



Live  
webinar



## Overview

2020 has been an unprecedented and a challenging year for retail landlords in Malaysia. COVID-19 pandemic has taken away big bulk of rental incomes from retail property owners. To prevent virus spread within the retail property, the cost of operation has increased. With reduced shopping traffic, many retail tenants have given up their leases. In this webinar, our expert will share how the Malaysia's retail landscape has transformed during the pandemic and how the future of the sector will look like which includes:

- Malaysia retail industry performance in 2020 and 2021
- Malaysia shopping centre performances during the pandemic – occupancy rate, closure, new opening, rental income, etc.
- Winners and losers during covid-19
- Changing consumer behaviours and patterns
- Changing trade mix and tenant mix in retail property during COVID-19 and its impact on rental income
- Future of shopping centre management in Malaysia

CPD accreditation: BOVAEP (applied)

## Supporting industry partners

- Business Valuers Association Malaysia
- Malaysian Association of Retail Management
- Malaysia Green Building Council

e: [SEA@rics.org](mailto:SEA@rics.org) m +6011 2323 9998 /+6012 3519 229



# Navigating Malaysia's Shifting Retail Landscape

RICS SEA Perspectives Webinar  
*in collaboration with RISM*

Register here:

[rics.org/shifting-retail-landscape](https://rics.org/shifting-retail-landscape)

Date: 15 December 2020

Time: 15:30 – 17:00 (GMT +0800)

## About speaker



**Tan Hai Hsin,**  
Managing Director,  
Henry Butcher Retail;  
Retail Group Malaysia

Mr. Tan has been involved in research, planning, marketing and management of numerous retail centres and commercial developments in 5 countries (Singapore, Malaysia, Indonesia, Libya and China) for almost 30 years.

Mr. Tan had spoken in more than 80 international and national seminars and conferences held in 9 countries including Malaysia, Singapore, Thailand, Philippine, China, Japan, India, South Korea and Vietnam.

On behalf of Malaysia Retailers Association, Mr. Tan has been producing the Malaysia Quarterly Retail Sales Report for 23 years.

Mr. Tan and his two companies, Henry Butcher Retail and Retail Group Malaysia, have been quoted more than 800 times in over 120 publications and media, including Asian Wall Street Journal, International Herald Tribune, Bloomberg, Dow Jones, Reuters, Euromonitor, Reader Digest, etc.

Mr. Tan holds a BBA from National University of Singapore and a MBA in Retail from University of Stirling, United Kingdom.

[rics.org/SEAevents](https://rics.org/SEAevents)

# Registration form



## Navigating Malaysia's Shifting Retail Landscape

**Date and time:** 15 December 2020, 15:30 – 17:00 (GMT +0800)

**Mode of delivery:** Online (*Link will be sent in confirmation email 1 week before event starts*)

**Fees:** RICS professional / RISM member – MYR 40  
([click here](#) to register online instead) Supporting industry partners' member – MYR 60  
Non member – MYR 70

**Deadline for registration:** 13 December 2020

Please return completed form to [SEA@rics.org](mailto:SEA@rics.org). Your registration is only confirmed upon receiving our acknowledgement.

### Delegate information

Salutation (Mr/Ms/Dr): \_\_\_\_\_ Surname: \_\_\_\_\_ Given name: \_\_\_\_\_

Type of membership and membership no. (if applicable): \_\_\_\_\_

Designation: \_\_\_\_\_ Company: \_\_\_\_\_

Billable address: \_\_\_\_\_

Office no.: \_\_\_\_\_ Mobile no.: \_\_\_\_\_

Email address: \_\_\_\_\_

Registered under: Company / self sponsored How did you find out about this? \_\_\_\_\_  
(circle or highlight the most appropriate answer)

### Methods of Payment

#### 1. By Online Payment

Please submit your registration online and make payment via credit card at [www.rics.org/SEAevents](http://www.rics.org/SEAevents)

#### 2. By Cheque

Please mail the crossed cheque made payable in Malaysian Ringgit to "RICS INTERNATIONAL LTD" and attach along with the completed registration form to Mr Chong Yee Seng at Suite 25, Axiata Tower Level 31, 9 Jalan Stesen Sentral 5, Kuala Lumpur Sentral, 50470 Kuala Lumpur, Malaysia

#### 3. By Bank Deposit

Please deposit to the following bank account and email the deposit slip along with the completed registration form to [SEA@rics.org](mailto:SEA@rics.org)

**Payee:** RICS International Limited

**Name of Bank:** HSBC Bank Malaysia Berhad

**Bank Address:** KLH main office, No 2, Leboh Ampang, 50100 Kuala Lumpur

**Account No:** 105-351621101

**Swift Code:** HBMBMYKL

### Remarks

- The organiser reserves the right to cancel or reschedule the function at their discretion.
- You will receive an e-mail notification from the RICS office confirming your registration status. You are advised to call RICS office (+65 6812 8173) to confirm your registration status if you have not received an e-mail confirmation prior to the event.
- Should the participant(s) be unable to attend, a substitute delegate is always welcome. Full substitution communicated in writing is allowed up to 72 hours before the event first commences and is only accepted after organiser's acknowledgment. Please note that there will be no refund or cancellation upon registration.
- Please make sure the exact amount is deposited as no change or refund will be provided.
- Incomplete and wrongly completed registration form will not be processed.
- Attendance certificates will not be issued for non RICS training events.
- All practising RICS members are required to complete and log at least 20 hours of CPD (Continuing Professional Development) online each year. Visit [www.rics.org/cpd](http://www.rics.org/cpd) today.

### Data Protection Policy

RICS will always make sure you receive compulsory communications such as those relating to the administration of your membership, renewal notices, regulation and conduct, practice and guidance notes and AGM information.

Furthermore, RICS would like to use the contact details that you have provided to us in relation to the communications described below (including by email/telephone, where appropriate). Please tick the relevant boxes below:

If you **do not wish** to receive additional communications from RICS about membership and the profession, tick here

If you **do not wish** to receive additional communications from RICS about RICS conferences, events, products, services and training (some of which may complement your CPD requirements), tick here

If you **do not wish** to receive additional communications from RICS detailing offers from third parties with whom we have negotiated special deals for members, tick here