

# Myanmar Real Estate Summit 2012

19–20 Nov  
ParkRoyal Yangon



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into our 29th year

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## DAY 1 - 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)**  
*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*

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 Oram, Director  
E & O Capital Management  
Cyrus Pun, Executive Director  
Yoma Strategic Holdings Ltd.*

12:40 Discussion followed by Networking Lunch

13:55 Chairman's Remarks

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 2 - 20 Nov 2012, Tuesday

09:00 Chairman's Remark

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?

*Moderator:  
Tony Picon, Associate Director- Research  
Colliers International Thailand*  
*Panelists:  
Suki Singh, Managing Director  
Myanmar Hotels International*

10:05 **Design Implications of Refurbishment & Upgrading of Buildings**  
*Amelie Chai, Principal Architect  
SPINE Architects*

10:35 Discussion followed by Refreshment Break

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 - 16:30

### Optional Visit to Thanlyin Star City Project Site

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 project will be located close to the Thilawa international port and industrial zone; and accelerate infrastructure and real estate boom for the township.

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Group Fee for 3 or more	1595.00
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Pay Online By 8 Oct with VISA / MasterCard	-100.00

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