



PROPERTY JOINT VENTURE ASIA

Creating new partnerships for developers to flourish

October 5 – 7 2016 | Singapore



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WHY YOU SHOULD ATTEND

Property construction, land buying and investment in Asia is as strong as ever, even with tremors of China's economic slowdown & geopolitical events, we continue to see a bullish market across liquid regions. Joint ventures amongst developers, contractors or financiers (be it from overseas or regional), are gaining a lot of attention offering firms a gateway to local knowledge, risk mitigation and security in land purchasing with a local partner.

Projects such as the Suzhou Industrial Park or Australia's largest mixed use development - Jewel, are great examples of property joint ventures set up between various entities succeeding. However not all partnerships prove to be as fruitful with many aspects to manage from the beginning of agreement. Culture, transparency, hierarchy, planning goals and exit strategies are just some areas that can cause unrest and threaten delivery of a sustainable scheme if not managed correctly.

With JV partnerships on the rise, how do developers expose themselves to the right partner? How do SMEs in Asia Pacific regions offer valuable ROI against its bigger counterparts? What CBD still offer transparent growth and how is land purchasing in frontier SE regions transpiring between local and overseas partners?

Join us at **Property Joint Venture Asia** to meet one on one with key partners through precise matching, pitch to a room of potential new clients enlightening your project outcomes, gain deep insight into Vietnam & Myanmar property law at the briefings and continue conversations to improve deal flow at company headquarter offices based in Singapore.

7 REASONS TO ATTEND

1. **Drive business value with strategic JV insight:** learn what every business person needs to know about property partnerships & local markets to improve your bottom line
2. **Debate key industry trends & meet with frontier governments, developers and financiers** to improve your future business goals
3. **Understand Vietnam and Myanmar property law:** extract the right information and implement them into your development strategy
4. **Improve your partnership experience,** learn how to implement cultural and community engagement strategies to sustain projects
5. **Monitor developer trends** to anticipate buying decisions & deliver the right services to win contracts
6. **Access to in-depth one-on-one discussions** with CEOs and senior managers ready to do JV deals
7. **Build new JV partnerships** to determine your future strategic direction critical to making cost efficient decisions

COMPANY PRESENTATIONS

Provides a platform for companies looking for new partners, be it a developer, contractor or investor to pitch in-depth projects & showcase opportunities. We aim to feature presentations from a diverse selection of both domestic and international companies engaged in commercial, mixed use and residential projects. To present your company at the event please email johnk@trueventus.com

KEY FEATURES

- Company presentations showcasing project opportunities
- Joint Venture one on one meetings & profile matching
- Case study, keynote and panel format
- Frontier property regions available to meet on site
- Briefing focused on Vietnam & Myanmar property law

WHO SHOULD ATTEND?

This event is designed for but not limited to:

KEY SECTORS:

- Property developer (residential, mixed use or commercial)
- Contractors, construction, engineering & design
- Finance, banking & investment
- Industrial
- Design & architecture
- Asset development
- Large consultancies
- Law
- Insurance

JOB TITLE:

- CEO, COO, CIO & CFO
- Vice presidents
- Directors & general managers
- Heads of JV department
- Heads of construction
- Heads of engineering
- Heads of planning
- Heads of development
- Heads of design
- Heads of project management
- Financial institution managers
- Investment & asset managers
- Fund managers
- Insurance managers
- Corporate strategy managers
- Land managers
- Consultants
- Architect managers

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FEATURING KEYNOTE PRESENTATION, PANEL DISCUSSION & CASE STUDIES DELIVERED BY DISTINGUISHED SPEAKERS INCLUDING:



Martin Stockley
Chief Engineer
State Development Company, Russia



Joel Luna
Vice President
Ayala Land, Philippines



Ryan Chen
Director Development Asia Pacific
Dusit International, Thailand



Marcus Nobbe
Chief Architect
Dalian Wanda Group, China



Ishak Chandra
Managing Director – Corporate Strategy
Sinar Mas Land, Indonesia



Datuk Khairil
CEO
Medini Iskander, Malaysia



Kenneth Yu
Senior Manager – Construction & Engineering
Chun Wo Development, Hong Kong



Rudolf Hever
CEO
Alternaty, Vietnam



James Finch
Managing Director/Partner
DFDL, Myanmar



Getty Goh
CEO
CoAssets, Singapore



Will Myles
Regional Managing Director – Asia Pacific
RICS, Singapore



Dr. Stephen Cairns
Senior Director – Future Cities Laboratory
ETH Centre, Singapore



Marriott Frank
Senior Director & Head of Real Estate
Capital Markets – Asia-Pacific
Savills, Hong Kong



William Wilfong
CEO
Sartoris, Singapore



Ron Tan
Development Director
Amerald Land, Singapore



Bob Mok
Managing Director
BM Real Capital, Singapore

For further details, contact

Corin Tan

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DAY ONE

- 0900 **Chairs opening remarks**
Marriott Frank, Senior Director & Head of Real Estate Capital Markets – Asia-Pacific
Savills, Hong Kong
- 0905 **Session One – Keynote address**
Indonesia's portfolio growth within SE Asia's market
Ishak Chandra, Managing Director – Corporate Strategy,
Sinar Mas Land, Indonesia
- 0950 **Session Two – Panel discussion**
Share risk and deliver a long term sustainable partnership to deliver success: JV blueprint
 - Establishing a sustainable partnership – leadership hierarchy, responsibility and risk
 - Agreeing and delivery of ROI amongst key stakeholders from the beginning
 - Managing project delays, market conditions and partner expectations**Datuk Khairil**, CEO
Medini Iskander, Malaysia
Ishak Chandra, Managing Director – Corporate Strategy
Sinar Mas Land, Indonesia
- 1030 **Speed networking**
- 1100 **Morning refreshment**
- Company presentations:** Provides a platform for companies looking for new partners, be it a developer, contractor or investor to pitch in-depth projects & showcase opportunities. We aim to feature presentations from a diverse selection of both domestic and international companies engaged in commercial, mixed use and residential projects.
- 1110 **Company presentation One TBA**
- 1145 **Company presentation Two TBA**
- 1210 **Company presentation Three TBA**
- 1235 **Networking Luncheon**
- 1355 **Chairs opening remarks**
Bob Mok, Managing Director
BM Real Capital, Singapore
- 1400 **Session Three – Case study**
Land banking management, identifying the right site & buying from the right owner
Joel Luna, Vice President
Ayala Land, Philippines
- 1445 **Session Four – International standards in the development lifecycle: transparency, mitigating risk and consistency**
Will Myles, Regional Managing Director – Asia Pacific
RICS, Singapore
- 1530 **Afternoon refreshment**
- 1550 **Session Five - Panel discussion**
Attracting large developers into frontier regions for commercial and residential property opportunities
 - SE Asian emerging players Myanmar & Vietnam: what current risk or returns do they offer?
 - Land buying and ownership policy
 - How to attract international developers for JV agreement**Rudolf Hever**, CEO
Alternaty, Vietnam
William Wilfong, CEO
Sartoris, Singapore
Will Myles, Regional Managing Director – Asia Pacific
RICS, Singapore
- 1630 **One to One meetings**
- 1730 **End of Day One**

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DAY TWO

0900 **Chairs opening remarks**
TBA

0905 **Session Six – Keynote address**
JV partnering for client sharing, skills acquisition and training
Dr. Stephen Cairns, Senior Director – Future Cities Laboratory
ETH Centre, Singapore

0950 **Session Seven - Panel discussion**
Masterplanning sites before purchase and aligning partners with project risks in CBD or new regions

- Approval timelines for planning permission and getting it right the 'first time'
- Working with trusted contractors to minimise project delays & improve market brand
- Planning sites before purchase and aligning to partner and market demands

Martin Stockley, Chief Engineer
State Development Company, Russia
Marcus Nobbe, Chief Architect
Dalian Wanda Group, China

1030 **Speed networking**

1100 **Morning refreshment**

Company presentations: Provides a platform for companies looking for new partners, be it a developer, contractor or investor to pitch in-depth projects & showcase opportunities. We aim to feature presentations from a diverse selection of both domestic and international companies engaged in commercial, mixed use and residential projects.

1110 **Company presentation One TBA**

1145 **Company presentation Two TBA**

1210 **Company presentation Three TBA**

1235 **Networking luncheon**

1355 **Chairs opening remarks**
Joe Kwan, Head – Asia Real Estate
Dymon Asia Capital, Singapore

1400 **Session Eight – Case study**
JV teams to succeed consistently: Hong Kong and New York Case Study
Kenneth Yu Senior Manager – Chun Wo Construction & Engineering
Chun Wo Development, China

1445 **Session Nine – Presentation**
Investing in JV & getting exposure to financiers within or outside of Asia to build a stronger property portfolio
Getty Goh, CEO
CoAssets, Singapore

1530 **Afternoon refreshment**

1550 **Session Ten - Panel discussion**
Fostering transparency through thought leadership engagement & managing stakeholder risk

- The importance of transparency when in partnership
- Business communication, conflict of interest and long term JV exit strategy's
- Working clearly with key stakeholders on development risks, delivery and operation returns

Ryan Chen, Director – Development Asia Pacific
Dusit International, Thailand
Kenneth Yu Senior Manager – Chun Wo Construction & Engineering
Chun Wo Development, China
Ron Tan, Development Director
Amerald Land, Singapore

1630 **One to One Meetings**

1730 **End of Day Two**

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DAY THREE



STREAM ONE

Vietnam - Property Law Briefing

After years of policy changes and a volatile property sector, Vietnam is now showing strong market upturn. The recently introduced and updated laws on Housing & Real Estate Business, are interesting both regional and overseas property stakeholders. However many questions & clarity remain around foreign ownership, JV partnerships, cross boarder money transfer, tax, land rights, policy integration and long term Government objectives.

Join us at the Vietnam Property Law briefing, focused on equipping companies with local knowledge on ways to do business now and in the future. Listen and learn from local advisors and professionals with the experience, know how and connections to provide solutions to your questions on Vietnam.

- 0930 **Session One : Vietnam housing & Real estate bill**
Kevin Hawkins, Partner
VILAF, Vietnam
- 1030 **Morning refreshment**
- 1100 **Session Two : Vietnam investment opportunities & long term objectives**
Speaker : Ministry of Vietnam or Commission
- 1200 **Lunch break**
- 1330 **Session Three : Foreign ownership tax breaks, cross boarder money transfer and finding local partners**
Matthew Lourey, Managing Partner
Domicile Corporate Services, Vietnam
- 1430 **Afternoon refreshment**
- 1500 **Session Four : Infrastructure and property approval processes**
Matthew Young, General Director
GSASudio, Vietnam
- 1600 **End of briefing**



STREAM TWO

Myanmar - Property Law Briefing

The rush to commercially evolve property in one of the last frontier regions in the world is well underway. House prices are being compared to New York, a new Government is set to make its policy mark and infrastructure investment continues to rise. Nevertheless red tape remains around property approvals, ownership rights, long term intentions of the new administration and overseas partnerships.

The Myanmar Property Law briefing will consist of case studies on regulation, ownership guidelines and one on one problem solving sessions. Hear from Myanmar representatives with the authority, knowledge and influence, to help deliver your project goals and future investment strategies.

- 0930 **Session One : Myanmar foreign ownership policy**
James Finch, Managing Director/Partner
DFDL, Myanmar
Thida Aye, Senior Adviser/Partner
DFDL, Myanmar
- 1030 **Morning refreshment**
- 1100 **Session Two : Myanmar investment opportunities**
Speaker : Ministry of Myanmar or Commission
- 1200 **Lunch break**
- 1330 **Session Three : Ownership rights and finding local partners**
Speaker : Investment & property consultant
- 1430 **Afternoon Refreshment**
- 1500 **Session Four : Infrastructure and property approval processes**
Michael Guarino, Business Development Director
Frontier Research, Myanmar
- 1600 **End of Briefing**

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COMPANY DETAILS

Name	Industry
Address	
Postcode	Country
Tel	Fax

ATTENDEE DETAILS

1	Name	Job Title
	Tel	Email
2	Name	Job Title
	Tel	Email
3	Name	Job Title
	Tel	Email
4	Name	Job Title
	Tel	Email
5	Name	Job Title
	Tel	Email

APPROVAL

NB: Signatory must be authorised on behalf of contracting organisation.	
Name	Job Title
Email	
Tel	Fax
Authorising Signature	

COURSE FEES

<input type="checkbox"/> Day One & Two conference pack – book by June 30th 2016 at USD 1695 per delegate	
<input type="checkbox"/> Day One & Two conference pack – from July 1st 2016 at USD 2195 per delegate	
<input type="checkbox"/> Add on Vietnam & Myanmar workshop – USD 795 per delegate	
<input type="checkbox"/> Documentation pack – USD 495	
All options inclusive of delegate pack, luncheon and refreshments.	
SG-IF182	

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CVC/CW2	<input type="text"/> <input type="text"/> <input type="text"/> This three-digit CVC/CW2 number is printed on the signature panel on the back of the card immediately after the card's account number.
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Corin Tan

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TERMS & CONDITIONS

- The course fee is inclusive of the event proceedings, materials, refreshment and lunch.
- Upon receipt of the complete registration form, invoice will be issue. Trueventus request that all payments be made within 5 working days of the invoice being issued. Full payment must be received prior to the event. Only delegates that have made full payment will be admitted to event. Clients are responsible for their own banking fees and banking fees will not be absorbed into the booking price.
- Substitution & cancellations policy. Should the registered delegate is unable to attend, a substitute delegate is welcome at no extra charge. Written notifications of all substitutions is required 5 working days prior to the event. Trueventus contracts carry 100% full liability upon receipt of registration. Non payment does not constitute cancellation. A 100% of cancellation fee will be charged under the terms outlined below: Due to limited event seats, Trueventus agrees to book and confirm the seat for the client upon issuance of invoice. Upon signing of this contract, client agrees that in case of dispute or cancellation of this contract Trueventus will not be for total contract value. If a client does not attend the event without written notification at least 5 working days prior to the event date, he/she will be deemed as no show. A no show at the event still constitutes that the client will have to pay the invoice amount that was issued to them. Trueventus does not provide refunds for cancellations. By signing this contract the client also agrees that if they cancel that Trueventus reserves the right to pursue monies owed via the use of local debt collection agency were the client is situated. Furthermore the client will be held liable for any costs incurred in collection of outstanding monies. When any cancellations are notified in writing to Trueventus 5 working days prior to the event, a credit voucher will be issued for use in future Trueventus events.
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- Upon receiving this signed booking form, you the client hereby consent to Trueventus to keep your details for the use of future marketing activities carried out by Trueventus and third party organisations & partners.
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