

# China Industrial Real Estate Summit 2007

Will IRE Be China's Next Real Estate Gold Mine?

March 8th - 10th, 2007 | Sofitel Jin Jiang Oriental Hotel | Shanghai, China

Enjoy together with CDMC, the creative and professional business information provider:

- First IRE-focused summit in China ever
- Emerging investment opportunities in China
- Giant "World Factory" full of IRE investment possibilities
- Unavoidable target of China's real estate evolution
- Highest yield real estate business in China



## Conference Highlights

- ▶ Predicting land use policy tendency in China into next 5 years and indicating its impacts on IRE
- ▶ Evaluating the significance of China as a market component of strategic importance
- ▶ Gold to dig? :What are for overseas investors to win in China IRE?
- ▶ How to leverage the local governments' support to exploit IRE in China's 2nd tier cities?
- ▶ Leveraging local competitive advantages to invest IRE projects in China over the institutional and operational differences to the other Asian countries
- ▶ Best IRE finance practices and innovations in USA and Japan and the implications for China
- ▶ Tapping your international strategy into China's IRE practices
- ▶ Utilizing the international experience of REITs to develop China IRE market
- ▶ Innovations of development modes: what's new in the industry?
- ▶ Being opportunity-detective: exploiting new investment opportunities under tight land use regulation
- ▶ Matching like a zipper: structuring your capital reasonably in a cooperation with local partners

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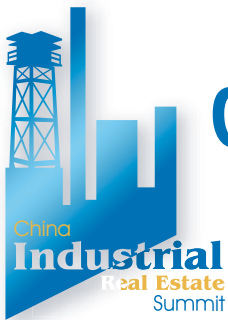
For registration or further inquiries, please contact the Organizing Committee: China Decision Makers Consultancy

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## Background

Recent years have witnessed considerable prosperity in Asia's industrial real estate (IRE) markets. In particular, China's industrial realty continues to register upbeat performance. The increasing significance of China as a "world factory" lures industry players all around the world to come to China to take advantage of lower costs and strong economic growth. In Shanghai, the economic centre of China, sales and rentals have increased over 15% for 8 continuous quarters by March 2006, and the rental yield of industrial properties has reached 7.5% to 10% and gone beyond the 6.5% to 9% of commercial rates. It seems that industrial realty is the real beneficiary of the massive real estate controls launched since 2003. When under tight land use regulation, residential and commercial real estate vibrate up and down between being overheated and tepid, the investment value of IRE begins to emerge.

Market share is up for grabs. The most responsive and professional player will undoubtedly emerge as the winner in this important sector. The mechanism of China's IRE is evolving rapidly from government-led to marketized. Are you ready for new policy updates? Do you have a strategy in place for growth? How do you structure your capital to maximize the Return of Investment (ROI)? How will you manage compliance risks brought by China's unpredictable regulations? How will you integrate your international strategy into China's market? Do you have a reliable entry and exit strategy?

This conference aims at providing a platform for senior professionals to share with you their expert advice as well as effective tips and tools for succeeding in the industrial real estate business. By attending this conference, you will learn not only the latest policies on land use in China, but also the future development of the industrial realty marketplace in China. Successful case studies around Asia will also be presented, which will ensure your business's overall success and long term sustainability.

## Why CI RE 2007?

- ✘ More than 20 tailor-designed topics focused on China
- ✘ Valuable keynotes from over 25 top speakers all around the world
- ✘ Unparalleled big gathering of world class IRE professionals
- ✘ Networking opportunities beyond compare: meet top developers, institutional investors, investment bankers and government officials
- ✘ Profit from the first hand information from government speakers on policies and regulations trends on land use and IRE finance into next 5 years
- ✘ Revealing new IRE development and investment options
- ✘ Discover the latest developments and schedules on China IRE
- ✘ Gain the experience from senior professionals from China and overseas
- ✘ Identify the key opportunities for IRE on major project updates in China.
- ✘ Understand the whole value chain of IRE business in China

## About the Organizer



China Decision Makers Consultancy - CDMC focuses its efforts on creating opportunities for entry into the Chinese Market through synergizing international economic and business structures. We create, produce and manage high-level conferences, forums and summits covering industry specific business-to-business topics.

## Site Tour

March 10th, 2007

Industrial parks are regarded as a miniature replica of regional economy. A site tour to industrial parks will give you a rough idea on the investment environment, the facility management and the planning which you can take a reference later when you make your decision. This tour will bring you to the Yangshan Port and the Northwest Logistic Park, which enables you to understand China's industrial parks better while relaxing by the beautiful scene.



### Where to pin is your decision!

The market share is up for grab. Follow the forthgoers, come to China and take your share. Join over 200 professionals in CI RE 2007!

### 在哪里插上您的别针，您的决定！

中国市场正在吸引全球资本的追捧。借鉴前人经验，进入中国，分一杯羹。和超过200位专业人士一起在CI RE 2007共襄盛举！

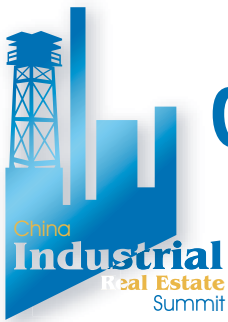
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## March 8th - 9th, 2007

### China Industrial Park Promotion Fair 2007

Under the circumstances of rapid manufacturing transformation, various industrial parks in China become the platform to grow the industry, attract international capital and to create more investment opportunities. At the same time, they are the resource of regional development and growth.

Before increasing the amount of investment and fulfilling the cooperation with local partners, the Fortune 500 enterprises need a better understanding of the local governments and the industrial parks to orient their investments. For this reason, China Decision Makers Consultancy (CDMC) with the experience of communicating with Fortune 500 will hold this fair together with central government. This great exhibition provides the industrial parks an opportunity to bring forth their investment environments, favorite local policies, etc. and a perfect platform to communicate with Fortune 500.

The Chinese Industrial Parks Promotion Fair 2007 will be held in March of 2007 in Pudong Shanghai. It will be a great gathering of over 300 multinational senior officials from 30 countries and areas including USA, Europe, Korea, Singapore and Japan, and over 100 associations, societies, chambers of commerce and institutional institutes. State-level industrial parks are more than welcome to opportunity-hunt.

### Why can you not afford missing this fair?

- Over 300 multinational senior officials to come
- 90% of the attendees are decision makers and experts
- Limited booths available enable the better promotion
- Name of all exhibitors will appear in the promotion materials, website and press release for the media partners
- Image branding opportunity: to promote your image and confirm your position
- Networking opportunity: to expand your customer and partner database

## Enjoy the Unparalleled Experience at the CIRES 2007



### Keynote Speech

The very powerful occasion allowing government decision makers, entrepreneur leaders and industry insiders to clarify the illusive policies and regulations, analyze the fundamentals of market and to describe industry prospects.



### Panel Discussion

These chat show style sessions create an interactive environment for lively debate rather than a lecture, offering the best chance to interact and put your questions to the panel.



### Flash Business Card Networking

It's an inclusive part of the conference agenda to enable a more interactive and efficient networking. Prepare enough business cards and join the exciting session to establish as many new contacts as you can, with which consequent partnership will flourish for mutual success.



### Roundtable Discussion

Specially designed sessions focusing on different topics of interest, allowing you to be directly involved in the discussion and exchange of knowledge, ideas, experiences and insights and ensuring that you come away with relevant ideas that you can apply to your organization.



### Cocktail Reception

Glamorous occasion to network with the industry peers and extend business contacts in a most relaxing and enjoyable environment. Appreciate the finest wine and delicious food. Cheers with your potential business partners.



### Interactive Dialogue

A strategic platform for both gas buyers and sellers to converge, discuss, debate and share insights of supply and demand dynamics face to face, allowing you to get brainstormed with leading minds.



### Exhibiting and Showcasing

This showcase area is perfect for you to make new and long lasting business relationships in a fast developing market.

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Day One March 8<sup>th</sup>, 2007

0830 Registration

0850 Opening remarks from the Chairman

John Evans, Managing Director, Tractus Asia

## Industry Insights

0900 Predicting land use policy in China into next 5 years and indicating its impacts on IRE

- Identifying the future target and purpose of land use control
- Forecasting the potential tendency into the next 5 years—marketization of land
- Advising industry players how to adjust to the changes

Zhou Jianchun, Vice President, China Land Surveying and Planning Institute

0930 Evaluating the significance of China as an important market

- Outlining the overall landscape of China IRE market
- Understanding the differences of IRE business systems in China
- Exploring the implications of global operation for China

Trent Iliffe, Head of Industrial, China, Jones Lang LaSalle

1000 Tapping your international strategy into China's IRE practices

- Establishing strategies for global operation
- Adapting your international strategy to the local environment
- Integrating the China market into your global territory

Angela Zhao, Vice Present, Investment Management, Prologis

1030 Tea Break

1050 Panel: China and the world: comparing IRE practices and market around Asia

- Evaluating the institutional and operational differences between Asian countries
- Predicting the future development of IRE across Asia

Aashish Kalra, Chairman & Managing Director, Trikona Capital Advisers

John Evans, Managing Director, Tractus Asia

Andrew Hatherley, Executive Director, CB Richard Ellis

## Strategy

1130 Gold to dig? : What can overseas investors expect to gain in China?

- Is it a good opportunity to invest in China's IRE?
- China's importance in IRE for a multinational investor
- What could overseas investors get from China's IRE?

Oliver Treneman, Vice President, Development, Asia Region, AMB Property

1200 China Industrial Market: Are You Ready for the Arising New Opportunities?

- Changing international trade patterns, innovation in logistics operations and the implication to the global industrial real estate markets
- How will industrial market fare in 2007 and implication to investors?
- Where will the market be in Asia and China?
- Approach for capturing the opportunities in China
- Relevance of best practices from abroad?

Robert Lie, CEO Asia, ING RE

1330 What is the next target of IRE investments in China—logistic, technology or manufacturing?

- Understanding the current status of China IRE—logistic, technology and manufacturing
- Where is China IRE going? —logistic, technology or manufacturing?

Andrew Hatherley, Executive Director, Industrial & Logistics Services, Greater ChinaCB Richard Ellis

1400 IRE as a successful property investment class

- Examine the performance of IRE over recent years
- Providing suitable investment returns for investors
- Benefits and attractions of IRE for investors (retail and institutional)

Stephen Hawkins, Head of Funds Management Asia, Macquarie Goodman

1430 TEDA Experience: development of China IRE

Wang Hong, Deputy Director General, Economy Development, Management Committee of Tianjin Economic Development Area

1510 Tea Break

1530 Panel: Fit Like a Glove: structuring your capital reasonably in cooperation with local partners

- Achieving cultural and institutional harmony
- Leveraging local government support to invest in IRE projects
- What is a "reasonable" capital structure like? How to achieve perfect capital matching?

Robert Lie, CEO Asia, ING RE

Phua Kok Kim, EVP, Capital Management, Mapletree

Morgan Laughlin, Head of Real Estate Asia, Royal Bank of Scotland

Timothy Grady, Managing Director Asia Pacific, Merrill Lynch

1615 Theme Panel: How to maximize the value or the ROI of IRE projects in China?

- Understanding the methodology of increasing IRE value
- Exploring the value-added activities in an IRE project
- Constructing an effective portfolio for more profits

Theme Speaker: Michael Ding, Chairman, Fubon Investment Services

Panelists: Morgan Laughlin, Head of Real Estate Asia, The Royal Bank of Scotland

Timothy Grady, Managing Director Asia Pacific, Merrill Lynch

Hugh Peng, Vice President, CitiGroup Property Investors

Jeremy Chapman, Executive Director, Colliers International

1700 Closing remarks from the chair and the end of Day One

1800 Gala Dinner



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Day Two March 9<sup>th</sup>, 2007

0830 Registration

0850 Opening Remarks from the Chairman

Stephen Fung, Honorary Secretary, Hong Kong Institute of Real Estate

## Investment/Financing

0900 Ready to go? : Real estate investment funds (REIF) policy and prediction

- Understanding the current development of REIFs in China—indirect development
- Learning REIF's important role in IRE investment

Cao Wenlian, Deputy Director, Finance Department, National Development and Reform Commission (to be confirmed)

0930 Diversifying the measures of IRE financing: are securitization and REITs the options from a government official's view

- Analyzing the drawbacks of overdependence on bank loans—diversification of real estate financing
- Where is REIT going in China? What are the other options?

Sun Jie, Chief Director, Funds Supervision, China Securities Regulatory Commission (to be confirmed)

1000 Utilizing the international experience of REITs to develop a China IRE market

- Reviewing the application of REITs to IRE around the world
- Evaluating the present status of China REIT development
- Leveraging the experience of mature REIT outside China to exploit the giant market

Chong Siak Ching, President & CEO, Ascendas

1030 Tea Break

1050 Establishing complete entry & exit strategies to control potential risks

- Identifying the entry & exit risks that might emerge in China's IRE market
- How to frame an effective entry & exit strategy to manage those risks?
- Learning the tools available to manage those risks

Phua Kok Kim, EVP, Capital Management, Mapletree

1130 Best IRE finance practices and innovations in USA and the implications for China

- Indicating the practices and innovations of IRE investment in USA and Japan
- How to increase portfolio performance? How to maximize portfolio cash flow?

Mitsunobu Nakamura, Deputy General Manager of Global Real Estate Investment, Mitsubishi Corp.-UBS Realty Inc.

1200 Overcoming the legal barriers in China to IRE finance diversification

- How to address the 3 barriers to overseas investment
- Using multi-layer financing through offshore vehicles
- Current PRC legal frame for securitizing a project

Philip Lazare, Attorney-at-Law, Roedel & Partner Legal

1230 Lunch

## Industrial Park

1330 Multinationals' preferences/principles for site choice and the tailor-designed project positioning strategies

- Understanding the decision-making process and the preference of multinationals' site-choice
- Learning what the multinationals want from industrial parks
- Favorable industrial park environment's function on enterprises' development

Patrick Nawa, Senior Manager of Industrial Department, Knight Frank

1415 The Base and BLOGIS: How the Base move from Offshore Logistics Service to Logistics Park Business

- Introduction About the Parent Company — CPSB
- Five Factors Determining the Success of BLOGIS Park
- Diversified Financing Solutions for BLOGIS
- Major Players in Logistics Real Estate Business
- Factors Determining the Success of Logistics Park Business

Martin Cui, Executive Vice President, Shenzhen Chiwan Petroleum Supply Base

1500 Tea Break

1530 Planning and Development of Industrial Parks : Jurong Experience - From Firm Foundation to Overseas Expansion

- Introduction - Organization of Jurong International and JTC Corporation in the Ministry of Trade and Industry, Singapore
- Firm Foundation - The Making of JURONG's Industrial Parks in Singapore
- Overseas Expansions - From hardware to Soft skills

Er. Mao Whey Ying, Executive Vice President, Jurong International & President, Jurong Consultants

1600 Reasonable space design: how to balance market needs and products?

- Market needs is the direction of park design
- Combining the market needs with regional plan
- Planning expression of industry plans

Brian Zou, General Manager, Wisenova Investment Consulting

1630 Towards sustainable development: the emergence and growth of eco-industrial parks

- Exploring the driving factors of eco-industrial park's emergence
  - Predicting the future landscape of eco-industrial parks
- Wan Hao, Senior Analyst, Research Institute of Recycling Economy, Shanghai University

1700 Closing Address from the Chairman

1715 End of the conference

March 10<sup>th</sup>, 2007

Site Tour to Yangshan Deepwater Port