

# PERE

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## The PERE Forum: Asia 2011

Looking beyond the growth story

Four Seasons Hotel, Hong Kong • 15-16 February 2011

Leading industry speakers include:



**Mark Burton**  
Global advisor to  
sovereign wealth funds  
and leading property  
companies and funds



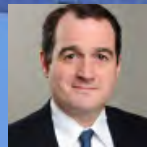
**Stanley Ching**  
Senior Managing  
Director and Head of  
Real Estate Group,  
**CITIC Capital**



**Edmund Ho**  
Managing Director,  
Head of Greater China,  
Commercial Real Estate  
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**Nicholas Loup**  
Chief Executive  
**Grosvenor Asia Pacific**



**Merrit Maddux**  
Managing Director  
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**Robert Morse,**  
Chairman & CEO,  
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**Ben Sanderson**  
Director International  
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**John Saunders**  
Chief Executive Officer  
- Asia  
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**J.E. Hoke Slaughter**  
Managing Director  
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**Albert C. Tan**  
Partner  
**Haynes and Boone,  
LLP**



**Daan van Aert**  
Head of Strategic Real  
Estate Asia  
**APG Asset  
Management Asia**



**Hans Vrensen**  
Global Head of  
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Panelists at PERE Asia 2010



“The conference has a good mix and number of investors and managers which promotes free flowing discussion of issues and ideas. Great facilities and organisation.”

**Cheng-Soon Lau**  
Invesco Real Estate – Asia

## Key themes for 2011:

- What is the current state of play in the global real estate market and how does Asia fit in this context? Will global investors take advantage of bargains in the US and Europe where growth is arguably stagnated, or bank on continuing growth across most of Asia?
- Are banks lending more freely today in Asia than in the last two years, or are some hungrier than others in funding new acquisitions?
- Will funds be better off investing in more transparent and mature markets with lower but more stable returns or should they continue to bank on growing markets like China, India and Southeast Asia?
- How will PERE funds stand up to the competition from traditional buyout funds and developer-sponsored vehicles as they muscle into the real estate space? Who will be the most successful players in the future?
- Managing the LP and GP relationship: What are the implications of new legislations in the US and Europe on international LP commitments to Asia-focused funds? What does a first time fund need to be aware of?
- Japan: Finding a sensible way in. Why is it still so hard to succeed in this market? Will easing J-Reit regulations offer renewed opportunities?
- Alternatives in Asia: Cashing in on the growing affluence in Asia from second home/resort home ownership, gaming and leisure
- How can developers forge greater ties with the capital providers? What can private equity fund managers bring to the table beyond equity? What are some of the successful examples in the region?

For further information on the agenda and for sponsorship opportunities please contact

Sharon Lim at +65 6838 4561 or email [Sharon.l@peimedia.com](mailto:Sharon.l@peimedia.com)

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# PERE

## The PERE Forum: Asia 2011 • Hong Kong • 15 -16 February

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Job Title \_\_\_\_\_

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### Early bird bookings

valid until 14th Jan 2011

### Regular price

valid after 14th Jan 2011

**One Person**

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US\$2595

**Two People**

US\$3800

US\$4500

**Third and subsequent delegates get a 50% discount - contact Xin Yan for details**

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Payment can be made by American Express, Visa, MasterCard or by wire transfer. Full payment must be received prior to the event. If registering four weeks or less prior to the event, payment must be made by credit card.

By Wire Transfer     By Credit Card - American Express/Visa/MasterCard

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# The PERE Forum: Asia 2011

Looking beyond the growth story

Four Seasons Hotel, Hong Kong • 15-16 February 2011

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A sample of the experts confirmed to speak:



**Timothy Bellman**  
Global Head of Research  
and Strategy  
**ING Real Estate  
Investment Management**



**Mark Burton**  
Global advisor to  
sovereign wealth funds and  
leading property  
companies and funds



**Jonathan Cheng**  
Managing Director  
**Jen Capital Advisors**



**Stanley Ching**  
Senior Managing Director and  
Head of Real Estate Group  
**CITIC Capital**



**Goodwin Gaw**  
Chairman & Managing  
Principal,  
**Gaw Capital Partners**



**Ian Hally**  
CEO - Asia Pacific  
Real Estate  
**Aviva Investors Asia**



**Dr. Archana Hingorani**  
CEO & Executive Director  
**IL&FS Investment  
Managers Limited**



**Mikihisa Hirai**  
President  
**Atlas Partners Japan**



**Edmund Ho**  
Managing Director,  
Head of Greater China,  
Commercial Real Estate  
**Standard Chartered**



**Martin Lamb**  
Director, Asia Pacific Real  
Estate Investments  
**Russell Investments**



**Wilson Leung**  
Managing Director  
**Angelo, Gordon Asia**



**Philip Levinson**  
Managing Director  
**The Blackstone Group**



**Victor Lor**  
Director, Strategic  
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**Nicholas Loup**  
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**Grosvenor Asia Pacific**



**Tom Mills**  
CEO - Japan  
**MGPA**



**Robert Morse**  
Chairman & CEO  
Primus | PMN Capital



**Geert de Nekker**  
Director International  
Real Estate  
Syntrus Achmea Vastgoed



**Richard Price**  
Chief Executive  
ING Real Estate Investment  
Management



**Ben Sanderson**  
Director International  
Investment  
Hermes Real Estate  
Investment Management



**Fred Schmidt**  
Managing Partner  
GreenOak Real Estate  
Advisors, K.K.



**William Shaw**  
Director - Asia  
Composition Capital  
Partners



**J.E. Hoke Slaughter**  
Managing Director  
Morgan Stanley Asia



**S Srinivasan**  
CEO - Kotak Realty Fund  
Kotak Investment Advisors



**Jeremy Stewardson**  
Executive Director  
ANREV



**Brett Straatemeier**  
Chief Operating Officer - Asia  
MGPA



**Albert C. Tan**  
Partner  
Haynes and Boone, LLP



**Jon-Paul Toppino**  
Representative Director  
Secured Capital Japan



**Daan van Aert**  
Head of Strategic  
Real Estate Asia  
APG Asset Management Asia



**Richard Yue**  
CEO  
ARCH Capital  
Management



**Li Zhang**  
Managing Director  
Banyan Tree Capital

## Reasons to attend:

- Place Asia in the global property context
- Assess opportunities across a wide spectrum of markets from the growth markets of China and India to more mature markets like Japan, South Korea and Australia
- Learn about niche sectors like gaming, hospitality and retirement homes
- Get updated on financing conditions and liquidity issues across Asia Pacific
- Engage with leading investors, operators and developers in the region
- Gauge investment appetite within Asia and beyond and where today's best value buys are
- Locate the right local partner/s to complete and/or exit projects
- Meet and get re-acquainted with senior peers

## Who will attend?

- Private real estate fund managers
- Developers and operators
- Institutional investors
- Sovereign wealth groups
- Commercial and investment banks
- Lawyers
- Placement agents
- Advisors and brokers
- Asset consultants
- Think-tanks and academia

# PERE Forum: Asia 2011

Dear Colleague

Welcome to the **PERE Forum: Asia 2011**.

Back for the 4th consecutive year, this unique forum has firmly cemented its place on the Asia real estate calendar as a primary event for those with an interest in property investment across the Asia Pacific region.

Real estate developments continue to make headlines every day across the region: from Singapore to Greater China and even in Japan which is bucking the uptrend across most of Asia.

In China, one could be forgiven for thinking that by simply allocating their capital there, they will be rewarded with double digit returns. While China continues to grow, experienced investors are concerned increasingly about sustainability in the upward price trend observed in recent years.

As such, India and parts of southeast Asia are gaining more attention among fund managers, but many may not have the local expertise and understanding to venture in. Japan, meanwhile, continues to taunt international managers still looking for an angle in the land of the rising sun.

What about investment flow in the other direction? We have seen Asian and Mideast institutions like South Korea's National Pension Service and Qatar Investment Authority acquiring assets in Europe and North America. The fast-evolving Chinese LP community will also provide a growing war-chest for new investments domestically initially, but eventually, further afield, led by China Investment Corp.

**PERE Forum: Asia 2011** will look at global capital flows, and investigate just where Asia fits in this context and where the best buys are perceived to be located.

The Asian Association for Investors in Non-listed Real Estate Vehicles (ANREV) and Asian Public Real Estate Association (APREA) will return once again as supporting associations for this most influential meeting of Asian private equity real estate investors.

Please refer to the brochure for details on the event designed for those in the business of investing private real estate funds and register early to enjoy early bird rates.

We look forward to seeing you on February 15-16 at The Four Seasons in Hong Kong.

Regards,

Charon Lim

Vice President - Asia

## Over 200 Attendees in 2010 from companies such as:

Aareal Bank Asia • Aetos Capital Asia • AIG Global Real Estate Investment (Asia) • Altan Capital • ANREV • APG Investments Asia • APREA • ARCH Capital Management • Asia Pacific Land Ltd • Atlas Partners Japan Ltd. • Aviva Investors Asia • Banyan Tree Capital • Borderless Properties Investors • C.P. Eaton Partners, LLC • C.V. Starr Investment Advisors (Asia) • Calyon - Credit Agricole CIB • Catalyst Capital • CB Richard Ellis • Century Bridge Capital • China • Everbright • CIAM Group • Citco Hong Kong • Citi Property Investors • CITIC Capital Holdings • CLSA Capital Partners • Composition Capital Partners • CPP Investment Board • Credit Asia Capital Pte Ltd • Cushman & Wakefield • Daiwa Capital Markets • Deutsche Bank AG • DLA Piper • Doran Capital Partners • Dragon Pearl Partners • DTZ • Everstone Investment Advisors • Fortis • Forum Partners • Gaw Capital Partners • GE Asset Management • GolinHarris • Grosvenor Asia Pacific • Hang Lung Properties Limited • Haynes and Boone, LLP • Heitman • Hermes Real Estate Investment Management • HKR International Ltd • Holdfast Capital • Hong Kong Jockey Club • IL&FS Investment Managers Limited • ING Real Estate Finance • ING Real Estate Investment Management • ING Real Estate Select • Invesco Real Estate - Asia • Islemount Capital Advisors / OPTrust • J.P. Morgan • Jen Capital Advisors • JPMorgan Asset Management Real Assets (Asia) • JSM • KORAMCO REITs Management & Trust • Kroll • L Real Estate • Landmark Partners • Langham Hall • LaSalle Investment Management • Lend Lease Investment Management • LGT Capital Partners • Lockheed Martin Investment Management Company • Longridge Capital Advisors • M3 Capital Partners • Macquarie Group • Mapletree Investments • MGPA • Millennium Group • Mirvac • Morgan Creek Capital Management Asia • Morgan Stanley • Mourant • Nan Fung Development • National Australia Bank • Natixis • Orangefield Management • Pacific Alliance Group • Pacific Alliance Real Estate • Pacific Star Group • Pacific Star Private Equity Pte Ltd • Pamfleet Group • PGGM • Pramerica Real Estate Investors • Probitas Partners • Proskauer Rose LLP • Quilvest • Real Estate Capital Asia Partners • RealFoundations • Ropes & Gray LLP • RREEF Asia Pacific • Sal. Oppenheim (Hong Kong) • Salans • SCM Strategic Capital Management Asia • Secured Capital Japan • Spearhead Capital Partners • Spire Property Partners • Standard Chartered Bank • Swisslake Capital • TAN-EU Capital • The Carlyle Group • TMF • Touchstone Capital Securities • Towers Watson • TRW Asia • TRW Development • Winnington Capital

# Agenda Highlights

## Day One, 15th February

### Opening keynote: Real Estate 2011

The global financial crisis affected every single asset class and the international property market was no exception. Two years on, we investigate how the different stakeholders have evolved: for developers in the projects they undertake and for investors in their evaluation criteria before funding a potential deal. Robert Morse, a global finance industry veteran, will provide in-depth market insight into both the product & the funding sides of the equation whilst presenting anecdotal evidence from the real estate markets in Asia & the US.



Robert Morse

### Macro view of Asian PERE and its current state of play

Where in the global context is the growth story of Asian real estate compared to the discount opportunities in the US & Europe: where are the best buys? What are the most desirable assets and preferred strategies for fund managers?



Richard Price



Ian Hally

### The Big Debate:

This house believes that the growth in China and India is all hype and institutional investors should focus on transparent, liquid, mature markets with more stable, predictable returns.



**FOR:** Jon-Paul Toppino,  
Secured Capital Japan



**AGAINST:** S Srinivasan,  
Kotak Investment Advisors



**FOR:** Jack Chandler, LaSalle  
Investment Management



**AGAINST:** J.E. Hoke Slaughter,  
Morgan Stanley Asia

## Day Two, 16th February

### Exploring the optimal partnership between the capital providers and developers

How to build a sustainable and equitable relationship? How can operators benefit from the expertise of private equity fund managers?



Goodwin Gaw

### On-stage Interview

Mark Burton discuss the global capital flows and where to find the best value buys. The industry veteran will also analyse the idea of excess capital chasing finite assets



Mark Burton

### Exit Strategies

What is the role of REITs? What is the optimal exit route for your portfolio company and how can you maximize your return from the investment?



Archana Hingorani

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# Day One: 15th February

0815 – 0845 **Registration & coffee**

0845 – 0900 **PEI welcome & chairman's opening remarks**

0900 – 0930 **Opening Keynote: Real Estate 2011**



Robert Morse

The global financial crisis affected every single asset class and the international property market was no exception. Two years on, we investigate how the different stakeholders have evolved: for developers in the projects they undertake and for investors in their evaluation criteria before funding a potential deal. Robert Morse, a global finance industry veteran, will provide in-depth market insight into both the product & the funding sides of the equation whilst presenting anecdotal evidence from the real estate markets in Asia & the US.

0930-1015



Ian Hally



Richard Price



Merrit Maddux



John Saunders

1015 - 1100



Philip Levinson



Wilson Leung



Thomas W. Pulley



Daan van Aert

1100 – 1130

**Coffee break**

1130 – 1230



Albert C. Tan



William Kart



Edmund Ho



Timothy Zee



James Lim

**Financing & Credit Realities: cash is king**

- Liquidity issues: some have been tighter than others in Asia
- Do cooling measures adopted by a number of governments concern lenders?
- Capital commitment subscription financing: Is this financing available in Asia?
- Recapitalise or liquidate: just when should one quit?

1230 -1315

**The Big Debate:**



Jack Chandler



Jon-Paul Toppino



Hoke Slaughter



S Srinivasan

This house believes that the growth in China and India is all hype and institutional investors should focus on transparent, liquid, mature markets with more stable, predictable returns

**FOR:** Jack Chandler, LaSalle Investment Management and Jon-Paul Toppino, Secured Capital Japan  
**AGAINST:** J.E. Hoke Slaughter, Morgan Stanley Asia and S Srinivasan, Kotak Investment Advisors

1315 – 1430

**Lunch**

1430 - 1530



Suchad Chiaranussati



Mikihasa Hirai



Tom Mills



Fred Schmidt

**WORKSHOPS I:**

**Workshop A: Japan**

- Demystifying Japan: are there as many opportunities as there are efforts targeting this market?
- Finding a way in: debt versus equity
- J-Reits: do easing regulations offer renewed opportunities?

**Workshop B: Hot spots in Southeast Asia**

- Where are the hot spots in Southeast Asia?
- Risks-reward profile of Malaysia versus Singapore versus Vietnam
- Residential versus commercial opportunities



Christopher Boyd



Jonathan Cheng

1530 – 1600

**Coffee break**

1600 - 1700

**WORKSHOPS II**

**Workshop C: Fund structures**

- Merits and demerits of blind pools versus club-style funds
- Opt-out clause
- Looking hard at the alternative to blind pool: what makes an optimal fund structure?



Joyce Lo



Richard Yue



Li Zhang

**Workshop D: The alternative sectors: tapping on the region's affluence**

- Cashing in on rising popularity of second home ownership (or retirement housing) across the region
- Indonesia (Bali), Thailand (Phuket) and Malaysia versus Singapore, Hong Kong and Australia
- Gaming & entertainment opportunities: Macau, Singapore & Korea

1700 -1800

**China Panel: Looking beyond the headlines**



Stanley Ching



Nicholas Loup



Cheng-Soon. Lau



Jason H. Lee

- With China managing its growth, how should funds tweak their investment strategies?
- Demand versus supply: is there evidence of over-building at first-tier Chinese cities?
- Distressed and secondaries – Do these exist?
- Are RMB funds the way forward for PERE fund managers?

1800 - 2000

**Cocktail reception**

## Feature

Mark Burton will be quizzed on stage in a live interview conducted by Timothy Bellman, global head of research at ING Real Estate Investment Management, on where he feels today's best value buys are residing, and allocation considerations of high profile institutional investors. With a spate of recent separate account mandates awarded by Malaysian EPF and Korea's National Pension Service, it is clear institutional investors are keen to retain some degree of control over their real estate investments. Is this the dawn of a new investment trend that could threaten blind pools? Mark will be on hand to provide answers to this and more.



Mark Burton



Timothy Bellman

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# Day Two: 16th February

## 0850 - 0900 Chairman's recap

By ANREV



Jeremy Stewardson

## 0900 - 0930 Foresights on Asian real estate: What's hot, what's not



Hans Vrensen

As investors look to Asia to lead global recovery from the downturn, can the region really deliver what the world hopes it would? Just how attractive is investing into Asian commercial property markets right now? Hans Vrensen, Global Head of Research for DTZ, will explain why some markets offer better opportunities than others

## 0930 - 1015 The Developer Panel: Forging greater ties with capital providers



Benjamin Cha



Goodwin Gav

- The relationship between PERE funds and the developers: How to make it tick?
- Exploring the optimal partnership with the and developers operators

## 1015 - 1045 Coffee break

## 1045 - 1115 On-Stage Interview



Timothy Bellman



Mark Burton

With the compelling growth story of China and other countries within Asia continuing to attract attention, investors are looking to allocate a higher portion of their capital to the region than ever before. Timothy Bellman, Global Head of Research & Strategy, ING Real Estate Investment Management interviews Mark Burton, a veteran real estate investor who has committed capital to strategies all over the world on behalf of the Abu Dhabi Investment Authority and the Abu Dhabi Investment Council, to learn the current appetite of capital within Asia and beyond and where today's best value buys are.

With a spate of recent separate account mandates awarded by the likes of Malaysian EPF to ING REIM and RREEF, the world's largest investors are evidently keen to retain as much control over their investments as possible. Is this knee-jerk or the first instances of a new era? Mark will be on hand to provide answers to this and more.

**Interviewer:** Timothy Bellman, ING Real Estate Investment Management.

**Interviewee:** Mark Burton

## 1115 - 1200 Exit Strategies: Maximising your returns through the most optimal exit route



Archana Hingorani



Brett Straatemeier

- The role of REITS
- Making an exit in key markets from India to China: from "exit-starved" to "buoyancy"
- Selling to highly liquid domestic buyers versus international buyers



Grant Kelley



Broderick Storie

## 1200 - 1245



Martin Lamb



Victor Lor



Geert de Nekker



Ben Sanderson



William Shaw

## The LP Panel: The pull of Asian property markets

- Implications of new legislations in the US and Europe on fund commitments to Asia-focused fund vehicles: will co-investments be on the rise as a result?
- 1st time or spin-out funds: Will LPs back these managers?
- Should investors adjust return expectations or do they have more to be bullish about in Asia?

## 1245 - 1430 Networking Lunch and close of conference

"The PERE Asia Forum is a think tank for fund managers, LP investors, developers and financiers to share their in-depth knowledge, practical experiences and sometimes thought-provoking views, stimulating healthy discussions, igniting continued dialogue long after the Forum and providing an opportunity to forge both long lasting professional relationships as well as personal friendships."

**Timothy Zee,**  
Daiwa Capital Markets

## Top attending job titles (% of overall delegates) from the 2010 forum:



## Regional breakdown (% of delegates) from the 2010 forum:



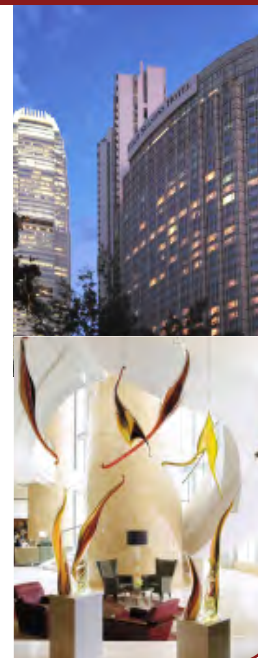
## Venue:

### Four Seasons Hotel, Hong Kong

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Hong Kong, China  
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Fax. (852) 3196-8899

On the waterfront overlooking Victoria Harbour and the financial district, Four Seasons Hotel redefines luxury and excellence in a city renowned for exceptional accommodations. As part of the prestigious International Finance Centre, it offers unrivalled links to Hong Kong Station, with the famed Star Ferry steps away.

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We provide news, intelligence and insight of the highest value to the private equity industry globally in a number of different formats. We publish five magazines, host four news websites, manage what is probably the most extensive set of databases dedicated to alternative assets, run 22 annual conferences globally, publish a library of 20 books and directories and have a fast growing training business.

Over the years we have grown into a widely known and highly-regarded business that delivers detailed coverage to our customers. We have members of our award-winning editorial team sat in all three of our offices [London, New York and

Singapore] and likewise our conference business runs events based from each of these locations. We feel strongly that the industries we cover are inherently international and resolutely crossborder – so to cover them effectively we must be able to connect with them in every market and in any time zone.

We take great pride in designing and delivering forums that are substantive, topical, well organised and, as a result, well attended. Combining education with interaction, you will gain both practical and strategic knowledge whilst significantly developing your network of contacts.

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