



One Day Intensive Seminar

SBL Claimable Subject to HRDF Approval

Conducting Feasibility Studies for Real Estate Development: Concepts, Strategies & Approaches

Session One

- 9.00am - 9.15am Ice Breaker
9.15am - 10.15am Introduction to Real Estate Development
- The real estate development system
- The site, the use, the investor
The Feasibility Analysis Process
- Strategy identification - Marketability studies
- Site analysis - Architectural application
- Market studies - Financial viability
10.15am - 10.30am Discussion (Questions & Answers)

Session Two

- 11.00am - 12.15pm Static Financial Models
- Gross profit calculation
- Initial yield calculation
- Cost/benefit justified models
12.15pm - 12.30pm Discussion (Questions & Answers)

Session Three

- 2.00pm - 3.00pm Discounted Cashflow Analysis
- Understanding the cashflow
- Inherent assumptions
- Return to project vs return to equity
Required Rate of Return
- Cost of capital
Dynamic Measures of Return
- Internal rate of return
- Net present value
- Modified internal rate of return
3.00pm - 3.30pm Discussion (Questions & Answers)

Session Four

- 3.45pm - 4.30pm Cashflow Models Examples
Exercises
4.30pm - 5.00pm Review of Course (Questions & Answers)
5.00pm End

15TH MARCH 2010
JW MARRIOTT HOTEL,
KUALA LUMPUR

Conducted By Distinguished Speaker:
MR. SARKUNAN SUBRAMANIAM (SARKY)
ARMIT, B.Bus(Prop.), FAPI, FISM

Mr. Sarkunan Subramaniam is a director of a registered private limited company approved by the Board of Valuers, Appraisers and Estate Agents, Malaysia to provide property consultancy services in Malaysia.

He is a Registered Valuer and Estate Agent with the Board of Valuers, Appraisers and Estate Agents, Malaysia and have more than 16 years working experience in all aspects of property services involving a diverse range and type of properties.

He has the knowledge and drive to identify key emerging trends and continue to create property opportunities whether they are local, national or of the international perspective.

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REGISTRATION FORM

Ref: MARI0CFS

EARLY BIRDS: Registration and Payment by 22nd February 2010 - RM750.00 per person
GROUP DISCOUNT: Two or More Persons from same organization - RM800.00 per person
REGULAR FEE: RM850.00 per person inclusive of lunch/tea-breaks/valuable seminar materials & CERTIFICATE
(Crossed Cheque/Bank Draft payable to ASIA PACIFIC DILIGENCE SDN. BHD.)

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Cancellations & Transfers: If you are unable to attend, a substitute candidate(s) is welcome at no extra charge. Please provide the name and position of the substitute delegate at least 2 days prior to the seminar. A full refund less 25% administrative charge will be made for cancellation received in writing 2 weeks prior to seminar. A 50% refund will be given for cancellation received 1 week prior to the seminar. Regrettably, no refund can be made for cancellation 3 days before the seminar. If registration is confirmed, a 25% administrative charge will be incurred for non-attendance.

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