

REAL ESTATE INVESTORS & DEVELOPERS IN ASIA



# ASIA GRI 2011

MARINA BAY *Sands*  
SINGAPORE

**SINGAPORE** 16 FEBRUARY



# TOTAL REAL ESTATE

## THE BIG PICTURE

INVESTING IN ASIA – is now the right time?  
SOUTHEAST ASIA RE – rebound or still wait and see?  
SUSTAINABLE DEVELOPMENTS – necessity or wish? ... AND MORE

## INVESTMENT PROGRAM

PRIVATE EQUITY IN ASIA – where to put the money?  
INSTITUTIONAL INVESTORS IN ASIA – strategies, deals & opportunities  
FOREIGN INVESTORS IN ASIA – new markets, new attractions? ... AND MORE

## DEVELOPMENT PROGRAM

RETAIL & SHOPPING CENTRE INVESTMENTS – safe bet or hot bed?  
OFFICE IN ASIA – on the path to recovery?  
HOTEL ACQUISITION, FINANCING AND DEVELOPMENT – what are the asian secrets? ... AND MORE

## FINANCING PROGRAM

CAPITAL RAISING & CROSS-BORDER INVESTORS – where is the money coming from?  
FUNDS VS DIRECT DEALS – is the fund model in need to revival?  
DEBT FINANCING – bottleneck or alternatives at hand? ... AND MORE

## REGIONAL PROGRAM

CHINA COMMERCIAL – tier1 or tier2 preferred?  
INVESTMENT IN INDIAN REAL ESTATE – how attractive?  
JAPAN REAL ESTATE INVESTMENTS – distressed or core?  
SINGAPORE – have prices bottomed?  
VIETNAM – next property bonanza? ... AND MORE



CHRISTOPHER ANDREWS  
MGPA



AMBRISH BAISIWALA  
PORTMAN HOLDINGS



SUCHAD CHIARANUSSATI  
RECAP



BRIAN CHINAPPI  
STANDARD CHARTERED BANK



WINSON CHOW  
CHINA RESOURCES PROPERTY LIMITED



CHARLES COSGROVE  
ARCH CAPITAL



CHETAN DAVE  
IDFC CAPITAL



CHARLES DE PORTES  
REDWOOD GROUP ASIA



PIETRO DORAN  
DORAN CAPITAL PARTNERS



Christel Huang



Henri Alster

The GRI invites senior industry leaders that might find it useful to (co-)Chair a discussion at a GRI event to contact:

**Christel Huang, Director, GRI**  
[christel.huang@globalrealestate.org](mailto:christel.huang@globalrealestate.org)

## No speeches. No presentations. But plenty of speakers. You. Everybody.

The role of the Discussion Chairs is to make everyone talk, engage and connect.

On 16 February 2011 in Singapore, the GRI will bring together those global leaders and regional industry greats that are actively shaping and driving the Real Estate industry today in Asia for a series of small and informal discussions.

Like with all GRI meetings, these discussions - each masterminded by leading industry players - encourage you and everybody to join in, to talk and to share.

It is a place where senior players meet each other and build friendships in a setting devoid of selling pressure.

Discussion chairs are not speakers. The job of discussion chairs is to make others talk, engage and connect. If connecting with industry peers on topics of mutual interest is useful to you, we would be delighted to welcome you to the Asia GRI.

See you in Singapore.

**Christel Huang**  
Director, GRI Asia  
GRI – Global Real Estate Institute

**Henri Alster**  
Chairman,  
GRI – Global Real Estate Institute



**MICHAEL EVANS**  
AMB



**FRANK FORELLE**  
DEUTSCHE BANK



**ADRIAN FU**  
KHI HOLDINGS



**STUART GRANT**  
THE BLACKSTONE GROUP



**RICHARD JOHNSON**  
UBS GLOBAL ASSET MANAGEMENT



**JASON KERN**  
HSBC



**DON LAM**  
VINACAPITAL GROUP



**DESMOND LIN**  
SAIGON ASSET MANAGEMENT



**COLIN MACDONALD**  
FINE GRAIN PROPERTY



## TIMETABLE

### TUESDAY 15 FEBRUARY

■ 19H00 onwards

#### Private Board Dinner

(By invitation only - reserved for GRI Board, Asia GRI Sponsors and Discussion (co-)Chairs.)

#### MARINA BAY SANDS

10 Bayfront Avenue  
Singapore 018956

### WEDNESDAY 16 FEBRUARY

■ 08H00

Check-in

■ 09H00-13H15

Keynote & Group Discussions

■ 13H15-14H15

Lunch

■ 14H15-16H45

Group Discussions

■ 16H45-18H00

Closing Drinks

Dress code: Business Casual, no tie required



**RICK MAYO-SMITH**  
INDOCHINA CAPITAL



**ANDREW MOORE**  
PAMFLET GROUP



**DAVID MORITZ**  
MACQUARIE CAPITAL ADVISERS



**NARESH NAIK**  
MORGAN STANLEY REAL ESTATE



**VIKAS OBEROI**  
OBEROI REALTY



**ANNA PANDEY**  
GE PENSION



**SKIP SCHWARTZ**  
HEITMAN



**AVNISH SINGH**  
TISHMAN SPEYER



**GREGORY STUPPLER**  
STARWOOD CAPITAL GROUP



# KEYNOTE



**GLOBAL LIQUIDITY BOOST**  
how good for Asia's economies?

**LUCA SILIPO**  
md & chief economist for asia pacific  
**NATIXIS** hong kong



**PETER SUCCOSO**  
APOLLO GLOBAL RE, ASIA PACIFIC



**SETH SULKIN**  
PACIFICA MALLS K.K.



**DANIEL TEO**  
HONG HOW GROUP



**NIEL THASSIM**  
REEF



**SONG WEI**  
PACIFIC ALLIANCE



**WILLIAM WILFONG**  
GOLDEN LAND PROPERTY DEVELOPMENT



**PETER WITTENDORP**  
AEW ASIA



**RICHARD YUE**  
ARCH CAPITAL MANAGEMENT



**ROBERT ZULKOSKI**  
OAKTREE CAPITAL MANAGEMENT

## DISCUSSIONS

### INVESTING IN ASIA *is now the right time?*

**PAUL KEOGH**  
md & cio, asia pacific  
**RREEF ASIA PACIFIC** hong kong

**BRIAN CHINAPPI**  
global head,  
principal finance real estate  
**STANDARD CHARTERED BANK**  
hong kong

**CHETAN DAVE**  
president & ceo,  
real estate investments  
**IDFC CAPITAL** singapore

**PIETRO DORAN**  
chairman & principal partner  
**DORAN CAPITAL PARTNERS**  
south korea

**ADRIAN FU**  
chief executive  
**KHI HOLDINGS** hong kong

**VIKAS OBEROI**  
managing director  
**OBEROI REALTY** india

**PETER WITTENDORP**  
managing director, asia pacific  
**AEW ASIA** singapore



Paul Keogh



Brian Chinappi



Chetan Dave



Pietro Doran



Adrian Fu



Vikas Oberoi



Peter Wittendorp

### SOUTHEAST ASIA RE *rebound or still wait and see?*

**WILLIAM WILFONG**  
ceo & chairman of the  
executive committee  
**GOLDEN LAND PROPERTY  
DEVELOPMENT** thailand

**SIMON LANDY**  
executive chairman  
**COLLIERS INTERNATIONAL**  
thailand

**RAZALEIGH ZAINAL**  
senior vice president  
**ISKANDAR INVESTMENT BHD**  
malaysia



William Wilfong



Simon Landy



Razaleigh Zainal

### SUSTAINABLE DEVELOPMENTS *necessity or wish?*

**ATUL CHORDIA**  
managing director  
**PANCHSHIL REALTY** india

**WINSON CHOW**  
managing director  
**CHINA RESOURCES PROPERTY  
LIMITED** hong kong

**KRUTI JAIN**  
director  
**KUMAR URBAN  
DEVELOPMENT LIMITED** india

**SUMIT NANDA**  
director  
**DR. FRESH ASSETS** india



Atul Chordia



Winsong Chow



Kruti Jain



Sumit Nanda

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## ASSET MANAGEMENT IN ASIA PACIFIC PORTFOLIOS

*what role does it play?*

**STUART GRANT**  
managing director  
**THE BLACKSTONE GROUP**  
hong kong

**ROY LING**  
managing director  
**RL CAPITAL MANAGEMENT**  
singapore

**COLIN MACDONALD**  
chief executive  
**FINE GRAIN PROPERTY**  
singapore

**DAMIAN MANOLIS**  
managing director, southeast asia  
**PRAMERICA REAL ESTATE INVESTORS (ASIA)** singapore

**ANDREW MOORE**  
ceo  
**PAMFLEET GROUP** hong kong

**JONATHAN SCHIFF**  
chairman  
**SCHIFF DEVELOPMENT** macau



Stuart Grant



Roy Ling



Colin Macdonald



Damian Manolis



Andrew Moore



Jonathan Schiff

## PRIVATE EQUITY IN ASIA

*where to put the money?*

**KULDIP CHAWLLA**  
director,  
portfolio management  
**RED FORT CAPITAL** india

**SUCHAD CHIARANUSSATI**  
managing director  
**RECAP** singapore

**ALISON COOKE**  
managing director - real estate  
**C.V. STARR INVESTMENT ADVISORS** hong kong

**NITIN SINGHAL**  
founder and managing partner  
**BO TREE PARTNERS** uk

**RICHARD YUE**  
ceo  
**ARCH CAPITAL MANAGEMENT**  
hong kong



Kuldip Chawlla



Suchad Chiaranussati



Alison Cooke



Richard Yue

## INSTITUTIONAL INVESTORS IN ASIA

*strategies, deals & opportunities*

**RICHARD JOHNSON**  
head of business development  
apac, global real estate  
**UBS GLOBAL ASSET MANAGEMENT** hong kong

**SKIP SCHWARTZ**  
director of acquisitions, asia  
**HEITMAN** japan

**GREGORY STUPPLER**  
managing director  
**STARWOOD CAPITAL GROUP**  
japan

**CRAIG TURNBULL**  
investment director  
**AGINCOURT CAPITAL** australia

**WILFRED WONG**  
executive chairman, china  
**PS HONG KONG LIMITED**  
hong kong

**MAHESH GANDHI**  
founder & managing director  
**PRAMA CAPITAL** india



Mahesh Gandhi



Richard Johnson



Skip Schwartz



Gregory Stuppler



Craig Turnbull



Wilfred Wong

## DISCUSSIONS

### FOREIGN INVESTORS IN ASIA

*new markets, new attractions?*

**ALISHER ALI**  
managing partner  
**EURASIA CAPITAL** hong kong

**NEIL BANE**  
managing director  
**CARLTON ADVISORY SERVICES** usa

**CHARLES COSGROVE**  
chairman of inv committee  
**ARCH CAPITAL** singapore

**KAPIL WADHAWAN**  
vice chairman & managing director  
**DHFL** india

**ROBERT ZULKOSKI**  
managing director  
**OAKTREE CAPITAL MANAGEMENT** singapore



Alisher Ali



Neil Bane



Charles Cosgrove



Kapil Wadhawan



Robert Zulkoski

### RETAIL & SHOPPING CENTRE INVESTMENTS

*safe bet or hot bed?*

**PHILIP EVANS**  
director,  
commercial & retail leasing  
**AL FUTTAIM GROUP**  
**REAL ESTATE** uae

**RUI OLIVEIRA**  
ceo china  
**FITOUT** china

**AMIT PURI**  
director-business development  
**IVANHOE CAMBRIDGE**  
**INVESTMENT ADVISORY** india

**NITESH SHETTY**  
chairman & managing director  
**NITESH ESTATES LIMITED** india

**MARTIN WRAGGE**  
ceo  
**LEISURE RETAIL PROPERTY**  
**SOLUTIONS CHINA** china



Philip Evans



Rui Oliveira



Amit Puri



Nitesh Shetty



Martin Wragge

### OFFICE IN ASIA

*on the path to recovery?*

**ARIF FAZLANI**  
managing director  
**SOPARIWALA EXPORTS** india

**MARK KUMARASINHE**  
executive director  
**EMBOSS CAPITAL** australia

**DOMINIC MACPHAIL**  
director,  
singapore hub manager  
**BARCLAYS CAPITAL** singapore

**SANJAY RATRA**  
director & head of commercial  
real estate india - debt  
**STANDARD CHARTERED** india

**PETER SUCCOSO**  
md, head of asia pacific  
portfolio management  
**APOLLO GLOBAL REAL ESTATE,**  
**ASIA PACIFIC** hong kong



Nigel Barnes



Mark Kumarasinhe



Sanjay Ratra



Peter Succoso

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... getting everybody to share, connect and make friends

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## HOTEL ACQUISITION, FINANCING AND DEVELOPMENT

*what are the asian secrets?*

**MONIKA DUBAJ**  
vice president, development  
**HYATT HOTELS & RESORTS**  
singapore

**CARL GOUW**  
managing director  
**GOLDIG INVESTMENT GROUP**  
hong kong

**MARC HEDIGER**  
svp - product & development  
**NEW WORLD HOSPITALITY**  
hong kong

**ROLAND JEGGE**  
vice president  
**WORLDHOTELS** singapore

**GIRISH JHUNJHNUWALA**  
ceo  
**OVOLO GROUP** hong kong

**UMESH LUTHRIA**  
chief investment officer & business head  
**APODIS HOSPITALITY** india

**BASEL SHAMMOUT**  
coo & chief development officer  
**ALFARDAN HOLDING** qatar



Monika Dubaj



Carl Gouw



Roland Jegge



Girish Jhunjhnuwala



Umesh Luthria



Basel Shammout

## CAPITAL RAISING & CROSS-BORDER INVESTORS

*where is the money coming from?*

**AMBRISH BAISIWALA**  
chief executive officer  
**PORTMAN HOLDINGS** usa

**JASON KERN**  
managing director, head of real estate advisory, asia-pacific  
**HSBC** hong kong

**NIEL THASSIM**  
md & head of rreef real estate, asia pacific  
**RREEF** hong kong

**MARTIJN VAN ELDIK**  
senior vice president  
**ING REAL ESTATE INVESTMENT MANAGEMENT** singapore

**PETER YASSA**  
managing director  
**REIT CAPITAL** australia



Ambrish Baisiwala



Jason Kern



Niel Thassim



Martijn Van Eldik



Peter Yassa

## DISCUSSIONS

### FUNDS VS DIRECT DEALS *is the fund model in need of revival?*

**CHRISTOPHER ANDREWS**  
managing director  
capital markets  
**MGPA** hong kong

**MARJON COPIER**  
asset manager international  
real estate  
**SYNTRUS ACHMEA**  
**REAL ESTATE** netherlands



Christopher Andrews



Marjon Copier

**DAVID DIX**  
managing director  
**VERMILION CAPITAL** japan



David Dix



Anna Pandey

**ANNA PANDEY**  
head of asia  
**GE PENSION** hong kong

### DEBT FINANCING *bottleneck or alternatives at hand?*

**BENNY CHIU**  
managing partner  
**GRAND PRIZE LIMITED**  
hong kong



Benny Chiu

**FRANK FORELLE**  
md - corporate investments,  
asia pacific  
**DEUTSCHE BANK** japan



Frank Forelle



Rish Tej

**JOSEPH PEREIRA**  
head, global asset management  
**STANDARD CHARTERED BANK**  
hong kong

**RISH TEJ**  
co founder & ceo  
**SHEER CAPITAL ADVISORY** india

### CHINA COMMERCIAL *tier1 or tier2 preferred?*

**CHARLIE LIN**  
ceo  
**ASIA BASE DEVELOPMENT**  
hong kong



Charlie Lin

**HUBERT SHEA**  
partner/head of china  
**L REAL ESTATE ADVISORS** china



Hubert Shea

**ANDREW TAYLOR**  
managing director  
**MACQUARIE CAPITAL**  
hong kong



Andrew Taylor

**EDMOND YEW**  
senior vice president  
**LAI FUNG HOLDINGS** hong kong

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... as if an  
after-dinner  
conversation  
in one's own  
living room.

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## RMB FUNDS

*where do  
they invest?*

**YU LIU**  
general manager  
**HUAFANG CAPITAL**  
**CHONGQING EQUITY**  
**INVESTMENT FUND** china

**SONG WEI**  
managing director  
**PACIFIC ALLIANCE** china

**JIM ZHANG**  
ceo  
**HUAFANG CAPITAL** china



Yu Liu



Song Wei



Jim Zhang

## INVESTMENT IN INDIAN REAL ESTATE

*how attractive?*

**NARESH NAIK**  
country head, india  
**MORGAN STANLEY**  
**REAL ESTATE** india

**VED PRAKASH ARYA**  
ceo and md  
**MILESTONE CAPITAL ADVISORS**  
india

**ABHIJEET BHALLA**  
managing director  
**MILLENNIUM SPIRE ASSET**  
**MANAGEMENT** singapore

**RAJ BHANDARI**  
managing partner  
**ADAM REALTY** india

**JIM BOWEN**  
partner  
**GULF & ASIA DEVELOPMENT**  
**GROUP** singapore

**ANUJ MALIK**  
head of india  
**ARCH CAPITAL MANAGEMENT**  
singapore

**NAKSHATRA ROY**  
director corporate operations  
**TRUE VALUE HOMES INDIA**  
india

**ARIF SHEIKH**  
president, retail  
**ADVANCE INDIA PROJECTS** india

**AVNISH SINGH**  
managing director &  
head acquisitions  
**TISHMAN SPEYER** india

**TARIQ VAIDYA**  
head real estate  
**NV CAPITAL SERVICES LLP** india



Naresh Naik



Ved Prakash Arya



Abhijeet Bhalla



Raj Bhandari



Jim Bowen



Anuj Malik



Nakshatra Roy



Arif Sheikh



Avnish Singh



Tariq Vaidya

## DISCUSSIONS

### JAPAN REAL ESTATE INVESTMENTS *distressed or core?*

**CHARLES DE PORTES**  
global president  
**REDWOOD GROUP ASIA**  
singapore

**MICHAEL EVANS**  
managing director, asia-pacific  
**AMB** japan

**DR. MIKE GHAEMMAGHAMI**  
representative director  
**WIB REAL ESTATE**  
**FINANCE JAPAN K.K.** japan

**SETH SULKIN**  
president & ceo  
**PACIFICA MALLS K.K.** japan



Charles De Portes



Michael Evans



Dr. Mike Ghaemmaghami



Seth Sulkin

### SINGAPORE *have prices bottomed?*

**STEVEN CHOO**  
ceo  
**REDAS** singapore

**JEREMY CHOY**  
project director, asia square  
**MGPA (SINGAPORE)** singapore

**DAVID MORITZ**  
md & co-head of real estate  
group, south east asia  
**MACQUARIE CAPITAL**  
**ADVISERS** singapore

**DANIEL TEO TONG HOW**  
chairman & managing director  
**HONG HOW GROUP** singapore



Steven Choo



Jeremy Choy



David Moritz



Daniel Teo Tong How

### VIETNAM *next property bonanza?*

**JONATHAN CHENG**  
managing director  
**JEN CAPITAL ADVISORS**  
hong kong

**DON LAM**  
ceo  
**VINACAPITAL GROUP** vietnam

**DESMOND LIN**  
managing partner,  
vietnam property holding  
**SAIGON ASSET MANAGEMENT**  
vietnam

**RICK MAYO-SMITH**  
managing director  
**INDOCHINA CAPITAL** vietnam



Jonathan Cheng



Don Lam



Desmond Lin



Rick Mayo-Smith

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INDUSTRY PARTNERS



MEDIA PARTNERS

# REGISTRATION FORM ASIA GRI 2011

FAX TO: +44.20 8445 6633 or email to: [registrations@globalrealestate.org](mailto:registrations@globalrealestate.org)

MR/MRS/DR	FIRST	INITIALS	LAST
(III/JR/...)		NICKNAME	
POSITION/JOB TITLE			
DIRECT TEL			
EMAIL			
COMPANY			
ASSISTANT		ASSISTANT TEL	
ASSISTANT EMAIL			
ADDRESS			
CITY		STATE/PROVINCE/COUNTY	
POSTCODE		COUNTRY	
DIVISION'S WEB ADDRESS (EX: <a href="http://WWW.COMPANY.EXT/DIVISION...">WWW.COMPANY.EXT/DIVISION...</a> )			

Asia GRI 2011 Singapore, 16 February	Single Non Member	Group per person (Non Member) or GRI Member	Discussion (co-) Chair
Until 17 Jan	<input type="checkbox"/> US\$ 1,775	<input type="checkbox"/> US\$ 1,675	<input type="checkbox"/> US\$ 1,475
After 17 Jan	<input type="checkbox"/> US\$ 1,975	<input type="checkbox"/> US\$ 1,875	<input type="checkbox"/> US\$ 1,675
Fee for payment methods other than credit card			<input type="checkbox"/> US\$ 75
Fee for onsite payment (credit card or cash only):			<input type="checkbox"/> US\$ 175

**PAYMENT DETAILS** A receipt will be returned.

PLEASE TICK ☐ VISA ☐ MASTERCARD ☐ AMEX ☐ CHECK (+US\$ 75)<sup>(1)</sup>

CARD NUMBER

NAME ON CARD

EXPIRY

\*CSC/CVV (MANDATORY)

SIGNATURE

CREDIT CARD BILLING ADDRESS, if different from above (important, please provide)

STREET ADDRESS

CITY

STATE/COUNTY/PROVINCE

POSTCODE

\*THE CSC IS THE FINAL THREE DIGIT NUMBER PRINTED ON THE REVERSE OF YOUR CARD ALONG THE SIGNATURE STRIP. FOR AMERICAN EXPRESS CARDS, PLEASE PROVIDE THE FOUR DIGIT CVV LOCATED ABOVE THE CARD NUMBER.

GRI Annual Individual Membership (optional)		\$ Dollar rate
Regular	<input type="checkbox"/> US\$ 2,400	
Discussion co-Chair**	<input type="checkbox"/> US\$ 800	
** Available for fee paying Discussion (co-) Chairs of any GRI during calendar year. For further membership enquiries please contact: <a href="mailto:memberships@globalrealestate.org">memberships@globalrealestate.org</a>		

- |   |   |
|---|---|
| <input type="checkbox"/> INVESTOR                     | <input type="checkbox"/> LAWYER                                     |
| <input type="checkbox"/> PENSION (Investor)           | <input type="checkbox"/> A&E (Architect/Engineer)                   |
| <input type="checkbox"/> PROPERTY COMPANY (Developer) | <input type="checkbox"/> TITLE (COMPANY)                            |
| <input type="checkbox"/> INFRASTRUCTURE COMPANY       | <input type="checkbox"/> GOVERNMENT (Officials)                     |
| <input type="checkbox"/> LENDER                       | <input type="checkbox"/> ECONOMIC DEVELOPMENT                       |
| <input type="checkbox"/> HOTEL (Company)              | <input type="checkbox"/> ACADEMIC (Think Tank)                      |
| <input type="checkbox"/> INVESTMENT BANK              | <input type="checkbox"/> MEDIA                                      |
| <input type="checkbox"/> CORPORATE (User)             | <input type="checkbox"/> TRADE (Group/Exhibit/Conference Organiser) |
| <input type="checkbox"/> AGENT (Surveyor)             | <input type="checkbox"/> OTHER _____                                |
| <input type="checkbox"/> ADVISOR (Accountant/Tax)     |   |



## ASIA GRI 2011 Singapore 16 February

### VENUE

**MARINA BAY SANDS** 10 Bayfront Avenue, Singapore 018956

### ACCOMMODATION

Lodging costs are not included in conference fees.

- GRI Rate - GRI Attendees benefit from a preferential rate at the Marina Bay Sands Hotel.
- Special GRI Hotel rate is only available when requesting "GRI rate" **through direct phone or email reservations** with the hotel, not through travel agents or online.
- Please book your hotel room well **in advance**, as it invariably sells out early.

Atrium Deluxe SGD\$360.00

All bookings are subject to availability and the best rate available after 17th January 2011.

Please book directly with the hotel:

**Marina Bay Sands, Singapore**

Reservations:

- Tel: +65 6688 8888 Fax: +65 6688 8899
- Email: groups@marinabaysands.com
- Enter (copy) into your browser: [www.mygri.com/GRI2011AHotelReservation.pdf](http://www.mygri.com/GRI2011AHotelReservation.pdf), download the reservation form and email/fax directly to the hotel.

### VISA INFORMATION

Please note that a visa may be required to enter Singapore for the event. A formal letter of confirmation can be arranged to assist with the visa application upon request. Please contact [rupa.patel@globalrealestate.org](mailto:rupa.patel@globalrealestate.org) for further details.

### BADGES

Delegates must wear badges at all times.  
Admission will regrettably not be possible otherwise.

### TERMS AND CONDITIONS

**Payment** is required by return. Delegate fee must be paid in full prior to conference or admission is regrettably not possible.

**Confirmation** will be sent on receipt of payment. If you have not received confirmation within 14 days of registration, please contact us to confirm your booking.

**Cancellation** and transfer to colleagues must be in writing. Transfer to colleagues is possible at any time. 90% refund will apply if cancellation notice is received by 17 January 2011. We regret no refunds are possible for cancellations received thereafter.

### ONSITE CASH REGISTRATIONS

Fee for onsite registrations payment (credit card or cash only) \$175.

### (1) CHECK

CHECK Check and methods of payment other than credit cards incur an additional \$75 charge. Pay "GRI". Mail check and registration form to:

**GRI, 1379 High Road, London N20 9LP, UK**

### (2) GROUP RATE

Group rate is per person.

Applies to groups of 3 or more participants.

Need not be from the same company.

Please note that registration fee reductions are not cumulative.

INDUSTRY PARTNER



**MIPIM ASIA**

November 2011

Convention & Exhibition Centre, Hong Kong

[www.mipimasia.com](http://www.mipimasia.com)

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**Group rate - 3 or more, save US\$200 each**

### [FOR DISCUSSION (CO-)CHAIRS AND MEMBERS ONLY:]

Please email before 17 December to: [rupa.patel@globalrealestate.org](mailto:rupa.patel@globalrealestate.org)



### PLEASE PROVIDE:

1. COMPANY SPECIALTY - maximum 16 words:

- Investors/lenders: criteria (type • where • amount range • existing vs development...)

**Example:**

**"office, hotels, bulk sales • Germany, CEE, China • US\$100-500 million • existing or development • major metros only"**

- Developers: product specialty (type • where • size range • existing v development...)
  - Other: describe specialty bullet point style
2. COLOR PORTRAIT PHOTO: **HIGH RESOLUTION .JPG**
3. LOGO: COLOR • B/W • INVERSE (.EPS FORMAT)
4. PERSONAL BIOGRAPHY + DIVISION'S PROFILE
- 100 words maximum total, in 1 or 2 languages [adjust pro-rata if other language takes less space (e.g. Mandarin - 2 to 1) or more].
  - Division's profile: division's specific activity (more relevant & useful than company's overall)

**Early registration - Save US\$200 prior to 17 January**

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Ongoing updates at:  
**[WWW.GLOBALREALSTATE.ORG](http://WWW.GLOBALREALSTATE.ORG)**

# REAL ESTATE INVESTMENT ACROSS THE WORLD 2010/2011 EVENTS



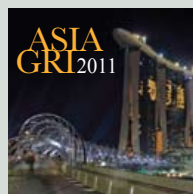
**NEW EUROPE GRI 2010**  
Prague, 23 November



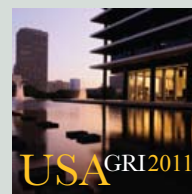
**TURKEY GRI 2011**  
Istanbul, 18 January



**GRI EUROPE CHAIRMEN'S  
RETREAT 2011**  
St Moritz, 20-23 January



**ASIA GRI 2011**  
Singapore, 16 February



**USA GRI 2011**  
New York, 2 March



**DEUTSCHE GRI 2011**  
Frankfurt, 3-4 May



**BRITISH GRI 2011**  
London, 26 May



**CHINA GRI 2011**  
Beijing, 2 June



**GRI EUROPE SUMMIT 2011**  
Paris, 7-8 September



**RUSSIA GRI 2011**  
Moscow, 20 September



**INDIA GRI 2011**  
Mumbai, 5 October



**MENA GRI 2011**  
Sharm El Sheikh, 3 November



**BRAZIL GRI 2011**  
Sao Paulo, 9 November

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