



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



Property Market Outlook for 2020 - Beyond Covid

TUESDAY
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INTRODUCTION

Results from the National Property Information Centre (NAPIC) show that the second half of 2019 was indeed better than the first half (1H2019) but the momentum did not continue into the Q1 2020. Volume of transactions show that 2H2019 increased from 160,165 (1H2019) transactions to 168,482 transactions. However, the Q1 2020 transactions show a tremendous drop to 72,892 transactions only. This was a -14.64% drop from Q4 2019 (85,397 transactions) and an almost equal drop from the 84,388 transactions (Q1 2019).. The value of transactions relate the same story: The 2H 2019 value of transactions was RM72.88 billion up from RM68.53 billion (1H2019) But a drastic drop of -25.6% in the Q1 2020 to RM28.62billion from RM38.26billion (Q3 2019). The corresponding figures from Q1 2019 and Q1 2020 are RM37.16 billion and RM28.61 billion respectively.

Sadly, the recovery that was expected in 2018 and 2019 did not materialise. The global Covid19, pandemic that hit the whole world spared not Malaysia. The lockdown on March 19, 2020 was a major crisis. All businesses other than essential services were under strict Movement Control Order. Although, gradually, the country has begun to move into opening of businesses, the recovery is slow and is full of uncertainties. Uncertainty from a health point of view affected and is still affecting every spectrum of life and business. The property market is not spared.

The political situation also did not help. Uncertainties in various areas affected the business environment. There is still a cautious mood in the real estate sector. A new Government took control in 2018; much was expected from the new government in the uplift in the economy and the implementation of development projects. However, just before the lockdown, there was yet another government. The latest government found itself caught in the midst of one of the most serious pandemics ever. Several measures have been put in place, moratorium on bank and hire-purchase loans, subsidies to the ailing firms, cash payments to those retrenched. Bank Negara has come out with reductions in the Overnight Policy Rates to enable better fiscal measures. All these have helped the nation to tide over during these difficult times.

Employment rates are reported to be increasing to beyond 5 to 6% rates compared to the 3.1% all these years and there are fears that this rate might increase. The impact of unemployment can be very dampening on the economy. The overhang situation has been highlighted again, even to the extent to claim that the current situation is becoming worse. Several ministries within the government have engaged themselves in overcoming this situation. Although the situation may not have been as bad as it was in 1999, the current players are becoming more vigilant.

Besides the global Covid-19 pandemic, the global situation did not help much either, the international contrasting policies of the United States and China, continue to loom high and create more uncertainties for this part of the region.

It cannot be denied that the real estate sector plays strong role in the economy of the nation and the new government has unravelled a host of packages towards bringing a more orderly real estate development and towards assisting the loan payments and reducing the burgeoning inventory of unsold properties

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.

Generally, the economy internationally and in Malaysia has been badly affected by the pandemic. The Ringgit has been worsening over a long period. Uncertainties abound. There does not seem to be light at the end of the tunnel! Or is there! The questions we posed last year have multiplied this year manifold. How is the government going to handle the disastrous effects of the pandemic? What is in store for the property market? Will the market plunge as some people seem to think or will it hold as the most recent data in terms of sales and prices seem to indicate? Are we going to see a totally changed structural economy and hence, see a different impact on the property market. Is our economy capable of getting out of it in an orderly manner, albeit bruised? Is the property market supported

by strong fundamentals? Are we going to see an upward swing? What measures are needed to contain the impact of pandemic and its impact on the housing sector and property 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 nondirectional 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 13th Malaysian Property Summit this October 2020. For these reasons it will remain one of the most anticipated of events this 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 2020 and 2021, the expectations of movements, fluctuations and changes that can be expected to happen in the property market, and the reasons for it.

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

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

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

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

The 13th Malaysian Property Summit 2020 is a Property Conference not to be missed and we look forward to your attendance.

SPEAKERS



Sr A'ZMI BIN ABDUL LATIF is the Director General of Valuation and Property Services Department, Ministry of Finance Malaysia and also the President of the Board of Valuers, Appraisers, Estate Agents and Property Managers (BOVAEP), Malaysia. He is also the Board of Director of Koperasi Penilaian Berhad (KONILAI) and also the Expert Panel of National Real Estate Coordinator (NAPREC).

He is also a Member IACVS (International Association of Certified Valuation Specialists) Malaysia and he has participated in the preparation of the International Valuation Standard (IVS) Guidelines for the JPPH and TAQEEM Joint Venture project, Saudi Arabia.

He has over 36 years of experience in real estate and has been involved in major exercise during his tenure with the department. He obtained a Diploma in Valuation from UTM, Kuala Lumpur in 1984 and in 1993 was conferred a Degree in Surveying (Property Management) by the same University. In 1999, he obtained a Master in Science (Project Management) from USM and also Master in Business Administration from UUM in the same year.



Sr SULAIMAN AKHMADY BIN MOHD SAHEH is the Director of Research at Rahim & Co International Sdn Bhd. Graduated with a BSc in Medicine from UNSW in Sydney and later with a Bachelor of Business in Property (with Distinction) from RMIT University in Melbourne, he began his career at CB Richard Ellis in Melbourne, Australia focusing on retail and healthcare properties. He joined Rahim & Co upon his return in 2001 and shortly after, he completed his MSc in Facilities Management from UTM. Currently, Sulaiman heads the research and consultancy services for real estate development projects and investment acquisitions covering various sectors from affordable housing & public amenities studies to high-end focused residential and world class commercial developments. He also writes articles for Berita Harian for their "Hartanah & Anda" column, Focus Malaysia and Nan Yang Business section.

He is a member of PEPS, RISM and the International Association of Certified Valuation Specialists (IACVS) where he is a registered International Certified Valuation Specialist (ICVS). He is also a current Vice President of the Business Valuation Association of Malaysia (BVAM), an Expert Panel Member on the National Real Estate Research Coordinator (NAPREC) and a Council Member of the Gerson Lehrman Group. In the past, he was also involved as an Evaluation Committee Member for FIABCI's Malaysia Property Awards.



Sr TEH YOUNG KHEAN delivers Corporate Real Estate Strategy through lease transactions. He has advised many corporate occupiers and negotiating multiplex of corporate real estate solutions between tenants and landlords. Often required to liaise with multinational companies assisting in relocation, expansion, consolidation, location analysis, financial analysis and site selection feasibilities, Young Khean has leased and advised more than 1,500,000 million square feet in the greater Kuala Lumpur area.

With a degree in Property Valuation & Management from Lincoln University, New Zealand and over 16 years of real estate industry experience involving agency advisory together with other consultancy services.



Sr FOO GEE JEN is the Managing Director 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 currently the Immediate Past President of PEPS 2018-2020, National Committee Member of FIABCI Malaysia 2018-2020, Fellow of RISM, Board Member of BOVAEP 2013-2018, member of RICS and also 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). In 2019 he was awarded the Property Manager of the Year 2018 by the Board of Valuers, Appraisers, Estate Agents & Property Manager, Malaysia (BOVAEP).



DATO' JEFFREY NG graduated from Monash University, Melbourne with a Bachelor of Economics, and completed his professional articleship in an international accounting firm in Australia before returning to Malaysia. He has more than 35 years of extensive experience in finance, corporate planning and executive management in the property and hotel industry in both Malaysia and Australia. He is a member of the Malaysian Institute of Certified Public Accountants and Fellow Member of the Institute of Chartered Accountants, Australia and New Zealand.

Dato' Jeffrey is also Chairman of the Real Estate and Housing Developers' Association (REHDA) Institute as well as Chairman of the Malaysian REIT Managers Association (MRMA). He is the Chairman & Non-executive Director of United Overseas Bank (Malaysia) Berhad, Chairman of Sunway Lagoon Club and a Director of Urban Hallmark Properties Sdn Bhd and Swissglade Sdn Bhd.

He is currently the Chief Executive Officer and Non-Independent Executive Director of Sunway REIT Management Sdn Bhd (Manager for Sunway Real Estate Investment Trust).



Sr MALATHI THEVENDRAN is an Executive Director and Head of Research and Consultancy at Jones Lang Wootton (JLW). She is a Registered Valuer and Estate Agent with the Board of Valuers, Appraisers, Estate Agent and Property Managers, Malaysia, a Fellow of the Royal Institution of Surveyors Malaysia (FRISM), member of PEPS and a Member of the UK based Royal Institution of Chartered Surveyors (MRICS). She has been involved in the property industry for more than 30 years. Her expertise includes: undertaking property market analysis and forecasting, feasibility studies, development appraisals and providing property market advice for individual, corporate and public sector clients, both local and foreign. Malathi has also, over the years, collaborated with the government and offered advice on introducing national policies to sustain a healthy property market.

Projects she has personally been involved with include national iconic developments such as KLCC, KL Sentral, Putrajaya, KL Metropolis, Merdeka 118 Tower and Nusajaya (now Iskandar Puteri). Due to her vast experience in the property market, she is a familiar face at seminars and forums and presents and gives talks about the property market. Moreover she contributes articles on the real estate sector to the media highlighting challenges and issues faced by the industry.

PANELISTS



LEE HENG GUIE had 30 years of professional experience as an economist, with almost 12 years in Bank Negara Malaysia and 18 years in financial services. Since 2002, he was the Head of Economics Research with CIMB Investment Bank Berhad before retiring in May 2014. He holds a BA (Hons) majoring in Economics from University of Malaya, Malaysia and a Master's Degree in Development Economics from Williams College, USA.

Mr. Lee served in the Economics Department of Bank Negara Malaysia (BNM) from 1984-1996. He also participated actively in BNM's research policy work and co-authored the publication of discussion papers and BNM's Annual Report articles. He then worked as an economist with M&A Research from 1996-1998 before moving on to be Chief Economist with HLG Securities until February 2002. He was Head of Economic Services Unit in Hong Leong Bank before joining CIMB Securities (Research) as the Head of Economics in October 2002

On 1 July 2016, Mr. Lee was appointed as the Executive Director of SocioEconomic Research Center (SERC), an independent research center. He is also the Investment Committee member of Opus Asset Management Sdn Bhd. Currently, he is a guest writer for Focus Malaysia. He also participates actively in providing economic commentaries to print and electronic media both in English and Mandarin, including writing of articles as well as participates in seminars/conferences as a resource person.



CLEMENT CHEN is currently the General Manager for Business Development at Sunway Property. He began his career with the Sunway Group in 2004 and has since served in various roles in the Group including in Internal Audit, Group Finance, Corporate Finance and Investor Relations departments. He played key roles in the listing of Sunway REIT, Sunway Berhad and Sunway Construction Group Berhad which collectively today have a combined market cap of over RM15 billion. In 2015, Clement led Sunway's Investor Relations team to seven awards at the Malaysian Investor Relations Awards including the Best Company for IR and Best Investor Relations Professional.

Since assuming his current position as General Manager for Business Development Sunway Property, Clement has overseen the acquisition of landbank and properties with GDV of more than RM10 billion in Malaysia and overseas.



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

PROGRAMME

TIME	PROGRAMME	SPEAKERS
08:00 am – 09:00 am (1 hour)	REGISTRATION	
PROPERTY MARKET OUTLOOK FOR 2020		
09:00 am – 09:10 am (10 mins)	Opening Remarks by President of PEPS	Sr Michael Kong Kok Kee
09:10 am – 09:40 am (30 mins)	Overview of the Malaysian Property Outlook	YBrs. Sr A'zmi bin Abdul Latif, Director of General, JPPH
09:40 am – 10:10 am (30 mins)	COFFEE BREAK / PRESS CONFERENCE	
10:10 am – 10:45 am (35 mins)	Overview of Malaysian Residential Property Market	Sr Sulaiman Akhmady
10:45 am – 10:55 am (10 mins)	Q & A	
10:55 am – 11:30 am (35 mins)	Commercial Office – Co-working & Workplace Trends	Sr Teh Young Khean
11:30 am – 11:40 am (10 mins)	Q & A	
11:40 am – 12:15 pm (35 mins)	Industrial/Logistic/Warehousing/ E-Commerce Market Performance and Outlook	Sr Foo Gee Jen
12:15 pm – 12:25 pm (10 mins)	Q & A	
12:25 pm – 01:00 pm (35 mins)	The Future of Retail Property Market	Dato' Jeffrey Ng Tiong Lip
01:00 pm – 01:10 pm (10 mins)	Q & A	
01:10 pm – 02:10 pm (1 hour)	LUNCH	
02:10 pm – 02:45 pm (35 mins)	Overview of Tourism / Hospitality Sector and Senior Living Opportunities	Sr Malathi A/P Thevendran
02:45 pm – 02:55 pm (10 mins)	Q & A	
02:55 pm – 04:00 pm (1 hour 5 mins)	Panel Discussion: 1) Malaysian Economy: A Macro Perspective 2) Residential Mismatch 3) Managing the socio-economic uncertainties of Covid-19: The Role of Government for the 'New Economy'	Moderator: Sr Elvin Fernandez • Mr Lee Heng Guie • Mr Clement Chen • Dr Suraya Ismail
04:00 pm – 04:20 pm (20 mins)	Q & A Session	
04:20 pm – 04:30 pm	Closing Remarks by Organizing Chairman	
04:30 pm – 05:00 pm (30 mins)	COFFEE BREAK	

WHO SHOULD ATTEND

Bankers • Real Estate Developers • Builders • Real Estate Analysts • Real Estate Investors • Corporate Leaders
Investment Advisors • Fund Managers • Property Consultants • Valuers • REIT Players
Retail Consultants • Asset Managers • and others

SUPPORTED BY:



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

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

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