

MALAYSIA LAND CONFERENCE 2024

*Evolution of Harmony: Navigating Change and Shaping
the Future of Land Development in Malaysia*

17 & 18 July 2024
Hotel Royal Signature Kuala Lumpur



Organised by : **COMFORI**

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CONFERENCE BACKGROUND

The 12th Malaysia Land Conference 2024 is a direct response to the escalating challenges in the nation's land development sector. As urbanization and economic shifts accelerate, the conference responds to a series of interconnected issues demanding immediate attention. Issues related to land management, land acquisition, sustainability, regulatory changes, technological advancement, land transaction and effective collaboration in relation to land planning and development are highlighted this time around as to stay resilient while navigating change and steering growth in Malaysia's land development landscape. The conference serves as a platform to tackle these issues head-on, fostering discussions and strategic solutions to ensure a harmonious and progressive trajectory.

From addressing regulatory changes to promoting innovation and strengthening collaborative efforts, the 12th Malaysia Land Conference 2024 with the theme of "Evolution of Harmony: Navigating Change and Shaping the Future of Land Development in Malaysia" emerges as a vital initiative to address these multifaceted challenges. Come and join us as we foster collaboration and knowledge exchange for sustainable and harmonious progress in Malaysia's land development landscape.

ABOUT COMFORI

Comfori Sdn Bhd is one of Malaysia's Top HRDC Certified Training Providers, and we aim to deliver a platform of knowledge sharing for practitioners and respective leaders/consultants across different industries.

Over the past 20 years Comfori Sdn. Bhd. has



Organised over 5000 events



Served over 8000 organisations



Received over 60000 participants



Obtained 4 HRD Corp Awards

FEATURES & BENEFITS

- Perspectives from authorities, developers, valuers, investors, legal experts and all stakeholders in the Malaysian land development market.
- Significant exposure on current issues with regards to land matters in our country and the way forward
- Coverage on the regulatory update relating to land matters.
- A platform for intellectuals from various fields and disciplines to exchange ideas and discuss contemporary land issue.
- Opportunities to network, forge new connections, and learn from key industry leaders.

KEY ISSUES TO BE ADDRESSED AT THIS ANNUAL CONFERENCE

Among key issues to be addressed at this annual conference are:

- Market outlook on land development 2024.
- Regulatory update on land acquisition.
- Technological advancement in land use planning on infrastructure.
- Land dispute cases from legal perspectives.
- Social Impact Assessment (SIA) implementation in land developments.
- Environmental, Social & Governance (ESG) in land investment.
- Industrial vs Commercial vs Residential
- Land governance in Sabah and Sarawak.
- Land financing and land lease model.
- Public-Private Partnership on land developments.

WHO WILL YOU MEET

The 12th Malaysia Land Conference welcomes a diverse spectrum of professionals, industry experts, and practitioners deeply invested in steering growth, navigating change and sustaining values in Malaysia land development sector. It also opens to individuals, communities, organisations and associations that wanted to enhance knowledge and kept abreast with the current issue relating to land matters. Participants encompass, but are not confined to:

- Business Development Senior Managements and Executives
- Built Environment Professionals (Consultants, Valuers, Town Planners)
- Real Estate Agents and Negotiators
- Property Development Senior Management and Executives
- Academicians and Researchers
- Landowners, Communities, Associations and Organisations



CHAIRPERSON & MODERATOR
CHARLES TAN
International Property Speaker,
Founder & Editor
@KOPIANDPROPERTY.COM
and International Sales Trainer



HENG CHOOI HONG (HENRY)
Valuation Surveyor
IRHAMY VALUERS INTERNATIONAL SDN BHD



CHRIS TAN CHUR PIM
Managing Partner
CHUR ASSOCIATES



JOSEPH KHOR
Associate
MAHWENGGWAI & ASSOCIATES



TAN HWA CHUAN
Director **B.I.G GROUP**
and Shareholder
LAND & PROPERTY DEVELOPMENT



SR LOOI KAM SENG
Director – Department
**SURVEY AND MAPPING SELANGOR,
MALAYSIA (JUPEM)**



IR EMRAN ISMAIL
Group Chief Executive Officer
EIG PURESOLUTIONS (M) SDN BHD



CHOK ZHIN THENG
Partner
CHEAH TEH & SU



HO AI TING
Partner, Real Estate Dispute Practice
LEE HISHAMMUDDIN ALLEN & GLEDHILL



RAVIN KRISHNAN
Consultant Environmental Social
& Governance (ESG), and
Head of Human Resources (HR)



ZUHAIIDI MOHD SHAHARI
Deputy Managing Partner & Head of Projects
Practice Group
AZMI & ASSOCIATES



JOYLINE CHAI
Co-founder, **GLOBAL HEMISPHERE GROUP
AND SKILLS DEVELOPMENT COMMITTEE,**
Chairperson, (**JUNIOR CHAMBER
INTERNATIONAL**)



DR DANIELE GAMBERO
Chief Executive Officer and Co-Founder
AIVOT SDN BHD



**MUHAMMAD INAMUL HASSAN
SHAH NORMAN DUNSAH**
Partner
AZMI & ASSOCIATES



**YBHG. PROFESOR DR. ABDUL
RASHID BIN MOHAMED SHARIFF**
Faculty of Engineering
UNIVERSITY OF PUTRA MALAYSIA (UPM)

CONFERENCE PROGRAMME

DAY 1 : Wednesday | 17 July 2024

| Time | Agenda |
|---------------------|--|
| 8.30 am – 8.45 am | Registration & Reception |
| 8.45 am – 9.00 am | Opening Speech by Chairperson |
| 9.00 am – 9.45 am | Session 1: LANDSCAPES OF OPPORTUNITY: NAVIGATING MALAYSIA'S MARKET OUTLOOK ON LAND |
| 9.45 am – 10.45 am | Session 2: ADDRESSING LAND SCARCITY IN KUALA LUMPUR THROUGH OPTIMAL LAND USE FROM LEGAL PERSPECTIVE |
| 10.45 am – 11.00 am | Networking Coffee |
| 11.00 am – 12.00 pm | Session 3: LEGAL FRAMEWORKS OF COMPULSORY LAND ACQUISITION IN MALAYSIA: NAVIGATING REGULATORY CHANGES |
| 12.00 pm – 1.00 pm | Session 4: INDUSTRIAL VS COMMERCIAL VS RESIDENTIAL |
| 1.00 pm – 2.00 pm | Networking Lunch |
| 2.00 pm – 3.00 pm | Session 5: SPATIAL ANALYSIS FOR IDENTIFYING OPTIMAL LOCATIONS IN INFRASTRUCTURE DEVELOPMENT |
| 3.00 pm – 4.00 pm | Session 6: IMPLEMENTATION OF SOCIAL IMPACT ASSESSMENT (SIA) IN LAND DEVELOPMENT |
| 4.00 pm – 4.15 pm | Networking Coffee |
| 4.15 pm – 5.15 pm | Session 7: TRESSPASS, NUISANCE AND FRAUD: COMMON WRONGS RELATING TO LAND |
| 5.15 pm – 5.30 pm | Session Wrap Up |

DAY 2 : Thursday | 18 July 2024

| Time | Agenda |
|---------------------|--|
| 8.30 am – 8.45 am | Registration & Reception |
| 8.45 am – 9.00 am | Opening Speech by Chairperson |
| 9.00 am – 9.45 am | Session 8: LAND DISPUTE RESOLUTION: A COMPARATIVE ANALYSIS OF RECENT COURT CASES IN MALAYSIA |
| 9.45 am – 10.45 am | Session 9: NAVIGATING LAND GOVERNANCE IN LAND DEVELOPMENT: A FOCUS ON SABAH AND SARAWAK |
| 10.45 am – 11.00 am | Networking Coffee |
| 11.00 am – 12.00 pm | Session 10: (PANEL SESSION) : BUILDING TOMORROW: PUBLIC- PRIVATE COLLABORATIONS RESHAPING MALAYSIAN DEVELOPMENT LANDSCAPE |
| 12.00 pm – 1.00 pm | Session 11: INVESTOR PERSPECTIVES ON ESG IN MALAYSIAN LAND INVESTMENT |
| 1.00 pm – 2.00 pm | Networking Lunch |
| 2.00 pm – 3.00 pm | Session 12: ELEVATING INDUSTRY STANDARD WITH TECHNOLOGY: THE RISE OF MANAGED SMART INDUSTRIAL PARKS |
| 3.00 pm – 4.00 pm | Session 13: UNDERSTANDING PRIVATE LEASE SCHEMES IN MALAYSIAN LAND DEVELOPMENT |
| 4.00 pm – 4.15 pm | Networking Coffee |
| 4.15 pm – 5.15 pm | Session 14: SUSTAINABLE LAND USE PLANNING IN MALAYSIA: LESSONS LEARNED AND FUTURE DIRECTIONS |
| 5.15 pm – 5.30 pm | Session Wrap Up |

CONFERENCE PROGRAMME

DAY 1 : Wednesday | 17 July 2024

| Time | Agenda |
|---------------------|---|
| 8.30 am – 8.45 am | Registration & Reception |
| 8.45 am – 9.00 am | Opening Speech by Chairperson : |
| 9.00 am – 9.45 am | Session 1 : LANDSCAPES OF OPPORTUNITY: NAVIGATING MALAYSIA'S MARKET OUTLOOK ON LAND <ul style="list-style-type: none"> • An Overview of Malaysia's land market, supply and demand trends, price fluctuations • Recent and upcoming regulatory changes and policies affecting land use and real estate that will influence the market • Factors driving land market opportunities – technologies integration, environmental considerations, global economy Speaker : Heng Chooi Hong (Henry) , Valuation Surveyor at Irhamy Valuers International Sdn Bhd |
| 9.45 am – 10.45 am | Session 2 : ADDRESSING LAND SCARCITY IN KUALA LUMPUR THROUGH OPTIMAL LAND USE FROM LEGAL PERSPECTIVE <ul style="list-style-type: none"> • Explore ways and strategies in coping with land scarcity in Kuala Lumpur by 2040 - Compact city development, flexible land use, transit oriented development, shared urban spaces • Best practice of compact cities/ flexible land use/ Transit Oriented Development (TOD) / shared urban spaces • Specific regulation governing the development of these strategies Speaker : Chris Tan Chur Pim , Managing Partner at Chur Associates |
| 10.45 am – 11.00 am | Networking Coffee |
| 11.00 am – 12.00 pm | Session 3 : LEGAL FRAMEWORKS OF COMPULSORY LAND ACQUISITION IN MALAYSIA: NAVIGATING REGULATORY CHANGES <ul style="list-style-type: none"> • Outline legal frameworks and regulatory update governing land acquisition in Malaysia • Highlight types of acquisition and process involved in compulsory land acquisition and its compensation structure • Examples of compulsory land acquisition in Malaysia Speaker : Joseph Khor , Associate at Mahwengkwei & Associates |
| 12.00 pm – 1.00 pm | Session 4 : INDUSTRIAL VS COMMERCIAL VS RESIDENTIAL <ul style="list-style-type: none"> • Industrial land case study • CLQ feasibility study • Residential and commercial land case study • Joint venture financial model Speaker : Tan Hwa Chuan , Director at B.I.G Group and Shareholder of Land & Property Development |
| 1.00 pm – 2.00 pm | Networking Lunch |
| 2.00 pm – 3.00 pm | Session 5 : SPATIAL ANALYSIS FOR IDENTIFYING OPTIMAL LOCATIONS IN INFRASTRUCTURE DEVELOPMENT <ul style="list-style-type: none"> • Site selection criteria through spatial analysis • Geospatial considerations in infrastructure project planning • Case studies showcasing optimal local identification for infrastructure Speaker : Sr Looi Kam Seng , Director – Department of Survey and Mapping Selangor, Malaysia (JUPEM) |
| 3.00 pm – 4.00 pm | Session 6 : IMPLEMENTATION OF SOCIAL IMPACT ASSESSMENT (SIA) IN LAND DEVELOPMENT <ul style="list-style-type: none"> • SIA in pre-land development stage in Malaysia • Crucial points in auditing SIA elements • Challenges in SIA implementation • Future direction of SIA in land development Speaker : Ir Emran Ismail , Group Chief Executive Officer at EIG Puresolutions (M) Sdn Bhd |
| 4.00 pm – 4.15 pm | Networking Coffee |
| 4.15 pm – 5.15 pm | Session 7 : TRESSPASS, NUISANCE AND FRAUD: COMMON WRONGS RELATING TO LAND <ul style="list-style-type: none"> • The nature of the wrongs, key elements and concepts • Remedies for victims • Things you need to know & safeguard measures you need to take Speaker : Chok Zhin Theng , Partner at Cheah Teh & Su |
| 5.15 pm – 5.30 pm | Session Wrap Up |

CONFERENCE PROGRAMME

DAY 2 : Thursday | 18 July 2024

| Time | Agenda |
|---------------------|--|
| 8.30 am – 8.45 am | Registration & Reception |
| 8.45 am – 9.00 am | Opening Speech by Chairperson : |
| 9.00 am – 9.45 am | <p>Session 8 : LAND DISPUTE RESOLUTION: A COMPARATIVE ANALYSIS OF RECENT COURT CASES IN MALAYSIA</p> <ul style="list-style-type: none"> Outline legal framework for land disputes in Malaysia including relevant laws, regulations and the role of judiciary in settling disputes Recent and notable land dispute cases in Malaysia (e.g. – ownership, land use, land acquisition) Court processes involved in resolving land disputes in Malaysia including stages of litigation, appeals and the role of alternative dispute resolution methods Common challenges encountered in land dispute cases & implications of court decisions on various stakeholders <p>Speaker : Ho Ai Ting, Partner, Real Estate Dispute Practice at Lee Hishammuddin Allen & Gledhill</p> |
| 9.45 am – 10.45 am | <p>Session 9 : NAVIGATING LAND GOVERNANCE IN LAND DEVELOPMENT: A FOCUS ON SABAH AND SARAWAK</p> <ul style="list-style-type: none"> Overview of existing land-related legal frameworks in Sabah and Sarawak and how it differs from Peninsular Malaysia Governance structures related to land management in Sabah and Sarawak Understanding different land tenure and land types in Sabah and Sarawak Challenges and opportunities in land development in Sabah and Sarawak <p>Speaker : Ravin Krishnan, Consultant Environmental Social & Governance (ESG), and Head of Human Resources (HR)</p> |
| 10.45 am– 11.00 am | Networking Coffee |
| 11.00 am – 12.00 pm | <p>Session 10 : (PANEL SESSION): BUILDING TOMORROW: PUBLIC- PRIVATE COLLABORATIONS RESHAPING MALAYSIAN DEVELOPMENT LANDSCAPE</p> <ul style="list-style-type: none"> Regulatory Framework (PPP 3.0 Framework, Fiscal Responsibility Act (FRA) and Government Procurement Act (GPA) Current landscape - PPPs models, overall investment value Example of innovative PPP projects Strategic thinking behind successful partnerships Key issues in PPP <p>Panelist 1 : Ravin Krishnan, Consultant Environmental Social & Governance (ESG), and Head of Human Resources (HR) Panelist 2 : Zuhaidi Mohd Shahari, Deputy Managing Partner & Head of Projects Practice Group at Azmi & Associates Panelist 3 : Dr Daniele Gambero, Chief Executive Officer and Co-Founder at Aivot Sdn Bhd</p> |
| 12.00 pm – 1.00 pm | <p>Session 11 : INVESTOR PERSPECTIVES ON ESG IN MALAYSIAN LAND INVESTMENT</p> <ul style="list-style-type: none"> Present insights from investors regarding the importance of ESG factors in decision making Explore how ESG considerations influence investment strategies Discuss the impact of ESG Performance on attracting capital for land projects <p>Speaker : Joyline Chai, Co-Founder of Global Hemisphere Group and Skills Development Committee, Chairperson (Junior Chamber International)</p> |
| 1.00 pm – 2.00 pm | Networking Lunch |
| 2.00 pm – 3.00 pm | <p>Session 12 : ELEVATING INDUSTRY STANDARD WITH TECHNOLOGY: THE RISE OF MANAGED SMART INDUSTRIAL PARKS</p> <ul style="list-style-type: none"> Malaysia economic growth outlook is stable and subject to further strengthening as the government expects higher industrial, logistic and manufacturing FDI in the forthcoming future. Proptech, or technology in property, provides smart solutions for the planning, management and maintenance of managed industrial parks Technology as guarantor of security and smooth flow of pickups and deliveries in managed smart industrial parks How innovative models allow developers to look at smart industrial park management solutions as additional stream of revenues Smart industrial and logistic parks and data centres: the future of alternative type of properties with high and consistent yields <p>Speaker : Dr Daniele Gambero, Chief Executive Officer and Co-Founder at Aivot Sdn Bhd</p> |
| 3.00 pm – 4.00 pm | <p>Session 13 : UNDERSTANDING PRIVATE LEASE SCHEMES IN MALAYSIAN LAND DEVELOPMENT</p> <ul style="list-style-type: none"> What is private lease scheme? The mechanism of PLS Legal aspects and regulations governing private lease schemes in Malaysia Advantages and disadvantages of PLS Case studies – private lease schemes and lessons learned from challenges <p>Speaker : Muhammad Inamul Hassan Shah Norman Dunsah, Partner at Azmi & Associates</p> |
| 4.00 pm – 4.15 pm | Networking Coffee |
| 4.15 pm – 5.15 pm | <p>Session 14 : SUSTAINABLE LAND USE PLANNING IN MALAYSIA: LESSONS LEARNED AND FUTURE DIRECTIONS</p> <ul style="list-style-type: none"> Discuss the importance of sustainable land-use Successful examples of sustainable land use planning in Malaysia or similar context, highlighting strategies and outcome Future directions for sustainable land use planning <p>Speaker : Ybhg. Professor Dr. Abdul Rashid Bin Mohamed Shariff, Faculty of Engineering, University of Putra Malaysia (UPM)</p> |
| 5.15 pm - 5.30 pm | Session Wrap Up |



CHAIRPERSON & MODERATOR

CHARLES TAN

International Property Speaker, Founder & Editor
@KOPIANDPROPERTY.COM and International Sales Trainer

Charles is the Founder of **kopiandproperty.com** (leading independent property blog in Malaysia). Kopiandproperty.com was started in Nov 2013 and has over 10,000 followers / subscribers and 20,000 visits per month as at end March 2022.

Speaking Engagements. In 2019, Charles was invited to speak in 52 real estate events in 9 states in Malaysia and in Singapore. Some of the events he was invited to speak include from REHDA, SHAREDADA, SHEDA, StarProperty, iProperty, PropertyGuru, INSPEN, and many developer events. In 2020 and 2021, most of the talks shifted to online and Charles spoke in over 50 different real estate related shows.

Thoughts and Opinions His articles and views have appeared in national newspapers, magazines and property listing portals. These include The Star, NST, The Sun, The Malaysian Reserve and more. Magazines include Real Estate Magazine, Property Insight, Ivory newsletter and more. Property Portals include iProperty.com, PropertyGuru.com, PropertyHunter.com and more. He has also appeared on a TV show speaking about property investment. He was also an Assistant Producer for the 'Property Hot Seat' show in Bernama News Channel.

Judge for Awards He has been a judge for a property awards too including for iProperty.com Agents Advertising Awards and PropertyGuru Asia Property Awards (Malaysia).

Investment Philosophy Charles says that if one does not know enough about what one is investing into, it's not an investment, just another gamble. At present, he owns the keys to property units in 6 towns / cities across Malaysia.

Licensed Auctioneer Charles is a Licensed Auctioneer and has conducted auctions for properties, banknotes and even special plate numbers.



HENG CHOOI HONG (HENRY)

Valuation Surveyor , IRHAMY VALUERS INTERNATIONAL SDN BHD

Henry: A Valuer Passionate About Market Research and Strategic Investment

With over 20 years of experience in property investment, Henry has honed essential on-field expertise in selecting the right asset types and building a self-sustained property portfolio.

His comprehensive experience spans more than a decade in estate agency practice, during which he has become intimately familiar with the **Malaysian Real Estate Market** and its pertinent **land laws and regulations**. This knowledge has empowered him to assist corporate clients in price negotiations and structuring deals. Additionally, he boasts extensive experience in marketing both commercial and residential assets.

Henry's expertise extends to a broad spectrum of valuation jobs that are crucial for **financial reporting** and support the framework of **Corporate Real Estate Management (CREM)**. His areas of proficiency include:

- **Diverse Land Valuation:** Covering agricultural, commercial, industrial, and development sectors.
- **Valuation Reports for Land Acquisitions:** Representing landowners in land hearing sessions.
- **Land Development Consultation:** Providing expert advice on the highest and best use of land.
- **Feasibility Studies:** Analyzing the marketability and profitability of development projects.
- **Financial Reporting:** Re-evaluating company assets and businesses to adhere to the Security Commission's requirements.
- **Plant and Machinery Appraisal:** Assessing equipment essential for operational success.
- **In-depth Market Research:** Investigating market trends to derive actionable insights.

These roles have sharpened his ability to assess the fair value of land accurately and advocate for its optimal use, aiding property owners in achieving maximum profit.

Henry is deeply passionate about conducting **market research** within the real estate sector. He consistently updates himself with the **latest market information** to identify new trends and opportunities. With an MBA in Strategic Management, he translates market insights into actionable strategic plans that drive sustainable business growth and operational excellence.

As a respected **columnist for Nanyang Siang Pau**, Henry shares his insights on the real estate market from the perspective of a valuer. His columns resonate with readers, offering them a deeper understanding of the market's pulse.

For insights, collaboration, or consultation, Henry's wealth of knowledge is accessible via email at **henry@ivivaluers.com**.



CHRIS TAN CHUR PIM
Managing Partner, **CHUR ASSOCIATES**

Chris Tan is a practicing lawyer since 2000 and has founded CHUR ASSOCIATES® in 2003. Chur Associates is a boutique legal service provider that delivers business friendly solution for its clients on a niche positioning from corporate advisory in "Legal Department Outsourcing" to "Everything Real Estate" serving the entire value chain.

Being a sought after speaker locally and overseas, Chris prides himself to be able to address an informed audience at the top of the iconic Burj Al Arab in Dubai, the Tsinghua University at the top of the Chinese Ivy League, the many business meetings of the International Real Estate Federation (FIABCI) as well as headlining the very first Facebook Developer Garage in Malaysia. His presentation style is lively and personal in communicating his diverse subject matters from real estates, law, tax, policy, entrepreneurship, and personal development to even new media.

Beyond his legal practice, Chris wears many hats from author, media columnist, entrepreneur, circuit speaker, copywriter, business consultant, life coach, current affairs commentator, radio DJ, singer, songwriter, emcee, football pundit to even a rare appearance as a paid lead actor in a long forgotten TV commercial still playing at the small screen of the largest chain of convenient stores around.

Chris proclaims to be "keen student of life, active trader of experiences and addicted junky of perspectives as well as a committed challenger to known and unknown boundaries". His daily routine in changing different pair of spectacles for the day is his life long quest to eliminate blind spots of yesterday to observe clearly the flow of today.



JOSEPH KHOR
Associate, **MAHWENGGWAI & ASSOCIATES**

Joseph regularly acts and advises at all levels of the Malaysian Courts in land-related disputes including disputes on compulsory acquisition of land, disputes relating to local authorities, judicial review and disputes relating to land ownership, trespass, nuisance and tenancy. Joseph has experience appearing as lead counsel in land reference proceedings and representing landowners in land inquiries for compulsory acquisition.

In addition to land-related disputes, Joseph focuses on disputes involving companies, corporations and businesses, such as in shareholders and directors disputes, corporate fraud, asset preservation, debt recovery and corporate insolvency.

Joseph also practices employment law and has experience representing trade unions and employees in the Industrial Court. Other areas of disputes Joseph has handled include admiralty (shipping), tax, reputational management and defamation, enforcement of foreign judgments and administration of estates. Joseph is a graduate with Honors from the University of Malaya (UM) and an Advocate and Solicitor of the High Court of Malaya. Prior to joining MahWengKwai & Associates, he completed his pupillage and practiced as a lawyer in a firm with an international network. Joseph was recognized by the University of Malaya Law Review as the person of the month in September 2018



TAN HWA CHUAN
Director **B.I.G GROUP** and Shareholder of **LAND & PROPERTY DEVELOPMENT**

Tan Hwa Chuan is a Director & Shareholder for **Property Development & Durian Development**.

- He is shareholder or Director for a few properties developments & agriculture projects & companies.
- 33ac in Equine Park. GDV RM 370mil. Completed.
- 12ac in Melawati. GDV RM 380mil. Completed.
- 20ac banting development, and a few others
- In the trade for over a decade, he spots, maps, studies, analysis and develops lands into address of opportunities.
- He weighs pros and cons via his proprietary feasibility study methods and can make good and accurate decisions swiftly.
- He develops and fine tunes his methods and making him one of reliable partners in Malaysia today.

Tan Hwa Chuan is a **Merger and Acquisition specialist for land investment and development**.

- His M&A daily job scopes cover;
- Business development and marketing for Durian & Property Development.
- Sourcing land, government study, market study, draft design,
- Preparing feasibility study and cashflow for durian & property development.
- Grouping for enblock marketing to ease the cashflow of durian & property development.
- Due to his nature of jobs, Tan always has the opportunities to obtain properties before launching or below market value.
- Tan graduated from **Warwick University, UK**, in **Master of Science** in Engineering Business Management.
- **He was top student with flying color results.**
- **He was one of the key persons in turning around a Public Listed company from -ve RM 200 mil to +ve Rm 38 mil.**
- He is the author for a popular book, **Make BIG Money via Land**.



SR LOOI KAM SENG

Director – Department , **SURVEY AND MAPPING SELANGOR, MALAYSIA (JUPEM)**

Sr Looi Kam Seng is currently the Director of Survey and Mapping for the State of Selangor (JUPEM Selangor). He started serving in the Department of Survey and Mapping for the State of Penang as a Training Surveyor in 1992.

He graduated with a Bachelor of Land Surveying from Universiti Teknologi Malaysia (UTM) in 1991 and has over 30 years of experience in the field of Cadastral Surveying. He is also the pioneer for the department's cadastral surveying computerisation since 1992. Other than Cadastral Surveying, he was also involved in the joint boundaries demarcation and survey for Kedah-Perlis Perak-Penang and the international boundary between Sabah and North Kalimantan.

He is currently involved in various focus groups discussion to facilitate land title survey and strata title survey processes. He is a Registered Land Surveyor since 2011 and a Subject Matter Expert (SME) in Cadastral Surveying.



IR EMRAN ISMAIL

Group Chief Executive Officer , **EIG PURESOLUTIONS (M) SDN BHD**

Ir. Emran Ismail is the Group CEO of EIG PURESOLUTIONS (M) SDN BHD, a consultancy firm focusing on Environmental Social and Governance (ESG) in Property Development and Real Estate Industry.

He has more than 30 years' experience in real estate industry mainly in the property development and asset management. He had great exposure to the oil palm industry. Throughout his career in GLCs and other private property companies in Malaysia, he had managed and completed several prominent townships on various senior management positions. Ir. Emran had deeply involved in the transformation of Asset Management Unit of Sime Darby Property to be one of the main contributor to the Group. He was the former Head of Strategy and Investor Relation of Sime Darby Property's Malaysia Vision Valley (MVV), a 28 thousand acres project in Negeri Sembilan. He was also instrumental in drafting and initiating a comprehensive stakeholder's engagement plan for MVV economic corridor.

Ir. Emran Ismail holds an MBA in Strategic Management from IIUM, a degree in Civil Engineering from Lamar University, Texas, and a diploma in Islamic Study from local institution. Ir. Emran is a registered professional engineer with practising certificate and a panel member for PAE and EAC of Board of Engineers Malaysia. He is also a member of Malaysian Society for Engineering and Technology (MySET) and an HRD Corp certified trainer. He had presented in numerous conference under various clients and participants such as PKNS, INSPEN, TNB, UDA Holdings etc. He is also active in NGO and CSR activities and the EXCO member for Persatuan Alumni Universiti Texas (PAUT), an NGO actively sharing best practices and giving talks to school and university students nationwide.



CHOK ZHIN THENG

Partner, **CHEAH TEH & SU**

Chok Zhin Theng is a Partner at Cheah Teh & Su and has more than 10 years post-qualification experience in dispute resolution. His practice covers diverse areas of law which includes corporate and commercial law, land law, contract, tort, etc. On litigation related to real estate, he has represented clients in land, tenancy, strata, and land acquisition disputes at various levels. He has spoken on these areas at the previous editions of the Malaysia Land Conference and Annual Property Conference



HO AI TING

Partner, Real Estate Dispute Practice, **LEE HISHAMMUDDIN ALLEN & GLEDHILL**

Ai Ting is a Partner in Lee Hishammuddin Allen & Gledhill's Dispute Resolution Practice with a focus in real estate disputes. Ai Ting has extensive experience in complex land disputes, compulsory land acquisitions and public law, breaking boundaries in compensation claims for land acquisition cases and mounting challenges against land authorities through judicial review proceedings. Her corporate litigation experience includes debt recovery. She also regularly advises on disputes involving landlord and tenant, housing, strata management and town and country planning.

Ai Ting is consistently recommended in The Legal 500 Asia Pacific ranking under Real Estate & Construction Practice and has been described as 'prompt and hardworking' and provides 'detailed advice'. She was a finalist in the category of 'Litigator of the Year, SE Asia' at the inaugural ALB Women in Law Awards 2021.

On publication, Ai Ting is a contributing editor of the chapter on Committal in the White Book on Malaysian Civil Procedure (Sweet & Maxwell, 2021 edition). She also co-authored chapter 5 on Discovery and Documentary Evidence in the Law & Practice of Civil litigation in Malaysia. Most recently, she updated the Subordinate Courts Act 1948 in Issue 201 of the Annotated Statutes of Malaysia, and sections 221 to 240 of the National Land Code in Issue 80 of the Annotated Statutes of Malaysia.



RAVIN KRISHNAN

Head of HR and Environmental Social & Governance

Ravin holds a law degree from the University of London, a postgraduate diploma in human resource management and an MBA from the University of Newcastle Australia.

Ravin has more than 25 years of corporate experience in diverse industries such as palm oil, education, insurance and financial services.

A seasoned ESG professional, he has worked for some of the largest multinational corporations in the world. Locally, he has worked for one of the largest diversified groups in Malaysia.

Ravin is passionate about the environment and sustainability and people especially in harnessing their potential in helping the company achieve their business objectives. Living and working sustainably so that we leave a better earth for our children and their children. Staunch human rights defender of the underprivileged, rural communities, workers and minorities.

Spent the last few years working in environment /sustainability related projects, dispute resolution, conservation, deforestation, sustainability policy, environment legal research, stakeholder engagement, communication and outreach ,technical expert, compliance. He was basically an Ombudsman for the palm oil industry,.

But currently,involved in helping a major investor in compliance for ESG(IFC,ILO,SDG, rules on employment,child labour,- forced labour, Safety and health) and implementing the sustainability road map. Also has considerable expertise in learning and development ,human resource management, insurance underwriting of financial lines products, lecturing and training, legal research and investigations

Has been involved in a shared service HR services projects in the SEA region and globally.



ZUHAIIDI MOHD SHAHARI

Deputy Managing Partner & Head of Projects Practice Group, **AZMI & ASSOCIATES**

Zuhaidi was called to the Malaysian Bar in 2001. He holds a law degree from International Islamic University of Malaysia and MBA from Cardiff Metropolitan University. He has been with Azmi & Associates since 2002 and currently is a Co-Deputy Managing Partner, Head of Projects Practice Group and member of the Governance Committee of the Azmilaw.

Zuhaidi's core practice areas are in transactional land matters,project developments, cross-border transactions, mergers & acquisitions, Islamic finance, oil & gas, mining and corporate commercial transactions. His recent noteworthy deals include KLIA Aeropolis, ORIC International Track and Resort Langkawi, Subang Aerotech Park, Plaza Conlay, Kapar I-Zone Industrial Park, FGV IPO, Kota Seriemas, TNB Gold Jalan Pantai, Enstek Industrial Park and Pagoh Education Hub and mining concession projects.

Zuhaidi regularly writes articles for various publications and gives talk in the area of land law, corporate laws, compliance, risk management and others. He has participated in PEMUDAH roadshow on land dealings and construction issues in order to elevate Malaysia's standing in the International Finance Corporation's "Doing Business" publication, which he has been a permanent correspondent to the publication since 2005. In 2016, he was invited to give a briefing in Tokyo by the Japan Chamber of Commerce and Industry on the topics of Malaysian infrastructure projects covering MRT, LRT, KTM and the future HSR rail infra.

Zuhaidi has been recognised as Asialaw Leading Lawyer 2013, Asialaw Leading Lawyer 2014, Asialaw Leading Lawyer 2015, Asia Pacific Legal 500 Recommended Lawyer 2015 in Corporate, Real Estate & Construction, Asia Pacific Legal 500 Leading Lawyer 2016 and Asialaw Leading Lawyer 2017 in Corporate / M&A.

Zuhaidi enjoys family, work, golf, running, cycling, hiking, guitars and travelling. He is now a board audit committee member of InvestKL, an independent board member of Lulu Money (Malaysia) Sdn Bhd, and formerly board member of companies from Japan (mining) and German (manufacturing).



JOYLINE CHAI

Co-founder, **GLOBAL HEMISPHERE GROUP AND SKILLS DEVELOPMENT COMMITTEE**,
Chairperson , **(JUNIOR CHAMBER INTERNATIONAL)**

Joyline is a dedicated advocate for positive global change, leveraging years of experience to tackle environmental challenges with innovative solutions. Specializing in crafting tailored sustainability strategies, she ensures businesses of all sizes thrive financially while promoting eco-friendly practices. Since 2016, she's championed sustainability as an entrepreneur, active Penang Green Council, and CSO-SDG Alliance member. She is elected Vice President of the ESG Association of Malaysia (2022–2025), overseeing its Academy & Training Arm. Joyline consults for numerous PLCs & SMEs, delivers talks at universities and major events like the Malaysia SDG Summits & Malaysia Youth SDG Summit (2019, 2021), and engages with institutions like Bursa Malaysia Academy to promote sustainable practices for a profitable, resilient future.



DR DANIELE GAMBERO

Chief Executive Officer and Co-Founder, **AIVOT SDN BHD**

Expatriate to Malaysia from Italy since 1998, Daniele is a serial entrepreneur and serial investor in property and PropTech start-up ecosystems. He is the Group CEO and co-founder of strategic marketing consultancy firm REI Group, PropTech start-up Proponomy.com, Athena SmartCities, and Aivot.

He has established partnerships with renowned research institutions and government agencies, fostering collaboration and knowledge exchange to address complex urban challenges. Daniele pioneered the use of digital transformation and innovative financing models to provide affordable housing solutions, effectively combating urban poverty and ensuring housing for all in demand through his revolutionary modelling, Proponomy.

He is the President of the Malaysia PropTech Association and a sought-after strategic consultant for private and public industry players and government agencies on sustainable and affordable housing developments' market research and data centred studies.

He is a member of the Global PropTech Council and representing Malaysia within the PropTech-For Good global network, a global movement aiming to a betterment of the Property ecosystems following the guidelines of SDG-2030 & ESG.

Daniele is strongly committed to create awareness, adopt the guidelines and plan future urbanism within the framework of SDG – 4 Quality & Affordable Education for All, SDG – 5 Gender Equality, SDG – 7 Affordable and clean energy in all housing projects and beyond, SDG – 9 Industry, Innovation, and Infrastructure to Develop Smart City & People of the Future, SDG – 11 Sustainable Cities and Communities and SDG – 17 Partnership for the Goals Daniele is frequently appointed as judge in local and international start-up pitching competitions and has been since long a mentor for young talented start-ups and university students in real estate. He is also the bestselling author of "Malaysian Proponomy" and sits in numerous roundtables and advisory boards as PropTech and Sustainable Property Development Expert (SDG-2030 and ESG).

He has also been developing, during a lifelong journey, a deep passion in digital marketing and has been consulting, advising and helping countless businesses in raising market awareness and building strong brands while generating leads with innovative and organic strategies.

Multiple award winner, Daniele is regarded as a Sustainability, Property & PropTech expert, public influencer leader and is a well-known and sought-after international and TEDx speaker.



MUHAMMAD INAMUL HASSAN SHAH NORMAN DUNSAH

Partner at **AZMI & ASSOCIATES**

M. INAMUL HASSAN SHAH is a Partner at Azmi and Associates and is currently managing the Private Equity and Venture Capital practice group.

Hassan Shah graduated from International Islamic University Malaysia (IIUM) with LL.B First Class (Hon) in 2015. Hassan Shah was the recipient of the Best Student (Academic) Award from IIUM and the Best Student award for the subjects of Evidence, Criminal Procedure and Islamic Banking.

Hassan Shah was admitted to the Malaysian Bar in February 2016. He joined Azmi & Associates in January 2017 under the supervision of the Partner, Rosinah Mohd Salleh in the Mergers & Acquisitions Practice Group. Prior to joining the Firm, he gained experience in various areas of law, which included employment, litigation, advisory works and drafting of legal documents. During that period, he has assisted in trials and hearings in all levels of Courts in Peninsular Malaysia including Industrial and Labour Courts.

Hassan Shah has been involved in various M&A and venture capital related assignments predominantly on investments via RCPS by Government Linked Companies such as MTDC and PERNAS. His professional repertoire also encompasses comprehensive involvement in general corporate advisory services. Some of the noteworthy advisory roles include advising on the proposed introduction of private lease scheme via the proposed amendments to the National and Code 1965 and Strata Titles Act 1985, as well as the amendments to the template sale and purchase agreement under Schedule G and H of Housing Development (Control and Licensing) Regulations 1989 for the preparation of template agreements for developing sale of lease in Medini Iskandar for Medini Lease Scheme.



YBHG. PROFESOR DR. ABDUL RASHID BIN MOHAMED SHARIFF

Faculty of Engineering, **UNIVERSITY OF PUTRA MALAYSIA (UPM)**

Professor Gs Sr Dr. Abdul Rashid Bin Mohamed Shariff is a distinguished academic and researcher specializing in Geographical Information Systems (GIS), cadaster, land information management, spatial information management, and precision farming. He currently serves at the Faculty of Engineering, Universiti Putra Malaysia.

Dr. Abdul Rashid holds a Ph.D. in Spatial Information Science and Engineering from the University of Maine, USA, an MSc in Cadastre and Land Information Management from the University of East London, UK, and a B.Surv. (Land) Hons. From University of Technology Malaysia. His contributions to the field have earned him numerous administrative roles, including serving on various university and national committees, as well as international boards such as the Japan Aerospace Exploration Agency (JAXA).

He is a prominent figure in the academic and professional geospatial community, holding key positions such as President of the Institution of Geospatial and Remote Sensing Malaysia (IGRSM) and playing a pivotal role in the UPM-University of Tsukuba MoU. Dr. Abdul Rashid has also chaired several significant conferences and symposia, contributing substantially to the advancement of geospatial sciences and technology.