

PLANTATION LAND EVALUATION AND ACQUISITION: HOW TO CONDUCT FEASIBILITY AND DUE DILIGENCE STUDY

ISP Management (M) Sdn Bhd



Are you still keen on brownfield expansion?

18 - 19 DEC 2025

(PUBLIC TRAINING @ ISP HQ)

ISP HEADQUARTERS, SUITE 3A01, LEVEL 3A, PJ TOWER, AMCORP TRADE CENTRE, 18 PERSIARAN BARAT, 46050 PETALING JAYA, SELANGOR

RM 2,000 MEMBER

RM 2,500 NON-MEMBER

(IN-HOUSE TRAINING: AT CLIENT SITE)

TRAINER: DR. RAMESH VELOO

Dr. Ramesh Veloo brings over 40 years of senior leadership experience in plantation management across Malaysia and Indonesia. He has overseen and advised on more than 500,000 hectares of plantation land, driving turnaround strategies and operational excellence in oil palm, rubber, cocoa, coconut, and durian estates. His career includes helming major organisations as President Director of United Plantations Indonesia, CEO of Eagle High Plantations in Jakarta, Managing Director of PT Indo Partners in Kalimantan, as well as Director of Plantations and later Head of Advisory at Tradewinds Plantations Malaysia. With deep field experience supported by strong strategic insight, Dr. Ramesh is widely recognised for his ability to optimise estates, strengthen operations, and guide plantation organisations toward long-term, sustainable performance.

OVERVIEW

- Land acquisition is one of the most critical and capital-intensive decisions in plantation investment.
- A systematic feasibility and due diligence (F&DD) process ensures economic, environmental, and legal soundness before committing resources.
- This course integrates technical, financial, and strategic perspectives for both planters and finance personnel.
- Participants will learn how to evaluate land potential, assess risks, and prepare professional feasibility and due diligence reports.

METHODOLOGY

- Interactive lectures supported by case studies from Malaysia and Indonesia.
- Group exercises on land evaluation scoring and financial analysis.
- Field simulation (desktop-based) using maps, soil data, and yield projections.
- Review of sample feasibility and due diligence reports.
- Q&A and discussion of real-world acquisition challenges.

LEARNING OUTCOMES

Participants will be able to:

- Identify and evaluate key land characteristics for plantation suitability.
- Differentiate between Feasibility Study and Due Diligence scope and purpose.
- Assess legal, environmental, and financial risks in land acquisition.
- Prepare or appraise a basic feasibility report with technical and financial components.
- Apply structured decision-making and stakeholder alignment for acquisition approval.

OBJECTIVES

- To understand the principles and process of land evaluation for plantation development & acquisition.
- To identify key criteria for feasibility and due diligence studies - agronomic, financial, legal, and environmental.
- To strengthen participants' ability to interpret data, prepare site evaluation reports, and support investment decisions.
- To foster collaboration between technical and financial teams in land acquisition planning and approval.

TARGET AUDIENCE

- Estate Managers, Visiting Agents, Plantation Controllers.
- Finance Managers and Investment Analysts involved in plantation expansion.
- Land Development, R&D, and Sustainability Executives.
- Corporate and Regional Planning Officers.
- New Project Development and M&A teams in plantation companies.

SUMMARY

By the end of the two-day session, participants will gain integrated competence in evaluating, justifying, and documenting plantation land acquisition proposals in line with corporate governance and sustainability principles.

DAY 1 TECHNICAL & ENVIRONMENTAL FEASIBILITY

9.00 a.m. - 9.30 a.m.	<ul style="list-style-type: none">Opening & IntroductionWelcome remarksParticipant introduction and expectationsOverview of course objectives
9.30 a.m. - 10.45 a.m.	Session 1: Fundamentals of Land Evaluation <ul style="list-style-type: none">Purpose and process of land evaluationCriteria for plantation suitability (soil, rainfall, topography, infrastructure)FAO framework and practical adaptations
10.45 a.m. - 11.00 a.m.	Morning Break
11.00 a.m. - 12.30 p.m.	Session 2: Soil & Terrain Assessment <ul style="list-style-type: none">Key soil parameters: depth, drainage, texture, fertilityTerrain classification and erosion riskInterpreting soil and topographic maps
12.30 p.m. - 1.30 p.m.	Lunch
1.30 p.m. - 3.00 p.m.	Session 3: Environmental & Regulatory Considerations <ul style="list-style-type: none">Environmental baseline studies and EIA requirementsPeat, HCV/HCS, and biodiversity considerationsSustainability and certification (RSPO/ISCC/NDPE)
3.00 p.m. - 3.15 p.m.	Afternoon Break
3.15 p.m. - 5.00 p.m.	Session 4: Technical Feasibility Exercise <ul style="list-style-type: none">Case study: scoring land suitability for oil palm or rubberGroup discussion and presentation

DAY 2 FINANCIAL & LEGAL DUE DILIGENCE

9.00 a.m. - 9.30 a.m.	Recap of Day 1 & Introduction to Day 2
9.30 a.m. - 10.45 a.m.	Session 5: Financial Feasibility and Economic Modelling <ul style="list-style-type: none">Cost structure for new plantation projectsRevenue forecasting and yield assumptionsSensitivity and break-even analysis
10.45 a.m. - 11.00 a.m.	Morning Break
11.00 a.m. - 12.30 p.m.	Session 6: Legal & Ownership Due Diligence <ul style="list-style-type: none">Land titles, tenure systems (Malaysia & Indonesia)Leasehold, native/customary land, and legal encumbrancesKey documents to verify and red flags
12.30 p.m. - 1.30 p.m.	Lunch
1.30 p.m. - 3.00 p.m.	Session 7: Risk Assessment and Decision Framework <ul style="list-style-type: none">Identifying project risks (technical, financial, legal, ESG)Mitigation strategies and decision checkpointsGovernance and approval process
3.00 p.m. - 3.15 p.m.	Afternoon Break
3.15 p.m. - 4.30 p.m.	Session 8: Integrating Feasibility & Due Diligence Findings <ul style="list-style-type: none">Preparing a comprehensive F&DD reportPresentation format and decision recommendations
4.30 p.m. - 5.00 p.m.	Wrap-Up & Course Evaluation <ul style="list-style-type: none">Key takeawaysParticipant feedbackCertificate presentation

For Enquiries/Registration

03-7955 5561

Ms. Nadhira nadhira@isp.org.my

Mr. Rizal rizalhisham@isp.org.my

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Please photocopy for multiple bookings.

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TERMS & CONDITIONS

- Request for cancellation must be made in writing.
- 100% refund will be made for written cancellation received 6 days before the day of the Training. Refund will be issued after the Training.
- No refund will be given for cancellation received after the Training. However, replacement is acceptable; please forward the replacement name to emails below.
- The registration form serves as the official invoice.
- All membership subscription should be paid before the day of the Training to entitle for members' rate, or else, non-members' rate will be applied.
- The Organizer shall not be held responsible for whatever cost (hotel reservation/ flight ticket) incurred by participants.
- The Organizer reserves the right to make changes to courses without prior notice whether in terms of date, time, venue or any other aspects.

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Registration must be done by faxing/emailing the registration form to the following:

☎ 03-7955 5561 Ms. Nadhira nadhira@isp.org.my Mr. Rizal rizalhisham@isp.org.my