

mipimasia[®] 
The world's property market in Asia Pacific

Where the world's **property** leaders
converge in Asia Pacific

Retail Summit

PROGRAMME

Sustainable
Property Expo

Investment Summit

7-9 November, 2012
Hong Kong Convention & Exhibition Centre
www.mipimasia.com



WELCOME TO THE MIPIM ASIA 2012 SUMMITS PROGRAMME

This edition of MIPIM Asia introduces two new real estate Summits, which will be taking place during the three days of the show.

The Investment Summit will provide a platform to debate and discover the latest opportunities and trends in the Asia-Pacific property market. Delegates will choose from over 20 dedicated panel sessions led by industry leaders and several networking events during the three days of MIPIM Asia.

The Retail real estate Summit will offer a quality programme of panel discussions bringing together real estate professionals and retailers looking for leasing and development opportunities in the region.

The Summits will take place alongside MIPIM Asia's Sustainable Property Expo, a 5,000 m² exhibition area, where developers, local authorities and real estate companies will showcase the most outstanding and innovative projects in the region.

This brochure contains the full programme of MIPIM Asia Summits. We have also included this year a large selection of client conferences and events which will mostly take place in the Agora Room, within the Exhibition area, and on client stands.

We are confident that the new format of MIPIM Asia will offer the best platform to increase your knowledge, expand your network and boost your business.

Finally, I would like to thank you for your support of MIPIM Asia and wish you a very successful time in Hong Kong.

Best regards,

Filippo Rean
Director of MIPIM Asia & MIPIM

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& PARTNERS

of ceremony: Eric Manuel, Founder/Principal Advisor, BRYCG Group

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INDUSTRY PARTNERS

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TABLE OF CONTENTS

INVESTMENT SUMMIT

P9

RETAIL REAL ESTATE SUMMIT

P19

TOPIC-BASED LUNCH TABLES

Daily lunch tables with debates on topical issues. Previous booking required.

P25

CLIENT CONFERENCES AND EVENTS

Exhibitors' showcase and pitching.

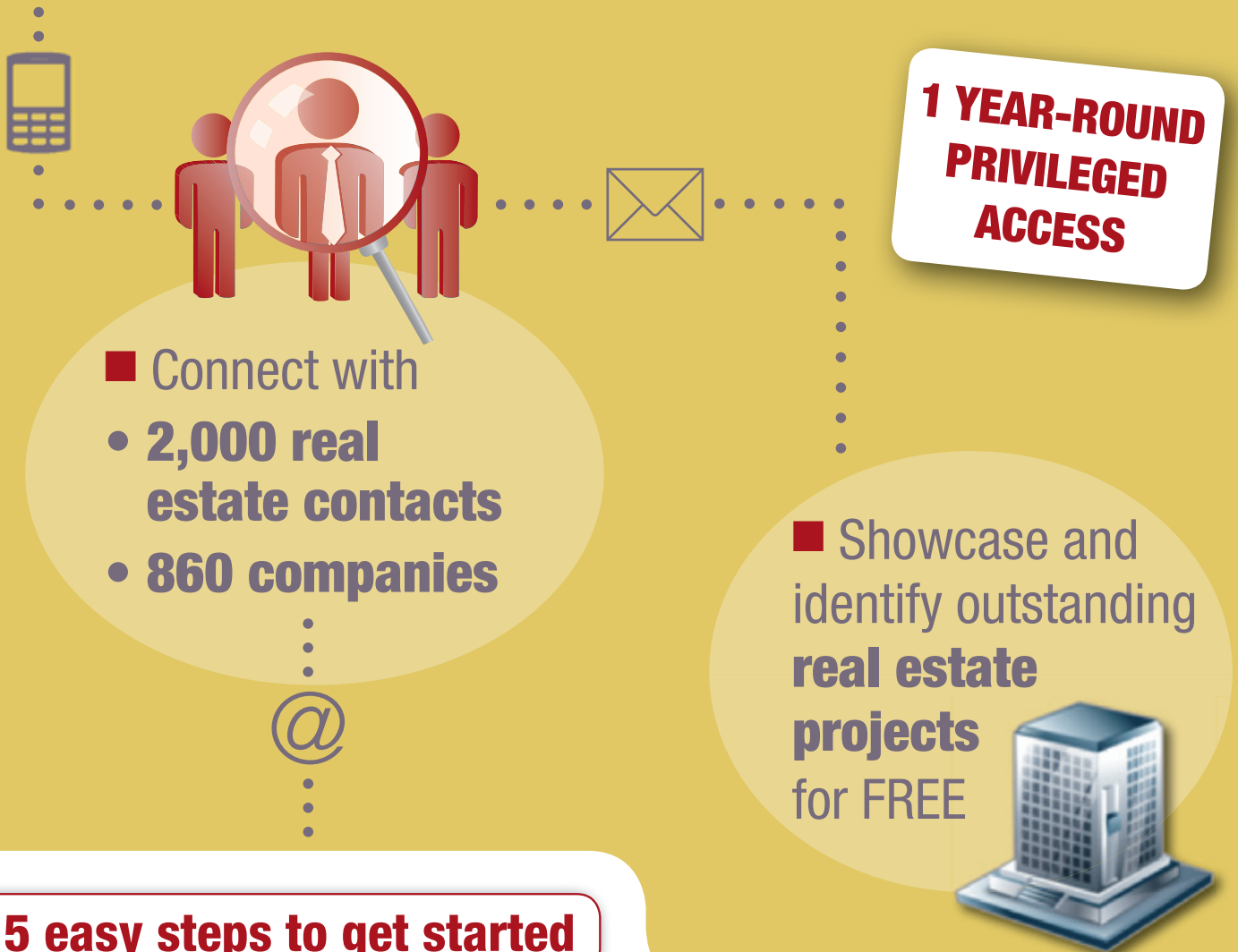
P29

This programme may be subject to changes and MIPIM Asia may in no case be held responsible if this applies.

MIPIIM ASIA ONLINE DATABASE

Get connected. Stay connected.

Maximize your participation on-site and stay connected all year-round!



5 easy steps to get started

- 1 Log in
- 2 Create your profile
- 3 Search event companies, participants & projects
- 4 Arrange meetings ahead of time
- 5 Meet during the show

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The world's property market in Asia Pacific

www.mipimasia.com ► login to database

PROGRAMME AT-A-GLANCE

Investment
Summit

Retail Real
Estate Summit

Topic-based
lunch tables

MIPIM Asia
networking events

Client conferences
& events

WEDNESDAY, 7 NOVEMBER

9.00-9.30 5-F22

Jerde Project Tour Sign Up Time

Organiser: The Jerde Partnership

9.00-10.15 CHANCELLOR ROOM, LEVEL 4 HKCEC

MIPIM ASIA Opening Ceremony

In the presence of our officiating Guest of Honour,
the Honourable CY Leung, Chief Executive, Hong Kong Special
Administrative Region

(By invitation only)

10.15-11.15 PEARL ROOM

Keynote address

2012: a year in review and its impacts on 2013

Stephen Schwartz, Chief Economist for Asia, BBVA

Dr. Joy Yang, Chief Economist for Greater China, Mirae Asset
Securities

10.30-11.15 AGORA ROOM

Multiplication Strategies in Real Estate

Organiser: Highpoint

11.15-11.30 INVESTMENT NETWORKING LOBBY

Coffee break

11.15-12.45 OPAL ROOM

2012-2013 China 100 Urban Landmarks Research Release Conference & China High-End Property Management Peak Forum

Organiser: China Index Academy

11.30-12.15 RUBY ROOM

Inspirational keynote address:

Inventing the future of retail

Robert Tercek, Founder, General Creativity Consulting and
Chairman, Creative Visions Foundation

11.30-12.15 AGORA ROOM

Fire & Water hotel – first luxury sea resort of the land of fire – Azerbaijan

Organiser: UK Creative Ideas

11.30-12.30 PEARL ROOM

Asian capital markets: flowing in vs. flowing out

11.30-12.30 JADE ROOM

Corporate Real Estate 2020: spearheading the real estate industry into the future

Co-organiser: Corenet Global

12.00-14.00 MIPIM ASIA CLUB

Buffet lunch offered to all registered Participants

12.30-13.15 AGORA ROOM

Expanding hotel development opportunities in Asia

Organiser: PKF

12.30-13.30 RUBY ROOM

“First Timers” Meeting

12.30-14.00 EMERALD ROOM

Topic-based lunch tables - Focus on investment

(Pre-registration required)

13.30-14.15 AGORA ROOM

The Philippines: Harnessing growth through tourism

Organiser: Tourism Infrastructure & Enterprise Zone Authority

14.00-15.00 JADE ROOM

The great debate: direct vs. indirect real estate investments

14.00-15.00 RUBY ROOM

Asset management for retail malls: creative solutions & tactics

14.00-15.00 PEARL ROOM

Public sector keynote address: ‘Create your green & sustainable city of the future’

14.30-15.15 AGORA ROOM

Work / Life: Tipping the Balance

Organiser: L&O

15.15-16.15 PEARL ROOM

China real estate: where are we now?

15.15-16.15 JADE ROOM

Strengthening real estate industry’s best practices and corporate governance

Co-organiser: APREA

15.15-16.15 OPAL ROOM

Logistics: strategies and ideas for increasing profit

15.15-16.15 RUBY ROOM

Successful brand launch stories in Asia

15.30-16.15 AGORA ROOM

Announcement of the latest results of RICS Global Property Survey Q3 2012

Organiser: RICS

PROGRAMME AT-A-GLANCE

Investment Summit

Retail Real Estate Summit

Topic-based lunch tables

MIPIM Asia networking events

Client conferences & events

16.00-17.30 5-F22

Jerde 35th Anniversary Cocktail

Organiser: The Jerde Partnership

16.15-16.45 INVESTMENT NETWORKING LOBBY

Link-In session: Investment in China

16.15-17.00 RETAIL NETWORKING LOBBY

Power Meetings: Meet the retailers and the occupiers

16.30-17.15 AGORA ROOM

Foreign Direct Investment in United States Commercial Real Estate

Organiser: CREFDI

16.45-17.45 PEARL ROOM

South East Asia: the growth story

16.45-17.45 JADE ROOM

Joint ventures in China: how to make them work

17.00-18.00 RUBY ROOM

Repositioning retail for enhancing performance

17.30-18.15 AGORA ROOM

HITA - "Discover what Hungary can offer for your business"

T2.a Architects - HANDMADE / Local Solutions for a Global World

Indotek - How to make 20+ % IRR in the EU?

Organiser: Hungarian investment and trade agency

18.00 CHANCELLOR ROOM, LEVEL 4 HKCEC

MIPIM Asia Opening Cocktail

Sponsored by: **Benoy**

THURSDAY, 8 NOVEMBER

8.00-9.15 EMERALD ROOM, HALL 5 F-G, LEVEL 5, HKCEC

Leaders' Breakfast

Great minds meet to map the future

Private talks on global economics with

Dr Yuwa Hedrick-Wong, Professor of International Business, and Global Economic Advisor

By registration only

LPs morning

9.30-10.20 JADE ROOM

LPs Workshop

Allocation of investment to real estate: the changing landscape

10.40-11.30 JADE ROOM

LPs Workshop

LPs vs GPs - need for a new model?

11.30-12.30 INVESTMENT NETWORKING LOBBY

Investors' Power Meetings

9.30-10.15 PEARL ROOM

Keynote address:

Wealth Creation in the New Global Economy: Implications for Property Markets in Asia

Dr Yuwa Hedrick-Wong, Professor of International Business, and Global Economic Advisor

9.00-9.30 5-F22

Jerde Project Tour Sign Up Time

Organiser: The Jerde Partnership

9.30-10.15 AGORA ROOM

Japan: Why Not Get In Now?

Organiser: Tokyu Livable

10.15-11.15 RUBY ROOM

Transport hub retailing: an in-depth analysis of a changing landscape

10.15-11.00 OPAL ROOM

Tianjin, China's New Economic Star; Burgeoning Yujiapu adds to its Glory

Organiser: Tianjin Yujiapu

10.30-11.15 AGORA ROOM

Investment and Development Opportunities in Melbourne, Australia

Organiser: Places Victoria

PROGRAMME AT-A-GLANCE

Investment Summit

Retail Real Estate Summit

Topic-based lunch tables

MIPIM Asia networking events

Client conferences & events

10.30-11.30 PEARL ROOM

Japan REIT development: new policies and measures promoting growth

11.15-11.45 RETAIL NETWORKING LOBBY

Link-In session: Retail in transport hubs

11.30-12.15 AGORA ROOM

Future Trends in Retail Interior Architecture & Design; case study of Hysan Place

Organiser: Benoy

11.30-12.30 RUBY ROOM

Trends in retail real estate product development in Asia

Co-organiser: Savills

11.30-12.30 OPAL ROOM

Is the current vast expansion of hotels in Asia sustainable? An in depth analysis

Co-organiser: PKF

12.00-14.00 MIPIM ASIA CLUB

Buffet lunch offered to all registered Participants

12.30-12.55 AGORA ROOM

Taichung STYLE-Healthy, Low-carbon, Smart City

Organiser: Taiwan Pavillion

12.30-14.00 EMERALD ROOM

Topic-based lunch tables - Focus on retail real estate
(Pre-registration required)

12.55-13.15 AGORA ROOM

The Rising of New Aesthetic in Taichung

Organiser: Taiwan Pavillion

13.30-14.15 AGORA ROOM

Chongqing Land Promotion Seminar

Organiser: CCPIT- Chongqing

14.00-15.00 JADE ROOM

Smart architectural designs: East vs. West ideas

14.00-15.00 PEARL ROOM

Islamic financing for real estate funding: a closer look

14.00-15.00 RUBY ROOM

Keynote address:
A retail success story

John Devine, President - Director, Subway Real Estate

Carmine Rotondaro, Worldwide Real Estate Director, PPR Group

14.30-15.15 AGORA ROOM

Malaysia Investments in the most liberalized economy of South East Asia

Organiser: Malaysia Property Inc

15.00-15.15 RETAIL NETWORKING LOBBY

Coffee break

15.15-16.15 PEARL ROOM

Green & sustainability: impacts, innovations and importance

15.15-16.15 JADE ROOM

Enhancing Public and Private Sector Partnerships

Co-organiser: UCLG ASPAC

15.15-16.15 RUBY ROOM

Shopping centre designs for attracting tenants and consumers

Co-organiser: Cushman & Wakefield

15.30-16.15 AGORA ROOM

Global Capital Flows for Commercial Real Estate Investments

Organiser: RCA

15.30-16.30 5-C05

Conversation with WSP Principal Designers

Organiser: WSP Architects

16.15-16.45 INVESTMENT NETWORKING LOBBY

Link-In session: Green & sustainable real estate

16.15-16.45 RETAIL NETWORKING LOBBY

Link-In session: China retail

16.30-17.15 AGORA ROOM

Real Estate Investment Opportunities in Japan

Organiser: Kenedix

16.30-17.30 5-D12

Introducing Asia's Fastest Growing Real Estate Market

Organiser: Mongolian Properties/ APIP

16.45-17.45 PEARL ROOM

Revolutionising city developments: balancing the contribution from the public and private sectors

16.45-17.00 **Keynote introduction by Vincent H.S. Lo**,
Chairman, Shui On Group

17.00-17.45 **Panel discussion**

16.45-17.45 JADE ROOM

Debt & financing: new and creative ways in the battle for funding

PROGRAMME AT-A-GLANCE

Investment Summit

Retail Real Estate Summit

Topic-based lunch tables

MIPIM Asia networking events

Client conferences & events

16.45-17.45 RUBY ROOM

Retail expansion: best practices for a successful roll out in Asia

Co-organiser: RLI

17.00-18.15 5-E17

Japanese Sake Party

Organiser: Mitsubishi Corporation

17.30-18.15 AGORA ROOM

Seizing Opportunities in Japan with Mitsubishi Corporation Group

Organiser: Mitsubishi

18.30 GRAND BALLROOM AT THE GRAND HYATT HOTEL

MIPIM Asia Awards Gala Dinner

By registration only

FRIDAY, 9 NOVEMBER

8.00-9.15 ROOM S423, LEVEL 4, HKCEC

Retailers' Breakfast

By registration only

Sponsored by:



9.00-9.30 5-F22

Jerde Project Tour Sign Up Time

Organiser: The Jerde Partnership

9.30-10.15 AGORA ROOM

Invest in Korea!

Organiser: MCST

10.00-11.00 PEARL ROOM

Meet the Chairmen

Reading the crystal ball - Industry leaders discuss future challenges

10.00-11.00 JADE ROOM

Principles for a Cities Vision and its impacts on creating a balanced landscape

Co-organiser: RICS

10.30-11.15 AGORA ROOM

Real Placemaking

Organiser: JERDE

11.00-11.30 INVESTMENT NETWORKING LOBBY

Link-In session: Asia Pacific real estate

11.30-12.15 AGORA ROOM

Does Mongolia have the fastest growing real estate market in the world?

Organiser: APIP

11.30-12.30 PEARL ROOM

MIPIM Asia Wrap-up session

In association with Wisconsin School of Business

12.00-14.00 MIPIM ASIA CLUB

Buffet lunch offered to all registered participants

12.30-13.15 AGORA ROOM

Experientia Docet

Organiser: SPARK

12.30-14.00 EMERALD ROOM

Topic-based lunch tables - Focus on smart cities

(Pre-registration required)

13.00-14.00 ROOM S423, LEVEL 4, HKCEC

Hong Kong Luncheon

Sponsored by: Development Bureau
The Government of the Hong Kong Special Administrative Region

By registration only

14.00-15.00 RETAIL VILLAGE LOUNGE

MIPIM Asia final press conference

Investment Summit

Your detailed programme



- WEDNESDAY 7 NOVEMBER
- THURSDAY 8 NOVEMBER
- FRIDAY 9 NOVEMBER

INVESTMENT SUMMIT

Your detailed programme

WEDNESDAY, 7 NOVEMBER

9.00-10.15 CHANCELLOR ROOM, LEVEL 4 HKCEC

MIPIM ASIA Opening Ceremony

By invitation only

In the presence of our officiating Guest of Honour



The Honourable CY Leung
Chief Executive,
Hong Kong Special Administrative Region

10.15-11.15 PEARL ROOM

Keynote address

2012: a year in review and its impacts on 2013

- What were the main issues at the end of 2011, and how did they play out in 2012?
- How have the events of 2012 created opportunities? In which areas and where are they?
- What are the major macro-economic trends and what impact will they have in 2013?
- Is Asia still the growth engine?

Speakers:



Stephen Schwartz
Chief Economist for Asia, BBVA



Dr. Joy Yang
Chief Economist for Greater China, Mirae Asset Securities

Moderator:



John Dawson
TV Anchor/Broadcast Journalist, Bloomberg TV

11.15-11.30 INVESTMENT NETWORKING LOBBY

Coffee break

11.15-12.45 OPAL ROOM

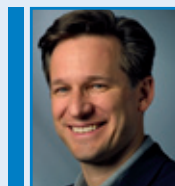
2012-2013 China 100 Urban Landmarks Research Release Conference & China High-End Property Management Peak Forum

Co-organiser: China Index Academy

- China real estate market overview
- China 100 Urban Landmarks & China High-End Property Management Research Release
- How to build China's New Urban Landmarks?
- China Real Estate Investment and High-End Property Management Trend Forum

11.30-12.15 RUBY ROOM

Inspirational keynote address: Inventing the future of retail



Robert Tercek
Founder, General Creativity Consulting and Chairman, Creative Visions Foundation

Recent advances in mobile technology and digital media have made it possible to blend real world retail environments with data. New technologies present tremendous challenges and also great opportunities to retail shops and shopping mall developers. It's time to rethink the retail proposition completely. This keynote speech, by one of the world's leading digital media experts, will explore the possibility of combining digital technology with retail in order to reimagine the shopping experience completely. Don't miss this creative exploration of the future of retail.

11.30-12.30 PEARL ROOM

Asian capital markets: flowing in vs. flowing out

- Capital raised vs. capital deployed and reasons for the gap
- The growing trend of capital flowing from Asia to Europe and the US
- What types of investments are being sought by Asian capital in Europe and the US and their target returns
- Availability of debt financing
- Funds vs. conglomerates and developers

Speakers:

Frank Khoo, Global Head of Asia, AXA Real Estate

Satyan Sanghrajka, Director - Business Development APAC - Global Real Estate, UBS

Skip Schwartz, Managing Director, Heitman

Moderator:

John Stinson, Managing Director, Capital Markets Group, Asia Pacific, Cushman & Wakefield



Frank Khoo



Satyan Sanghrajka



Skip Schwartz



John Stinson

11.30-12.30 JADE ROOM

Corporate Real Estate 2020: spearheading the real estate industry into the future

Co-organiser: **CORENET**
GLOBAL

Join in the sharing of thought leadership research of Corenet Global's Corporate Real Estate 2020 that examines a wide range of external and macro-economic, societal, political and other influences, triangulating these drivers against trends affecting the globally networked enterprise and exchange ideas on its relevance and integration with city designs and real estate development. Discover Bold Statements about the future of corporate real estate and learn about:

- Trends in portfolio optimization and asset management
- The latest technology tools and how technology is changing work
- Location strategy and role of place
- Sustainability trends

Speakers:

May Lam, Head of Corporate Real Estate Services, Hong Kong, Taiwan and Japan, Standard Chartered Bank (Hong Kong) Limited
Michael Zamora, Senior Manager, Cisco Systems

Moderator:

Richard Middleton, Executive Managing Director Asia-Pacific, Corporate Occupier and Investor Services, Cushman & Wakefield



May Lam



Michael Zamora



Richard Middleton

12.00-14.00 MIPIM ASIA CLUB

Buffet lunch offered to all registered participants

12.30-13.30 RUBY ROOM

First Timers' Meeting

12.30-14.00 EMERALD ROOM

Topic-based lunch tables

See full details page 26

14.00-15.00 JADE ROOM

The great debate: direct vs. indirect real estate investments

- Quality of direct property performance information provided by the indirect markets
- Does indirect property behave more closely to direct real estate rather than stock markets?

Speakers:

Dr. Charles Haase, Managing Director, Tokyu Livable, Inc.
Rico Kanthatham, Director - Asian Real Estate, Babson Capital Cornerstone Asia Ltd
John Pattar, Managing Director, CLSA Capital Partners (HK) Ltd
John White, Managing Director, Heitman International Real Estate Securities Pty Ltd

Moderator:

Christopher Dillon, Principal, Dillon Communications Ltd.



Dr. Charles Haase



Rico Kanthatham



John Pattar



John White



Christopher Dillon

14.00-15.00 PEARL ROOM

Public sector keynote addresses: 'Create your green & sustainable city of the future'

A public sector leader will deliver a short presentation to highlight his sustainable urban development policy in terms of greener infrastructure, affordable housing, smart transportation system and resources management.

Speakers:



Huang Maojun, Deputy Director General of Chongqing Administration of Land, Resources and Housing; Director of Chongqing Land Group; Member of Advisory Committee of Ministry of Land and Resources Legal Affairs Centre



Kar Kar Ling, Deputy Director of Planning Department, Planning Department Territorial Planning Branch

15.15-16.15 PEARL ROOM

China real estate: where are we now?

- Has China experienced a soft or hard landing?
- Where are the best opportunities now?
- Government policy changes to stimulate growth
- How do real estate opportunities in China compare with those of South East Asian countries as well as the recovering US market?
- Going it alone vs. a joint-venture partner: pros & cons

Speakers:

Choy Soon Chua, Managing Director, SEB Investment GmbH
Hing Yin Lee, Senior Executive Director, Ping An Trust Co. Ltd
Wilson Leung, Managing Director, Angelo, Gordon Asia Limited

INVESTMENT SUMMIT

Your detailed programme

Moderator:

Francis Li, International Director/ Head of Investment, North Asia, DTZ



Choy Soon Chua



Hing Yin Lee



Wilson Leung



Francis Li

15.15-16.15

JADE ROOM

Strengthening real estate industry's best practices and corporate governance

Co-organiser:



- A closer look at how increasing industry pressures by investors and financial institutions has led to the need to improve corporate governance and develop best practices that align measuring of performance, valuation, compliance and reporting
- How can best practices be implemented and improved; models for improved performance
- The challenges in Asia compared to other markets
- Hear case studies of the costs and tangible benefits of implementation; can we really afford not to take action?
- Growing trend of large institutional investors getting more involved in the management of their investments, how can we better serve these needs?
- Returns, track record, transparency, comparability, sound governance and more robust risk management, how can we achieve this as an industry?

Speakers:

Paul Chen, Director, RealFoundations

Sarah Cooper, Managing Director, Bank of America Merrill Lynch

Scott McLelland, Director Property, National Australia Bank

Moderator:

Peter Mitchell, Chief Executive Officer, Asia Pacific Real Estate Association (APREA)



Paul Chen



Sarah Cooper



Scott McLelland



Peter Mitchell

16.15-16.45

INVESTMENT NETWORKING LOBBY

Link-In session: Investment in China

Come and meet the speakers and China key players, such as:

Angelo Gordon Asia Limited - Asia Pacific Real Estate Association - Bank of America Merrill Lynch - Chongbang Development Limited - Chun Wo Development Limited - DTZ - Ping An Trust Co. Ltd - Real Foundations - SEB Investment GmbH

16.45-17.45 PEARL ROOM

South East Asia: the growth story

- Where are large conglomerates and developers looking, and why?
- Indonesia, Malaysia, Vietnam and Thailand continue to appeal to real estate investors, but how do they compare with each other?
- South East Asian countries' inbound and outbound cash-flows
- Is debt funding readily available for foreign investors, and what are the alternatives?

Speakers:

Don Lam, CEO, VinaCapital

Kumar Tharmalingam, CEO, Malaysia Property Incorporated

Richard Yue, CEO & CIO, ARCH Capital Management Co., Ltd

Moderator:

Courtney Fingar, Editor, fDi Magazine, The Financial Times Ltd



Don Lam



Kumar Tharmalingam



Richard Yue



Courtney Fingar

Photo credit: Marek Sikora

16.45-17.45 JADE ROOM

Joint ventures in China: how to make them work

Joint ventures are complex entities and the negotiation of them is a time and resource-intensive process. Which are the best business models for foreign Joint ventures in China?

- The choice of a partner is extremely important. How to do it? What are some considerations in forming a successful management team for a joint venture in China? What is the main theme of expectations for both parts?
- Foreign businesses will find an atmosphere of eager enthusiasm for entrepreneurial activity in China with some legal issues. How are the main legal procedures? How to make them easier and faster?
- Given the ongoing use of joint ventures, it is important actively to manage their risks and shortcomings. How to avoid mistakes in Chinese Joint ventures?
- What are some of the risks and issues when blending partner cultures to create a unique environment for the Joint venture?
- 3 Words = 3 innovative insider Tips for Joint ventures success in China.

Speakers:

Keith Choi, Managing Director, CITIC Capital Holdings Limited

Collin Eckles, President, Rose Rock Group

Kwek Ping Yong, CEO, Inventis Investment Holdings (China) Co Ltd

Moderator:

Prof. Dr. Filipa Fernandes, Head of Research and Innovation, SES SPAR European Shopping Centers



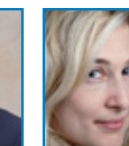
Keith Choi



Collin Eckles



Kwek Ping Yong



Prof. Dr. Filipa Fernandes

18.00 CHANCELLOR ROOM, LEVEL 4 HKCEC

MIPIM Asia Opening Cocktail

MIPIM Asia always closes its first day with this must-attend cocktail party. Engage with key industry leaders in a vibrant social setting featuring a buffet dinner.

Sponsored by: **Benoy****THURSDAY, 8 NOVEMBER**

8.00-9.15 EMERALD ROOM

Leaders' Breakfast

Great minds meet to map the future
Private talks on global economics with
Dr Yuwa Hedrick-Wong,
 Professor of International Business,
 and Global Economic Advisor

*by invitation only*Speaker:

Dr Yuwa Hedrick-Wong, Professor of International Business, and
 Global Economic Advisor

Facilitator:

Prof. Timothy Riddiough, E.J. Plesko Chair of Real Estate
 and Urban Land Economics, Wisconsin School of Business

Dr Yuwa
Hedrick-WongProf. Timothy
Riddiough**LPs morning**

9.30-10.20 JADE ROOM

LPs Workshop**Allocation of investment to real estate:
the changing landscape**

- Current changes in LPs allocations among different asset classes
- Drivers for allocation into real estate in the context of the current macroeconomic environment
- What external factors could bring the LPs to invest more in Real Estate?
- In real estate, how much importance is attributed to Asia?
- What are the pros and cons of direct vs. indirect investments?
- What are the positive and negative aspects of the different structures (club deals, separate accounts, blind pool funds...)?
- What are the key elements in choosing a location, an asset class, an investment partner or an investment manager?

Facilitator:

Alan Dalglish, Director of Research & Professional
 Standards, ANREV

Discussion leaders:

Minoru Kato, Managing Director, Head of Fund Management 1,
 Tokio Marine Property Investment Management Inc.

Anna Pandey, Vice President, Head of Asia Real Estate,
 GE Asset Management

Bernard Phang, Managing Director, GIC - Head of
 Investments, Europe, GIC Real Estate International

Won Joon Park, CIO, Korea Construction Workers Mutual
 Aid Association



Alan Dalglish



Minoru Kato



Anna Pandey



Bernard Phang



Won Joon Park

10.40-11.30 JADE ROOM

LPs Workshop**LPs vs GPs - need for a new model?**

- What are the most notable changes taking place in the relationship between LPs and GPs?
- What effect did the financial crisis have on their relations?
- Will the traditional private equity model of long-term and discretionary funds be adequate in the future?
- What are the alternatives and are they sustainable?
- How can the alignment of interests be enhanced?
- Are recent trends of increasing LPs' control sustainable?
- What steps are LPs taking to better select and monitor investment partners and how are these impacting the LPs role?

Facilitator:

Julie Ahn, Head of Investment Advisory Department, DTZ
 Korea

Discussion leaders:

Hing Yin Lee, Senior Executive Director, Ping An Trust Co. Ltd

Jimmy Phua, Managing Director & Head of Real Estate
 Investments Asia, CPPIB Asia Inc.

Tomas Svensson, Portfolio Manager - Real Estate, First
 Swedish National Pension Fund (AP1)



Julie Ahn



Hing Yin Lee



Jimmy Phua



Tomas Svensson

INVESTMENT SUMMIT

Your detailed programme

11.30-12.30 INVESTMENT NETWORKING LOBBY

Investors' Power Meetings

Join investors for two rounds of fast and efficient meetings:

- > 11.30-12.00: **Investors meet investors** (for investors only)
- > 12.00-12.30: **RE professionals meet investors** (open to all)

Participating investors include:

Baring Private Equity Asia - Charterhouse Standard Holdings - Cornerstone Real Estate Advisers - Euro Sino Invest - Global Alliance Realty Co., Ltd - Highpoint Global Investments PTE LTD. - Indotek Group - International Strategic Group - London Capital Asset Management - PL Capital Expert - Prosperity Topspring - Rose Rock Group - Sime Darby Property Berhad - Vendome Capital Partners - and more...

9.30-10.15 PEARL ROOM

Keynote address:

Wealth Creation in the New Global Economy: Implications for Property Markets in Asia



Dr. Yuwa Hedrick-Wong

Professor of International Business, and Global Economic Advisor

Facilitator:



Courtney Fingar

Editor, fDi Magazine, The Financial Times Ltd

In the new global economy of anaemic growth in the US and persistent crisis in Europe, the dynamics of wealth creation is being changed worldwide. Emerging markets, especially in Asia, will need to generate stronger growth in their domestic markets as demand for exports will be weak while competition in global exports will become more intense. Consequently, the pathways to affluence will perform differently in the coming years in many emerging markets in Asia. This will have significant implications for property markets in the region. Against the new global environment, the future demand for properties in Asia will be examined through the lens of urbanization, middle class household formation, growth of affluence, and financial market conditions, with a special focus on China.

10.30-11.30 PEARL ROOM

Japan REIT development: new policies and measures promoting growth

10.30-10.45 Keynote introduction by



Yusuke Miyasaka,

Director, Real Estate Investment Market Office, Real Estate Market Division, Land Economy and Construction and Engineering Industry Bureau, Ministry of Land, Infrastructure, Transportation and Tourism

10.45-11.30 Panel discussion

- A closer look at government policies and changes to JREITs
- Features of the JREIT system to promote real estate investment by local and foreign players
- Which investors have thus far benefited, how have they benefited, and who else is in the pipeline?
- How has the revised JREIT system contributed to the growth of the real estate sector?
- What's ahead: Japanese government growth targets for JREITs and the real estate sector

Speakers:

Hitoshi Ishikawa, General Manager, Real Estate Portfolio Management Team, Real Estate Investment & Management Unit, Industrial Finance, Logistics & Development Group, Mitsubishi Corporation

Masahiko Tajima, Executive Officer, General Manager, Corporate Planning Department, Kenedix, INC.

Akira Yamanouchi, President of Daiwa Real Estate Asset Management Co., Ltd., Daiwa Office Investment Corporation

Moderator:

Jun Homma, Deputy Editor, Nikkei Real Estate Market Report, Nikkei Business Publications



Hitoshi Ishikawa



Masahiko Tajima



Akira Yamanouchi



Jun Homma

12.00-14.00 MIPIM ASIA CLUB

Buffet lunch offered to all registered participants

12.30-14.00 EMERALD ROOM

Topic-based lunch tables

See full details page 27

14.00-15.00 JADE ROOM

Smart architectural designs: East vs. West ideas

- The 'height/density' debate. Generally the West (esp. Europe) is high rise/high density averse and is concerned with 'heritage'. The East has no such inhibitions. Is this true and, if so, is it good thing? Discuss.
- Future city size. 75% of the world's 12 cities over 10m pop. and 66% of the world's 39 cities over 5m pop. are in Asia.
- Annual growth in the West is 0-2% in the East 5-7% so the gap will continue to grow. Is the East going to need new design solutions never seen or needed in the West? Any ideas?
- Arguably the East is now making many of the mistakes the West made in the 50's and 60's by allowing development of incoherent urban landscapes of low-budget buildings put up fast with a short lifespan and no concern for context. Were they 'mistakes' and, if so, is their repetition inevitable?

Speakers:**Mike Ellis**, Partner, 5+design**Stephen Pimbley**, Director, Spark (ARB RIBA)**Knud Rossen**, Principal Designer, WSP Architects**Robert Whitlock**, Principal, Kohn Pedersen Fox Associates (KPF)Moderator:**Marco Goldschmied**, Director, **Spark**

(PPRIBA, AA Dipl, MSc, Hon.AIA, FRSA, ARB)

Photo credit: Kevin Scallan Photography



Mike Ellis



Stephen Pimbley



Knud Rossen

Photo credit: Jack Pettie



Robert Whitlock



Marco Goldschmied

14.00-15.00 RUBY ROOM

Keynote address
A retail success story

- The story of how a simple idea became one of the world's most successful fashion brands / corporations

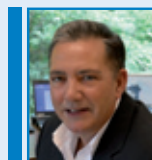
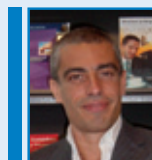
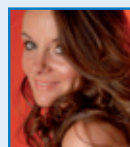
Speakers:**John Devine**
President -
Director,
Subway Real
Estate

Photo credit: Sydney Griffin

**Carmine Rotondaro**
Worldwide Real
Estate Director,
PPR GroupModerator:**Jayne Rafter**
Publisher & Joint MD,
RLI C/O Paramount Publications Ltd

14.00-15.00 PEARL ROOM

**Islamic financing for real estate funding:
a closer look**

- Understand the regulatory and compliance environment for raising funding via Islamic financing for real estate projects
- The fundamentals and rationale behind Islamic financing
- Hear of practical & operational aspects in using Islamic financing for funding real estate investments
- Explore real life case studies on the use of Islamic financing and its benefits and limitations
- Forward looking trends of the Islamic financing industry and what it means to regional real estate players

Speakers:**Shahril Simon**, Head, Group Asset Management, CIMB Islamic**Kit May Leong**, Chief Financial Officer/ Director, Axis REIT
Managers Berhad

Shahril Simon



Kit May Leong

Photo credit: Yan Lazam

15.00-15.15 NETWORKING LOBBY

Coffee break

INVESTMENT SUMMIT

Your detailed programme

15.15-16.15 PEARL ROOM

Green & sustainability: impacts, innovations and importance

- New innovations in green buildings?
- Importance of green business practices to compliment green buildings and how this can be achieved for long-term and short-term investments
- What has the biggest impact when creating a green building: design, product, operations and economic feasibility
- Recent developments in innovative and sustainable building practices in Asia, plus ideas from East to West and vice versa
- How have green projects weathered through the financial storms?
- Feedback on an European initiative led by major real estate investors : how to measure the environmental performance of buildings ?

Speakers:

Dr. Thomas Beyerle, Managing Director / Head of CS & Research, IVG Immobilien AG

Raymond Lee, Head, Energizing Kowloon East Office

Ed Peter, Associate Director, Integrated Design Associates Ltd

Mickael Sigda, Head of Green Building and Sustainability services, Bureau Veritas

Moderator:

Glan Blake Thomas, Managing Director, AET Flexible Space



Dr. Thomas Beyerle

Raymond Lee

Ed Peter



Mickael Sigda

Glan Blake Thomas

Photo credit: IVG

15.15-16.15 JADE ROOM

Enhancing Public and Private Sector Partnerships



Co-organiser:

- An in depth look at how the continuing tightening of credit conditions and decreased government spending has weighed on increasing support needed for PPPs to narrow the funding gaps
- Sharing of real life examples of how PPPs have worked to improve efficiencies, project completion time frames and reduce costs, including role of Local Government Association in promotion of PPPs scheme/mechanism
- PPPs and facilitating creating projects that are win-win for the government and the people as end users through active involvement and consultative approaches
- Structuring PPP projects that are attractive for institutional investors and private equity funds
- Synchronised approaches to PPP in building sustainable and resilient cities for the future

Speakers:

Gary Ho, Managing Director, SQW China Limited

Hugua Hugua, Mayor of Wakatobi Municipality, Local Government of Wakatobi

See Lian Ong, Immediate Past President, Rics

Moderator:

Krishna Prasad Jaishi, Co-President, UCLG ASPAC



Gary Ho

Hugua Hugua

See Lian Ong

Krishna Prasad Jaishi

16.15-16.45 INVESTMENT NETWORKING LOBBY

Link-In session: Green & sustainable real estate

Come and meet the speakers and sustainability key players, such as:

AET Flexible Space - EKEO - IDA - IVG Immobilien AG -
The College of Estate Management - The Jerde Partnership -
UCLG ASPAC - WSP Architects

16.45-17.45 PEARL ROOM

Revolutionising city developments: balancing the contribution from the public and private sectors

16.45-17.00 **Keynote introduction by Vincent H.S. Lo**, Chairman, Shui On Group



Vincent H.S. Lo

17.00-17.45 Panel discussion

- Importance of partnerships between the public and private sectors in developing sustainable cities
- Balancing public and private sector contributions when integrating building innovation, city planning, infrastructure and facilities
- Maintaining culture, image and history in creating future cities in Asia
- Tackling the ever increasing need for healthcare in Asia
- Best practices for urban governance

Speakers:

Florian Schmied, CEO, Euro Sino Invest

Sam Sangster, CEO, Places Victoria

Chairperson:

Robert Lee, CEO, Bahrain Bay Development B.S.C



Florian Schmied



Sam Sangster



Robert Lee

16.45-17.45 JADE ROOM

Debt & financing: new and creative ways in the battle for funding

- How has the continued tightening of credit affected the way to source finance?
- What are the alternatives to main stream debt financing from major banks?
- Is the mezzanine debt market still thriving?
- What are the creative products in the market, and are they transferable across borders?
- What are the costs, benefits and impacts on investor returns?

Speakers:

Brian Chinappi, Managing Director, Standard Chartered Bank

Bryan Southergill, Managing Director & Head of Asia Real Estate Investing, J.P.Morgan Securities (Asia Pacific) Limited

François Trausch, Chief Executive Officer-Asia Pacific, GE Capital Real Estate

Moderator:

Mark Cooper, Editor, AsiaProperty



Brian Chinappi



Bryan Southergill



François Trausch



Mark Cooper

18.30

GRAND BALLROOM AT THE GRAND HYATT HOTEL

MIPIM Asia Awards Gala Dinner

by registration only

This year, the high-profile MIPIM Asia Awards Gala Dinner will take place on Thursday November 8, 2012 at the prestigious Grand Hyatt Hotel, Hong Kong.

- Discover the winners in a vibrant atmosphere over a delicious meal, with music and entertainment.
- Network casually with top real estate leaders outside the exhibition area
- Invite your friends, colleagues and clients to a night of celebration

FRIDAY, 9 NOVEMBER

10.00-11.00 PEARL ROOM

Meet the Chairmen

Reading the crystal ball - Industry leaders discuss future challenges

- Interact with some of Asia's top industry leaders and gain insights to their views and predictions for the region over the next 12 months

Speakers:

Justin Chiu, Executive Director, Cheung Kong (Holdings) Limited

Paul Husband, Founder & Managing Director, Husband Retail Consulting

Wilfred Wong, Chairman & CEO, Hsin Chong Construction Group Limited / Chairman, Synergis Holdings Limited

Chairperson:

Nicholas Brooke, Chairman, Professional Property Services Limited



Justin Chiu



Paul Husband



Wilfred Wong



Nicholas Brooke

INVESTMENT SUMMIT

Your detailed programme

10.00-11.00 JADE ROOM

Principles for a Cities Vision and its impacts on creating a balanced landscape

Co-organiser:  **RICS** the mark of property professionalism worldwide

- Examine the key visionary principles in design, planning and implementation of urban generation/regeneration
- A closer look at examples of how the principles drive both governments and the private sector action in developing more efficient use of land that meets the needs of the people
- Implementation of visionary principles for better transportation, building design, land use for a balanced city for work rest and play and lessons learnt from case studies around the Asia Pacific region
- Private sector submissions and ideas to city governments that have made a difference and how we can all get more involved.

Speakers:

Margaret Brooke, CEO, Professional Property Services Group

Alan Collett, President, RICS

David Faulkner, Executive Director, Valuation & Advisory Services, Asia, Colliers International Pacific Limited

Moderator

See Lian Ong, Immediate Past President, RICS

Photo credit: Scott Brooks



Margaret Brooke



Alan Collett



David Faulkner



See Lian Ong

11.00-11.30 INVESTMENT NETWORKING LOBBY

Link-In session : Asia Pacific real estate

Join the speakers and all MIPIM Asia delegates attending the Friday morning programme.

11.30-12.30 PEARL ROOM

MIPIM Asia Wrap-up

In association with:



- Key findings from MIPIM Asia 2012
- Challenges and opportunities for Asia amid the disparity in economic growth and transitions in world leadership across the globe
- Emerging trends on investment and development, capital flows and investment structures across Asia
- Fresh insights from our panelist's research results, as well as viewpoints gathered from MIPIM Asia participants surveyed during the conference
- Ideas presented during MIPIM Asia that will help professionals successfully navigate rapidly changing market conditions across Asia

Speakers:

Dr. Richard Barkham, Group Research Director, Grosvenor

Prof. Timothy Riddiough, E.J. Plesko Chair of Real Estate and Urban Land Economics, Wisconsin School of Business



Dr. Richard Barkham



Prof. Timothy Riddiough

12.00-14.00 MIPIM ASIA CLUB

Buffet lunch offered to all registered participants

12.30-14.00 EMERALD ROOM

Topic-based lunch tables

See full details page 28

13.00-14.00 ROOM S423, LEVEL 4, HKCEC

Hong Kong Luncheon

by invitation only

Sponsored by: Development Bureau
The Government of the Hong Kong Special Administrative Region

14.00-15.00 RETAIL VILLAGE LOUNGE

MIPIM Asia final press conference

Retail Real Estate Summit

Your detailed programme



- WEDNESDAY 7 NOVEMBER
- THURSDAY 8 NOVEMBER
- FRIDAY 9 NOVEMBER

RETAIL REAL ESTATE SUMMIT

Your detailed programme

WEDNESDAY, 7 NOVEMBER

9.00-10.15 CHANCELLOR ROOM, LEVEL 4 HKCEC

MIPIM ASIA Opening Ceremony

By invitation only

In the presence of our officiating Guest of Honour



The Honourable CY Leung
Chief Executive,
Hong Kong Special Administrative Region

10.15-11.15 PEARL ROOM

Keynote address

2012: a year in review and its impacts on 2013

- What were the main issues at the end of 2011, and how did they play out in 2012?
- How have the events of 2012 created opportunities? In which areas and where are they?
- What are the major macro-economic trends and what impact will they have in 2013?
- Is Asia still the growth engine?

Speakers:



Stephen Schwartz
Chief Economist
for Asia,
BBVA



Dr. Joy Yang
Chief Economist for
Greater China,
Mirae Asset
Securities

Moderator:



John Dawson
TV Anchor/Broadcast Journalist,
Bloomberg TV

11.30-12.15 RUBY ROOM

Inspirational keynote address: Inventing the future of retail



Robert Tercek
Founder,
General Creativity Consulting and
Chairman,
Creative Visions Foundation

Recent advances in mobile technology and digital media have made it possible to blend real world retail environments with data. New technologies present tremendous challenges and also great opportunities to retail shops and shopping mall developers. It's time to rethink the retail proposition completely. This keynote speech, by one of the world's leading digital media experts, will explore the possibility of combining digital technology with retail in order to reimagine the shopping experience completely. Don't miss this creative exploration of the future of retail.

12.00-14.00 MIPIM ASIA CLUB

Buffet lunch offered to all registered participants

12.30-13.30 RUBY ROOM

First Timers' Meeting

12.30-14.00 EMERALD ROOM

Topic-based lunch tables

See full details page 26

14.00-15.00 RUBY ROOM

Asset management for retail malls: creative solutions & tactics

- Asset management techniques in Asia, risk mitigation for turnover rents and availability of requisite skills
- Using tactics such as programmes, social media live centres and other ideas to enhance popularity and traffic management
- Alignment of strategies between tenants and retail mall owners to enhance impact and profitability
- E-commerce advancements and preservation of sales-based rent models
- How to connect and reconnect with consumers

Speakers:

Henry Cheng, CEO, Chongbang Development Limited

Richard David, Chief Executive Officer, Treasury China Trust

Richard Vogel, Senior Vice President, China, Ivanhoe Cambridge

Moderator:

Kelvin Ng, CEO and Founder, Synergistic Real Estate Senior Advisor - Mall China Deputy President- Council of Asian Shopping Centers(CASC)



Henry Cheng



Richard David



Richard Vogel



Kelvin Ng

Photo credit: Wang Gangfeng

15.15-16.15 OPAL ROOM**Logistics: strategies and ideas for increasing profit**

- Outsourcing vs. owner- or self-operated logistic operations
- Difference between logistics for in-store and online store operations and how they can be better managed
- Ideas for reducing costs including duties and taxes on logistics and warehousing in Asia
- Efficient global supply chains, and how to utilise expansions

Speakers:**Paul McGarry**, President & CEO, Goodman Japan Limited**Nathan Paine**, SVP, Client Relations, Asia, Prologis Inc.**Ralph Wessel**, Managing Director, Fund Management and Business Development, Global Logistic Properties Ltd.Moderator:**Matthew Zann**, CEO, Bear Logi Co., Ltd.

Paul McGarry



Nathan Paine



Ralph Wessel



Matthew Zann

15.15-16.15 RUBY ROOM**Successful brand launch stories in Asia**

- International markets are becoming more and more enticing to retailers : what are the factors to explain this trend in Asia
- How are the demographic and spending trends affecting the launch of new brands
- Appetite for Western brands in many of Asia's growing economies are attracting retailers who are better placed to capitalize on the enthusiasm for new, international products vs home markets where competition is fierce
- How to make a brand launch profitable and successful

Speakers:**Joan Rouras**, Head of Expansion, Desigual**Jonathan Somerville**, COO, Pacific Coffee Company Limited**Rowan Verwoerd**, Business Development Director, C&A (China) Co., LtdModerator:**Jayne Rafter**, Publisher & Joint MD, RLI C/O Paramount Publications Ltd

Joan Rouras

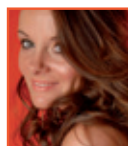


Photo credit: Ms. Zoe Ho

Jonathan Somerville



Rowan Verwoerd



Jayne Rafter

16.15-17.00 RETAIL NETWORKING LOBBY**Power Meetings****Meet the retailers and the occupiers**

Developers, landlords and property managers join retailers, hotel groups and corporate occupiers for a series of fast and efficient meetings.

Participating companies include:

American clothing associates - Bauhaus Holdings Ltd - Beach Republic - Calzedonia Spa - C&A China - Desigual - Destination Spa Management LTD - Element Fresh - Groupe Casino, Big C Vietnam - Metro Properties - Siemens Real Estate - Space Group - Sportmaster - Subway Real Estate Corp. - Union Loyall Limited - and more...

17.00-18.00 RUBY ROOM**Repositioning retail for enhancing performance**

- Strategies for repositioning underperforming retail properties, brands
- Local strategies for retail properties and brands in an ever-changing environment with an increasing number of global entrants
- How to communicate your repositioning and get consumers to come back to your brand or retail real estate product
- Speedy consumer adaptations, and keeping a step ahead of the competition

Speakers:**Christophe Anjolas**, Executive Chairman, Les Marchands**Dheeraj Dogra**, National Director-Retail, BNP Paribas Real Estate and Infrastructure Advisory Services Pvt Ltd**Lachlan Gyde**, Regional Director, Asset Management, Grosvenor Asia PacificModerator:**Michael Penalosa**, Managing Principal, Thomas Consultants Inc.

Photo credit: Jérôme Tissié

Christophe Anjolas



Dheeraj Dogra



Lachlan Gyde



Photo credit: Peter Taylor

Michael Penalosa

18.00 CHANCELLOR ROOM, LEVEL 4 HKCEC**MIPIM Asia Opening Cocktail**Sponsored by: **Benoy**

MIPIM Asia always closes its first day with this must-attend cocktail party. Engage with key industry leaders in a vibrant social setting featuring a buffet dinner.

RETAIL REAL ESTATE SUMMIT

Your detailed programme

THURSDAY, 8 NOVEMBER

9.30-10.15 PEARL ROOM

Keynote address:

Wealth Creation in the New Global Economy: Implications for Property Markets in Asia



Dr. Yuwa Hedrick-Wong

Professor of International Business,
and Global Economic Advisor

Facilitator:



Courtney Fingar

Editor, fDi Magazine,
The Financial Times Ltd

In the new global economy of anaemic growth in the US and persistent crisis in Europe, the dynamics of wealth creation is being changed worldwide. Emerging markets, especially in Asia, will need to generate stronger growth in their domestic markets as demand for exports will be weak while competition in global exports will become more intense. Consequently, the pathways to affluence will perform differently in the coming years in many emerging markets in Asia. This will have significant implications for property markets in the region. Against the new global environment, the future demand for properties in Asia will be examined through the lens of urbanization, middle class household formation, growth of affluence, and financial market conditions, with a special focus on China.

10.15-11.15 RUBY ROOM

Transport hub retailing: an in-depth analysis of a changing landscape

- Airport retailing VS Rail Hub Retailing
- Similarities and Differences: Planning and Merchandising
- Transport Retailing VS Downtown/Shopping Mall Retailing
- Complementary or Competitive Propositions

Speakers:

David Buffonge, Director, Benoy

Daniel Ching Yan Chan, Managing Director, Paragon International Limited

Keith Griffiths, Chairman, Aedas Ltd

Sunil Tuli, Managing Director - Travel Retail and Duty Free, King Power Group Hong Kong

Moderator:

Sin Ling Betty Leong, Head of investment property, MTR Corporation Limited



David Buffonge



Daniel Ching Yan Chan



Keith Griffiths



Sunil Tuli



Sin Ling Betty Leong

11.15-11.45 RETAIL NETWORKING LOBBY

Link-In session: Retail in transport hubs

Come and meet the speakers and transport hub retailing key players, such as:

Aedas Ltd - Benoy Limited - MTR Corporation Limited - SPARK Architects

11.30-12.30 RUBY ROOM

Trends in retail real estate product development in Asia

Co-organiser:



- Mega-malls vs. flagship stores vs. department store models and how to achieve the perfect mix
- Important considerations for maximising revenue per square feet
- Retail premises layouts and solutions for efficient use of shelf space
- Locating retail developments around the region?

Speakers:

Karim Azar, General Manager - Retail Leasing, International Finance Centre Management Co., Ltd.

Guy Bradley, Chief Executive Officer, Mainland China, Swire Properties (China) Investment Company Limited

Frank Cancelloni, CEO, Asia-Pacific, Devanlay Asia Distribution Limited (Lacoste)

Moderator:

Nicholas Bradstreet, Deputy Managing Director & Head of Leasing, Savills (Hong Kong) Ltd.



Karim Azar



Guy Bradley



Frank Cancelloni



Nicholas Bradstreet

11.30-12.30 OPAL ROOM

Is the current vast expansion of hotels in Asia sustainable? An in depth analysis

Co-organiser: **PKF**
hotelsexperts

- Changes in Asian markets and the changes to the size of the hotel industry
- Hotel grades and expansion trends in Asia
- Challenges and solutions experienced by hotel brands in expanding in Asia to ensure quality and availability of human resource
- Working relationships and synergies between hotel developers, investors and brand owners in optimizing returns and asset values
- Brand strategies in Asia, similarities and differences

Speakers

Nevius Glussi, Corporate Director of Development, New World Hospitality

Jules Kwan, SPACE Development Asia

James Mabey, Senior Director of Development, Marco Polo Hotels

Raymond Chi Ho Wan, Director, Development, Greater China, InterContinental Hotels Group



Nevius Glussi



Raymond Chi Ho Wan

12.00-14.00 MIPIM ASIA CLUB

Buffet lunch offered to all registered participants

12.30-14.00 EMERALD ROOM

Topic-based lunch tables

See full details page 27

14.00-15.00 RUBY ROOM

Keynote address A retail success story

- The story of how a simple idea became one of the world's most successful fashion brands / corporations

Speakers:

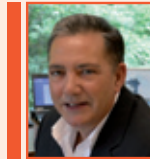


Photo credit: Sydney Griffin

John Devine
President -
Director,
Subway Real
Estate



Carmine Rotondaro
Worldwide Real
Estate Director,
PPR Group

Moderator:



Jayne Rafter
Publisher & Joint MD,
RLI C/O Paramount Publications Ltd

15.00-15.15 RETAIL NETWORKING LOBBY

Coffee break

15.15-16.15 RUBY ROOM

Shopping centre designs for attracting tenants and consumers

Co-organiser: **CUSHMAN & WAKEFIELD**

- How have the designs of shopping malls evolved in Asia and what are the key design trends of the coming decade?
- In the era of vast expansion of retail all around Asia, what are some design features that can help differentiate and attract tenants and consumers
- Size and features, when is a shopping mall too big and where do vertical malls make sense?
- How can design contribute to performance and design ideas for turning green to gold for owners and tenants

Speakers:

Dr. Lai Kiu Chan, Director, Design & Project, Hysan Development Co. Ltd

Simon Blore, Managing Director, East, Benoy Limited

Prof. Dr. Filipa Fernandes, Head of Research and Innovation, SES SPAR European Shopping Centers

Moderator:

James Hawkey, Executive Director, Retail Services, Cushman & Wakefield China, Cushman & Wakefield (Shanghai) Co., Ltd



Dr. Lai Kiu Chan



Simon Blore



Prof. Dr. Filipa Fernandes



James Hawkey

Photo credit: Cathy Qian

RETAIL REAL ESTATE SUMMIT

Your detailed programme

16.15-16.45 RETAIL NETWORKING LOBBY

Link-In session: China retail

Come and meet the speakers and China retail key players, such as: Benoy Limited - Chongbang Development Limited - Cushman & Wakefield (Shanghai) Co. Ltd - Design International - DTZ - Hysan Development Co. Ltd - SES Spar European Shopping Centers - The Jerde Partnership - Inter Ikea Centre Group China.

16.45-17.45 RUBY ROOM

Retail expansion: best practices for a successful roll out in Asia

Co-organiser: **RLI**

- Issues to consider when expanding a global brand in Asia, and how to attract the Asian consumer
- Trends for Asian products venturing outside Asia: key learnings
- To customise or not to customise: successes and challenges when developing product offers
- Producing locally, cost vs. quality
- Defending local brands against global giants

Speakers:

Ishwar Chugani, C.E.O & Managing Director Giordano Middle East FZE

Filipe Correia, Expansion Director, PARFOIS

Timothy Fenwick, Managing Director, Quantum Potes

Eric Lee, Director of Global Business Development, Bossini Enterprises Ltd

Moderator:

Jayne Rafter, Publisher & Joint MD, RLI C/O Paramount Publications Ltd



Ishwar Chugani



Photo credit: Fernanda Figueiredo

Filipe Correia



Photo credit: E. Mraeva

Timothy Fenwick



Eric Lee



Jayne Rafter

18.30 GRAND BALLROOM AT THE GRAND HYATT HOTEL

MIPIM Asia Awards Gala Dinner

by registration only

This year, the high-profile MIPIM Asia Awards Gala Dinner will take place on Thursday November 8, 2012 at the prestigious Grand Hyatt Hotel, Hong Kong.

- Discover the winners in a vibrant atmosphere over a delicious meal, with music and entertainment.
- Network casually with top real estate leaders outside the exhibition area
- Invite your friends, colleagues and clients to a night of celebration

FRIDAY, 9 NOVEMBER

8.00-9.15 ROOM S423, LEVEL 4, HKCEC

Retailers' Breakfast

by invitation only

Sponsored by:



Speakers:

James McDonald, Head of China Research, Savills

Jane Yong, Senior Manager Savills Retail

James McDonald will give his views on the following topics:

What should we expect in 2013 in China ?

Where are the next big infrastructure projects ?

A review of those projects coming up in the next 5 years in the cities of Chengdu, Hangzhou and Tianjin.

- Will rents continue to rise across tier 1 and the top 2 cities.
- Do we expect sales to slow.
- What are the future trends.
- Which cities stand to benefit most from the high speed rail.
- Where are the next big projects.

Jane Yong will then follow up and give her views on the **Taiwan Market**.

Taiwan is gaining a great deal of interest on the back of Mainland tourism and becoming a hot topic amongst retailers.

- What other opportunities are there besides Taipei 101 ?
- What are the trends ?
- What infrastructure projects are planned in the next 5 years?
- Where are the growth areas ?

12.00-14.00 MIPIM ASIA CLUB

Buffet lunch offered to all registered participants

12.30-14.00 EMERALD ROOM

Topic-based lunch tables

See full details page 28

13.00-14.00 ROOM S423, LEVEL 4, HKCEC

Hong Kong Luncheon

by invitation only

Sponsored by: Development Bureau
The Government of the Hong Kong Special Administrative Region

14.00-15.00 RETAIL VILLAGE LOUNGE

MIPIM Asia final press conference

Topic-based lunch tables

Your detailed programme



- WEDNESDAY 7 NOVEMBER
- THURSDAY 8 NOVEMBER
- FRIDAY 9 NOVEMBER

TOPIC-BASED LUNCH TABLES

Your detailed programme

Every day, up to 100 professionals debate and share experiences on relevant topics at 10 lunch tables offering one of the most effective ways to exchange best practices on the issues that affect their business.

Each table deals with a different topical matter and is chaired by an industry expert who has kindly accepted to share his knowledge and facilitate the discussion amongst the guests.

HOW TO ATTEND TOPIC-BASED LUNCH TABLES?

Advance booking was made online for these tables. The online process is now closed but onsite booking is still possible upon availabilities.

Please meet our hostess at the Conferences office, next to the Organiser office in the MIPIM Asia registration area.

WEDNESDAY, 7 NOVEMBER

FOCUS ON INVESTMENT

12.30-14.00 EMERALD ROOM

Table 1 > China investment - the deal story

- A round trip investment journey
- What it takes to win and fail
- Issues and challenges faced

Chaired by: **Jim Yip**, Managing Director, Investment, China, DTZ a UGL company

Table 2 > Perspectives of a hospitality REIT

- A potential long term capital partner for hotel/serviced apartment developers and owners, including sales-and-leaseback structures
- Considerations in investing in a hotel or serviced apartment
- Working with third party operators as a value partner
- Potential markets of interest in Asia

Chaired by: **Ho Siang Twang**, Head, Investments and Investor Relations, M&C REIT Management Limited (as Manager of CDL Hospitality Trusts)

Table 3 > New realities about fund raising for Asia

- New challenges
- New opportunities

Chaired by: **Richard Yue**, CEO and CIO, Arch Capital Management Co Ltd.

Table 4 > Market transparency - its impact on attracting cross-border RE investors to Asia

- Which Asian market is the most transparent?
- Which Asian markets attract the most cross-border capital?
- Is there a correlation?

Chaired by: **Steve Williams**, Executive Managing Director, Real Capital Analytics

Table 5 > Hotel development opportunities in Asia

- What steps to take in the hotel development process to enhance project returns?
- Market outlook and deal environment in Indonesia, Malaysia and Taiwan
- Challenges and opportunities in entering frontier markets such as Myanmar and Cambodia

Chaired by: **Kevin Chen**, Vice President - Hotel Development, Asia/Pacific, Marriott International, Inc.

Table 6 > Senior, mezzanine and development debt financing in Australia, China and India

- Who are the providers?
- How is it structured and what does it cost?
- What is the impact of regulation?

Chaired by: **Bryan T. Southergill**, Managing Director & Head of Asia Real Estate Investing, J.P. Morgan

Table 7 > Addressing the direct commercial benefits of green buildings

- What does the table think "green building" means?
- Does green building come under "nice to have" or "must have" in 2012?
- What drives developers to incorporate green initiatives in their developments?
- Is first cost still the driving force behind decision making processes?

Chaired by: **Glan Blake Thomas**, Chairman, Advanced Ergonomic Technologies Ltd

Table 8 > Roles and scale of REIT in Asia Pacific in the coming years

- Potential markets for REIT
- Public and private REIT
- Investor demand for REIT
- Issues hinder the development of REIT

Chaired by: **Suchad Chiaranussati**, Managing Director, SC Capital Partners Pte Ltd (Manager of RECAP)

Table 9 > Retail in China – a landlord's perspective – what it takes to win

- The move towards integrated malls and the impact for asset management structures (the days of the dominant department store model are numbered)
- E-retailing is here to stay – are you ready?
- Moving away from major cities – the do's and don'ts

Chaired by: **Richard A. David**, Chief Executive Officer, Treasury Holdings Real Estate Pte Ltd (Trustee Manager)

Table 10 > Chinese overseas real estate investment

- Types and characters of Chinese capital going overseas
- Challenges for cross culture communications, negotiations and transactions
- Services and solutions to bridge Chinese capital and international opportunities

Chaired by: **Li Li**, Managing Director, International Strategic Group

THURSDAY, 8 NOVEMBER

FOCUS ON RETAIL REAL ESTATE

12.30-14.00 EMERALD ROOM

Table 11 > Spotlight on China retail

- Key issues facing the present retail industry going forward
- Brands seek good quality spaces but malls often focus on size: is bigger really better?
- E-retailing merging with brick and mortar operations: implications for landlords and tenants

Chaired by: **Paul Hart**, Executive Director, Knight Frank

Table 12 > The challenges to customize a global brand to cater to the Asia clientele

- Business model: licensee, distributor, JV or fully owned subsidiary?
- Products: same, different or adapted ?
- Advertising campaign: global, local, glocal?

Chaired by: **Frank Cancelloni**, CEO - Asia Pacific, Devanlay Asia Distribution Ltd.

Table 13 > Retail-anchored mixed-use projects: the latest hot spot in real estate development in China

- Why have retail-anchored mixed-use projects become so popular in China?
- What are the challenges and opportunities?
- What it takes to succeed?

Chaired by: **Henry Cheng**, Director & CEO, Chongbang Group

Table 14 > Creating opportunities from where we are

- New trend for property development in China
- What are the challenges?
- What is missing there?

Chaired by: **Philip Wong**, Managing Director and CEO, SOCAM Development

Table 15 > Hotel development trends in China: challenges & opportunities

- Operating contracts – is the market ready for franchising?
- Brands – is mid-tier catching up?
- Asset management – what drives the value of your hotel?

Chaired by: **C.J. Liang**, Partner, PKF China

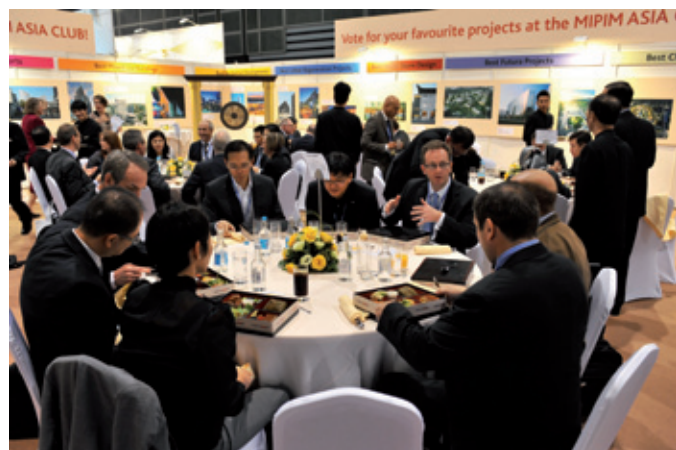


Table 16 > Mall architecture: design for people

- Yesterday, today, tomorrow - what have we learned?
- Design vs. stylization
- Impact of culture and context to enhance public space and liveability

Chaired by: **Phil Kim**, Managing Director Asia, and **John Simones**, Design Director, The Jerde Partnership

Table 17 > Corporate real estate for retailers

- Prototype execution
- Trade area for market demographics
- Financing challenges in merging markets

Chaired by: **William Joe Albright**, Vice President, Real Estate Development, Wal-Mart Asia

Table 18 > What is the area of focus for retailers in 2013/2014?

- Is it expansion /consolidation?
- What countries are hot?
- Where is the greatest potential?
- Have strategies changed for China?

Chaired by: **Nicholas Bradstreet**, Deputy Managing Director & Head of Leasing, Savills (Hong Kong) Limited

Table 19 > China mall's development racing the world

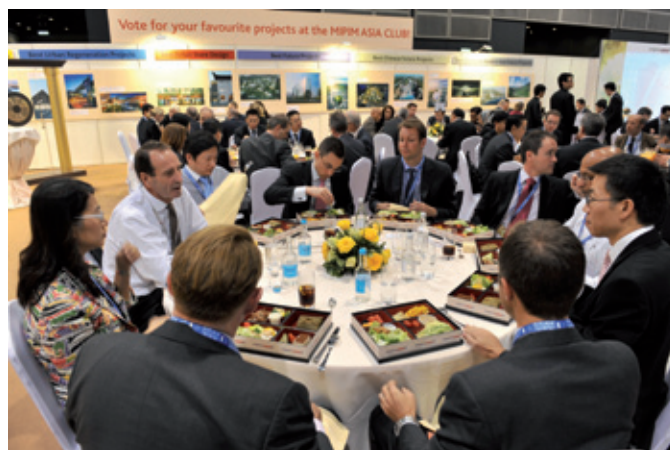
- Western expertise helps China mall's industry grows rapidly
- Starting from research & planning
- Moving onto leasing and asset management

Chaired by: **Henry Liauw**, Senior Director, Taubman TCBL Consulting Limited

Table 20 > Analysis of China's property market

- With restricted funds available in the local market, what opportunities are there for foreign investors?
- How effective has China's policies been on real estate market?
- How important is it to have a local team on the ground to ensure the success of your projects?

Chaired by: **Kenneth Gaw**, Managing Principal, Gaw Capital



TOPIC-BASED LUNCH TABLES

Your detailed programme

FRIDAY, 9 NOVEMBER

FOCUS ON SMART CITIES

12.30-14.00 EMERALD ROOM

Table 21 > Five years down the road for China market

- Which city will investors bet on?
- Which sector will out-perform the rest?
- Where should we avoid?

Chaired by: **Alvin Yip**, Managing Director, Investment, China, DTZ a UGL company

Table 22 > Smart cities – balancing resources, regeneration and conservation

- Factors contributing to “smart cities”
- Sustainability and urban regeneration
- Balancing conservation and modern development

Chaired by: **Maggie Brooke**, CEO, Professional Property Services Group

Table 23 > How global is the business of retail?

- Globalisation of major European and US retailers from luxury to hypermarkets to fast fashion. Is retail becoming more global?
- The emerging trend of Asian retailers moving West
- Global retailers adapting to local needs
- Are there global trends in retail development?

Chaired by: **James Hawkey**, Executive Director, Retail Services China, Cushman & Wakefield

Table 24 > Development and investment opportunities in Melbourne, Australia

- Melbourne's position as a strategic business and growth centre
- Unprecedented urban renewal opportunities
- How Melbourne is getting land development ready

Chaired by: **Sam Sangster**, Chief Executive Officer, Places Victoria

Table 25 > Smart cities, a Malaysian perspective

- An emerging economy's challenges to address connectivity, convenience and safety issues
- A Malaysian solution on space management and energy saving mechanism
- Case study & opportunities

Chaired by: **Abraham Jacob**, Vice President 1 Investment Promotions, Malaysia Property Incorporated

Table 26 > Retail (placemaking and sustainability) in the smart city

- Public realm vs. private realm – blurring the commercial boundary
- Sustainability in retail centres and the value of green accolades
- The value of smart technology to retail centres

Chaired by: **Simon Poole**, Associate Director, Benoy

Table 27 > Transportation hubs in China and new retail opportunities

- What are transportation hubs?
- Who are the customers?
- How do retailers and other tenants benefit?

Chaired by: **Bryan Chan**, Project Director, Shui On Land



Client Conferences and Events



Your detailed programme

- WEDNESDAY 7 NOVEMBER
- THURSDAY 8 NOVEMBER
- FRIDAY 9 NOVEMBER

CLIENT CONFERENCES AND EVENTS

Your detailed programme

WEDNESDAY, 7 NOVEMBER

9.00-9.30 5- F22

Jerde Project Tour Sign Up Time

Organiser: **JERDE**

10.30-11.15 AGORA ROOM

Multiplication Strategies in Real Estate

Organiser: 

The essence of any investment is to protect and multiply the money. Audiences shall be enlightened on these 7 important criteria:

1. How to protect wealth in property investments,
2. How to achieve 100% returns on every 5 years,
3. Take advantage of crisis,
4. When to sell properties,
5. The importance of positive cash flow,
6. Understand the impact on changes in government rules
7. Clear exit strategies

11.30-12.15 AGORA ROOM

Fire & Water hotel – first luxury sea resort of the land of fire – Azerbaijan

Organiser: 

This is project of construction and development of the first in Azerbaijan luxury sea resort at 55 min. drive from capital Baku. 50 hectares of beach area comprises 360 rooms hotel with indoor and outdoor swimming pools, restaurants and bars, golf pitch, unique spa with use of local volcano muds and mineral waters, a large conference centre and also 50 residential villas.

12.30-13.15 AGORA ROOM

Expanding hotel development opportunities in Asia

Co-organiser: 

The showcased hotel projects will give you an overview of the large variety of development models present on the Asian market. Discover international co-operations as development platforms, get an insight into investment opportunities and have a close look at successful hotel projects.

13.30-14.15 AGORA ROOM

The Philippines: Harnessing growth through tourism

Organiser: 

The Philippines has just launched its global campaign dubbed as “It’s more Fun in the Philippines.” As the Philippine tourism industry is expected to continue to grow, there will invariably be greater demand for investments. In response to that demand, the Department of Tourism is encouraging investments thru the designation of Tourism Enterprise Zones. The Tourism Infrastructure and Enterprise Zone Authority (TIEZA) is the lead agency of government undertaking this effort.

14.30-15.15 AGORA ROOM

Work / Life: Tipping the Balance

Organiser: 

Once again the balance is tipping as China speeds towards developed country status and moves from a work centred society to a life-oriented one. People now seek richer, more genuine lives for themselves and their families – the quality of the experience in the space between becomes the destination itself.

15.30-16.15 AGORA ROOM

Announcement of the latest results of RICS Global Property Survey Q3 2012

Organiser: 

RICS has recently published a Global Commercial Property Survey which provides guide to the developing trends in commercial property investment and occupier markets around the world. Providing a snapshot of sentiment, the current edition details market conditions for the third quarter of 2012 based on information collected from leading international real estate organisations, local firms and other property professionals. RICS Senior Economist together with Asia members will give an overview of the survey and discuss its implication on the Asian property market.

16.00-17.30 5- F22

Jerde 35th Anniversary Cocktail

Organiser: **JERDE**

16.30-17.15 5- F22

Foreign Direct Investment in United States Commercial Real Estate

Organiser:  CREFDI Realty Advisors

CREFDI Realty Advisors will present investment strategies and considerations to the international investor for United States commercial real estate. Current topics include FIRPTA, FATCA, EB-5 Immigrant Investor Visa, comparative yields across primary and secondary markets and various commercial real estate property types.

17.30-18.15 AGORA ROOM

HITA: "Discover what Hungary can offer for your business"

T2.a architects: HANDMADE / Local Solutions for a global World.

Indotek: How to make 20+ % IRR in the EU?

Organiser:   

THURSDAY, 8 NOVEMBER

9.00-9.30 5- F22

Jerde Project Tour Sign Up Time

Organiser: 

9.30-10.15 AGORA ROOM

Japan: Why Not Get In Now?

Organiser:  TOKYU LIVABLE, INC.

A number of global investors have resumed activity in the Japanese real estate markets, but there are still conflicting views on whether and how to find the right investment opportunities. Tokyu Livable's Global Business Development unit unveils the country's solid advantages among the Asian markets, and the most accessible investment strategies.

10.15-11.00 OPAL ROOM

Tianjin, China's New Economic Star; Burgeoning Yujiapu adds to its Glory

Organiser: Tianjin Yujiapu

- A Closer look at Tianjin as China's third economic growth pole
- How does Tianjin build Yujiapu into a world-class Financial Center.

10.30-11.15 AGORA ROOM

Investment and Development Opportunities in Melbourne, Australia

Organiser: 

Investment and Development Opportunities in Melbourne, Australia' Places Victoria delivers new homes, workplaces and public spaces through urban renewal in Melbourne, Australia and its neighbouring regional cities.

This State Government agency creates investment and development opportunities in and around central business districts. Strong population growth combined with development opportunities at Docklands and Fishermans Bend make Melbourne an ideal investment destination.

11.30-12.15 AGORA ROOM

Future Trends in Retail Interior Architecture & Design; case study of Hysan Place

Organiser: 

Benoy, the international award winning Architects, Masterplanners, Interior and Graphic Designers will be hosting a discussion on the future trends in retail, architecture and design. As the interior architects for the prestigious and newly opened Hysan Place in Hong Kong we shall be using this exciting project as a case study for discussion.

12.30-12.55 AGORA ROOM

Taichung STYLE-Healthy, Low-carbon, Smart City


Organiser: 

Taichung City is a city filled with creativity, energetic and vitality atmosphere.

After the margining of Taichung county and city in 2010, its central location is complemented with convenient domestic and international transportation network, natural and human resources, and the integration of city and rural qualities. Due to the condition of advantages of the population quality, and the accessibility location interchanges with mainland china, Taichung city is certainly has condition as international city.

12.55-13.15 AGORA ROOM

The rising of new aesthetic in taichung

Organiser:  台中市建築開發商業同業公會

1. Overview of Taichung's Real Estate Markets
2. Visible Architecture-The Rise of Taichung's New Architecture Style
3. Invisible Architecture-The Pursue of Happiness Aesthetic
4. Home Owners Association-The Pursue of Happiness Aesthetic
5. FIABCI 64th World Congress Taichung, Taiwan
6. Welcome to Taichung.

CLIENT CONFERENCES AND EVENTS

Your detailed programme

13.30-14.15 AGORA ROOM

Chongqing Land Promotion Seminar

Organiser:



Introduce the land development and investment opportunities in Chongqing. We will have the local land information from several companies included Xiyong Micro-Electronics Industrial Park Co. Ltd., Water Investment (Group) Co. Ltd., Jiangbeizui CBD Investment (Group) Co. Ltd., Yufu Assets Management (Group) Co. Ltd., City Construction Investment(Group) Co. Ltd.

14.30-15.15 AGORA ROOM

Malaysia Investments in the most liberalized economy of South East Asia

Organiser:



Mr Kumar Tharmalingam will share his views on a number of Malaysian Strategic Investment Opportunities, ranging from the amazing rise of the «Shenzen» of Singapore, Iskandar Malaysia, the unique Financial Master Plan for the Tun Razak Exchange (TRX) (a Canary Wharf/Marina Bay clone,) an update on Malaysia's IT Cluster in Cyberjaya, plus a spectacular opportunity to invest in eco-tourism in the world's oldest rainforest and opportunities to grow or exit in M Reits.

15.30-16.15 AGORA ROOM

Global Capital Flows for Commercial Real Estate Investments

Organiser: **REAL CAPITAL ANALYTICS**
Transactions. Trends. Tools.

Real Capital Analytics is a global commercial real estate research firm based in New York City with offices in London and San Jose, CA. The firm's proprietary research is focused exclusively on the investment market for commercial property. Within that arena, Real Capital Analytics offers the most in-depth, comprehensive and current information of activity in the industry.

15.30-16.30 5-C05

Conversation with WSP Principal Designers

Organiser: WSP Architects

16.30-17.15 AGORA ROOM

Real Estate Investment Opportunities in Japan

Organiser: **KENEDIX**
BEST INVEST

Japan is a leading nation for real estate transparency and business practice in Asia. Currently the relative stability of the Japanese real estate market attracts investors all over the world. Today it offers a diverse range of opportunities from core and core plus to opportunistic.

16.30-17.30 5-D12

Introducing Asia's Fastest Growing Real Estate Market

Organiser:



17.00-18.15 5-F22

Japanese Sake Party

Organiser: **Mitsubishi Corporation**

17.30-18.15 AGORA ROOM

Seizing Opportunities in Japan with Mitsubishi Corporation Group

Organiser: **Mitsubishi Corporation**

Tokyo's resilience after the GFC testifies to its strength and stability. To continue offering topnotch products, this year MC and DREAM have designed various types of funds to meet the investors' needs: logistics fund, private REIT, and mezzanine debt fund. Come find out why we're your best partners in Japan.

FRIDAY, 9 NOVEMBER

9.00-9.30 5- F22

Jerde Project Tour Sign Up Time

Organiser: **JERDE**

9.30-10.15 AGORA ROOM

Invest in Korea!

Organiser: **MCST**
Ministry of Culture, Sports and Tourism

The leading tourism development projects of Korea will be showcased in the fair.

To be presented during the Korea's Agora Room session are Ulsan Gangdong Tourism Complex, Anmyeon Unyeo Tourist Complex, Haenam Oceano Resort, and Gampo Tourist Complex.

10.30-11.15 AGORA ROOM

Real Placemaking

Organiser: **JERDE**

In a fast, fast world of copycat projects, emerging market cities deserve original solutions that address real needs for long term and authentic growth that focus on how people use public space. Since most cities are quick to knock down neighborhoods without addressing lost gathering places, new mixed use projects are pressured to provide a civic function that helps both public and private users. What are the new models which reject the old regional mall standards established in North America in the 1950s? What are the ingredients to provide richness and diversity of experience that architecture tends to miss?

11.30-12.15 AGORA ROOM

Does Mongolia have the fastest growing real estate market in the world?

Organiser:  MongolianProperties
making your property needs today and tomorrow

Mongolia is forecast to be one of the fastest growing economies over the next five years. Huge wealth is being created as a result of massive mineral reserves and this is quickly feeding into the real estate market. Mongolian Properties is recognised as one of the top developers within the country and has a strong track record of being able to build top-end residential and commercial buildings.

12.30-13.15 AGORA ROOM

Experientia Docet

Organiser: **SPARK ★**

My personal architectural journey post graduation in London in the mid 1980's has taught me the value of connecting the architecture that Spark produces into its urban and social fabric, these are not easy lessons to learn and implement in a development environment where the prerequisite is so often driven by iconography and low common denominator commercialism.

This talk is about my journey and how Spark's work has responded and grown via the opportunities Asia has presented our studios over the last 12 years.



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Our next real estate events:

MAPIC
The international market of retail real estate
14-16 November 2012
Palais des festivals, Cannes - France

MIPIM
The world's property market
12-15 March 2013
Palais des Festivals, Cannes - France

Co-organised with Reed Exhibitions Hong Kong

