

Headline	Crest Builder eyes JVs with China companies		
MediaTitle	The Malaysian Reserve		
Date	21 Jun 2018	Color	Full Color
Section	Corporate Malaysia	Circulation	12,000
Page No	6	Readership	36,000
Language	English	ArticleSize	271 cm ²
Journalist	AFIQ AZIZ CREST	AdValue	RM 2,507
Frequency	Daily	PR Value	RM 7,522



Crest Builder eyes JVs with China companies

by AFIQ AZIZ

CREST Builder Holdings Bhd (CBHB) is looking to form joint ventures (JVs) with international companies, including from China, with the aim to raise its tenderbook from the current RM2.2 billion to RM3 billion by year-end.

"About half of China contractors are not doing very well in Malaysia and looking for rescuers," MD Eric Yong Shang Ming told the press after the company's AGM in Kuala Lumpur yesterday.

Yong added that a big number of Chinese firms, especially small companies, are competing among themselves to survive.

"These companies came from Beijing, Shanghai and Guangzhou, and there are some which also come from other provinces such as Hunan and Henan," he said, adding that



ED Yong Tiok Keng (left) and Yong at the EGM yesterday. Yong says a big number of Chinese firms are competing among themselves to survive

China's construction sector is facing a downturn, leading the country's firms to leverage on their overseas market. "But since China has got capital control policy —

restricting money outflow — hence loads of contractors are looking for overseas project, such as in Africa and South America.

"After completing their overseas project, they do not want to bring home the money, but instead investing in another country. It's called redeployment of the investment," said Yong.

He added that Crest Builder now has an orderbook of RM1.2 billion as of the first quarter (1Q), including some RM596.1 million worth of projects secured as at March, with about RM350 million of the sum billed.

"We expect another RM150 million to RM200 million collection by year-end," Yong said.

Among the construction projects secured in 2018 are 44-storey Capri Hotel in Kuala Lumpur, two blocks of 40-sto-

rey residential apartments in Desa Park City (South Brooks) and a six-storey factory office in Petaling Jaya with the value of RM149.5 million, RM328.8 million and RM117.8 million respectively.

On its property development business, Yong said its 646 units of medium-cost condominium project in Batu Tiga, Shah Alam, is expected to be completed in the 3Q this year.

"The project has reached 75% bookings with a 65% conversion rate," he said.

The project offers RM330 million in gross development value (GDV).

Yong also added that the company is looking to focus on high-end projects. Its retail and small office flexible office suites at Dang Wangi would reach RM1.1 billion in GDV and is expected to be launched by year-end.