# Programme

<table>
<thead>
<tr>
<th>Time</th>
<th>Programme</th>
<th>Speakers</th>
</tr>
</thead>
<tbody>
<tr>
<td>08:00 am – 09:00 am (1 hour)</td>
<td><strong>Registration</strong></td>
<td></td>
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<tr>
<td>09:00 am – 09:10 am (10 min)</td>
<td>Opening Remarks by Organising Chairman</td>
<td>Michael Kong</td>
</tr>
<tr>
<td>09:10 am – 09:40 am (30 min)</td>
<td>Keynote Address</td>
<td>YB Datuk Seri Haji Johari bin Abdul Ghani</td>
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<tr>
<td>09:40 am – 10:10 am (30 min)</td>
<td>Overview of the Malaysian Property Market</td>
<td>Tuan Haji Nordin bin Daharom</td>
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<tr>
<td>10:10 am – 10:40 am (30 min)</td>
<td><strong>COFFEE BREAK / PRESS CONFERENCE</strong></td>
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<tr>
<td>10:40 am – 11:20 am (40 min)</td>
<td>Residential Market Performance and Outlook (with emphasis on affordable housing schemes in Malaysia)</td>
<td>Foo Gee Jen</td>
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<tr>
<td>11:20 am – 12:00 pm (40 min)</td>
<td>Klang Valley Office Market Performance and Outlook</td>
<td>Sarkunan Subramaniam</td>
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<tr>
<td>12:00 pm – 12:40 pm (40 min)</td>
<td>Retail Market Performance and Outlook (focusing on how e-commerce impact retail market and the trend of the mall itself)</td>
<td>Allan Soo</td>
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<tr>
<td>12:40 pm – 01:20 pm (40 min)</td>
<td>Industrial Market Performance and Outlook</td>
<td>Sulaiman Akhmady bin Mohd Saheh</td>
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<tr>
<td>01:20 pm – 02:20 pm (1 hour)</td>
<td><strong>LUNCH</strong></td>
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<tr>
<td>02:20 pm – 03:00 pm (40 min)</td>
<td>Regional Market Performance and Outlook – Northern Region</td>
<td>Mark Saw</td>
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<tr>
<td>03:00 pm – 03:40 pm (40 min)</td>
<td>Regional Market Performance and Outlook – Southern Region</td>
<td>Samuel Tan</td>
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<tr>
<td>03:40 pm – 04:20 pm (40 min)</td>
<td>Current Topic of Interest : TRX – A Game Changer</td>
<td>YBhg Dato’ Haji Azmar bin Talib</td>
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<tr>
<td>04:20 pm – 05:00 pm (40 min)</td>
<td>Current Topic of Interest : Impact of Belt &amp; Road Initiative on Malaysian Real Estate</td>
<td>YBhg Dato’ Joseph Lim Heng Ee</td>
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<tr>
<td>05:00 pm – 05:10 pm (10 min)</td>
<td>Closing Remarks by President of PEPS</td>
<td>Foo Gee Jen</td>
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<tr>
<td>05:10 pm onwards</td>
<td><strong>NETWORKING</strong> (Coffee and Snacks provided)</td>
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## 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
Property Market Outlook for 2018

Tuesday
January 23, 2018
Sime Darby Convention Centre
Kuala Lumpur
The property market continued its downturn to the H1 2017. Volume was down from 156,901 transactions in the H2 2016 to 153,729 transactions in H1 2017 or approximately 2.02% whilst value has declined by 15.78%. Since 2012, the volume of transactions had been sliding downwards and by the H1 2017, the decline is 28%. The value of transactions had also been declining but the drop in values since 2012 by comparison is not that much at about 5%.

Over the years, the Government has been paying a lot of attention to the property sector through fiscal and taxation policies to bring about some order into the general economy. The measures taken by the Government appears to bear fruit considering more efforts are being taken by industry players in conducting market research, economic study and data analysis before developing, marketing and funding real estate projects.

The economy seems to have weathered the downturn and the growth in the Gross Domestic Product of the country appears to be on the rise as seen from the latest growth rates. From about 4.0% in mid-2016, it has grown to 5.8% in mid-2017 which augurs well for the nation. There has also been improvements in the Ringgit as it is seen as strengthening against most of the major currencies after a couple of years of weakened sentiments.

Are we seeing a fundamental improvement in our economy and is the property market supported by strong fundamentals? Are we seeing an upward swing? Is the property market poised to ride on the general growth of the economy? What factors must the major players look into? What regions will grow? What sectors will take off? Or are we in for a continued sluggish non-directional move in the real property sector?

Our speakers will address some of the ills affecting the market. This will be bolstered by data and information from the real experts in the real estate industry. Hear the experts discuss.

The market is waiting to hear what was the impact of the last few years’ lacklustre movements in the property sector. Will the growth in the GDP spark a positive movement? We hear Pundits and Property Gurus expounding their versions; but we invite you to listen to professionals who are trained in the area of property market analysis share their expert knowledge. Facts and figures do not lie.

We are also honoured to have Yang Berhormat Dato’ Sari Haji Johari Bin Abdul Ghani, Minister of Finance II to grace our event and deliver the keynote address. The 2018 Summit will also discuss the next game changer in our city centre’s skyline i.e. the TRX and the impact of the Belt and Road initiative for Malaysian Real Estate. Our carefully selected speakers will also deliberate on the advent of Industrial Revolution 4.0 and how it will affect the economy in general and the real estate sector in particular.

Also dealing in detail on the commercial office and retail markets are experts who use their very exhaustive data banks and research departments to analyse and provide a framework for easy understanding and careful decision making.

These are some of the areas that will be discussed in depth at the 11th Malaysian Property Summit this January 2018. For these reasons it will remain one of the most anticipated events each year. Analysts, developers, bankers, Government organisations have always been keen supporters of this event.

This is the Summit of the property market, for the property world, by the property people put together by the very industry people, to whom property people turn to when they need advice, consultation, research and analysis, testimony, professional opinion, expert witness and evidence, support and prognostication on the property market.

The Association of Valuers, Property Managers, Estate Agents & Property Consultants in the Private Sector Malaysia (PEPS), the body that represents the reputable and established private valuation and consultancy practices, has come together to provide the Malaysian Property World with the width and depth of its accumulated research and analysis, prognosticate for this coming year, 2018, the expectations of movements, fluctuations and changes that can be expected to happen in the property market, and the reasons for it.

The objective of this Summit, as in previous years, is to present to the Malaysian Property Industry and players an authoritative view of the state of the real estate industry. As valuers, land economists, property consultants, real estate investment analysts, and, by and large, the only people trained and paid to judge the market and the outcomes, and the only people who have an in-depth knowledge of what is happening in the market, the speakers would be able to tell the world at large exactly what has been happening, and how the market is to behave and perform. The databases of the major property consultancy firms will be thoroughly examined and in-depth research built into the prognostications that will be presented by the industry’s key idea-men.

We have identified experts who specialises in a particular property sector to provide the participants with the best answers to questions asked or lurking in the minds of bankers, developers, analysts, investors, decision makers, institutional agents, fund managers and others.

For each sector, each speaker will do the following:-

- Outline the historical background with data and analysis;
- Geographical spread and classifications;
- Relative importance to the industry;
- Relationship to the economy and market;
- Highlight the last three years’ activities;
- Give an opinion on what has happened including an analysis of the drivers affecting it;
- Outline the key drivers that will drive the market in the future;
- State his opinion on what direction the market will take based on his analysis.

The 11th Malaysian Property Summit 2018 is a Property Conference not to be missed and we look forward to your attendance.
SPEAKERS

YB DATUK SERI HAJI JOHARI BIN ABDUL GHANI is a qualified Chartered Accountant and a Fellow of the Chartered Association of Certified Accountants. He won the Tithwangsa parliamentary seat in the last Malaysia General Elections in May 2013 and on 27th July 2015, he was appointed as the Deputy Minister of Finance. Following a cabinet reshuffle on 27th June 2016, he was appointed as the Minister of Finance II. Before his appointment as a Cabinet Minister, Datuk Seri Johari was active in the corporate world for more than 25 years. He began his career at KPMG before moving on to several senior positions including being the Chairman of UDA Holdings Berhad.

Datuk Seri Johari sits on the Malaysia Economic Council which is responsible, among others, in formulating strategies to sustain the economic growth of Malaysia through foreign direct investment and domestic investments for the country as well as to monitor and analyze trends in the development of both global and domestic economy in order to formulate specific actions to spur the Malaysian economic growth. He is a member of the Board of Directors of Khazanah Nasional Berhad, Chairman of the Langkawi Development Authority (LADA) and a member of the Board of Trustees for the Yayasan Pelaburan Bumiputera. Datuk Seri Johari is also the founder and Chairman of Yayasan Bena Nusa which was established to help reduce urban poverty and improve education for children from the urban poor.

TUAN HAJI NORDIN BIN DAHAROM is a valuer by training and profession. He holds a Master's Degree in Land Economy from Aberdeen University, Scotland. He is currently the Director-General of Valuation and Property Services, Ministry of Finance and the President of the Board of Valuers, Appraisers & Estate Agents Malaysia. He is member of the Royal Institution of Surveyors Malaysia (RISM), a Fellow of the International Association of Consultants, Valuators and Analysts (ACVA).

In the Department of Valuation and Property Services, Tuan Haji Nordin has held several key positions which included the Deputy Director General of Valuation, Director of Valuation in Kedah, Perak, Johor and Selangor as well as the Director of NAPIC. He was the Chair for Key Performance Indicator (KPI) Valuation Programme in 2006 and the Director of PRISM from 2006 to 2007. Tuan Haji Nordin has also presented papers at seminars in Malaysia and overseas.

FOO GEE JEN is the Managing Director of CBRE|WTW. Foo’s experience stems from numerous corporate valuation exercises including the pre-privatisation exercise of TNB, Kumpulan Guthrie and the initial development of KLCC and TRX. Foo has also successfully brokered multi-million property deals involving MNCs. In his recent involvement in Agency and Transactional Services, Foo was involved in tender exercises for Guthrie Medicare and Gateway 2000. Other assignments have been handled notably for Infineon Technologies, TEAC Electronic Japan, Shell Trading, ExxonMobil, Hewlett Packard, Tradewinds Berhad and the proposed Manipal University.

Foo is currently the President of PEPS, Fellow of RISM, Board member of BOVAEA and a National Committee Member of FIABCI Malaysia. Foo is also the Honorary Advisor (Property Consultant) to REHDA Malaysia (Malacca branch) since 1996.

SARKUNAN “SARKY” SUBRAMANIAM has been in the property consultancy industry for 27 years since 1989. A predominant part of Sarky’s career has been in valuations and research, conducting corporate valuations and litigation based valuations as an expert witness as well as market and feasibility studies for development consultancy.

Sarky’s foray into corporate agency and investment sales for the last 8 years culminated into several notable cross-border commercial deals for Malaysian sovereign funds and sizeable relocations of prominent multinational companies (MNCs).

In 2013, Sarky took on the role of Managing Director of Knight Frank Malaysia where to-date his role includes overseeing the full spectrum of service lines in the firm which consists of the KL HQ and respective Johor, Penang and Sabah branches.

Sarky is currently the President of Malaysia Institute of Professional Property Managers (MIPPM), a Fellow of the Australian Property Institute (API), Royal Institution of Chartered Surveyors UK (RICS), Royal Institution of Surveyors Malaysia (RISM), a Member of Malaysian Institute of Estate Agents (MIEA), and Chartered Institute of Arbitrators (CIArb). He is a Registered Valuer and Registered Estate Agent with BOVAEA.

ALLAN SOO is Deputy Executive Chairman 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, ICI Mall and ICI 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 Sungai Wang on behalf of the MC. Allan is perhaps also better known for his research and consultancy work for KFC, Chilli’s, Apple, H & M, IKEA, Isetan, AEON, Giant, Carrefour, Tesco and Shell. He introduced new to market tenants like H & M, Under Amour, 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.
SPEAKERS

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 articles for Berita Harian for their “Hartanah & Anda” column.

He is a member of PEPS, RISM, MIPPM and the International Association of Consultants, Valuators 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) and a Council Member of the Gerson Lehman Group. In the past, he was also involved as an Evaluation Committee Member for FIABCI’s Malaysia Property Awards.

MARK SAW is the Executive Director of PPC International (Penang) Sdn Bhd. Mark holds a Bachelor of Science (Honours) Degree in Estate Management from University of Greenwich, UK and a Diploma in Rural Estate Management from The Royal Agricultural University.

He is a Registered Valuer & Estate Agent with the Board of Valuers, Appraisers & Estate Agents Malaysia, a Fellow of the Royal Institution of Chartered Surveyors (RICS) and Royal Institution of Surveyors Malaysia (RISM), Member of the Malaysian Institute of Estate Agents (MIEA), Malaysian Institute of Professional Property Managers (MIPPM), and Association of Valuers, Property Managers, Estate Agents and Property Consultants in the Private Sector, Malaysia (PEPS).

Mark is currently the Chairman of the Malaysian Institute of Estate Agents for Penang Branch.

SAMUEL TAN is the Executive Director of KGV International Property Consultants and is a Registered Valuer and Registered Estate Agent with BOVAEA. He is a Member of PEPS and a Fellow of RISM and served previously as the Past Chairman of RISM, Johor Branch. He is also a licensed Auctioneer in the State of Johor since 1986. Samuel has accumulated over 33 years of experience in the property industry. He was involved in several major investment sales in Johor Bahru including the sale of Plaza Best World, Menara Landmark and Lot 1 Waterfront City.

He is also actively involved in presenting talks in property seminars. He sat as an ex-officio in Majlis Perbandaran Batu Pahat and is in the Think Tank Committee of Iskandar Regional Development Authority to advise on property policies. He is also an Assessor in the High Court to assist the judge in land acquisition cases.

YBHG DATO’ HAJI AZMAR BIN TALIB serves as the Chief Executive Officer for TRX City Sdn Bhd since 2011. He has over 30-years of experience in real estate, construction as well as banking and project turnaround. As the CEO of TRX City, the master developer of national projects Tun Razak Exchange (TRX) and Bandar Malaysia, Dato’ Azmar spearheaded his team to produce world-class masterplans, secure global investors, and build TRX, the new CBD that strives to elevate Kuala Lumpur to become one of Asia’s global cities. He is also instrumental in the development of the new facilities for the military and police force that will replace their bases in Sungai Besi. Prior to joining TRX City, he served as CEO of several property GLCs and as a banker that specialized mainly in project financing and turnaround. He has also led the opening of several major townships.

Dato’ Azmar holds an Advanced Diploma in Estate Management from Universiti Teknologi Mara as well as a Certificate in Project Appraisal/Risk from Harvard Institute of Internal Development.

YBHG DATO’ JOSEPH LIM HENG EE is the Deputy Executive Chairman of MCA Belt and Road Centre (MBRACE), Vice President of Malaysia-China Chamber of Commerce (MCCC) and Deputy President of China-ASEAN (Malaysia) Entrepreneurs Association. As a supporter of environmental protection, he has established Global Green Synergy Sdn Bhd, a leading company in Malaysia that provides solutions for the treatment and processing of oil palm biomass to produce value-added biomass products.

Besides, Dato’ Joseph is the Corporate Adviser of Road King Infrastructure Ltd in South East Asia Region, a leading listed company in Hong Kong with its core business in the investment, development, operation and management of toll roads and property projects in the People’s Republic of China.

He has been awarded as Honorary Professor of City University Malaysia in 2016 and Honorary Professor of Luo Yang Normal University in 2017. Dato’ Joseph has also won a few prestigious entrepreneur awards like the Malaysia winner of MCCC-Golden Green Award as well as the world champion for Creative Young Entrepreneur Award in 2011 (World’s first Chinese young entrepreneur winner of the award).