

PROGRAMME

TIME	PROGRAMME	SPEAKERS
08:00 am – 09:00 am (1 hour)	REGISTRATION	
PROPERTY MARKET OUTLOOK FOR 2019		
09:00 am – 09:10 am (10 min)	Opening Remarks by President of PEPS	Sr Michael Kong Kok Kee
09:10 am – 09:40 am (30 min)	Keynote Address	YB Mr. Lim Guan Eng
09:40 am – 10:10 am (30 min)	COFFEE BREAK / PRESS CONFERENCE	
10:10 am – 10:50 am (40 min)	Overview of the Malaysian Property Market	Sr Ahmad Zailan bin Azizuddin
10:50 am – 11:30 am (40 min)	Office Market Performance and Outlook	Sr Malathi Thevendran
11:30 am – 12:10 pm (40 min)	Residential Market Performance and Outlook	Sr Sulaiman Akhmady bin Mohd Saheh
12:10 pm – 12:50 pm (40 min)	Retail Market Performance and Outlook	Mr. Murli Menon
12:50 pm – 02:00 pm (1 hour 10 min)	LUNCH	
02:00 pm – 02:40 pm (40 min)	Specialised Asset Class for REITS – Education/Warehouse	Dato' George Stewart LaBrooy
02:40 pm – 03:20 pm (40 min)	Regional Market Performance and Outlook – Northern Region	Sr Peh Seng Yee
03:20 pm – 04:00 pm (40 min)	Regional Market Performance and Outlook – Southern Region	Sr Tan Ka Leong
04:00 pm – 04:15 pm (15 min)	COFFEE BREAK	
04:15 pm – 05:00 pm (45 min)	Panel Discussion : Perspective of Housing Changes in Malaysia Baru	Moderator: Sr Foo Gee Jen <ul style="list-style-type: none"> • Dato' Jeffrey Ng Tiong Lip • Dr. Suraya Ismail • Ms. Sarah Lim Fern Chieh • Sr Michael Geh Thuan Peng

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:



Persatuan Penilai, Pengurus Harta, Ejen Harta & Perunding Harta Swasta Malaysia

(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 2019

THURSDAY

FEBRUARY | 21 | 2019

SIME DARBY CONVENTION CENTRE
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INTRODUCTION

The National Property Information Centre (NAPIC) has published the 1H2018 transactions in terms of value and volume. There has been a drop of 5.2 % from 158,298 transactions in 2H2017 to 149,889 transactions in 1H2018, however, compared to the 1H2017 (153,526 transactions) the drop was only 2.3%. In terms of value, the drop was 5.9% from RM72 billion in 2H2017 to RM67.7billion in 1H2018, but again compared to the 1H2017 (RM67.7 billion) it was minimal.

Recovery in 2018 did not happen.

There was an election and a new elected government took office bringing with it new changes in the cabinet line-up and a host of changes in the bureaucracy in terms of people and policies. All these matters bring changes and uncertainties. Investors and would-be buyers of real estate wanting to invest for the long term have taken a cautious view of the changes and have taken a wait and see attitude to these changes.

International policies did not help much with the United States and China, the world's two largest economies not being able to see eye to eye on lots of trade matters.

It cannot be denied that the real estate sector plays strong role in the economy of the nation and the new government has unravelled a host of packages towards bringing a more orderly real estate development and towards reducing the burgeoning inventory of unsold properties. Besides an array of financial and tax related matters, the government has proposed a new avenue of funding called crowd funding. Lots of discussions are on-going on the pros and cons and its application to the vagaries of the real estate sector. The REIT sector is being broadened by the proposal to list the Airports in the country. These are strong moves and when implemented effectively could attract more capital and involvement in the real estate industry.

The Ringgit has been worsening over a long period, the oil palm prices have slowed down and generally the economy internationally and in Malaysia has been slow. The questions we posed last year continue to plague us this year. Are we seeing a fundamental improvement in our economy and is the property market supported by strong fundamentals? Are we going to see 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.

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 12th Malaysian Property Summit this February 2019. 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, 2019, 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 12th Malaysian Property Summit 2019 is a Property Conference not to be missed and we look forward to your attendance.

SPEAKERS



THE HONOURABLE MR. LIM GUAN ENG is the current Finance Minister who graduated with a Bachelor in Economics from Monash University. He is a qualified professional accountant since 1983 and was a Bank Senior Executive before joining politics. He was a Member of Parliament for Kota Melaka (1986 – 1998), DAP Socialist Youth Chairman (1989 - 1995), DAP Deputy Secretary-General (1995) and DAP Secretary-General (2004). Prior to his appointment as the Finance Minister, he was the Chief Minister of Penang from 2008 - 2018. He is also the current DAP Secretary-General and a Member of Parliament for Bagan and State Assemblyman for Air Putih.



AHMAD ZAILAN BIN AZIZUDDIN is the Director General of Valuation and Property Services Department, Ministry of Finance Malaysia and also the President of the Board of Valuers, Appraisers, Estate Agents and Property Managers (BOVAEAPM), Malaysia.

He has over 35 years of experience in real estate and has been involved in major real estate valuation exercises during his tenure with the department. He obtained a Diploma in Valuation from UTM, Kuala Lumpur in 1981 and two years later was conferred a Degree in Surveying (Property Management) by the same University. He is a Registered Valuer, Estate Agent and Property Manager with BOVAEAPM and also a member of the Royal Institution of Surveyors Malaysia (RISM).



MALATHI THEVENDRAN is an Executive Director and Head of Research and Consultancy at Jones Lang Wootton (JLW). She has over 30 years' experience in the property industry providing market analysis and consultancy work. Projects she has personally been involved with include national iconic developments such as KLCC, KL Sentral, Putrajaya, KL Metropolis, Merdeka PNB 118 and Nusajaya (now Iskandar Puteri). Due to her vast experience in the property market, she is a familiar face at seminars and forums to talk on property market. Malathi's contributions has also lead to JLW's success as the "one and only" winner of the BrandLaureate Award for professional real estate services (12 times in a row since 2006).

Malathi is a Registered Valuer and Estate Agent with BOVAEAPM, a Fellow of RISM and a Member of PEPS and RICS, UK.



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, MIPFM 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) 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.

PANELISTS



DATO' JEFFREY NG TIONG LIP graduated from Monash University, Melbourne with a Bachelor of Economics, and completed his professional articleship in an international accounting firm in Australia before returning to Malaysia. He has more than 35 years of extensive experience in finance, corporate planning and executive management in the property and hotel industry. Dato' Jeffrey is the Chairman of REHDA Institute and Chairman of the Malaysian REIT Managers Association (MRMA). He is currently the Chief Executive Officer of Sunway REIT Management Sdn Bhd.



DR. SURAYA ISMAIL is a Director of Research in Khazanah Research Institute. Before joining the Institute, she was in Think City (a city-making initiative of Khazanah Nasional Berhad), and had previously taught at the University of Malaya. Her research interests include theories of the firm, the economics of governance and the history of economic growth. Suraya was educated at the universities of Malaya, Reading and UCL. She holds a PhD in Institutional Economics and Governance.

SPEAKERS



MURLI MENON heads the Savills Malaysia Retail Services team covering both retail consultancy and tenant representation for existing local brands as well as international brands seeking to enter the local market. He has over 25 years of experience in Sales & Marketing and Retail across South East Asia with the last 15 years being spent in the Philippines and Malaysia. Prior to joining Savills Malaysia, Murl was the General Manager for Far East (Forever 21) managing Malaysia, Singapore, Thailand and Indonesia. He has also worked extensively in distribution as well as retail of branded fashion accessories such as watches and eyewear in different countries in the region.

Murl, with an MBA from Indian institute of Management, joined Savills in 2014 where he has taken the lead position of overseeing the retail teams' overall objectives and deliverables.



DATO' GEORGE STEWART LABROOY is the Executive Chairman of AREA Management Sdn Bhd a subsidiary of AREA Advisors Pte Ltd (AREA), an appointment he has taken since his retirement as CEO and Executive Director of Axis REIT Managers Bhd on 31st December 2015. With a career spanning over 40 years in the industrial space, he has spent well over a decade since 2005 in heading Axis REIT and establishing REITs as an important component of the capital markets.

Dato' LaBrooy is a Member of the Institute of Engineers Malaysia, Board Member of Asia Pacific Real Estate Association (APREA) and served as the founding Chairman of the Malaysian REIT Managers Association (MRMA) from 2010-2015. He is a prominent speaker on the subject of conventional and Islamic REITs in the region and also contributes articles on the subject of REITs and industrial development for publication in the media. He is a director of a number of public and private companies involved in property development, services and property investment.



PEH SENG YEE is a Partner and Director of CBRE|WTW and heads the Penang Branch. His specialist experiences stem from Valuation, Research, Consultancy as well as Agency and Transactional Services. Peh has conducted valuations for purposes of submission to the Securities Commission Malaysia, Bursa Malaysia Berhad, court, corporate exercises, accounting, sale, purchase and credit security for various financial institutions. In terms of Research and Consultancy Services, he has handled market and feasibility studies for various property developments mainly in Penang State and also for certain developments in Kedah and Klang Valley. He has also undertaken sale of development lands and plantation for land owners.

Peh is a Registered Valuer and Estate Agent with BOVAEAPM, a Fellow of RISM and a Member of PEPS, MIPFM, Fiabci Malaysia and RICS, UK.



TAN KA LEONG is a Partner and Director of CBRE|WTW and heads the Johor Branch. Tan has 21 years of real estate industry experience in Central and Southern Malaysia. His area of expertise includes all works related to Valuation and Property Consultancy, particularly in valuations for corporate, credit security, foreclosure, compensation for compulsory land acquisitions and submission to the Securities Commission Malaysia, Bursa Malaysia Berhad and Singapore Exchange Securities Trading Limited (SGX). Tan is actively involved in Agency and Transactional Services and had successfully concluded transactions of development lands, industrial lands, factories/warehouses and commercial buildings. He is also actively involved in marketing of shop-office, commercial, industrial and residential projects in Johor Bahru on an exclusive basis.

Tan is a Registered Valuer and Estate Agent with BOVAEAPM, a Fellow of RISM and a Member of PEPS, MIPFM, MIEA and RICS, UK.

PANELISTS



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.



MICHAEL GEH THUAN PENG is a Senior Partner of Raine & Horne International Zaki + Partners Sdn Bhd and has been actively involved in the property consulting arena in Malaysia and the region for the past 25 years. His principal business activities includes conducting independent property valuations, plant and machinery valuations, market feasibility studies, real estate consultancy and property investment consultancy. Geh is the current President of Fiabci Malaysian Chapter.