

## Real Estate Investment Trust – The Next Investment Wave? (15 October 2008)

Course Outline	
Time	Topic/Description
8:45 am	Registration
9:00 am	Session 1 <b>Introduction</b> <ul style="list-style-type: none"> <li>• Development of the Real Estate Investment Trust (REIT)</li> <li>• Real Estate as an Asset Class</li> <li>• Overview of Malaysian Regulatory Guidelines on capital raising via REIT</li> </ul> Q&A
10:30 am	Morning tea break
10:45 am	Session 2 <b>The Case for REITs</b> <ul style="list-style-type: none"> <li>• Competitive returns: Do REITs outperform?</li> <li>• Risk profiling</li> <li>• Dividends - income vs capital growth</li> <li>• Valuation</li> <li>• Diversification benefits</li> <li>• Case study</li> <li>• Case study</li> </ul> Q&A
1:00 pm	Lunch break
2:00 pm	Session 3 <b>Salient investment issues</b> <ul style="list-style-type: none"> <li>• Property holdings and restrictions</li> <li>• Active trading of property assets</li> <li>• Understanding the qualified parties and role of management company</li> <li>• Salient features of Portfolio Mix and Mandate</li> <li>• Leverage restrictions</li> <li>• Management agreement, fees and costs</li> <li>• Tax exemptions, provisions and treatment</li> <li>• Valuation</li> </ul> Q&A
3:30 pm	Afternoon tea break
3:45 pm	Session 4 <b>Raising capital through a REIT</b> <ul style="list-style-type: none"> <li>• Considerations for developers and investors</li> </ul> <b>Property law developments</b> <b>Risk management issues</b> <b>Corporate governance and accountability</b> Q&A
5:00 pm	Close

<b>Training provider</b>	:	<b>INTI Centre for Management Learning (ICML)</b>
<b>Venue</b>	:	<b>Malaysian Institute of Management 227 Jalan Ampang 50450 Kuala Lumpur</b>
<b>Fees</b>	:	<b>RM 550 (public) RM 500 (repeat client)</b>

#### **TRAINER PROFILE**

##### **Chrisanne Chin CFA, MBA(Bath)**

Chrisanne is a Consultant-cum-Entrepreneur in Corporate Strategy and Investment Education specializing in the Securities and Investments Industry. She has completed work for clients such as Bursa Malaysia Bhd, and the Securities Commission of Malaysia, and more recently for Alliance Investment Bank Bhd.

She recently completed writing four modules for the Securities Commission's Industry Transformation Initiative (ITI) Program for Dealer Representatives Continuing Professional Education, and is currently working on the full revamp of an examination module for the Fund Management Licence. She continues to provide consultancy on private equity and entrepreneurship specializing in small medium sized companies to be primed for public listing. She was previously the Director of Equities of ECM Libra Bhd and Executive Director and Head of Dealing at RHB Securities Sdn Bhd, a leading Malaysian stock brokerage, with total of 12 years in investment banking, equity stock brokerage and equity research experience. She won many regional research awards for her equity research on transportation and small capitalized stocks. She had also won the Bank Negara Gold Medal while pursuing the MIM Diploma of Management previously.

Chrisanne is a good communicator and brings her practitioner experience to enhance learning and add value in the classroom. Consequently, her students have consistently given her the Best Lecturer Award for 2 consecutive years in 2006/7. She teaches at all levels of the Chartered Financial Analyst Program, and also for the RMIT Master of Finance and Master of Business Administration. She is also a thesis supervisor for the University of Maastricht MBA Program.

She remains very active in providing investor education to the public. She is also kept busy with here extra-curricular work for the Council of Churches of Malaysia, where she is the Youth Moderator, and also for the Council for World Missions and Gereja Presbyterian Malaysia. She is presently working several research projects on entrepreneurship, Islamic Finance, and investment education.

March 4, 2008