

Day 1 - 30 Sept, Monday

08:00 Registration & Coffee

09:00 CMT's Welcome
 G. Seelan, Managing Director
CMT

09:10 **Opening of the 2nd MRES**
His Excellency U Myint Swe
Chief Minister
Yangon Regional Government

09:20 **Keynote Speech: Urbanization of Yangon City: Master-plan & Outlook**
His Excellency U Hla Myint
Mayor of Yangon City
Yangon City Development Committee (YCDC)

09:30 **Keynote Speech: Mandalay as Tourism & Industrial Hub**
His Excellency U Aung Moun
Mayor of Mandalay
Mandalay City Development Committee (MCDC)

09:40 Welcome Address
 U. Thinn Maung, Vice Chairman
HTOO Group of Companies

10:00 Chairman's Remark
 Christopher Thurane Aung
 New Business Development Director
Dagon Group of Companies

10:05 **Developments of Public Housing Projects in Myanmar**
 Daw. Moe Thida, Assistant Director
 Dept of Human Settlement & Housing Development (DHSHD)
Ministry of Construction

10:35 **Vision for Yangon's Future: Protecting Yangon's Unique Built Heritage, Prospects and Challenges**
 Dr. Thant Myint U, Chairman
Yangon Heritage Trust

11:05 Discussion followed by **Welcome Reception Hosted by Premium Sponsor**



11:35 Chairman's Remark
 Tony Picon, Managing Director
Colliers International Myanmar

11:40 **Leasing Land in Myanmar**
 Karina Peng, Partner
Polastri Wint & Partners

12:10 **Panel Discussion: Real Estate Challenges in Frontier Market Myanmar**

- Land price/valuations
- Land ownership
- Leasing structures
- Mall development & retail issues
- Effect of zoning regulations
- Creating a JV
- Exit strategy

Panelists:
 Tony Picon, Managing Director
Colliers International Myanmar
 Han Kyi, Director
Creation Myanmar Co., Ltd.
 Simon Landy, Executive Chairman
Colliers International Thailand
 Christopher Thurane Aung
 New Business Development Director
Dagon Group of Companies

12:45 Discussion followed by Networking Lunch

14:00 Chairman's Remarks
 Bill Barnett, Managing Director
C9 Hotelworks Company Limited

14:05 **Retail Sector – Futurescape in Myanmar**

- A shopping centre overview inc, supply and demand
 - Lease strategy and tenant mix - what keeps developers awake at night
 - Opportunities for developers in the retail sector
- Richard Leech
 Executive Director (Retail Services)
CB Richard Ellis (Vietnam) Co. Ltd. - CBRE

14:25 **Case Study of the Junction 8 Malls: Operating Challenges in the Retail Sector**

- Consumer behavior and retail trends

Dr. Sandar Htun, Deputy Managing Director and Head of Shopping Centre Div
Shwe Taung Development Co., Ltd.

14:55 **Panel Discussion: Opportunities in Hotels and Resorts in Myanmar**

- Finding appropriate hotel operators and business partners
- Key commercial terms offered
- Pitfalls to avoid & future direction
- Implications of the Tada-U hotel zone

Panelists:
 Andrew Langdon, Senior Vice President
 (Hotels & Hospitality Group)
Jones Lang LaSalle
 Victor Pang
 Vice President Development (Asia)
Accor Asia Pacific
 Frank Janmaat, Managing Director
Kaung Myanmar Association (KMA)
Hotel Group / Lighthouse Hospitality
 Peter J. Crowhurst
 Head of Asset Management (Real Estate)
Yoma Strategic Holdings Ltd.

15:30 Discussion followed by Refreshment Break

16:00 **Infrastructure & Industrial Development: Thilawa Special Economic Zone**

- Incentives for investors under SEZ law
- Technology/equipment supply
- Land lease guidelines

• Business partners
 Masaki Takahara
 Executive Managing Director
Japan External Trade Organization (JETRO)

16:30 **Property & Asset Management: Getting it Right from the Start**
 Dexter Norville, National Director
 (Property & Asset Management)
Jones Lang LaSalle

17:00 Discussion followed by End of Day 1

17:05 - 18:05 *Networking Reception*
 for Speakers & Delegates

Day 2 - 1 Oct, Tuesday

09:00 Chairman's Remark
 Dexter Norville, National Director
 (Property & Asset Management)
Jones Lang LaSalle

09:05 **Htoo's Prospective Development for Myanmar's Real Estate Sector**
 U. Kyaw Thu Oo, Deputy Director
HTOO Group of Companies

09:35 **Practice of Structuring and Financing Real Estate Joint Ventures**

- How can you transfer the land rights into the project company? The pros and cons of sublease versus assignment
- How to split land into different parts for different project companies?
- Legal and tax implications of the sale of apartments
- Are options, warrants and convertible loans workable under Myanmar law?
- Which provisions of the JVA may not be enforceable under Myanmar law?
- Avoiding trapped cash: how to extract profit and cash effectively from a real estate JV in Myanmar?

Edvin Vanderbruggen, Partner
VDB Loi Myanmar

- 10:05 **Serviced Apartment Landscape in Myanmar**
 • Current situation (supply/rates), alternatives & investment appeal
Tony Picon, Managing Director
Colliers International Myanmar
- 10:35 Discussion followed by Refreshment Break
- 11:05 **Construction Sector Outlook in Myanmar**
 • Cost, timing and challenges
 • Raw material supply and challenges
 • Technology requirements
Pierre-Jean Malgouyres, General Director
Archetype Group
- 11:35 **Taxation System for Property Investments in Myanmar**
Sebastian Pawlita, Partner
Polastri Wint & Partners
- 12:05 Final Discussion followed by Closing Lunch
- 13:25 End of Conference

Separately Bookable Workshop: Construction Practices in Myanmar

(Day 2, 1st Oct - Afternoon)

13:30 **Part 1: Design & Building Projects in Myanmar: Keys for a Successful Delivery in a Demanding Environment**

- Building codes
- Seismic conditions
- Utilities infrastructure
- Development assumptions
- Design Coordination and Building Permit

Construction Execution:

- Ground/soil condition
- Sourcing the right materials locally, local supply chain vs. importation
- Benefit of self-production

Site Management:

- Power supply
- Quality concern
- Employing Myanmar talents and ... retaining them!
- Precast concrete construction

Development:

- Costing challenges in a construction project in Myanmar: inflation, exchange rate

Specific case study:

- Heritage building renovation
Murli Metharam
Business Development Director
Bouygues Baltiment International
Jean-Jacques Largent, General Manager
BYMA

15:00 Coffee Break

15:30 **Part 2: Legal & Tax Structure of Major Construction Projects**

- One MIC Permit or two? Should you license the contractor or the project owner? Can you obtain a license for both?

17:00 End of Workshop

- What are the rules for licensing construction projects? How do they work in reality?
- How to avoid the “Commercial Tax trap”: why does everyone get this wrong?
- How to split the onshore and the offshore contract: does this affect your ability to import?
- Are there in reality foreign ownership restrictions for construction activity?
- Which construction projects have received an MIC license to date?
- 5 issues of the Myanmar Contract Act to watch for in your contractual documentation
Edwin Vanderbruggen, Partner
VDB Loi Myanmar

Who Shall Attend:

- Property investors & developers
 - Real estate analysts
- Construction & engineering firms
- Consultants & brokerage firms
- Hoteliers • Financiers & lenders
- Banks & financial institution
- Asset managers & fund managers
 - Real estate funds, REITs, hedge funds & private equity
 - Insurance firms • Law firms
- Tax consultants • Industry regulators

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Program details published herein are confirmed as at 04/10/2013. Please visit <http://www.cmtevents.com/main.aspx?ev=130941> for latest information on speakers & topics.

| Activities | Regular Fees | Bundle Deal |
|--|--|---|
| MRES Summit 30 Sept - 1 Oct | Regular Fee - USD1895 per person Group Fee - USD1595* per person <i>*3 or more from same company</i> | MRES Summit + Post Summit Workshop USD2095 per person or USD1795* per person <i>*3 or more from same company</i> |
| Post Summit Workshop <i>Construction Practices in Myanmar</i> 1 Oct (1.30pm - 5.00pm) | USD495 per person | |
| Pay Online By 23 August with Visa/MasterCard & SAVE USD75 (per person) <i>Not applicable for any other discount</i> | | |