

THE STORY BOOK, E-1-13, BLOCK EATON, PLAZA ARKADIA, DESA PARKCITY, KL
17TH July 2018 (TUES). 9 am to 12pm

Moving Forward *in* Retail

Organized by

WAN
two3

Election is over and with it, comes a new government. What does the market hold for retailers moving forward? What can both new and seasoned retail players expect? What are the challenges and opportunities and how can we capitalize on the new opportunities?

Join us in this seminar to:

- Learn more about the retail outlook for second half of 2018.
- Learn the benefits of being part of a retail network
- Discover how a public relations strategy can drive traffic to your shop
- Learn more about the right financing instruments to grow your business in the new Malaysia era.

Who should attend:

Retail business owners/business managers

Fees: RM50/pax

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www.wantwo3.com/event

Agenda

9.15am: Welcome speech by Sukhdev Singh, Director, Township Management, **Perdana Parkcity Sdn Bhd**

9.25am: Retail Outlook in Malaysia Post Election by Tan Hai Hsin, Managing Director, **Retail Group Malaysia**

10.00am: Tea Break (and press conference)

10.30am: Being Part of a Retail Family by Ong Kim Hwa, **MRCA Youth**, Head of Membership & Marketing Manager, Goldsoft

11.00am: Marketing and PR for Your Retail Outlet in a New Location by Jeanisha Wan, Managing Director, **Wan Two3 Sdn Bhd**

11.15am: *Post Election GST Transition* by Noor Hasniza Mohd Tahir, **HML Revenue Sdn Bhd** (to be confirmed)

11.40am: Financing for business growth by Cha Wi Chin, Desa Parkcity Branch Manager, **Maybank**

12.00pm: Ends

(Agenda is subject to change)

Featured Speaker:



Tan Hai Hsin

Managing Director of Retail Group Malaysia and Henry Butcher Retail

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 28 years. Mr. Tan had spoken in close to 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 Quarterly Retail Sales Report for 20 years. Mr. Tan and his two companies, Retail Group Malaysia and Henry Butcher Retail, have been quoted more than 700 times in over 100 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.



Sukhdev Singh
Director, Township
Management,
Perdana Parkcity
Sdn Bhd

JMB Council, Plaza
Arkadia, Desa
Parkcity



Ong Kim Hwa
Head of Membership,
Malaysia Retailer
Chain Association
(MRCA) Youth Council

Marketing Manager
Goldsoft Sdn Bhd



Jeanisha Wan
Managing Director,
Wan Two3 Sdn Bhd

Former columnist in
The Star and current
columnist with
Malaysian Business
magazine

WILL RETAIL SPENDING IMPROVE?

The government's approach to increase and equalise the minimum wage, coupled with the newly reduced zero-rated Goods and Services Tax (GST) across Malaysia, is expected to boost consumer spending power despite possible cost pressures on retailers and manufacturers.

Retail Group Malaysia's Managing Director, Tan Hai Hsin believes general retail spending will improve as consumer confidence rise

"At this time, retailers are operating in accordance with the current projection that the industry will see a 4.7% growth this year.

It is still too early to determine whether the move would have much impact on the country's retail prospects for the year 2018. We maintain our projections for the time being," said Tan.

(Source: The Malaysian Reserve, 18th May 2018)