

Cityscape

Dubai

The International Property Investment And Development Conference

16 - 18 October 2007
Dubai International Exhibition Centre



Share The Experience Of Over 60 Outstanding Speakers

- Zaha Hadid, Principal, Zaha Hadid Architects
- Tom J. Barrack Jr., Founder, Chairman and Chief Executive Officer, Colony Capital
- Michael Lehrman, Managing Director, Real Estate Finance & Securitization Group, Credit Suisse
- Hendrik H. C. Gienow, Managing Director, Head of Corporate & Investment Banking Asia-Pacific, EUROHYPO AG
- Ufi Ibrahim, COO, World Travel & Tourism Council
- Abid A. Junaid, Executive Director, ETA Star Property Developers LLC
- Mounir D. Haidar, CEO, Sorouh Real Estate
- Bob Vincent, CEO, Bahrain Bay
- Sultan Al Jaber, CEO, Masdar
- Blair Hagkull, Managing Director, Jones Lang LaSalle
- Robin Williamson, General Manager, DTZ
- Dr. Costas Verginis, Senior Manager – Real Estate & Hospitality, Deloitte
- Ian Albert, Managing Director, Colliers International
- Habib Bitar, Senior Vice President, Head of Real Estate Finance & Investments Division, Dubai Islamic Bank
- Elie Younes, Director – Acquisitions & Development EAME, Starwood Hotels & Resorts Worldwide
- Robert Orr, International Director, International Capital Group, Jones Lang LaSalle
- Peter Smith, Development Manager, ETA Star Property Developers LLC
- Paul Green, Head of Finance and Legal, Limitless
- Dr. Archana Hingorani, Executive Director, IL&FS Investment Managers Ltd
- Imad Benharouga, Head of Corporate Strategy, Limitless
- Matthew Ryall, Director, Real Estate, BLACKROCK
- Richard Johnson, Managing Director – Real Estate, Istithmar
- Mark Stiles, General Director, Cushman & Wakefield Stiles & Riabokobytko
- John Sandwick, Managing Director, Encore Management SA
- Nick Turner, Managing Director, RCI Middle East
- Mohammed Dahmash, Partner – Real Estate, Hospitality & Leisure Advisory Service, Ernst & Young
- Nick Smith, CEO, The Wave Muscat
- Claude Attala, Managing Director – Middle East, North Course Leisure Real Estate Solutions
- Tom O'Grady, Partner & Head of Real Estate, MENA Region, DLA PIPER
- Reda Khatim, Managing Partner, Palm Capital
- Patrick Smith, Vice President Asset Management, IFA Hotels & Resorts
- Peter R. Riddoch, CEO, Damac Properties Co. LLC
- Simon Townsend, Director, CBRE Middle East Ltd.
- Nicholas Gee, Consultant, Trowers & Hamlin
- Rashed Al Ansari, CEO, Dubai Industrial City
- Richard Reid, SVP Development, MAF Shopping Malls LLC
- Sanjay Sachdeva, Senior Vice President, Advance India Projects Ltd
- Tahir Bawazir, CEO, Knowledge Economic City
- Steve Felix, Senior Vice President, The Institutional Real Estate Letter
- Jurgen Herre, Managing Director, Hines
- Robert M. White, Jr., President & CEO, Real Capital Analytics
- Stephen Atkinson, Director, HSBC Bank Middle East Limited, Managing Director, Arabian Real Estate Investment Trust
- Peter Mitchell, CEO, Asian Public Real Estate Association
- Stefan Hickmott, Vice President, Abraaj Capital
- Tamer Bazzari, Partner, Investment Banking, Rasmala Investments
- Barmak Besharaty, Managing Director, Almas Capital
- Arif Alharmi, CEO, Amlak Finance PJSC
- Mohamed El Tantawy, Senior Vice President, Head of Contracting Finance Division, Dubai Islamic Bank
- Rakesh Patnaik, Head – Real Estate, Investment Funds, Global Investment House
- Kar Tung Quek, CFO, Nakheel
- Gertrud Mische, Senior Middle East Counsel, Freshfields Bruckhaus Deringer
- Shahram Safai, Partner, Afridi Angell
- James Hemmaway, Senior Real Estate Lawyer, Denton Wilde Sapte
- David Nicholson, General Counsel, Nakheel
- Mario Senevirante, Director, Green Technologies Company
- Khaled Awad, Director – Property Development, Masdar
- Shaun Lenehan, Senior Manager, Nakheel Environment
- Anna Klingmann, Founder and Principal, KLINGMANN
- Charles Trevall, Founder and Director, Promise Corporation
- Hermann Behrens, Managing Director, Enterprise IG
- Mubarak Abdulatif, Sustainability Manager, Nakheel
- Hamza Mustafa, General Manager, The World
- John Paul Nichols, President And Managing Director, RCI Global Vacation Network
- Dr. Nader Mohammed, Regional Managing Director, Emaar International
- Bernard Forster, Director, Head of Middle East & Africa, HVS Global Hospitality Services
- Choy Chan Pong, Director, Urban Redevelopment Authority (URA)
- David Martin, General Manager, Marina Bay Financial Centre, BFC Development Pte Ltd
- Adel Lootah, CEO, National Properties

➤ 60+ Speakers ➤ 3 Parallel Conferences ➤ Site Visits ➤ Super Sessions

➤ Cityscape Architectural Review Awards ➤ Guided Tour Of The Exhibition

- Network with the brightest minds in property development
- Discover investment strategies and opportunities in the global real estate market
- Benchmark the performance of real estate markets in the region

 Tom J. Barrack Jr. Founder, Chairman and CEO Colony Capital	 Blair Hagkull Managing Director Jones Lang LaSalle	 Peter R. Riddoch CEO Damac Properties Co. LLC	 Steve Felix Senior Vice President The Institutional Real Estate Letter	 Simon Townsend Director CBRE Middle East Ltd.	 Mounir D. Haidar CEO Sorouh Real Estate
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Hotels Unravelled

SUPER SESSION

10:00

Conference Chairman's Remarks

John Paul Nichols, President and Managing Director, **RCI Global Vacation Network**, Europe, Middle East and Africa

Mapping Middle East Hotel Performance Trends – Identifying Hotel Pipeline And Hotspots

Dr. Costas Verginis, Senior Manager – Real Estate & Hospitality **Deloitte**, UAE

Catching The Rising Wave Of Mixed Use Developments For Higher Investment Benefits

- Examples of mixed use developments
- Highlighting the advantages of mixed use
- Case study: IFA Hotels & Resorts developments on the Palm Jumeirah
- Selected major projects in the region
- Synergies, success factors and drivers
- Successful financing of such projects

Nick Turner, Managing Director, **RCI Middle East**, UAE

Mohammed Dahmash, Partner – Real Estate, Hospitality & Leisure Advisory Service, **Ernst & Young**, UAE

Residential And Tourism Developments – How To Combine Mixed Uses To Create Real Value

- Considering how to combine land uses to create successful places and added value
- Describing how tourism and residential environments can work together successfully
- The Wave Muscat as a case study

Nick Smith, CEO, **The Wave Muscat**, Oman

Managing Risks Through Mixed Use And Shared Ownership

- Mixed use and shared ownership solutions to manage risks
- How do fractional, time shares and condominiums differ and what is their appeal?
- Recipe for success
- Structuring the project – avoiding the pitfalls
- Service charge problems and potential solutions
- Constructing the management contracts

Claude Attala, Managing Director – Middle East, **North Course Leisure Real Estate Solutions**, UAE

Tom O'grady, Partner & Head of Real Estate, MENA Region, **DLA PIPER**, UAE

Integrated Resorts – Capitalising On The Future Tourism Boom

- Creating world class integrated resorts – finding the right mix
- Choosing the right hotel operator
- Creating real estate value within a resort development
- Integrated resorts: not as simple as you might think
- Building a case for private equity investors into resort developments – Sunbelt real estate in the Mediterranean

Reda Khatim, Managing Partner, **Palm Capital**, UK

Patrick Smith, Vice President Asset Management, **IFA Hotels & Resorts**, UAE

Hamza Mustafa, General Manager, **The World**, UAE

11:30 Networking Break For Delegates And Speakers

11:45 Conference Chairman's Welcome Address

John Sandwick, Managing Director, **Encore Management SA**, Switzerland

Talking Residential

11:50 Thrills And Spills Of Luxury Residential Developments

- Where is the highest yield in the international market?
- Residential markets in the region: Who is working on sustainability?
- Shortage of mid-priced housing – supply vs. demand
- A new generation of investors – from pure investors to end-users
- What are the opportunities in terms of product types and locations in residential developments?
- Yield compression – is residential in the region still worth investing in?
- Outlook: What are the expectations of investors on residential?

Peter R. Riddoch, Chief Executive Officer, **Damac Properties Co. LLC**, UAE

Adel Lootah, CEO, **National Properties**, UAE

Talking Commercial

12:05 What's Driving The Appetite For Commercial Real Estate?

- Has office space as an asset class been neglected?
- Is there a lack of available office space in Dubai for large-scale international office requirements?

Simon Townsend, Director, **CBRE Middle East Ltd.**, UAE

The Risks Of Investing In Commercial Real Estate In The Region

- Understanding the structure for commercial ownership
- Looking into the documentation essential to support and maximise ROI
- Using debt to maximise return

Nicholas Gee, Consultant, **Trowers & Hamlins**, UAE

Talking Industrial

12:35 Industrial Parks – Catalysing Growth And Expansion Of The Industrial Sector

- What makes industrial parks attractive to investors?
- Dubai Industrial City and the challenges to the industrial sector in Dubai

Rashed Al Ansari, Chief Executive Officer, **Dubai Industrial City**, UAE

Talking Retail

12:50 Retail Developments Around The World – Spotlight On The International Retail Sector

- Where is foreign investment currently being directed?
- Middle Eastern perspective – becoming the destination of choice for consumers
- Succeeding in a competitive marketplace – winning formulas for tenant mix, marketing and management
- Why are some international retailers hesitant to enter the Middle Eastern market? What barriers still exist?
- Tapping into the enormous potential of franchising in the Middle East – what are the franchise opportunities?
- Considerations for mall developers and investors in the region

Richard Reid, SVP Development, **MAF Shopping Malls LLC**, UAE

- Rising above Mega Cities – Shanghai/Bombay/Delhi
- Looking beyond saturated markets: How and why have the mega cities become guzzlers of energy/land/resources and why will the saturation come now?
- Focusing on 2nd tier cities in emerging markets like India
- Key challenges facing international developers and investors when entering a market like India
- Risks vs. rewards – have you done your homework?
- Overcoming the lack of transparency and liquidity
- What do regulations in FDI mean for investors? Solving the maze

Sanjay Sachdeva, Senior Vice President, **Advance India Projects Ltd**, India

Talking Cities

13:20 Development Of Knowledge Cities In The Middle East

- Defining knowledge cities in an Islamic context
- Knowledge based industries – a key sector in diversifying the Middle East economies
- Knowledge cities – a model for future cities in the Middle East
- How the resources of knowledge cities can enhance the learning and skills of local people
- Challenges of implementing knowledge cities in the Middle East and in the Holy City

Tahir Bawazir, CEO, **Knowledge Economic City, Al Madinah**, KSA

13:35 Networking Lunch For Delegates And Speakers

Finance & Investment

14:45 Institutional Investors' Perspective On The GCC – Is Investing In The GCC Just A Flash In The Pan?

- Is the interest in real estate investing in the GCC still strong? What are the driving forces? Short term and long term views for the region
- What makes investing in real estate in the region different from investing elsewhere?
- Advice from the experts: What should you consider before investing in the GCC?
- You've heard that GCC countries don't really need any money, right? So why are institutional investors investing there?

Steve Felix, Senior Vice President, **The Institutional Real Estate Letter**, USA

Jurgen Herre, Managing Director, **Hines**, UK

Robert M. White, Jr., President & CEO, **Real Capital Analytics**, USA

15:25 Financing Growth In A Crowded Marketplace

- Funding through strategic partnerships
- Financing growth through REITs
- Schemes available to help raise funds
- New financial vehicles for project funding and financing in the Middle East and internationally
- Which financial vehicle should you use to fund your project?
- Risks and challenges associated with securing the appropriate funding for your projects
- What are the options and how do they work?

BACK BY POPULAR DEMAND

15:50 The Impact Of REIT Emergence On Global Investing – The Highs And Lows Of The Global REITs Market

- The importance of developing a liquid, diversified and representative REITs Index
 - What does the future look like for the Middle Eastern REITs market?
- Stephen Atkinson**, Director, **HSBC Bank Middle East Limited** and Managing Director, **Arabian Real Estate Investment Trust**, UAE
- The future for REITs in Asia
 - The attraction of listed real estate as a discrete investment class.
- Peter Mitchell**, Chief Executive Officer, **Asian Public Real Estate Association**, Singapore

Day 2 continued

16:05 The Rise Of Real Estate Private Equity – Too Much Money Chasing Too Few Deals

- Recent developments in the private equity market
- Unique opportunities and risks for investors and funds
- Stability vs. return on investment
- Determining the optimal private equity asset allocation into the Middle Eastern property market
- Too much money chasing too few assets?

Stefan Hickmott, Vice President, **Abraaj Capital**, UAE

Tamer Bazzari, Partner, Investment Banking, **Rasmala Investments**, UAE

16:30 Mortgage Finance – A Growing Investment Market

- Who are the main mortgage players in the region?
- Is there a lack of structured mortgage finance market in the region?
- Recent developments in the mortgage market
- Securitised mortgage vehicles on the rise
- Residential mortgage backed securities – RMBS – and asset mortgage backed securities – AMBS

Barmak Besharaty, Managing Director, **Almas Capital**, UAE

Arif Alharmi, CEO, **Amlak Finance PJSC**, UAE

17:00 A Growing Sector – Shariah Compliant Real Estate Investment Vehicles

- Sukuks – an ideal option for real estate investment?
- Shariah compliant contractor financing
- Who are the star performers? What are the hottest strategies coming up?
- Exploring the future of Islamic real estate structures – what role do Islamic real estate funds have?

Mohamed El Tantawy, Senior Vice President, Head of Contracting Finance Division, **Dubai Islamic Bank**, UAE

- Case Study: MENA Ijara Real Estate Fund

Rakesh Patnaik, Head – Real Estate, Investment Funds, **Global Investment House**, Kuwait

- Sukuks – an ideal option for real estate investment?

Kar Tung Quek, CFO, **Nakheel**, UAE

End Of Conference Day Two



19:00 Cityscape Cocktail Party

The evening is designed to create an outstanding opportunity for international and regional executives to meet and network in a relaxed and informal atmosphere as well as enjoy lively entertainment.

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Conference Day

Thursday, 18 October 2007

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10:00 Conference Chairman's Welcome Address

John Sandwick, Managing Director, **Encore Management SA**, Switzerland

Cityscape 2007 Regulatory Heads Up

10:15 Recent Developments In Real Estate Law And Practice In The Region

- What other property law is being developed across the Gulf?
- Different kinds of property rights
- How can non-GCC-nationals invest in the Gulf region?

Gertrud Mische, Senior Middle East Counsel, **Freshfields Bruckhaus Deringer**, UAE

- Stronger regulations are still required – what laws and procedures still need to be implemented?

Shahram Safai, Partner, **Afridi Angell**, UAE

- Protecting buyers' funds – escrow accounts

James Hemmaway, Senior Real Estate Lawyer, **Denton Wilde Sapte**, UAE

- What impact are the property and rental laws having on developers and investors in the Dubai property market?

David Nicholson, General Counsel, **Nakheel**, UAE

Eco-Friendly Buildings

NEW

11:00 Building Environmentally Friendly And Sustainable Projects In The Region – The Need Of The Hour

- Has environmental consciousness taken a back-seat in the region?
- The importance of green buildings: An essential part of sustainable development
- What are the prerequisites for a green building?

Mario Senevirante, Director, **Green Technologies Company**, UAE

- Building green – more costly or more profitable?
- From green to eco-friendly and carbon neutral
- Sustainable green buildings in green cities

Khaled Awad, Director – Property Development, **Masdar**, UAE

Shaun Lenehan, Senior Manager, **Nakheel Environment Department**, UAE

Mubarak Abdulatif, Sustainability Manager, **Nakheel**, UAE

Branding & Marketing

11:45 Brandism – The Holistic Approach To Maximising The Value Of Real Estate Assets

- Imaginative brand environments
- Brand architecture as a multidimensional communication process

Anna Klingmann, Founder and Principal, **KLINGMANN**, USA

New Marketing Thinking

- A customer created positioning – the way to reduce risk
- Attraction and attachment – strategies for standing out from the crowd

Charles Trevail, Founder and Director, **Promise Corporation**, UK

Brand At Break-Neck Speed

- The role of brands in property development
- Things to watch for
- Brand development opportunities
- How do you market your projects to compete with mega projects in the region?
- Creating space for you – finding a distinctive and unique position in the market
- Winning formulas in branding and marketing: Their role in turning around a business

Hermann Behrens, Managing Director, **Enterprise IG**, UAE

12:30 Networking Lunch For Speakers And Delegates

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Dubai

Site Visits

Choose to visit either
The World or
Burj Dubai
and see history in the making!

Courtesy coaches will depart at 14:30 from the Dubai International Exhibition Centre.

Walk The World

Cityscape, in partnership with Nakheel, brings you an exclusive opportunity to walk on Dubai's most exciting development – The World.

Come and see what experts have called a modern wonder in the making. Four km offshore from Dubai, 9 km wide and 7 km long, The World is Dubai's most exclusive address. With most of the 300 man-made islands already reclaimed to take the shape of the world map, a visit to The World has become a much sought after experience.

Burj Dubai

At Cityscape 2007, Emaar Properties is showcasing its iconic tower, Burj Dubai, on course to becoming the world's tallest building. The centerpiece of Downtown Burj Dubai, a sprawling and vibrant new downtown, Burj Dubai sets trends in architectural, engineering and construction practices. A mixed-use development with luxury residences, commercial space and one of the first Armani Hotels in the world, Burj Dubai symbolizes the collective effort of the world's best minds in project development.

