20th NATIONAL REAL ESTATE CONVENTION MALAYSIA
RECALIBRATING THE FUNDAMENTALS IN THE MALAYSIAN REAL ESTATE MARKET

Join us to learn from the experts on:
11–12 AUGUST 2009
KUALA LUMPUR CONVENTION CENTRE

A must-attend for senior real estate practitioners, CEOs, senior managers, bankers and investors in real estate.

The global financial crisis continues unabated with implications for the Malaysian economy as well as our property market. This Convention will examine all fundamentals in the property market over the past years and how they may or may not change.

Within a week after the Convention, all participants will get a well-crafted post convention document stating the findings. These findings will also be sent as recommendations to various authorities on how to improve the Malaysian property market.

Participants will also get substantial amount of information from property consultants who are almost exclusively from the Association of Valuers and Property Consultants in Private Practice Malaysia (PEPS) and the Institution of Surveyors Malaysia.

Jointly organised by:

Supported by:

Approved by:

Official Media:

2 CDP Hours
Board of Engineers, Malaysia
Board of Architects, Malaysia

Fee RM1,500.00 per participant (PEPS/ISM/RICS members)
RM1,800.00 per participant (for non-members)
Enjoy a group discount of 10% for 3 or more participants from the same company

NREC Secretariat—Amanda/Thila Tel: +603-2282-9699 Fax: +603-2282-9799 Email: enquiry@nrec.org.my
PEPS—Susan Tel: +603-2145-0062 Fax: +603-2144-1809 Email: PEPS@vpc.com.my
ISM—Lih Ling/Katherine Tel: +603-7954-8356 Fax: +603-7955-0253 Email: secretariat@ism.org.my

Visit www.nrec.com.my for further information
PANEL OF DISTINGUISHED SPEAKERS

DATO’ SRI ABDULLAH THALITH MD THANI
President, Board of Valuers, Appraisers & Estate Agents, Malaysia
President of The Institution of Surveyors Malaysia
Director-General of Valuations and Property Services Department, Ministry of Finance
Founder of National Property Information Centre in 1998

ARLIDA ARIFF
President, Iskandar Investment Board
Spearheaded the launch of key projects such as Petronas Twin Towers, Maxis Tower and KLCC
Engineering degree from Syracuse University, USA
Masters of Engineering from University of California

ANDREW WONG
Editor, Property Times, New Straits Times
Market commentator and researcher
Previously editor of property section of The Sunday Times
Previously senior manager in a real estate marketing firm

THAYA SANGARA PILLAI
Partner, PriceWaterhouseCoopers Malaysia
Fellow of ICAEW and a member of MICPA and MIA
28 years experience in audit and business advisory

TANGGA PERASAGAM
Managing Director, Colliers Jordan Lee & Jaafar KL
Fellow of the Royal Institution of Chartered Surveyors (UK) and Institution of Surveyors Malaysia
Member of the Examination Board of ISM
Accreditation committee member of the Board of Valuers, Appraisers and Estate Agents Malaysia

ROBERT M NEWS
Proprietor, Smiths Gore Sabah
Previously valuer undertaking land acquisition for World Bank funded projects

MICHAEL GEH
Senior Partner, Raine & Horne Int Zaki & Partners Sdn Bhd
Chartered surveyor and international real estate agent
Vice-President of Network and Marketing of FIABCI
Author of two property investment guide books

DR ZAILAN MOHD ISA
Director, National Property Information Centre (NAPIC)
Invited lecturer at INS PEN and INTAN on real estate research and market studies
Part time lecturer for the Masters Programme at University of Malaya in 2007

CHAN WANG KIN
Founder, Architect, Former CEO, Cambridge Industrial Trust Management Limited
Designed the REIT structure and led the entire IPO process of Cambridge Industrial Trust Management Limited, the first independent REIT in Asia.
Previously CEO of an SGX-listed company
Previously Director of Mapletree Investments
Previously Director of Business Development of GE Capital Real Estate
Masters Degree from Harvard University in Design Studies with specialisation in Real Estate and Urban Development

GREG PARAMOR
Former Managing Director of The Mirvac Group, Australia
35 years experience in real estate and funds management
Past President of the Property Council of Australia
Past President of the Investment Funds Association
Ambassador of the Property Industry Foundation

RENGGANIS KARTOMO
Managing Director, PT Hebrinus Nusantara in Association with CB Richard Ellis
Head of Indonesian Valuation Standards Development.
Head of Professional Development of Indonesian Society of Appraisers
Head of the Indonesian Valuation Standard Development Committee
Committee Member in Indonesian Consultants Association
Chair of Adhoc Team for REITs Implementation
Member of FIABCI

EDDIE TANG
CEO, Far East Consortium International Limited Malaysia
President, Dorsett International Sdn Bhd
Dubbed as the next generation hotel gentleman
Previously CFO of Malaysian Land Properties Sdn Bhd
In charge of five Malaysian hotels, resorts and residences

DR VICKNESWARAN NAIR
Head, Centre for Research and Development, Taylor’s University College
An expert in Sustainable Tourism, Ecotourism Management and Environmental Management
Merit Award 2006 for Academic Leadership and Accomplishment as the Outstanding Young Malaysian of the Year.

DR VIMAL K VASUDEAVAN
Gleneagles Penang Consultant Surgeon
Performs highly advanced laparoscopic bariatric surgery, i.e. weight reduction for patients with obesity-related complications
Special interest in laparoscopic surgery
CONVENTION HIGHLIGHTS
12 AUGUST 2009
8.00 am–5.00 pm

THE MALAYSIAN PROPERTY MARKET—NATIONAL PROPERTY INFORMATION CENTRE (NAPIC) PERSPECTIVE
by Dr Zailan Mohd Isa, Director, National Property Information Centre (NAPIC)
- An overview of the performance of the property market for the First Half of 2009
- Performance individually of the various submarkets of the commercial sub-sector (office, retail, hotel, industry) and the residential sub-sector (landed/condominium) markets
- Discernable fundamental changes in the market as a result of the global financial crisis and the economic slowdown in Malaysia

IS THE ASIAN REIT MODEL ROBUST ENOUGH TO SURVIVE THE CRISIS
by Chan Wang Kin, Founder, Architect & Former CEO of Cambridge Industrial Trust Management Ltd, Singapore
- The evolution of the Asian REIT model
- Issues that have surfaced during the crisis
- Opportunities presently

10:45 am MORNING COFFEE BREAK
THE REIT INDUSTRY—QUO VADIS
by Greg Paramor, Australia
- The REIT industry from an Australian periscope
- The Binge before the recent bust
- Should the REIT industry be driven more by property income yields or as shown in Asian REITs by yield accretive acquisitions and disposals
- The future of the industry globally

HIGHLIGHTING THE REAL ESTATE INVESTMENT OPPORTUNITIES IN INDONESIA
by Rengganis Kartomo, Managing Director, PT Hebcurinas Nusantara in association with CB Richard Ellis
- Snapshots on Indonesian Property Markets, by major cities and types
- Legal framework and review on foreign ownership
- Property Taxes
- Investment activities in the property sector and the available financing
- Identifying the prospects ahead which surpasses investors’ key performance indicators
- Assessing the Government’s roles in promoting the real estate investment in Indonesia and the requisite incentives

1.00 pm LUNCH
HOTEL INDUSTRY: CHANGE, INNOVATION & EVOLUTION
by Eddie Tang, Chief Operating Officer, Far East Consortium International Limited, Malaysia & President, Dorsett International Sdn Bhd
- 1. Paradigm shift: Planning for inevitable changes
- Customer service and irrevocable satisfaction guarantee
- Communication channels between hotels and franchisees

- Marketing initiatives
- Product portfolios
- Mix of lodging products
- Advent of technology and Internet revolution
- Human Resources Development

2. Support system for growth of hotel industry in Malaysia
- Government incentives
- Support from related bodies i.e. Malaysian Association of Hotels (MAH) & Malaysian Association of Hotel Owners (MAHO)

THE POTENTIAL OF EDUCATION TOURISM IN MALAYSIA
by Dr Vickneswaran Nair, Head, Centre for Research & Development, Taylor’s University College
- The genesis and drivers of education tourism for Malaysia
- How will education dovetail with the projected target of increasing the contribution of the services sector to Gross Domestic Product (GDP)?
- Geographical locations within Malaysia that are suitable for education tourism
- Real estate back up for education tourism

3.30 pm AFTERNOON TEA BREAK
THE POTENTIAL OF MEDICAL TOURISM IN MALAYSIA
by Dr Vimal K Vasudeavan, (India), MS GENERAL SURGERY (UKM),Gleneagles Penang Consultant Surgeon
- The genesis and drivers of medical tourism for Malaysia
- How will medical tourism dovetail with the projected target of increasing the contribution of the services sector to Gross Domestic Product (GDP)?
- Technological issues in Medical Tourism
- Geographical locations within Malaysia that are suitable for medical tourism
- Real estate back up for medical tourism

DISCUSSION ON KEY FINDINGS WITH MODERATOR
Moderator: Elvin Fernandez, Chairman of the Organising Committee
MICHAEL GEH is the Senior Partner of Raine & Horne International Zaki + Partners Sdn Bhd. Geh is a Chartered Surveyor & International Real Estate Agent and the Vice-President, Network & Marketing of FIABCI, the International Real Estate Federation. Geh is an international speaker on the Malaysian & Penang property market, smart property investment strategies & international property investment trends in Asia. He has also written two Property Investment Guide books.

DR. ZAILAN MOHD ISA is the Director of National Property Information Centre (NAPIC), JPPH (Valuation & Property Services Department, Ministry of Finance Malaysia). She is an invited lecturer at INSPEN and INTAN on real estate research and market studies. She was also a part-time lecturer for the Masters Programme at the University of Malaya in 2007. She had served in the PCVS Division of ISM for many years.

CHAN WANG KIN is the Founder, Architect and Former CEO of Cambridge Industrial Trust Management Limited which listed an industrial REIT on the SGX in July 2006. He designed the entire REIT structure and project and led the whole IPO process of this REIT. His previous marketing experiences include CEO of an SGX-listed company, Director (Corporate Finance) of Mapletree Investments Pte Ltd and Director of Business Development of GE Capital Real Estate. Wang Kin holds a Masters degree in Design Studies with specialization in Real Estate and Urban Development from Harvard University and graduated with an MBA program (specialisation in Real Estate, Finance and Management) from Kellogg, Northwestern University.

GREG PARAMOR was the former Managing Director of the Mirvac Group. Mr. Paramor has been involved in the real estate and funds management industry for more than 35 years. He was the co-founder of Growth Equities Mutual, Paladin Australia and James Fielding Group. He is a past President of the Property Council of Australia and past President of the Investment Funds Association.

RENGGANIS KARTOMO is the Managing Director of PT Hemburunus Nusantara and holds a Bachelor of Civil Engineering Degree from the University of Indonesia and post graduate degree in Property Valuation and Management from Universiti Teknologi Malaysia and completed her Masters program in Business Law in Gajah Mada University, Jogjakarta. Currently she served as the Head of Indonesian Valuation Standards Development. She is the Head of Professional Development of Indonesian Society of Appraisers (MAPII), Committee Member in Real Estate Indonesia (Indonesia Real Estate Developers Association) and chair of the Adhoc Team for REITs implementation and a member of FIABCI.

EDDIE TANG is the Chief Operating Officer of Far East Consortium International Limited and President of Dorsett International Sdn Bhd. He is dubbed by the Malaysian hospitality bigwigs as the “next generation hotel gentleman”. An accountant by profession, he was previously the Chief Financial Officer of Malaysian Land Properties Sdn Bhd. He is in charge of five Malaysian hotels, resorts and residences.

DR. VIKNESWARAN NAIR is the Head of Centre for Research & Development of Taylor’s University College. He graduated from Universiti Putra Malaysia (UPM) and then completed his Ph.D. in Ecotourism Systems Engineering. He is the Past President of the Asia Pacific CHRIE and is currently the Secretary of the Tourism Educators Association of Malaysia. An expert in Sustainable Tourism, Ecotourism Management and Environmental Management, he has conducted guest lectures in France, Japan, Macau, Thailand and Vietnam.

DR VIMAL K. VASUDEVAAN is a Consultant Surgeon with Glemonges Penang, specialising in Laparoscopic (keyhole) Surgery. He completed his medical education at the Karnataka Medical College, Hubli (India) in 1991 and did his Masters in General Surgery in 2000. He obtained his Fellowship in Minimal Access Surgery from India in 2006 and also completed his Fellowship in Advanced Laparoscopy at the Institute of Laparoscopic Surgery, Bordeaux (France).
CERTIFICATE
of
APPRECIATION

This is to certify that

Dr VICKNESWARAN NAIR

has participated as a Speaker at the

20TH NATIONAL REAL ESTATE CONVENTION

held on

11 & 12 AUGUST 2009

at

THE KUALA LUMPUR CONVENTION CENTRE
KUALA LUMPUR, MALAYSIA

Sr Elvin Fernandez, Fism, Frics
Organising Chairman
20th National Real Estate Convention
Dated: 12 August 2009

Organised by: Supported by: