

Teladan Group Bhd is executing a powerful strategic pivot, moving decisively beyond its traditional property roots to champion integrated, environmental, social and governance (ESG)-led industrial ecosystems and seize opportunities in Malaysia's key urban growth regions.

The foundation of this transformation is the bold introduction of the German Technological Park (GTP), a project that signals Teladan Group's commitment to generating generational assets and redefining quality across its diverse portfolio.

According to Teladan Group managing director Richard Teo Lay Ban, the group's strategic intent is clear. The property developer aims to become a nationally recognised catalyst for liveable, inclusive and future-proof communities, using Melaka as its innovation hub and the Klang Valley and Seremban as its urban expansion frontiers.

### A new benchmark

The defining milestone in Teladan Group's evolution is the joint development of the 341.2-acre GTP development undertaken in partnership with Melaka Corporation (MCORP). This collaboration immediately positions Teladan Group as a major enabler of Foreign Direct Investment (FDI) and establishes a significant barrier to entry for competitors in the managed industrial park (MIP) sector.

The naming, Teo explains, is a calculated strategic move. The German brand association signals that the park's design, infrastructure and governance aspire to global Industry 4.0 standards, mirroring Germany's international leadership in automation and engineering excellence.

"The German Technological Park (GTP) brand represents more than just a name; it signals a clear ambition to serve as a reliable hub for industrial investors in advanced manufacturing, sustainable development and international collaboration. GTP embodies German efficiency with global vision, intended to transform perception into partnership and promise into performance," Teo said.

This strategic positioning is directly tied to the strong bilateral relationship between Malaysia and Germany, which remains Malaysia's top trading partner in the European Union. By invoking the German brand, the park assures international investors of reliability, quality and future-readiness for those expanding into the rapidly growing Asean manufacturing and supply chain corridor.

The GTP is further distinguished as Melaka's first ESG-managed industrial park. While formal third-party certifications are actively in progress, the park already incorporates several verifiable ESG-aligned features:

- **Green infrastructure:** Factory designs integrate energy-efficient

# TELADAN GROUP REINVENTS ITS FOOTPRINT

Championing ESG, urban regeneration and global industrial standards



The grand entrance to German Technological Park provides one of the security measures to ensure protection and safety within the development.



A rendering of the two-story terrace factories in GTP.

layouts, natural ventilation and are solar-ready for photovoltaic (PV) systems.

- **Social sustainability:** The development includes secure, dignified housing through Centralised Labour Quarters (CLQ).
- **Operational control:** Gated and guarded industrial zones utilise smart security systems and car plate recognition to enhance safety and environmental monitoring.

### Strategic diversification and expanding horizons

The group is actively leveraging the momentum gained from the GTP to fuel geographical and vertical diversification. While maintaining market leadership in Melaka with a sizeable 837.9-acre landbank and RM1.09bil in combined gross development value (GDV) from key ongoing developments, the group is expanding into key urban growth regions.

To achieve this strategic ambition, Teladan Group recently appointed Allan Ngu as chief executive officer. With over 21 years of experience in the banking and property sector (formerly with Tropicana Corporation Bhd

and Lagenda Properties Bhd), this leadership change will fuel its geographic expansion and scale up its revenue base.

The launch of Stanum Residences, which has a GDV of RM535.4mil, in Sungai Besi marks the company's strategic entry into the competitive Selangor market with a high-rise serviced apartment product. Teladan Group is also strengthening its presence in Negeri Sembilan through the Rembau Project in Seremban.

In terms of vertical segments, the group is broadening its residential portfolio to include transit-oriented, high-rise living and is also strengthening its industrial footprint with the forthcoming launch of the RM272.5mil Golden Valley Industrial Hub in January, 2026. This portfolio diversification, supported by unbilled sales of RM313.6mil as of June 2025, is designed to create resilience and new recurring income streams.

### Operational resilience and financial innovation

To successfully navigate persistent industry headwinds, particularly the rising cost of construction and

skilled labour shortages, Teladan Group employs a sophisticated set of risk mitigation and innovation strategies, Teo revealed.

In procurement, the focus is on localised sourcing priority, emphasising materials and contractors primarily within Melaka and neighbouring states to reduce dependency on volatile cross-border logistics. This is supported by maintaining extensive pre-qualified vendor networks and rigorous value engineering reviews to optimise the cost-performance balance.

Operationally, the group counters labour shortages by gradually integrating Integrated Industrialised Building Systems (IBS) components, such as precast panels, to reduce on-site labour needs. Furthermore, the adoption of lean construction and modular design streamlines workflows and accelerates build times.

On the financial front, Teladan Group maintains a healthy balance sheet with a net gearing ratio of 0.50 times as of June, 2025. This enables strategic capital management through phased capital deployment and diversified funding, providing

the room necessary for further expansion while absorbing inflationary impacts through embedded contingency budgeting.

### Empowering generational livability

Looking ahead, Teladan Group's visionary objective, Empowering Quality for Generational Livability, is about bridging the market gap between affordability and aspirational living.

"We aim to reshape the mid-market housing segment by blending quality design with urban convenience, as exemplified by projects like Stanum Residences," Teo added. "The group is championing ESG-driven community building through partnerships like GSPARX Sdn Bhd for solar-ready infrastructure and Maxis Bhd for fibre-ready digital connectivity in our townships. This commitment to sustainability and innovation, from our industrial parks to our residential townships, ensures we are not only delivering quality homes but building holistic environments that retain long-term value and foster trust across generations."



An artist impression of the two-story semi-detached factories in GTP.