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PREFACE

The Penang International Luxury Collections Weekend (PILCW)2018 is an exhibition to showcase a rare combination of luxury products including genuine antiques, fine arts, beautiful jewellery, properties, automobiles, etc. This one of its kind luxury tourism product in Malaysia provides an excellent opportunity for collectors and traders to meet and explore new creations and authentic collections. With Penang state heading towards becoming one of the best resort islands in the region, it is important to provide more of such supporting initiatives to attract more high end tourists and investors.

I would like to take this opportunity to thank the following parties, The Honourable Yeoh Soon Hin, Penang State Minister of Tourism, Culture, Heritage & Art for his advice and endorsement. Penang Global Tourism, Penang Art Society and Penang Antique Collectors Association for the tremendous support. Main sponsors including RHB Premier, Thai Airways International, Sunsuria Berhad, Lamborghini Kuala Lumpur and Royal East from Australia. Venue sponsor Gurney Paragon Mall. Participating exhibitors from near and far. Last but not least, fellow collectors, artists and all of those that have in one way or another contributed to the success of this event.

Thank you and let us all do our parts to make Penang a great place to visit, to live and to invest.

CH'NG HUCK THENG

Founder & President, CHTNetwork





MESSAGE

I would like to congratulate the organiser of Penang International Luxury Collections Week 2018 and the Organising Committee for their initiative and effort in putting together this special event, which I understand is the first of its kind to be organised in Penang.

This effort should indeed be commended as Penang has a great potential to be promoted and marketed as a destination for luxury holidays and experiences.

Every year, various events are being organised in Penang, but unfortunately not enough attention is given to the promotion of our premium and luxury products and services. Therefore, I believe we should move forward and bring our tourism industry to the next level.

Being apart of the UNESCO World Heritage sites, Penang is definitely the perfect place to promote luxury tourism offerings especially attractions from the northern region. Moreover, it has direct flights from Indonesia, Thailand, Singapore, Hong Kong, China, Taiwan, Vietnam and Qatar that bring wealthy tourists to Penang. Thus, I believe that Penang International Luxury Collections Week will provide an excellent platform for all of you to promote your luxury lifestyle and premium tour packages, products and services.

Through the State EXCO office, we have produced strategies to build density, develop clusters and build high value sectors in tourism. Our role is to set a broad strategic direction and provide an enabling environment for all of you to participate competitively and drive tourism growth.

In fact, most of the 12 Entry Point Projects of the Tourism NKEA are focused on growing the high yield segment. These include promoting our shopping sector, targeting more international events, expanding sports tourism, making Malaysia a leading business tourism destination, and improving rates, mix and quality of hotels.

Penang offers a wide selection of luxurious accommodation and experiences to affluent visitors. We also offer spa and wellness vacations, golfing holidays, weddings and honeymoon vacations, duty-free shopping sprees, helicopter tours and many more.

If you are ready to do your bit, we are ready to do ours. With your continuous support, I am confident that we will be able to make Penang a premier tourist destination. The Penang State Government is proud to support any initiatives of such that will benefit the Penang tourism sector.

Last but not least, I would like to congratulate the Organizing Chairman, Mr. Ch'ng Huck Theng once again on his effort in promoting Penang Tourism and his team for organising this amazing event.

Thank you.

THE HONOURABLE YEOH SOON HIN

Penang State Tourism, Culture, Heritage
and Arts Committee Chairman



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CONTENTS

10 Alternative Investment

14 The Dazzling Penang Nyonya Jewellery

18 Collecting & Investing Malaysian Art

20 Collecting Rare Coins & Banknotes

26 Acknowledgement

32 Team CHT

ALTERNATIVE INVESTMENT

An investment is a form of anything that an investor believes that will generate profit or appreciation in the future. In other words, investment can be defined into two broad categories, that is financial investment and lifestyle investment. Financial investment usually involves anything that can be accounted for in terms of monetary value such as stocks, real estates, antique, art, etc. whereas lifestyle investment is more focused on how extensive one intends to live life. This may include things such as luxury travel, expensive champagne and wine, high fashion and so on.

Collectors in Malaysia and Singapore are no different than those around the world when it comes to investment. However, there are a few very unique collection items that are highly sought after and local collectors are willing to pay much higher prices for them. Among the favorites are the Nyonyawares, Straits Chinese porcelains, Chinese figurines, natural stones and wood.



Nyonyawares are probably the most favored among Singaporean and Malaysian collectors. "I really do not understand why collectors in Singapore and Malaysia are paying such high prices for Chinese porcelains which they term as Nyonyawares, but I definitely have no complaint about selling them." was the statement made by a British trader when exhibiting in the International Antique Fair 2018 in Hong Kong. Somehow, these porcelains are local favorites as it holds very high sentimental values to Malaysians and Singaporeans especially those that are Chinese. Local collectors tend to pay premiums just like the Thai collectors pay exorbitant prices for the Bencharongs. The Peranakan culture is a very unique blend of Immigrants from China, India and others that married the locals since Malaya (Malaysia today) which was an important meeting point for traders both from East and West. The Nyonya Babas were the descendants of Chinese immigrants that married local Malay women and became a rather rich and influential group when the British ruled Malaysia in the early 20th century. These group of people were of certain status in society back then with a lifestyle that was colorful and of high society. The Nyonyawares were the colorful porcelains that they used during festive seasons and important events such as weddings etc. Today, there are a few specially built museums in Malaysia and Singapore showcasing this culture.

Chinese figurines have been placed in many Chinese homes as a decorative symbol of health, longevity, prosperity, happiness and many other auspicious offerings since hundreds if not thousands of years ago. This culture was brought over mainly by the Chinese when they travelled to Nanyang in search of a better life. As some migrants decided to stay, have families and built their homes, Chinese figurines were then imported from China to Nanyang mainly after the turn of the 20th century which was almost the end of the Qing dynasty. These figurines are usually called famille rose Chinese glazed face or powder face figurines. It used to be only collected by collectors mainly in Thailand, Malaysia, Singapore and Hong Kong but due to the economic boom in China and Vietnam, these figurines now command much higher prices than before. These beautiful hand crafted porcelain figures are highly collected as most of them were deemed illegal and destroyed during the infamous Cultural Revolution in China making the surviving pieces only available in Hong Kong and Nanyang where they were exported before destruction. Today, China has shown to be very interested in this missing piece of the puzzle in Chinese history.



Another interesting collection is the collecting of natural rocks or stones. Unlike precious stones like diamonds or rubies, natural rocks or stones have been admired and collected since time immemorial especially in Asia. In China, it is known as the 'Scholar's Rock', Koreans called it 'Suseok / Gongshi' whereas to the Japanese, it is termed as 'Suiseki'. There is no right or wrong way to collect stones as the exquisite beauty lies in the eyes of the beholder. However, there are a few common considerations when it comes to evaluating stones. The shape of the stone plays an important part as many collectors love stones that come in certain figurative shapes for example shapes of humans or animals. Besides, the content of the stones is another price factor where stones with more bright natural colors and higher levels of transparency usually demand much better prices. In Malaysia, these stones are commonly known to the locals as 'Wax Stones' that are found in rivers or during mining operations in the Kedah state of Malaysia. They usually come in colors of red, yellow and black, not to mention these attractive stones are as hard as jade.




Mother & Child (yellow wax stone)




A Resting Hen (black wax stone)

When it comes to investing in wood, many would have the idea to invest in growing trees and eventually make a profit from the wood when it reaches harvest. Yet, there is the popular saying: 'Money does not grow in trees.' In this context, there are collectors out there that are actually paying good prices for dead wood. Genuine old wild Algawood is one of the most expensive natural wood for collectors and traders. A good piece of Algawood can cost up to tens of thousands of US dollars per kilogram. Other natural hard wood having similar shapes to stones, figures and animals are also highly collected. Deep in the forest of Malaysia, collectors fancy collecting hard wood that are off the root of old trees buried deep in the ground or under the river. 'Kayu teras keranji, Merbau, Merah' are the three common categories of natural wood used in Malay for identifying these wood of their value.



A Goose (hand wood)



A Pheasant (hand wood)

THE DAZZLING PENANG NYONYA JEWELLERY

Straits Chinese jewellery represents the rich and beautiful culture of the Straits Chinese. Straits Chinese jewellery is worn or presented as gifts during many celebrations and festivals such as weddings, birthday of the elders, Chinese New Year, Mid-Autumn Festival, Full moon celebration and so on.

The Close Relationship between the Straits Chinese Women and Their Jewellery Weddings hold substantial meaning to Penang Nyonyas, and the same went for the wedding of my late grandmother, Madam Chuah Liew Heoh. My grandmother was born into a wealthy family who lived at Lorong Carnavon in the year 1905. In 1925, she was married to my grandfather.

According to our relatives, it was a high-profile wedding celebration as she was from a wealthy family as well. The peony jewelry from her parents were considered exquisite Straits Chinese jewellery. There were many items; Thus, they were loaded on big plates ("tang phuah") and carried on top of hired Indians' heads ("junjung") who walked to the bridegroom's house, which was located two streets away.

The wedding jewellery included: - Kerosang thoe, which normally complements the baju panjang comes in a set of three, the mother (lbu-bigger, with the peach shape) and the children (anak-two smaller round rings). They are normally set with 'intan' (old cut diamonds) which has smoky hue.

Kerosang bintang (starbust), it is worn to complement baju panjang, a man's western suit, or can even serve as a hair pin. Assorted gold chains and diamond necklaces are to be worn during the wedding day, third and twelve day after wedding. They are also worn during big celebrations.



Anting-anting (swinging earrings) - most Nyonya's will have their ears pierced before their teenage years. Hence, they own collections of beautiful earrings like diamond chandelier earrings (goh pah chiu), phoenix tail (hong boey) and etc.

Cincin (rings) - my grandmother wore rings on every finger on her wedding day, the third and twelfth day after her big day. This symbolised that she was pampered and didn't need to fend for herself when lived with her parents (gua keh). This also implicitly meant her parents expected their daughter would have the same treatment when she was in her new home.

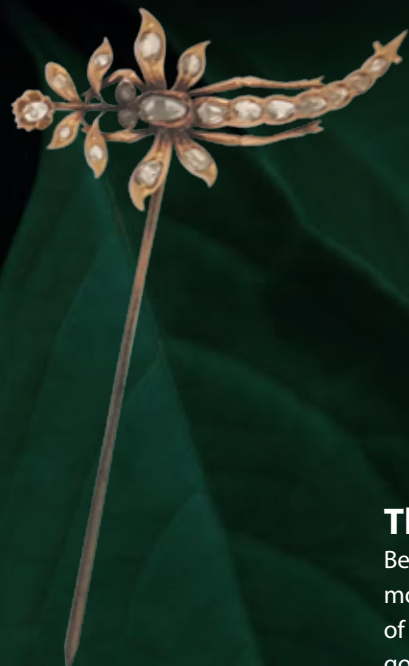
Collar brooch for the tae snah - to wear above kerosang ibu, usually on baju panjang. Cucuk sanggul is to be inserted in bun-up hair to secure the bun in place, or just act as a decorative piece. It can be in many designs, namely phoenix, dragonfly, flowers and leaves. Gelang kaki - the big and heavy gold anklet. Gold buckle/belt (koh tua or tali pinggang) The peony - the symbol of the Straits Chinese ladies.



The jewellery symbolises the unique heritage, rich culture, feminism, fortune and prosperity of my grandmother and her family. They also represented her sacrifices for her husband and children. My grandfather's two brothers passed away during the Japanese occupation in Penang. He had to take up the responsibility of taking care of his wives and children, and also his own six children. Eventually, the family ran into financial difficulties, my grandmother had to pawn and sell off part of her jewellery collection to support the big family.



Dr. Venessa Khoo
CEO
Venessa Diamonds



The Re-creation of Penang Nyonya Jewellery

Being a Penang Nyonya, it has always my dream to create master pieces of modern nyonya jewellery. Re-creating the jewellery with a modern touch of brilliant cut diamonds (instead of 'suan poey' or 'intans'), white gold, rose gold, black gold, precious and semi-precious gems, pearls and etc will make them more practical for today's preferred taste for both grand parties and daily wear. They also symbolise how the young, modern nyonys are no longer confined at home, but excel in their workplace and business, without losing their feminine side as well as the rich culture of their ancestors.

Straits Chinese Jewellery is unique to Malaysia. They showcase the amalgamation of different cultures in a global era in our history. The Peranakan pieces are also shared heritage among Peranakan communities in Penang and Malacca, namely the Jawi Peranakan and Peranakan Keling.

There are limited craftsmen who able to fashion these pieces, so it is important to preserve these techniques. There is definitely a need to train young craftsmen to master the ancient jewellery making techniques.

It is crucial to educate society to appreciate the value of the Straits Chinese aesthetics and understand the meaning behind this jewelry. We have to make an effort to reclaim the history and heritage of this before it is forgotten and lost!





COLLECTING AND INVESTING MALAYSIAN ART

Many have the wrong idea that Collecting and Investing actually means the same thing. Actually these two terms are not only very different but it also shows the character of a collector and an investor. Let us take art as an example. Usually people who buy art are for two main reasons. From an investment point of view, the person purchasing a piece of art is actually paying as an investment with the hope that the price of the particular art piece will increase in future hence making a profit. On the other hand, collector purchases a piece of artwork because he genuinely fell in love with the piece and wants it. It leans towards more of a passion of collecting then potential price increase in the future. However it is undeniable that many out there will prefer to have both the fun of collecting and the benefit of investing when buying art.

Malaysia, being a multinational country has provided a very unique platform for artists to learn and excel in the art scene. The multiple races in Malaysia is actually a blessing in disguise because it has indirectly molded artists into being more understanding of each other. This has provided Malaysian artists to have broader perspectives and more ideas when creating. Today, only a handful of Malaysian artists are successful in the international scene but it is believed that Malaysian art will soon gain its momentum in the international scene as art prices in other South East Asian countries have increased.

Today, Malaysian artists and art promoters are more aggressive towards presenting and promoting their artworks. The Malaysian government is also taking many initiatives to assist in the art industry. Moreover, many auction houses have been auctioning Malaysian art including those from Singapore. There is no doubt that Malaysian art is yet to reach maturity and in fact many would probably argue that it is only at its very early stage of market development. Hence, this will be the best time to pick up a few pieces and enjoy both the luxury of investing and collecting.

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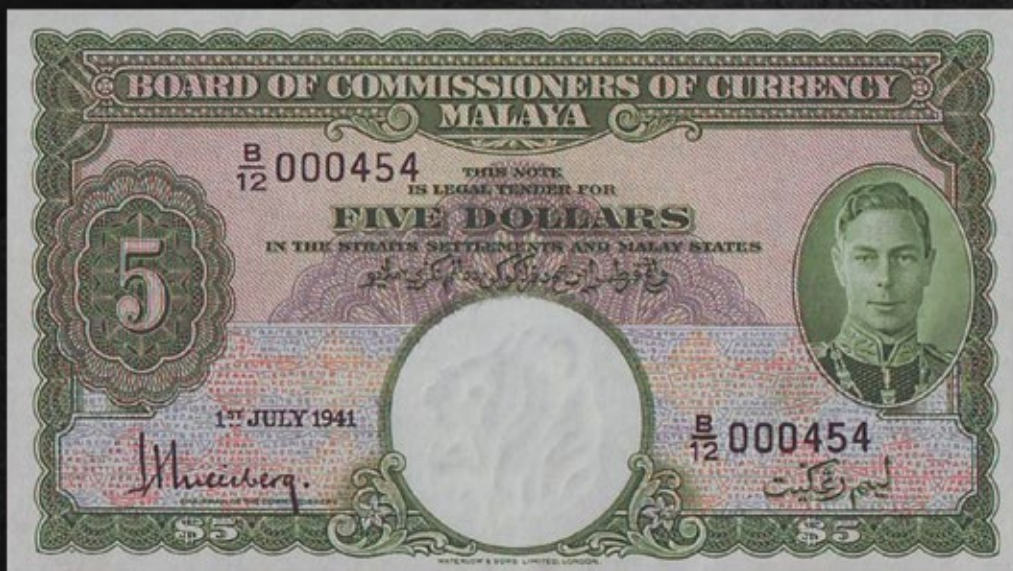


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COLLECTING RARE COINS & BANKNOTES

By Cho Chun Loong

Since time immemorial, man has always had a fascination when it comes to money. What started out as a medium of exchange has morphed into a fascination and love to collect money as a piece of history. This is what we know today as numismatics - the study or collection of coins, paper money, tokens, medals and related objects.

Why do people indulge in numismatic collecting? Coins and banknotes are like 'passports' back in earlier days. Many collectors grew up with these coins and banknotes in their pockets as a child, which were given to them by either their parents or grandparents as pocket money or passed on as a family heirloom. Some may be privileged enough to be given the opportunity to view a friend's prized numismatic collection, which ignited the collecting bug in them to hunt and acquire these pieces to form their own collection.

There are many reasons why people spend time, effort and money to assemble a numismatic collection - as an enjoyable hobby for personal pleasure, to own items of historical significance or nostalgia, to acquire knowledge and learning, to have social interaction with fellow collectors, as a competitive challenge to gain public recognition, as well as an altruism (bequeathing a collection to a museum or selling it for a charitable cause). Today, one other undeniable reason to collect numismatics is for investment and diversification of wealth via the buying and selling of coins or banknotes.

The average collector might acquire an interest in a particular series of coins or bank notes because of liking and starts building a collection over time at first; But ultimately, every collector hopes that their effort would pay off handsomely by selling it off to a private treaty, auction or even passing it down to their heirs when the collection is one day liquidated. Hence, to achieve this, the value of a numismatic collection is very much dependant on factors like the condition it is in (in high grade or low grade, state of preservation and originality), rarity (how many pieces have survived and believed to be extant today), provenance (what is the item's history of ownership) and demand vs. supply in the collectors' market.

Premised on the above, many serious numismatic collectors have embarked on a life-long journey of passion to seek and acquire elusive rare coins and banknotes all over the world for their collection. In their pursuit, this journey has led them to cultivate many lasting friendships in the numismatic community and helped them build their own numismatic legacy for the future.

Happy hunting and collecting!



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ACKNOWLEDGEMENT

Penang International Luxury Collections Week 2018 • Penang is a initiative by CHTNetwork that serves as a new luxury tourism product for Penang targeting those who demand endless adventure, unrivalled luxury. Our heartiest appreciation and gratitude to The Honourable Yeoh Soon Hin, Chairman of Tourism Development, Heritage Culture & Arts Committee, for his support in believing in our strive to transform Penang into a luxury hub.

We would like to express our deep appreciation to our Venue Sponsor - Gurney Paragon Mall as well as Main Sponsors - RHB Premier, Thai Airways International, Sunsuria Berhad, Lamborghini Kuala Lumpur and Royal East from Australia. The endorsements of Penang State Tourism, Penang Global Tourism, Penang Antique Collectors Association and Penang Art Society are highly appreciated.

Not forgetting all supportive and dedicated exhibitors - Venessa Diamonds, Sunsuria Berhad, Nasim Carpets, Ming Art Gallery, One East Museum and the official auctioneer - MNP Auctioneers. Also not forgetting both the local and international media.

Lastly, we would like to extend our sincerest gratitude to each and every individual and institution that have helped us in making this Penang International Luxury Collections Week 2018 and this publication a success. Without the kind feedback, detail insights and high-powered enthusiasm of our most devoted friends and associates, we would not have been able to give this punlication and its subjects the due treatment it warrants.

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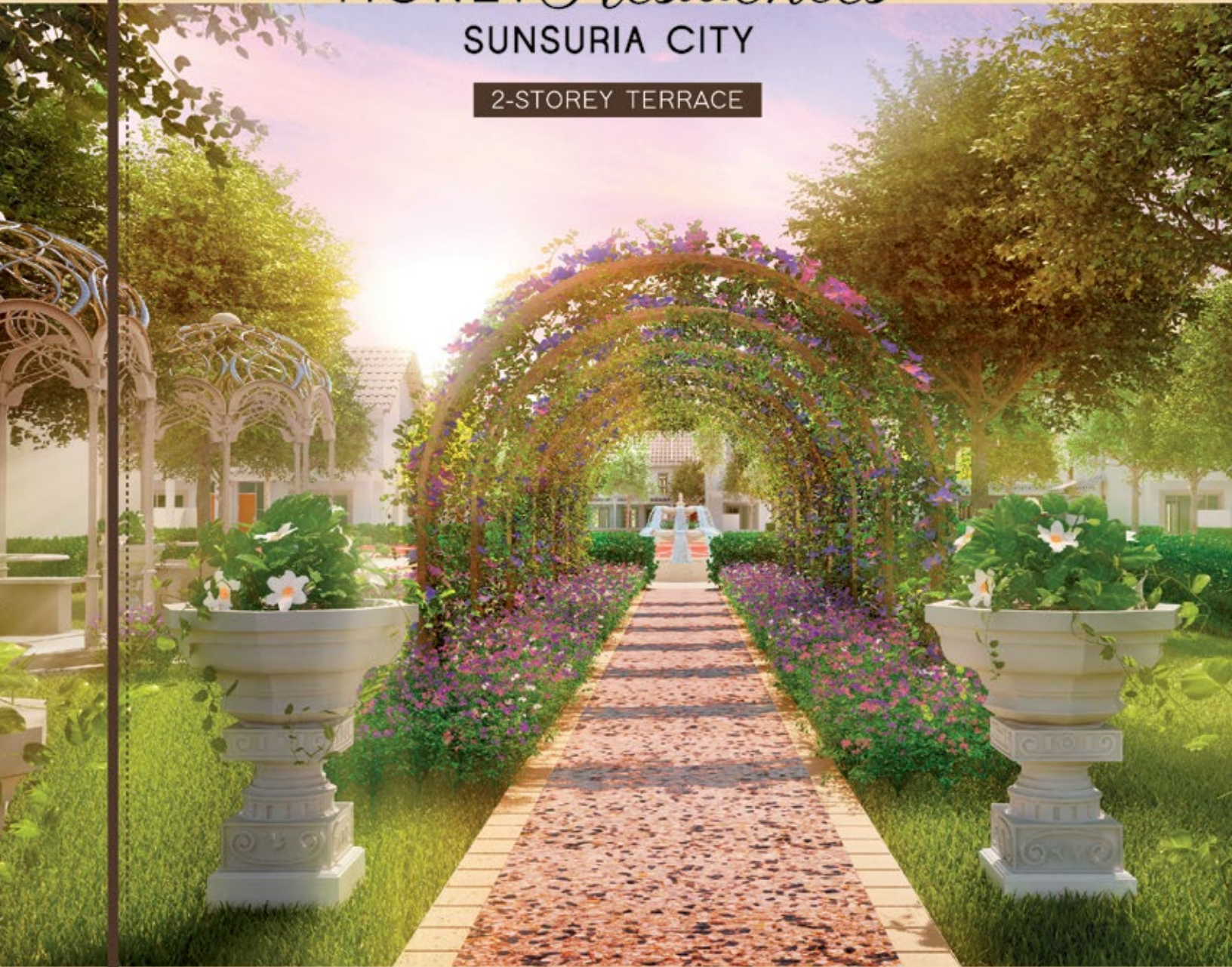
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Published by

CHTNETWORK SDN. BHD. (982347-V)
No. 7, Jalan Dunlop, 10400 Penang, Malaysia

Design and Concept by

MARKETSOURCE SDN. BHD. (800219-X)

Printed by

PERCETAKAN U-TECH SDN BHD

First published in September, 2018

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