



**REALTORS'
ROUNDTABLE**

Presented by



REALTORS’ ROUNDTABLE

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They say you never forget your first. Your first home. Your first deal. That first step that sets the course to who you are today.

Tonight, it is my honour to welcome you to the first Malaysian chapter of the Realtors’ Roundtable Gala Dinner!

When we started last year, there were just 70 members in Malaysia. Tonight we have over 120 in Malaysia and a combined total of 266 across both Malaysia and Singapore.

Big things truly start from small beginnings. But beginnings are never built alone.

To AFFIN Bank, our steadfast partner—thank you. From START in 2023, to Ambassador in 2024, and now the Roundtable in 2025, you have stood with us through every milestone. The greatest satisfaction in life and in business is to find partners who look ahead in the same direction. In you, we have found that.

To Drinks Connexion—thank you for keeping our spirits lifted.

To Millenium Welt—for showing us that the journey can be just as important and enjoyable as the destination.

To the EdgeProp team, each of you lifted more than your share. You never ask, can it be done?—but only, how can it be done?.

To the industry *taikos* who have supported us, who inspire your members to be what they know they could be—you have not only built enduring businesses and wealth for your members, you have built leaders.

And above all, to all the Realtors’

Roundtable members we celebrate today—the real estate industry is like an ocean. It is slow at recognising effort, but merciless at punishing those who are not fit. Half of every new class of realtors give up in their first year. Most will not last five years.

Because whether you have it or not, whether you want it or not, whether you like it or not—this is not an easy business.

Yet here you are, those who have lived to fight another day, who not only have made it through when others have failed, but who have conquered the game and come up on top. My hats off to you.

When we started the Roundtable in 2024, we drew inspiration from the Million Dollar Round Table (MDRT)—the standard of excellence in financial services. Like the MDRT, this is not an award, because awards come and go.

This is a membership. It must be earned each year—through performance, yes, but also through trust, through professionalism, and the quiet reputation that you have built year in year out.

The power of the Roundtable is not in the title. It is in the gathering of people who push one another forward, who learn, who raise the standard of the profession itself.

Tonight, as you take your place in this Roundtable, remember: You are not just being recognised. You are joining a circle that will set the course for this industry.

And as Jack Nicholson said in *The Bucket List*: “You measure yourself by

the people who measure themselves by you”.

That’s what you are now—the standard.

If anyone could rest on laurels for a bit, it is you.

This evening belongs to you.

So don’t restrain yourself—there are no VIPs today, only friends. Enjoy the evening! **E**

ALVIN ONG

Managing director of EdgeProp Malaysia



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REALTORS' ROUNDTABLE



A proud moment with millionaire achievers on stage. From left: Ernest Ong Swee Gim, The Roof Realty; Sean Liew & Simon Lim, One Maker Realty; Norman, E Trend Realty; Sean Tiew, Zeon Properties International; Eken Ng, E Trend Realty; Paul Lim, The Roof Realty; Victor Lim & Mabel Mak, PropNex Realty (MY); Andy Teoh, GAP Estate; Bernard Tong, EdgeProp Singapore; Alvin Ong, EdgeProp Malaysia; Jessie Wong, AFFIN Bank Berhad; YC Wong, E Trend Realty; Karen Ng Soh Hui, Gplex Realty; Rachel Loo, Vivahomes Realty; Jason Teo, Gplex Realty; Ivan Wong Kai Mun, E Trend Realty; Edward Yeoh, Zeon Properties International; Angel Tan, Elaine Phang, Phoebe Foo Jie Chyi & George Ng, The Roof Realty; Eugene Tan, Urban Prestige Properties; Edwin Ong, Upland Realty (M)



Supporting Agencies receiving tokens of appreciation. From left: Eugene Tan, Urban Prestige Properties; Edwin Ong, Upland Realty (M); Kenny Kok, E Trend Realty; Saiful Hafiz, CCI Realty; Thomas Wong, Ruma Realty; Vincent Tan, Gather Properties; Tony Yap, IQI Realty; Simon Lim, One Maker; Ben Lee, Polygon Properties; Ron Ong, Gplex Realty; Stannly Tan, EdgeProp Malaysia; Bernard Tong, EdgeProp Singapore; Keong Kwai Sang, CTG Realty; Alvin Ong, EdgeProp Malaysia; Jessie Wong, AFFIN Bank Berhad; Jacqueline Lim, EdgeProp Malaysia; Marcus Teng, PropNex Realty (MY); Nimalen Parimalam, EdgeProp Malaysia; Azhar Hassan, Skyprop Real Estate; Nicholas Yim, Maxland Real Estate; Veronica Ong, Anchor Empire Properties; Elvyn Lim, Vivahomes Realty; Jerry See, The Roof Realty; Darren Goh, Zeon Properties International; Esther Eng, GAP Estate; Aldrin Tan, Esprit Estate Agent



Winners and exclusive members of the Realtors' Roundtable 2025

REALTORS' ROUNDTABLE 2025: METHODOLOGY

Overview:

The Realtors' Roundtable is a prestigious accolade within the realtors' community. The real estate sector makes up 2.9% and 1.6% of Singapore's and Malaysia's GDP respectively in 2024.

An efficient and robust marketplace is critical to the success of this sector. This award recognises the efforts of individual salespersons across Singapore and Malaysia for their stellar performance in enabling efficient transactions and contributing to the continued growth of the industry.

Eligibility:

SINGAPORE:

- Real estate salespersons must possess an active licence with the Council for Estate Agencies (CEA).
- They must not have been blacklisted by CEA in the past 3 years.

MALAYSIA:

- Real estate agents must be accredited by the Board of Valuers, Appraisers, Estate Agents and Property Managers (BOVAEP), aka Lembaga Penilai, Pentaksir, Ejen Harta Tanah dan Pengurus Harta (LPPEH).

Assessment:

- Realtors are assessed based on the total earned commissions and overriding received. This excludes basic income and deductibles.
 - The assessment period is between 1 January 2024 and 31 December 2024.
- The earned commissions and overriding received are compiled from all agencies the realtor was with during the entire assessment period.

Categories:

The commissions and overriding earned by the realtors qualify them for 3 different categories:

SINGAPORE

Millionaire	Elite	Member
≥ S\$1,000,000	S\$500,000 – S\$999,999	S\$200,000 – S\$499,999
≥ \$1,000,000	\$500,000 – \$999,999	RM200,000 – RM499,999

MALAYSIA

Millionaire	Elite	Member
≥ RM1,000,000	RM500,000 – RM999,999	RM200,000 – RM499,999
≥ \$1,000,000	\$500,000 – \$999,999	RM200,000 – RM499,999

Submission and verification:

Realtors are required to submit their commission amounts and overriding received for assessment. The data will be verified either with their respective agencies or through official income statements, and thereafter submitted to KPMG for independent auditing.

REALTORS' ROUNDTABLE

MILLIONAIRE MEMBERS




Andy Teoh
REN 49819
GAP Estate


Angel Tan
REN 02922
The Roof Realty


Angela Lee
REN 04297
PropNex Realty


Edward Yeoh
REN 65415
Zeon Properties International


Edwin Ong
REN 07942
Upland Realty


Eken Ng
REN 09700
E Trend Realty


Elaine Phang
REN 09625
The Roof Realty


Ernest Ong Swee Gim
REN 40148
The Roof Realty


Eugene Tan
REN 10087
Urban Prestige Properties


George Ng
REN 17400
The Roof Realty


Ivan Wong Khai Mun
REN 09162
E Trend Realty


Jason Teo
REN 25138
Gplex Realty


Karen Ng Soh Huel
REN 14461
Gplex Realty


Mabel Mak
PEA 0985
PropNex Realty


Norman
REN 56573
E Trend Realty


Paul Lim
REN 26419
The Roof Realty


Phoebe Foo Jie Chyi
REN 39209
The Roof Realty


Rachel Loo
PEA 2035
Vivahomes Realty


Rita Jiang
REN 31575
PropNex Realty


Sean Liew
REN 30734
One Maker Realty

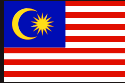

Sean Tiew
REN 37388
Zeon Properties International


Simon Lim
REN 12367
One Maker Realty


Victor Lim Wee Tat
REN 09135
PropNex Realty


YC Wong
REN 56571
E Trend Realty

ELITE MEMBERS




Adzura Mohd Zamedin
REN 04287
IQI Realty


Albert Hoo
REN 65644
Gplex Realty


Amin Mahat
REN 70847
Gplex Realty


Andy Lau Pik Kwong
REN 33839
The Roof Realty


Beelae Ku
REN 48501
Maxland Real Estate


Celestine Ting
REN 42028
IQI Realty


Connie Soh Moi Chuan
REN 60618
The Roof Realty


Daniel Yong Hong Fatt
REN 14043
Zeon Properties International


HuiHui Kok
REN 60129
Gplex Realty


Hycinthia Sii Ping Sieng
PEA 2252
Ruma Realty


Jack Yap
REN 20653
One Maker Realty


Jacq Sim
REN 07430
Gplex Realty


Jannah Ali
REN 33302
Maxland Real Estate


Jason Kok
REN 39793
Zeon Properties International


Jeffrey Kiong
REN 27719
The Roof Realty


Jess Chong
REN 48007
Zeon Properties International


Johannes Loo
REN 34083
Vivahomes Realty


Johnathan Teo
REN 39045
Zeon Properties International


Judy Tan
REN 01785
Maxland Real Estate


Kevin Goh
PEA 2729
Vivahomes Realty


Kevin Lim
REN 42473
Gplex Realty


Kho Chng Guan
REN 08689
IQI Realty


Liny Ong
REN 59112
Gplex Realty


Lucas Liew
REN 29489
Prestige Realty


Mason Sia
REN 00792
One Maker Realty


Michael Lam
REN 26181
IQI Realty


Phillip Chan
REN 34066
Vivahomes Realty


Robert Kong Chin Siang
REN 45492
The Roof Realty


Ryan Tan Chuan Wee
REN 39046
Zeon Properties International


Tan Kai Lun
REN 21991
The Roof Realty


TH Lee
REN 05664
PropNex Realty


Victor Lim Yu Chee
REN 36613
The Roof Realty


Vincent Chong Jin Yu
REN 53247
GAP Estate


Zoey Lee
REN 56789
The Roof Realty

MEMBERS

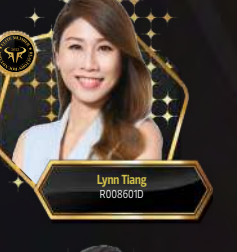
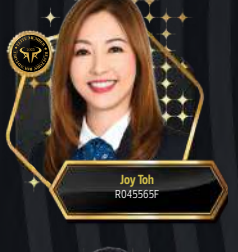
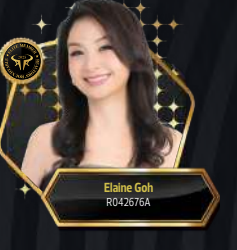
 Aaron Lam REN 06036 Zeon Properties International	 Abby Chew PEA 3082 Maxland Real Estate	 Almes H'ng REN 46378 Urban Prestige Properties	 Anders Ong PEA 2708 The Roof Realty	 Andrew Kan REN 30355 E Trend Realty	 Annie Bong Jing Xian PEA 3793 PropNex Realty	 Annie Hee REN 46494 The Roof Realty	 Bill Khong Weng Kai REN 19750 CTG Realty
 Bryant Liew REN 29368 IQI Realty	 Camie Tang PEA 1794 CTG Realty	 Connie Lee REN 46350 IQI Realty	 Dexter Lim REN 64805 Zeon Properties International	 Dicson Loh Wen Jun REN 27609 Gather Properties	 Ella Muhamad REN 49490 Landsworth Properties	 Elvis Eng REN 16550 GAP Estate	 Elyas Sulaiman PEA 1616 ES PG (Anchor & Esprit)
 Etto Chee REN 18144 Zeon Properties International	 Farah Najwa (Kak Yong) REN 43349 CCI Realty	 Felix Cheng REN 25339 E Trend Realty	 Ferlim Lim REN 41426 Zeon Properties International	 Fiona Chin REN 00140 The Roof Realty	 Ghaz Ibrahim REN 38372 CCI Realty	 Henrick Tan REN 19729 IQI Realty	 Hilal Alias PEA 1607 Landsworth Properties
 Ho Maggie REN 23792 The Roof Realty	 Hui Jun Hoe REN 00762 The Roof Realty	 Jacelyn Ng REN 08373 The Roof Realty	 Jacky Liew REN 2026 E Trend Realty	 Jazz Lim Tong Huoel REN 43278 Gplex Realty	 Jeffrey Ng REN 19236 Zeon Properties International	 Jovine Ng REN 19766 Maxland Real Estate	 Kenneth Kwok REN 00632 Gather Properties
 Kent Fatt REN 15215 IQI Realty	 Koh Wee Min REN 47890 Gather Properties	 Lau Yong Sern REN 47890 ES PG (Anchor & Esprit)	 Loh Beng Piau REN 18502 The Roof Realty	 Lucas Fong Er Hao REN 53849 GAP Estate	 Max Ong REN 09693 E Trend Realty	 Michael Ching REN 19766 Urban Prestige Properties	 Michael Kong Kang Wei REN 4775 Maxland Real Estate
 Mohammad Fareed REN 20636 The Roof Realty	 Mohd Fitri MF REN 45084 Polygon Properties	 Mohd Hafidz Hanif REN 59077 One Maker Realty	 Mohd Haris REN 18502 Skyprop Real Estate	 Muhammad Azizirrahim REN 35533 IQI Realty	 Nas E 2615 Nas Realty	 Neou Wee Ping REN 53861 Zeon Properties International	 Nor Syatilla REN 24819 Gplex Realty
 Nuzulhakimi Ayob REN 55942 Landsworth Properties	 Raymond Khoo REN 49907 Gather Properties	 Rinna Khoo REN 47890 The Roof Realty	 Rosmawati Mustapha REN 42406 Landsworth Properties	 Sam Cheng REN 34574 Gather Properties	 Sam Khoo REN 40540 The Roof Realty	 Shamnee Cheng REN 51668 One Maker Realty	 Simon Yang REN 22909 E Trend Realty
 Sr Khalidulnawawi E 3145 IQI Realty	 Sue Hartanah REN 49907 Landsworth Properties	 Thomas Wong E 2649 Ruma Realty	 William Wong REN 15548 E Trend Realty	 Wilson Lim Wei Sern REN 29646 Maxland Real Estate	 Wilson Ng REN 33305 Maxland Real Estate	 Wilson Ong REN 40800 The Roof Realty	 Wong Kok Leong REN 57545 Zeon Properties International
 Yad Zahari REN 54620 Landsworth Properties	 YC Liew REN 24042 IQI Realty						

REALTORS' ROUNDTABLE

MILLIONAIRE MEMBERS

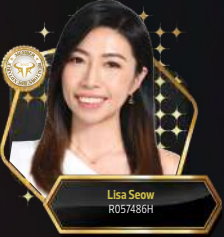
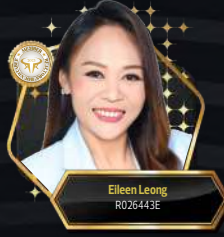


ELITE MEMBERS



MEMBERS



MEMBERS

REALTORS' ROUNDTABLE

HALL OF FAME

IN ORDER OF APPEARANCE
MEMBERS



Aaron Lam, Zeon Properties International receiving the award from Ng Kai Chee, Drinks Connexion



Abby Chew, Maxland Real Estate receiving the award from Ng Kai Chee, Drinks Connexion



Almes H'ng, Urban Prestige Properties receiving the award from Ng Kai Chee, Drinks Connexion



Anders Ong, The Roof Realty receiving the award from Ng Kai Chee, Drinks Connexion



Andrew Kan, E Trend Realty receiving the award from Ng Kai Chee, Drinks Connexion



Annie Bong Jing Xian, PropNex Realty receiving the award from Ng Kai Chee, Drinks Connexion



Annie Hee, The Roof Realty receiving the award from Ng Kai Chee, Drinks Connexion



Bill Khong Weng Kai, CTG Realty receiving the award from Ng Kai Chee, Drinks Connexion



Bryant Liow, IQI Realty receiving the award from Ng Kai Chee, Drinks Connexion



Camie Tang, CTG Realty receiving the award from Ng Kai Chee, Drinks Connexion



Connie Lee, IQI Realty receiving the award from Ng Kai Chee, Drinks Connexion



Dexter Lim, Zeon Properties International receiving the award from Ng Kai Chee, Drinks Connexion



Dicson Loh Wen Jiun, Gather Properties receiving the award from Ng Kai Chee, Drinks Connexion



Eila Muhamad, Landsworth Properties receiving the award from Ng Kai Chee, Drinks Connexion



Elvis Eng, GAP Estate receiving the award from Ng Kai Chee, Drinks Connexion



Elyas Sulaiman, Esprit Estate Agent receiving the award from Ng Kai Chee, Drinks Connexion



Etto Chee, Zeon Properties International receiving the award from Ng Kai Chee, Drinks Connexion



Farah Najwa (Kak Yong), CCI Realty receiving the award from Nicholas Lee, Millennium Welt



Felix Cheng, E Trend Realty receiving the award from Nicholas Lee, Millennium Welt



Ferlim Lim, Zeon Properties International receiving the award from Nicholas Lee, Millennium Welt



Fiona Chin, The Roof Realty receiving the award from Nicholas Lee, Millennium Welt



Ghaz Ibrahim, CCI Realty receiving the award from Nicholas Lee, Millennium Welt



Henrick Tan, IQI Realty receiving the award from Nicholas Lee, Millennium Welt



Hilal Alias, Landsworth Properties receiving the award from Nicholas Lee, Millennium Welt



Hui Jun Hoe, The Roof Realty receiving the award from Nicholas Lee, Millennium Welt



Jacelyn Ng, The Roof Realty receiving the award from Nicholas Lee, Millennium Welt



Jacky Liew, E Trend Realty receiving the award from Nicholas Lee, Millennium Welt



Jazz Lim Tong Huoai, Gplex Realty receiving the award from Nicholas Lee, Millennium Welt



Jeffrey Ng, Zeon Properties International receiving the award from Nicholas Lee, Millennium Welt



Jovine Ng, Maxland Real Estate receiving the award from Nicholas Lee, Millennium Welt

HALL OF FAMEIN ORDER OF APPEARANCE
MEMBERS

Kenneth Kwok, Gather Properties
receiving the award from Nicholas Lee,
Millennium Welt



Kent Fatt, IQI Realty receiving the award
from Nicholas Lee, Millennium Welt



Lau Yong Sern, Anchor Empire Properties
receiving the award from Nicholas Lee,
Millennium Welt



Loh Beng Piau, The Roof Realty receiving
the award from Jacqueline Lim, EdgeProp
Malaysia



Lucas Fong Er Hao, GAP Estate receiving
the award from Jacqueline Lim, EdgeProp
Malaysia



Max Ong, E Trend Realty receiving the
award from Jacqueline Lim, EdgeProp
Malaysia



Michael Chng, Urban Prestige Properties
receiving the award from Jacqueline Lim,
EdgeProp Malaysia



Michael Kong Kang Wei, Maxland Real
Estate receiving the award from Jacqueline
Lim, EdgeProp Malaysia



Mohammad Fareed, The Roof Realty
receiving the award from Jacqueline Lim,
EdgeProp Malaysia



Mohd Fitri MF, Polygon Properties receiving
the award from Jacqueline Lim, EdgeProp
Malaysia



Mohd Hafidz Hanif, One Maker Realty
receiving the award from Jacqueline Lim,
EdgeProp Malaysia



Mohd Haris, Skyprop Real Estate receiving
the award from Jacqueline Lim, EdgeProp
Malaysia



Muhammad Azizirrahim, IQI Realty
receiving the award from Jacqueline Lim,
EdgeProp Malaysia



Naz Abdullah, Nas Realty receiving the
award from Jacqueline Lim, EdgeProp
Malaysia



Neou Wee Ping, Zeon Properties
International receiving the award from
Jacqueline Lim, EdgeProp Malaysia



Nor Syatilla, Gplex Realty receiving the
award from Jacqueline Lim, EdgeProp
Malaysia



Nuzulhakimi Ayob, Landsworth Properties
receiving the award from Jacqueline Lim,
EdgeProp Malaysia



Raymond Khoo, Gather Properties
receiving the award from Jacqueline Lim,
EdgeProp Malaysia



Rinna Khoo, The Roof Realty receiving
the award from Jacqueline Lim, EdgeProp
Malaysia



Rosmawati Mustapha, Landsworth
Properties receiving the award from
Jacqueline Lim, EdgeProp Malaysia



Sam Cheng, Gather Properties receiving
the award from Jacqueline Lim, EdgeProp
Malaysia



Sam Khoo, The Roof Realty receiving the
award from Jacqueline Lim, EdgeProp
Malaysia



Shamnee Cheng, One Maker Realty
receiving the award from Jacqueline Lim,
EdgeProp Malaysia



Simon Yang, E Trend Realty receiving the
award from Jacqueline Lim, EdgeProp
Malaysia



Sr Khairulnawawi, IQI Realty receiving
the award from Jacqueline Lim, EdgeProp
Malaysia



Sue Hartanah, Landsworth Properties
receiving the award from Jacqueline Lim,
EdgeProp Malaysia



William Wong, E Trend Realty receiving
the award from Jacqueline Lim, EdgeProp
Malaysia



Wilson Lim Wei Sern, Maxland Real Estate
receiving the award from Jacqueline Lim,
EdgeProp Malaysia



Wilson Ng, Maxland Real Estate receiving
the award from Jacqueline Lim, EdgeProp
Malaysia



Wilson Ong, The Roof Realty receiving
the award from Jacqueline Lim, EdgeProp
Malaysia

REALTORS' ROUNDTABLE

HALL OF FAME

IN ORDER OF APPEARANCE
MEMBERS



Wong Kok Leong, Zeon Properties International receiving the award from Jacqueline Lim, EdgeProp Malaysia



Yad Zahari, Landsworth Properties receiving the award from Jacqueline Lim, EdgeProp Malaysia



YC Liow, IQI Realty receiving the award from Jacqueline Lim, EdgeProp Malaysia

IN ORDER OF APPEARANCE
ELITE MEMBERS



Adzura Mohd Zamedin, IQI Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Albert Hoo, Gplex Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Amin Mahat, Gplex Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Andy Lau Pik Kwong, The Roof Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Beelee Ku, Maxland Real Estate receiving the award from Simeon Leong, AFFIN Bank Berhad



Celestine Ting, IQI Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Connie Soh Moi Chuan, The Roof Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Daniel Yong Hong Fatt, Zeon Properties International receiving the award from Simeon Leong, AFFIN Bank Berhad



HuiHui Kok, Gplex Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Hycintha Sii Ping Sieng, Ruma Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Jack Yap, One Maker Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Jacq Sim, Gplex Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Jannah Ali, Maxland Real Estate receiving the award from Simeon Leong, AFFIN Bank Berhad



Jason Kok, Zeon Properties International receiving the award from Simeon Leong, AFFIN Bank Berhad



Jeffrey Kiong, The Roof Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Jess Chong, Zeon Properties International receiving the award from Simeon Leong, AFFIN Bank Berhad



Johannes Loo, Vivahomes Realty receiving the award from Simeon Leong, AFFIN Bank Berhad



Johnathan Teo, Zeon Properties International receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Judy Tan, Maxland Real Estate receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Kevin Goh, Vivahomes Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Kevin Lim, Gplex Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Kho Chng Guan, IQI Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Liny Ong, Gplex Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Lucas Liew, Prestige Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia

HALL OF FAME

IN ORDER OF APPEARANCE
ELITE MEMBERS



Mason Sia, One Maker Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Michael Lam, IQI Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Philip Chan, Vivahomes Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Robert Kong Chin Siong, The Roof Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Ryan Tan Chuan Wee, Zeon Properties International receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Tan Kai Lun, The Roof Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia



TH Lee, PropNex Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Victor Lim Yu Chee, The Roof Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Vincent Chong Jin Yu, GAP Estate receiving the award from Nimalen Parimalam, EdgeProp Malaysia



Zoey Lee, The Roof Realty receiving the award from Nimalen Parimalam, EdgeProp Malaysia

REALTORS' ROUNDTABLE

HALL OF FAME

IN ORDER OF APPEARANCE
MILLIONAIRE MEMBERS



Andy Teoh, GAP Estate receiving the award from Jessie Wong, AFFIN Bank Berhad



Angel Tan, The Roof Realty receiving the award from Jessie Wong, AFFIN Bank Berhad



Edward Yeoh, Zeon Properties International receiving the award from Jessie Wong, AFFIN Bank Berhad



Edwin Ong, Upland Realty receiving the award from Jessie Wong, AFFIN Bank Berhad



Eken Ng, E Trend Realty receiving the award from Jessie Wong, AFFIN Bank Berhad



Elainne Phang, The Roof Realty receiving the award from Jessie Wong, AFFIN Bank Berhad



Ernest Ong Swee Gim, The Roof Realty receiving the award from Jessie Wong, AFFIN Bank Berhad



Eugene Tan, Urban Prestige Properties receiving the award from Jessie Wong, AFFIN Bank Berhad



George Ng, The Roof Realty receiving the award from Jessie Wong, AFFIN Bank Berhad



Ivan Wong Khai Mun, E Trend Realty receiving the award from Jessie Wong, AFFIN Bank Berhad



Jason Teo, Gplex Realty receiving the award from Jessie Wong, AFFIN Bank Berhad



Karen Ng Soh Huei, Gplex Realty receiving the award from Alvin Ong, EdgeProp Malaysia



Mabel Mak, PropNex Realty receiving the award from Alvin Ong, EdgeProp Malaysia



Norman, E Trend Realty receiving the award from Alvin Ong, EdgeProp Malaysia



Paul Lim, The Roof Realty receiving the award from Alvin Ong, EdgeProp Malaysia



Phoebe Foo Jie Chyi, The Roof Realty receiving the award from Alvin Ong, EdgeProp Malaysia



Rachel Loo, Vivahomes Realty receiving the award from Alvin Ong, EdgeProp Malaysia



Sean Liew, One Maker Realty receiving the award from Alvin Ong, EdgeProp Malaysia



Sean Tiew, Zeon Properties International receiving the award from Alvin Ong, EdgeProp Malaysia



Simon Lim, One Maker Realty receiving the award from Alvin Ong, EdgeProp Malaysia



Victor Lim Wee Tat, PropNex Realty receiving the award from Alvin Ong, EdgeProp Malaysia



YC Wong, E Trend Realty receiving the award from Alvin Ong, EdgeProp Malaysia



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Mia Azman & Stannly Tan, EdgeProp Malaysia; Nuzulhakimi Ayob & Hilal Alias, Landsworth Properties; Nimalen Parimalam, EdgeProp Malaysia



Alvin Ong, EdgeProp Malaysia; Bernard Tong, EdgeProp Singapore; Marcus Teng, Propnex Malaysia; Darren Goh & Kuay Chow Ping, Zeon Properties International; Kenny Kok, E Trend Realty



Alvin Ong, EdgeProp Malaysia; Thomas Wong, Ruma Realty; Nimalen Parimalam, EdgeProp Malaysia; Hycintha Sii, Ruma Realty



Jovine Ng, Beelee Ku, Jannah Ali, Abby Chew, Nicholas Yim, Judy Tan, Wilson Lim Wei Sern, Wilson Ng & Michael Kong Kang Wei, Maxland Real Estate



Mohd Fitri MF & Ben Lee, Polygon Properties



Sam Cheng, Kenneth Kwok, Dicson Loh Wen Jiun & Raymond Khoo, Gather Properties



David Wan, Jack Yap, Sean Liew, Mason Sia, Simon Lim & Shamnee Cheng, One Maker Realty



Norman & YC Wong, E Trend Realty



Esther Eng & Andy Teoh, GAP Estate; Bernard Tong, EdgeProp Singapore; Alvin Ong, EdgeProp Malaysia

GALA NIGHT



Team from EdgeProp Malaysia



Nimalen Parimalam & Ian Leong, EdgeProp Malaysia; Ng Kai Chee & Ling Kin Yang, Drinks Connexion



Nimalen Parimalam, EdgeProp Malaysia; Jerry See & Jeff Choo, The Roof Realty; Stanny Tan, EdgeProp Malaysia



Almes H'ng, Michael Chng & Eugene Tan, Urban Prestige Properties; Victor Lim Wee Tat, PropNex Malaysia



George Ng, Phoebe Foo Jie Chyi, Elaine Phang, Jacelyn Ng, Tan Kai Lun & Angel Tan, The Roof Realty



Tan Kai Lun, Phoebe Foo Jie Chyi, Jacelyn Ng, George Ng, Jerry See, Angel Tan, Elaine Phang & Fiona Chin, The Roof Realty



Ghaz Ibrahim & Saiful Hafiz, CCI Realty



Almes H'ng & Michael Chng, Urban Prestige Properties; Jessie Wong & Simeon Leong, AFFIN Bank Berhad; Eugene Tan, Urban Prestige Properties; Edwin Ong, Upland Realty (M)



Edward Cheah, AFFIN Bank Berhad; Victor Lim, PropNex Malaysia; Mia Azman & Nimalen Parimalam, EdgeProp Malaysia; Sean Cheah, PropNex Malaysia

REALTORS' ROUNDTABLE

GALA NIGHT



GALA NIGHT



REALTORS' ROUNDTABLE

GALA NIGHT



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A FOUNDATION BUILT ON INDUSTRIAL PROPERTY: ANDY TEOH'S JOURNEY



Andy Teoh's move into industrial real estate is recent—but decisive. After years honing fundamentals in residential, he crossed over in 2023 and closed his first factory sale. Momentum followed quickly.

"My very first industrial sale was in 2023—just two years ago. Thanks to our years of experience in residential property, stepping into the industrial market wasn't a problem for us," he recalls. That opening win snowballed into a breakout year and, more importantly, clarified a mission: to change lives, one property at a time, by helping others achieve financial freedom.

Andy booked RM1.8 million in commissions, closed 30 factory deals, and converted about 15 more. It wasn't luck. It was a system: targeted Facebook ads, a strict daily cadence anchored in his 7-12-5 principles: working 7 days a week, 12 hours a day, and providing 5-star services to all our clients.

"That speed, hard work, and sincerity built trust fast—and when customers saw my commitment, buying from me became the natural choice."

He still runs on that operating system. Mornings start at 6:00 am, and prospecting is non-negotiable. Clear activity targets are set each day and follow-ups are measured in minutes, not days. "Speed builds trust, sincerity keeps it, and consistency multiplies results," he says.

A one-stop platform for industrial buyers

What differentiates his brand, GAP Estate, is not only sales execution but also end-to-end enablement. Through strategic collaboration with nine partner firms, Andy positions GAP as a true one-stop solution: site selection, official incentives, investment advisory, licensing, and post-sale services.

"We work closely with agencies like Mida (Malaysian Investment Development Authority), and Invest Selangor to guide clients through government tax incentives, site selection, licensing, and beyond. This helps make their industrial journey seamless, confident, and truly supported."



That promise is reinforced by outcomes. One client—a roller shutter manufacturer—bought two detached factories worth RM16 million through Andy. Later, through Andy's network, the same client was introduced to a 732-acre industrial park and secured the roller-shutter contract there. It's value that outlives the transaction, and the referrals that follow are proof.

Leading through a hard pivot

Not every chapter reads like a highlight reel. The shift from residential to industrial tested the team's resolve. Many left. Four agents stayed.

"That trust was our turning point. Together, we worked relentlessly, supported each other, and started setting records. We even created the GAP Book of Records—proof that with the right people, belief, and persistence, the toughest seasons can become our proudest milestones."

Andy's leadership style is hands-on and example-first. He "stays on the ground", shares what works, and insists that habits beat talent. The discipline that powers his personal production also shapes how he coaches: start earlier, call more, follow up faster, and do a little more than others, every single day.

Brand, relationships, and how to win

Andy treats the brand as a performance engine: with Aspiat Production, his branding mentor, refining its message and image, GAP's credibility is reinforced by creating opportunities for clients through business matching, and curated networking that outlive the sale.

"That trust was our turning point. Together, we worked relentlessly, supported each other, and started setting records. We even created the GAP Book of Records—proof that with the right people, belief, and persistence, the toughest seasons can become our proudest milestones." —Andy Teoh

His playbook for ambitious agents is equally direct: chase high-value transactions, surround yourself with high-level operators, and keep a system that makes success predictable.

"The process is the same, but the margin isn't. On a RM10 million deal, 2% is RM200k," he says. Pair disciplined habits (start 6am, 7-12-5 cadence, instant follow-ups) with sincere service, and momentum takes care of the rest.

Legacy: Duplicating million-dollar achievers

In the end, Andy is not chasing trophies. He is focused on multiplying impact. Apart from

being the youngest Malaysian Institute of Estate Agents (MIEA) Residential Negotiators Council (RNC) chairman, he aims to build GAP Estate into a benchmark for professionalism and trust, and to duplicate million-dollar achievers by showing that mindset, systems, and hard work make success predictable.

From his first industrial sale in 2023 to a platform that empowers clients and agents, his story comes down to three things: systems, sincerity, and scale. Speed turns into trust, trust turns into results, and results fuel a mission bigger than himself. ■



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GAP Estate

FROM HUSTLE TO BUSINESS: HYCINTHA SII'S JOURNEY TO HIGH PERFORMANCE



Hycintha Sii's rise began with grit and matured into a repeatable system. She entered real estate saying yes to every opportunity and learning the trade one listing at a time. Early momentum came from sheer effort, but the results that followed were built on structure, clarity, and leadership. The inflection arrived when she stopped treating real estate like a side hustle and started operating like a business owner.

"I set clear income goals, committed to a daily prospecting routine, and invested in better systems to track leads and follow-ups," she says. She also defined her ideal client and aligned her marketing to serve that profile with intention. The shift in discipline helped her scale to about RM500k in commissions last year. She is now working to double that by tightening operations and increasing referrals through a more consistent client experience.

Planning is meticulous. Hycintha starts from an annual vision and breaks it into monthly and weekly actions. She shares those commitments with her team and mentor to raise accountability and to keep the cadence visible. "The work I do today shows up in my pipeline 60 to 90 days from now," she notes. That long view keeps her steady through slower stretches and focused on lead indicators rather than only end results.

From residential to commercial

Her practice evolved as her positioning sharpened. She began in residential, taking on everything from small apartments to rental units to build range and resilience. Today she operates fully in commercial, concentrating on offices and warehouses. The move reflects a clearer value proposition and a market where her systems and communication style stand out. Commercial clients expect speed, clarity, and a structured process. Hycintha's approach is built to deliver exactly that, from first contact to deal closing and through aftercare.

Mentorship, systems, and self-growth

The business shift did not happen in isolation. Hycintha credits targeted learning and the right examples. "I learned from agents who were already operating the way I wanted to operate, not only in volume but in how they showed up for clients," she says. Mentorship helped her avoid common pitfalls and cut the learning curve. Training remains a standing appointment, with time blocked for market study, process refinement, and skills practice.

The learning translates directly into execution. "I plan backward from yearly targets, then install routines that keep me sharp. The loop is learn, implement, measure, refine," she says. Daily non-negotiables include lead generation, client follow-ups, and personal development. She journals, reviews metrics, and uses short learning sprints to keep tools and scripts current. The goal is not variety for its own sake. The goal is a clean operating system that produces predictable outcomes across different market cycles.

Self-growth anchors the whole machine. Hycintha frames service, sales, and personal development as connected. When she invests in her health and mindset, she shows up with more focus for clients. When she serves clients



with clarity and care, sales follow more naturally. This loop compounds over time and stabilises performance when market noise rises.

Leadership and team momentum

Her brand promise is practical clarity and proactive communication. "My biggest differentiator is the level of communication and clarity I bring to every transaction," she says. "Clients never have to wonder what is happening or chase me for updates."

The client journey is mapped step by step. Key decisions are explained in plain language. Timelines and next actions are documented early and revisited often. That approach builds trust, which then becomes a source of repeat business and referrals.

Inside the team, she leads by example and keeps the scoreboard focused on leading indicators. "We make activity visible and we coach the follow-up speed," she explains. "I share the playbooks that work, and we track daily contacts and appointments set."

Reviews focus on quality of conversations, speed of response, and clarity of next steps. The objective is simple. Serve better, reduce friction, and convert more predictably. "When

we communicate early and often, trust grows. Trust turns into referrals, and referrals keep the flywheel moving."

Leadership also means protecting time for coaching and shared learning. She works through real cases, pressure-tests scripts, and celebrates clean process as much as big wins. The message is consistent. Habits drive outcomes. Better habits drive better outcomes.

The next benchmark

Consistency, she says, is a decision that is renewed daily. "For me, staying motivated and consistent comes down to discipline over emotion. I treat real estate like a business, so routines stay in place whether it is busy or quiet." She keeps a forward view of results by looking at the pipeline in 60- to 90-day windows. That reminder helps her push through slower weeks and focus on actions that move the needle.

Her next target is RM1 million in commissions. "To get there, I will double down on systems and scale referrals and repeat business," she says. She will continue to invest in training so that new agents onboard faster and execute with confidence. She plans to sharpen her routines, making personal development and market study efficient and purpose-driven.

Her measure of success is straightforward and grounded in process. "If I keep serving with clarity and keep the routines clean, the numbers follow. That is the goal for myself and for the team I am building."

The story that began with hustle is now defined by systems, communication, and leadership. Hycintha has built a practice where habits compound, clients stay informed, and results scale with consistency. 📌



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Drinks Connexion's single-malt whisky showcase at the welcome reception of Realtors' Roundtable (RRT 2025)

PICTURES: SAM FONG/EDGEPROP

SIPPING INTO THE FUTURE: DRINKS CONNEXION SET TO REVOLUTIONISE MALAYSIANS' DRINKING CULTURE

BY JACQUELINE LIM & LEE JI YONG



Foo Ken Vin, founder of Drinks Connexion

In a country where teh tarik and kopi o have stood as the nation's beverage icons, a quiet revolution is brewing—and it is spirited, sophisticated, and refreshingly inclusive. At the heart of this transformation is Drinks Connexion, a Malaysian beverage company that is not just importing global brands, but reshaping how we experience drinks altogether.

Founded in 2018 by industry veteran Foo Ken Vin, Drinks Connexion was born out of a simple yet powerful vision: to bring new beverage experiences to Malaysian consumers through innovation. Central to the company's mission is a twofold strategy: to introduce globally renowned beverage brands that have yet to reach Malaysian consumers, and to rejuvenate existing brands through strategic brand engagements that drive growth and attract new markets.

Innovation begins with insight

Running a beverage company in a dynamic market like Malaysia requires more than just distribution mechanics—it demands a deep understanding of local drinking culture.

Foo shared that his team has been closely observing the evolving drinking trends in Malaysia. He pointed to the rise of cocktail bars, marking a clear departure from the traditional bottle service model, as more consumers now prefer exploring new brands and flavours by the glass. These venues are also curating cocktail recipes using various alcohol brands or categories where consumers can enjoy different flavours throughout their night out, he told EdgeProp.

"The emergence of micro clubs has filled the gap for consumers looking for a great night out with friends in neighbourhood areas designed to start earlier with a good mix of by-the-glass and bottle sales," he noted.

Additionally, Foo pointed to the rise of new sources of social drinking: "With the spawn of pickleball and padel courts nowadays that also house F&B operators, we have seen consumers also moving into more social gatherings or drinking occasions within these establishments".

Cheers to sober curious

In recent years, the global surge of the sober curious lifestyle—where consumers seek low- or no-alcohol options with-

out compromising taste, experience, or social connection—has sparked a shift in how people approach social drinking.

Far from being left behind by the sober curious movement, Drinks Connexion has embraced it by introducing products tailored to specific consumption channels—catering to mindful drinking habits while keeping affordability at the forefront. In bars, restaurants, and sports clubs, consumers can enjoy ready-to-drink Spritz and Sangria from the Lolea brand, elegantly packaged and perfect for casual sipping. These venues also feature Cosmopolitan Diva, a low-alcohol sparkling wine that adds a touch of sophistication to any occasion.

For high-energy venues, Drinks Connexion has brought in brands like Jack Daniels flavoured SKUs (Apple and Honey), and other brands (eg. Blue Binl) where consumers can pre-mix their bottles ordered into a carafe and be served in shots or glasses—offering a refreshing taste that keeps the night lively without overwhelming the palate.

Foodie tradition meets liquid innovation

Food is an integral part of Malaysian culture—woven into daily life, social gatherings, and celebrations. From bustling street food to refined dining establishments, Malaysians take





pride in their culinary heritage. Recognising this deep-rooted love for food, Drinks Connexion has embraced the opportunity to enhance the dining experience by seamlessly pairing alcohol with cuisine.

In restaurants, Drinks Connexion has worked closely with chefs and culinary teams to curate menus with their products and pairings, creating a harmonious balance between the dish and the drink that enhances the overall sensory experience.

Drinks Connexion has also facilitated cross-cultural events of cocktails and food, and brought together restaurant and bar owners from across Asia and the West. With this congregation, Drinks Connexion has managed to use its products to bridge cultures and spark creativity, turning dining into a celebration of taste, innovation, and connection.

Tequila takes the spotlight for now

When asked about the category of drinks that have seen unexpected popularity, Foo highlighted: “Tequila is one of the fastest growing categories that we have seen over the years. Its versatility, where it can be enjoyed as a shot, on the rocks and also mixed into cocktails, makes tequila a viable option for consumers and trade operators to offer to their patrons”.



Drinks Connexion has responded to this growing demand by expanding its Agave portfolio of brands, from Herradura to Rooster Rojo, Kah, Los7Angeles, and 818 Tequila brands, each representing 100% blue agave products—bringing depth, authenticity, and variety to the local market to be served across different settings.

Already looking ahead to what's next

Looking ahead, Drinks Connexion continues to demonstrate its forward-thinking approach, guided by deep industry insight and a keen understanding of consumer behaviour.

“Looking at the current environment where consumers are more health conscious and accessibility to social sports are becoming more popular, we foresee the low ABV (alcohol by volume) category to be one of the key growth drivers in the near future,” Foo said.

“At the same time we foresee the dining and pairing culture

will continue to evolve, and we at Drinks Connexion will continue to engage and find new opportunities to be introduced to consumers.”

Recognising that drink preferences are constantly evolving, Drinks Connexion remains adaptable by offering a full range of spirits that can be enjoyed across social occasions and in the comfort of home with family and friends.

Teasing what is to come, Foo subtly hinted at exciting possibilities on the horizon, suggesting to “look forward to more events and programmes from cocktail, food, and music collaborations, where like-minded people can share memorable experiences and great moments together”.

In a country as culturally rich and diverse as Malaysia, Drinks Connexion is driving a drinking culture that reflects that very spirit—one that embraces variety, celebrates individuality, and welcomes everyone to the table. Because the best drinks are the ones we enjoy *bersama-sama*. **E**



Drinks Connexion brought the single-malt whisky experience to RRT 2025, with selections that included The GlenDronach, BenRiach and GlenGlasaugh

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