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# Poster Book

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**Unleashing Potentials  
Shaping the Future**

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## THE SALE AND LEASEBACK INVESTMENTS FRAMEWORK FOR REAL ESTATE INVESTMENT TRUSTS (REITs) IN MALAYSIA

### INTRODUCTION

Sale and Leaseback investment has become one of the alternative ways for institutional investors such as Real Estate Investment Trusts (REITs) in purchasing existing properties with great value. It is the responsibility of the REITs managers to determine which properties are suitable to be invested in this type of investment since there is no proper guideline for REITs in conducting Sale and Leaseback investments. Therefore, the aimed of this project is to identify the factors that influence the property investment yield and a framework for the REITs managers as a guideline in conducting Sale and Leaseback investments. The data were collected through structured interviews with six M-REITs that practice Sale and Leaseback Investment in Malaysia. After the interview, the whole process of data analysis was assisted by computer software using QSR NVIVO 12 to conduct qualitative data analysis and followed by the content analysis method. The result of the study would be a useful guide to Real Estate managers in developing countries towards using Sale and Leaseback investment as one of the alternative ways of acquiring property that is likely to produce a higher yield.

### PROBLEM STATEMENTS

- The difficulties in determining the property market fundamentals is to consider the risk and return (yield) achieve by the property (Lam & Tipping, 2016; Tih et al., 2015; Tipping & Newton, 2015)
- Sale and Leaseback investments in the real estate market is not extensively practiced in Malaysia, Ang (2017). In reality, Sale and Leaseback investments is more complicated than it appears to be on the surface (Previndran, 2019), due to no proper guideline for REITs in conducting Sale and Leaseback investments

### OBJECTIVES

- To assist the investors to achieve the desired yield before acquired the property through Sale and Leaseback investment.
- To develop Guideline for Sale and Leaseback investment framework according to M-REITs practices.

### METHODOLOGY



### NOVELTY



### APPLICATION

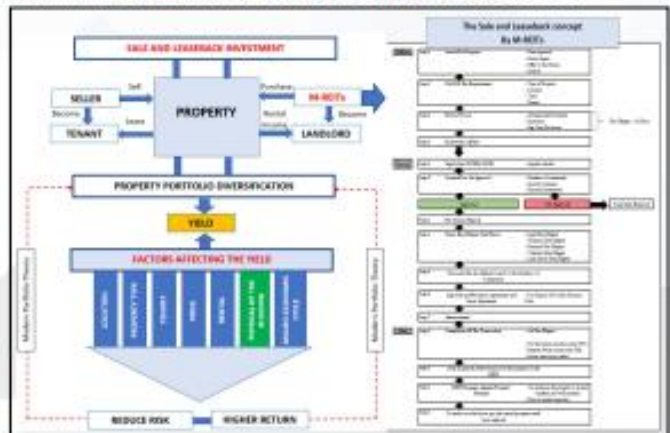
- The first application property investment framework that incorporates the Sale and Leaseback investments arrangement that meet
- COPYRIGHT
- Registration Number: CRLY00015346  
GERAN KHAS INSENTIFPENYELIAAN PERAK (GIKPP)(2018-2019)  
Grant Amount- RM3,000.00 Ref. Num.:900-KPK(PJ.1/5)

### COMMERCIALIZATION



### FINDINGS

A new property investment framework that incorporates the Sale and Leaseback investments arrangement that meet the needs of M-REITs were developed.



### CONCLUSION

The development of Sale and Leaseback framework can be used as a Guideline for the existing or also other Real Estate Investment Trusts (REITs) companies, in formulating their decision-making in purchasing property through the Sale and Leaseback investments and also enabling the development of a framework that can be used by professional practitioners and investors in predicting high yields for portfolio building purposes.

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