

mrma

Malaysian REIT Managers Association



MALAYSIAN REIT FORUM 2024

**M-REITs RECONFIGURED: GROWTH MARKETS,
PROSPECTS & ALTERNATIVE ASSET CLASSES**

Grand Lagoon Ballroom, Sunway Resort Hotel
Tuesday, 10 September 2024 | 9:00 am - 5:30 pm



MALAYSIAN REIT FORUM 2024

M-REITs RECONFIGURED: GROWTH MARKETS, PROSPECTS & ALTERNATIVE ASSET CLASSES

The Malaysian real estate investment trust (M-REIT) industry kicked off almost two decades ago with a bang. It saw rapid growth throughout these years, with its market capitalization quadrupling from RM9 billion in 2010 to RM41 billion as at 31 December 2023. With 19 listed real estate investment trusts (REITs) in Malaysia, REITs have become a significant component of the listed capital markets.

Malaysia's REIT industry has provided investment diversification, stakeholders income stability, inflation protection, delivering long-term performance of lower risk and volatility. M-REITs saw a landmark development with the launch of the Bursa Malaysia REIT Index in October 2017, increasing the visibility of M-REITs in the capital market.

The Malaysian REIT Managers Association (MRMA) is now excited to bring back Malaysia's much awaited REIT forum in 2024, which we invite the various industry experts to tackle interesting topics! Here is a list of activities that you can expect for the event.

- Malaysia Economic Landscape in 2H 2024 and what is in store for 2025 and the impact of the US Elections, the China-US trade tensions, the Palestinian conflict and the Russia-Ukraine war on the Southeast Asian economies and what it means for M-REITs
- Are Retail REITs still relevant? What are their growth prospects and their response to the rise of E-Commerce?
- What is Next? – Data Centre REIT's and other potential alternative asset classes
- M-REITs from the Investors Perspective – how do they view M-REITs? Why is investments by Foreign Funds in M-REITs at an all-time low? Should M-REITs start looking at overseas assets for growth?
- Diversified REITs vs non-diversified REITs – Pros and Cons
- Impact of Generative AI, ESG Compliance, Green RE and Green Financing on REIT assets
- The Future of REITs with PropTech Integration

MRMA was established in May 2010 as a collective representation of the Malaysian real estate investment sector and to establish an environment for more investments into high quality real estate in Malaysia. As Malaysia stays on track to move the nation towards becoming a high-income economy, the growth of Malaysia's middle-class will continue to fuel demand for all real estate classes. Capitalising on global mega trends, such as e-commerce, industry 4.0, digitalisation, generative Ai, healthcare, education amongst others, REITs are poised to benefit from these trends.

In this environment, REITs will continue to serve as a tool to power growth and satiate the demand for new real estate in Malaysia. As a socio-economic development engine, REITs will be one of the key drivers to sustain prosperity and progress for the country by:

- attracting new flows of foreign direct investments into Malaysia.
- monetising and raising capital for real estate and infrastructure development.
- generating stable returns for sovereign wealth funds, pension funds and insurance companies, institutional funds and retail investors
- enabling Malaysians to own a share of quality real estate, thus empowering wealth creation.
- increasing job creation, elevating living standards, and upgrading expertise in the real estate industry
- supporting the fostering of innovation in emerging real estate sub-sectors capitalizing on global mega trends.

By attending this forum, participants will get an overview of the M-REIT landscape and explore the latest developments in the Malaysian REIT market. Come and uncover the potential of REITs as efficient vehicles for nation building, while at the same time delivering wealth creation for Malaysians and get inspired by innovative ideas to propel the future growth of the industry. Join us now to meet and engage with the CEOs of M-REITs and various industry experts to tackle your burning questions! *Mark your calendar!*

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Date : 10 September 2024

Time : 9.00 am – 5.30 pm

Venue : Grand Lagoon Ballroom, Sunway Resort Hotel

Participants' Fee : RM950 per pax

Sponsorship : Platinum – RM50,000 (10 Complimentary tickets)
Gold – RM25,000 (5 Complimentary tickets)
Silver – RM10,000 (3 Complimentary tickets)

Who Should Attend : A. Retail Investors
B. CEOs, CFOs, C-Suites, Senior Management of the targeted sectors:

- Real Estate Developers
- Banks
- Accounting
- Legal
- Fund Administration
- Investment/Asset Management
- Private Equity
- Government Agencies/Regulators
- Property Managers/Valuers
- Fund Managers & Analysts
- Real Estate Companies
- Family Offices

Speakers : International and local industry thought leaders

CPE Points : Proposed 10 CPE Points for eligible participants

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Programme

0830 – 0900	Registration and Welcome Remarks
0900 – 0910 (10 minutes)	<p>Welcome address:</p> <p>Leong Kit May, Chairman of Malaysian REIT Managers Association (MRMA) & Chief Executive Officer, Axis REIT Managers Berhad</p>
0910 – 0940 (30 minutes)	<p>Plenary One – Presentation & Panel Discussion:</p> <p>Presentation:</p> <p>Speaker: Suhaimi Ilias, Chief Economist, Maybank Investment Bank Berhad</p> <p>Economic Outlook for H2 2024 & Forecast for 2025</p> <ul style="list-style-type: none"> • How Malaysia is faring economically vs ASEAN. • What headwinds are we facing as a nation? • Outlook for the Ringgit. • Impact of the Palestinian & Ukraine conflicts and how it affects Asia's economy. • GDP growth estimates of Malaysia 2024 and projections for 2025. • What are the key disruptions on businesses? • Bright spots. <p>Panel Discussion:</p> <p>How would Global Uncertainties affect Malaysia and M-REITs?</p> <ul style="list-style-type: none"> • Is the world view of Malaysia as an investment destination improving? • Are the huge data center investments that are coming to our shores be the catalyst we seek to making Malaysia a Tier 1 destination for foreign capital? • What other sectors will drive our economy? Will AI be a deciding factor? • What changes in policy are needed to improve Malaysia's rankings with the global investment world?
0940 – 1030 (50 minutes)	

	<p>Moderator: Mervin Song, Head of Singapore, Malaysia and Vietnam Property Research, J.P. Morgan</p> <p>Panelists: Dr Geoffrey Williams, Economist, Founder and Director Williams Business Consultancy Sdn Bhd Suhaimi Ilias, Chief Economist, Maybank Investment Bank Berhad Vincent Loo, Senior Economist, CIMB Securities</p>
<p>1030 – 1050</p>	<p>Morning Refreshment</p>
<p>1050 – 1130 (40 minutes)</p> <p>1130 – 1230 (60 minutes)</p>	<p>Plenary Two – Presentation & Panel Discussion:</p> <p>Presentation: Speaker: Gabriel Yap, Executive Chairman of GCP Global Management Holdings Pte Ltd (Singapore REITs Guru)</p> <p>Sharing of the Singapore REIT experience.</p> <ul style="list-style-type: none"> • How have S-REITs diverse asset classes performed over the past year? • Singapore have led the way in the listing of Data Centre REITs. How have they fared on the SGX and globally? • Have S-REITs with foreign assets outperformed the market? • Have Diversified REITs outperformed the Sector focused asset class REITs? • What are the best performing REIT asset classes in Singapore and globally today? • What are investors seeking from REITs today? • What are the differences between S-REITs and M-REITs? How does Singapore’s regulatory approach differ from Malaysia? <p>Panel Discussion:</p> <p>M-REITs from the Investors’ Perspectives</p> <ul style="list-style-type: none"> • Investors – how do they see the REIT market? • Why invest in Malaysian REITs? • Should Malaysian REITs acquire assets overseas? • Diversified REITs vs Sector focused REITs, which do investors prefer? <p>Moderator: Dato’ George Stewart Labrooy, Executive Chairman of AREA Management Sdn Bhd and Chairman of Alpha REIT Managers Sdn Bhd</p>

	<p>Panelists: Loong Kok Wen, Head of Regional Property Sector, RHB Research Institute, RHB Investment Bank Berhad Clement Chen, Chief Executive Officer, Sunway REIT Management Sdn Bhd Gabriel Yap, Executive Chairman of GCP Global Management Holdings Pte Ltd (Singapore REITs Guru) Sarah Lim, Portfolio Manager, Value Creation & Research, OSK Technology Ventures Sdn Bhd</p>
<p>1230 - 1350</p>	<p>Networking Lunch</p>
<p>1350 – 1440 (50 minutes)</p>	<p>Plenary Three: Panel Discussion A look at key sectors of REITs – Retail, Office and Logistics</p> <ul style="list-style-type: none"> • How have Retail REITs performed post pandemic and is consumer behaviour changing? • How are retail assets reinventing themselves? • There is a current glut of office space but a shortage of Grade A ESG compliant offices in KL. • What are REITs doing to green their portfolios? • Is the rise of remote work leading to shrinking demand? • Will there be a glut of logistics and how are new products innovating designs? <p>Moderator: Hugh Andrew, Executive Vice Chairman & Executive Director, Eco Build MMC Sdn Bhd</p> <p>Panelist: Ungku Suseelawati Ungku Omar, Executive Director Regional Head, Retail for South East Asia Region, Nawawi Tie Amy Wong, Executive Director, Research Consultancy Malaysia, Knight Frank Malaysia Sdn Bhd Siva Shanker, Chief Executive Officer, Real Estate Agency, Rahim & Co International Sdn Bhd Stephanie Ping, Chief Executive Officer & Co-Founder, WORQ Coworking Space</p>

<p>1440 – 1500 (20 minutes)</p>	<p>Keynote Address:</p> <p>REIT as the way forward to solve housing challenges in Malaysia</p> <ul style="list-style-type: none"> • What are the roles for M-REITs? • Which particular sector of the REIT industry? <p>Keynote Speaker: YB Tuan Liew Chin Tong, Deputy Minister of Investment, Trade & Industry Malaysia</p>
<p>1500 – 1530 (30 minutes)</p>	<p>Plenary Four – Presentation & Panel Discussion:</p> <p>Presentation:</p> <p>Speaker: Esther An, Chief Sustainability Officer, City Developments Limited, Singapore</p> <p>What are the challenges and opportunities of Net Zero by 2050?</p> <ul style="list-style-type: none"> • Is Net Zero achievable? • Nature-based solutions, green energy, circularity solutions – myth or reality? • How will climate change impact the economy and business performance? • Risk mitigation and adaptation in the built environment.
<p>1530 – 1620 (50 minutes)</p>	<p>Panel Discussion:</p> <p>ESG and M-REITs – What will be its impact on returns on M-REITs?</p> <ul style="list-style-type: none"> • Will portfolio regeneration to comply with green standards be the way forward? • How will international tenants behave in making decisions on tenancies? • How much capex will be needed to comply with green standards? • Will it attract international investors? • What role will the banks play in a green REIT economy? <p>Moderator: Wong Chiun Chiek – Director of Bursa Intelligence, Bursa Malaysia Berhad</p> <p>Panelists: Previrndran Singhe, Group CEO & Founder, Zerin Properties Sdn Bhd Trey Archer, Business Development Director, Asia, GRESB Sharifah Bakar Ali, Head, ESG, UEM Edgenta Bhd Phang Oy Cheng, Partner – Head of Sustainability Advisory Services, KPMG in Malaysia</p>

<p>1620 – 1640</p>	<p>Afternoon Tea</p>
<p>1640 – 1730 (50 minutes)</p>	<p>Plenary Five: Panel Discussion</p> <p>The Future of REITs with Proptech Integration</p> <ul style="list-style-type: none"> • What are the advantages for REITs to have Proptech Integration? • How current and future technologies impact tenants’ and users’ experience? • What is the impact of Proptech on sustainability of the building? • Will there be high transparency in all processes? • How can investors benefit from Proptech Integration? Will it contribute to higher profitability? <p>Moderator: Dr Daniele Gambero, President, Malaysia Proptech Association</p> <p>Panelist: Bernie Devine – Senior Regional Director, Asia Pacific, Yardi Systems Ltd Christophe Vicic, Chief Growth Officer, JLL Malaysia Koh Cha-Ly, Co-Founder and CEO, Urban Metry Suhendra Arianto, Co-Founder and CEO, ServeDeck Information Sdn Bhd</p>
<p>1730 - 1740</p>	<p>Survey & End of Forum</p>