

**10 SIDC  
CPE points**

# Real Estate: Industry Training for Financial Analysts and Bankers

**17 May 2012**

**SBL Claimable**

**Symphony Digest Sdn.  
Bhd. (870359-P)**

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Selangor**

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**www.symphonydigest.com**

*Symphony Digest Sdn. Bhd. is an official  
training partner of Bond Pricing Agency  
Malaysia Sdn. Bhd.*



*This workshop gives the financial analysts (bonds and equity) and bankers a firm grasp of the real estate industry (residential, commercial and industrial), what drives it and factors which will have an impact on the performance of the bonds / shares, without which they will not be able to form an opinion of whether to buy, sell or hold the securities or to lend to the companies.*

**Symphony Digest**

**Centre for Financial Mastery**

## **Who Should Attend?**

- ✓ **Analysts**
- ✓ **Fund Managers**
- ✓ **Investment Bankers**
- ✓ **Commercial and Corporate Bankers**
- ✓ **Credit Officers**

## Course Outline

### Development Process

- Market research
- Identification of a site
- Site or land assembly
- Legal obstacles
- Housing Ministry permits
- Approvals – planning, conversion, building plan
- Feasibility and viability studies
- Appointment of project manager
- Procurement processes
- Tendering and evaluation of proposals
- Awarding of tender
- Management of the tender and works
- Completion of project

### Financial Analysis and Management

- Feasibility & viability studies
- Cash flow requirement
- Break even analysis, IRR analysis
- Funding requirement
- Associated risks

### Credit Analysis

- Credit limits
- Valuation of property
- Methods used in valuation
- Understanding of the methods
- Understanding risks in property
- Managing the risks
- Use of discounted cash flow methodologies

### Pitfalls and Traps

- Risks and uncertainties
- Understanding the market studies, feasibilities, valuation report

### Property Investment and Returns

- Various types of investments in Real Estate
- Various aspects of risks
- Understanding the various returns from properties

### Property Management

- Various types of work to do
- Fiduciary duties
- Financial analysis

## Trainer

**Dato' Mani Usilappan** was the Director General of the Valuation and Property Services Department, Ministry of Finance. He is currently an Independent Director of Damansara Realty Bhd. He is also a director on the boards of SentulRaya Development Sdn Bhd, Admiral Cove Development Sdn Bhd, Admiral CoveResort Sdn Bhd, Al-Aqar Reits Bhd and Saber Development Sdn Bhd.

He was a President of the Board of Valuers, Appraisers and Estate Agents. He was also previously Adjunct Professor at University Malaya and University Tun Hussein Onn Malaysia.

Dato' Mani is currently active in advisory, technical, corporate real estate work, research, investment advice, compensation and complex real estate matters. He has been a lecturer, trainer, examiner, writer, author, referee for journals, tutor and coach in the field of valuation and estate agency.

He passed the Final Examination of the Royal Institution of Chartered Surveyors in 1976 and passed the Training Managers' Course at Thames Valley University, United Kingdom in 1992. He also obtained his Masters in Property Development from Southbank University London with Distinction.

## Registration: Real Estate – Industry Training for Financial Analysts and Bankers (17<sup>th</sup> May 2012)

Name:

Name:

Designation:

Designation:

Department:

Department:

Company:

Company:

Address:

Address:

Tel:

Tel:

Fax:

Fax:

Email:

Email:

CMSRL Licence Holder: Yes / No

CMSRL Licence Holder: Yes / No

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### Contact for administrative matters if different from above

Name:

Tel:

Fax:

Email:

**Date: 17<sup>th</sup> May 2012**

**Workshop duration and time: 1 day, 9.00 am to 5.00 pm**

**Venue: Dorsett Regency Hotel, Kuala Lumpur**

**Course fee** (inclusive of course materials, lunch and 2 tea breaks): **RM990**

**Registration is confirmed upon receipt of payment, unless otherwise notified.**

### Payment Options

Cheque

Bank \_\_\_\_\_ Cheque No. \_\_\_\_\_ Amount RM \_\_\_\_\_

Payable to **Symphony Digest Sdn. Bhd.**

*\*Please write company name and programme at the back of the cheque and mail to 69-3, Block F, Zenith Corporate Park, Jalan SS7/26, Kelana Jaya, 47301 Petaling Jaya, Selangor, Malaysia*

Bank  
Transfer

Account holder: Symphony Digest Sdn. Bhd.

Bank: Maybank Berhad A/C No.: **512688105442**

*\*Please e-mail or fax (03-78062800) us the bank-in slip / transfer confirmation together with the completed registration form.*

**Note: For cancellations less than 14 days before event or non-arrival on the training day, no refund will be given. Substitution is allowed.**