

Preliminary programme of conferences & events

15-16-17 November 2011

Hong Kong Convention & Exhibition Centre

MIPIIM Asia's programme of conferences is shaped to let you discover market trends in the current context, guiding your projects with valuable and up-to-date information from real estate key players.

Unmatched experience & expertise

Reasons to attend MIPIIM ASIA's Conferences:

Investors

- Discover where, when and how to invest in real estate
- Identify a wide range of business opportunities and create new partnerships

Retailers

- Find solutions to overcome the challenging economic environment

Cities and local authorities

- Network with key international industry leaders
- Share ideas and best practices with your international counterparts

Developers

- Gain industry insight on profitable strategies and trends
- Get tips from renowned experts to gain a competitive edge for your business

Expert led panels

Come and share our opening key speakers' outlook on macroeconomics and its implications for Asian real estate, Tuesday 15 November.



Prof. Yiping Huang

Professor of Economics at the China Center for Economic Research, Peking University



Robert Ciemniak

Global Head of Real Estate Markets, Thomson Reuters

Other key personalities involved in this year's event include

- **Richard Yue**, ARCH Capital Management Company Limited, Hong Kong
- **Daan Van Aert**, APG Asset Management Asia, Hong Kong
- **John Lim**, ARA Asset Management (Singapore)
- **Peter Mitchell**, Asia Pacific Real Estate Association (APREA) (Singapore)
- **Stanley Ching**, CITIC Capital Holdings Limited (Hong Kong)
- **Jimmy Phua**, CPP Investment Board (Hong Kong)
- **Jacques Ferrier**, Jacques Ferrier Architectures, France
- **Goodwin Gaw**, Gaw Capital (Hong Kong)
- **Francois Trausch**, GE Capital Real Estate – Asia Pacific (Japan)
- **Elizabeth Loh**, Generali Immobiliare (Hong Kong)
- **Dr. Seek Ngee Huat**, Government of Singapore Investment Corporation (GIC) Real Estate (Singapore)
- **Nicholas J. Loup**, Grosvenor Asia Pacific (Hong Kong)
- **William Ko**, Hang Lung Group (Hong Kong)
- **Bromme Cole**, Hampton Hoerter (Hong Kong)
- **Dr. Andrew Chan**, Hong Kong Green Building Council (Hong Kong)
- **Dominic Lam**, The Hong Kong Institute of Architects (Hong Kong)
- **Mike Moir**, Hong Kong Jockey Club (Hong Kong)
- **Yue Tang**, Jun He Law Offices (China)
- **Richard Price**, ING Real Estate Investment Management (Hong Kong)
- **Cheng-Soon Lau**, Invesco (Hong Kong)
- **Charles Lam**, Pramerica Real Estate Investors Asia (Hong Kong)
- **Nicholas Brooke**, Professional Property Services Limited (Hong Kong)
- **Nicholas Wong**, Townsend Group
- **Don Lam**, VinaCapital Group (Vietnam)

Engage with future partners & make deals happen

Topic-based lunch tables

Debate hot issues, exchange best practice and share experiences on relevant themes with handpicked professionals over lunch.

Link-in sessions **NEW**

Meet industry experts in an informal setting, to discuss current regional and sector focuses.

Power meetings **NEW**

Focused, one to one meetings with your business targets.

Your week in brief Conferences & events

15-16-17 November 2011

Hong Kong Convention & Exhibition Centre

Conference tracks:

RETAIL

CHINA

FINANCE & INVESTMENT

CITIES

APAC MARKETS

TUESDAY 15 NOVEMBER

AM

9.30

Opening Ceremony

10.15

In partnership with: Wisconsin School of Business

Opening keynote - Macroeconomic outlook and implications for Asian real estate

11.45

Unlocking the Orient: investing in China

11.45

Co-org: RCA

Going West: investing in the old world

WEDNESDAY 16 NOVEMBER

AM

8.30

By invitation only

Leaders breakfast : an exclusive opportunity to meet with a key personality

10.00

After the Quake: rebuilding a nation

11.30

Co-org: APREA

Performance of Asian real estate versus other asset classes

11.30

Co-org: UCLG ASPAC

Urbanisation and sustainable cities

THURSDAY 17 NOVEMBER

AM

10.00

Co-org: Wisconsin School of Business & HK UST

Wrap-Up

11.30

Meet the Chairmen

12.30

Open lunch: An open buffet lunch is offered to all participants within the exhibition ground

12.30

Topic based lunch tables : 8 tables per day by registration only

CHINA

CHINA ASIA PACIFIC MARKETS

RETAIL

FINANCE & INVESTMENT

CITIES

FINANCE, INVESTMENT & REAL ESTATE IN APAC

PM

14.00

Co-org: Hampton Hoerter

China's Ageing population: implications for property market

14.00

Opportunities in developing vs matured REIT markets

14.45

Link-In: China - meet the key players

14.45

Link-In: South East Asia - meet the key players

15.15

Co-org: DTZ

The real estate dragon spreads its wings

15.15

Big in Japan: investing in its renewal

16.00

Link-In: Japan - meet the key players

16.30

Co-org: ANREV

Investor empowerment in the brave new world of Asian non-listed real estate

18.00

MIPIM Asia Opening Cocktail

PM

14.00

Retail: Growth strategies

14.00

Co-org: ULI

A recipe for resilience: The roles of the public, private, and community sectors in creating resilient cities

14.45

Link In: Retail - meet the key players

14.45

Link In: Sustainable cities - meet the key players

16.00

A taxing issue: funding investments in Asia

16.15

Power meetings Investors

16.30

Live link-up: a retail debate between MIPIM Asia and MAPIC

17.00

Co-org: Professional Property Services

Smart Cities

19.30

MIPIM Asia Awards Gala dinner

PM

14.00

Asian eye: funding and profiting from Asian investments
Limitation of credit, attracting sources of funding and return hurdles for Asian Investments

15.00

Closing Keynote Presentation



TUESDAY 15 NOVEMBER

Opening keynote

Macroeconomic outlook and implications for Asian real estate

In partnership with:



10.15 > 11.15

Two experts to provide context for the conference: Yiping Huang, Professor at Peking University and the Australian National University, has distinguished himself with his careful analysis of the Chinese economy and prescient forecasts & Robert Cierniak who brings an unparalleled wealth of knowledge from the data collection and analysis platform he has developed at Thomson Reuters, covering all Asian real estate markets. What markets offer the greatest opportunities for today's investors? What are the major risks likely to affect real estate markets tomorrow? In today's uncertain market environment, when government interventions continue to drive many of the financial flows relevant to real estate, confronting Prof. Huang's macro perspective to Mr. Cierniak ground research promises unparalleled insights.

Unlocking the Orient: investing in China

11.45 > 12.30

This panel discussion investigates the key issues facing investors as they seek to penetrate the Chinese market. It will assess which particular kinds of foreign investments are looked on kindly by the Chinese government and the types of governmental support available, such as tax exemptions, special economic zones, and the cities which have been identified to attract foreign investment. Panellists will also discuss the types of legal structures and corporate laws in China, knowledge of which will prove to be crucial for those wanting to do business in the country. And the session will look at the kinds of tax structures, funding and profit repatriation that might work best for investors or funds investing in China's real estate, as well as the business practices necessary for getting ahead and unlocking opportunities.

Going West: investing in the old world

Co-org:



11.45 > 12.30

What are the major risks, opportunities and returns involved for Asian investors looking west, as opposed to those keeping their capital in the home markets?

This panel discussion seeks to find out the answers to these complex questions in a period when, two years after the global financial crisis, the appetite for cross-border investment is returning. It will analyse which western markets appear the most attractive, weigh up whether Europe represents a lower risk than the Americas, and discuss whether the current disparity between markets creates immediate opportunities. Or perhaps Asian investors should keep their powder dry and await stronger indicators from still uncertain western economies? Is there any sign that investors will broaden their collective preference for core assets and turn to more opportunistic strategies? If so, where? The panel discussion will also focus on the appetite of Asian funds moving into western markets and will use current deals from Real Capital Analytics' database as case studies.

Topic based lunch tables

CHINA

APAC MARKETS

12.30 > 13.45

TUESDAY 15 NOVEMBER

China's Ageing population: implications for property market

Co-org:

HAMPTON/HOERTER
CHINA
PRIVATE CAPITAL ADVISORS

14.00 > 14.45

As a result of China's one child policy instituted in 1978, the "4-2-1" family structure has created an unusual demography and one that will have significant impact on future real estate development trends. Both the emergence of massive Chinese "middle class" and a rapidly ageing demographic cohort will not only accelerate the process of urbanization in China thereby placing increased pressure on infrastructure but also dictate a strong, niche demand in residential, leisure, retail and healthcare property development. The goals and objectives of China's 5th, 12 year Plan largely reflect an acknowledgement of these trends and the planning seems in line with party forecasts.

The MIPIM Asia conference panel will examine future real estate development in the context of a rapidly changing Chinese demographic. Do China's current FDI policies reflect the need for greater involvement by external capital sources with the intellectual property to adequately satisfy the unique demands of this population?

The panel will also take a close look at individual property sectors that will, to the greatest extent, reflect the growing affluence of China's middle class as well as its large older generation. Will the demand for leisure time be satisfied internally, or will the resorts of Southeast Asia capture inordinate market share? Are existing retail and residential developments responding adequately to the evolving demographic or is another boom likely? And finally, will western style retirement communities be developed or will the Chinese tradition of filial piety dictate a hybrid land use?

Opportunities in developing vs matured REIT markets

14.00 > 14.45

This session takes a comprehensive look at the key REIT market – both listed and unlisted – and as it relates to performance, growth and major trends. The discussion will centre on the kinds of investment strategies employed by the REITS and their market penetration; at projected growth indicators and returns profiles for 2012-2013 (yields plus capital growth) and at the biggest players in the REIT arena – what kinds of strategies will they be employing over the next two years? Finally, the discussion will assess the situation for those foreign investors interested in entering the REIT market.

Link-In: China - meet the key players

14.45 > 15.15

Link-In: South East Asia - meet the key players

14.45 > 15.15

The real estate dragon spreads its wings

Co-org:



15.15 > 16.00

This session takes an inside look at the rise of the Chinese institutional investor. How can they best make an impact on the real estate scene? And what are the kinds of strategies they should employ?

The session will begin with an analysis of the effects of a relaxation of regulations permitting Chinese insurance companies to invest into non-operational real estate. The expert panellists will assess the role of the SoE in domestic development and investment, and look at the direction of investment in line with China's 12th Five Year Plan. Finally, the session will discuss the wave waiting to break – Chinese investors breaking out of China.

Preliminary programme of conferences & events

TUESDAY 15 NOVEMBER

Big in Japan: investing in its renewal

15.15 > 16.00

This panel discussion takes a look at Japan to ask what it can offer in real estate to attract foreign investment back into the country. It will assess which of the major asset classes represent the best value, and which areas will show the greatest prospects of returns. But against the backdrop of recent events in Japan, what has changed in respect of foreign investors and their real estate investment strategies? And what are the kinds of opportunities for core players versus those with a more opportunistic outlook? Finally, the discussion will assess the best prospects for investment on a city by city basis for 2012.

Link-In Japan - meet the key players

16.00 > 16.30

Investor empowerment in the brave new world of Asian non-listed real estate

Co-org:

ANREV

16.30 > 17.30

Life in the non-listed real estate vehicle industry has not been easy: institutional investors have not been putting money into discretionary funds without more of a say in how they are run.

As the sector reasserts itself and faces up to global regulatory changes, the players are changing - in the new world Manager line-up, Bank spin-offs are facing both large alternative asset class manager newcomers and small boutique start-ups.

Investors scouring the Asian markets note that reliable manager performance measurement is lacking - that the asset class in the region lacks common terms and metrics - that standardisation of practice is missing - that limited statistical analysis of product is available.

INREV has been working on empowering institutional investors in Europe since 2003 with some notable successes - sister organisation ANREV has embarked on a similar course to reflect Asian market characteristics.

Come hear a panel of regional LPs and GPs debate progress in improving access to the unlisted property fund sector in Asia.»

WEDNESDAY 16 NOVEMBER

Leaders breakfast

By invitation only

8.30 > 9.30

An exclusive opportunity to meet with a key personality.

After the Quake: rebuilding a nation

10.00 > 11.00

The earthquake and tsunami which struck Japan on the 11 March had far-reaching consequences for the country and its people. This keynote session looks at what happened on that calamitous day and from then on in terms of the crisis planning policies employed by the nation, its rebuilding strategies and the impact it had on the Asia region. The session will include a Government response on the affected area and the changes Japan has had to make to its existing crisis management policies in the wake of the events. It will also include a look at how the Japanese government has put in place plans to rebuild Tohoku, and real estate usage initiatives.

Performance of Asian real estate versus other asset classes

Co-org:



11.30 > 12.15

- Brief summary presentation on APREA research report, *The Benefits of an Allocation to Asian Real Estate*
- Diversification, performance and return – how does Asian real estate rate?
- Does Asian real estate have the attractive investment features for inclusion in a mixed-asset portfolio of an institutional investor?
- Cross-border investment opportunities and challenges in Asia
- Investment trends in 2011 – how is the record measuring up against the opportunity?

Urbanisation and sustainable cities

Co-org:



11.30 > 12.15

Topic based lunch tables

RETAIL

FINANCE & INVESTMENT

CITIES

12.30 > 13.45

Retail: Growth strategies

14.00 > 14.45

A recipe for resilience: The roles of the public, private, and community sectors in creating resilient cities

Co-org:



14.00 > 14.45

Preliminary programme of conferences & events

WEDNESDAY 16 NOVEMBER

Link In: Retail - meet the key players

14.45 > 15.30

Link In: Sustainable cities - meet the key players

14.45 > 15.30

A taxing issue: funding investments in Asia

16:00 > 17:00

This session will tackle taxing issues: the thorny problem of setting up a tax efficient fund for investments in Asia. It proposes to look at the features of tax systems in countries in order to show the best places to establish funds in a tax-efficient manner. It looks on a country by country basis at the most flexible areas for cash liquidity for cash injection, return of capital and repatriation of profits. And it will assess the countries which have the easiest administration systems in place for fund management business. Finally, this session will analyse the availability of tax treaties with Asian countries, and include a debate about which is the best of them all – the place where foreign investors looking to invest in Asia can set up their funds in the least taxing manner.

Power meetings Investors

16.15 > 17.15

Live link-up: a retail debate between MIPIM Asia and MAPIC

16.30 > 17.30

A presentation of main achievements in creating and developing projects in the retail sector over the world and in particular in Asia with the participation of some top brands from the luxury sector who will share the diverse experiences of their development in Asia and China.

Smart Cities

17.00 > 17.45

Co-org:

PPS

Professional Property Services Limited

Preliminary programme of conferences & events

THURSDAY 17 NOVEMBER

Wrap-Up

Co-org:  

10.00 > 11.00

Twelve months ago Asian investors were strongly optimistic, calling for more cross-border investments within the regions. What are their sentiments a year later? And, more broadly, where do Asian, European and American investors see opportunities in Asia today? Is everyone still aiming for growth? What happened to those who forecasted bursting bubbles?

To address these questions, we have assembled the very best team of experts: You, MIPIM Asia's participants, an a distinguished panel of experts

During MIPIM Asia, Prof. Ortalo-Magné and his team from the School of Business at HKUST will read real estate's vital signs: a wealth of information gathered from conference sessions, panel discussions and, crucially, interviews with you the participants. During this wrap-up session, Prof. Ortalo-Magné will get inside the data and confront it with the expert view of industry professionals, Ms Yue Tang of Jun He Law Offices and Ms Megan Walters from Jones Lang Lasalle. Bring your own perspective to what promises to be a lively exchange.

Meet the Chairmen

11.30 > 12.15

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.

Topic based lunch tables

FINANCE, INVESTMENT & REAL ESTATE IN APAC

12.30 > 13.45

Asian eye: funding and profiting from Asian investments

Limitation of credit, attracting sources of funding and return hurdles for Asian Investments

14.00 > 14.45

Closing Keynote Presentation

15.00 > 15.45