

# 5<sup>TH</sup> ANNUAL SPECIAL ECONOMIC ZONES & INDUSTRIAL ESTATES

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9<sup>th</sup> – 10<sup>th</sup> July 2025

Renaissance Johor Bahru Hotel, Johor Bahru, Malaysia

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## EVENT OVERVIEW

The rapid growth of Special Economic Zones (SEZs) in ASEAN reflects the region's ambitions to position itself as a global economic powerhouse. Governments across the region are leveraging SEZs to attract foreign direct investment (FDI), stimulate industrial innovation, and strengthen cross-border collaboration. A key example is the newly announced Johor-Singapore Special Economic Zone (JS-SEZ), which demonstrates how strategic partnerships can drive economic transformation.

Singapore and Malaysia have committed to bolstering investments in 11 key sectors, including manufacturing, logistics, and energy, while planning to scale up 50 projects within five years and 100 projects over the next decade through the JS-SEZ. These initiatives are set to significantly enhance trade and investment flows across ASEAN. According to UOB projections, investment inflows in ASEAN could climb to US\$312 billion by 2027, up from US\$226 billion in 2023, while total trade flows are expected to reach US\$4.7 trillion, compared to US\$3.5 trillion in 2023. This growth is underpinned by ASEAN's young workforce, expanding consumer base, and strong export performance, setting the bloc on a path to becoming the world's fourth-largest economy by 2030.

The JS-SEZ is anticipated to add US\$28 billion to Johor's GDP, positioning the state to rival the Klang Valley as Malaysia's economic hub within a decade. The government has also announced tailored incentives within the JS-SEZ for enhanced competitiveness. By fostering such initiatives, ASEAN SEZs are becoming crucial engines of growth, enabling member nations to integrate more deeply into global supply chains and strengthen their collective economic influence.

Join us at the **5th Annual Special Economic Zones and Industrial Estates** by **Trueventus** and gain insightful ideas and issues around Economic Free Zone development. Learn and understand holistically about the development of Special Economic Zones, uncover case studies from reputable speakers, experience the latest applied technology to improve business processes, and gain networks with global experts across industries.

## WHY YOU CANNOT MISS THIS EVENT

- Identifying The Challenges of Maximizing ROI Through Economic Free Zones
- Addressing Global Supply Chain Risks and Action in Cross-Border Free Trade
- Studying Catalyst Projects to Drive the Future of Logistics Real Estate
- Analysing Developers-Operators Partnership for Industrial Build-To-Suit Projects
- Evaluating The Tax Incentive Mechanisms for Foreign Direct Investment

## WHO SHOULD ATTEND?

**This event is targeted but not limited to:**

- Chief Executive Officers
- Managing Director
- Directors and General Managers
- Heads of Department
- Heads of Industrial Estates
- Head of Industrial Cluster
- Architect
- Corporate Real Estate Managers
- Project Developers
- Real Estate Investors
- Estate Managers
- Real Estate Developers
- Government Officials
- Investment Managers
- Asset Managers

**From the following industries:**

- Property development
- Industrial estates
- Manufacturing
- Asset management companies
- Warehousing & logistics
- Companies
- Industrial consultants
- Retail companies
- Government agencies
- E-commerce companies & Consultants
- Venture Capital & Private Equity
- Government Administration
- Government Agencies



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**tru**  
**event**  
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## TECH-TALK SPONSOR



Straits of Melaka Waterfront Economic Zone or SM-WEZ Corporation is a development of an existing 25,000 acres of coastal reclamation along the 33km coastline. Our history as a maritime hub and a busy trading centre goes back a long way. The deep, sheltered harbour on the narrow channel which took our name, the Straits of Melaka, positioned us at the crossroads of one of the busiest sea lanes in the world.

SM-WEZ is a tourism, commercial lifestyle-based, adapting smart city and fourth industrial revolution concept, marine logistic hub and provide cultural centre of modern lifestyle. With this initiative, it brings hope, prosperity, jobs and well-being to local economy as well as the straits users.

## EVENT PARTNER



The Port of Penang, known as the oldest port in Malaysia with its establishment in the year of 1786 serving the basins of Straits of Malacca and Bay of Bengal. Being the primary gateway to the northern region of Malaysia, the Port of Penang serves as a multipurpose port with its capability to provide various types of services in Penang. Being situated in Penang is also a major game-changer, as Penang is strategically linked to the Indonesia – Malaysia – Thailand Growth Triangle (IMTGT). The IMTGT promotes private-sector led economic growth, facilitates the development of the sub-region as a whole by addressing complementarities, and comparative advantages of the member countries. Apart from being the multipurpose port that serves containerised and conventional cargo in Penang, the Port of Penang also promotes Seamless Cruise-to-Tourism through its leverage at the Swettenham Pier Cruise Terminal and leads the Port of Penang becoming the #1 cruise hub in Malaysia.

<https://www.penangport.gov.my/en/>

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## FEATURING PRESENTATIONS AND CASE STUDIES BY DISTINGUISHED SPEAKERS



**YBhg. Dato' Dr. Vijayaindiaran**  
General Manager  
**Penang Port Commission**  
Malaysia



**Nicolas Menville**  
Executive Director  
**Colliers**  
Singapore



**Randhill Singh**  
Head of KLIA Aeropolis  
**Malaysia Airports**  
Malaysia



**Faezah Ayub**  
Senior General Manager  
**JLand Group**  
Malaysia



**Mohamad Haris Kader Sultan**  
Chief Executive Officer  
**NCER Malaysia**



**James Rix**  
Head of Data Centres and Industrial -  
Malaysia & Indonesia  
**JLL**  
Malaysia



**Mohd Riduan Abd. Rahman**  
Executive Director, Investment Policy  
Advocacy (Services)  
**Malaysian Investment Development**  
**Authority**  
Malaysia



**Raymond Hoe**  
Regional Director  
**BDP**  
Singapore



**Edison Choong**  
Deputy Director (Strategic Communications /  
Head of Trade Publication)  
**Malaysia External Trade Development**  
**Corporation (MATRADE)**  
Malaysia



**Ho Tai Wing**  
Director, BD & Investment Head  
**Boustead Funds Management**  
Singapore



**Faisal Ibrahim**  
Senior Vice President  
**Iskandar Regional Development**  
**Authority (IRDA)**  
Malaysia



**Jonathan Denis-Jacob**  
Director (Economics & Property)  
**Cistri**  
Singapore



**Nicholas Bischoff**  
Chief Executive Officer  
**Equalbase**  
Singapore



**Koen Soenens**  
General Sales and Marketing Director  
**DEEP C Industrial Zones**  
Vietnam



**John Campbell**  
Director - Industrial Services  
**Savills**  
Vietnam



**Ir. Ln. Ts. Mohd Khairul Azizat**  
Head of Facility Management Department  
**Johor Port**  
Malaysia



**Sheba Gumis**  
Partner  
**Skrine**  
Malaysia



**Jesy Ooi**  
Partner  
**Skrine**  
Malaysia

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## Day One: Wednesday, 9<sup>th</sup> July 2025

**0800 Registration & Coffee**

**0850 Chairperson Welcome Address**

**0900 Session One**

### **Customs Modernization in Free Zones: Streamlining Processes for Trade Efficiency**

- Current Economics Challenges in Malaysia
- Role of ASEAN SEZs in Addressing These Challenges
- CMS as a Key Enabler

**YBhg. Dato' Dr. Vijayaindiaran**, General Manager  
Penang Port Commission, Malaysia

**0945 Session Two**

### **The Key to Success: Public-Private Partnerships (PPP) In Driving SEZ Infrastructure Development**

- Aligning Interests for Growth
- Financing & Risk-Sharing Strategies
- Case Studies & Best Practices

**Mohamad Haris Kader Sultan**, Chief Executive Officer  
NCER Malaysia

**1030 The Speed Networking - The Mad Minutes!**

Fun And Fast, This Networking Activity Is a Great Opportunity to Grow Your Connection

**1100 Morning Refreshments**

**1120 Session Three**

### **Advancing Malaysia's Economy: Pathways To Sustainable Growth**

- Explore Malaysia's Strategic Initiatives to Attract Investment and Drive Economic Growth.
- Understand How These Initiatives Promote Innovation, Enhance Productivity, And Create High-Skilled Employment Opportunities.
- Discover How Malaysia Fosters a Competitive and Sustainable Economy Through Forward-Thinking Policies and Industry Development

**Mohd Riduan Abd. Rahman**, Executive Director,  
Investment Policy Advocacy (Services)  
Malaysian Investment Development Authority, Malaysia

**1205 Session Four**

### **Making Sustainability Special in Economic Zones**

- Communicating Sustainability & Reimagining the Future
- Social Impact and Community Focussed Development
- The Unique Opportunity of Creating a New Economy

**Edison Choong**, Deputy Director (Strategic Communications / Head of Trade Publication)  
Malaysia External Trade Development Corporation (MATRADE), Malaysia

**1250 Networking Luncheon**

**1400 Session Five**

### **Developers-Operators Partnership for Industrial Build-To-Suit Projects**

- The Power of Developer-Operator Synergy in Build-to-Suit Success
- De-Risking Build-to-Suit Projects: A Developer's Playbook
- The Future of Industrial Real Estate: What Operators Want & How Developers Can Deliver

**Ho Tai Wing**, Director, BD & Investment Head  
Boustead Funds Management, Singapore

**1445 Session Six**

### **Multistorey Industrial Building: Winning Converts as Prime Land Become Scarce in Hot Markets**

- Maximizing Land Efficiency in High-Demand Markets
- Overcoming Design & Engineering Challenges
- Investment & Adoption Trends

**James Rix**, Head of Data Centres and Industrial - Malaysia & Indonesia  
JLL, Malaysia

**1530 Afternoon Refreshments**

**1600 Session Seven**

### **Future-Proofing Economic Zones and Industrial Estates: Strategies to Mitigate Geopolitical Risks (and Leverage Underlying Economic Opportunities)**

- Near shoring and Supply chain De-Coupling
- Sector and Asset Diversification
- Compelling Business Case and Strategic Partnerships

**Jonathan Denis-Jacob**, Director (Economics & Property)  
Cistri, Singapore

**1645 Session Eight**

### **New Concept of Industrial Architecture: Designing Beyond Walls and A Roof for Man and Machines**

- Innovative Design Integration: Merging Functionality with Human-Centric Spaces
- Role Of Flexible, Sustainable Architecture Responding to Evolving Needs of Industries
- Technology-Driven Architecture

**Raymond Hoe**, Regional Director  
BDP, Singapore

**1730 Session Nine (Joint presentation)**

### **Topic: Legal Considerations on Investing in Malaysia's Special Economic Zones (SEZs) and Industrial Estates**

- Navigating the Regulatory Framework
- Unpacking Real Estate Considerations
- Equity Restrictions- how applicable are they?

**Sheba Gumis**, Partner, **Skrine, Malaysia**  
**Jesy Ooi**, Partner, **Skrine, Malaysia**

**1815 End of Day One**

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## Day Two: Thursday, 10<sup>th</sup> July 2025

**0800 Registration & Coffee**

**0850 Chairperson Welcome Address**

**0900 Session One**

### **KLIA Aeropolis - Elevating the Nation's Aviation and Aerospace Value Chain**

- Brief update on KLIA Aeropolis plans
- Building an ecosystem - considerations & critical steps

**Randhill Singh**, Head of KLIA Aeropolis

**Malaysia Airports, Malaysia**

**0945 Session Two**

### **Funding Sustainable Development Via Green Financing**

- Overview of Green Financing Instruments
- Policy and Regulatory Frameworks Supporting Green Financing
- Case Studies of Successful Green Financing Models

**Nicolas Menville**, Executive Director

**Colliers, Singapore**

**1030 Morning Refreshments**

**1100 Session Three**

### **Optimizing Regulatory Frameworks: Strategies for Enhancing Competitiveness and Ensuring Compliance**

- Balancing Flexibility and Rigidity
- Leveraging Technology for Regulatory Efficiency
- Collaborative Approach to Policy Design

**Ir. Ln. Ts. Mohd Khairul Azizat**,

Head of Facility Management Department

**Johor Port, Malaysia**

**1145 Session Four**

### **Evaluating the Effectiveness of Tax Incentive Mechanisms in Driving Foreign Direct Investment**

- Overview of Tax Incentive Mechanisms
- Effectiveness in Attracting FDI
- Challenges associated with tax incentives and sustainability of such policies

**Faisal Ibrahim**, Senior Vice President

**Iskandar Regional Development Authority (IRDA), Malaysia**

**1230 Networking Luncheon**

**1400 Session Five**

### **Reducing Construction and Operation Cost Through Modern Methods of Construction (MMC)**

- Streamlining Construction Timelines and Labor Costs
- Enhanced Material Efficiency and Waste Reduction
- Long-Term Operational Savings through Energy-Efficient Designs

**Nicholas Bischoff**, Chief Executive Officer

**Equalbase, Singapore**

**1445 Session Six**

### **SEZ Incentives: An ASEAN Perspective**

- ASEAN's Special Economic Zones (SEZs) Landscape
- Vietnam's Competitive Edge in SEZ Incentives
- Future Trends & Opportunities for Investors

**Koen Soenens**, General Sales and Marketing Director

**DEEP C Industrial Zones, Vietnam**

**1530 Afternoon Refreshments**

**1600 Session Seven**

### **Maximizing Land Use Efficiency: Zoning, Vertical Expansion, and Industrial Clustering**

- Optimizing Zoning Strategies
- Vertical Expansion for Urban Density
- Industrial Clustering for Synergy

**Faezah Ayub**, Senior General Manager

**JLand Group, Malaysia**

**1645 Session Eight**

### **The Future of Logistics Real Estate Demand**

- Evolving Consumer Expectations and E-Commerce Growth
- Technological Advancements and Automation
- Sustainability and Green Logistics

**John Campbell**, Director - Industrial Services

**Savills, Vietnam**

**1730 End of Conference**

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## COMPANY DETAILS

Name	Industry
Address	
Postcode	Country
Tel	Fax

## REGISTER NOW

**Nurul**

**T: +60327750053**

**E: nurul@trueventus.com**

**Take a Snapshot or Scan and Email us**

## ATTENDEE DETAILS

<b>1</b>	Name	Job Title
	Tel	Email
<b>2</b>	Name	Job Title
	Tel	Email
<b>3</b>	Name	Job Title
	Tel	Email
<b>4</b>	Name	Job Title
	Tel	Email
<b>5</b>	Name	Job Title
	Tel	Email

## APPROVAL

NB: Signatory must be authorised on behalf of contracting organisation.

Name	Job Title
Email	
Tel	Fax
Authorising Signature	

## REGISTRATION FEES

	<b>Corporate</b>
<b>End of May 2025</b>	<b>USD 1995 + 8% SST (Per Delegate)</b>
<b>1st of June 2025</b>	<b>USD 2195 + 8% SST (Per Delegate)</b>
All options inclusive of delegate pack, luncheon and refreshments.	

## PAYMENT METHODS

Payment is due in 5 working days. By Signing and returning this form, you are accepting our terms and conditions.

☐ Bank Transfer  
☐ Credit Card

## TERMS & CONDITIONS

- The course fee is inclusive of the event proceedings, materials, refreshment and lunch.
- 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.
- 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 be 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.
- 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 majeure 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 is not liable in the event that a participant is exposed or is infected by Covid 19. 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 of the conference.
- Upon receiving this signed booking form, you the client hereby consent to Trueventus to keep your details for the use of future marketing activities carried out by Trueventus and third party organisations & partners.
- Copyright and Intellectual Property. Any redistribution or reproduction of part or all of the contents in any form in connection to this event is prohibited without prior written consent by Trueventus.
- Client hereby agrees that he/she exclusively authorizes Trueventus charged the credit card with details listed above for the amount provided herein; this registration form serves as a contract that is valid, binding and enforceable. He/she at any time will have no basis to claim that the payments required under this Contract are unauthorized, improper, disputed or in any way. Upon issuance of invoice Trueventus will be charging the client USD 30 processing fee.
- All Trueventus events are held in a classroom or theater format.
- All Trueventus events are held at either 5 or 4 Star Hotels.
- All payment must be directed to Trueventus in full prior to the event. Any company's participating in National training schemes such as HRDC Scheme and are applying grants you must first pay Trueventus and upon you receiving the grant you will be refunded this amount back. Failure to pay prior to the event can result in your company being blocked from joining the conference.
- All transaction charges, withholding taxes, local taxes, or currency exchange issues will be strictly absorbed by sender. Trueventus reserves absolute right to refuse admission of participant/s to the event should invoice amount is not received in full.



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