

# CONFERENCE AGENDA

The 10<sup>th</sup> Annual

# REAL ESTATE INVESTMENT WORLD

A s i a 2 0 1 1

**20 – 22 June 2011**

**Marina Bay Sands, Singapore**

Asia's most influential and established real estate investment management convention, where global industry experts and best of class property companies convene to:

- ❖ **Identify and access** property development and investment opportunities abound Asian high growth cities and sectors
- ❖ **Mitigate risks and maximise yields** through improved corporate governance and sound asset management
- ❖ **Evaluate and rebalance** property allocation and diversification trends
- ❖ **Strengthen and enhance** capital raising and acquisition capabilities through optimal equity-debt structures
- ❖ **Uncover and monetise** property joint-ventures and cross-border investment opportunities

This program is constantly under development. The final copy may be subjected to changes.

For speaking opportunities, please contact Sharon Yang at email [sharon.yang@terrapinn.com](mailto:sharon.yang@terrapinn.com) or Tel: + 65 6322 2727.

*\* This document is confidential and only intended for the recipient of the document. Please do not copy, reproduce or distribute this document without the consent of the sender.*

**PRE-CONFERENCE DAY: MONDAY 20 JUNE 2011****DEVELOPERS AND TENANTS CORPORATE REAL ESTATE SUMMIT**

**7.30** Registration and networking breakfast

**8.45** Chairman's opening remarks

**Richard Marriott**  
Partner  
EC Harris, Singapore

**PROPERTY MANAGEMENT AND ASSET ENHANCEMENT STRATEGIES****Commercial Property Management Panel**

**9.00** Conceptualising and implementing new approaches to design, development, positioning, leasing and facilities management

*Moderator:*

**Richard Fennell**  
Head of Asset Management Services, Asia Pacific  
Jones Lang LaSalle, Australia

*Panelists:*

**Susan Lim**  
Managing Director  
DEGW Asia Pte Ltd, Singapore

**William Graham**  
Managing Director, Group Head of Asset Management  
Asia Pacific Land, Japan

**Clement Lau**  
Head of Development & Valuations  
Hongkong Land Limited, Hong Kong

**Eric Canale**  
Senior Vice President, Asset Management  
Pacific Star Group, Singapore

**Practitioner's Perspective**

**9.45** Consulting occupiers' interests and overcoming challenges in developing build-to-suit facilities with lease-back arrangements

**Tan Ser Ping**  
Chief Executive Officer  
Ascendas Funds Management (S) Limited, Singapore

**10.15** Morning refreshments

**Panel: The Dollars & Sense In 'Smart Buildings'**

This program is constantly under development. The final copy may be subjected to changes.

For speaking opportunities, please contact Sharon Yang at email [sharon.yang@terrapinn.com](mailto:sharon.yang@terrapinn.com) or Tel: + 65 6322 2727.

\* This document is confidential and only intended for the recipient of the document. Please do not copy, reproduce or distribute this document without the consent of the sender.

**10.45** 'Greening' and retrofitting commercial properties for energy efficiency and yield enhancement*Moderator:***Chris Wallbank**

Head of Energy & Sustainability Services, Asia Pacific  
**Jones Lang LaSalle**, Australia

*Panelists:***Raghav Gandhi**

Head – Corporate Planning  
**Bharti Realty Ltd**, India

**Malcolm Lai**

Head of Construction, Asia  
**Invesco Real Estate Investment (Asia) LLC**, Hong Kong

**Geoffrey Lee**

Managing Director  
**Woodhead Architects**, Australia

**Peter Menegazzo**

Fund Manager, Commercial Property Investments  
**Investa Property Group**, Australia

**Marcus Tehan**

Director, Global Energy Solutions & Building Efficiency - Asia  
**Johnson Controls (S) Pte Ltd**, Singapore

**Case Study**

**11.30** Employing proactive capital management and maintaining financial flexibility in funding asset enhancement works

**12.00** Networking luncheon**DRIVING STRATEGIC PARTNERSHIPS, TENANCY RENEWALS AND ASSET YIELDS****Owners & Tenants Engagement Panel I: Commercial**

**1.00** Asset positioning and income generation through corporate real estate – What drives occupancy, build-to-suit decisions and investment returns?

*Moderator:***Richard Marriott**

Partner  
**EC Harris**, Singapore

*Panelists:***James Tan**

Vice President – Corporate Real Estate Strategy & Administration  
**DBS Bank Ltd**, Singapore

**Simon Harding-Roots**

Chief Operating Officer

**Treasury China Trust, China****John Corbett**

Regional Real Estate Manager, Asia Pacific & Japan  
**Cisco Systems Inc, Australia**

**Spencer Lim**

Senior Vice President, Head of Real Estate – Asia Pacific  
**DHL Express (Singapore) Pte Ltd, Singapore**

**Hugh Andrew**

Head of Asset Management, Asia Ex-Japan  
**MGPA, Singapore**

**Yeo See Kiat**

Chief Executive Officer  
**ARA Trust Management (Suntec) Limited, Singapore**

**Narayan Kamath**

Regional Manager, Real Estate & Facilities – Asia Pacific  
**General Motors LLC, Thailand**

**Owners & Tenants Engagement Panel II: Retail**

**2.00** The future and competitive advantage of Asian shopping malls – What can operators do in achieving the best tenant mix and retaining top global brands?

*Moderator:***Stephen Atherton**

Managing Director, Asia Pacific & Middle East  
**NAI Global, Singapore**

*Panelists:***Stewart Hutcheon**

Head of Retail  
**Majid Al Futtaim Properties LLC, UAE**

**Karen Eidsvik**

Regional Director - Asia  
**Subway International B.V, Singapore**

**Michael Kenderes**

Head of Retail Development – Asia  
**Lend Lease Retail Pte Ltd, Singapore**

**Wolfram Hail**

Executive Vice President, Head of Retail – Asia Pacific  
**Esprit Holdings Ltd, Hong Kong**

**Timothy Daly**

Chairman & Chief Executive Officer  
**CDG Retail, China**

**Peter Lee**  
Executive Director & Chief Financial Officer  
**OSIM International Ltd**, Singapore

**3.00** Afternoon refreshments and end of summit

### **PRE-CONFERENCE MASTERCLASS**

*Intended for greater delegate participation and a more interactive discussion, this Masterclass will commence at **3.30pm** and end at **5.30pm**. Led by ground experts chosen for their specialised expertise and experience, this session offers a premier learning platform for getting to grips with a particular aspect of your industry or responsibility.*

#### **CROSS BORDER ISSUES AND STRUCTURES FOR REITS AND REIT INVESTMENTS**

*Hosted by: Baker & McKenzie*

As markets continue to emerge from the global financial crisis and a degree of normality resumes with funding, some REITs are recapitalising and considering acquisitions whilst others are rationalising their portfolios. This Masterclass will present on the pitfalls and lessons learnt from working in Asian REIT markets, experiences of establishing REITs in new markets and some of the legal differences between various Asian jurisdictions.

#### Masterclass Leaders:

**Roy Melick**  
Chairman, Global & Asia Pacific Real Estate Group  
**Baker & McKenzie**, Australia

**Milton Cheng**  
Partner  
**Baker & McKenzie**, Hong Kong

**6.00** Welcome networking cocktail reception, Lantern Bar, The Fullerton Bay Hotel, Singapore  
*Hosted by: CITCO*

**CONFERENCE DAY ONE: TUESDAY 21 JUNE 2011****7.30 Registration and networking breakfast***Hosted by: EC Harris***8.45 Chairman's opening address****Timothy Bellman**

Global Head of Research &amp; Strategy

ING Real Estate Investment Management, United Kingdom

**CAUTION AND DISCRETION OR NEW AGE INNOVATION?****Keynote Interview****9.00** A conversation with Dr. Marc Faber on the 'buy and danger' signals of Asian real estate*Hosted by: Savills***Dr. Marc Faber**

Editor &amp; Publisher

"The Gloom, Boom &amp; Doom Report", Hong Kong

*Interviewer:***Christian Mancini**

Chief Executive Officer – Japan

Savills, Japan

**Panel: The Board Agenda****9.30** Repositioning for the next wave of development and acquisition opportunities through innovative recapitalisation routes and enhanced asset management strategies*Hosted by: DTZ**Moderator:***David Watt**

Head of Business Development &amp; Client Services, Asia Pacific

DTZ, Hong Kong

*Panelists:***Simon Treacy**

Group Chief Executive Officer

MGPA, Singapore

**Chong Siak Ching**

President &amp; Chief Executive Officer

Ascendas Pte Ltd, Singapore

**Justin Chiu**

Executive Director

Cheung Kong Holdings Limited, Hong Kong

**10.30 Morning refreshments**

This program is constantly under development. The final copy may be subjected to changes.

For speaking opportunities, please contact Sharon Yang at email [sharon.yang@terrapinn.com](mailto:sharon.yang@terrapinn.com) or Tel: + 65 6322 2727.

\* This document is confidential and only intended for the recipient of the document. Please do not copy, reproduce or distribute this document without the consent of the sender.

**Debate: GP-LP Relationships**

**11.00** Realigning GP-LP interests in a bold new era of property investment – Weighing the pros and cons of LPs moving up the ladder and seeking direct co-investments or club deals

*Moderator:***Roy Melick**

Chairman, Global & Asia Pacific Real Estate Group  
**Baker & McKenzie**, Australia

*Panelists:***Bart Coenraads**

Head of Real Estate Multi-manager Group, Asia Pacific  
**Aviva Investors Asia Pte Ltd**, Singapore

**John Pattar**

Managing Director, Real Estate  
**CLSA Capital Partners**, Hong Kong

**Ulrich Dischler**

Managing Director  
**Union Investment Real Estate Asia Pacific Pte Ltd**, Germany

**David Schaefer**

Head of Asia Pacific | Global Head of Institutional Capital  
**DTZ Investment Management**, Hong Kong

**Ben Sanderson**

Director, International Investment  
**Hermes Real Estate Investment Management Ltd**, United Kingdom

**Alessandro Bronda**

Head of Global Property Investor Solutions  
**Aberdeen Asset Management**, Belgium

**Thought Leaders Panel**

**12.00** Results of ANREV's inaugural Management Fees and Terms Study for Asia

*Moderator:***Graham Mackie**

Director & Asia Pacific Portfolio Manager – Global Real Estate Fund of Funds  
**UBS Global Asset Management (Singapore) Limited**, Singapore

*Panelists:***Marko Multas**

Partner  
**Sparinvest Property Investors**, Denmark

**Erwin Stouthamer**

Founder & Managing Director  
**Composition Capital Partners**, Netherlands

**Chris Reilly**  
 Director of Property, Asia  
 Henderson Global Investors, Singapore

**12.45 Networking luncheon**

*Hosted by: Baker & McKenzie, Gaw Capital Partners, InterContinental Hotels Group, Jones Lang LaSalle, RREEF*

**STREAM A**

Stream A Chairman:

**Dr. Megan Walters**  
 Head of Research, Asia Pacific Capital Markets  
 Jones Lang LaSalle, Singapore

**PUBLIC MARKET ACCESS**

**Asia Pacific REITs Panel I: M&A & IPOs**

**2.00** Appraising capital structures and refinancing capabilities for value accretion and acquisition growth

Moderator:

**Jason Kern**  
 Managing Director, Head of Real Estate Advisory – Asia Pacific  
 The Hongkong & Shanghai Banking Corporation Limited, Hong Kong

Panelists:

**Keith Wu**  
 Chief Executive Officer  
 Henderson Sunlight Asset Management Limited, Hong Kong

**Stewart LaBrooy**  
 Chief Executive Officer & Executive Director  
 Axis REIT Managers Berhad, Malaysia

**Nicholas McGrath**  
 Chief Executive Officer  
 AIMS AMP Capital Industrial REIT Management Limited, Singapore

**Kevin Xayaraj**  
 Chief Executive Officer  
 Sabana Real Estate Investment Management Pte Ltd, Singapore

**Richard David**  
 Chief Executive Officer  
 Treasury China Trust, China

**Asia Pacific REITs Panel II: Yield Enhancement & Financial Performance**

**2.45** Evaluating geographical diversification, dividend yields and performance consistency of sector specific REITs in the near to long-term

Moderator:

**Sin Li Choo**

This program is constantly under development. The final copy may be subjected to changes.

For speaking opportunities, please contact Sharon Yang at email [sharon.yang@terrapinn.com](mailto:sharon.yang@terrapinn.com) or Tel: + 65 6322 2727.

\* This document is confidential and only intended for the recipient of the document. Please do not copy, reproduce or distribute this document without the consent of the sender.



Managing Director  
**The Trust Company (Asia) Limited**, Singapore

Panelists:

**John Lim**  
 Group Chief Executive Officer  
**ARA Asset Management Limited**, Singapore

**Low Chee Wah**  
 Chief Executive Officer  
**Frasers Commercial Trust**, Singapore

**Hans Op't Veld**  
 Head of Listed Real Estate  
**PGGM Investments**, Netherlands

**Ng Hsueh Ling**  
 Chief Executive Officer  
**K-REIT Asia Management Limited**, Singapore

**Jana Sehnalova**  
 Executive Director & Global Portfolio Manager  
**Forum Securities Limited**, United Kingdom

**3.30** *Afternoon refreshments*

Stream A Chairman:

**Nicholas Crockett**  
 Head of Corporate Finance, Asia Pacific  
**Jones Lang LaSalle**, Singapore

**CAPITAL MARKET EFFICIENCY**

**Financing Metrics Panel**

**4.00** Keeping capital structures, financial leverage and lending requirements in check – Deriving routes to securing funding post market corrections

*Hosted by: Societe Generale Corporate & Investment Banking*

Panelists:

**Gregoire Simon-Barboux**  
 Deputy Global Head of Real Estate & Lodging  
**Societe Generale Corporate & Investment Banking**, France

**Geoff Crum**  
 General Manager, Head of Real Estate Structured Debt Division - Specialty Finance Group  
**Aozora Bank Ltd**, Japan

**Kazunari Yaguchi**  
 Director, Asset Finance Group  
**Development Bank of Japan**, Japan

**Robert Morse**

Chairman, Co-Chief Executive Officer & Managing Director  
**Primus | PMN Capital**, Hong Kong

**Panel: Commercial Property Equity-debt Instruments**

**4.45** Analysing financing and recapitalisation strategies - What works best for property developers in easing credit thresholds and capital preservation?

Moderator:**Milton Cheng**

Partner  
**Baker & McKenzie**, Hong Kong

Panelists:**Antony Green**

Executive Director, Joint Global Head of Real Estate  
**Macquarie Capital Advisers**, Australia

**Hans Vrensen**

Global Head of Research  
**DTZ**, United Kingdom

**Mark Ebbinghaus**

Managing Director, Global Head of Real Estate  
**Standard Chartered Bank**, Singapore

**Shoji Misawa**

Managing Director, Head of Global Coverage Group  
**ORIX Corporation**, Japan

**Matthew Mrozinski**

Managing Director, Head of Real Estate & Lodging – Asia Pacific  
**Citigroup Global Markets Asia Limited**, Hong Kong

**Seiji Yoshioka**

General Manager, Real Estate Finance Department  
**Sumitomo Mitsui Banking Corporation**, Japan

**5.30** Chairman's closing remarks and end of Conference Day 1

**6.00** Opening networking cocktail reception, Sands Expo & Convention Centre, Marina Bay Sands, Singapore  
*Hosted by: Savills*

**STREAM B**

*Hosted by: Savills*

Stream B Chairman:**Christopher Marriott**

Chief Executive Officer, Southeast Asia

This program is constantly under development. The final copy may be subjected to changes.

For speaking opportunities, please contact Sharon Yang at email [sharon.yang@terrapinn.com](mailto:sharon.yang@terrapinn.com) or Tel: + 65 6322 2727.

\* This document is confidential and only intended for the recipient of the document. Please do not copy, reproduce or distribute this document without the consent of the sender.

Savills, Singapore

## THE WORLD'S SECOND LARGEST REAL ESTATE MARKET

### Japan Panel

**2.00** Sourcing for core and opportunistic high-yield investments around Japan's cyclical property sector

*Moderator:*

**Christian Mancini**

Chief Executive Officer - Japan

**Savills, Japan**

*Panelists:*

**Alan Miyasaki**

Managing Director

**The Blackstone Group Japan K.K, Japan**

**Joe Koizumi**

Senior Partner

**CarVal Investors, Japan**

**Tom Silecchia**

Managing Partner

**Merchant Capital K.K, Japan**

**Jun Daikuhara**

Partner & Chairman

**Pacific Alliance Japan Limited, Japan**

**Kazuki Morioka**

Head of Global Real Estate Transaction Team

**The Sumitomo Trust & Banking Co. Ltd, Japan**

## VIETNAM ON THE RISE

### Vietnam Panel

**2.45** Navigating Vietnam's realty market – Prospecting upcoming sector developments and their investment potential

*Moderator:*

**Troy Griffiths**

National Director, Research & Valuation

**Savills, Vietnam**

*Panelists:*

**Olivier Do Ngoc**

Managing Partner

**Dynasty Investments, Vietnam**

**Fraser Wilson**

Head of Property Funds

**Dragon Capital Group Limited, Vietnam**

This program is constantly under development. The final copy may be subjected to changes.

For speaking opportunities, please contact Sharon Yang at email [sharon.yang@terrapinn.com](mailto:sharon.yang@terrapinn.com) or Tel: + 65 6322 2727.

\* This document is confidential and only intended for the recipient of the document. Please do not copy, reproduce or distribute this document without the consent of the sender.

**Jonathan Campbell**

Deputy Managing Director, Real Estate  
**VinaCapital Group**, Vietnam

**Anh Vo Thuy**

Deputy General Director | Chief Financial Officer  
**Novaland Group | Nova Investment Corporation**, Vietnam

**Oai Nguyen**

Chief Investment Officer  
**Indochina Land**, Vietnam

**3.30** Afternoon refreshments**SOUTHEAST ASIAN DEVELOPERS' PROFILING: INTRA-REGIONAL PROPERTY VENTURES**

*These 20mins fast track presentations will enable investors to gain unique insights and interact face-to-face with respective CEOs while cross-examining the development pipelines and year-to-date performance of selected Southeast Asian property companies.*

*\*One-on-one meetings will be available throughout the day.*

**4.00** Developer: Indonesia**Hiramsyah Thaib**

President Director & Chief Executive Officer  
**PT Bakrieland Development Tbk**, Indonesia

**4.20** Developer: Malaysia**Dato Wan Abdullah Wan Ibrahim**

Managing Director & Chief Executive Officer  
**UEM Land Holdings Berhad**, Malaysia

**4.40** Developer: Philippines**Joseph Yap**

President & Chief Executive Officer  
**Filinvest Land Inc**, Philippines

**5.00** Developer: Singapore**Eric Teng**

Chief Executive Officer – Property & Hospitality  
**The Straits Trading Company Limited**, Singapore

**5.20** Session wrap-up and Q&A**5.45** Chairman's closing remarks and end of Conference Day 1

This program is constantly under development. The final copy may be subjected to changes.

For speaking opportunities, please contact Sharon Yang at email [sharon.yang@terrapinn.com](mailto:sharon.yang@terrapinn.com) or Tel: + 65 6322 2727.

*\* This document is confidential and only intended for the recipient of the document. Please do not copy, reproduce or distribute this document without the consent of the sender.*

**6.00** Opening networking cocktail reception, Sands Expo & Convention Centre, Marina Bay Sands, Singapore  
*Hosted by: Savills*

## STREAM C

*Stream C Chairman:*

**Andrew MacGeoch**

Partner

**Mayer Brown JSM**, Hong Kong

### ALTERNATIVE SECTORS AND NEW PRODUCTS IN FOCUS

#### Hospitality Panel

**2.00** Reviewing the financing landscape, development pipelines and investor sentiments for hotels, resorts and serviced apartments in Asia

*Moderator:*

**Jonas Ogren**

Area Director – Asia

**STR Global**, Singapore

*Panelists:*

**Choe Peng Sum**

Chief Executive Officer

**Frasers Hospitality Pte Ltd**, Singapore

**Ricco DeBlank**

Chief Executive Officer – Hotel Division

**Sun Hung Kai Properties Ltd**, Hong Kong

**Paul Logan**

Vice President, Development – Asia & Australasia

**InterContinental Hotels Group**, Singapore

**Michael Sengol**

Chief Executive Officer

**Meritus Hotels & Resorts**, Singapore

**Peter Henley**

President & Chief Executive Officer

**ONYX Hospitality Group**, Thailand

**Andrew Jessop**

Vice President – Worldwide Development

**Langham Hospitality Group**, Hong Kong

#### Senior Housing Panel

**3.00** Diversifying into retirement communities and maximising income streams through operational excellence

This program is constantly under development. The final copy may be subjected to changes.

For speaking opportunities, please contact Sharon Yang at email [sharon.yang@terrapinn.com](mailto:sharon.yang@terrapinn.com) or Tel: + 65 6322 2727.

\* This document is confidential and only intended for the recipient of the document. Please do not copy, reproduce or distribute this document without the consent of the sender.

Moderator:**Bromme Cole**

Managing Partner

**Hampton Hoerter LLC**, Hong KongPanelists:**Rio Minami**

Advisor

**The Carlyle Group**, Japan**Patricia Will**

Founder &amp; Chief Executive Officer

**Belmont Village Senior Living**, USA**Dato Bill Ch'ng**

President &amp; Chief Executive Officer

**Malaysia Pacific Corporation Berhad**, Malaysia**Daniel Teo**

Chairman &amp; Managing Director

**Tong Eng Group | Hong How Group of Companies**, Singapore**Loo Cheng Guan**

Chief Executive Officer

**F&H Fund Management Pte Ltd**, Singapore**Barry Hirschfeld**

President &amp; Chief Executive Officer

**Asia Investment Partners Inc**, Japan**4.00 Concurrent Roundtable Discussions**

*These 60mins sessions will be facilitated by industry experts who will shed insights into specific sectors or product segments.*

**Roundtable A:** Relooking into the development and investment potential of industrial segments: Logistics, warehousing and business parks

Expert Facilitators:**Dr. Michael De Jong-Douglas**

Deputy Chief Executive Officer &amp; Chief Operating Officer

**Mapletree Logistics Trust Management Ltd**, Singapore**Philip Pearce**

Managing Director, Greater China

**Goodman Asia Limited**, Hong Kong**Yoshiyuki Chosa**

Managing Director

**Global Logistic Properties Inc**, Japan**Roundtable B:** Rebalancing portfolios and enhancing liquidity with real estate secondaries

This program is constantly under development. The final copy may be subjected to changes.

For speaking opportunities, please contact Sharon Yang at email [sharon.yang@terrapinn.com](mailto:sharon.yang@terrapinn.com) or Tel: + 65 6322 2727.

\* This document is confidential and only intended for the recipient of the document. Please do not copy, reproduce or distribute this document without the consent of the sender.

Expert Facilitators:

**Paul Parker**

Managing Director, Real Estate – Europe & Asia  
**Landmark Partners**, United Kingdom

**Christopher Mayo**

Director  
**Probitas Partners L.P**, USA

**Roundtable C:** Investigating into Shariah compliant real estate instruments

Expert Facilitators:

**Datuk Mohamed Azahari Kamil**

Chief Executive Officer  
**Asian Finance Bank Berhad**, Malaysia

**Abdul Rahman Al Harthi**

Chief Executive Officer & Managing Director  
**MENA Financial Group Limited**, UAE

**5.00** Chairman's closing remarks and end of Conference Day 1

**6.00** Opening networking cocktail reception, Sands Expo & Convention Centre, Marina Bay Sands, Singapore  
*Hosted by: Savills*

**CONFERENCE DAY TWO: WEDNESDAY 22 JUNE 2011****8.00** Networking breakfast**9.00** Chairman's opening remarks

**Nicholas Loup**  
 Chief Executive, Asia Pacific  
 Grosvenor, Hong Kong

**GLOBAL CAPITAL SOURCES AND INVESTMENT MANDATES****Keynote Address****9.15** The Asian economy and business challenges in 2020 – What does it mean for real estate investors?

**Graeme Maxton**  
 Author, Asian Business Expert & Contributor  
 The Economist, Singapore

**Institutional Capital Flows Panel****9.45** Assessing the relative investability of Asian real estate against Western markets – Validating risk appetite and investment management in light of recent returns*Moderator:*

**Stuart Crow**  
 Head of Capital Markets – Asia Pacific  
 Jones Lang LaSalle, Singapore

*Panelists:*

**Geert De Nekker**  
 Director, International Real Estate  
 Syntrus Achmea Vastgoed B.V, Netherlands

**Juan Yermo**  
 Head of Private Pensions Unit – Financial Affairs Division  
 OECD, France

**Richard Price**  
 Chief Executive Officer – Asia  
 ING Real Estate Investment Management, Hong Kong

**Scott Girard**  
 Chief Executive Officer & Chief Investment Officer, Asia Pacific  
 Prudential Property Investment Management, Singapore

**10.45** Morning refreshments**Special China Focus****11.15** How do you play China real estate?*Hosted by: Savills*



**Family Offices Panel**

- 11.45** Harnessing capital inflows from the private wealth spectrum – How do family offices perceive the risk-return profiles and investment horizon of real estate assets?

*Moderator:***Noor Quek**

Founder & Managing Director  
**NQ International Pte Ltd**, Singapore

*Panelists:***Marc Manasterski**

Partner & Managing Director  
**Quilvest Real Estate**, France

**Asher Noor**

Chief Financial Officer  
**Al-Touq Group**, Saudi Arabia

**Richard Straus**

Managing Director, Head of Family Office & Institutions – Asia Pacific  
**Citi Private Bank**, Hong Kong

**Tan Swee Siong**

Head & Chief Executive Officer – Real Estate  
**Tolaram Group**, Singapore

- 12.30** **Networking luncheon**  
*Hosted by: Arch Capital Management*

**MONETISING CHINA'S UNSTOPPABLE GROWTH***Conference Chairman:***Simon Baxter**

Partner  
**EC Harris**, China

**RMB Funds & Chinese Insurance Panel**

- 2.00** Uncovering capital raising and investment opportunities with the growth of RMB funds and advent of Chinese insurers into real estate

*Panelists:***William Dong**

Managing Director, Real Estate Funds  
**Shanghai Forte Land Co. Ltd**, China

**Paul Keogh**

Managing Director & Chief Investment Officer - Asia Pacific  
**RREEF**, Hong Kong

**Gan Meilan**

Partner – Real Estate Fund

**Prax Capital, China**

**Kevin Yuan**

Managing Director - Real Estate Asset Management

**China Ping An Trust & Investment Co. Ltd, China**

**Jason Huang**

Assistant Chief Executive Officer

**Star Capital, China**

### 3.00 Afternoon refreshments

#### China Cities & Sectors Panel

- 3.30** Identifying challenges in accessing property development and acquisition opportunities around high growth cities and sectors

Moderator:

**Albert Lau**

Executive Director – China

**Savills, China**

Panelists:

**Richard Yue**

Chief Executive Officer

**Arch Capital Management, Hong Kong**

**Christina Gaw**

Managing Principal & Head of Capital Markets

**Gaw Capital Partners, Hong Kong**

**Freddy Lee**

Managing Director & Chief Executive Officer

**Shui On Land Limited, China**

**Wong Lam Ping**

Executive Chairman

**Pan Hong Property Group, Hong Kong**

#### China Property Joint-ventures Panel

- 4.15** Establishing successful partnerships between foreign and domestic property players – How can each party value-add in making the ‘marriage’ work?

**Hosted by: Mayer Brown JSM**

Moderator:

**David Ellis**

Partner

**Mayer Brown JSM, Hong Kong**

Panelists:

**Donald Choi**

Managing Director

**Nan Fung Development Limited**, Hong Kong

**Calvin Chou**

Managing Director

**Morgan Stanley**, Hong Kong

**Deng Wei**

President & Managing Director

**Century Bridge Capital**, China

**Lau Cheng Soon**

Managing Director, Asia Pacific

**Invesco Real Estate**, Hong Kong

**Kenny Tse**

Managing Director & Head of China Real Estate

**Aetos Capital Asia LLC**, Hong Kong

**Richard Van Den Berg**

Managing Director & Country Manager – Greater China

**ING Real Estate Investment Management**, Hong Kong

**5.00** Close of conference

**7.00** Industry gala dinner, Sands Grand Ballroom, Marina Bay Sands, Singapore

*Hosted by: ING Real Estate*