

- Network with the most powerful regional and international property investors and developers
- Access the world's most dynamic and exciting property markets
- Invest in exceptional, landmark real estate projects



Stephen Coyle  
Managing Director and Chief  
Investment Strategist  
Citigroup Property Investors, USA



Richard A. Johnson  
Managing Director  
Istithmar, UAE



Matthew Ryall  
Director Real Estate  
Blackrock, UK



Peter Walichnowski  
CEO  
Skylan Properties, South Korea



Arthur de Haast  
Global CEO,  
Jones Lang LaSalle Hotels, UK



Milton Kotler  
President,  
Kotler Marketing Group, China and USA



Nicholas Brooke  
Chairman  
Professional Property Services Ltd.,  
Hong Kong



David Watt  
Chairman-North Asia  
DTZ Debenham Tie Leung, Hong Kong



Chris Brooke  
Managing Director- Greater China  
CB Richard Ellis, China



Stan Eichelbaum  
President  
Marketing Developments, USA



## Share The Expertise Of More Than 45 Outstanding Speakers

- Guy St. John Barker, MD & Head of European Fund Management, INVESCO Real Estate, Germany
- Milton Kotler, President, Kotler Marketing Group, China and USA
- Teemu Vuori, Managing Director Asian Operations, Evata Asia, China
- Chih-Chien Wang, Managing Director, H&Q Asia-Pacific, Hong Kong
- Dipl. Ing. Murat Tabanlıoğlu, Co-founder, Tabanlıoğlu Architecture, Turkey
- Bengt Eriksson, Director, Landor Associates, UAE
- Paul Saunders, CEO and Creative Director, Saunders Young, Australia
- Paul Rogers, Managing Director, Spire Consulting, New Zealand
- Mick Dalton, Senior Director Asset Management, Emaar Properties PJSC, UAE
- Professor Alan Patching, Director, Alan Patching & Associates, Australia
- Julian Roche, Senior Partner, RER, Australia
- Kelvin Ng, CEO, Synergistic Real Estate, Deputy President, Council of Asian Shopping Centers, Senior Advisor, Mall China
- Zheng Xiaoping, Principal, BAZO Investments Asia, China
- Terence Tang, International Director, Head of All China Investments, Jones Lang LaSalle, China
- Norris Yang, Partner, Boughton Peterson Yang Anderson, Hong Kong
- Yan Yang, AIA, Principal and General Manager Shanghai, Callison, China
- Dr. Francis Liu, Managing Director, Guangdong (Int'l) Capital Ltd., Hong Kong
- John Zhou, Principal & CEO, Pangaea Capital Management, China
- Anthony Couse, Managing Director, Jones Lang LaSalle Shanghai, China
- David Hand, Managing Director & Head of Retail Services for China, Jones Lang LaSalle Beijing, China
- Remy Chan, Regional Director, Head of Markets, Jones Lang LaSalle, China
- Michael Hart, Managing Director – Tianjin, Jones Lang LaSalle, China
- Lina Wong, Managing Director-East China, Colliers International, China
- Yaomin Xue, Director of Business Development, Asia, TVS, China
- Anthony Ao, Director of International Estate and City Development Department, Kotler Marketing Group, China
- Brian Chinappi, Managing Director, RREEF Asia Pacific, Hong Kong
- Stephen Coyle, Managing Director and Chief Investment Strategist, Citigroup Property Investors, USA
- Richard A. Johnson, Managing Director Istithmar, UAE
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- Chris Brooke, Managing Director- Greater China CB Richard Ellis, China
- Stan Eichelbaum, President, Marketing Developments, USA
- Anupam Narayan, EVP, Chief Investment Officer and CFO, Red Lion Hotels Corporation, USA
- Ivor Clucas, President- Asia Pacific, RCI Global Vacation Network, Singapore
- Gurjit Singh, Director of Property, Sentosa Leisure Group, Singapore
- Kevin Wallace, CEO- Advisory Services, NorthCourse Leisure Real Estate Solutions, UK
- Bob Puccini, President & CEO, Puccini Group, USA
- Richard Zhang, Director- Shanghai, Page Kirkland Group, China
- Sunny Sun, Vice President, Langham Hotel International, Hong Kong & China
- John Tsui, President, Peninsula House LLC, China
- Paul Cohen, President, Partner Concepts LLC, USA
- Andreas Flaig, Executive Vice President- Beijing, Jones Lang LaSalle, China
- Shane D'Arcy, Group Director, Page Kirkland Group, Hong Kong

Dear Property Professional,

It is with great pleasure that we invite you to attend the inaugural Cityscape China conference, 23-26 May 2007 at the Sheraton Hotel, Shanghai. This exciting conference is a key feature of Cityscape China – the international property investment and development conference and exhibition – which will be held 24-26 May 2007 at INTEX, Shanghai International Exhibition Centre.

The Cityscape China conference features four days of stimulating presentations, discussion and debate as well as specialist workshops, exciting site visits and project showcases of outstanding real estate projects. As a networking opportunity with major Chinese and international property investors and developers, Cityscape China cannot be missed!

You will share the expertise and experience of more than 45 leading regional and international industry players. On the agenda for discussion are key issues including:

- Emerging trends in the international property market – where are the investment dollars headed?
- China's role in the Asian and international real estate space
- Understanding China's complex legal and regulatory environment
- The significance of REITs in global real estate markets
- Capitalising on the rapid expansion of China's real estate market: 1st tier vs. 2nd tier cities
- Successfully marketing real estate developments in the competitive international marketplace

Don't miss this fantastic opportunity to gain real insights, valuable first-hand knowledge and the latest information on this dynamic property market!

We look forward to personally welcoming you to this exciting international property investment and development event in Shanghai in May.

Best regards,



Michelle Boyd  
 Conference Director



Banu Kannu  
 Conference Director

*PS: Mark 23-26 May 2007 in your diary today to ensure you attend the most exciting international property investment and development event in China!*

*PPS: Book the full Cityscape China conference pass on or before 5th April 2007 and save \$100!*

## Cityscape China Events Calendar

### A Message From Your Conference Chairman



"Cityscape presents an opportunity for all members of the real estate community to join in dialogue, networking and information. The success of Cityscape internationally reflects the success of everyone involved, from the builders to architects to bankers to suppliers."

John Sandwick - Managing Director  
 Encore Management, Switzerland

### Why Shanghai?

China is expected to double the number of cities to 1500 by 2020 with 70% of the population inhabiting them. This poses huge challenges to architects, urban planners, cities, municipalities and developers that have never been seen before in the world. The sleeping dragon has awakened with investment opportunities abounding.

In addition, being the nation's commercial and financial centre, Shanghai is the perfect choice for Cityscape China with the highest regional GDP per capita in the country.

Shanghai, part of the Yangtze Delta City Conglomeration, is a pioneer in steering the various economies of the region and has seen 20% real estate growth per annum making Shanghai the perfect location to access the largest real estate market in the world.

Shanghai not only bursts with iconic architecture, it is also a focus of the world's development industry as rapid expansion and investment makes it one of the fastest growing cities in the world.

Shanghai as financial powerhouse also makes it an attractive gateway for developers looking for access to the region's investors. Cityscape China will provide the perfect platform to showcase your developments, projects and services in what will be the largest economy in the world within 20 years.

Shanghai as a MICE destination has all of the facilities that a premier event such as Cityscape requires. Substantial hotel and accommodation facilities, an advanced transport infrastructure, bilingual ability and state of the art convention facilities all make Shanghai the only location in the region that represents the international vision of Cityscape China.



### 2 Parallel Conferences

#### Cityscape China Conference

23 – 26 May 2007

The Cityscape China Conference is a unique, much needed platform for international developers looking to source inward investment from the Asian region and international investors seeking investment opportunities in what is clearly one of the most vibrant property development markets in the world. The conference plays host to the most significant investors, lenders, owners and developers. Featuring stimulating presentations and debate, tailored workshops, exciting site visits, fascinating project showcases and unrivalled networking, this is the 'must attend' event for the property investment and development industry. For more information, please visit [www.cityscapechina.com](http://www.cityscapechina.com)

#### World Architecture Congress China

24 – 26 May 2007

The World Architecture Congress features international leaders in architecture and design from around the world to discuss the key issues affecting the built environment and explore innovative solutions to achieve dynamic, liveable and sustainable cities. Among the issues to be discussed at this ground breaking event for China are urban landscapes, sustainability, integrating traditional and modern design elements, architecture and engineering, innovation and technology.

You will gain insightful information on best practice, see the latest innovations in architectural design and be inspired by showcases of iconic architecture. For more information, please visit [www.wac-china.com](http://www.wac-china.com)

#### Cityscape Exhibition

24 – 26 May 2007

The Cityscape Exhibition brings together regional and international investors, architects and designers, property developers, governmental authorities and senior executives involved in the design and construction of public and private property developments.

#### Cityscape China Cocktail Party

The legendary Cityscape China cocktail party will provide key international and regional professionals an informal environment to network in one of the most popular night spots in Shanghai. The party is only accessible to conference delegates, VIPs and exhibitors, and is by invitation only.

#### Cityscape China Architecture Awards

The Cityscape China Architecture Awards submission and eligibility criteria will be announced at Cityscape China 2007 with a focus on cutting edge design in the region. The winners will be presented their accolades at a Gala presentation during Cityscape China 2008.

#### Translation

Simultaneous translation will be available at Cityscape China for all conference presentations.



9.00 Registration And Refreshments

10.00 Cityscape China Official Opening

11.00 **Conference Chairman's Welcome Address:**  
John Sandwick, *Managing Director, Encore Management, Switzerland*



### International Trends

11.15 **International Property Trends: An Update On The State Of The Global Property Investment And Development Market**

- What's hot? What's not? Why and why not?
- How have emerging property markets performed compared to expectations and established markets in Europe and North America?
- What were the success stories and challenges of 2006/7?
- What have been the driving forces behind recent market trends? Will these continue to shape the market beyond 2007?

Stephen Coyle, *Managing Director and Chief Investment Strategist, Citigroup Property Investors, USA*  
Richard A. Johnson, *Managing Director, Istithmar, UAE*

11.45 **Emerging Trends In The International Property Market - Where Are The Investment Dollars Headed?**

- What factors are attracting international investors?
- Where are the large institutional and high net worth investors going? Where is the big money headed?
- How confident are major investors in the sustainable growth of emerging markets?
- What will the near future hold? How can investors and developers prepare to capitalise on future opportunities?

Matthew Ryall, *Director Real Estate, Blackrock, UK*  
Guy St. John Barker, *MD & Head of European Fund Management, INVESCO Real Estate, Germany*



### China Focus

12.15 **China's Place In The Asian Real Estate Space: Then, Now And Tomorrow**

- Exploring the growth of a rapidly developing market and economy
- What is China's position within the broader Asian real estate market?
- Which are the areas of growth and where are the hot investment spots?
- The expanding role of the institutional investor in Chinese real estate
- Update on foreign investment in Chinese real estate
- What kind of capital flows can be expected into the Chinese real estate market?
- Which product types are currently favoured by investors?
- Why are investors focusing on China?

Chris Brooke, *Managing Director- Greater China, CB Richard Ellis, China*  
David Watt, *Chairman-North Asia, DTZ Debenham Tie Leung, Hong Kong*  
Anthony Couse, *Managing Director, Jones Lang LaSalle Shanghai, China*  
Lina Wong, *Managing Director, Jones Lang LaSalle Shanghai, China*

13.00 **Networking Lunch For Speakers And Delegates**

14.00 **Understanding China's Complex Legal And Regulatory Environment**

- How will recent central government regulations affect FDI into China?
- Legal protection of ownership rights
- Ensuring compliance with new and existing financial requirements
- Land fees for construction projects: Good news or bad news?
- Understanding the importance of a good local partner

Norris Yang, *Partner, Boughton Peterson Yang Anderson, Hong Kong*

14.30 **Exploring The Financing Elements Of China's Real Estate Market**

- Raising capital: Attracting international money to Chinese real estate
- What is the scope for REITs in China: Will they work and who is looking after it?
- Implementing financial restructuring to reorganise bad debts to make the market more attractive
- Bringing Foreign Direct Investment into China: Making external financing a feasible reality
- What is the potential for JVs and partnerships in China: Do they work?
- Lessons learnt by foreign investors
- Where is the smart money going?
- Harnessing the potential for hotel REITs

Dr. Francis Liu, *Managing Director, Guangdong (Int'l) Capital Ltd., Hong Kong*  
John Zhou, *Principal & CEO, Pangaea Capital Management, China*

15.15 **Capitalising On The Rapid Outwards Expansion Of China's Real Estate Market: 1st Tier vs. 2nd Tier Cities – Identifying The Hot Spots**

- What are the opportunities and pitfalls for each?
- Sourcing for and performing due diligence for projects especially in 2nd tier cities
- Pin-pointing the hot spots in the 2nd tier cities
- Investing in mature projects in 1st-tier cities vs. starting new developments in 2nd-tier cities: What is the IRR

Zheng Xiaoping, *Principal, BAZO Investments Asia, China*  
Terence Tang, *International Director, Head of All China Investments, Jones Lang LaSalle, China*

16.00 **Networking And Refreshment Break**



### Project Showcases

Project showcases will commence at 16.30 and conclude at 17.15

**Dubai Towers – Dubai**

The landmark "Dubai Towers - Dubai," will be the centerpiece for "The Lagoons," a new urban development in Dubai, UAE. The four towers, ranging from 54 to 97 floors, are clustered to form a choreographed sculpture, representing the movement of candlelight.

In addition to their bold architecture and prime location, the 'Dubai Towers - Dubai' will be characterized by a range of additional facilities including retail, restaurants, entertainment, health spas, gymnasiums, a hotel and residential apartments that merge to create a vibrant, dynamic community. The estimated completion date for the 'Dubai Towers - Dubai' complex is mid 2010.



**The New China International Exhibition Center (CIEC)**

In an international competition-winning design, TVS presented a master plan for the New China International Exhibition Center that encompasses a mixed-use development as well as the country's premier exhibition complex. In keeping with Beijing's vision of livable work environments and significant green space development, the plan links the site to the nearby Wen Yu River and the proposed green belt that runs along its length.

Yaomin Xue, *Director of Business Development, Asia, TVS, China*



17.15 **Close Of Conference Day One**



### 8.30 Morning Refreshments

9.00 **Conference Chairman's Opening Remarks**  
 John Sandwick, *Managing Director, Encore Management, Switzerland*



## Residential

### 9.15 China's Booming Residential Real Estate Market: Potential Profit Or Pure Hype?

- What are the new styles of residential developments that can be used to accommodate the Chinese taste?
- What are the opportunities for residential development in 2nd-tier cities?
- Who is looking after residential development in regional China?
- Examining the key differences between 1st-tier cities and regional areas for investors and developers when investing in regional residential development
- Coping with the extreme variation in investment yields between 1st and 2nd tier cities

Nicholas Brooke, *Chairman, Professional Property Services Ltd., Hong Kong*

Brian Chinappi, *Managing Director, RREEF Asia Pacific, Hong Kong*

- Taking on the challenge of developing integrated destinations: where is it headed?

Kevin Wallace, *CEO- Advisory Services, NorthCourse Leisure Real Estate Solutions, London*

John Tsui, *President, Peninsula House LLC, China*

Sunny Sun, *Vice President, Langham Hotel International, Hong Kong & China*

Gurjit Singh, *Director of Property, Sentosa Leisure Group, Singapore*

Paul Saunders, *CEO & Creative Director, Saunders Young, Australia*

### 13.00 Networking Lunch For Speakers And Delegates



## Retail

### 14.00 Examining The Latest Global Trends In Retail Property Development And Investment

- What are the latest trends international trends in retail property developments and investment?
- How do international trends translate to regional marketplaces?
- The globalisation of the shopping centre – the end of traditional markets or catalyst for economic growth?

Peter Walichnowski, *CEO, Skylan Properties, South Korea*

Teemu Vuori, *Managing Director Asian Operations, Evata Asia, China*

### 14.30 Grasping China's Expanding Retail Sector: Getting The Formula Right

- What are the factors driving retail real estate in China at present?
- Why have so many recent projects failed?
- Weighing the pros and cons of investing in project under planning/development rather than merely investing in existing malls
- What is driving the recent rush of international retailers into China and how can this be sustained?
- Who are the leading foreign retailers and how are domestic retailers responding to the competition?

Kelvin Ng, *CEO, Synergistic Real Estate, Deputy President, Council of Asian Shopping Centers, Senior Advisor, Mall China*

David Hand, *Managing Director & Head of Retail Services for China, Jones Lang LaSalle Beijing, China*

### 15.00 Cross Border Panel Discussion: Shopping Centre Management

Kelvin Ng, *CEO, Synergistic Real Estate, Deputy President, Council of Asian Shopping Centers, Senior Advisor, Mall China*

Peter Walichnowski, *CEO, Skylan Properties, South Korea*

Teemu Vuori, *Managing Director Asian Operations, Evata Asia, China*

David Hand, *Managing Director & Head of Retail Services for China, Jones Lang LaSalle Beijing, China*

### 15.45 Networking And Refreshment Break



## Project Showcases

Project showcases will commence at 16.15 and conclude at 17.00

### Marketing Property Developments

In this showcase, delegates will hear two successful case studies of city development and planning. Anthony will also talk about some of the key strategies and marketing consultancy work that KMG has done for real estate companies.

Anthony Ao, *Director of International Estate and City Development Department, Kotler Marketing Group, China*

### Tianjin Exchange Tower 2, Tianjin, China

Tianjin Exchange Tower 2 is a Grade A office building in the core of Tianjin's CBD. The primary investor is GIC Real Estate Pte. Ltd. from Singapore. The Tower is a distinct integrated complex to meet all work, shopping and recreational needs.

Michael Hart, *Managing Director – Tianjin, Jones Lang LaSalle, China*

### The Kanyon, Istanbul, Turkey

Kanyon is designed to be an upmarket neighborhood where interaction between the dwellers is motivated and all functions of contemporary city life are solved within the complex. Kanyon adds modern values to the city of Istanbul, defines new trends and grants a city square and a green, lively pedestrian zone in the heart of the city. Cityscape 2006 Architectural Review Awards jury granted first prize to Tabanlıoğlu for Kanyon Project, evaluating the building with the comment: "The radical geometries of this Istanbul mixed-use development have made it a destination for visitors intrigued by its curved architecture."

Dipl. Ing. Murat Tabanlıoğlu, *Co-founder, Tabanlıoğlu Architecture, Turkey*

### 17.00 Close Of Conference Day Two



## Commercial

### 9.45 Going To The Office In China: Capitalising On The Foreign Capital Into Commercial Developments

- Coping with the demand as international companies locate Asian head offices in China
- Overcoming the lack of prime space needed for A-Grade offices: how to open up the land bank further?
- Ensuring that the boom in commercial developments leading up to Beijing 2008 can be sustained post-Olympics
- Is commercial property overheating in China's major cities?

Remy Chan, *Regional Director, Head of Markets, Jones Lang LaSalle, China*



## Hotel

### 10.15 The Global Hotel Investment And Development Market – Where Do The Opportunities Lie?

- How does worldwide supply of hotels and resorts compare with demand?
- What types of properties are international investors searching for and where are they located?
- International hotel industry trends and how they are impacting returns

Arthur de Haast, *Global CEO, Jones Lang LaSalle Hotels, UK*

Chih-Chien Wang, *Managing Director, H&Q Asia-Pacific, Hong Kong*

Anupam Narayan, *EVP, Chief Investment Officer and CFO, Red Lion Hotels Corporation, USA*

### 11.00 Networking And Refreshment Break

### 11.30 Succeeding In China: What Are The Key Factors Driving Hotel Investment?

- Where are the major players expanding and/or building brand new hotel developments?
- Exploring the opportunities for inward investment into china's hotel industry:
- Which segments in China's hotel industry are currently attractive to investors?
- International brands boosting the market: True or false?
- Budget and mid-market segment: what is the potential?
- Large-scale regional and global events : a magnet for hotel investors and developers - Beijing 2008
- How will the Shanghai Expo 2010 affect hotel developers and investors?

Andreas Flaig, *Executive Vice President- Beijing, Jones Lang LaSalle, China*

Ivor Clucas, *President- Asia Pacific, RCI Global Vacation Network, Singapore*

### 12.00 Emerging Concepts: New Brands, New Names, New Ideas

- Your piece of paradise: what is the potential for timeshare and fractional ownership
- Are small, boutique and budget properties giving the big guys a run for their money?
- What are the opportunities for niche and smaller hotels?
- Link up: assessing the benefits of hotel chains and conglomerates
- What do link-ups, mergers and acquisitions bring to the mix?
- Maximising space or a mad jumble: mixed-use developments
- Which mix works the best? Hotel/Mall, Serviced Apartment/Office?
- What are developers' main considerations when contemplating a mixed-use development?