

## BREAKING NEWS!

*"Myanmar's new foreign investment law allows overseas firms to fully own ventures and offers tax breaks and lengthy land leases ..."*

*Under the new law, foreign investors can lease land from the government or from authorised private owners for up to 50 years, depending on the type and size of the investment, and the deal can be extended twice, for 10 years each time ..."*

*Myanmar state media details new foreign investment law, 3 Nov 2012*

Sweeping changes and policy reforms are now in place to transform the real estate scenario in Myanmar! As investors rush into the country seeking business opportunities, real estate developments are being fuelled by increasing demand for residential and commercial properties. Dozens of companies are looking for office space and at the same time housing for their expatriate employees.

Conglomerates like Serge Pun & Associates is planning a 160 acre of rental apartments and condominium complex, emulating high-end developments in Singapore and other big cities.

The boom in tourism is also pushing demand for hotel space and shopping malls, luring investors from foreign countries such as Japan, Singapore and Thailand. Besides new investments, old and distressed properties are being repositioned for incremental revenue and growth!

*Asian countries eye investment in Myanmar's property, hotel sectors - Eleven, 31 Oct 2012*

CMT's **Myanmar Real Estate Summit (MRES) 2012** is the timely one-stop platform addressing investment opportunities and challenges for the real estate sector. From residential to industrial to hotels, **MRES 2012** is

your best opportunity to gain extensive insights from key government officials and leading property players on what Myanmar has to offer for real estate investors.

So mark your calendar now to seek out opportunities in Myanmar's burgeoning property & real estate market!

### CONFIRMED SPEAKERS:

- Ministry of Hotel & Tourism Myanmar
- Department of Human Settlement & Housing Development (DHSHD), Ministry of Construction
- Myanmar Hotels International
- SPINE Architects
- Leopard Capital Cambodia
- Yoma Strategic Holdings
- Directorate of Investment and Company Administration (DICA)
- Kelvin Chia Yangon Ltd
- Committee for Quality Control of High-rise Building Projects
- Colliers International
- HVS Global Hospitality Services
- Gaw Capital
- Cube Capital
- VDB Loi
- Capital 8 Pte. Ltd.
- E&O Capital

### Who Shall Attend

- Property investors & developers
  - Real estate analysts
- Construction & engineering firms
- Consultants & brokerage • 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

### 3 Ways To Register

Online: [www.cmtevents.com](http://www.cmtevents.com)  
Email: [sasha@cmtsp.com.sg](mailto:sasha@cmtsp.com.sg)  
Tel: **(65) 6346 9124**

### CUSTOMISED SPONSORSHIP OPPORTUNITY

Package available include **Corporate, Exclusive Luncheon & Cocktail sponsor.**  
Exhibition / catalogue display can be arranged upon request.

Contact [nisha@cmtsp.com.sg](mailto:nisha@cmtsp.com.sg) or **(65) 6346 9130**

<b>Per Person Fee for Conference:</b>	(USD)
Regular Fee for 1	1895.00
Group Fee for 3 or more	1595.00

<b>Pre Conference Workshop : 18 Nov</b>	(USD)
Workshop Fee for	395.00
Conference Attendee (per person)	

<b>Site Visit (per person)</b>	(USD)
Optional site visit	50.00

For local Myanmar companies, please contact [grace@cmtsp.com.sg](mailto:grace@cmtsp.com.sg) for the special fee.

# Myanmar Real Estate Summit 2012

19 – 20 Nov / ParkRoyal Yangon

Official Keynote Address by:  
**His Excellency U Htay Aung**  
Minister of Hotels & Tourism, Myanmar

## A Giant Leap for Industrial & Commercial Investments as Demand Soars!

### Benefits of attending MRES 2012:

- Hear experienced developers touch on making a property deal work in Myanmar
- Ascertain the risks and benefits of investing in a frontier market like Myanmar
- Understand land issues and investment guidelines for the real estate sector
- Evaluate the market opportunities in the hotel and tourism industry
- Obtain business know-how and pitfalls to avoid when investing in Myanmar's real estate sector

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# Myanmar Real Estate Summit 2012

19–20 Nov  
ParkRoyal Yangon



Centre for  
Management  
Technology®  
into our 29<sup>th</sup> 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 Thuang, 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.

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Regular Fee for 1 (USD) 1895.00

Group Fee for 3 or more 1595.00

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Program details published herein are confirmed as at 02/11/2012.

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