

Myanmar Real Estate Summit 2012

19-20 Nov
ParkRoyal Yangon



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Management
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into our 29th year

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DAY 1 - 18 Nov 2012, Sunday

Optional Pre-conference Workshop
Doing Business in Myanmar
14:00 - 17:00

Led by legal expert **Mr. Alessio Polastri**,
Managing Partner, P&A Asia

Agenda of workshop

1. Agency and distribution agreements
2. What is a joint-venture agreement?
3. Finding the right partner
4. Ordinary and extraordinary clauses in a joint-venture agreement
5. Protection of know-how
6. Protecting from your local partner
7. Protecting from your international partner

DAY 2 - 19 Nov 2012, Monday

08:00 Registration & Coffee

09:00 Chairman's Welcome & Introduction

09:10 **Opening Keynote Address: Master-plan for the Hotel & Tourism Sector**
His Excellency. U Htay Aung
Minister of Hotels and Tourism

09:40 **Urban Development Plan for Yangon**

- Sourcing land: guidelines and protocols
- Heritage building preservation
- Emerging of new economic zones: Thilawa, Thanlyin, Dala

U. Win Zaw, Director for Urban & Regional Planning Division
Dept of Human Settlement & Housing Development (DHSHD), Ministry of Construction

10:10 **Investment Climate in Myanmar (Foreign Investment Law & Investment Potential)**
Daw. Mya Thu Za, Deputy Director General
Directorate of Investment and Company Administration (DICA)

10:40 Discussion followed by Refreshment Break

11:10 **Myanmar National Building Code Development and Construction Guidelines for High-rise Buildings**
U. Than Myint, Chairman
Committee for Quality Control of High-rise Building Projects (CQHP)

11:40 **Land Rights for Foreign Investment in Myanmar**

- General legal framework
- Residential and commercial developments

• Agricultural & Infrastructure projects
Cheah Swee Gim
Director and Foreign Consulting Attorney
Kelvin Chia Yangon Ltd

12:00 **Panel Discussion: Approaching Land Matters in Myanmar**

- Difficulties for new arrivals in getting access to information
- Private sector deals vs. acquisition of land from the government
- Valuations (private sector vs government land)
- Heritage buildings
- Key areas to focus on in a proposal to the govt.

Panelists:

Christian J. Oram, Owner
E & O Capital
Cyrus Pun, Executive Director
Yoma Strategic Holdings Ltd.
Tan Kok Keong, Advisor
Shwe Taung Development Co., Ltd.

12:40 Discussion followed by Networking Lunch

13:55 Chairman's Remarks
Christian J. Oram, Owner
E & O Capital

14:00 **Outlook on Real Estate in Myanmar from a Developer's Perspective**

- Modus operandi
- Getting approval
- Partnering with local entity

Cyrus Pun, Executive Director
Yoma Strategic Holdings Ltd.

14:30 **Repositioning and Refurbishment Projects in Myanmar**

- Enhancing the value of existing assets
- Case study: Refurbishment of Strand Hotel
- Lessons from other heritage restorations

Kenneth Gaw, President & Managing Principal
Gaw Capital

15:00 **Mixed-Use Development in Myanmar: From Retail Malls to Service Apartments**

Jonathan Kyaw Thauang, CEO, Capital 8 Group

15:30 Discussion followed by Refreshment Break

16:00 **Trends in Developments & Uptakes for Office Space in Yangon**

- Drivers for office market - past/present and future
- Current status of office space in Yangon
- Where will rental rates go?
- Flexibility is the key - Options for future tenants

Tony Picon, Associate Director- Research
Colliers International Thailand

16:40 **Tax and Legal Structuring of Real Estate and Hospitality Investments**

- What are the Myanmar tax implications of acquiring, leasing and developing real estate?
- Holding structures and SPVs: which locations are most suitable for holding the onshore project co?
- Which financing structures is tax efficient?
- Onshore structuring options for retail, hospitality, or residential projects
- How does Myanmar tax capital gains on shares of real estate companies? Advantages of the tax treaties with Singapore, Malaysia and Thailand
- Hotel management (fee) structures: cross-border tax and legal implications
- Which customs duties and import licenses will apply to imports for a hospitality project?
- Tax and legal pitfalls for construction projects and property development

Edwin Vanderbruggen, Partner
VDB Loi

17:30 Discussion followed by End of Day 1

DAY 3 - 20 Nov 2012, Tuesday

09:00 Chairman's Remark
Tony Picon, Associate Director- Research
Colliers International Thailand

09:05 **Hotels in Myanmar: A Golden Opportunity?**

- Tourism trends, visitors arrival and profile
- Hotel supply: number of hotels per market and rooms per market
- Major markets' profile: Yangon, Mandalay, Bagan, Ngapali Beach
- Case studies: Brief review of selected hotels' business and operating models

Daniel Voellm, Managing Director
HVS Global Hospitality Services

09:35 **Panel Discussion: Resorts Market in Myanmar**

- Prospects of Bagan, Ngapali and Ngwe Saung as the next Phuket and Bali?
- Risk/return profiles of hotel/resorts investments?
- Opportunities for investors and obstacles to be addressed?
- Developing human capital and skilled workers for the hospitality sector?
- Getting started in Myanmar?

Panelists:

Suki Singh, Managing Director
Myanmar Hotels International
Victor Pang, Vice President Development - Asia
Accor Asia Pacific
U. Kyaw Htun, Joint Secretary
Myanmar Hotelier Association

10:05 **Design Implications of Refurbishment & Upgrading of Buildings**

Amelie Chai, Principal Architect, SPINE Architects

10:35 Discussion followed by Refreshment Break

11:00 Chairman's Remark

Andrew Langdon, Senior Vice President - Thailand and Indochina, Jones Lang LaSalle (Thailand) Limited

11:05 **Institutional Property Investment for Myanmar**

Alexis de Mecquenem, Director
Cube Capital HK Limited

11:35 **Panel Discussion: Capital Raising Vehicles and Cash Flow Management for Property Investments in Myanmar**

Panelists:
Kenneth Stevens, Managing Partner
Leopard Capital Cambodia
Simon Landy, Chairman
British Chamber of Commerce (Thailand)

12:15 Final Discussion followed by Closing Lunch

13:30 End of Conference

14:00 - 17:30

Optional Visit to Thanlyin Star City Project Site & Myanmar International Terminals Thilawa Port

Meet & Brief Session with GM & Project Team of Thanlyin Star City.

Located in Thanlyin Township, which is earmarked to be one of the Special Economic Zones (SEZ) under the newly enacted Myanmar SEZ Law, Star City is a mega project comprising of residential, commercial and recreation development. The visit will be followed by a tour to the Thilawa international port, located within the industrial zone. These developments are expected to accelerate infrastructure and real estate boom for the township.

Per Person Fee for Conference:	(USD)
Regular Fee for 1	1895.00
Group Fee for 3 or more	1595.00
Pre Conference Workshop : 18 Nov	(USD)
Workshop Fee for Conference Attendee (per person)	395.00
Site Visit (per person)	(USD)
Optional site visit	50.00

3 Ways To Register

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