

ORGANISED BY:



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



10 CPD hours  
applied for



16th MALAYSIAN 2  
PROPERTY 0  
SUMMIT 2  
4

# Proptech, Big Data and High-Impact Projects: BUILDING THE FUTURE OF REAL ESTATE

Thursday & Friday  
18 & 19 January 2024

# Property Market Outlook 2024

Platinum Sponsor:



Co-Sponsor:



Gold Sponsor:



Media Partner



Supporting Organisations:



# MESSAGE FROM THE PRESIDENT OF PEPS

---



A warm welcome to the 16th Malaysia Property Summit 2024, a milestone event as we break tradition by bringing the summit outside the Klang Valley for the first time. This shift is not merely geographical but symbolic, emphasizing the pivotal role of the Rapid Transit System—a catalyst for the Johor-Singapore connection, set to invigorate economic growth in this region. In reflection of the resilient 2023 property market, at the backdrop of a commendable 4% projected GDP growth, we find ourselves navigating a landscape of sustainable fiscal policies despite the challenges posed by the weakening currency.

Recognising that the future of real estate is intricately linked with advancements in PropTech and Big Data we carefully selected a theme that will also delve into discussions on High Impact Projects.

As we embark on what appears to be a promising year, let us remain vigilant in fostering an environment that encourages innovation and technological integration. Let's build a future where the fusion of data, technology, and visionary projects propel our real estate industry to new heights and contribute to the prosperity of our nation.

Special thanks to our esteemed speakers, moderators, sponsors, participants, PEPS Exco, and the tireless organizing committee for making the 16MPS a reality.

Here's to a successful summit and a prosperous year ahead.

Thank you.

A handwritten signature in black ink, appearing to read 'Sr Subramaniam Arumugam'. The signature is fluid and cursive, with a large initial 'S'.

Sr Subramaniam Arumugam  
President



# PA INTERNATIONAL

REGISTERED VALUERS . REAL ESTATE AGENTS . PROPERTY MANAGERS



WE ARE COMMITTED TO BECOME A DOMINANT PROVIDER OF PROFESSIONAL REAL ESTATE SERVICES AND A PARTNER OF CHOICE OF OUR CLIENTS

**HEAD OFFICE** ☎ 03-7958 5933  
( V(1)0077 & E(1)0500 ) 🌐 [www.pa.com.my](http://www.pa.com.my)

📍 Lot 8-2, Level 8, Wisma Miramas  
No. 1, Jalan 2/109E, Taman Desa, 58100  
Jalan Klang Lama, WP Kuala Lumpur

✉ [pasb@pa.com.my](mailto:pasb@pa.com.my)

## SUBSIDIARIES

📍 PETALING JAYA    📍 PENANG

## BRANCHES

📍 JOHOR BAHRU    📍 IPOH  
📍 KLUANG    📍 KEDAH  
📍 SEREMBAN    📍 KUANTAN **NEW**  
📍 KLANG    📍 KAJANG **NEW**

# MESSAGE FROM THE ORGANISING CHAIRMAN



On behalf of PEPS and the Organizing Committee, I am delighted to welcome all delegates to the 16th Malaysian Property Summit 2024. This year, we are thrilled to host the summit in Johor, a vibrant and dynamic region brimming with potential.

This milestone event marks the first time PEPS brings the Malaysian Property Summit to Johor, and the choice of this venue holds personal significance for me. Having spent over a decade of my professional journey in this region, I have consistently heard calls from PEPS members and stakeholders to host property-related conferences and seminars in Johor. This year, we are thrilled to fulfill that wish by bringing our flagship event, the Malaysian Property Summit, right here to your doorstep! Not only do we bring you the Summit's full agenda of insightful presentations and stimulating discussions, but we also offer exclusive excursions to several of Johor's most impactful projects. These firsthand experiences will further enrich your understanding of the region's burgeoning prospects.

In this 16MPS, we are privileged to have a diverse range of speakers, including both government and private valuers, who are veterans in the real estate profession to shed light on the current performance and provide the outlook of the real estate market for 2024. Their expertise will undoubtedly be a highlight of this event.

The future of Malaysian property extends beyond regional growth. As we navigate the evolving landscape, we stand at the precipice of profound transformations driven by emerging technologies like artificial intelligence, blockchain, and virtual reality.

Imagine the possibilities: AI and big data empower professionals to make data-driven decisions, predict market trends, and unlock new levels of client service. Big data could guide investors to untapped opportunities and developers to tailor projects to precise audience needs. Imagine virtual reality tours enabling seamless global property exploration, bridging borders, and opening new avenues for investment.

Mega projects like the ECRL, RTS, and planned HSR are not just infrastructure updates; they are catalysts for change. These arteries of connectivity will reshape the real estate landscape, creating economic hubs, driving demand, and igniting fresh opportunities along their paths.

We at PEPS and the Organizing Committee, are truly fortunate to have the support of our valued main sponsor, Tropicana Corporation Berhad, the co-sponsor WCT Land Sdn Bhd and other sponsors. Their generous and unwavering support has been instrumental in making this 16th Malaysian Property Summit 2024 possible. We are incredibly grateful for their commitment to the future of the Malaysian property industry.

We also want to express our heartfelt appreciation to the distinguished speakers who have generously contributed their time and expertise to participate in this event. Your insights and perspectives are invaluable to the success of this Summit. We extend our sincere appreciation to the dedicated members of the Organizing Committee who have worked tirelessly behind the scenes. Your commitment, hard work, and collaboration have been instrumental in bringing this event to fruition.

And finally, a warm welcome to all of you, our valued delegates, and media partners! We are truly humbled by your presence and excited to share this platform for dialogue and exchange with you. Together, let's explore the cutting edge of the Malaysian property industry, forge partnerships that harness the power of technology and infrastructure, and chart a course for a dynamic and prosperous future.

A stylized handwritten signature in blue ink, consisting of several loops and a long horizontal stroke at the end.

Tan Ka Leong  
Chairman

# Realizing Potential In Every Dimension



We at CBRE | WTW provide comprehensive real estate services, with a strong foundation in CBRE's global network and WTW's extensive local knowledge. Our goal is to empower our clients to thrive in the ever-changing business landscape by offering invaluable insights and facilitating connections between capital and opportunities for accelerated growth.

Valuation & Advisory Services | Advisory & Transaction Services | Property Management | Asset Management

## CBRE WTW

30th Floor, Menara Multi-Purpose,  
8 Jalan Munshi Abdullah, 50100 Kuala Lumpur, Malaysia

T : 03-2616 8888  
F : 03-2616 8899

[www.cbre-wtw.com.my](http://www.cbre-wtw.com.my)

# ABOUT PEPS

---

**PEPS** is the acronym for 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).

Founded in 1984, through the spirit of cooperation and professional commitment by private practitioners, PEPS has worked tirelessly to promote the role of Valuers, Property Managers, Estate Agents and Property Consultants in the private sector in Malaysia. This is also in line with our Mission Statement which is to advance professionalism, foster fellowship among valuers, property managers, estate agents, property consultants and to provide support to members.

Membership of PEPS represents almost all the valuation firms in the country by way of their principals and qualified employees being members of PEPS.

Each PEPS member can be identified by their abbreviation MPEPS (as PEPS Ordinary Member) after their name. In gaining their professional status, PEPS members have gone through formal education starting from the first degree at higher learning institutions both locally and overseas (UK, Australia, New Zealand and Singapore). Relevant degrees are BSc in Estate Management, BSc in Land Administration, BSc in Land Management, BSc in Land Economy and BSc in Surveying (Property Management).

Most of PEPS members are professional associates of The Royal Institution of Surveyors Malaysia (RISM) and the Royal Institution of Chartered Surveyors, UK (RICS) and are qualified Valuers, Property Managers and Estate Agents registered under the Valuers, Appraisers & Estate Agents Act, 1981 and can be recognized by their registration numbers with the Board of Valuers, Appraisers, Estate Agents & Property Managers Malaysia (e.g. V-123 &/or E-123). With these qualifications and experience, PEPS members are the real estate and property professionals for the property industry.

PEPS provides a vital link between professional valuers, property managers, estate agents and property consultants in the private sector and the various Ministries of the Government particularly the Ministry of Finance, the Ministry of Housing & Local Government and the Ministry of Water, Land & Natural Resources (Department of Director General of Land & Mines).

PEPS has also been instrumental in presenting the views of professional valuers, property managers, estate agents and property consultants in the private sector to the Government and the Board of Valuers, Appraisers, Estate Agents & Property Managers Malaysia on matters affecting the real estate industry such as land policy, real estate valuation, development, acquisition and disposal. As one of the market intermediaries, PEPS is often called for briefing or dialogue by the Securities Commission on a regular basis. PEPS is a member of the External and Liberalisation Committee of the Royal Institution of Surveyors Malaysia (RISM). PEPS is also a Principal Member of FIABCI Malaysian Chapter.

Over the years, PEPS has organised and co-organised a series of exhibitions, seminars and conventions on property related matters. Its members are sought to give talks on current issues pertaining to the real estate industry. PEPS co-organises the annual National Real Estate Convention (NREC) with RISM until 2016. PEPS, together with the University of Malaya, had organised the World Valuation Congress, held for the first time in Kuala Lumpur in 2006 and attended by over 100 foreign and local delegates. PEPS also organizes the annual Malaysian Property Summit to provide the Malaysian public an insight to the current Property Market Outlook which is now into its 16<sup>th</sup> Year.

PEPS and the Edge came up with the inaugural The Edge-PEPS Value Creation Excellence Award in 2010 and this award was presented at the Edge Property Excellence Awards night every year in October. The award is an exercise to measure the capital appreciation of properties between the property developers' selling price and the subsequent resale price in secondary transactions. The award is given to the property developer whose properties have the highest capital appreciation. The exercise aims to help consumers discover which properties have the greatest value creation in terms of capital appreciation and to recognize the property developer whose properties have achieved the highest value creation.

# MALAYSIAN PROPERTY SUMMIT (MPS) – ORIGIN & OBJECTIVES

---

**In 2008** PEPS, the Association of Valuers, Property Managers, Estate Agents and Property Consultants in the Private Sector Malaysia, launched the 1<sup>st</sup> Malaysian Property Summit. This year we are at the 16<sup>th</sup> Malaysian Property Summit. We take pride in what the National Property Summit has achieved over the years.

In 2008, we in PEPS thought that the national property market had matured with over 4 million formal housing units, 10.789 million sq meters of office spaces, 8.337 million sq. meters retail spaces and an annual turnover of RM88 billion with 340,240 transactions. The key players in the industry, institutional functionaries, financial deal makers, entrepreneurs and cash-rich investment houses and wealthy individuals and corporate organizations had matured to a level that they required sophisticated and detailed analysis in the real estate industry to make decisions. This was either lacking or not easily and readily available to draw reasonable conclusions.

To overcome this lack, the real estate professionals, the people who collected and collated these data, who analysed these data, who make a living interpreting these data, i.e. the valuers in the private sector, had come out with an agenda – the agenda to provide the key players the information they need to understand the real estate economy and the likely outcome for the year.

Hence, the creation of the 1<sup>st</sup> Malaysian Property Summit in 2008.

The idea of experts telling the market was not new; but that was the first time we did it under our own banner, PEPS. Since 2008, PEPS had put together a great programme, year after year, selecting distinguished speakers who were accepted leaders in their fields to make the Summit different from all the past conferences. We had persuaded property consultants to use the extensive research, resources and expertise at their command to identify patterns, trends and behavior of the market. The speakers were asked to look into market performance and niche corners and to provide signals and signposts where the market would be heading.

Each year, changes in the regional, national, international fiscal and monetary policies and the emphatic behavior of real estate in tandem with the general economy, throughout the world are studied and conclusions drawn. The presenters are asked to explore the impact of these on the Malaysian arena with regards to property. Property is and would always remain the most dominant sector in the economy and it is no wonder that the governments of the day look into rejuvenating the market and jump-starting it when, and if, necessary.

A programme of this nature and quality is not easily put together unless the energies of knowledgeable and hardworking professionals are tapped. Hundreds of participants of our Summits have benefitted greatly. The continued support that we have received from our sponsors, speakers, volunteers and participants comprising mainly bankers, developers, fund managers, investors, property consultants and others in the real estate fraternity is a living proof that the MPS is relevant and is of tremendous benefit.

We humbly hope to continue to be of service to the real estate community and to the nation at large and we thank you for being one of the players in the success of MPS.

# INTRODUCTION

Green shoots of growth brought about a much sought after economic climate to the country at the trail of politically divided nation, with the formation of a unity government. Post Covid-19 growth continued through 2023. There was a general feeling of well-being as the economy continued to grow, albeit at a sedentary pace than was expected. However, the rapid growth of 2022 and the fiscal policies set by countries throughout the world slowed the growth in the Gross Domestic Product of the nation to a slow 4% per annum.

A greater confidence level has been seen in the property sector with both the primary and secondary markets improving. Greater interest has been by both house buyers and investors in the purchase of housing. However, whether the growth will be sustained is a question in everyone's mind.

The results of the data from National Property Information Centre (NAPIC), show that by 1H 2023 there were 184,140 transactions done with a value of RM85.37 billion. The slowing down in volume and value compared to 2022 is assuring indeed; the volume of transactions 188,010 transactions (1H 2022) and 201,010 transactions (2H 2022) show a sustainable trend. Indeed in the Q32023, the volume of transactions was 108,960 transactions fetching a stupendous RM57.15 billion compared to 105,110 transactions over RM46.59 billion in the same period in 2022. The accumulated volume and value for transactions on an annualised basis suggests that for 2023, there is a minor improvement of 0.4% in volume and a respected 6.1% in value. Indeed the increase in value of transactions bolsters the demand factor and it is conceivable that such greater push in values would augur well for the property sector.

Whilst the pandemic and its appendant impacts appear to be behind and the property market has shown positive growth over the two years succeeding, there is still some lingering doubts as to whether this demonic pandemic has finally been put to rest. Recent surges in the Covid numbers, though not alarming has brought some element of caution to the daily life of the people.

There are lots of signs of green shoots being discussed. The government has announced that investments both Domestic and Foreign have increased in 2023 and an estimated RM230 billion has been approved between January and September. Information from the media shows that the tourist arrivals have been increasing and one report even suggests that there were approximately 21 million arrivals in Malaysia. This will exceed the pre Covid era numbers. The Gold and Platinum programmes have been announced for the MM2H and hopefully it will bring about a much needed boost to the property sector.

The OPR which had been raised a few times in 2022, has been finally pegged at 3.0% for the last 3 to 4 quarters. This has caused costs of funds to increase. One side effect of this is the weaker Ringgit which has reached historically low levels against the USD. Although the exports are cheaper and the attraction of tourism has been increased, the cost of imports have gone up, thus pushing local costs to even higher levels.

Calls have been made by professional bodies that more research, more big data analysis and more transparent sharing of information are more essential today than they were in the past. There is a dire need for the active players, lending institutions, government agencies, implementers to work together in ensuring that the scarce real estate resources are utilised as they should and wastage of any form must be contained.

The Ringgit has been worsening over a long period, the oil palm prices have started picking up a bit but generally the economy internationally and in Malaysia has been slow. The economy has picked up in 2022 to 2023, and we hope sustainable policies are in place to improve the current situation. The questions we posed previously 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? What measures are needed to contain overhang? How can the government play a key role in ensuring affordable housing? 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 16th Malaysian Property Summit this January 2024. 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, 2024, 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.

This year's summit has been moved to the southern city of Johor Bahru. We hope our cash rich southern neighbours will make use of this opportunity to attend this very informative seminar. The 16th Malaysian Property Summit 2024 is a Property Conference not to be missed and we look forward to your attendance.

# PROGRAMME

## *Prop-Tech, Big Data & High Impact Projects: Building the future of Real Estate*

### Synopsis

In the context of real estate, emerging technologies such as artificial intelligence, blockchain, and virtual reality could have a profound impact on the way we buy, sell, and manage property.

AI and big data have the potential to revolutionize the real estate industry. By combining the power of AI and big data, real estate professionals can make better decisions, provide better service to their clients, and develop new products and services. For instance, big data could be used to better understand market trends, identify undervalued properties, and predict future demand. This information could be used by real estate investors, developers, and consumers to make more informed decisions.

Mega projects, such as new transportation infrastructure or mixed-use developments, could also have a major impact on the real estate market. The ECRL, RTS and planned HSR are game-changing infrastructure projects that could revolutionize the real estate landscape in Malaysia. These projects will connect major cities and economic hubs, making it easier and faster for people and goods to move around the country. These projects can create new jobs, attract new residents, and increase demand for property along the new transportation routes and its surrounding areas.

### DAY 1: THURSDAY, 18<sup>TH</sup> JANUARY 2024

TIME	PROGRAMME
7:30 am	REGISTRATION
8:30 am	Congress Opening Ceremony
9:00 am	Welcoming Speech by President of PEPS <i>Sr Subramaniam Arumugam</i>
9:10 am	Opening Speech by Guest of Honour <i>YBrs. Sr Abdul Razak bin Yusak</i> President of the Board of Valuers, Appraisers, Estate Agents and Property Managers (BOVAEP) Director General of Valuation and Property Services Department (JPPH)  Accompanied by <i>Sr Norhayati Binti Awang</i> Director of Valuation and Property Services Department (JPPH), Johor State
9:30 am	COFFEE BREAK / PRESS CONFERENCE
10:00 am	<b>An Outlook for Property Market in Malaysia, Current and what to expect in 2024 by NAPIC, JPPH</b>  <u>Synopsis:</u> The Malaysian property market is currently experiencing a mixed bag of trends. The residential market is relatively soft, with prices and transaction volumes declining in recent quarters. This is due to several factors, including rising interest rates, inflation, and uncertainty in the global geopolitical environment. However, the commercial property market is recovering with demand for office and retail space improved. In 2024, the Malaysian property market is expected to continue to recover, but at a gradual pace. The residential market is expected to see modest price growth, while the commercial property market is expected to remain strong.  <i>Speaker:</i> <i>Sr Abdul Rahman bin Mohd Nasir (NAPIC, JPPH)</i>
10:45 am	<b>An Outlook for Property Market in Malaysia, Current and what to expect in 2024 from the Private Sector's Perspective focusing on "Growth Catalysts in Johor, exploring opportunities, and assessing impacts on the property market"</b>  <u>Synopsis:</u> We will delve into recently announced catalytic projects and policies set to propel the economy and property market in Johor, particularly Johor Bahru. Johor is anticipated to be the primary beneficiary in the coming years with the expected market recovery. Projects like the RTS, Johor-Singapore Economic Zone, Special Financial Zone, Electrified Double-Track Rail, the HSR, and others serve as impetus for high-impact growth.  <i>Speaker:</i> <i>Sr Samuel Tan (KGV International Property Consultants (M) Sdn Bhd)</i>

<p><b>11:30 am</b></p>	<p><b>High Growth and High-Value (HGHV) sectors, the roadmap: what we have achieved and what next?</b></p> <p><u>Synopsis:</u> The Malaysian government has identified high-growth and high-value (HGHV) sectors as key drivers of economic growth and prosperity. The New Industrial Master Plan 2030 (NIMP 2030) introduced by the government targets a total investment of up to RM95 billion with an allocation of up to 10% of the total NIMP investment provided by the government as a catalyst to drive the plan's mission.</p> <p><i>Speaker:</i> <b>by MIDA (To be advised)</b></p>
<p><b>12:30 Pm</b></p>	<p><b>LUNCH</b></p>
<p><b>2:30 pm</b></p>	<p><b>Panel Discussion 1: How A.I. and Predictive Analytics are changing the real estate market in Malaysia, The Benefits and Challenges</b></p> <p><u>Synopsis:</u> Property market participants are no strangers to the use of historical data for future prediction. However, the phenomenal increase in computing power and the wide availability of data, also termed big data, has the potential to revolutionise this practice. Artificial intelligence and its specific applications of it such as generative AI or large language models like ChatGPT and machine learning techniques are now being used in almost every field, from medical research to financial analysis. This forum will explore possible applications in our field. We will talk about possible use cases as well as implementation challenges that must be overcome.</p> <ol style="list-style-type: none"> <li>1. What are some of the current use cases of AI and big data in financial institutions?</li> <li>2. What are the current/potential use cases of predictive analytics in real estate and property development? Some examples of this could include identifying the key value drivers of various property types in various locations, generating non-binding early indications of value for certain purposes, and identifying outliers in comparable properties.</li> <li>3. What are the current/potential use cases of generative AI/large language models like ChatGPT in real estate and property development? Some examples of this could include smarter property searches for rent/sale including suggestions provided to consumers based on criteria given and generating first draft valuation reports for simple transactions.</li> <li>4. What are some of the challenges with these use cases? Some of these could include comprehensive and relevant data (the property sector being non-homogenous)</li> </ol> <p><i>Moderator:</i> <b>Sr Elvin Fernandez (Khong &amp; Jaafar Sdn Bhd)</b></p> <p><i>Panellists:</i></p> <ul style="list-style-type: none"> <li>▪ <b>Professor Tien Foo Sing</b> (Provost's Chair Professor, Department of Real Estate, NUS Business School)</li> <li>▪ <i>Representative from (REHDA Institute) - To be advised</i></li> <li>▪ <b>Mr Thor Joe Hock</b> (Investor &amp; Entrepreneur)</li> </ul>
<p><b>3:40 pm</b></p>	<p><b>Showcase on Game Changer Projects in Malaysia</b></p> <ol style="list-style-type: none"> <li>a) Rapid Transit System (RTS)</li> <li>b) Bandar Malaysia</li> <li>c) Silicon Island, Penang</li> </ol>

**Synopsis:** Game Changer projects, such as new transportation infrastructure or mixed-use developments, could also have a major impact on the real estate market. The ECRL, RTS and planned HSR are game-changing. Infrastructure projects that could revolutionize the real estate landscape in Malaysia. These projects will connect major cities and economic hubs, making it easier and faster for people and goods to move around the country. These projects can create new jobs, attract new residents, and increase demand for property along the new transportation routes and its surrounding areas.

**Speakers:**

*Representatives from the respective developers.*

- **Rapid Transit System (RTS) - Ir Zulkifli Mohamed, Project Director, MRT Corp**
- **Bandar Malaysia - Ts. Brian Iskandar Zulkarim, CEO, Bandar Malaysia Sdn Bhd**
- **Silicon Island, Penang - Ms Tan Jun Jing, Deputy Project Director, GAMUDA Land**

**Q&A Session**

**Moderator:**

**Sr Foo Gee Jen (CBRE WTW)**

**4:20 pm**

**Panel Discussion 2: The Growth of Data Centre market in Malaysia**

**Synopsis:** The Malaysian government has identified the data centre industry as a key driver of economic growth. The government has implemented a few initiatives to promote the growth of the data centre industry, including providing financial incentives to data centre companies to invest in Malaysia and Developing new infrastructure to support the growth of the data centre industry.

**Moderator:**

**Amy Wong (Knight Frank Malaysia Sdn Bhd)**

**Panellists:**

- 1) **Property Consultant**  
**Ziyang Chen, (Associate Director, Investment Advisory Lead at CBRE Data Center Solutions)**
- 2) **Owner & Operator**  
**Jimmy Yan, (Malaysia GM & VP of SEA Business Development of GDC IDC Services Pte Ltd)**
- 3) **Operator**  
**Billy Lee, (Chairman of CSF Advisers Sdn Bhd)**

**5:00 pm**

**Closing Ceremony:**

Closing Remarks by Organising Chairman

**Sr Tan Ka Leong**

**5:10 pm**

**TEA BREAK & NETWORKING**

**5:30 pm**

End of Day 1 Summit

**DAY 2: FRIDAY, 19<sup>TH</sup> JANUARY 2024**

**TIME**

**PROGRAMME**

**9:00 am**

**Assemble for Technical Visit**

**9:30 am**

**Technical Visit - To be confirmed**

**12:30 pm**

**End of Summit**

**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

## SPEAKER



### **SR ABDUL RAHMAN BIN MOHD NASIR**

Sr Abdul Rahman bin Mohd Nasir is currently the Director of National Property Information Centre (NAPIC), under the Valuation & Property Services Department (JPPH), Ministry of Finance Malaysia. He earned his first degree in Property Management from the Universiti Teknologi Malaysia and Master of Applied Science (Research) from Queensland University of Technology (QUT), Brisbane, Australia.

His first employment was as a Valuation Executive with Colliers, Jordan Lee and Jaafar (Johor) Sdn Bhd for 2 years prior to joining the government sector in July 2002. Since then, he has served the public sector; namely as Valuation Officer in Johor Bahru Branch office, Researcher with National Institute of Valuation (INSPEN), Assistant Director and Deputy Director at Property Index Division, NAPIC; Assistant District Valuer of JPPH Kuala Lumpur, Project Manager for New Valuation Information System, JPPH Headquarter and as the Head of Development, Research and Expertise of INSPEN. He was also seconded to Saudi Authority for Accredited Valuers (Taqeem), in the Kingdom of Saudi Arabia from 2015 to 2018 as a consultant overseeing the Train the Trainers programme in Real Estate Sector and Accreditation and Training Programme in Plant, Machinery and Equipment Valuation.

A Certified Training Professional, he is also a registered member of Business Valuation Association of Malaysia (BVAM), member of The International Association of Certified Valuation Specialists (IACVS) and a Registered Valuer with The Board of Valuers, Appraisers, Estate Agents and Property Managers, Malaysia. He is also a member of the Royal Institute of Surveyors Malaysia.

## SPEAKER



### **SAMUEL TAN**

Sr Samuel Tan is the Executive Director of KGV International Property Consultants, an international property consultancy firm. Their Malaysian offices are in KL, Johor Bahru and Penang. He graduated with a Bachelor of Surveying (Hons) Property Management in 1984 from UTM and was registered with the Board of Valuers, Appraisers & Estate Agents of Malaysia in 1987. He is also a licensed auctioneer in the State of Johor since 1986. Samuel has accumulated over 39 years of experience in the property industry with a major of his time concentrated in South Johor. He is actively involved in presenting talks in property seminars, locally and regionally and also involved in training as well as in consultancy works with local and foreign developers.

He was the past Chairman of the Royal Institution of Surveyors Malaysia (Johor) in 2013/4. He was also a member of IMPACT (Iskandar Malaysia Property Action Think Tank) under IRDA (Iskandar Regional Development Authority) set up to advise on property matters.

Sr Samuel is a Fellow of the Royal Institution of Surveyors Malaysia (RISM) and members of 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) as well as ASEAN Valuers Association (MAVA). He has also won several national awards in property sales under the National Asset Management Company (Danaharta) tender exercises from 2000 to 2004. He was also involved in several major investment sales in Johor Bahru including the sale of Plaza Best World, Menara Landmark and Lot 1 Waterfront City.

## MODERATOR



### **Sr ELVIN FERNANDEZ**

Sr Elvin Fernandez is the Managing Director of Khong & Jaafar Sdn Bhd and Khong & Jaafar (Real Estate) Sdn Bhd with about 50 years of experience in real estate valuations. He is also the Chief Executive Officer of Khong & Jaafar (Corporate) Services Sdn Bhd and holds a Capital Market Services Representative License from the Securities Commission, advising on corporate finance.

He is a Fellow of the Royal Institution of Chartered Surveyors UK, a Past President of the Royal Institution of Surveyors Malaysia (RISM) and the Association of Valuers, Property Managers, Estate Agents and Property Consultants in the Private Sector Malaysia (PEPS) and a Past Chairman of the International Valuation Standards Council. He has also served as a Member/Exco Member of the Board of Valuers, Appraisers and Estate Agents Malaysia (Board) from 1993 till 2007.

Presently he is the President of the Business Valuers Association Malaysia and an Exco member of PEPS.

He was awarded with "Property Consultant of the Year 2005" by the Board in 2006, "Valuer of the Year 2013" by the RISM, "Malaysian Surveyor of the Year" in May 2017 and "Commendable Award" for the Lifetime Achiever category" at the RICS Awards 2020 South East Asia on 19 November 2020, to name a few.

## PANELIST



### **Professor Dr SING TIEN FOO**

Tien Foo is the Provost's Chair Professor at the Department of Real Estate, Business School of the National University of Singapore. He was the former Director of the Institute of Real Estate and Urban Studies (IREUS) (2017-2022), the former Head of the Department of Real Estate (2020-2022) at the National University of Singapore (NUS), and the past President of the Asian Real Estate Society (AsRES) (2019-2021). He serves on the Boards of AsRES (since 2000) and the Global Chinese Real Estate Congress (GCREC) (since 2008).

Tien Foo is the current Editor of the International Real Estate Review (IRER) (since 2020) - an official journal of AsRES and GCREC. He is the Post-doctoral Honoree (2012) and Fellow (2017) of the US-based Weimer School of Advanced Studies in Real Estate and Land Economics, the Homer Hoyt Institute.

Tien Foo serves as a Member of the Panel of Assessors of the Appeal Board (Land Acquisition), Ministry of Law, Singapore (since 2010), and a Member of the Valuation Review Board, Ministry of Finance (2019-2021). He is also a member of the Singapore Chapter Board and Singapore Advocacy Committee of the Asia Pacific Real Estate Association (APREA) (2021- present). He is the Honorary Advisor of the PropTech Association of Singapore (SPTA) (2018) and the Singapore Estate Agencies Association (SEAA) (2019-2021)

## PANELIST



### JOE THOR

Joe Thor is an investor and entrepreneur focussed on the intersection of real estate and technology. Currently Managing Director of Blaze Prop, a tech enabled marketing and sales distribution platform.

Joe has founded and subsequently exited 2 PropTech Startups to both Bursa and NYSE listed entities in the past 8 years. He is presently actively invested in geospatial technology, smart city technology, marketing technology and education startups.

Most recently, Joe was the General Manager for the NYSE listed PropertyGuru Group's Data & Software Solutions business unit responsible for setting up and growing the business throughout Malaysia, Singapore, Indonesia, Thailand and Vietnam.

Joe is a Certified Practicing Valuer (CPV) and an Associate of the Australian Property Institute (AAPI).

## SPEAKER



### Ir. ZULKIFLI MOHAMED

Ir. Zulkifli Mohamed, is currently the Project Director for the Rapid Transit System Link (RTS Link) Project between Johor Bahru and Singapore. With more than 20 years of experience in the rail industry and corporate sector, he now oversees the general direction of the RTS Link Project - involving planning and design, construction, systems, building services, interface management, liaisons and approvals. He was a member of the negotiation team and follow through with the requirements for the implementation of the RTS Link.

## SPEAKER



### Ts. BRIAN ISKANDAR BIN ZULKARIM

Brian is the CEO of Bandar Malaysia, a 486-acre city project located at the Southeast of Kuala Lumpur that integrates emerging technologies, sustainable practices and urban planning into its development. Since helming Bandar Malaysia in 2023, Brian has introduced a comprehensive plan aimed at attracting global investments, spurring economic growth and creating job opportunities.

Brian has over 25 years of experience and a proven track record of delivering sustainable revenue, profitability and market share growth. He has successfully transformed and grown more than 11 companies, including leading a Group Public Listed Company on the Bursa Malaysia main board.

Brian is a seasoned professional who is proficient in the areas of corporate restructuring, strategic planning, performance management, project management, resource optimization, P&L management and business negotiations.

Brian holds a Master's in Business Administration, a Bachelor of Science in Mechanical Engineering, and the title of Certified Professional Technologist.

## PANELIST



### JUN JING TAN

Jun Jing Tan possesses over a decade long experience in project management and development, currently serving as the Deputy Project Director for Silicon Island Development, a joint venture development company between Penang State Government and Gamuda. In this capacity, Jung Jing leads a transformative project, Silicon Island, a 2,300-acre catalytic reclamation project at the southern region of Penang Main Island.

Armed with a distinguished academic background, Jun Jing holds a Master's of Science in Project Management and a Bachelor of Environments in Property & Construction Management. Jun Jing's profound expertise extends across diverse projects, including Gamuda Land's flagship development, Bandar Gamuda Cove, a 1,530-acre mixed development with a GDV of RM20 billion and part of the Project Delivery Partner Project Management team for the Klang Valley Mass Rapid Transit Elevated Works.

Jun Jing's professional journey within Gamuda includes pivotal roles such as Business Development and Project Management. This extensive professional repertoire underscores her comprehensive knowledge and proficiency in project development, management, and investor relations, honed through her involvement in a spectrum of projects.

## MODERATOR



### FOO GEE JEN

Foo Gee Jen is the Advisor of CBRE | WTW. Foo's experience stems from numerous corporate consultancy 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 & Transactional Services, Foo was involved in tender exercises for Guthrie Medicare, Gateway 2000 and Bandar Malaysia. Other assignments have been handled notably for Infineon Technologies, TEAC Electronic Japan, Shell Trading, ExxonMobil, Hewlett Packard, Tradewinds Berhad, Manipal University and TRX City.

Foo is the Past President of PEPS 2018-2020, National Committee Member of FIABCI Malaysia 2018-2022, Fellow of RISM, Board Member of BOVAEP 2013-2018, member of RICS and the Honorary Advisor (Property Consultant) to REHDA (Malacca branch) between 1996-2008.

Foo was awarded the Estate Agent of the Year 2013 by the Royal Institution of Surveyors Malaysia (RISM) and under his leadership CBRE|WTW was awarded as Best Estate Agency for Specialised Projects at the National Real Estate Award 2016 by Malaysian Institute of Estate Agents (MIEA). He was awarded the Property Manager of the Year 2018 by the Board of Valuers, Appraisers, Estate Agents & Property Manager, Malaysia (BOVAEP) and Foo was conferred the 2021 World Chinese Excellent Entrepreneur Lifetime Achievement Award by the KSI Strategic Institute for Asia Pacific.

**MODERATOR**



**AMY WONG**

Amy is a seasoned expert in master planning development consultancy and a diverse range of real estate consulting projects, specialising in multi-scenario highest-and-best-use studies for both traditional and emerging asset classes. Recently, she has written research white papers on trending real estate issues, specifically on senior housing, data centres, and the adoption of ESG in the real estate industry in Malaysia. With extensive experience in providing investment advisory services to local and foreign investor groups, as well as delivering independent market reports for IPO listing submissions, Amy brings invaluable data-driven insights to her clients. In her earlier roles as Head of Research in the international property consultancy firms of Savills and CBRE, Amy played a pivotal role in shaping the company's strategic direction in their Malaysian affiliate offices. Prior to that, she held the position of Head of Market Research & Analytics at Sunway Property, where she established a highly-regarded in-house property think-tank and spearheaded impactful research and planning initiatives that guided senior management decisions. Her corporate background has endowed her with a profound understanding of client-side requirements, evident in the clarity and effectiveness of her consulting advisory. Combining her practical industry experience with a strong foundation in corporate real estate valuation gained during her tenure in Colliers, Amy brings a well-rounded perspective to her consulting engagements. Her ability to provide valuable insights and strategic recommendations has earned her a reputation as a trusted advisor in the real estate sector. With a wealth of experience spanning two decades in the Malaysian real estate industry, Amy is frequently sought after by esteemed clients, financial institutions and developers, to share her expertise at prominent real estate events in Malaysia and Singapore. Her comprehensive research knowledge and authentic presentation style allows for effective delivery of key real estate findings, making her a trusted and influential speaker in the field.

**PANELIST**



**ZIYANG CHEN**

Ziyang is the Associate Director, Investment Advisory Lead at Data Center Solutions based in Singapore.

He joins CBRE from Vantage Data Centers, where he led site acquisition and strategic partnerships across APAC, evaluating opportunities across North Asia, India and South East Asia.

In his previous capacity, he did investments in a real estate private equity fund, where he led deal execution and supported fundraising on two institutional mandates, raising over US\$500M for investment in the Indonesia logistics and Vietnam residential sectors. He formulated the market investment strategy, sourced pipeline opportunities, established bespoke investment structures and worked with property managers on marketing/leasing plans for the properties.

**PANELIST**



**JIMMY YAN**

Jimmy Yan is Malaysia GM & VP of SEA Business Development at GDS.

Before joining GDS, Jimmy has spent more than 13 years at FiberHome International (CICT, China Information Communication Technologies Group), and hold various roles including VP of Global Marketing, Regional VP in South Pacific and CEO of Malaysia office. Jimmy holds a PhD of Economic from Wuhan University, a Master Degree of Information Technology from University of Melbourne, and a Bachelor Degree of Computer Science from Wuhan University.

**PANELIST**



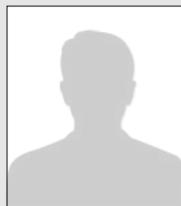
**BILLY LEE KOK CHI**

Billy Lee Kok Chi has more than 20 years of entrepreneurial experience in growing and managing Information Technology businesses and operations, from Internet, VOIP, Telecommunications, Cloud, Data Centres, Systems Integration and IT Outsourcing particularly in the Asia Pacific region. Mr. Lee is the Chairman of CSF Group the largest carrier-neutral telecommunication data center and developer in Malaysia. Prior to his involvement with CSF, Mr. Lee had served multiple leadership roles in Hitachi Group overseeing its businesses in ASEAN region as Executive Vice President of Hitachi Sunway Information Systems Sdn Bhd, Chief Executive Officer and Director of Hitachi Sunway Data Centre Services Sdn Bhd, Managing Director of Hitachi Sunway Information Systems (Thailand) and Founder & CEO of FreeNet. He is also the first and only Uptime Accredited Tier Designer (ATD) Expert in Malaysia. He was founding Chairman of the Malaysian Data Centre Alliance (MDCA), Committee of Outsourcing Malaysia (OM), board member at Internet Alliance Malaysia (IA), and served as a panel member of Asian International Arbitration Centre (AIAC), from 2011 to 2016.



**MIDA**

(To be advised)



**REHDA Institute**

(To be advised)



# Flexibility to save more with UOB Mortgage

**Stretch or shrink your mortgage tenure and  
save on interest payments - you decide.**

Enjoy the flexible weekly, fortnightly or monthly repayments  
to give you full control over:

- how much interest you want to save
- how fast you want to fully settle your mortgage

Use our award-winning UOB Intelligent Mortgage  
calculator to estimate your monthly mortgage repayments  
with interest payment savings and loan tenure reduction.



SCAN ME



Right By You



YOU'RE NOT JUST  
**OUR**  
CUSTOMERS,  
YOU'RE ALSO  
**OUR BUSINESS**  
PARTNERS.

**Impian**

TAMAN IMPIAN EMAS  
The Golden District

WINNER OF THE EDGE - PEPS  
VALUE CREATION EXCELLENCE AWARD 2023

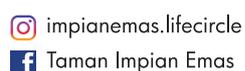
We're creating our history by winning the Value Creation Excellence Award in 2023, and we couldn't have done so without the support of our partners.

From investing with us, to supporting us each and every day, you've allowed us to stand proud. So as much as this is our win, it's also yours. Because of that, we'd like to just say  
**THANK YOU.**

Developer:



**07-558 8888**  
[www.impianemas.my](http://www.impianemas.my)



Wisma Impian Emas, No. 55, Jalan Impian Emas 5/1, Taman Impian Emas, 81300 Skudai, Johor.



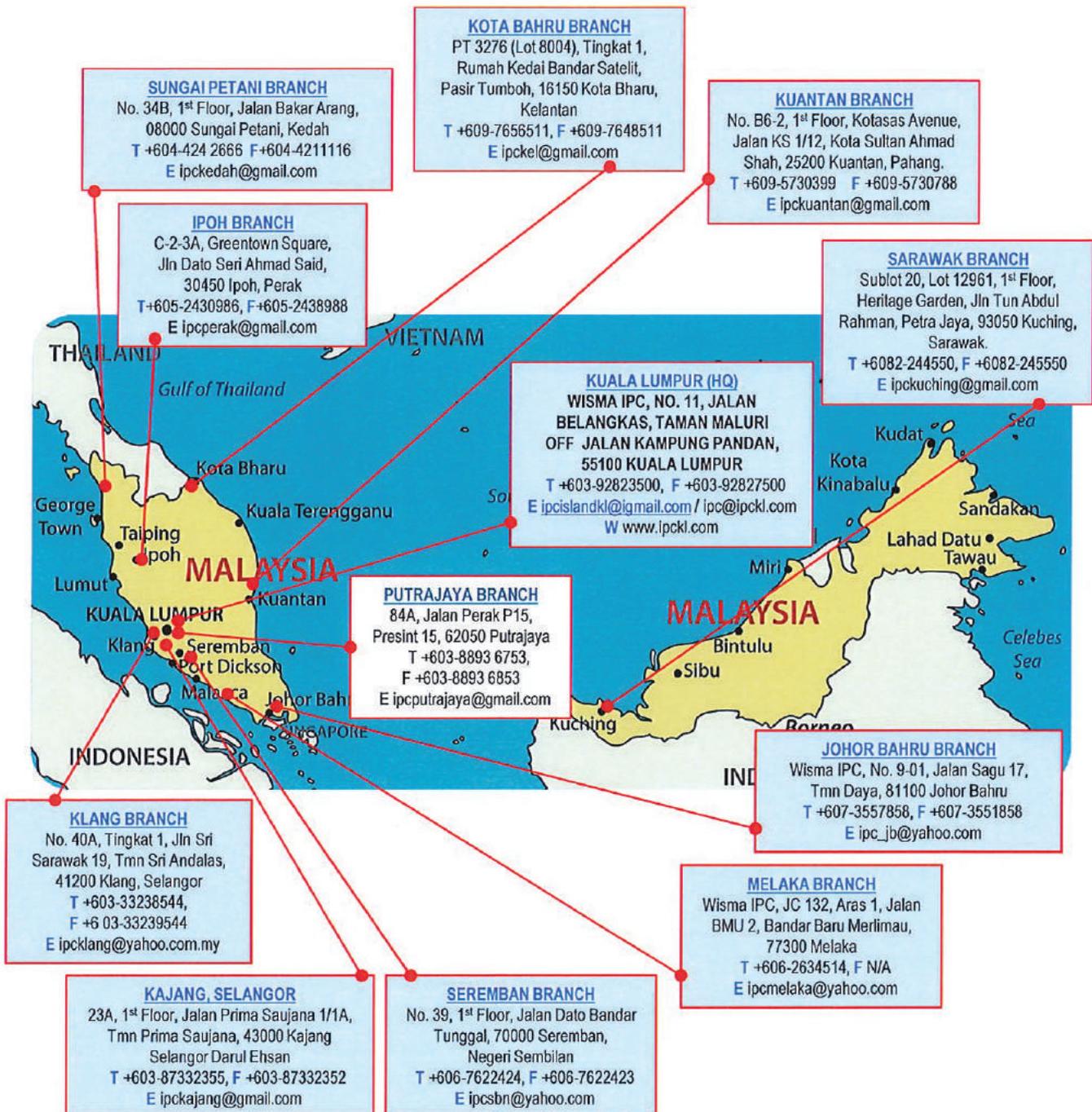
# GROUP

IPC ISLAND PROPERTY CONSULTANTS SDN BHD (Co. Reg. No. 637371-A / 200301034950)

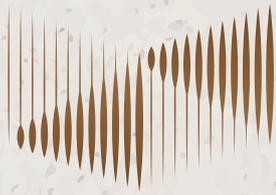
IPC PROPERTY MANAGEMENT SDN BHD (Co. Reg. No. 889704-A / 201001005089)

IPC REALTY SDN BHD (Co. Reg. No. 889693-X / 201001005078)

[www.ipckl.com](http://www.ipckl.com)



FREEHOLD | FOREIGNERS ELIGIBLE



# PARAGON GATEWAY

JOHOR BAHRU

Unlock Seamless  
Convenience within **6**km



## Remarkable Living



**LAND**  
柔置地集团 GROUP



PARAGON GATEWAY SALES GALLERY  
Lot 24781, Jalan Suria Utama,  
Taman Suria, 81100 Johor Bahru, Johor.

Operation Hours  
\* Sunday - Public Holiday (10 am - 4 pm)  
\* Monday - Saturday (10 am - 6pm)

Tel: **+607-289 3611**  
@ParongatewayJB

Suria Paragon • Developer's License No.: 30435/05-2028/0112(N) • Validity Period: 02/05/2023 - 01/05/2028 • Advertising & Sales Permit No.: 30435-1/10-2026/1109(N)-(S) • Validity Period: 05/10/2023 - 04/10/2026 • Land Tenure: Freehold • Authority Approval: Majlis Bandaraya Johor Bahru • Approval Building Plan Reference No.: MBJB/U/2023/14/BGN/5/KOM • Expected Date of Completion: Dec 2027 • Land Charge: Malayan Banking Berhad • Total Units Tower A: 699 Unit - (Min) RM 348,653 (Max): RM 958,290 • Total Units Tower B: 699 Unit - (Min): RM 348,653 (Max): RM 957,290 • SIFUS Reference No.: PTG/SIFUS/11/02/40/303/182/2023 • 15% Discount for Bumiputera • All art renderings and photographs contained in this circular are artist's impressions only. The developer reserves the right to modify any part of the building prior to completion as directed or approved by relevant authorities. All plans, layouts, information and specification are subject to change and cannot form part of an offer or contract presentation.

IKLAN INITELAH DILULUSKAN OLEH JABATAN PERUMAHAN NEGARA



\*Artist Impression Only

**New**

Luxury 2&3 Storey Superlink Homes ❀

**Sutera** 五福城

Exclusive private  
**CLUBHOUSE**



Lake and park



50m swimming pool



Gym Room



Multi-purpose Hall



Playground



Badminton court

with resort-style facilities



Open for

**REGISTRATION**

2 & 3 Storey Superlink Homes

2 Storey Semi-Detached Concept Homes

**+6019 771 9009**  
(for Sales Enquiries)



FRONTIER PARK

# Unlock unparalleled success at Malaysia's First Business Campus

Join the thriving community within the secure, sustainable, and welcoming environment of Frontier Park. The remarkable demand showcased by fully occupied Phase 1 & 2.

Embark on the next chapter of success with the recent unveiling of Phase 3, now featuring a solar-ready commitment. Frontier Park continually evolves, providing an environment where innovation and sustainability converge.



## Multiple Awards Winning Developer



### WB Land Gallery

7, Jalan Persiaran Maju Cemerlang,  
Frontier Industrial Park,  
81800 Ulu Tiram, Johor, Malaysia.

[www.frontierpark.my](http://www.frontierpark.my)

☎ 607 861 9119

Developer





PRESENTS

# A brand new golf-front mixed development in the heart of Johor Bahru.

## *City Living with a Swing.*

EXPLORE. CONNECT. BELONG.



Welcome to AdisonWest,  
where life is full of everything  
**Awesome!**



Only 6 km from  
RTS & CIQ



Built-up from  
501 sq.ft. to 961 sq.ft.



Freehold

Register now for Early Bird privileges.

Corporate HQ

**WCT Land Sdn Bhd** (324888-H)  
B-19-01, The Ascent, Paradigm,  
No. 1, Jalan SS7/26A, Kelana Jaya,  
47301 Petaling Jaya,  
Selangor Darul Ehsan, Malaysia  
Tel: +(603) 3324 3255 Fax: +(603) 3324 3257  
Email: enquiries.wctland@wct.my

Developer

**WCT GREEN SDN. BHD.**, 201101001824 (929961-P)  
PTB 24466, Jln Tun Abdul Razak,  
80000 Johor Bahru,  
Johor, Malaysia.

 **W City @ JGCC Johor Bahru Sales Gallery**

[www.wct.com.my](http://www.wct.com.my)

REGISTER WITH US



Developer Name: WCT Green Sdn Bhd 201101001824 (929961-P) • Developer Licence No: 30376/02-2028/0053(N) • Validity Period: 17 Februari 2023 - 16 Februari 2028 • Sales & Advertising Permit No: 30376-1/Q-2026/1193(N)-(S) • Validity Period: 30 Oktober 2023 - 29 Oktober 2026 • Approving Authority: Majlis Bandaraya Johor Bahru • Ref No: MBJ/B/U/2021/14/BGN/134/KOM(22) • Tenure of Land: Freehold • Expected Date of Completion: June 2027 • Land Encumbrance: Caveat • Type of Property: Service Apartment • Development Name: Residensi Laman Hijau • Car Park Bay: 1 Unit : 1-2 Bays • Total Units: Block A: 240 units, Block B: 272 units, Block C: 256 units, Block D: 256 units. • Selling Price: Block A: Min. RM441,000.00 - Max. RM717,900.00, Block B: Min. RM430,000.00 - Max. RM704,300.00, Block C: Min. RM436,700.00 - Max. RM712,100.00, Block D: Min. RM428,800.00 - Max. RM704,400.00 • 15% Bumiputera Discount.

**THE ADVERTISEMENT HAS BEEN APPROVED BY JABATAN PERUMAHAN NEGARA**

The information contained herein is subject to change without notification as may be required by relevant authorities or the developer's consultants and cannot form part of an offer or contract. All illustrations are artist's impression only. All stock images and pictures are for reference only. The items are subject to variations, modifications and substitutions as may be recommended by the company's consultants and/or relevant Approving Authorities.

# THE PRESTIGIOUS THE EDGE MALAYSIA-PEPS VALUE CREATION EXCELLENCE AWARD



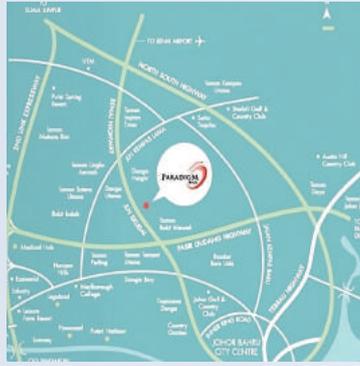
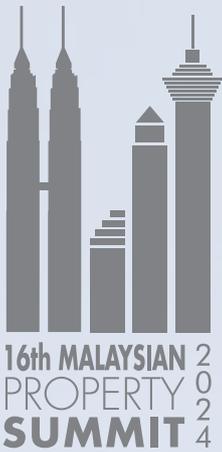
**PEPS** is pleased to inform members of the public of the prestigious The Edge-PEPS Value Creation Excellence Award that the Edge and PEPS introduced in 2010 which was later renamed as The Edge Malaysia-PEPS Value Creation Excellence Award in 2017. The annual award is an exercise to measure the capital appreciation of properties between the property developers' selling price and the subsequent resale price in secondary transactions.

The award is divided into two categories: residential and non-residential. Awards will be given to the property developer whose properties have the highest capital appreciation in their respective categories. The exercise aims to help consumers discover which properties have the greatest value creation in terms of capital appreciation and to recognize the property developer whose properties have achieved the highest value creation.

The Edge Malaysia-PEPS Value Creation Excellence Award is open to all Malaysian property developers, listed and non-listed, with property projects in Malaysia. The property project submitted can either be an entire property development OR a phase/precinct of a property development. The property project must have a gross development value of at least RM200 million OR a gross development size of at least 100 units. The evaluations of the submissions are based on five (5) secondary sale transactions to ensure that the capital appreciation is a trend and not a one-off transaction and the assessment will be covering the capital appreciation over a five (5) year period. The prestigious award is presented at the Edge Malaysia Property Excellence Awards night every year.

For further details of the Award, look out for the call for entries that will be published in the middle of each year in The Edge Malaysia and The Edge Financial Daily. Closing date for entries is usually around mid-July.

Featured above are photographs taken at the 2023 Edge Malaysia Property Excellence Awards night. The Edge Malaysia Property Excellence Awards 2023 were presented by City & Country and supported by EdgeProp.my.



HYATT  
PLACE™

Paradigm Mall, Jln Mewah Ria 2,  
Taman Bukit Mewah,  
81200 Johor Bahru, Johor  
Tel: 60 7291 1234

## ROOM RATES WITH 2 BREAKFAST PER ROOM PER NIGHT

Room Types / Date  
16 - 20 JAN 2024

Deluxe (King / Twin)  
MYR 325+ (344.50 nett)

Deluxe City View (King / Twin)  
MYR 355+ (376.30 nett)

Deluxe Pool View (King / Twin)  
MYR 385+ (408.10 nett)

- \* *The above rates are subject to 6% Govt Tax*
- \*\* *Tourism Tax charge at RM10.00 Nett per room per night (under master bills)*
- \*\*\* *Please note that the rates above are from Sunday to Thursday only. Friday & Saturday will be based on best available rates.*

Delegates can directly book with Hyatt Place at the following link:

<https://forms.gle/NmGGffKVNEBe4B4QA>

Alternatively, delegates can look for other hotels nearby.



# ACKNOWLEDGEMENT

---

The President of PEPS, the Organising Chairman and members of the Organising Committee would like to express their heartfelt thanks, gratitude and appreciation to the following for their sponsorships, contribution, support and assistance rendered towards the success of this event.

## **SPONSORS, CONTRIBUTORS AND SUPPORTERS:-**

Tropicana Corporation Berhad  
WCT Land Sdn Bhd  
Gunung Impian Development Sdn Bhd  
Paragon Premium Sdn Bhd  
Tanah Sutera Development Sdn Bhd  
WB Land Sdn Bhd  
United Overseas Bank (Malaysia) Bhd  
Azmi & Co (Shah Alam) Sdn Bhd  
CBRE | WTW  
City Valuers & Consultants Sdn Bhd  
Firdaus & Associates Property Professionals Sdn Bhd  
HASB Consultants (Selangor) Sdn Bhd  
Henry Butcher Malaysia Sdn Bhd  
Ho Chin Soon Research Sdn Bhd  
IM Global Property Consultants Sdn Bhd  
IPC Island Property Consultants Sdn Bhd  
IVPS Property Consultant Sdn Bhd  
Jaz International Malaysia Sdn Bhd  
Jordan Lee & Jaafar Sdn Bhd  
Khong & Jaafar Sdn Bhd  
Knight Frank Malaysia Sdn Bhd  
Metropolis Property Consultants Sdn Bhd  
MN Associates (KL) Sdn Bhd  
Nawawi Tie Leung Sdn Bhd  
One Asia Property Consultants (KL) Sdn Bhd  
PA International Property Consultants (KL) Sdn Bhd  
PPC International Sdn Bhd  
Prolander Properties  
Rahim & Co International Sdn Bhd  
Raine & Horne International Zaki + Partners Sdn Bhd  
VPC Alliance (Malaysia) Sdn Bhd  
The Edge Malaysia  
Jabatan Penilaian & Perkhidmatan Harta (JPPH)  
Board of Valuers, Appraisers, Estate Agents & Property Managers (BOVAEP)  
Real Estate and Housing Developers' Association (REHDA) Malaysia  
Royal Institution of Surveyors Malaysia (RISM)  
National House Buyers Association Malaysia (HBA)  
Malaysian Institute of Property & Facility Managers (MIPFM)  
FIABCI Malaysia  
Members of the Press, Media and TV Stations

... and all those who have rendered their services in one way or another towards the success of this event.

Our most humble apologies to those names that we have inadvertently left out from the above list

# ORGANISING COMMITTEE

---

## **Organising Chairman**

Tan Ka Leong

## **Organising Committee**

Subramaniam Arumugam  
Lee Kun Thye  
Wee Soon Chit  
Cheng Wui Kiang  
Ong Poh See  
Amy Wong

## **Secretariats**

Dorene Loh  
Sharon Wong  
Atiqah Hanafi  
Syarmin Rohizan

# 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)*

P-2-7, Block P, Plaza Damas, No. 60 Jalan Sri Hartamas 1, Sri Hartamas, 50480 Kuala Lumpur

Tel: +603 6201 8200 | Fax: +603 6201 8300 | Email: [secretariat@peps.org.my](mailto:secretariat@peps.org.my)



# THE PINNACLE FOR VIBRANT BUSINESS AT ISKANDAR MALAYSIA, JOHOR



Artist's Impression Only

**OPEN FOR SALE**

**3-STOREY SHOP OFFICE**

Inter & End Units **Price from RM1.2MIL\***



High Ceiling Height of 3.5m



Great Accessibility to Highway



Built-In CCTV Points



© FOR MORE INFO (JEFFREY)  
**+6016-727 0388**  
www.tropicanauplands.com.my

Property Gallery:  
**Tropicana GP Views Sdn. Bhd.** (1014956-A)  
Lot PTD 15346, Jalan Tanjung Kupang,  
81550 Gelang Patah, Johor

Operation Hours:  
9.00am - 6.00pm (Monday - Friday)  
10.00am - 6.00pm (Saturday - Sunday)  
F: +607-585 7583  
GPS Coordinate 1.505861, 103.572389



All information contained herein are subject to amendments, variations and modifications without notification as may be required by the relevant authorities or developer's consultants and is not intended to form and cannot form part of an offer and contract. All images, pictures, plans and illustrations are artist's impressions only and subject to changes. Whilst every reasonable care has been taken in preparing this information, the developer cannot be held liable for any variation or inaccuracy.  
\*Terms & conditions apply.