



# The Institution of Engineers, Malaysia

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## TALK ON:

### Doing Business Overseas/Investment Overseas

For members of ASEAN Engineering Register and APEC Engineers & IntPE Registers

BEM Approved CPD/PDP Ref : IEM15/HQ/077/T with 2 CPD hours

Date : 30 March 2015 (Monday)  
Time : 5.30 pm – 7.30 pm  
(Refreshment will be served at 5.00 pm)  
Venue : Tan Sri Prof Chin Fung Kee Auditorium, 3rd Floor,  
Wisma IEM, Jalan Selangor, 46000 Petaling Jaya.  
Speaker : Dato' Ir. Dr Dennis Ganendra

### SYNOPSIS

Minconsult has worked in 24 countries over 5 continents. Since the early 1970s, Minconsult has acquired international exposure by undertaking international projects and projects financed by the World Bank, the Asian Development Bank, Islamic Development Bank, other international funding agencies and multinational companies in the following countries:

- |               |               |                |
|---------------|---------------|----------------|
| ▪ Afghanistan | ▪ India       | ▪ Saudi Arabia |
| ▪ Antigua     | ▪ Indonesia   | ▪ Singapore    |
| ▪ Australia   | ▪ Kazakhstan  | ▪ Sri Lanka    |
| ▪ Bangladesh  | ▪ Mexico      | ▪ Thailand     |
| ▪ Brunei      | ▪ Myanmar     | ▪ USA          |
| ▪ Cambodia    | ▪ Nepal       | ▪ Vietnam      |
| ▪ Canada      | ▪ Nigeria     |                |
| ▪ China       | ▪ Pakistan    |                |
| ▪ Costa Rica  | ▪ Philippines |                |

The Presenter will use a number of case studies to illustrate different Strategies Used to secure and execute projects overseas. Strategies will vary depending on a number of factors including if the target Country is a developing economy, an economy in transition or a developed Economy. Global trends will be analysed to benchmark Malaysian Consultants in the global Arena. A number of recommendations are suggested on how to improve the Malaysian Engineering Fraternity with a view to enhancing the profession for the good of the Malaysian Market and also with a view to opening a world of opportunities to Malaysian Consultants.

### BIODATA OF SPEAKER



Dato' Ir. Dr. Dennis Ganendra is an Executive Director of Minconsult Sdn. Bhd, an established engineering consultancy firm based in Malaysia and with an extensive International experience. He has managed numerous local and international projects, covering a wide scope of works including: highways, ports, airports, railways, power plants, petro-chemical plants, industrial plants, high rise buildings, water treatment plants and sewerage treatment plants. Minconsult has developed as a major engineering force internationally. Dato' Ir. Dr. Dennis is also Chairman of Lidar Services International based in Canada and is one of the pioneer Renewable Energy investors in the country.

**Dato' Ir. Dr Gue See Sew**  
Chairman  
APEC Engineer & IntPE Registration and Administration Committee,  
IEM

### ANNOUNCEMENTS TO NOTE:

- Preferential admission to talk shall be accorded to IEM members (**pre-registration and online registration are NOT required**). (Telephone and/or fax reservation will NOT be entertained)
- **Non members** may also attend the talk but will be charged a registration fee of **RM50** and an administrative fee of **RM15**.
- For affiliate members, there will be no registration fee. However, they are requested to produce their membership card as proof of membership. For the list of affiliates, please refer [www.myiem.org.my/content/memorandum\\_of\\_understanding-469.aspx](http://www.myiem.org.my/content/memorandum_of_understanding-469.aspx).
- Limited seats are available on a "first come first served" basis (maximum 100 participants).
- IEM members are required to produce your membership cards for confirmation of attendance (CPD purpose).
- Latecomers will not be allowed to enter if the lecture hall is full nor be entitled to CPD.

**IEM members who fail to produce their membership cards will be charged a fee of RM20.00.**

### FUNDS FOR IEM BUILDING FUND (WISMA IEM)

- Kindly be informed that IEM will be charging participants **RM15** as administrative fee for talks organized by IEM/AER/APEC/IntPE.
- The fee would be used to cover overhead costs, building maintenance expenses as well as to support the purchase of the new building.
- All contributions will be deeply appreciated by IEM/AER/APEC/IntPE
- Students are however exempted. Your understanding is greatly appreciated.

### CPD HOURS CONFIRMATION

Name:

Membership No:

Date: