

Day 1 - 30 Sept, Monday

- 08:00 Registration & Coffee
- 09:00 **Opening Ceremony of the 2nd MRES**
- 09:10 **Welcome Address by Chairman of Htoo Group of Companies**
- 09:20 **Urbanization of Yangon City: Master-plan & Outlook**
Inviting Senior Official YCDC (Yangon City Development Committee)
- 09:30 **Mandalay as Tourism & Industrial Hub**
Senior Official MCDC (Mandalay City Development Committee)
- 09:40 **Developments of Public Housing Projects in Myanmar**
Senior Official Ministry of Construction, Myanmar
- 10:00 **Vision for Yangon's Future: Protecting Yangon's Unique Built Heritage, Prospects and Challenges**
Dr. Thant Myint U, Chairman Yangon Heritage Trust
- 10:30 Discussion followed by Refreshment Break
- 11:00 **Leasing Land in Myanmar**
Karina Peng, Partner Polastri Wint & Partners
- 11:30 **Sharing the Vietnam Experience: HAGL Project Updates in Myanmar**

- 12:00 **Panel Discussion: What Property Investors Want?**
 - Land price/valuations
 - Land ownership
 - Leasing structures
 - Effect of zoning regulations
 - Creating a JV
 - Exit strategy*Panellists:*
Tony Picon, Managing Director Colliers International Myanmar
Cyrus Pun, Executive Director Yoma Strategic Holdings Ltd.
Han Kyi, Director Creation Myanmar Co., Ltd.
- 12:30 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*Daw. 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*Panellists:*
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 Management of Office, Residential and Retail Complex's**
Dexter Norville Director (Property Management) Jones Lang LaSalle
 - 17:00 Discussion followed by End of Day 1
- Day 2 - 1 Oct, Tuesday**
- 09:00 Chairman's Remark
 - 09:05 **Htoo's Strategy for the Development of Myanmar's Real Estate Sector**
Senior Representative 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?*Edwin Vanderbruggen, Partner VDB Loi Myanmar*

- 10:05 **Service 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
Jean-Jacques Largent, General Manager BYMA

*Julien Esch
Business Development 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

*Workshop Leader:
Edwin Vanderbruggen, Partner
VDB-Loi*

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 12/08/2013. 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>		