

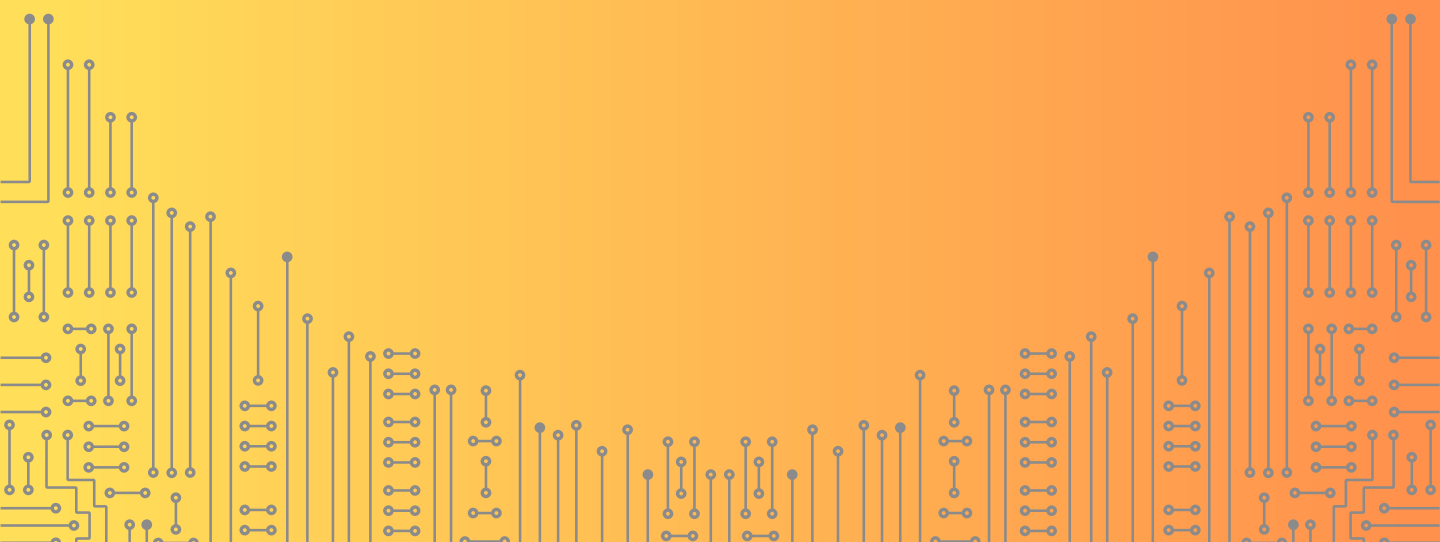


31st National Real Estate Convention

5 MARCH 2024 | SHERATON PETALING JAYA

Sustainable Property Sector

PROFILE OF MODERATORS AND SPEAKERS





31st National Real Estate Convention

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Sustainable Property Sector

Plenary Session 1: ESG IN MANAGING REAL ESTATE

Moderator: Sr Prem Kumar A/L Subramaniam FRISM FRICS
Real Estate Advisor & Consultant & Independent Director

Moderator's Profile:

Sr Prem Kumar is a fellow of the Royal Institution of Surveyors Malaysia (RISM), the Royal Institution of Chartered Surveyors (RICS), the Association of Valuers, Estate Agents, Property Managers, and Property Consultants in Private Practice Malaysia (PEPS) and the Malaysian Institute of Property and Facilities Managers Malaysia (MIPFM). He is an accomplished professional and has accumulated more than 37 years of experience in the Malaysian real estate industry. Sr Prem Kumar has valued various property types exceeding RM1 trillion in terms of Market Value within the entire spectrum of the real estate industry. His experience is not confined to professional practices as he also held various key roles in the corporate sector with the latest being the Independent Non-Executive Director and Chairman of Risk Committee in I-Berhad. As global awareness of sustainability issues continues to grow, integrating ESG considerations is becoming a fundamental aspect of responsible business practices, including Malaysian real estate industry. Presently, ESG considerations, which were primarily driven by regulatory compliance, is expected to evolve to be part of the way businesses are conducted, including our professional practices such as Valuation, Estate Agency and Property Management. With his extensive experiences in both professional practices and corporate sector, Sr Prem Kumar is the right candidate to enlighten us on the incorporation of ESG in our professional practices



Paper 1: Disrupting Property Management Services

Mr Mohd Hafiz Zainuddin
ESG Lead, Knight Frank Malaysia

Speaker's Profile:

Hafiz is a mechanical engineer with more than ten years' working experience in property and facility management, including over three years' experience in ESG, sustainability, and green building consulting. He is a registered energy manager, OSH coordinator, GBI facilitator, and GreenRE-accredited professional.

Hafiz currently leads the corporate ESG strategy for the Knight Frank group of companies in Malaysia, which involves developing an ESG management system and annual reporting and representing the organization at Knight Frank's global ESG groups. He is also responsible for overseeing the sustainability agenda and strategy for Knight Frank's asset management and property management divisions in Malaysia and providing ESG advisory services for green building consulting, green leases, ESG assessment, and energy efficiency projects.





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Plenary Session 1: ESG IN MANAGING REAL ESTATE (cont'd)

Paper 2: Cost Savings in Green Buildings

Mr Gregers Reimann

Managing Director, IEN Consultants Sdn Bhd

Speaker's Profile:

Gregers Reimann is the Managing Director of IEN Consultants Sdn Bhd, a pioneering green building consultancy in Malaysia, which specializes in building designs that have good daylighting, are highly energy efficient, healthy and connects with Nature for people to thrive. Key projects include the energy efficient, biophilic and multi-award winning 'Paramit – factory in the forest' (2018 "Best New Building in the World" nominee), the GreenTech Malaysia building, which was the first office in Malaysia designed to be a zero energy building, the energy efficient ST Diamond office building (2012 ASEAN Energy Award winner), the Pertamina Energy Tower – the first skyscraper designed to be ZERO energy, and the energy efficient EECCHI office retrofit measuring 53% energy savings.



Gregers is the Chairman of the "Green Buildings and Sustainable Communities" committee under the EU-Malaysian Chambers of Commerce and Industries (EUMCCI) and regularly contributes to green building articles and frequently lectures at universities. He has a keen interest to pursue innovative and integrated design solutions bridging the gap between architects and engineers. Gregers is also 'walking the talk' with respect to green living habits, which includes commuting to work by a bicycle.

Paper 3: Financing Green Projects

Mr Jasper Wong

**MD, Head of Real Estate & Hospitality and Construction & Infrastructure
Sector Solutions Group United Overseas Bank**

Speaker's Profile:

Jasper is currently the Head of Real Estate & Hospitality, Construction and Infrastructure, Sector Solutions Group for UOB. He has strategic coverage focusing on developing sector-specific solutions in the real estate, hospitality, construction, infrastructure, solar and energy efficiency segment, leveraging industry insights, data analytics and value chain analyses across UOB's wholesale banking business.

Before taking up this role, Jasper was the Head of Infrastructure & Project Finance for Asia in UOB. He has over 25 years extensive project and structured finance experience in the region focusing on power, renewables, oil and gas, petrochemical, infrastructure and telecoms financing.

Prior to joining UOB, Jasper worked in the transportation industry as the director of Structured Finance Asia for Bombardier Transportation.



Plenary Session 2: REAL ESTATE TRENDS

Moderator: Sr Khaidzir A Rasip FRISM FRICS
Managing Director, Ian Scott International (M) Sdn Bhd

Moderator's Profile:

A chartered surveyor and registered valuer, estate agent and property manager, Sr Khaidzir is currently the Managing Director of Ian Scott International Malaysia since it commenced operation in 2018.

Graduated from the United Kingdom in 1988 with a BSc in Urban Estate Management, he began his career in London, before returning to Malaysia in 1990, spanning the whole spectrum of the property industry from corporate to public to private sectors; holding senior positions with major property developers, property consultancy firms and just prior to his current appointment, the Iskandar Regional Development Authority whereby he oversaw the property sector as well as involved in smart metropolis, urban observatory and other futuristic initiatives planned for the Iskandar Malaysia economic region. With property developers, his experience encompasses planning, marketing and sales, business development, property and asset management.

He is a Fellow and the incumbent Honorary Secretary General of the Royal Institution of Surveyors Malaysia and a Fellow of the Royal Institution of Chartered Surveyors as well as active in various other associations.



Paper 1: Urban Observatory Plan in Malaysia

Mr Peter Valentine Amandus Jr
Chief/Project Manager, Malaysian Urban Observatory Unit PLANMalaysia

Speaker's Profile:

Peter Valentine Amandus Jr, a town planner by profession, currently holds a senior position in the Malaysian Urban Observatory (MUO) Unit, which falls under the Federal Department of Town and Country Planning (PLANMalaysia). He has been dedicated to his role at PLANMalaysia for nearly 20 years since 2003.

Throughout his service, Mr. Amandus focused on GIS and analytical work, contributing to significant projects related to GIS-based enterprise systems. Notable projects include Crime mapping in collaboration with the Royal Malaysian Police through the Safe City Monitoring System, the development of I-Plan, a web-based Land Use Mapping service, and his current involvement in the Big Data Platform within the Malaysian Urban Observatory. Additionally, Mr. Amandus has been actively engaged in Crime Prevention Through Environmental Design topics and the Safe City Program since the 2010s.

Hailing from Papar District in Sabah, he holds a Master's Degree in Data Science and Business Intelligence Analytics from Asia Pacific University of Technology & Innovation, and he also possesses a Degree from Mara Technology University in Town & Regional Planning.





Plenary Session 2: REAL ESTATE TRENDS (cont'd)

Paper 2: Global Property Trends

Dr. Henry Chin

Global Head of Investors Thought Leadership, Head of Research Asia Pacific, CBRE

Speaker's Profile:

Dr. Henry Chin leads CBRE's investor thought leadership across all regions and oversees all research activity in Asia Pacific. After joining CBRE in 2014, Henry was promoted to CBRE's Asia Pacific Strategic Group, the board which oversees CBRE's strategic direction in the region, in 2016. From 2019-2020 he also served as Head of Research, EMEA. Henry has 20 years research experience in the Asia Pacific and Global real estate markets. He holds a BA in Land Economic and Administration from National Taipei University (Taiwan); an MSc in Real Estate from the University of Reading (UK) and a PhD in Real Estate Investment from Oxford Brookes University (UK).

Prior to joining CBRE, Henry was head of Asia Pacific research and strategy at PGIM (previously known as Pramerica Real Estate Investors), Prudential Financials Inc., where he was responsible for leading the company's Asia Pacific real estate investment strategy. Henry also spent several years with Deutsche Bank Group where he had numerous roles ranging from global real estate strategist based in London to co-head of real estate for Asia Pacific for their private banking business. Henry began his career as lead Asian real estate analyst for DTZ. Henry is a visiting professor at Oxford Brookes University (UK) and an assistant professor at National Taipei University (Taiwan). He is also a member of the Society of Property Researchers (SPR), Investment Property Forum (IPF), Urban Land Institute (ULI), Asian Public Real Estate Association (APREA), Asia Non-listed Real Estate Vehicles (ANREV), International Council of Shopping Centres (ICSC), SFC Hong Kong, KHSI and UKSIP. He served as a chairman of ANREV's research committee from 2011 to 2014. He hold an Investment Management Certificate (IMC) in the UK.



Paper 3: Identifying Factors that Shapes Virtual Land Value in Metaverse

Ms Luh Asti Widyahari

KJPP MBPRU and Partners

Speaker's Profile:

Ni Luh Asti Widyahari is a proficient property valuer and advisor at KJPP MBPRU & Partners, Indonesia. She holds both a Bachelor's and Master's Degree in Urban and Regional Planning from the renowned Bandung Institute of Technology. In a short time, she achieved remarkable milestones, securing a project with the highest valuation fee ever recorded and successfully overseeing multi-billion projects, showcasing her excellent business development skills.

Her remarkable abilities have earned her recognition and respect within the global valuation community, as she was selected to present at esteemed international conferences like the Pan Pacific Congress and the ASEAN Valuation Association Congress.

Passionate about education, she is the visionary founder of Penilaian.id, an educational platform dedicated to valuation topics. She is also the driving force behind CekNilai.id, an online platform that provides property valuation and value estimations.

Additionally, her expertise and influence have been featured in prominent magazines and television programs which further attest to her expertise and influence in the industry. With academic excellence, outstanding professional achievements, media recognition, and an entrepreneurial outlook, Ni Luh Asti Widyahari is set to make significant contributions to the field of valuation industry.





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Plenary Session 3: TECHNOLOGY IN REAL ESTATE

Moderator: Sr Low Han Hoe FRISM FRICS
Senior Manager, Investment Advisory Services

Moderator's Profile:

Sr Han Hoe started his career as a Valuer with Jones Lang Wootton in 1991 and was subsequently seconded to the Property Management Department in 1995. He later joined CB Richard Ellis (formerly Regroup Associates) as a Property Manager in 1999 assisting in the management of the retail portion of Carrefour Hypermarkets and the turnaround of Plaza Phoenix Shopping Center for Danaharta. In 2000 he moved to Dijaya Property Management Services to manage Damansara Intan, Seri Desa Condominium, Tropicana Golf & Country Resort and Damansara Indah Resort Homes respectively.

Han Hoe started his own practice in 2002 focusing in real estate transactions i.e. sourcing apartments for Shimizu employees, renting of office space for Stamford Foods, sale of bungalow lands, commercial shop office for the Malaysian Dental Association, strata offices etc. He then worked with APM Premier Project Management (Malaysia) Sdn. Bhd. in 2010 assisting in the handover of the newly acquired 1MK Retail Mall and Office Tower for and on behalf of ARA Group, Singapore overlooking the leasing, operation and maintenance, staffing, setting up of management office, tenancy coordination et cetera.

Han Hoe joined DTZ on 3rd January 2011 as Senior Manager, Investment & Agency. He has since successfully transacted some land transactions for Shell, MUI and QSR (KFC) and assisted in the sale of two (2) hotels in Penang for EPF.



Paper 1: Technology on Smart Infra and How Connectivity is Key in Urban Property Development

Mr Muhammad Khairul Zaim Abd Hafidz
Senior Manager (Strategic Investment), Real Estate Ventures, Tenaga Nasional Berhad

Speaker's Profile:

Zaim is an experienced professional holding a Bachelor of Accounting from Multimedia University and a Master of Real Estate from University of Malaya. With a diverse career spanning multiple sectors, he began in business advisory at KPMG before assuming the role of State Accountant at Telekom Malaysia. Transitioning to corporate banking with Affin Islamic, he specialised in Islamic finance and corporate lending. Later, he pursued real estate investment and development with Jakel Group, followed by strategic real estate ventures at Tenaga Nasional. Throughout his journey, Zaim has refined his expertise in financial management, strategic planning, and real estate investment, demonstrating a steadfast commitment to continuous learning and achieving tangible results in finance and real estate.





Plenary Session 3: TECHNOLOGY IN REAL ESTATE (cont'd)

Paper 2: Artificial Intelligence in Real Estate

Ts Mohd Izharudin Amanudin
Managing Director, Ian Scott Inteltech Sdn Bhd

Speaker's Profile:

Ts Mohd Izharudin has over 20 years of experience in consultations, technical reports, security assessment, security audit inspectorate, system design, and project management in physical protective security management since 2000. He is a very well versed & experienced person in physical security management, system requirement & government regulation in National Critical Infrastructure installations in Malaysia like airports, nuclear power plant, communication, chemicals, water, transport, port, defence, oil & gas & government facilities and experience in collaborating with international technology companies as well as consulting & advisory roles on the Internet of Things (IoT) & Artificial Intelligence (AI) technology in advance security system, implementation of Safe City concept & integrated security system projects for government agencies & private sector. With his rapport and good connections, he is actively collaborating with Overseas Trade representatives from highly advanced countries all around the world on cutting-edge technologies in security technology since 2021.



Ts Mohd Izharudin holds a Master of Protective Security Management from International Islamic University Malaysia (IIUM), Executive Post Graduate Diploma in Protective Security Management International Islamic University Malaysia (IIUM) and also a certified Professional Technologist registered with the Malaysia Board of Technologists (MBOT) and a registered professional member of ASIS International Singapore Chapter, the Asian Professional Security Association (APSA), as well as member of Security Professionals Association for SIRA (Security Industry Regulation Agency, United Arab Emirates) & member of World Institute for Nuclear Security (WINS). He is currently the Managing Director for Ian Scott IntelTech Sdn Bhd.

Paper 3: Digital Marketing – Is This An Effective Way of Selling Property?

Ms. Netty Hezreena Abd Malek
General Manager, Corporate Finance & Strategy, PKNS Real Estate Sdn Bhd

Speaker's Profile :

With over 20 years' experience across the spectrum of Accounting, Corporate Finance, Strategic Planning and Risk Management, Netty is responsible to plan and drive PREC Group of companies' financial and investment strategies and plays a key role in maximising the RM800M+ size of the company's portfolio assets by devising strategies for growth to achieve sustainable returns. Netty also facilitates the investment team to access a deal's desirability by developing a financial modeling to stimulate possible outcomes of the investment and take a lead to oversee all aspects of the financial operations. Netty is heavily involved in developing new business opportunities by leveraging contacts and project delivery partners, pursuing enhanced business platform, and improving project efficiency.

Netty was Head of the Asset Management Department and Risk Management Officer in Cyberview Sdn Bhd. She was also Finance and Admin Manager in Malaysia Venture Capital Management Berhad. Netty obtained her BAcc Honours of Accounting from University of Tenaga Nasional.



Plenary Session 4: FORUM DISCUSSION ON "IS THE MALAYSIAN REAL ESTATE ATTRACTIVE FROM LOCAL AND GLOBAL PERSPECTIVE"

Moderator: **Sr Faku Radzi Abd. Ghani** FRISM
CEO, PKNS Real Estate Sdn Bhd

Moderator's Profile:

Sr Haji Faku Radzi, a seasoned real estate professional with over 20 years of experience, holds a degree from Liverpool John Moores University and is a fellow of the Royal Institution of Surveyors Malaysia. Having facilitated transactions exceeding RM4 billion, he gained expertise in the Malaysian and international real estate markets. Trained Real Estate Consultant of Colliers, he made significant contributions during his 9-year tenure. After leading investments for 5 years at Amanah Raya, successfully completing 2 tranches for Amanah Raya REIT, he was recruited by CIMB Investment Bank, pioneered the Real Estate sector specialist team as a trained investment banker. Currently serving as CEO of PKNS Real Estate Sdn Bhd (PREC), he transformed the company's assets, increasing yield from less than 3% to over 7% in less than 3 years. Recognised as the the "Most Promising CEO of PKNS Subsidiary", he led PREC to award "Best Managed Company" under his leadership. He envisions PREC's portfolio growing to RM2 billion and REIT to be listed in 2025.



He is a Fellow and the incumbent Honorary Treasurer of the Royal Institution of Surveyors Malaysia.

Panellist 1: **Global Attractions to Real Estate in Malaysia**
Representative from the Ministry of Investment, Trade and Industry (MITI)

Speaker's Profile:

Pending.

Plenary Session 4: FORUM DISCUSSION ON "IS THE MALAYSIAN REAL ESTATE ATTRACTIVE FROM LOCAL AND GLOBAL PERSPECTIVE" (cont'd)

Panellist 2: **Is the Malaysian Real Estate Attractive Enough?**

Mr Zullhimy Kamaruddin

Director, Group Client Coverage, GLC & Public Sector, Group Wholesale Banking, RHB Investment Bank Berhad

Speaker's Profile :

Zulhilmy began his career as equity analyst where he possessed experience in investment research and exposed to portfolio management, strategic asset allocation, external fund manager oversight, and private equity. He has proven track record in leading, managing and driving growth for Corporate and Investment Banking businesses and extensive expertise in Corporate Finance and Islamic Capital Market. With his deep specialisation in REITs, he played a key role in structuring private REIT for PNB and the 1st listed REIT in Oman, demonstrating industry leadership and execution capabilities. He was also involved in large scale infrastructure fund raising exercise for Sarawak State and Government.



Panellist 3: **Determine Profitable Investment Portfolio**

Mr Kamal Zainul - Senior General Manager, Investment, Pelaburan Hartanah Berhad

Speaker's Profile :

Kamal has over 20 years of extensive experience in investment strategies and management of investment portfolio. An accountant by practice, Kamal is presently heading the Investment portfolio of Pelaburan Hartanah Berhad, since 2017, and have developed a comprehensive investment strategy that aligns with the organisation's objectives, risk tolerance and investment philosophy. Total assets under his management is RM12billion, with consistent returns to its investors. Prior to this, Kamal was the Chief Financial Officer of Cradle Fund Sdn Bhd, funded over 1000 early-stage technology-based companies and holds the highest commercialization rates in the region. During his employment, they were managing a portfolio of over RM100mil. Kamal has had his early trainings at Ernst & Young and served Rangkaian Segar, Indah Water Konsortium, Malaysia Venture Capital Management Berhad, UEM and NH Group of companies.



Plenary Session 4: FORUM DISCUSSION ON "IS THE MALAYSIAN REAL ESTATE ATTRACTIVE FROM LOCAL AND GLOBAL PERSPECTIVE" (cont'd)

Panellist 4: **Global Perspective of Malaysia's Real Estate Investment**

Ms Yulia Nikulicheva

Head of Research & Consultancy, JLL (Malaysia)

Speaker's Profile :

Yulia is the Head of Research and Consultancy team based in Kuala Lumpur, Malaysia. Research and Consultancy team advises clients on various aspects related to real estate assets and projects such as highest and best use analysis, feasibility study, portfolio strategy, investment strategy and other queries clients may have about owning, investing in and disposing of real estate. She is also in charge of the company's research activities, which includes regular market reports as well as thought research and publications.

Yulia joined the Malaysia office in 2022. Before that, from 1998 until 2022, she worked for JLL Russia and was in charge of the Strategic Consulting department. Strategic Consulting department worked with JLL clients in Russia and Former Soviet Union countries. Yulia served as the Manager for the Tax Reform Project initiative at USAID before to joining JLL Russia.

Working in JLL Russia, Yulia was responsible for managing key JLL Global client accounts representing developers, investors and corporates, such as: EBRD, US State Department, Wanda, Goldman Sachs, Morgan Stanley Deutsche Bank, Mitsubishi Corporation, Nomura Holdings, Eagle Hills, MJ Developers etc. who were looking for professional advice on real estate assets and investment opportunities in the Former Soviet Union region. Key markets covered by Yulia at JLL Russia included Russia, Ukraine, Kazakhstan and Uzbekistan. Yulia was advising clients on specific assets as well on investment and disposal strategies.

