the Ferrari's other 2+ model, the Portofino, thanks to vortex generators on the front underbody and active aerodynamics at the rear.

## **Exterior Design**

The design took inspiration from the concept of sporty elegance celebrated in the grand touring Ferraris of the 1960s, front-engined cars with elegant forms and a 2+ fastback coupé design. The Ferrari Roma shares many of these characteristics and embodies an extremely modern design language; its refined styling and perfect proportions cleverly conceal the car's power and sportiness.

Ultra-sleek lines sweep back from the front bonnet and the sober, spare front of







the car creates an overhanging shark nose effect. The wide front bonnet and sinuous wings flow into one another, in line with traditional styling cues.

In addition, the car was designed without the Scuderia Ferrari side shields, reflecting the approach taken with the road cars of the 1950s. The two linear full LED headlights are traversed by a horizontal light strip that brings a sense of tension to the car, in a nod to the iconic Ferrari Monza SPs.

### Interior Design

A new architectural concept for volumes and forms was developed for the cabin. The idea was to create two separate spaces, one each for driver and passenger, in an evolution of the Dual Cockpit concept. The strikingly innovative look of this dual cockpit was achieved by extending the philosophy applied to the dash to the entire cabin.

Unlike the Prancing Horse's sports cars, which are typically more driver-oriented, this cabin has an almost symmetrical structure which produces a more organic distribution of both spaces and functional elements. In fact, the passenger will feel very involved in the driving experience, almost like a co-pilot.

In line with this integrated architecture approach, forms have been crafted to create a sculptural volume in which there is a sense of textural continuity between all the various cabin elements. Created by paring back the volumes and underscored by piping along their edges, the two cockpits are cocooned in a wraparound volume and extend from the dashboard all the way back to the rear seats.

The Ferrari Roma's F1 controls have been set into the central console in a modern metal plate which references an equally iconic feature from the past: the classic gear lever gate. This element is angled to make it easier for the driver to reach and see.

### HMI

The look and feel of the cabin were driven by the complete redesign of the Human-Machine Interface (HMI), which marks a major leap forward starting from the new Ferrari range steering wheel designed using the "Eyes on the road, hands on the wheel" philosophy. The digital instrument cluster is protected by an elegant binnacle, which extends out naturally from the dash.

The instrumentation is now entirely digital with all the screens going completely black when the car is not running, lending

the cabin a very minimalist look. But once the Engine Start button on the steering wheel is pushed, a "ceremony" of sorts begins that sees all the digital components gradually springing to life until the whole cockpit is aglow.

### 7 Years Maintenance

Ferrari's unparalleled quality standards and increasing focus on client service underpin the extended seven-year maintenance programme offered. The programme covers all regular maintenance for the first seven years of the car's life. This scheduled maintenance is an exclusive service that allows clients the certainty that their car is being kept at peak performance and safety.

Regular maintenance (at intervals of either 20,000 km or once a year with no mileage restrictions), original spares and meticulous checks by staff trained directly at the Ferrari Training Centre in Maranello using the most modern diagnostic tools are just some of the advantages of the Genuine Maintenance programme.

The Ferrari Roma is available from the base price of RM968,000 (before duties, customization options, taxes and insurance).



*Clockwise: The new Ferrari steering wheel; The instrumentation is now entirely digital; Controls references iconic features from the past; Its 620cv engine belongs to the V8 turbo family.*

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## Hanging Out with

# Gillian Hung

**The doyenne of Malaysia's fashion industry gets candid in an exclusive interview. "To be able to do what I love is a luxury in life," says Gillian Hung.**

Affectionately known as "Mama G", Gillian Hung is undoubtedly the Jack of all trades. The doyenne of the Malaysian fashion industry thrives on her multi-tasking abilities to always go beyond each and every task. No matter how difficult the mission is, she is a firm believer in "getting things done".

Winning her first designing competition - the ASEAN Young Designers' Competition in Singapore - at a very young age in 1989 marked the stepping stone in Hung's career, culminating in the person she is today. Hung was then handed a heavy responsibility to lead Isetan of Japan as its Fashion and Design Director. Throughout the 1990s, she was intimately involved in runway shows in Paris, Milan, London, Tokyo and New York, and invited to major fashion fairs and exhibitions globally.

With her long-time partner Isetan, Hung created campaigns for multiple iconic brands. She shouldered responsibility as the President of the Malaysian Official

Designers' Association (MODA) and Council of Asean Fashion Designers (CAFD). Hung was the advisor for Kenanga Wholesale City, the biggest fashion wholesale mall in Malaysia as well as the Creative Consultant for SODA, a contemporary brand under the Voir Group of companies.

### **Making Dreams Come True**

Along the way, Hung developed a passion for making other people's dreams come true. By setting up the Fashion Academy and Creative Technology (FACT), she was in the principal's seat, giving seminars to cultivate students' business sense and their grooming and fashion finesse.

This enduring passion has carried Hung through 30 years of experience in the fashion industry locally and internationally. As a mentor to most young designers and external assessor to most fashion institutions, she latched on to any opportunity she could get, from launching MODA Young Designers Awards to L'Aperitif

Fashion Award by Kronenbourg and Hello Kitty Award, among many others.

Over the past decades, Hung has seen first-hand how the local fashion industry has evolved. "Our Malaysian fashion industry is unique as we are a multi-cultural nation," she mused. "Therefore, our fashion consists of different styles. We have our traditional Malay attire (baju Melayu, baju kebaya and baju kurung), Chinese-inspired cheongsam and Indian sarees. In this new era, Malaysian fashion is no longer the same. It has evolved tremendously and keeps changing towards modernisation and individualism."

### **Definition of Luxury**

How does she see the luxury couture industry in Malaysia evolving in the near future? "Luxury has always been there but it is now more prominent than ever. Some luxury brands are going the mass-produced route due to the economy while some are going more niche and even more expensive!





*Hung is modelling  
designs from her  
own brand MMG*

"I call it super 'lux' where you not only pay the highest prices but you get on a long waiting list like a year or two ... that is unbelievable! Therefore, only the super lux will sustain their business while the rest will face tough business. To be able to upkeep the quality and price is definitely not easy. And if you are not careful, the mass-produced brands will take over," cautioned Hung.

Asked for her definition of 'luxury', Hung replied: "Everyone defines luxury differently. My kind of luxury is freedom and space. To be able to travel whenever I wish and experience life in different parts of the world and mingle with different nationalities. I have lived in Canada, New York, Japan, Hong Kong, China and visited almost every continent. To be able to do what I love is a luxury in life and to voice my opinion whenever I have thoughts."

Added Hung: "I'm not a slave to material things. Yes, an expensive coat or bag on your body can be deemed as luxury ... but true happiness cannot be measured. To me, having genuine friends and a close family is luxury; being appreciated and loved is the truest form of luxury."

### The Future's So Bright

Hung's joy in giving advice to fashion students and beauty queens is evident - her part in making the future of the industry a brighter and better one.

What valuable advice does she normally impart to up-and-coming couturiers? "I tell them that we all go through the same hardships. No one is exempted unless you come from a super-rich family with all the financial support. Even then, you have to work for it because this is ultimately ART!"

"Start in a humble way and always be humble throughout your journey. I have seen too many designers become arrogant and forget where they came from. Hopefully, my advice can help upcoming designers to pave the future for the next generation. We all pay forward as we grow older and wiser."

In such a highly challenging and competitive industry, Hung has personally experienced the negative and positive points of the industry. Yet, she is still enthusiastic about gaining new insights and enjoy her core business in the creative, branding and merchandising consultant positions throughout her career.

### Expanding Her Empire

Being an over achiever, Hung never constrained her vision just for Malaysia. A major highlight for her was penetrating the China market; Hung acted as the Creative and Merchandising Consultant for eclectic Chinese brands such as Jecci Five New York, SouYute and Inicio.

As the creative director of Gillian Hung Consultants, she also designed uniforms (including the F&B division) for the prestigious Equatorial Hotel Kuala Lumpur. Being the busy bee, she launched her new e-commerce platform "HUNG" ([www.hung.click](http://www.hung.click)) as well as the HUNG Innovation Awards. "With the latter, I hope to be able to work with young generation designers and expose them to the realities of the fashion business."

Hung's many fans would be thrilled to know that she just launched her own brand. "I call it MMG, which means Mama G (her nickname) and also stands for Master Mind Gen. The collection is based on my own lifestyle."

Enthused Hung: "The brand, with a collection that represents strength, youth and individuality, signifies that you can be your own rock star!" The collection comprises three segments: Unisex Streetwear, Hi-Street Denim and the blinged-out Luxury Rock. MMG Collection offers a variety of unisex fashion that serves as common ground between luxury streetwear and premium fashion.

She explained the genesis of MMG: "I have been a fashion and merchandising consultant since 2001 after I left Isetan in the early 90s. I never wanted to design my own collection again since my career was escalating in China.

"Nevertheless, I always followed global fashion trends to keep myself relevant. I'm always associated with the young generation and I love to keep learning about the new era. Therefore, my inspiration has always been to catch up with the new generation trend. You can see it from my dressing ... it gets sportier, hip and younger!" concluded Hung with laughter.

“  
My  
kind of  
luxury is  
freedom  
and  
space  
”





# Shine bright like *Kaimirra Tutan*

**A new luxury brand celebrates the finer things in life through bespoke Ammolite jewellery.**



*Clockwise: The store is designed with Egyptian-inspired motif, displaying the brand's handcrafted pieces; Elegant Ammolite jewellery from Kaimirra Tutan's new collection; Top model Alicia Amin shows off the brand's latest jewellery pieces.*



Revolutionary high-luxury Canadian brand Kaimirra Tutan launched its maiden luxury jewellery collections that feature the rare and highly-sought after gem, Ammolite at the brand's flagship location at Mid Valley Megamall.

In line with Kaimirra Tutan's appreciation of the finer things in life, the brand seeks to celebrate the world's only multi-colored, organic gemstone in timeless, one-of-a-kind designs - this is manifested through the customisation of bespoke pieces that offer customers a sense of true ownership.

Tastefully designed to embody Egyptian-inspired luxury, the store displays some of the brand's truly extraordinary, handcrafted pieces as well as large, uncut Ammolite gems that showcase the original form of the Ammonite fossils from which they came.

The crown jewels of the brand's eye-catching pieces are housed under Kaimirra Tutan's coveted Couture Collection. The

Couture Collection features statement pieces that have been specially crafted to highlight extremely valuable, rare gemstones - perfect for trendsetters who want to be noticed.

The Fine Jewellery Collection features a line of intricately and uniquely designed high-end jewellery not commonly seen in the market - ideal for individuals to wear at work and on a night out.

The Jewellery Collection contains everyday pieces that feature Ammolite gems in simpler, minimalist designs. More flexible in its use, the Jewellery Collection serves pieces that can take day-to-day outfits to a more elegant level.

Sourced from mines in the Bearpaw Formation that stretches from Alberta to Saskatchewan in Canada, the brand's Ammolite gems are harvested by partners in ways that avoid negative environmental impact.

"We've collaborated with Korite, the largest commercial producer of ammolite in the world, to sustainably and ethically source natural gems for our pieces," said Damien Foo, managing director of Kaimirra Tutan.

"Since our inception in 2010, we've worked hard with our head office and expert curators in Canada to obtain genuine ammolite of the highest quality. This year sees us finally able to showcase those offerings to our clientele," Foo added.

"I love Kaimirra Tutan for its exquisite ammolites jewellery, it is indeed spectacular," said Malaysian singer.

"It reflects and embodies the personality of a modern woman like me," added Ning, who was a special guest at the brand's glamorous opening party.

Kaimirra Tutan is located on the second floor of Mid Valley Megamall. For more details, visit [www.kaimirratutan.com](http://www.kaimirratutan.com).

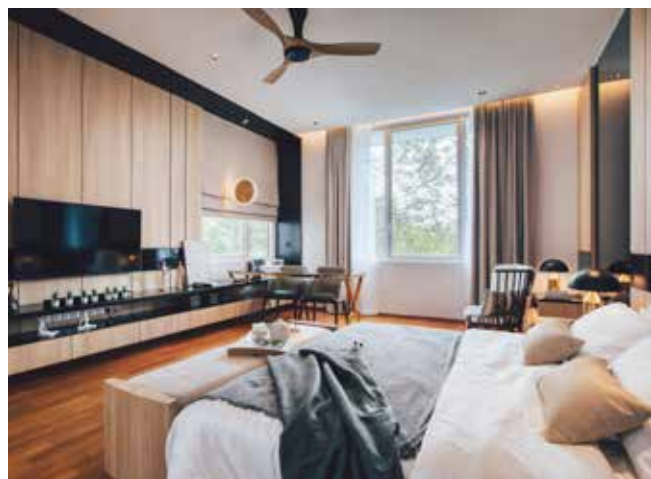


*Alvin Mong, Interior Designer*



# Designing His Way To The Top

**With close to two decades of experience in interior designing, Alvin Mong has built a sterling reputation in his chosen profession.**



*The elegant interior design of Park Manor Sierras (by Tan&Tan) was done by Alvinterior Concept*

Ever an innovative maverick, interior designer Alvin Mong is never afraid to go for the extremes through the use of dramatic lighting effects and intense materials and finishes, paving the way for new creations.

A graduate from the University of Manchester Metropolitan in 2004, Mong started his professional life as an interior designer since 2006. In 2014, he founded the aptly-monikered company Alvinterior Concept, which showcases his signature style of bold designs delivered through high-quality workmanship.

"I started my company with just two staff members," explained Mong. "Now there are four of us. We keep it small so that we can stay laser focused and true to the field of interior design."

At Alvinterior Concept, they are committed towards a harmonious unity in order to achieve the best quality of work for their projects. "We do not plan to have a signature style. We feel that every client is unique in their requirements and every space must be customised to suit individual client's corporate needs and identity," mused Mong.

Asked about his proudest achievement thus far, Mong replied: "It is seeing clients' smiles and excitement when they are handed their completed house, and the fact that they truly appreciate the work done."

Deservedly so, Mong is proud of the international and local awards his company has won. Last year saw the third consecutive time Alvinterior Concept was awarded with 'The Asia Pacific Property Awards' as well as the first year they won 'Residential Interior Private Resident' for their work on 16 Sierra.

As to what inspires him, Mong has this to say: "Travelling and diving as it gives me time to truly appreciate my surroundings. What I love most about my chosen profession is the trust that clients have in me, and the ability to transform a house into a home that the owner can be proud of."

Asked for his advice to young people who want to follow in his footsteps, Mong enthused: "Be passionate and don't ever give up because things will get difficult at times." Thus, Mong always wants to better himself and be more creative and do things differently. "As a company, we will keep challenging ourselves to be at the forefront of the field."

Last but certainly not least, what is Mong's definition of 'luxury' in the field of interior design? His answer is simple yet succinct: "Quality, sophistication and one of a kind!"





# Lush Garden of Cartier

**The boutique is the first in Malaysia to feature Cartier's latest interior design direction carefully curated for a heightened client experience.**

Cartier's newest boutique has opened in the heart of the Klang Valley at The Gardens Mall. Nicknamed "The Lush Garden", the boutique's interior is inspired by Malaysia's rich flora and fauna.

"The Lush Garden is a true representation of the Maison's dedication to embracing the local heritage in each city where it is anchored. The new boutique marries the richness of Cartier's DNA with Malaysia's unique flora and fauna," said Anne Yitzhakov, Managing Director, Cartier Singapore and Malaysia.

"Every corner is exquisitely decorated with local touches to create a welcoming, cosy and exceptional client journey," she added.

The boutique is also the first in Malaysia to feature Cartier's latest interior design direction carefully curated for a heightened client experience.

Upon entering The Gardens Mall from the Riverview entrance, guests are greeted by a shimmering golden façade that invites them to discover the wonders of Cartier.

Once inside, guests may feast their eyes on the Cartier concept masterfully infused

with Malaysian styles throughout the boutique, which spans a total of 409 square meters.

The sprawling space begins in the Grand Foyer where a delicate chandelier made up of falling leaves becomes the heart of the boutique.

Peeking out from behind it is a majestic floor-to-ceiling Mosaic wall made up of 20,000 pieces of hand-cut elements. The mosaic took three artisans over five months to complete and was created using ancestral stone marquetry techniques including hours of meticulous stone cutting and intricate inlaying.

The colourful mosaic depicts two panthers, the Maison's emblem, surrounded by magnificent foliage in tribute to Malaysia's vibrant tropical landscape. The graceful creatures rest at the top of a monumental staircase where they oversee the daily affairs of the boutique.

Guests making their way to the left of the Grand Foyer will encounter a sense of masculine elegance subtly invoked by the use of wood panelling. This is carefully balanced out by the lightness of the High-

End Area, which includes a semi-private alcove to offer privacy to clients.

The walls of both areas are embellished with leafy light fixtures in line with the overall theme of nature. The boutique also houses a comfortable VIP Lounge that features local touches such as rattan furniture.

Across the boutique, guests may indulge in the romantic surprises awaiting them in the Bridal Area that was thoughtfully decorated with a backdrop highlighting Malaysia's national flower, the red Bunga Raya.

The Care Service Area, which was designed to simulate the serene setting of a nature retreat, may be found a few steps away tucked into a relaxing corner fitted with plush furniture.

The continuous theme of nature is seamlessly represented throughout the boutique exemplified by the abstract motifs on the pillars. The motifs, inspired by oil palm trees, were expertly hand-carved from white plaster by local artists.

Visit the boutique at The Gardens Mall (G-241 Ground Floor) or call 03-2303 5088.



*From left: Interior shots of the lush Cartier boutique in The Gardens; The grand opening of the store.*

# Into The Wild with *Cartier*



To commemorate Cartier's first public exhibition in Kuala Lumpur, Into The Wild, the Maison recently hosted an unforgettable party that culminated in a phenomenal surprise. At sundown, Malaysia's most iconic landmark, the Petronas Twin Towers, were lit in red to signal an exciting evening ahead.

The venue – Sky Garden at Permata Sapura, which was completely transformed into a stunning landscape to complement the theme of Into The Wild – had unobstructed

views of the towers and of what was to come. Guests poured in just after 7pm and were greeted by the sweet sounds of local spinner, DJ Irama. The night was further elevated with a special performance by legendary Malaysian singer, Misha Omar, who belted out the classics including her own crowd favourite, Bunga-Bunga Cinta.

To close the evening, all 300 guests including media friends and famous faces such as Dato' Nicol David, Marion Caunter, Scha Alya Yahya, Awal Ashaari, Hael Husaini,

Meerqeen, Anna Jobling and Nazreem Musa were invited into the garden to witness a 10-minute light and drone show featuring over 300 drones, a feat never been done before in Kuala Lumpur.

After, guests stayed to enjoy the theatrics of the bartenders from Three x Co and danced the night away under the glow of the glittering red towers, making it a night to remember.

To experience more of Cartier, pay a visit to its boutique in The Gardens.



# Unique Approach to Teaching and Learning

IGBIS' principals share distinctive aspects of the Primary and Middle Years Programmes.



The International Baccalaureate, also known as IB, has been gaining traction from parents thanks to its unique approach to teaching and learning.

To better explain the IB curriculum, we were joined by IGB International School's Simon Millward and Sandy van Nooten, the Elementary School and Secondary School principals, respectively.

## Understanding the Frameworks

IB education works in a continuum: a student starts in the Primary Years Programme (PYP), followed by the Middle Years Programme (MYP) and culminates in the Diploma Programme or the Career-related Programme. IGBIS is the only school in Malaysia that offers the four programmes of the IB continuum.

Inquiry is a prominent aspect of PYP (which extends to other IB programmes). The six bodies of knowledge are: Who we are; Where are we in place and time; How we express ourselves; How we organise ourselves; How the world works; and Sharing the planet.

To encourage students to make connections with everything around them, these units are authentically connected to the subjects. Students are exposed to transdisciplinary learning, meaning they could learn about sciences through other subjects such as English, Mathematics and social education.

MYP allows students to learn all subjects at equal opportunity and time. Students also get involved in community projects and conduct their personal projects.

"We explicitly teach 'Approaches To Learning' skills throughout all subjects within the four IB programmes. These ATLs include research, thinking & social skills, communication skills, and self-management skills," enthuses van Nooten.

Most students can be successful in an IB programme. All the programs have a 'low floor and a high ceiling', meaning that we pick students up where they are on their learning journey and we do not place limits on their potential.

## Individualised Learning

IGBIS teachers are highly qualified in their subjects. Fundamentally, teaching and learning are approached differently with every student. Millward says, "Teachers get into every mind and heart of the students. They know the students' aspirations, families, how they learn, and where they will need to improve."

Millward says that you should expect noise in the classrooms at IGBIS. "The process of learning is collaborative and exciting."

If the students disagree, the teacher will pitch ways to resolve conflicts and teach them to compromise. This practice helps students learn to respect and see others' points of view, attributing to every student embodying the Learner Profile.

IGBIS is an inclusive school and we work extremely hard to help all our students progress at every stage of their development. Our students have access to multiple pathways once they reach the final two years. Some will choose the full IB Diploma program, some embark on the Career-related program, while others choose a range of DP and/or High School courses.

The IB is a challenging curriculum, not an elite one. Some schools cherry-pick or discourage students from their IB programs in order to boost school statistics. At IGBIS, we provide guidance but we encourage students to select the pathway that suits them best.

## Assessment Methods

Assessments in PYP and MYP are a bit different from some other curriculums.

PYP does not use standardised tests to assess the students. Instead, teachers use videos, photographs, diagnostic tools and checklists to determine the students' progress. Teachers also rely on data collected on each child in the classroom, which is constantly tracked.

Grading is not a norm in PYP, but teachers would have the notes based on the units the children learn, describing their strengths and aspects to improve upon.

Grades are used extensively throughout the five-year MYP programme and students are graded using rubrics and criteria set by the IB.

MYP students are assessed through a range of diagnostic, formative and summative assessments. Their accumulated grades will be tracked for evaluation at the end of each semester. "Our parents get 'live' access to our gradebooks and receive a formal snapshot of their child's progress twice a year," explains van Nooten.

The MYP assessment results are transparent and made readily available to students and parents.

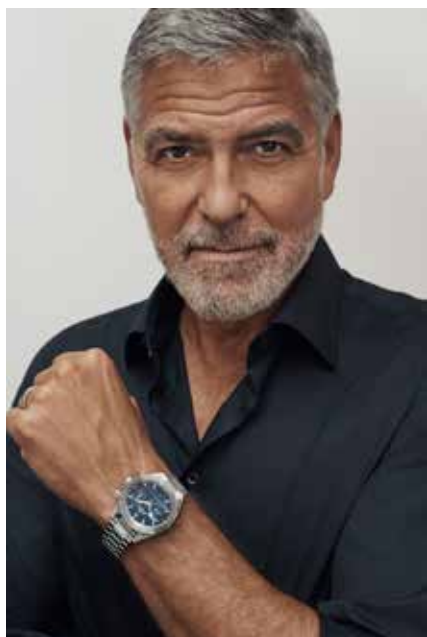
Another aspect is the e-Assessment, although van Nooten clarifies that it is totally optional. "Some students are keen for the e-Assessment to see how they fare on the world stage, while others want a Grade 10 qualification for a particular university application."

As IGBIS fulfils its vision and missions, we will see more IGBIS students making their mark in the world.

For more information, visit [www.igbis.edu.my](http://www.igbis.edu.my).

# Moment

**Leading men George Clooney and Hyun Bin show off understated luxury on their wrists: the OMEGA Speedmaster '57.**



First introduced in 2013, OMEGA's famous Speedmaster '57 returns this year with a Master Chronometer upgrade and a slimmer profile. The new 40.5 mm collection consists of eight stainless steel models, all offering a streamlined look with iconic heritage touches and bold new colours.

Long before the Speedmaster reached the moon, the original model from 1957 was made to support auto-racing teams and engineers on the track. Along with its distinctive "broad arrow" hands and chronograph display, it was the first watch to feature a tachymeter scale on the bezel.

To promote OMEGA's new Speedmaster '57 collection are internationally-renowned actors George Clooney and Hyun Bin in the front seat.

Perfectly complementing both sides of the famous chronograph, Clooney brings his classic style and iconic character to the campaign, yet again highlighting his long-standing connection to OMEGA. On the other hand, Hyun Bin is the rising star, with a cool and modern spirit that epitomises the Speedmaster's constant evolution.

As the name suggests, the Speedmaster '57 is emblematic of the original Speedmaster design, which was released in 1957 for racing car drivers and engineers on the track.

As a tribute, today's Speedmaster '57 collection of eight new watches has been delivered with a slim style, colourful dial choices, a vintage bracelet, and an outstanding Co-Axial Master Chronometer 9906 movement - reaching the pinnacle of precision, magnetic-resistance, and performance.

According to Raynald Aeschlimann, President and CEO of OMEGA: "The Speedmaster '57 is known for its quality and timeless charm. George Clooney and Hyun Bin are the perfect leading men to showcase these values and prove exactly how the timepiece fits with the dashing style of today."

Clooney is a long-time friend of OMEGA and, in many ways, both he and the Speedmaster share the same story. Both their lives began in the optimistic years of the space age, and both are known for their lasting popularity and qualities of excellence.

For this shoot, Clooney wears the stainless steel model with a PVD blue dial. Amongst the new portraits, the actor can be seen wearing the timepiece while driving a vintage car near his home around Lake Como - a nod to the Speedmaster's racing origins.

South Korean actor, Hyun Bin, recently joined the OMEGA family. Exuding his typically confident and laid-back style, he was shot on location with a classic car in Korea, this time wearing a 40.5 mm stainless steel model with a black dial.

Coinciding with the 65th anniversary of the Speedmaster line, the full OMEGA Speedmaster '57 collection now includes eight new models. Along with blue and black dial models, there are also green and burgundy choices. Signature 1957 details include the brushed metallic bezel with its "Dot Over Ninety", as well as the famous Broad Arrow hands.

Omega Boutique is located at The Gardens Mall, Kuala Lumpur. For more information, visit <https://www.omegawatches.com/>.





SPEEDMASTER '57  
Co-Axial Master Chronometer

## A CLASSIC ICON RETURNS

With its unique Broad Arrow hands and tachymeter scale on the bezel, the Speedmaster '57 is emblematic of the first, revolutionary Speedmaster that was launched in 1957. For the latest update, OMEGA has lifted the vintage spirit to another level, with slimmer styling, extraordinary colour, and a Co-Axial Master Chronometer engine that takes precision to the next gear. This enduring watch is a front seat companion for George Clooney, and represents the original, timeless look of the Speedmaster line.

  
**OMEGA**

# Innovative Approach to Skincare

**It's not about chasing youth; it's about the body in the here and now, performing at its best. With the afore-mentioned mantra, Augustinus Bader brings an innovative approach to skincare.**



The brand is created by Professor Augustinus Bader, a globally recognized biomedical scientist and physician and one of the foremost experts in the field of stem cell biology and regenerative medicine.

In a career that has spanned the globe, the German-born professor has spent over 30 years researching and developing technologies that activate and harness the human body's capacity to heal and the reawakening of cells that become dormant due to aging or trauma.

In 2008, he developed a ground-breaking wound gel that heals severe skin traumas without the need for surgery or skin grafts. It is this revolutionary technique that inspired Augustinus Bader skincare and his proprietary technology TFC.

Supporting the body's innate renewal processes, they help to visibly reduce the signs of ageing and damage caused by environmental stressors and leave skin looking restored, regenerated and glowing with health.

Recently, Augustinus Bader proudly announced a partnership with beauty

entrepreneur Bobbi Brown. As Chief Creative Advisor, Brown will continue her personal and professional support for Augustinus Bader by working in close collaboration on creative and product ideation, educational programs, promotional activations and marquee events.

"Bobbi Brown is not only a celebrated industry expert but a forward-thinking entrepreneur who has, over the past several decades, played a major role in shaping culture. We feel deeply aligned in our dedication to healing, inspiring and evolving the way we take care of our skin and ourselves," said Charles Rosier, Co-Founder and CEO of Augustinus Bader.

Here's introducing the brand's most-coveted Cellular Renewal Cream With TFC8....

THE CREAM - A light, refreshing, yet deeply hydrating cream that stimulates the skin's natural process of rejuvenation to dramatically improve the complexion's appearance.

Suitable for combination to oily skin types, it leaves your skin feeling refreshed and soothed in humid climates. Ideal for your day time routine, it has soothing aloe vera, rich in

antioxidants, amino acids and vitamins A, B, C and E to help to protect skin from free-radicals.

THE RICH CREAM - An intensely luxurious, super hydrator that stimulates the skin's natural processes of rejuvenation to dramatically improve the complexion's appearance.

Suitable for normal to dry skin types, it offers the ultimate protective shield against dry climates. Ideal for your night time routine, it has replenishing argan, avocado and evening primrose oil, rich in omega 6 fatty acids and anti-oxidants to help to protect skin from free-radicals.

Augustinus Bader is available exclusively at KENS apothecary The Gardens Mall, Bangsar Village II and Bangsar Shopping Centre. For more information, please visit [www.kensapothecary.com.my](http://www.kensapothecary.com.my).





# GOUTAL PARIS

PETITE  
CHÉRIE  
*Eau de parfum*  
GOUTAL  
PARIS



**Dressed for**

*The City*

**Designed for the city life, the BR 05 Copper Brown is the ideal companion for urban adventurers.**



The new BR 05 Copper Brown watch is part of the three-hand BR 05 family from Bell & Ross. The BR 05 revisits the famous square case with a round opening and screws at the four corners of the iconic BR 03 design. It softens the lines, rounding the angles and reducing the dimensions.

Less extreme, more mainstream, the BR 05 is easier to wear as a day-to-day accessory. Graphic and stylish, it is a resounding success, becoming Bell & Ross' second icon. Designed for the city life, it is the ideal companion for urban adventurers.

Since its creation, the BR 05 experimented with colours and shades. "You have to breathe life into a range", explains Bruno Belamich, Creative Director and co-founder of Bell & Ross. "It can be achieved through technique (movement), materials, or details. For the BR 05 Copper Brown, we chose the colour."

As its name suggests, this watch is adorned with a golden-brown dial, enriched by a sunburst finishing which gives shine and a sense of preciousness recalling the light of the end of a summer's day. This colour was developed specifically for the

BR 05, which is the only Bell & Ross watch to feature it.

Two main operations make it possible to obtain this tone and this particular depth: machining. The sunburst effect is obtained by circular micro-engraving of the metal plate of the dial. This work gives all its luminosity to the colour which varies according to the inclination of the dial. Several coats of transparent varnish in brown are applied to the metal plate of the dial which gives its depth, and its uniqueness to the colour of the Copper Brown.

On the BR 05 Copper Brown, we find the integrated bracelet of the BR 05. This means that the 40 mm case and the bracelet, both in steel, blend to create a single element. The indexes on the dial, also featuring a metallic colour, contribute to this desire for continuity.

This watch has the effect of a block of metal simply adorned by its sunburst brown dial. This warm shade contrasts with the dominating grey metal creating a combination playing with the feeling of hot and cold. For a sportier feeling, the BR 05 Copper Brown is also available on rubber strap which comes in a colour,

specifically developed for it, harmonising perfectly with the light brown of the dial.

In conclusion, the BR 05 Copper Brown features traits typical of Bell & Ross watches:

- > the easily readable dial. The hands as well as the indexes and the numerals are coated with super-lumino. This photo-luminescent coating guarantees optimal readability both day and night: creating a colour contrast with the brown of the dial.
- > the neat finishes of polish and satin that alternate on the case and the bracelet.
- > the date window. This convenient function is displayed at 3 o'clock.
- > the sapphire caseback. It allows you to contemplate the oscillating weight, with a design inspired by a sports car rim. This watch is powered by the in-house self-winding BR-CAL 321 calibre.

Bell & Ross boutiques are located in Mid Valley, The Gardens, Pavilion KL, 1 Utama and Pavilion Bukit Jalil. For more information, visit [www.bellross.com](http://www.bellross.com).





▷ BR 05 COLLECTION Automatic Ø 40mm • 100m water-resistant Malaysia Boutiques +603-9212 4456 E-boutique: bellross.com

**TIME INSTRUMENTS  
FOR URBAN EXPLORERS**

**Bell & Ross**

# First Wealth is *Health*

**For Dr David Khoo, the founder and medical director of iHEAL,  
to be healthy is considered a luxury.**



*Orchid VVIP Suite offers outstanding luxury stay for those who seek for exclusivity and maximum comfort.*

Famous American philosopher Ralph Waldo Emerson once said:

“The first wealth is health.” Indeed, everyone should be responsible for one’s own health, and understand the meaning and value of maintaining good health.

That is the concept behind iHEAL, a one-stop boutique medical centre located at Mid Valley City. If you’re wondering about the name, the ‘i’ represents the person, HEA represents health and L represents life. Therefore, iHEAL equals to “I am responsible for my own health and life”.

“To be healthy is indeed a luxury,” said iHEAL founder and medical director Dr David Khoo Sin Keat. “After all, you don’t appreciate something until you lose it.”

“Luxury is all about ownership, be it a fancy house or a certain lifestyle. Once you

lose your health, you cannot enjoy your wealth,” mused Khoo. “For you to be able to spend your money, you need to be healthy. Therefore, a healthy person is considered rich.”

He added: “To put it bluntly, the pandemic brought everyone – rich and poor – to their knees. It was nature’s way of telling people that health is not to be taken for granted. To stay healthy takes effort. The pandemic underscored the fact that good health is something to work for.”

## **12 Years & Beating Strong**

Since opening in 2010, iHEAL has focused on heart and heart-related specialties, aiming to promote, restore and maintain heart health.

The centre focuses on the diagnosis and treatment of heart and heart related diseases, offering a range of treatment options which includes angioplasty, bypass surgery and bariatric surgery.

iHEAL’s location in a bustling city mall that is Mid Valley certainly makes it unique. “Our presence here is intentional,” explained Khoo. “I wanted to disrupt the market by building iHEAL in a shopping mall. It takes away a patient’s burden of where to stay, what to eat; everything is convenient. With this in mind, we grew our client base.”

To date, Khoo estimated that iHEAL has treated more than 70,000 patients from 70 countries round the world. “The majority is from Southeast Asia, but we do get patients from the United States and New Zealand. The foreigners like the fact that we are in Mid Valley.”

He added: “I can say we are the only one in the world to perform heart surgery in a shopping mall!”

Khoo also ensured that iHEAL – as a boutique medical centre – presented a less



traditional hospital image. “I have been a doctor for a long time so I know a hospital is not a happy place. But that doesn’t mean it should be more depressing.”

Thus, he infused iHEAL’s décor with warmer, brighter colours instead of grey and white. There’s a touch of luxury too; for example, their Orchid VVIP Suite offers maximum comfort for those who seek exclusivity.

“Also, the staff morale is very important,” said Khoo. “We have created an atmosphere that is happy, very much influenced by the environment.”

Khoo also emphasised on the importance of treating patients right. “Every patient has the need to feel important, comfortable and understood. We want to treat the patient right and don’t squeeze you unnecessarily (in term of charges).”

### What makes iHEAL unique

iHEAL performs all of its heart bypass surgeries on hearts actively beating and if possible, without the assistance of the heart-lung machine. Hence, it is known as the only dedicated centre for less invasive bypass surgery in Malaysia.

On why he advocates such treatments, Khoo said: “To me, surgery itself is an injury; the more injured a patient is, the longer it takes for him to recover. I have this belief: what is hard for me will always be easier for a patient.

“The onus is on us as doctors to be innovate and creative, and minimise injury. When we work on the heart, we reduce the physical injury as much as possible. Therefore, functional trauma is very much reduced. The whole objective is for the patient to recover faster, with less complication.”

iHEAL is also home to the Toshiba Aquilion One 640-Slice 4D CT scanner. “The scanner is an integral part of health screening, so we owe it to patients to give them the best machine possible,” explained Khoo.

It has the ability to perform a heart scan in just 350 milliseconds, producing high quality CT images for a more accurate diagnosis. This replaces the need to perform a Catheter Angiography for the detection of heart disease.

Khoo added: “It also produces 50% less radiation than most other scanners out there. This scanner is able to take clearer and more detailed scans of your heart, which allows the doctor to determine if there is any blockage in your arteries.”

### Speaking from his Heart

“I often feel that being a doctor is not a job, it is a way of life,” said Khoo of his noble career which has spanned over 30 years.

“I am a Christian, so I see the chance to study medicine as God’s gift. Being able to help others gives me a sense of purpose.



*Dr. David Khoo Sin Keat  
Founder of iHeal Health*

“We are not doing this for gratefulness but if you do experience a sense of gratitude from patients, it does give you a heart-warming feel. Sometimes a single thank you that is warm and genuine makes you feel good,” added Khoo.

“I am just here as God’s instrument, so any gratefulness and thanks should be given to Him. For a doctor, it is not about monetary rewards, it is the satisfaction of seeing a patient recover.”

Moving iHEAL forward, Khoo wants to harness the power of digital technology; for example, their Health Pod, a health-monitoring device and app integration that collects and manages personal data.

“We want to strengthen our digital health tech and build more physical presence in Malaysia and abroad. Ultimately, we want to be a total solutions provider.”

In the near future, iHEAL will expand its laboratory, increase beds for patients, start an ambulance service for chest pain emergencies and look into expansion in East Malaysia.

Khoo is also proud of his ongoing mission to share the centre’s vision with the Democratic Republic of Timor-Leste government and deliver quality, efficient and transparent healthcare services to the Timorese people.

“It is important for me to use my expertise as a heart doctor to encourage awareness and promote good health.”

For more information on iHEAL, visit <https://ihealmedical.com>.



*From left: Health Pod is a health-monitoring device and app integration offered by iHEAL; The Toshiba Aquilion One 640-Slice 4D CT Scanner.*

# Embark on Your *Fitness Journey*

**Fitness is not just about sweating it out in the gym; that's only part of the story at Fitness First.**



Welcome to Fitness First, the club that gives its members the confidence to go further in life. They are on a mission to change the way people think about fitness.

Over the past few years, their business has changed radically and so too has their brand. They have redefined what a fitness club can be and the experience it offers its members – in both the physical and digital worlds.

Innovations such as their training app MyCoach and health & fitness assessment Boditrax show their intent to consistently push category boundaries – and be recognised as the true fitness leader.

Fitness is not just about sweating it out in the gym; that's only part of the story.

At Fitness First, they believe feeling fit gives you the confidence, energy and self-belief to go further in life. That could be getting the next promotion at work, meeting new people or just keeping up with your kids in the park at the weekend.

In Southeast Asia, Fitness First Malaysia is the largest fitness brand with over 130,000 members around the region.

Its Fitness First Platinum outlet, located on the fourth and fifth floor of The Gardens Mall, is the true definition of luxury in the context of fitness. Platinum clubs offer toiletries, a members' lounge with working stations, towel service and steam rooms.

Offering the highest quality facilities, products and personal trainers, Fitness First Platinum helps you achieve your fitness goals in luxury and style. It also offers full on, unlimited access to over 4,000 group fitness classes on top of the monthly gym access.

At Fitness First, they are the fitness leaders who inspire people to go further in life by providing members with first-class gym equipment, certified fitness coaches and a wide range of group fitness classes. These are its highlights:

- Great network of clubs, easily accessible, premium locations
- Variety of services under one roof – from personal training to group exercise classes and gym floor access
- Flexibility to choose how you train and pay for what you need
- Expert Certified Fitness Coaches – with internationally-recognised certifications
- Bespoke training tailored to individual needs and starting points, supported by

technology (MyCoach app)

- Over 4,000 group exercise classes monthly – the widest range of group exercise classes under one roof, including proprietary signature classes that cannot be found anywhere else
- Classes conducted by experienced instructors who undergo rigorous selection and training
- Virtual Studio offers the widest range of licensed and owned content

Fitness First is a club that does more for their members – inspiring you to go further in life by engaging you in the most motivating, confidence-building fitness experiences.

Their accredited fitness professionals, cutting edge technology and innovative club design are all there to help you get even more from your workouts.

If you want to be supported and empowered by Fitness First and its community to achieve your goals – run, don't walk to the nearest Fitness First near you. Be inspired and embark on your fitness journey!

For more details, visit [www.fitnessfirst.com.my](http://www.fitnessfirst.com.my)  
Fitness First Platinum is located at Lot FF-222A & 228, 4th & 5th Floor of The Gardens Mall





**Fitness First**

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Classes*



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# Feasting on *Luxury*

**Sage Restaurant & Wine Bar continues to offer an unmatched level of high-end dining experience. Chef Don John Sta Maria spills the secrets on Sage's enduring legacy and luxury.**

When it comes to high-end dining experiences in the Klang Valley, very few can match the grandeur and opulence exuded by Sage Restaurant & Wine Bar.

Located at level 6 of The Gardens Residences, the French-Japanese restaurant boasts a minimalist environment that's finessed to serve haute cuisine using premium and imported ingredients.

Its high ceilings and abundance of natural light in the multifaceted dining area makes Sage the perfect venue for romantic dinners, casual catch-ups or formal client meetings.

With a sprawling dining hall that fits a total of 60 persons, there are three private dining rooms that offer a quiet elegance. Room 1 allows guests to lounge around, Room 2 accommodates six to eight persons, Room 3 sits 10 to 18 persons, and the most spacious of all Umi Room comfortably fits up to 14 persons.

"Umi Room is unique in the sense that diners are given full privacy and freedom when hosting their function," says Chef Don John Sta Maria, who presides over the kitchen and ensures that every visit is bespoke and memorable.

"Apart from floor to ceiling windows that give excellent lighting during the day, there is a washroom, private entrance and kitchen which allow guests to utilise the equipment as part of the entire hall rental. You can even cook and prepare your own food if you wish," adds Don.

## **Serving Up Luxe Cuisine**

In Don's expert opinion, luxury gourmet can be defined by the very quality of each ingredient, as well as a certain level of refinement in food texture and flavour. "It also involves the meticulous process involved in preparation methods in order to achieve the desired results," he explains.







#### About Sage Copper Pan Sharing Experience

Available on weekdays for dinner, the Sage Copper Pan Sharing Experience is the perfect platter for an intimate dinner catch-up with friends of up to four persons. As part of the three-course dinner, diners get to select an appetizer, main course, three side dishes and dessert. Priced at RM288nett per person, it requires two days advance pre-arrangement and booking.

Three side dishes and main course can be found here: [http://sagekl.com/copperpan-sharing-platter\\_menu](http://sagekl.com/copperpan-sharing-platter_menu)  
Appetizer and dessert from the a la carte menu : [http://sagekl.com/ala-carte\\_menu](http://sagekl.com/ala-carte_menu)

**For reservations at Sage,** call 03-2268 1328.



As the Head Chef at Sage, Don leads an enthusiastic team of chefs and service associates. "Since taking over Sage in 2021, feedback from our regulars has been encouraging. The positive sentiment is that they look forward to my lunch menu, as much as I strive to bring something new every week. They find the food delicious and menu exciting," says Don.

"My approach and philosophy remain the same: to bring forth comforting yet premium fine dining food to diners," adds Don, who had previously worked at Cilantro Restaurant & Wine Bar, MiCasa Hotel Kuala Lumpur and The Spread Kitchen at The Gardens Hotel, with his last posting at Le Petit Chef, Kuala Lumpur.

At Sage, diners can expect not only Don's signature appetizers but also an assortment of alcohol-infused handcrafted ice-creams, along with a wide array of lavish side dishes to go with its main courses.

### Evolution of Fine-Dining

Asked for his opinion on the evolution of the local fine-dining scene, Don answers: "Over the years, the rise of young and creative fine-dining chefs has brought about a plethora of new openings. The culinary landscape especially in the Klang Valley has

become more accessible to consumers of all demographics.

"The exclusive use of imported ingredients has also reduced - the emphasis is now on the ability to source for local produce and ingredients that are fresh, prepared in unique ways and at a competitive pricing," adds Don.

In terms of foreseeable food trends, Don has this to say: "We might start to see the introduction of more vegan and vegetarian-friendly menus in fine-dining restaurants using plant-based meat, and a conscious choice towards ethical and sustainable production of food."

### Designing A Menu

With over 18 years of culinary experience under his belt, Don brings a youthful outlook whose inventive dishes are what keep diners coming back for more. One of Sage's signature traits is its menu which is often designed around seasonal and fresh ingredients.

Don shares the process involved. "To design a menu around what is seasonal and fresh, the objective is to not only achieve the right balance of taste through careful seasoning, but to maximize the taste profile of each seasonal ingredient through skilful cooking methods paired with the correct temperature."

He adds: "The basic full course meal consists of a cold appetizer, warm appetiser, main course and dessert. The process typically starts with light plates, continuing with richer dishes, then the main course which is usually premium beef, lamb or venison, and finishing off with a sweet and decadent course accompanied by a glass of dessert wine, coffee or tea."

If he could pick a favourite, what stands out from Sage's current menu to this chef extraordinaire? "My absolute favourite would be Œufs brouillés (French scrambled eggs with winter truffle), a dish that I have carefully crafted to perfection over the years though research and development.

"Another standout would be the smoked unagi with steamed rice and Ikura (salmon roe). Our team takes the extra step to have the unagi smoked in our own kitchen," enthuses Don.

With Don and his team at the helm of the kitchen, there is no doubt that Sage will continue to bring a unique level of dining experience to KL's fine dining scene, one that's upscale but approachable with a high-end menu. Naturally, it is no surprise that Sage bagged Tatler Dining Awards' Top 20 Restaurants in Malaysia in 2022.

# WHISKY'S BEST KEPT SECRET

Mortlach Single Malt Whisky, coined as the 'Beast of Dufftown', is well-known for its robust spirit and ability to stand up to long maturation, especially in sherry casks.



With an ambition to become the most luxurious single malt whisky in the world, Mortlach exists to craft a new dimension of bold – defying expectations of what a whisky should be.

Bold is in Mortlach's blood – and they focus on having instant impact, and leaving a lasting impression in everything they do.

Coined the "Beast of Dufftown" by notorious whisky writer Dave Broom, Mortlach was founded in Scotland in 1823 – the first legal distillery in Dufftown which is now a vital epicentre of whisky production. Mortlach was so named for its approach and its process as much as its taste.

The 2.81 distillation process created by Dr. Alexander Cowie nearly two centuries ago remains unchanged to this day.

Known by all as 'The Way', only Dr. Alexander knew why each of the six stills

has a different shape, and why the copper pipes are tangles in such a fashion for cutting and re-cutting the spirit.

The result is Mortlach's exceptional flavour that holds a boldness of impossible richness and seduction.

Here are our picks of the perennial favourites from Mortlach...

## Mortlach 12YO

An ode to their smallest yet most essential still, the 'Wee Witchie'. This 12-year-old Single Malt Whisky has been double cask matured in both European and American oak to enhance the distinctively rich and robust character that makes Mortlach whiskies legendary.

## Mortlach 16YO

A favourite of whisky lovers, this was inspired by the illustrious original released in 1992. It was made for only a fortunate few including the distillery

worker; hence its name 'The Distiller's Dram'. It has been matured in only Sherry casks to impart fruity and fragrant notes atop the beastly complexity synonymous with Mortlach.

## Mortlach 20YO

A selection of Mortlach's very best Single Malt Scotch Whisky has been matured for a minimum of 20 years to tame 'The Beast of Dufftown' into a smooth submission and mellow complexity. It is named after the discovery of Dr. Alexander's private stash which has a blue seal of distinction, hence named as 'Cowie's Blue Seal'.

To know more about this mysterious whisky, which is only known to a select few, please visit [www.mortlach.com](http://www.mortlach.com) or watch this video [https://youtu.be/dB\\_OWclCe6w](https://youtu.be/dB_OWclCe6w).

Click the link below to purchase: Diageo Official Store [Diageo Official Store](#)





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# Reasons to Love DÔME Café

Offering the world's finest coffees as well as Asian and Western comfort food and desserts, it is hard not to fall for the all new DÔME Café.



*Clockwise: The Gardens Mall outlet; DÔME's Anytime, Anywhere Cakes; Caramel Nut Crunch Espreski; Roasted Beef Sandwich*

DÔME Café offers a comfortable ambience where people meet to enjoy great meals together or simply catch-up over coffee. Pioneering the western coffee culture in Malaysia, The Melium Group opened the first outlet of this Australian café chain in 1995.

While incorporating the modern café lifestyle, DÔME Café is designed with its signature chestnut and oak-wood elements to create a cozy, relaxed and elegant atmosphere. This captures the social charm of old-world European coffee-houses, with a taste of modern-day coffee culture, capped with domed ceilings and wooden and brass materials.

Here are more reasons to love the all new DÔME Café!

## 1. World's Finest Coffee

The finest Arabica beans are selected and roasted to perfection by DÔME's master

roaster using the latest technologies to maximise freshness and flavours. Through the most meticulous and amplification-driven processes of brewing, the perfect DÔME coffee comes to life!

## 2. Unbeatable Variety

Comprising scrumptious creations from East to West including All-Day Breakfasts, soups and salads, gourmet sandwiches, and hot kitchen specials encompassing pastas, crispy pizzas, signature pies and burgers, and delectable cakes, the wide-ranging repertoire caters to practically every culinary desire. Our favourites are its Signature Chicken Pie and Roasted Beef Sandwich washed down with Caramel Nut Crunch Espreski.

## 3. Iconic Local Items

DÔME'S Malaysian Favourites menu comprises iconic local items namely Nasi

Lemak, Chicken Curry Puff and Sambal Puff. It's no wonder customers both local and international are hooked on the flavourful, traditional, signature local favourites; Malaysia is after all known as a foodie haven!

## 4. Introducing a Sweet Bite

The brainchild of Cheah Wen Tao, more popularly known as TaoBakesCakes, DÔME's Anytime, Anywhere Cakes evolved as a sweet conspiracy to create a range of unpretentious English tea cake. Traditional teatime favourites like Lemon Drizzle; Orange & Almond; Coconut & Caramel; Coffee & Walnut; Banana Travel Cake and Berries & Rose may be enjoyed as a whole loaf shared, or as solo slices for on-the-go. Available at DÔME Café LaLaport Bukit Bintang Centre.





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# Ultimate All-In-One Soundbar



*From left to right:  
Devialet Dione; Devialet  
Phantom I 108dB*



A French acoustical engineering company operating at the intersection of luxury and cutting-edge technology, Devialet is on a mission to elevate sound to its rightful place in people's lives by delivering meaningful audio experiences.

"At Devialet, we thrive on creating extraordinary products that deliver unprecedented sound experiences," explains Franck Leboucard, CEO of Devialet.

"We have pursued our vision of redefining the place sound holds in people's lives through our unique amplifiers, Phantom speakers, and true wireless earbuds. Now, Devialet Dione, our first soundbar, brings us even closer to our goal," he adds.

## Devialet Dione

With this first all-in-one Dolby Atmos 5.1.2 soundbar, the audio technology company provides listeners with the sound experience their home-entertainment deserve.

Devialet Dione combines 17 drivers to deliver deep infrabass, dynamic midrange and crystal-clear treble. The outstanding clarity of sound is thanks to Devialet's proprietary ADH amplification technology, as the eight built-in SAM-powered subwoofers remove the need for a separate (invasive) subwoofer.

On the aesthetic front, Devialet Dione offers an incomparable performance-to-thinness ratio, enabling it to stand out in design, but blend in when the action begins. Its patented central ORB allows Devialet Dione to adapt mechanically and acoustically to whatever in-home placement you choose.

It is made of premium materials and finishings, including anodized aluminium central core and carefully selected acoustic fabrics to align with high-end audio positioning.

The sleek central ORB is a nod to Phantom's signature aesthetic and maintains perfect front-facing orientation no matter the position. It can be mounted on a wall or placed flat on a piece of furniture.

Devialet Dione's design prowess extends beyond its visual impact. It also offers a minimalist user interface: the Devialet App. Here you can model your room using room calibration, adjust modes and enable connection via Bluetooth.

The soundbar features four audio modes: Movie and Spatial (5.1.2 upmixing), Music (true stereo rendering) and Voice (highlighting midrange frequencies). Devialet AVL is embedded, while the TV remote can be used to change the volume on Devialet Dione.

## Devialet Phantom I 108dB

Phantom has been revolutionizing the speaker game since its release, and has gone on to become a reference for acoustic excellence. The refreshed iconic Phantom I range innovates across the board: design, signal processing, user interaction and efficiency.

The highlights of Devialet Phantom I are: unparalleled performance and power that deliver pure sound; high-resolution audio, wirelessly; open architecture that offers versatile connectivity; and an iconic design marrying radical experience and aesthetics.

Phantom I specificities include high-end, ultra-dense sound with more power, clarity and precision than any other wireless speaker from infrabass to the most extreme treble. It features superior user experience, including Devialet Remote for precision handling. Available in an exclusive white or black matte finish, with new sets of side panels, so your Phantom can elegantly fit in or just as elegantly stand out.

By combining a series of radical patented technologies, Phantom consistently shatters expectations, at every step of the sound reproduction chain.

Visit Atlas Experience showroom at The Gardens Mall to experience a demonstration. For more information, visit <https://www.atlasestore.my/pages/sales-enquiry>.



# EXPERIENCE THE PHYSICAL IMPACT OF SOUND



## DEVIALET PHANTOM I

**Absolute fidelity, quintessential.**

Phantom I 108 dB, the ultimate connected speaker with its Remote. Hear every detail brought to life with unthinkable clarity and precision by a Grade I Titanium tweeter. Surrender to indecent power and ultra-deep bass. Sound in its purest and most essential form. No apologies.

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The Sage Copper Pan Sharing Experience is the perfect platter for an intimate dinner catch-up with friends of up to four persons. Select an appetizer, main course, three side dishes and desserts as part of the three-course dinner.

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 Top 20 Restaurants in Malaysia 2022



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