



REHDA
INSTITUTE



PERTINENT ISSUES IN STRUCTURING LAND JV AGREEMENTS

(LAND LAW, TAX IMPLICATIONS & COMMERCIAL TERMS)

6th October 2017 | Wisma REHDA

Supported by

In Collaboration with B.I.G Group and Author of "Make Big Money via Land"





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WHY YOU CANNOT MISS THIS EVENT?

How to structure land joint ventures for development? In this current business climate, more property developers may prefer to source for land through joint venture with land owners rather than an outright purchase. Contractors keen to move up the value chain may be looking to secure land to venture into property development for the first time through joint venture. Land owners may be seeking the best ways to monetise their land investments through favourable commercial joint venture terms.

Listen to industry practitioners on current issues when embarking and structuring land JV agreements and most importantly, how to resolve them.

Experts on different facets in structuring land JV agreements including (tax implications, land law and planning implications, commercial and financial structuring and terms) will be sharing their extensive experiences being involved in land JVs.

KEY FEATURES

- 🏠 The former Secretary General for Ministry of Land and Cooperative (Prof. Datuk Dr. Nik Mohd Zain), one of the authorities in land law matters in Malaysia will be there. Listen to his experiences and direct your questions to him.
- 🏠 Listen and direct your questions to experienced M&A experts in land matters.
- 🏠 How to structure your deals to manage tax and legal implications?
- 🏠 Covers all pertinent angles, get updated on current issues impacting land law JV (Tax implications, Commercial terms and financing, Government and planning laws).

WHO SHOULD ATTEND

- 🏠 Property developers
- 🏠 Government related agencies
- 🏠 Contractors interested to move up the value chain to be property developers
- 🏠 Land owners keen to JV with others on property development
- 🏠 Parties interested to go into joint venture property developments
- 🏠 Real Estate agents and valuers



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8.15 – 8.45 am	Registration and Breakfast
8.45 – 9.00 am	Opening address and overview Senior REHDA Representative
9.00 – 10.00 am	Which option should you go for: Land investment vs. Development vs. Joint Venture? <ul style="list-style-type: none">• Experiences of structuring land JVs• Land locations hot in demand Speaker: Mr. Tan Hwa Chuan (Founder of B.I.G Group)
10.00- 10.30 am	Morning break
10.30 – 11.30 am	Top issues Land Owners and Developers need to be aware of when it comes to: <ul style="list-style-type: none">• Malay Reserve Land• Land Fraud• National Land Code Speaker: Prof. Datuk Dr Nik Mohd Zain Bin Nik Yusof (Former Secretary General of Ministry of Land and Cooperative Development)
11.30 – 12.30 pm	Q&A Panel Discussion Invited Moderator
12.30 - 1.30 pm	Lunch Break
1.30 – 2.30 pm	Updates on critical tax matters on land issues and in structuring Land JV Agreements <ul style="list-style-type: none">• Structuring to maximize tax savings• Tax implications for land owners• Tax implications for development and JV partners Speaker: Mr. David Lai (Chairman of GST Technical of CTIM, Executive Director of BDO Malaysia)
2.30 – 3.30 pm	Commercial Terms and Legal Implications in Structuring in Land JV Agreements that you need to be aware of: <ul style="list-style-type: none">• Funding and Financing• JV Commercial Terms• Tax legalities and implications Speaker: Mr. Chang Hong Yun (Partner, Tay and Partners)
3.30 – 3.45 pm	Coffee Break
3.45 – 4.45 pm	Conclusion: Q&A Panel Discussion on Land JV Commercial Trends, Tax and Legal Implications Moderated by Mr. Tan Hwa Chuan Panelist: Mr. Chang Hong Yun, Mr. David Lai
5.00 pm	End of event

Disclaimer: REHDA Institute reserves the right to replace/change speakers or some aspects of the itinerary in the best interest of the conference.



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FEATURING PRESENTATION BY KEY DISTINGUISHED EXPERTS:



Mr. Tan Hwa Chuan

Founder of B.I.G Group

Tan Hwa Chuan graduated from Warwick University, UK, in Master of Science in Engineering Business Management. Tan Hwa Chuan is a merger and acquisition specialist for land investment and development. He is the Director of B.I.G group of companies, an organization specializes in property development, investment, real estate advisory, merger and acquisition. He weighs pros and cons via his proprietary feasibility study methods and is able to make good and accurate decision swiftly. His M&A daily job scopes cover: Business development and marketing for property development, sourcing land, government study, market study, draft design, preparing feasibility study and cashflow for property development. He also conducts grouping for enblock marketing to ease the cashflow of a property development.



Prof. Datuk Dr Nik Mohd Zain Bin Nik

Former Secretary General of Ministry of Land and Cooperative Development

Prof Dr. Nik graduated with Honours from University of Malaya in 1969, obtained his Masters in Wisconsin, USA in 1979 and later earned his PhD in law from University of Kent, Canterbury, United Kingdom in 1989. He is the first PhD holder on Land Law in Malaysia. He has decades of experience and is often sought for his expertise in various councils, committees and land consultancy. He had held key positions in both private and government bodies namely Director General Land and Mines Malaysia and Federal Lands Commissioner of Malaysia, Secretary General of Ministry of Land and Cooperative Development. He served the Ministry of Land in various capacities for more than 34 years.



Mr. Chang Hong Yun

Partner, Tay and Partners

Hong Yun heads the Mergers & Acquisitions as well as the Banking and Finance practice groups. He also handles real estate, personal data protection, regulatory compliance, corporate and commercial matters for a variety of clients both local and foreign. He regularly advised on cross-border transactions relating to mergers and acquisitions as well as banking and finance. Hong Yun also advises on foreign direct investment and acts for venture capital and private equity. Hong Yun graduated from Monash University with a LL.B and a B.Sc (Computer Science). He was admitted as a Barrister and Solicitor of the Supreme Court of Victoria in 1991 and as an Advocate and Solicitor of the High Court of Malaya in 1993.



Mr. David Lai

Chairman of GST Technical of CTIM, Executive Director of BDO Malaysia

David is the Head of Tax Advisory and Executive Director for Tax at BDO Malaysia. He has over 25 years of work experience both in professional practice and in a multinational commercial organisation. David's area of specialisation is in corporate tax and goods and services tax (GST) advisory work for local and multi-national companies from various industry sectors, many of which are from the property development and construction sector. David has extensive tax experience advising businesses on efficient structuring of their corporate structure (eg. incorporated vs unincorporated joint ventures), transaction structure and financing structure. He has also led numerous GST implementation and transfer pricing engagements for both domestic and multinational groups.



Participant 1 : _____
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 Company : _____ Designation : _____

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**Contact REHDA INSTITUTE
REGISTRATION**

Tel: 03-7803 6006
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E-mail:
register@rehdainstitute.com

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Bank drafts or cheque should be crossed and made payable to REHDA Institute. The cheque can be deposited to REHDA Institute's Public Bank account no and fax the bank-in slip to 03-7880 3823.

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Please read the terms and conditions below that will be binding on all participants and participating companies (REF:01012017)

REHDA Institute reserves the right to replace/change speakers or some aspects of the itinerary in the best interest of the conference.

Confirmation of Registration

Participants/Participating company will need to send us back the registration form with their official company stamp as confirmation of their agreement with the organiser's terms and conditions.

No cancellation

Once we have received the registration form with the company's stamp and seal, the organisers will allocate food, seating arrangements etc. for the delegates. Hence you will still be charged whether or not your participants turn up on the day. No cancellation is allowed but a replacement can be arranged at no extra charge.

Payments

For registrants intending to take advantage of the discounted early bird price, please make full payment before the end of the early bird period. If payment are made AFTER the early bird period, the price invoiced will be changed to the full price. Kindly ensure that payments are made early to take advantage of the discounts.

All full payments must be made to the organisers before the actual event day. For those paying through bank transfers, please make sure you send us a copy of your bank in slip and details, else the payment may no be acknowledged by us.

The confirmation e-mail will be issued 7 days before the commencement of the event. In the vent you do not receive the confirmation letter, please contact us immediately.

Company Name : _____
 Contact Person : _____ Email : _____
 Phone : _____ Fax : _____

Registration Fee

Early Bird

- Government RM899.00
- REHDA Member RM899.00
- Non-Member RM1099.00

Normal Rate

- Government RM1099.00
- REHDA Member RM1099.00
- Non-Member RM1299.00

(the fee quoted includes 6% GST)

*For early bird price, please register and pay before 31st August 2017

APPROVAL

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