

THURSDAY 17 NOVEMBER

10.00 > 11.00 Pearl Room

WRAP-UP: WHERE DO ASIAN, EUROPEAN
AND AMERICAN INVESTORS SEE
OPPORTUNITIES IN ASIA TODAY?

Co-org:



Speakers:

- **Prof. François Ortalo-Magné**, Albert O. Nicholas Dean, **Wisconsin School of Business** (USA)
- **Yue Tang**, Attorney at law/Partner, **Jun He Law Offices** (China)
- **Dr. Megan Walters**, Head of Research, Asia Pacific Capital Markets, **Jones Lang LaSalle** (Singapore)

Over two days of MIPIM Asia, Professor Ortalo-Magné and his team from the Wisconsin school of business & Hong Kong business school will feel the pulse of the market, gathering information from every conference, session, panel discussion and, crucially, interviews with you the participants. The professor and his panel of experts will analyse the gathered data, analyse it against their own and give you the full image regarding:

- Market sentiments
- What has happened to the forecasted "bursting bubbles" in Asia?
- What opportunities are being sought out by Asian, European, and American investors?
- Real estate's vital signs

Prof. François
Ortalo-Magné

Yue Tang



Dr. Megan Walters

THURSDAY 17 NOVEMBER

11.30 > 12.15 Pearl Room

MEET THE CHAIRMEN

Chairperson:



- **Keith Griffiths**,
Chairman,
Aedas Ltd.
(Hong Kong SAR)

Speakers:

- **Justin Chiu**, Executive Director, **Cheung Kong (Holdings) Limited** (Hong Kong SAR)
- **Goodwin Gaw**, Chairman & Managing Director, **Gaw Capital Partners** (Hong Kong SAR)

An opportunity to hear direct from and ask questions to a number of leading industry players with respect to their predictions for the region over the next 12 months.



Justin Chiu



Goodwin Gaw

THURSDAY 17 NOVEMBER

14.00 > 14.45 Pearl Room

ASIAN EYE: THE NEW WAVE OF CHANGES TO FUNDING ASIAN INVESTMENTS

Moderator:

- **Andrew Lockhart**, Partner, **Baker & McKenzie** (Hong Kong)

Speakers:

- **Brian Chinappi**, Managing Director, **Standard Chartered Bank** (Hong Kong SAR)
- **Morgan Laughlin**, Managing Director, Asia Pacific, **Grosvenor Fund Management Japan Limited** (Japan)
- Trends in funding sources for real estate investments in Asia
- Debt markets, trends in types of products available in the market, conditions, costs of obtaining funding (pricing, setup fees, spreads, terms, etc.) for raising debt
- Equity sourcing products (yield-focused versus profit-sharing focused)
- Debt versus equity and other available products in the Asia market for funding of short-term and long-term projects
- Rising trends in separate accounts and club deals



Andrew Lockhart



Brian Chinappi



Morgan Laughlin

THURSDAY 17 NOVEMBER

14.00 > 15.00 Ruby Room

THE RISING STARS OF ASIA

Speakers:

- **Christopher Boyd**, Executive Chairman, **CBRE** (Malaysia)
- **Todd Lauchlan**, Country Head, **Jones Lang LaSalle, Procon** (Indonesia)
- **Anurag Mathur**, Managing Director, **Cushman & Wakefield Pvt. Ltd.** (India)
- **Rick Santos**, Chairman, Founder, and Managing Partner, **CB Richard Ellis, Philippines** (Philippines)

Market update on India, Indonesia, Malaysia and the Philippines covering:

- Current market trends
- Macro-economy overview
- Active companies
- Recent transactions and yields
- Picks for 2012



Christopher Boyd



Todd Lauchlan



Anurag Mathur



Rick Santos