

in touch...

MALAYSIA

maho

THE MALAYSIAN ASSOCIATION OF HOTEL OWNERS (MAHO)

Reg. no.: 300

**** For members & internal circulation only ****

Issue: 1/2002



Message from the President

It gives me great pleasure to give a foreword message in this inaugural issue of MAHO's newsletter - in touch ... I wish to take this opportunity to congratulate the Secretariat for finally making MAHO newsletter a reality and is expected to be in circulation at least twice a year. It is hoped the newsletter will serve to inform members of its activities and the industry relevant information.

MAHO has gone a long way from the time it was established in March 1998. It has now 39 members, corporate companies which own more than 150 hotels (mainly 3 to 5 star) in Malaysia representing more than 58% of the total 3 to 5 star hotels in the country. New members are being pursued aggressively especially those outside the Klang Valley so that the membership and its strength is consistent and reflective of the importance of the hotel sector in the progressive, fast changing and challenging tourism industry in which the hotels are one of, if not the key players. Moreover, most importantly, MAHO has now established itself prominently with the industry authorities e.g. the Ministry of Culture, Arts & Tourism, Tourism Malaysia and other government bodies such as the Ministry of Finance and the Prime Minister's Department. MAHO now sits in several working committees for various projects and activities, and being invited to meetings with the authorities concerning the tourism industry in particular.

Needles to say, that with MAHO's active involvement and participation, through MAHO, the voice of the hotel owners are being sought of and heard by the concerned authorities. However, we are still not pleased with our achievements so far. There are still a number of important issues such as the reinvestment allowance and electricity industrial tariff for the hotel sector still have not been given due consideration by the government and the relevant authorities. Nevertheless, we will keep on pursuing the issues tirelessly until we succeed. For that to happen, the Secretariat is leaving no stone unturned and most importantly, co-operation and support from members are vital for which I sincerely hope and look forward to receiving continuously from you all.

In conclusion, I thank you for all your past support and co-operation and take this opportunity to wish everyone Selamat Hari Raya Aidil Fitri, Merry X'mas and a Happy New Year 2003.

Tan Boon Lee
President

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2002-2004

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(CDL Hotel (M) Sdn Bhd)
Maleia Marsden (Cyberview Lodge S/B)

PROFILE

BACKGROUND

MAHO was established in March 1998 and registered with the Registrar of Societies under The Society Act 1966 with registration no. 300.

It is a grouping of hotel owners in Malaysia with the common objective to represent the interests of members in safeguarding their Returns-On-Investments (ROI) through a conducive business environment and to promote and support the healthy development of the hotel industry. MAHO is also a networking platform for hotel owners in the country.

ACTIVITIES and RECOGNITION

Since its establishment, MAHO has carried out various activities for the benefit of members, especially in dealing with the authorities on issues affecting the hospitality and tourism industry.

MAHO has been appointed to be a member of various committees and invited to various meetings with the authorities such as:

- National Economic Action Council (NEAC)
- Malaysian Tourism Action Council (MTAC)
- Ministry of Culture, Art & Tourism (MOCAT)
- Tourism Malaysia
- Ministry of International Trade and Industry (MITI)
- Dewan Bandaraya Kuala Lumpur (DBKL)
- Pusat Tenaga Malaysia (PTM)
- Energy Commission (EC)
- National Productivity Centre (NPC)
- Malaysian External Trade and Industry (MATRADE)

Among main issues MAHO had taken up and made representations to the relevant authorities are :

- 1) Reinvestment allowance and other incentives for the hotel sector in the Budget 2002 and 2003 dialogues with the Ministry of Finance.
- 2) Assessments and hotel licencing (MITI and local authorities)
- 3) Music Royalty (MACP/PPM)
- 4) Astro fees
- 5) Electricity tariff and category (TNB)

MEMBERSHIP **u p d a t e**

As of 15th October, 2002, membership stood at 39 inclusive of its latest member, **Ireka Hotels Sdn Bhd**, owners of the prestigious The Westin KL, the latest 384 -room hotel in the city scheduled to begin operations in February of 2003. The Secretariat extends its warmest welcome to Ireka Hotels. As of date, MAHO members are owners of more than 150 mainly 3-5 star hotels in the country.

Happenings...

MERDEKA PARADE 2002

MAHO participated with a contingent of 90 persons comprising of staff from 8 hotels, owned by 6 members of MAHO. The President accompanied by the Executive Director led the contingent on National Day-31st August. Participating owners and hotels are as below :



MAHO President Tan Boon Lee gearing up for the parade march pass.



Fair maidens of the MAHO corp set to woo the crowd

Owner	Hotel	Strength (persons)
1. Asas Klasik	Mandarin Oriental	21
2. PERNAS	Mutiara KL/Hotel Istana	18
3. Metroplex Holdings	Hotel Legend /Grand Seasons	16
4. Antara Holiday Villa	Holiday Villa Subang Jaya	14
5. Low Yat Group of Companies }	Federal Hotels International	21
6. AP Land Bhd }	(Hotel Capitol/Fairlane/Federal/Crown Princess)	



MAHO's Executive Director, Shaharuddin Saaid all suited up for the Merdeka Parade.

MAHO Council Courtesy Call on Tourism Malaysia (TM) Director General

5 MAHO Council Members made a courtesy call on Tourism Malaysia's Director-General YBhg. Datuk Abdullah Jonid on 20th June 2002, coincidentally also the anniversary of his appointment as D-G.

MAHO Courtesy Call on Hon. MOCAT Minister



11 MAHO Council Members led by the President made a courtesy call on Minister of Culture, Arts & Tourism, the Hon. Dato' Paduka Abdul Kadir Sheikh Fadzir on 25th July, 2002.

MAHO 5th Annual General Meeting

The AGM was held successfully on 16th May, 2002, at the Renaissance Hotel, KL and attended by 34 delegates representing 31 members. At this AGM the new Council for 2002-2004 was elected with Mr. Tan Boon Lee (IGB Corporation Bhd) succeeding Y.Bhg. Dato' Mohamed Khadar Merican as President.



(L & R) Zain Puteh (Pernas) and Andre J Sibert (RPB)



(L-R) Ngeow Voon Yean (Sunway City), Mandy Chew (Metroplex) & Sen Gupta (Asas Klasik)

(L-R) Khor Poh Waa (Berjaya) and Andre J. Sibert (RPB)

Social Scenes ... Get2gether

Hosted by

Regent KL on 5th Oct. 2001



Suited Musketeers

(L-R) Peter Kan (CDL Hotel), Yew Kian Chuan (MTB Realty), Low Gee Tat (Low Yat Group) and Andrew Wong (PJ Development).



The Meeting Of Great Minds

(L-R) Peter Kan (CDL Hotel), Shaharudddin (MAHO), Andrew Wong (PJ Development), Donald Lim (Hotel Equatorial), Tan Boon Gark (IGB) and Mandy Chew (Metroplex)

Hosted by

Cyberview Lodge on 15th Nov. 2001

Hangin' Loose

(L-R) Ahmad Nazri (Setia Haruman), Donald Lim (Hotel Equatorial), Maleia Marsden (Cyberview Lodge), Low Gee Tat (Low Yat Group), Dato' Khadar Merican (Pernas) and Robert Chong (YTL Hotels & Properties)



Rose Among The Thorns

(L-R) Robert Chong (YTL Hotels & Properties), Donald Lim (Equatorial), S.K. Lee (Nikmat Maju) and Peter Kan (CDL Hotel)



Hosted by

Hotel Equatorial, KL on 26th Sept. 2002



Whoosh... good wine indeed!

Ireka Hotel's Jean Marc Lafosse and CDL Hotel's Peter Kan



Here's the deal of the century...

Faber Hotel Holding's Amir Abdul Rahman and YTL Hotels & Properties' Robert Chong



"The fish that got away"

Hotel Solutions' Catherine Cheah and Hotel Equatorial's Donald Lim

Hari Raya, X'Mas & New Year 2002

Open House



"My waist's expanded this much after the lemang!"

Tourism Malaysia Director General Datuk Abdullah Jonid shares his thoughts with good friends



"How come the lemang expanded your biceps instead?"

Dato' Khadar Merican and Datuk Abdullah Jonid caught in a laughter therapy session



"The name's Charlie..."

The suave, impressionable and utterly irresistible Shaharuddin Saaid with his angels

INDUSTRY NEWS

Hotel Stock Report (Source: NAPIC)

In Quarter 2 (Q2) 2002, a total of 130,617 rooms were available in Malaysia representing 1,926 hotels compared to 129,925 rooms within 1,929 hotels in Q1 2002. In Q2, 4 hotels consisting of 843 rooms were completed. The national average occupancy rate of 3 to 5 star hotels rose from 53.0% in Q1 2002 to 56.1% in Q2 in tandem with the increase in tourist arrivals to 21.1% from 2,778,698 to 3,531,896 in Q2 2002.

Tourist arrivals January-August 2002 (Source: Tourism Malaysia)

From January to August 2002, Malaysia recorded tourist arrivals of 8,931,774, a drop of 6.1% versus previous year same period. However, on month to month basis, March arrivals managed to hit more than one million with May, July and August arrivals exceeding the previous year's figures:

January	834,519
February	968,408
Mar	1,272,810
April	1,106,053
May	1,153,033
June	1,297,536
July	1,135,691
August	1,163,724
Total	8,931,774

Budget 2003

- 1) **Special Tourism Fund #2**
A fund of RM400million is available to SMIs for special tourism projects.
- 2) **Infra Fund**
A fund of RM200Million has been allocated for tourism-related infrastructure developments.

Please contact Bank Pembangunan & Infrastruktur Malaysia Berhad (Tel: 03-2615 2020) for details.



What's up...?

The Secretariat has taken up the issues below and following up with the relevant authorities and parties :

1. **Room Rates** - review/revision. Still at discussion stage and looking at suitable options for the exercise. NEAC and MOCAT have noted the issue of Malaysia hotels having the lowest room rates in the region and the need for a revision.
2. **Music Royalty** - with MACP and PPM. Looking at the rates and areas for cost savings. At the same time considering an alternative for music source provider at cheaper rates.
3. **Astro charges** - met and discussed with Astro on the possibility of lower rates or better packages.
4. **Electricity Tariff and Industrial Category (TNB)** - met with TNB to discuss the issue.
5. **Assessments** - DBKL and other local authorities (MPPJ, MPSJ, MPSA) - requesting to study the formula and rates charged. To pursue at higher levels of relevant authorities.
6. **Energy efficiency (EE) programmes** - organizing a briefing to members by The Energy Commission (EC), Pusat Tenaga Malaysia (PTM) and Tenaga Nasional Berhad (TNB).
7. **Reinvestment allowance** - pursued matter with Ministry Of Finance for 2002 and 2003 National Budgets. Regrettably, discussions did not yield any positive response.



SIGNS IN HOTELS

1. **In a Tokyo Hotel :**
It is forbidden to steal hotel towels please. If you are not a person to do such a thing please do not read this notis (sic).
2. **In a Leipzig hotel elevator :**
Do not enter lift backwards, and only when lit up.

Hotel Funny Bones...!

Getting 2 know U...

Membership No.	OM/98/01-A (since 06th May, 1998)
Company	PERNAS International Holdings Berhad (PIHB)
Address	14th Floor, Menara Tun Razak, Jalan Raja Laut, 50350 Kuala Lumpur
Telephone	603-2693 5177
Fax	603-2692 3893
Owner's Representatives	1. YBhg Dato' Mohamed Khadar Merican 2. Encik Mohamed Zain Puteh
Hotel's Owned	- Mutiara Kuala Lumpur - Hotel Istana Kuala Lumpur - PJ Hilton - Mutiara Beach Resort(Penang) - Pelangi Beach Resort (Langkawi) - Mutiara Pedu Golf & Lake Resort - Mutiara Johor Bahru - Mutiara Taman Negara Resort - Kuching Hilton - Batang Ai Hilton Sarawak

Pernas Hotel Management Sdn Bhd (PHM) was incorporated in December 1993 as a wholly-owned subsidiary of PERNAS International Holdings Berhad (PIHB). The company is one of the premier players in the hospitality industry with strong emphasis and focus on managing and operating world-class hotels, apartment hotels, service apartments, resorts and clubs.

PHM manages the Mutiara Hotels and Resorts that owns exotic property locations in the various parts of the country. The current portfolio of properties ranges from city hotels, deluxe beach resorts, golf and lakeside retreats to a resort located in the world's oldest rain forest.

PHM's diverse and multi-disciplinary management team has given the company a head start in the dynamic and ever-challenging hospitality sector. The experience that it brings to the hotels include the understanding of multi-faceted operations of hotels.

PHM offers a wide spectrum of management services and technical assistance in Malaysia and abroad. This includes the early stages from the drawing board to the planning and finally managing and operating of established properties.

Moving forward, PHM aims to remain a flagship company within the PERNAS group. It has made professionalism and management expertise its hallmark and has won for itself a strong leadership position within the international hospitality industry.

Wishing You

*"Selamat Hari Raya Aidil Fitri,
Merry X-Mas and Happy New Year 2003"*

