

PORAM Annual Forum 2018

Speaker biodata

Presentation 1 :

Palm Oil Supply and Market Outlook 2019 – with special reference to weather-supply-demand dynamics. By Mr. Ling Ah Hong of Ganling Sdn. Bhd.



Mr. Ling graduated from the University of Malaya with a Bachelor of Agricultural Science (Honors). He has more than 40 years of experience in research and management of plantation crops and companies. He was a former **Executive Director of IJM Plantations** and his other past positions include: Research Officer with FELDA, Senior Agronomist in Dunlop Estates (now part of IOI Corporation), Plantation Controller of Perlis Plantations (now part of Wilmar International), Chief Operating Officer for Hap Seng Plantations. Mr. Ling has authored and co-authored numerous publications on oil palm and cocoa in Malaysia. He is also a frequent speaker at international conferences and seminars organized by Bursa Malaysia, GAPKI, MPOC, MPOB and investment banks.

He is currently the **Director and Principal Consultant of Ganling Sdn Bhd**, a Malaysian-based company focusing on plantation research, consulting and investments.

GANLING specializes in weather-based palm oil supply forecasting, benchmarking and productivity improvement programs and performance analysis of plantation companies.

Ganling is a consultant to a number of listed oil palm companies and banks in Malaysia and South East Asia and was also an associate to LMC International, London, in the publication of: Oil Palm Quarterly Report – Indonesia and Malaysia from 2011 to 2017.

Presentation 2 :

Challenges and Opportunities for Palm Oil in 2018 and Beyond – An Analyst’s Perspectives By Ms. Ivy Ng Lee Fang of CIMB Investment Bank Bhd.



Ivy Ng is currently the Head of Malaysia Research and Regional Head of Agribusiness in CIMB. She is a CFA charterholder and holds a BSc in Economics from the London School of Economics. She has been covering the palm oil sector since the mid-90s and expanded her coverage to include the regional palm oil companies since 2005. She took on the role of Malaysian equity strategist since 2016. She joined CIMB in 2005 and has been an investment analyst since 1994, with prior stints in Affin-UOB, Peregrine Research, Hwang-DBS Securities and GK Goh Research. Ivy was ranked number one by Asiamoney polls as the best Malaysian strategist for 2017, best Malaysian industrial analyst for four consecutive years from 2014 to 2017 and utilities analyst in 2007 and 2008. She was also voted Malaysia’s best power analyst in 2007 and best plantation analyst in 2008 by The Edge.

Presentation 3 :

World Economic Outlook for 2018 and Beyond By Mr. Lee Heng Guie of SERC Sdn. Bhd.



Lee Heng Guie had 30 years of professional experience as an economist, with almost 12 years in Bank Negara Malaysia and 18 years in financial services. Since 2002, he was the Head of Economics Research with CIMB Investment Bank Berhad before retiring in May 2014. He supervised a team of five economists covering global and regional economies. Currently, Mr. Lee is a guest writer for Focus Malaysia. He also participates actively in providing economic commentaries to print and electronic media both in English and Mandarin, including writing of articles as well as participates in seminars/conferences as a resource person.

On 1 July 2016, Mr. Lee was appointed as the Executive Director of Socio-Economic Research Center (SERC), an independent research center. SERC is funded by the donors from The Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM). He is also the Investment Committee member of Opus Asset Management Sdn Bhd.

Mr. Lee served in the Economics Department of Bank Negara Malaysia (BNM) from 1984-1996. His responsibilities as Senior Economist and Assistant Manager included policy formulation in areas related to the balance of payments, manufacturing, construction and investment sectors. He also participated actively in BNM's research policy work and co-authored the publication of discussion papers and BNM's Annual Report articles.

Mr. Lee then worked as an economist with M&A Research from 1996-1998 before moving on to be Chief Economist with HLG Securities until February 2002. He was Head of Economic Services Unit in Hong Leong Bank before joining CIMB Securities (Research) as the Head of Economics in October 2002.

Mr. Lee is the recipient of many awards: He was voted "Best Economist" in The Edge Polls twice and ranked top 3 four times from 2000-2008; "Best Economist" by the Asset Magazine Hong Kong- Local Currency Bond Market of Malaysia in 2007. He also led CIMB Macroeconomic research to be ranked among top 3 for nine consecutive years (2005-13) in the Asiamoney Polls.

Mr. Lee holds a BA (Hons) majoring in Economics from University of Malaya, Malaysia and a Master's Degree in Development Economics from Williams College, USA.

Presentation 4 :

Impact of Trade Policies on Palm and Laurics Market By Dr. Sathia Varga of Palm Oil Analytics



Dr. Sathia Varqa is the owner and co-founder of Palm Oil Analytics (POA), an online publisher of palm oil daily news, price, data and analysis based in Singapore, serving global commodity markets

POA publishes two daily reports a day covering price assessments analysis of key data and market commentary

Sathia has been in the commodity information business for over 20 years, and owns POA together with a veteran palm oil broker with over 30 years' experience.

Sathia previously worked for S&P Global Platts, a division of S&P Global (previously McGraw-Hill Finance) based in Singapore

He holds a BA (Business Studies), Master degree in International Trade (Distinction) and a PhD in political economy from The Robert Gordon University, Aberdeen, Scotland.