

PROGRAMME

TIME	PROGRAMME	SPEAKERS
08:00 am – 09:00 am (1 hour)	REGISTRATION	
PROPERTY MARKET OUTLOOK FOR 2017		
09:00 am – 09:10 am (10 min)	Opening Remarks by Organising Chairman	Elvin Fernandez
09:10 am – 09:40 am (30 min)	Overview of the Malaysian Property Market	Dr Rahah Ismail
09:40 am – 10:00 am (20 min)	COFFEE BREAK / PRESS CONFERENCE	
10:00 am – 10:45 am (45 min)	Landed Residential Market Performance and Outlook	Sarah Lim Fern Chieh
10:45 am – 11:30 am (45 min)	Klang Valley Office Market Performance and Outlook	Teh Young Khean
11:30 am – 12:15 pm (45 min)	Retail Market Performance and Outlook	Allan Soo
12:15 pm – 01:00 pm (45 min)	Interview on “How to Make the Malaysian Property Market More Efficient by bringing down prices and values for residential and commercial space in the long run to the lowest possible levels”	YBhg Datuk Ng Seing Liong
01:00 pm – 02:00 pm (1 hour)	LUNCH	
02:00 pm – 02:45 pm (45 min)	Regional Market Performance and Outlook – Northern Region	Michael Geh
02:45 pm – 03:30 pm (45 min)	Regional Market Performance and Outlook – Southern Region	Wee Soon Chit
03:30 pm – 03:45 pm (15 min)	COFFEE BREAK	
03:45 pm – 04:30 pm (45 min)	Regional Market Performance and Outlook – Eastern Economic Region	Sulaiman Akhmady bin Mohd Saheh
04:30 pm – 05:15 pm (45 min)	Regional Market Performance and Outlook – Sabah and Sarawak	Liaw Lam Thye
05:15 pm – 05:30 pm (15 min)	Closing Remarks by President of PEPS	Foo Gee Jen

WHO SHOULD ATTEND

Bankers • Real Estate Developers • Builders • Real Estate Analysts • Real Estate Investors • Corporate Leaders
 Investment Advisors • Fund Managers • Property Consultants • Valuers • REIT Players
 Retail Consultants • Asset Managers • and others

SUPPORTED BY:



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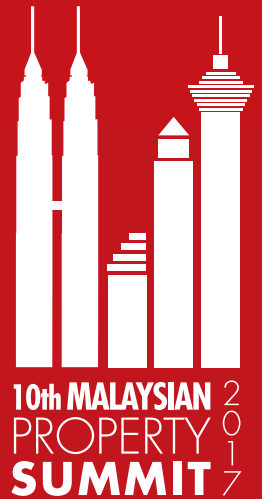
(Association of Valuers, Property Managers, Estate Agents and Property Consultants in the Private Sector, Malaysia)

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Association of Valuers, Property Managers,
Estate Agents and Property Consultants
in the Private Sector, Malaysia



Property Market Outlook for 2017

THURSDAY

FEBRUARY | 23 | 2017

SIME DARBY CONVENTION CENTRE
KUALA LUMPUR



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INTRODUCTION

The global and Malaysian economies are currently undergoing challenging times.

On the global front, there could be a major shift of policies in the United States, and flowing from that interest rates could start rising which could have an impact on property in general and REITS, in particular.

On the national front, we have a slowing economy and also some impact from a slowdown in China and other countries in the region. Compounding this is the fact that the residential market in Malaysia is flat and the commercial market such as office, hospitality and retail sub-sectors are becoming oversupplied, with gradual downward trends in rentals and capital values.

Based on these shifting fundamentals, the 10th Malaysian Property Summit 2017 assumes even greater importance, in our efforts to continuously disseminate quality information and analyses into the market, as we strive to do our part to increase the efficiency of the property market. It is without a doubt that quality information and analyses flowing into the market on a continuous basis to all participants in the market leads to an efficient market and an efficient market allocates scarce resources the best.

With the above in mind, we are focusing on a specific theme which is "Property as it moves into an era of possible rising global interest rates".

This year the highlight of the Summit will also include a special interview with the Past President of the Real Estate Housing Developers' Association, Y Bhg Datuk Ng Seing Liong on "How to Make the Malaysian Property Market More Efficient by bringing down prices and values for residential and commercial space in the long run to the lowest possible levels". The session will show with the aid of discounted cash flow models, how this can be accomplished.

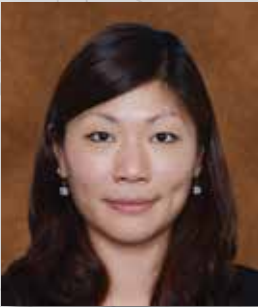
The 10th Malaysian Property Summit 2017 is a Property Conference not to be missed and we look forward to your attendance.

SPEAKERS



DR. RAHAH ISMAIL is a valuer by training and profession. She holds a doctoral degree in Housing Development and Finance, a masters degree in Urban Land Appraisal and a bachelor degree in Surveying (Property Management). She is currently the Director General of Valuation and Property Services, Ministry of Finance and the President of the Board of Valuers, Appraisers and Estate Agents Malaysia. She is also a Fellow of the Royal Institution of Surveyors Malaysia (RISM) and a Fellow of the Royal Institute of Chartered Surveyors (RICS).

In the Department of Valuation and Property Services, she has held several key positions which included the Deputy Director General of Valuation (Technical), Director of Valuation and Property Services in the states of Johor and Selangor, Director of Inspen and Head of Research at Inspen. Prior to her appointment as the President of the Board of Valuers, Appraisers and Estate Agents, she is the Chair for the Valuation Practice Committee and the Test of Professional Competency Committee of the Board. She is a keen researcher and her main areas of interest are in property development, property market and housing.



SARAH LIM FERN CHIEH graduated with BSc in Mathematics, Operational Research, Statistics and Economics and MSc in Engineering Business Management from the University of Warwick, UK. She started her career in Kenanga Research as an Analyst covering the Property, Real Estate Investment Trusts (REIT) and Power sector back in 2007.

She is now the Head of Equity Research at Kenanga Investment Bank Bhd and covers Property, Plantations, Construction, Building Materials, MREITs, Packaging and Aviation companies locally as well as overseas.



TEH YOUNG KHEAN is the Executive Director of Knight Frank Malaysia Sdn Bhd. He graduated from Lincoln University, New Zealand with a degree in Property Valuation & Management. Young Khean has over 13 years of real estate industry experience involving valuation together with other consultancy services. He specialises in office leasing and tenant representation, conducting lease negotiations and restructuring of tenancies. He has also been involved in the project marketing sale of high end residential condominiums around Kuala Lumpur areas and overseas markets including London and Singapore.

Often required to liaise with multinational companies assisting in relocation, expansion, consolidation, location analysis, financial analysis and site selection feasibilities, Young Khean has leased and advised more than 1,000,000 square feet in the greater Kuala Lumpur area. Some selected clients include Ericsson, Roche, Boeing, NSN, Cameron, Service Source, Huntsman, Regus, Ecolab, Fourwinds and Linde, Transcosmos, Shell and Weatherford.



ALLAN SOO is the Managing Director of Savills (Malaysia) Sdn Bhd.

He has been involved in various retail development projects in the past 30 years, including conceptualising and leasing the Curve, IOI Mall and IOI City, the Spring in Kuching, KK Times Square's Imago in KK, repositioning and then selling City Square JB, leasing Festival City Setapak, conceptualising and selling Citta and selling East Coast Mall to CMMT. He managed Sungei Wang on behalf of the MC. Allan is perhaps also better known for his research and consultancy work for KFC, Chilis, Apple, H & M, Ikea, Isetan, AEON, Giant, Carrefour, Tesco and Shell. He introduced new to market tenants like H & M, Under Amor, Lululemon and Johnny Rockets into the country. Last year Allan Soo facilitated the sale of shares of Village Grocer to Navis.

He advises CMMT, Sime Darby, EPF, Khazanah, PLUS and LRT on their retail projects. Currently he is advising on Design Village, EkoCheras and Coronation Square.



DATUK NG SEING LIONG, JP serves as Managing Director of Kota Kelang Development Group of companies that involve in Development and Construction of properties for more than 30 years. Datuk Ng is also the Senior Partner of S. L. Ng & Associates group of companies. He has more than 30 years' experience in the field of audit accounting Corporate Recovery matters which include Receiverships and Liquidations and corporate restructuring and management consultancy.

He was the President of Real Estate and Housing Developers' Association Malaysia from June 2006 to June 2010. He has been an Independent Non-Executive Director of Eversendai Corporation Berhad since June 18, 2010. He is the Treasurer of the Insolvency Practitioners Association of Malaysia and Director of CIDB from 2007-2016. He is a member of MIA Insolvency Committee. He is a Chartered Accountant, approved Company Auditor and Liquidator. He is a Member of Malaysian Institute of Accountants, Fellow Member of the Association of Chartered Certified Accountants UK, Associate Member of Institute of Chartered Secretaries & Administrators UK, Member of Malaysian Institute of Certified Public Accountants, Fellow Member of Institute of Co-operative and Management Auditors Malaysia and Fellow Member of Chartered Institute of Taxation, Malaysia and holds a Diploma in Commerce from Tunku Abdul Rahman College.

SPEAKERS



MICHAEL GEH is the Senior Partner of Raine & Horne International Zaki + Partners Sdn Bhd. Geh is active in property consulting arena in Malaysia for the past 22 years. Professionally, Geh is a Chartered Surveyor & International Real Estate Agent. Geh is also a Member of the Financial Planning Association of Malaysia with the Certified Financial Planner designation.

As International Board Member and Vice-President of Malaysian Chapter of FIABCI, the International Real Estate Federation, Geh travels internationally to speak on the following topics – The State of the Malaysian & Penang Property Market, Smart Property Investment Strategies & International Property Investment Trends in Asia. He wrote two Property Investment Guide Books and contributes to various business magazines and newspapers.



WEE SOON CHIT is the Executive Director of Landserve (Johor) Sdn Bhd and the Chairman of PEPS (Johor Branch). He graduated from Universiti Teknologi Malaysia (UTM) in 1991 with a Bachelor in Surveying (Hon) in Property Management. Upon graduation, he was attached to an international property consultancy firm for 5 years. He briefly joined a public-listed property developer before jointly setting up Regroup Associates (Johor) Sdn Bhd (now known as CB Richard Ellis (Johor) Sdn Bhd) in 1997.

Throughout his 22 years working experience, Wee has valued an extensive range of properties, which include shopping centres, office buildings, hotels, golf courses, township developments, quarries, oil palm estates etc. Wee was also actively involved with real estate agency and consultancy, advising multi-national and overseas clients in their real estate needs in Johor State, as well as handling transactions involving mainly industrial and commercial properties.



SULAIMAN AKHMADY BIN MOHD SAHEH is the Director of Research at Rahim & Co International Sdn Bhd. Graduated with a BSc in Medicine from UNSW in Sydney and later with a Bachelor of Business in Property (with Distinction) from RMIT University in Melbourne, he began his career at CB Richard Ellis in Melbourne, Australia focusing on retail and healthcare properties. He joined Rahim & Co upon his return in 2001 and shortly after, he completed his MSc in Facilities Management from UTM. Currently, Sulaiman heads the research and consultancy services for real estate development projects and investment acquisitions covering various sectors from affordable housing & public amenities studies to high-end branded residential and world class commercial developments. He also writes fortnightly articles for Berita Harian for their "Hartanah & Anda" column on Saturdays.

He is a member of PEPS, RISM, MIPPM and the International Association of Consultants, Valuers and Analysts where he is an International Certified Valuation Specialist (ICVS). He is also a current Committee Member of the Business Valuation Association of Malaysia (BVAM), an Expert Panel Member on the National Real Estate Research Coordinator (NAPREC), an appointed Journal Referee for INSPEN and a Council Member of the Gerson Lehrman Group. In the past, he was also involved as an Evaluation Committee Member for FIABCI's Malaysia Property Awards.



LIAW LAM THYE is the Principal Consultant of Taylor Hobbs. He is a fellow of RISM and a member of RICS. He hold a MBA in Construction and Real Estate from University of Reading and a RICS postgraduate diploma in Project Management from College of Estate Management.

He has 30 years of experience in general practice in the UK, Brunei and Malaysia. His main forte of work is in property management and marketing. He led the team in the research on the causes of rising property prices (2004-2014) in Sabah undertaken by RISM Sabah Branch. He has also undertaken a study to formulate a biomass policy for Sabah.