

TUESDAY 15 NOVEMBER

10.15 > 11.15 Pearl Room

OPENING KEYNOTE MACROECONOMIC OUTLOOK AND IMPLICATIONS FOR ASIAN REAL ESTATE

In partnership with:  WISCONSIN
SCHOOL OF BUSINESS

Speakers:

- **Robert Ciemiak**, Global Head of Real Estate Markets, **Thomson Reuters** (Hong Kong SAR)
- **Prof. Yiping Huang**, Professor of Economics at the China Center for Economic Research, **Peking University** (Hong Kong SAR)

Facilitator:

- **Prof. François Ortalo-Magné**, Albert O. Nicholas Dean, **Wisconsin School of Business** (USA)
- Global macroeconomic outlook and trends (including economic recovery, expansion, impact of different jurisdictions, oil prices, bonds and other industry impacts)
- Asia macro economic outlook and trends (including currency trends)
- Global real estate industry trends, recovery and outlook and increasing need for diversification (including sector outlook)
- Asia real estate industry trends, recovery and outlook (including sector outlook)
- Major markets for real estate growth in 2012 - 2013



Robert Ciemiak



Prof. Yiping Huang



Prof. François
Ortalo-Magné

TUESDAY 15 NOVEMBER

11.30 > 12.15 Ruby Room

UNLOCKING THE ORIENT: INVESTING IN CHINA

Moderator:

- **Amy Ho**, Partner, **Clifford Chance** (Hong Kong SAR)

Speakers:

- **Robert Lie**, Managing Director, **Redevco Asia Ltd.** (Hong Kong SAR)
- **Humbert Pang**, Managing Principal, **Gaw Capital**
- **Philip Wong**, Managing Director and CEO of **SOCAM Development**
- **Ruqing Xu**, Vice President, **Shanghai Huangpu River Banks Development Construction Investment (Holdings) Co., Ltd.** (China)
- Industry and sector trends fueling the vast expansion in China real estate
- How the Government can work together with the private sector to revitalize their city
- Bridging the gaps in business practices/cultures for successful investment in China real estate
- Strategies for efficient funding and profit repatriation that works best for investors/funds investing in China real estate
- Useful guidance for new entry into China



Amy Ho



Robert Lie



Humbert Pang



Philip Wong



Ruqing Xu

TUESDAY 15 NOVEMBER

11.30 > 12.30 Pearl Room

EAST TO WEST INVESTMENTS:
RISKS, OPPORTUNITIES & RETURNS

11.30 > 11.45

Keynote introduction by:



■ **Minister Dr. Christina Y. Liu**,
Council for Economic Planning and Development,
Taiwan

Co-org:

REAL CAPITAL ANALYTICS
Transactions. Trends. Tools.

11.45 > 12.30 : PANEL DISCUSSION

Moderator:

■ **Steve Williams**, Director global business development, **Real Capital Analytics, INC.** (USA)

Speakers:

- **David Aubin**, CEO REIM, **BNP Paribas Real Estate** (France)
- **Minister Dr. Christina Y. Liu**, Council for Economic Planning and Development, Taiwan
- **Sergey Sanakoev**, Chairman, **Russian-Chinese Center for Trade & Economic Cooperation** (Russia)
- Investment return profiles and differences in real estate fundamentals available in the three main jurisdictions (Asia, Europe and US)
- Differences in investing in different sectors in the three main jurisdictions, investment strategies of investors (core, core plus, opportunistic) and the need for diversification in today's investing environment
- How the return profiles compare for an Asian investor looking to continue to invest domestically, within Asia and outside Asia, including benefits in diversification and increasing overall return of funds deployed
- Risks associated with above and how these can be minimised
- Business alliances and synergies that can help with overall success of investing globally



Steve Williams



David Aubin



Minister Dr. Christina Y. Liu



Sergey Sanakoev

TUESDAY 15 NOVEMBER

14.00 > 14.45 Ruby Room

CHINA'S AGEING POPULATION:
IMPLICATIONS FOR THE PROPERTY
MARKET

Co-org:

HAMPTON/HOERTER
ASIA
PROPERTY CAPITAL SERVICES

Moderator:

■ **Joseph Christian**, Partner, **DLA Piper** (Hong Kong SAR)

Speakers:

- **Stanley Ching**, Senior Managing Director, **CITIC Capital Holdings Limited** (Hong Kong SAR)
- **Bromme H. Cole**, Managing Principal, **Hampton Hoerter** (Hong Kong SAR)
- **Sam Crispin**, Director, **PwC** (China)
- What types of elderly housing for the elderly currently exist to service this burgeoning and prosperous population and how will developers address this opportunity?
- Today, over 90% of retail sales occur in shopping centres. As the population ages and Internet sales grow, what will the effect be on retail development?
- How will this trend impact other property sectors including infrastructure, healthcare and other facilities required to service the ageing population
- Will China's «snowbirds» flock to Hainan as retired Americans and Europeans escaped to Florida and the Cote d'Azur? What are the consequences for resort development over the next 10 years?
- FDI policies and it's reflection on external capital resources to adequately satisfy the unique demands of this population



Joseph Christian



Bromme H. Cole



Stanley Ching



Sam Crispin

TUESDAY 15 NOVEMBER

14.00 > 14.45 Pearl Room

SOUTH EAST ASIA: OPPORTUNITIES IN DEVELOPING VERSUS MATURED REIT MARKETS

Co-org:

On the pulse of
the property world



Moderator:

- Dr. Peter Hobbs, Senior Director, IPD (UK)

Speakers:

- Suchad Chiaranussati, Manager director, RECAP (Singapore)
- Nila NG, Head of Listed Real Estate Asia, APG Asset Management Asia (Hong Kong SAR)
- Kumar Tharmalingam, CEO, Malaysia Property Incorporated (Malaysia)
- Overview of the REIT market - structure, growth and performance across developing and mature markets
- Strengths and weaknesses of REITs relative to other real estate investment vehicles
- REIT strategies and performance prospects in 2012-13, including expected return profiles; sector-focused v. diversified; country-specific v regional; REIT mergers and acquisitions
- How to invest in REITs for foreign investors and important attributes of REIT managers



Dr. Peter Hobbs



Suchad Chiaranussati



Nila NG



Kumar Tharmalingam

TUESDAY 15 NOVEMBER

15.15 > 16.00 Pearl Room

THE REAL ESTATE DRAGON SPREADS ITS WINGS

Co-org:



Moderator:

- Edward K. C. Cheung, CEO, Greater China DTZ (China)

Speakers:

- Stuart Jackson, Head of Real Estate, InfraRed Capital Partners (Hong Kong SAR)
- Rong Ren, CEO, Harvest Capital Partners Ltd. (Hong Kong SAR)
- Richard Yue, CEO & CIO, Arch Capital Management Co., Ltd. (China)
- The rise of the Chinese institutional investor
- Relaxation of regulations permitting Chinese insurance companies to invest into non-operational real estate.
- The role of the SoE (state-owned enterprise) in domestic development and investment
- Direction of investment in line with 12th Five Year Plan
- The wave waiting to break – Chinese investors breaking out of China



Edward K. C. Cheung



Stuart Jackson



Rong Ren



Richard Yue

TUESDAY 15 NOVEMBER

15.15 > 16.00 Ruby Room

BIG IN JAPAN: INVESTING IN ITS RENEWAL



Moderator:

- **J. Michael Owen**, Executive Director, **ULI Japan** – President, **Transpacific Enterprises** (Japan)

Speakers:

- **Dr. Leonard Meyer zu Brickwedde**, President & CEO, **Kenzo Capital Corporation** (Japan)
 - **Hidetoshi Ono**, Head of Japan Core Fund, **AXA Real Estate Investment Managers Singapore Private Limited** (Singapore)
 - **François Trausch**, CEO - Asia Pacific, **GE Capital Real Estate** (Japan)
- What does Japan have to offer in real estate investments to attract back foreign investment
 - What asset classes and which areas show greatest return prospects?
 - How do the recent events in Japan change investment strategies for foreign RE investors (e.g. core, core plus versus opportunistic)?
 - What types of returns for different classes are we likely to see going forward?
 - Opportunities for core players versus opportunistic players?
 - City picks for 2012



J. Michael Owen



Dr. Leonard Meyer
zu Brickwedde



Hidetoshi Ono



François Trausch

TUESDAY 15 NOVEMBER

15.15 > 16.00 Emerald Room

THE DRIVE FOR FOREIGN HOTEL BRANDS IN CHINA: STRATEGIES AND OPERATIONAL CHALLENGES

Moderator:

- **Claudia Glück**, Senior Consultant, **PKF hotelexperts** (Austria)

Speakers:

- **Ricco DeBlank**, CEO -SHKP Hotels, **Sun Hung Kai Properties Ltd.** (Hong Kong SAR)
 - **Andrew J. Clough**, Senior Vice President Development, Middle East & Asia Pacific, **Hilton** (Hong Kong SAR)
 - **Elaine Young**, Executive Director, **ONYX Hospitality Group** (Hong Kong SAR)
- Franchising vs owner managed
 - Sub-sectors of hotels seeing most growth (5 star, 4 star, budget, business)
 - Cities where developments are favoured and whether the shift has already gone to second or third tier cities
 - Challenges and solutions for dealing with staffing needs for such vast expansion
 - Alignment of build quality for international brands



Claudia Glück



Ricco DeBlank



Elaine Young

TUESDAY 15 NOVEMBER

16.30 > 17.15 Ruby Room

INVESTOR EMPOWERMENT IN THE BRAVE NEW WORLD OF ASIAN NON-LISTED REAL ESTATE

Co-org:

ANREV

Moderator:

- **Richard Johnson**, Head of Global Real Estate Business Development - Asia Pacific, **UBS Global Asset Management** (Hong Kong SAR)

Speakers:

- **Thomas Delatour**, CEO, **Century Bridge Capital** (China)
- **Andrew Moore**, CEO, **Pamfleet Group** (Hong Kong SAR)
- **William Shaw**, Director Asia, Principal, **Composition Capital Partners Asia Limited** (Hong Kong SAR)
- The continuing trend of changing needs of institutional investors and shift to higher level of involvement when putting money into discretionary funds for aligning LP/GP interests
- Changes in the global operating and regulatory environments giving rise to alternative asset class managers and boutique start ups
- Progress in the alignment and reliability of performance reporting to foster improved statistical analysis tools in the world of unlisted real estate vehicles
- Empowering LPs and GPs to understand the needs and wants for achieving closer business relationships



Richard Johnson



Thomas Delatour



Andrew Moore



William Shaw

TUESDAY 15 NOVEMBER

16.30 > 17.15 Emerald Room

A TAXING ISSUE: FUNDING INVESTMENTS IN ASIA

Co-org:

Deloitte.

Moderator:

- **Jonathan Stuart-Smith**, Managing Director - Japan Tax Services, **Deloitte AP ICE Limited** (Hong Kong SAR)

Speakers:

- **Oliver Farnworth**, Partner international tax services, **Deloitte Touche Tohmatsu** (Hong Kong SAR)
- **Yves Knel**, Managing Director - Luxembourg Tax Services, **Deloitte AP ICE Limited** (Hong Kong SAR)
- **Rohit Shah**, Tax Partner, **Deloitte & Touche LLP** (Singapore)
- **Jochem Temmerman**, Managing Director - Netherlands Tax Services, **Deloitte AP ICE Limited** (Hong Kong SAR)

A discussion of four jurisdictions - Hong Kong, Singapore, Luxembourg and the Netherlands – often used by Funds to invest in real estate in Asia, including:

- Location of Fund entities and fund management activities
- Location of SPV acquisition vehicle
- Flexibility for funding, repatriation of profits and return of capital
- Availability of tax treaties with Asian countries
- Debate on which jurisdiction is most attractive



Jonathan
Stuart-Smith



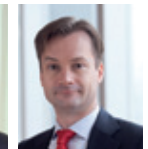
Oliver Farnworth



Yves Knel



Rohit Shah



Jochem
Temmerman

TUESDAY 15 NOVEMBER

16.30 > 17.15 Pearl Room

ASIA'S WORLD CITY!

Moderator:

- **William Taam**, Chair of Regional Council, **CoreNet Global** (Hong Kong SAR)

Speakers:

- **Hong Ping Law**, Associate Director, **Sino Land Company Limited** (Hong Kong SAR)
- **Jimmy Leung**, Director of Planning, **Hong Kong SAR Government** (China)
- **King Wai Lo**, General Manager, Office Leasing, **Sun Hung Kai Properties Ltd.** (Hong Kong SAR)
- Shifting trends and options for international firms to consider in selecting premises out of traditional areas in the Hong Kong Island side
- Managing the increasing demand and competition between China companies and other foreign multinational companies for Hong Kong commercial space
- Revitalization and redevelopment plans in different districts of Hong Kong to maintain competitiveness in global markets for commercial and retail tenancy
- Operational cost competitiveness of Hong Kong in the Asia Pacific region
- Maintaining Hong Kong's place as the key financial centre and retail sectors



William Taam



Hong Ping Law



Jimmy Leung



King Wai Lo