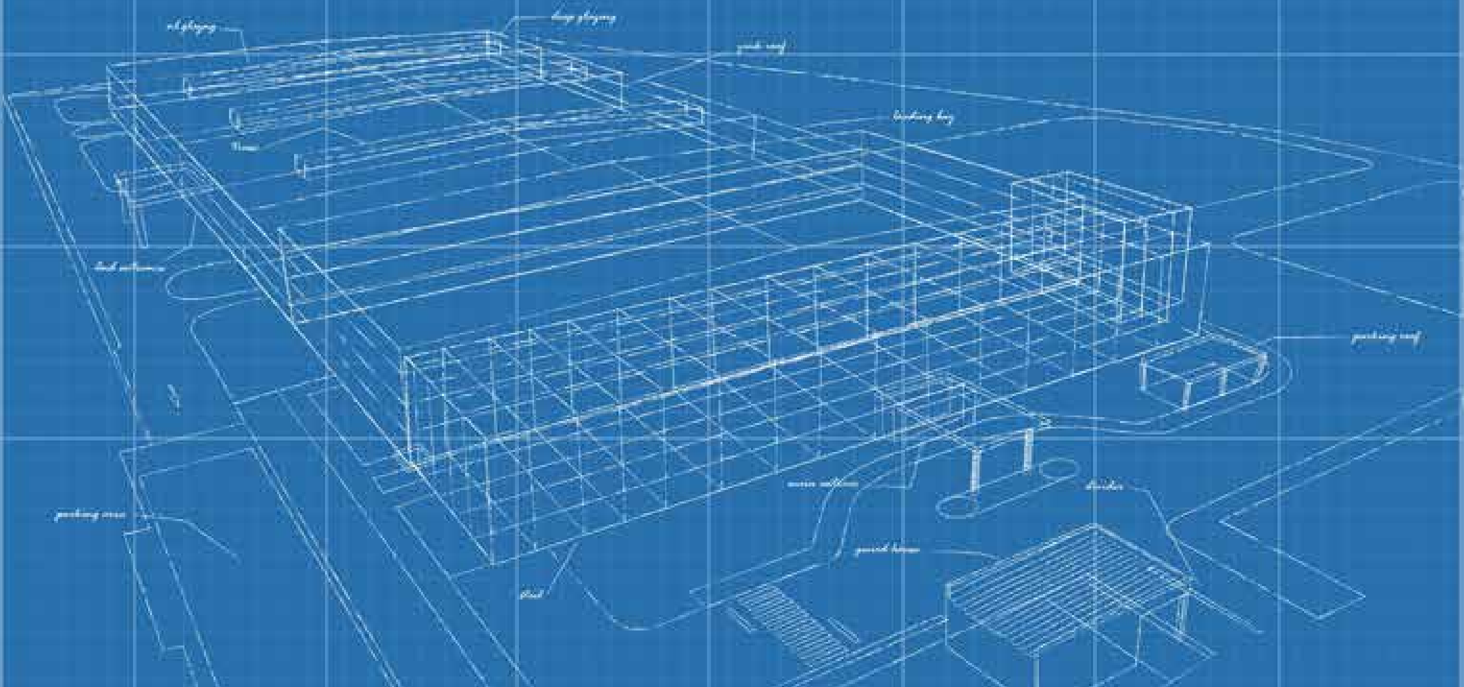
trueventus

INDUSTRIAL ESTATES & SEZ

Forging the route to the wave of industrial revolution

28 TH - 29 TH NOVEMBER 2018 | JW MARRIOTT HOTEL KUALA LUMPUR, MALAYSIA



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"There is a need to develop secure, gated and guarded, modern and well-planned industrial business parks to match the increase in demand going forward"

– Datuk Chang Khim Wah, President & CEO, EcoWorld, Malaysia

EVENT OVERVIEW

There is no refutability with the claim of e-commerce flourishes the developments of Industrial estates throughout the globe when it is proven with the value of RM11.6 billion invested in industrial projects by one of the largest property development companies in Malaysia. This proves the blaring impact of Industrial Revolution 4.0 and e-commerce towards creating industrial estates corridor along with Specialized Economic Zone (SEZ). The ever-growing demand of Industrial Revolution sparks the need for inventive infrastructure of business parks to suit with the feasibility of industrial estates corridor.

Clearly industrialization will be the major player in obtaining a growing revenue. The adaptation of technology in industrial field creates another demand for its' functionality. Michelle Siew the Head of Corporate Communications from Exsim Group claims that "People are looking at multi-functional industrial properties" as these suits with the need of many companies grasping the opportunity to reduce cost and gain more profit by having an integrated function under one building.

The expansion of industrial estates corridor to grow with the adaptation of technological advancements, multi-function building, inventive infrastructure with built-to-suit (BTS) system, and free economic trading ports are intimidating. Henceforth, join us in **Industrial Estates and SEZ by Trueventus** to gain more information to resolve and clarify the challenges faced by industrialization.

WHY YOU CANNOT MISS THIS EVENT

- Lay out the alternatives to SMEs to expand and be the drivers of economic upsurge and promotes hassle-free trade through an insightful conference
- Advocate the idea of adapting borderless and free tax for the inbound and outbound trading from an industrial park
- Acquire several options to overcome challenges in having a well-located distribution centres and managing the continuous margins pressure from online sales
- Understand the prospective of connecting industrial parks to create a centre for research and human capital development
- Be able to etch the forthcoming logistic hub's functions in industrial revolution 4.0 to create seamless trading
- Obtain the ideas and the importance of balancing between industrial revolution 4.0 and sustaining the quality of natural environment

WHO SHOULD ATTEND?

This event is targeted but not limited to:

- CEO
- Managing Director
- President
- Vice-President
- Directors and General Manager
- Heads of Department
- Heads of Industrial Estate
- Heads of Industrial Cluster
- Architect
- Corporate Real Estate Managers and professional
- Project Developer
- Real Estate Investor
- Lease Management Executive
- Estate Manager
- Investment Managers, Asset Manager

From the following industries:

- Commercial Real Estate
- Real Estate
- Government Administration
- Government Agencies
- Industrial Park Operator
- REIT
- Industrial Automation
- E-commerce
- Warehousing
- International Trade and Development
- Logistics and Supply Chain
- Mechanical or Industrial Engineering
- Architecture & Planning
- Information Technology and Services
- Venture Capital & Private Equity

ASSOCIATE PARTNERS

ASIAN PropertyReview

FEATURING PRESENTATION AND CASE STUDIES BY DISTINGUISHED SPEAKERS

Allan Sim Song Len
Executive Director
Knight Frank, Malaysia

Rahul Mittal
Director, Planning & Design
Cistri, Singapore

Greg Ohan
Deputy Chief Executive Officer
BW Industrial Development, Vietnam

Romolo Nati
Executive Chairman & Chief Executive Officer
Italpinas Development Corporation, Philippines

Randhill Singh
General Manager, Land Development
Malaysia Airports Holdings Berhad, Malaysia

Dr. Daniele Gambero
Chief Executive Officer
REI Group of Companies, Malaysia

John Campbell
Senior Consultant, Industrial Services
Savills, Vietnam

Eli Raphael Konvitz
Director, Urban Development & Design
Atkins, Hong Kong

Casey Robinson
Research Director
M3Property, Australia

Edward Angara Pineda
Deputy Administrator
Aurora Pacific Economic Zone & Freeport Authority,

Sr Khaidzir Abdul Rasip
Former SVP, Urban Observatory
Iskandar Regional Development Authority (IRDA), Malaysia
Managing Director
Ian Scott International, Malaysia

David Aboud
Director, Business Development & Investment
LOGOS Property, South East Asia

Vikneshwaran Krishnamoorthy
Head of Business Development
Guocoland, Malaysia

Jonathan Denis-Jacob
Associate Director, Valuation and Advisory Services
Colliers International, Singapore

Day One: Wednesday, 28th November 2018

0800 Registration & coffee

0850 Opening keynote address

0900 Session One

SEZ affects policy masterplan of industrial park following investors' inclination

- Re-establishing the taxation policy by highlighting the reduction of tax rates, corporate income tax, government's service tax, and personal income tax
- Advocating the reconstruction of Customs regulations for the exception of import tariffs and rendering the procedures for customs clearance
- Charting the liberalisation of labour policies to grant the penetration of migrants

0945 Session Two

Driving forward to industrial park security developments via big data and artificial intelligence

- Determining to understand the improvement of communication network bandwidth offers expansion of exchanging information to be crunched and recorded by Big Data
- Grasping the concept of industrial park security development should be well-developed from a better computing power and smarter AI in fast recognition of license plate
- Envisioning the benefits of having a well-secured system for industrial park, at once it shall secure nearby residential area and facilitate the government

1030 Morning refreshment

1100 Session Three

The Value of Comprehensive Analysis: Looking towards the impossible industrial master-planning project

- Analysing the industrial master-planning project to enable development on complex sites
- Considering the industrial positioning to create specific attractors towards the industrial estates industry
- Building flexibility and adaptability into the large-scale plans for long-term future success

Eli Raphael Konvitz Director, Urban Development & Design

Atkins, Hong Kong

1145 Session Four

Examining the e-commerce growth in Australia and the way it defines Australian industrial real estate

- Addressing the status and growth of e-commerce sector in Australia and the adaptability by retailers
- Highlighting the importance of location for warehouses and distribution centres to go forward
- Identifying the major transport infrastructure projects in Australia benefitting the e-commerce and industrial sectors

Casey Robinson Research Director

M3Property, Australia

1230 Networking luncheon

1400 Session Five

Driving towards industrial park green developments via effective sustainable strategies

- Equating the world-class living standard by conveying the capability to develop eco-friendly sustainable buildings
- Pacing towards sustainable property developer and green builder through high performance buildings using smart power management strategies
- Understanding the relevance of active and passive green technologies in mixed-use buildings

Romolo Nati Executive Chairman & Chief Executive Officer

Italpinas Development Corporation, Philippines

1445 Session Six

Nusajaya Tech Park: A new generation of Industrial Park in Iskandar Malaysia

- Emphasizing the importance of long-range planning and a sustainable design for the new generation of industrial space
- Highlighting the need to integrate "human" spaces to attract and retain talent in industrial estates industry
- Establishing a systematic approach in developing clusters of different industry in the same industrial park

Rahul Mittal Director, Planning & Design

Cistri, Singapore

1530 Afternoon refreshment

1600 Session Seven

Bridging the funding gap of the billion-dollar industrial estates market

- Empowering smart city system for local as well as attracting local talents to be shaped as a real high-technology business district
- Screening incentives given in SEZ according to its' high energy systems, traffic control systems, smart grids, urban data platforms, and mobile applications
- Appraising the new government's open policy towards foreign direct investment and its' move of reviewing the feasibility of mega projects

Randhill Singh General Manager, Land Development

Malaysia Airports Holdings Berhad, Malaysia

1630 Session Eight

Land Acquisition of E-commerce hub: Exemplifying China Industrial logistic site

- Approaching multi-story facilities to meet with the demand on modern logistic facilities
- Focusing on the importance of having a logistic site to serve as a national e-commerce centre
- Embracing the customers feedbacks to improve the dynamicity of industrial site

1700 Session Nine

Transforming business model to suit according to contemporary demand in industrial estate

- Pointing out the embellishments of E-commerce as it is part of the increasing demand and its' impacts to logistics real estate
- Accentuating the transformation of recent business landscape towards the advanced technology to get more connected with the consumer
- Focusing the market outlook to be in line with the demand of business model on speed, accuracy, and personalization implied on the products

1730 End of day one

Day Two: Thursday, 29th November 2018

0830 Registration & coffee

0900 Session One

Constructing administration authority to govern developers upon industrial park bombardment

- Conferring on the construction of administration authority to control on the burgeoning of business parks by affluent developers
- Examining the purposes of business parks mushrooming to eliminate hassle in infrastructure and administering the maintenance operation
- Repurposing land used for business parks which could be opened for other purposeful things

Vikneshwaran Krishnamoorthy Head of Business Development
Guocoland, Malaysia

0945 Session Two

Special Economic Region: A case study from Iskandar Malaysia

- Examining Iskandar Malaysia as a case study of an economic region which is bigger than a special economic zone
- Encapsulating a holistic approach in terms of strategies and master plans comprises several SEZs and industrial estates
- Analysing the economic drivers of the industrial sector based on trends revolving industrial estates development in Iskandar Malaysia

Sr Khaidzir Abdul Rasip Former SVP, Urban Observatory
Iskandar Regional Development Authority (IRDA), Malaysia
Managing Director
1030 Ian Scott International, Malaysia

1100 Morning refreshment

Session Three

Capturing Industrial tenant via Build to Suit (BTS) industrial layout

- Obtaining a comprehensive measurement on discerning class population which surrounds the logistic hub and its' importance to E-commerce
- Learning the importance of logistic hub which will be linking small and medium enterprises from Thailand, Cambodia, Laos, Myanmar, and Vietnam
- Growing a complete assimilation of maintaining seamless trading using logistic hub for better access to larger market

Allan Sim Song Len Executive Director
Knight Frank, Malaysia

1145 Session Four

Industrial and Logistics: Examining on the current opportunities and outlook for Vietnam

- Analysing the Vietnam's emergence as Asia's next manufacturing hub and its' shifting towards 'high value' industries
- Discovering the dedicated industrial and economic zones' overview on its' future and outlook and vision
- Identifying the main drivers and opportunities for industrial estate industry including the logistics analysis

John Campbell Senior Consultant, Industrial Services
Savills, Vietnam

1230 Networking luncheon

1400 Session Five

Vietnam's Angle: Shifting business model to suit with industrial demands

- Displaying the relevance of risk management in anticipating the significant risks and exposures on rental issues of specialised economic zones
- Foreseeing the risks and consequences faced by the industrial estate owner for land leased to varies industries
- Exhibiting the land leased risks faced by specialised economic zones as a logistical hub

Greg Ohan Deputy Chief Executive Officer
BW Industrial Development, Vietnam

1445 Session Six

Green Ecozone: Promoting the preservation of the environment in business practices

- Comprehending the three key driven of economic zone which focusing on eco-tourism, agri-aqua, and infrastructure
- Presenting Aurora Ecozone's projects of building green communities which concentrating on green urbanism, energy, technology, architecture, and sustainable development community
- Discussing the ultimate factors whereby Aurora Ecozone is enable to provide a conducive business-friendly hub

Edward Angara Pineda Deputy Administrator
Aurora Pacific Economic Zone & Freeport Authority, Philippines

1530 Afternoon refreshment

1600 Session Seven

Highlighting the competitive advantages of SEZs from an occupier's perspective

- Exploring the key considerations of multi-national corporate and industrial occupiers in locating in SEZs
- Redefining the lifecycle of SEZs' competitive advantages from the occupier's perspective
- Discussing the impact of corporate real estate portfolio strategies on the successes and challenges of SEZs

Jonathan Denis-Jacob Associate Director, Valuation and Advisory Services
Colliers International, Singapore

1630 Session Eight

Transforming business model to suit according to contemporary demand in logistics or industrial real estate

- Changing needs from Industrial / logistics users impacts what investors / landlords need to be prepared to offer
- The investments considerations and risks that building for modern end users entails
- Do developers of modern industrial estates understand the needs and can they deliver

David Aboud Director, Business Development & Investment
LOGOS Property, South East Asia

1700 Session Nine

The New Disruptive Retail Model: A key factor in understanding the logistic value of future land development

- Recommending Cloud Computing to be implemented at digital free trade zones and business parks
- Offering the benefits of (PaaS) as a platform to move any data and information on digital free trade zones' infrastructure using secured application
- Embracing the cloud computing services of IaaS and PaaS' which could work endlessly and reduce the budget allocation on data storage

Dr. Daniele Gambero Chief Executive Officer
REI Group of Companies, Malaysia

1730 End of conference

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trueventus®

COMPANY DETAILS

Name	Industry
Address	
Postcode	Country
Tel	Fax

ATTENDEE DETAILS

1	Name	Job Title
	Tel	Email
2	Name	Job Title
	Tel	Email
3	Name	Job Title
	Tel	Email
4	Name	Job Title
	Tel	Email
5	Name	Job Title
	Tel	Email

APPROVAL

NB: Signatory must be authorised on behalf of contracting organisation.	
Name	Job Title
Email	
Tel	Fax
Authorising Signature	

COURSE FEES

	Corporate	Government
End of September 2018	**USD 1495 + 6% SST**	**USD 1295 + 6% SST**
End of October 2018	**USD 1995 + 6% SST**	**USD 1495 + 6% SST**
End of November 2018	**USD 2395 + 6% SST**	**USD 1995 + 6% SST**

☐ Document Package USD 495

All options inclusive of delegate pack, luncheon and refreshments.

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1. The course fee is inclusive of the event proceedings, materials, refreshment and lunch.

2. Upon receipt of the complete registration form, invoice will be issued. Trueventus request that all payments be made within 5 working days of the invoice being issued. Full payment must be received prior to the event. Only delegates that have made full payment will be admitted to event. Clients are responsible for their own banking fees and banking fees will not be absorbed into the booking price.

3. Substitution & cancellations policy. Should the registered delegate is unable to attend, a substitute delegate is welcome at no extra charge. Written notifications of all substitutions is required 5 working days prior to the event. Trueventus contracts carry 100% full liability upon receipt of registration. Non payment does not constitute cancellation. A 100% of cancellation fee will be charged under the terms outlined below: Due to limited event seats, Trueventus agrees to book and confirm the seat for the client upon issuance of invoice. Upon signing of this contract, client agrees that in case of dispute or cancellation of this contract Trueventus will not be for total contract value. If a client does not attend the event without written notification at least 5 working days prior to the event date, he/she will deemed as no show. A no show at the event still constitutes that the client will have to pay the invoice amount that was issued to them. Trueventus does not provide refunds for cancellations. By signing this contract the client also agrees that if they cancel that Trueventus reserves the right to pursue monies owned via the use of local debt collection agency were the client is situated. Furthermore the client will be held liable for any costs incurred in collection of outstanding monies. When any cancellations are notified in writing to Trueventus 5 working days prior to the event, a credit voucher will be issued for use in future Trueventus events.

4. Trueventus will at all times seek to ensure that all efforts are made to adhere to meet the advertised package, however we reserve the right to postpone, cancel or move a venue without penalty or refunds. Trueventus is not liable for any losses or damages as a result of substitution, alteration, postponement or cancellation of speakers and / or topics and / or venue and / or the event dates. If force majuere were to occur Trueventus accepts no responsibility or liability for any loss or damage caused by events beyond their control, including, but not restricted to strikes, war, civil unrest, flight delays, fire flood, or any adverse weather conditions. Trueventus under no circumstances is liable for any other costs that might have been incurred in the attendance of the event, including but not limited to flights, accommodation, transfers, meals etc. Trueventus reserves the right to replace / change speakers in the best interest ofthe conference.

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