

MIDDLE EAST REAL ESTATE SUMMIT

Under The Patronage Of His Highness Sheikh Mohammed Bin Zayed Al Nahyan,
Crown Prince Of Abu Dhabi And Deputy Supreme Commander Of The UAE Armed Forces

INVESTMENT STRATEGY, PROJECT FINANCING AND ALTERNATIVE FUNDING

- Hear from industry thought leaders on profitable investment strategies and new development opportunities
- Discover alternative sources of funding available to finance upcoming projects
- Participate in an interactive format to maximise networking and business development opportunities

17~20 April 2011

Abu Dhabi National Exhibition Centre

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ABU DHABI

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Invest wisely and reap the benefits of continued market growth in the MENA region

Over the next decade MENA will make the transition from regional to global leader, implementing a carefully laid-out development plan and continuing its steady economic growth.* Abu Dhabi is leading this transition and is well on the way to becoming a globally-recognised powerhouse as well as the gateway to investment and development opportunities across the region. While holding the key to sustainable long term investments, this emerging market still requires an

innovative investment strategy. **Middle East Real Estate Summit** will be a meeting point for the Middle East's most forward-looking thought leaders and will arm you with the contacts, information, strategies and knowledge needed to profit from the region's opportunities.

**The Report Abu Dhabi 2010, Oxford Business Group*

How will you benefit from attending the Middle East Real Estate Summit?

- **Tapping into the region's wealth:** Identify an abundance of real estate investment and development opportunities in the MENA region including the Western Region of Al Gharbia in Abu Dhabi and Qatar
- **New avenues for growth and investment within infrastructure:** Examine new infrastructure projects in place to support rapid economic expansion and how you can invest profitably in these projects
- **A break-through in regulatory frameworks:** Efficiently navigate current and future legislation to invest with confidence in the region and attract foreign investment for upcoming projects
- **Access sustainable finance:** Understand alternative funding mechanisms and the varying investment vehicles to finance future projects successfully
- **NEW UNRIVALLED NETWORKING PLATFORM!** Attend our new platform of networking events and gain access to new contacts and viable solutions to the biggest industry challenges

Brand new speaker faculty for 2011



Peter Wilding
Executive Director
Mubadala Real Estate
and Hospitality



Christopher Sims MRICS
MHKIS ACI Arb, CEO,
Naseej



Imad Abulaban
President & CEO
Capitalstone Holding
Limited



Varun Sood
CEO Home Finance
Tamweel



Dr. Nimer Basbous
Head of Legal
HSBC Bank Middle East



R Lakshmanan
CEO
Sakana Holistic
Housing Solutions



Richard Bowker
CEO
Union Railway



Faisal Khan
Principal
Abraaj Capital

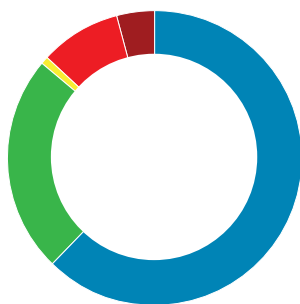


Fahad Al Ghuhainam
Chairman and CEO
First Qatar Real Estate
Development Company



Alex Gemici
Managing Director
Head of RMBS
Deutsche Bank

Who will you meet?



Delegates by Industry

- Institutional Investors (including private equity, banking, funds, REITs)
- Real Estate Developers (including commercial, residential, retail, industrial, hotel & leisure)
- Real Estate Consultants
- Regulators / Government/Policy Makers
- Legal

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"I was delighted to be part of the Cityscape Abu Dhabi Conference, the panelists were all experts in their field and the conversations that were held between themselves and the audience allowed for a transfer of ideas and opinions that made for an interesting and frank discussion."

Jeremy Oates, General Manager, **Burooj Properties**

The Middle East Real Estate Summit at Cityscape Abu Dhabi

Day 01.

Identifying investment and development opportunities in MENA real estate

- Beyond the real estate crisis: The real estate outlook for the MENA region in 2011
- Comparing opportunities in MENA with global markets to identify the most profitable prospects

Accessing sustainable project and transaction finance

- Transaction structures: Alternative sources of funding available for project financing

Creating profitable investment strategies

- Identifying the right real estate investment strategy in order to develop a profitable portfolio
- Discover new opportunities for real estate investment and development in the Western Region of the Emirate's capital

Day 02.

Successfully navigating regulatory frameworks

- Mortgage market development in Abu Dhabi: Is it a catalyst for growth?
- Navigating the legal framework in Abu Dhabi to facilitate greater investment

Profiting from the affordable housing boom

- Opportunities for investment and development of affordable housing within the MENA region

Benefitting from infrastructure development and investment

- Infrastructure progress and its national impact on real estate investment and development
- Connecting the Emirate: Outlining the progress of the Union Railway

Day 03.

Investor sentiment for opportunities in the MENA region

- Analysing international appetite for real estate investment in the MENA region
- Accessing growing investment opportunities in Qatar
- Profiting from Shariah compliant investment vehicles

Development and market fundamentals

- Assessing the impact of the global financial crisis on Abu Dhabi real estate investments
- Understanding the opportunities and restrictions of varying investment vehicles

Some of the organisations who will be attending the Middle East Real Estate Summit

- Abraaj Capital
- Abu Dhabi Capital
- Abu Dhabi Investment Authority
- Deutsche Bank
- Global Investment House
- RBS Global Banking & Markets
- First Qatar Real Estate Development
- Strategia Investment Company
- Paracor Capital Advisors
- Macquarie Capital Advisers
- Standard Chartered
- Abu Dhabi Finance
- ING Investment Management
- Unifund Capital
- Abu Dhabi Commercial Bank
- Kuwait Financial Centre
- Instrata Capital
- Rothschild
- And many more

What is taking place at Cityscape Abu Dhabi?

- **40+** speakers
- **30+** networking events
- **17** focused conference sessions
- **2** interactive workshops **NEW!**
- **1** exhibition
- **Over 30,000** participants

"Arguably the best conference in Abu Dhabi on real estate; a showcase for all stakeholders in the industry!"

Elie Younes, VP for Development, **Rezidor Hotel Group**,

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Middle East Real Estate Investment: A regional update

Day One. Sunday, 17 April

Regional Outlook

0900 Registration and welcome refreshments

1000 Official opening and welcome address by Chairperson
Eithne Treanor, CNBC's Special Correspondent, Middle East and Founder of E Treanor Media

1015 Placing Abu Dhabi real estate investment and development on the world stage
Peter Wilding, Executive Director, Mubadala Real Estate and Hospitality

1030 **Beyond the crisis: The real estate outlook for the MENA region in 2011**

- Analysing capital flow within the MENA region
- Inbound versus outbound real estate investments
- The risks involved in real estate versus the gains to be made
- The role of banks in re-capitalisation initiatives and the impact on the real estate market
- Examining the challenges when investing in real estate: Infrastructure, tenancy loss and regulatory environment

Fergal Harris, Head of Commercial Real Estate Middle East, Strategic Client Coverage Group, Standard Chartered Bank

1115 **Abu Dhabi 2030 Vision: A Review**

The Abu Dhabi 2030 vision is the lynchpin to the Emirate's transformation into a rapidly developing regional and global economic heavyweight. Abu Dhabi authorities are determined to continue attracting the best and the brightest from around the world to help the diversification drive. This presentation will review project achievements from 2010 from both the private and public sectors and will discuss progress of future projects, initiatives, developments and new business opportunities.

- Identifying key lessons to be learnt from the rapid expansion across the MENA region
- The central role of the 2030 Vision in driving real estate investment and development forward
- Outlining future projects and opportunities for the real estate industry
- To what extent will the growth in the energy sector create opportunities for real estate development?

Speaker to be announced

1145 **Identifying the right real estate investment strategy in order to develop a profitable portfolio**

- Brick versus paper: Designing the optimal balance of direct and indirect real estate investments
- Adjusting investment strategies to protect against uncertainties in the current market climate
- Identifying investment opportunities in the MENA region
- Determining the value of investing in distressed assets
- Evaluating various investment approaches and risks associated with each approach

Amal Al Bahrani, Vice President and Partner, Global Investment House
Thamer Aidi, General Manager, Investments and Acquisitions, Al Futtaim Capital
Imad Abulaban, President & CEO, Capitalstone Holding Limited
Gurjit Singh, COO, Sorouh
Philippe Baretaud, Development Director, Accor Hospitality

Panel Discussion

1230 Lunch and networking break

1330 **Comparing opportunities in MENA with global markets to identify the most profitable prospects**

Panel Discussion

- MENA versus other emerging markets: Asia, Latin America and Eastern Europe
- Risk versus returns: Examining how attractive MENA markets are to foreign investors
- Overcoming challenges when investing in MENA
- Understanding political and cultural awareness when investing in the region

Bassam N. Al Othman, Executive Vice President, Kuwait Financial Centre
Anil Pathak, CEO & MD, Paracor Capital Advisors
Imad Abulaban, President & CEO, Capitalstone Holding Limited
Philippe Baretaud, Development Director, Accor Hospitality
Amury Junior, Vice President, Vision Brazil Investments

Finance Development and Transactions

1415 **Transaction structures: Alternative sources of funding available for project financing**

Panel Discussion

- Analysing various sources of funding: Financing versus equity versus pre-sales
- Determining what new deal structures need to be in place in order to get financing approved
- Examining collaboration strategies with banks to restructure debt
- Identifying the key qualities of a good JV partner
- Exploring the role of institutional investment in financing existing future projects
- Are short-term options viable until finance becomes readily available?

Mohamad Galal, Chairman, Tasweeq Real Estate Egypt
Michael Katounas, Director, Credit Suisse
Tim Luckhurst, Head of Real Estate Advisory Middle East, RBS Global Banking & Markets
Faris Mansour, Senior Vice President, Macquarie Capital Advisers
Stephen J Atkinson, CEO, AREIT Management, Director, HSBC Bank Middle East
Joseph Haddad, Group General Counsel, Majid Al Futtaim

1500 Networking and refreshment break

1530 **Closing Keynote Address: Identifying new opportunities for real estate investment and development in the Western Region of the Emirate's capital**

- Outlining the growing economic strength of the Western Region
- Analysing opportunities and plans for development in the Western Region of Al Gharbia
- Reviewing the progress in developing Al Gharbia since the 'Design Charette'
- Examining development plans and opportunities for investment in Mirfa, Ruwais and Madinat Zayed

Senior representative, **Western Region Development Council**

1615 **End of summit day one**

Day One. Speakers include



Imad Abulaban



Thamer Aidi



Philippe Baretaud



Mohamad Galal



Fergal Harris



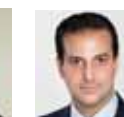
Amury Junior



Michael Katounas



Tim Luckhurst



Faris Mansour



Gurjit Singh

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Regulatory Frameworks and Infrastructure Development

Day Two. Monday, 18 April

0900 Registration and refreshments

1000 Chairperson's opening remarks

Regulatory Frameworks

1015 Mortgage market development in Abu Dhabi: Is it a catalyst for growth?

- Developing regulatory frameworks for the issuance of mortgages
- Legislative changes that need to be implemented in order to improve the mortgage system
- Expanding access to housing finance through a robust housing finance system
- Investigation of the criteria set to ensure sustainable mortgage financing

Alex Gemici, Managing Director, Head of RMBS, **Deutsche Bank**
Sundar Parthasarathy, Executive Vice President, Head of Consumer Assets, **Abu Dhabi Commercial Bank**
Philip Ward, CEO, **Abu Dhabi Finance**
Masood Al Awar, CEO, **Tasweek Real Estate Marketing and Development**
Varun Sood, CEO Home Finance, **Tamweel**

1100 NEW NETWORKING PLATFORM!

All new structured business card exchange session. The delegate who collects the most business cards will win an exclusive prize

1130 An investment in knowledge: Navigating the legal framework in Abu Dhabi to facilitate greater investment

- Understanding title and property registration in Abu Dhabi
- Outlining changes made to real estate laws in the last 12 months
- Examining upcoming legislation that is to be implemented
- To what extent is the buyer protected by the existing laws?
- Analysing improvements that need to be made to the current legislation to encourage foreign direct investments
- Understanding development and investment regulations

Dr. Nimer Basbous, Head of Legal, **HSBC Bank Middle East**

1200 Lunch and networking break

Affordable Housing

1300 Opportunities for investment and development within the affordable housing sector in the MENA region

- Defining 'affordable' housing within the MENA region
- Differentiating between affordable housing versus low income housing
- Examining supply, demand, pricing and future prospects of affordable housing in the MENA region
- Determining return of investment when investing in affordable housing projects
- Investigating the fundamentals and key principles of land acquisition, location, financial objectives, master planning and design

Jonathan Herps, Advisor to SBK Holding, **Abu Dhabi Capital and the Private Office of Highness Sheik Sultan bin Khalifa bin Zayed Al Nahayan**
Gurjit Singh, COO, **Sorouh**
R Lakshmanan, CEO, **Sakana Holistic Housing Solutions**
Christopher Sims MRICS MHKIS ACI Arb, CEO, **Naseej**

1400 Networking and refreshment break

Infrastructure Development and Investment

1430 Infrastructure progress and its national impact on real estate investment and development

- The role of infrastructure in driving economic growth and fostering sociopolitical development in the Middle East
- Outlining infrastructure projects that increase demand for real estate development across the region
- Examining opportunities for investment within PPPs
- Transportation projects in Abu Dhabi that drive real estate development

Simon Monk, Co-founder and Managing Director, **Instrata Capital**

1515 Case Study: Connecting the Emirate: Outlining the progress of the Union Railway

- Outlining the progress of the Union Railway project
- Examining the opportunities for PPPs within transportation projects
- Outlining the expected completion date of the project
- Assessing the impact of transport infrastructure on real estate investments and developments

Richard Bowker CBE, CEO, **Union Railway**

1600 End of summit day two

19.30 Cityscape Awards – Real Estate, MENA

Cityscape is again proud to present the fifth annual Cityscape Awards – Real Estate, MENA, a highlight of the Cityscape Abu Dhabi Event. The Awards aim to recognize those companies with projects in the Middle East and North Africa that have shown outstanding performance and exemplary contributions to the region's real estate development and winners will be announced at a gala dinner event at one of Abu Dhabi's prestigious venues.

Day Two. Speakers include



Masood Al Awar



Richard Bowker



Alex Gemici



Jonathan Herps



R. Lakshmanan



Simon Monk



Sundar Parthasarathy



Christopher Sims



Varun Sood



Philip Ward



Meet Dr. Nimer Basbous at the Middle East Real Estate Summit

Dr. Nimer Basbous holds B.A. and M.A. in law from the University of Jordan, and a Ph.D. in law from the University of Manchester. He worked as an in-house lawyer in the legal department at the Central Bank of Jordan from 1993 until 2004 when he joined the Jordan Deposit Insurance Corporation as a manager of Bank Liquidation Department for two years. He is currently the Head of Legal, UAE at HSBC Bank Middle East Limited. At HSBC, Dr Basbous, inter alia, has worked on the development of Islamic finance of property products; complete and under construction.

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Investor Sentiment and Market Fundamentals

Day Three. Tuesday, 19 April

0900 Registration and refreshments

1000 Chairperson's opening remarks

Investor Sentiment

1015 **Analysing international appetite for real estate investment in the MENA region**

- Gauging investor appetite in the MENA region
- Assessing the appetite for foreign direct investment into the MENA region
- Has there been a boost in investor confidence?
- Debating which markets real estate investors are most optimistic about

Panel Discussion

Fadi Al Said, CFA, Head of Equities, **ING Investment Management**
Tahani Al-Ajami, Senior Vice President Local & Regional Investment Division, **Strategia Investment Co. (SIC)**
Faisal Khan, Principal, **Abraaj Capital**
Faris Mansour, Senior Vice President, **Macquarie Capital Advisers**
Robert C Bush, Founding Partner, **Majlis Partners**

1100 **Presentation: Islamic compliance within real estate in MENA: Understanding Shariah compliant practices and products**

- Understanding the implications of Shariah compliance on real estate investments
- Demystifying the complex nature of the financial structure of Islamic investments
- Discovering the benefits of investing in Shariah compliant REITs and Sukuk
- Bridging the gap across borders and cultures: The integration of Islamic finance with the conventional fund manager

Raphael de Ricaud, Head of Islamic Finance, **Rothschild**

1145 **NEW NETWORKING PLATFORM!**

All new structured business card exchange session. The delegate who collects the most business cards will win an exclusive prize

1215 **Accessing investment opportunities in Qatar**

- Why Qatar? Why now? A profile of the economy and real estate development
- Examining real estate investment opportunities that are available
- Highlighting sectors that are most attractive for investment
- Understanding the regulatory environment in Qatar
- Availability of long term-debt financing in Qatar

Panel Discussion

Fahad Al Ghunaim, Chairman and CEO, **First Qatar Real Estate Development Company**
John Rose, Development Director, **Dohaland**
Faisal Hasan, CFA, Research Director, Senior Vice President, **Global Investment House**
Asar Mashkour, Head of Investment Banking, **Qinvest**

1300 Lunch and networking break

Development and Market Fundamentals

1400 **The Outlook for Abu Dhabi Real Estate Investment in 2011**

- Assessing real estate trends to identify the most profitable opportunities
- Examining measures in place to drive sustainable economic growth
- Analysing the role of REITs given the current economic situation
- Managing future cash flows in challenging times
- Debating which real estate vehicles are yielding higher returns

Joseph Haddad, Group General Counsel, **Majid Al Futtaim**

1445 Networking and refreshment break

1515 **Closing Keynote Panel: Understanding the opportunities and restrictions of varying investment vehicles: REITs, private equity funds, real estate funds and co-investment schemes**

- Analysing the benefits and restrictions of each scheme and assessing which delivers the best results in the current climate
- Co-investment: How to assess and select the right local partners to maximise profit
- Highlighting the challenges faced in exiting deals and how to overcome them

Mohamad El-Hage, Director Investment Banking, **Unifund Capital**
Jonathan Herps, Advisor to SBK Holding, **Abu Dhabi Capital and the Private Office of Highness Sheik Sultan bin Khalifa bin Zayed Al Nahayan**
Simon Gray, Director Supervision, **Dubai Financial Services Authority**
Abdulrahman Alharthi, CEO, **MENA Financial Group**
Sanjay Vig, Managing Director, **Alpen Capital**

1600 **Chairperson's summary and end of Middle East Real Estate Summit**

19.30 **Cityscape Cocktail Party**

A fitting finale to wrap up all the interactive social events at Cityscape Abu Dhabi, this evening is designed to create an outstanding opportunity for international and regional executives to meet and network in a relaxed and informal atmosphere.

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IIR reserves the right to alter the venue, sessions and/or speakers.

Day Three. Speakers include



Tahani Al Ajmi



Fahad Al Ghunaim



Abdulrahman AlHarthi



Fadi Al Said



Robert C Bush



Mohamad El-Hage



Simon Gray



Faisal Hasan



Faisal Khan



Faris Mansour

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NEW

Workshop Schedule 20 April 2011

Attend a focused post-conference workshop to increase your knowledge and gain competitive edge in the market

Choose from either:

Post Conference Workshop A

Date: 20 April 2010

Time: 1000-1600

Affordable Housing: Identifying development strategies and investment opportunities within the MENA region

The growing demand for affordable housing is creating opportunities for both private sector and government involvement in many markets across MENA. This workshop will provide a platform for government officials, private and public developers and financiers to discuss strategies to profit from affordable housing initiatives. Key topics will include examining the structure of profitable partnerships between private organisations and governments; cost efficient sustainable housing developments; understanding different designs and materials to reduce construction costs, different investment models and options of financing available; the impact of new mortgage and joint ownership legislation on affordable housing across the region.

David Dudley, Regional Director & Head of Abu Dhabi Office, **Jones Lang LaSalle**
Craig Plumb, Head of MENA Research, **Jones Lang LaSalle**

[See back page for pricing and booking information](#)

David Dudley is responsible for overseeing Jones Lang LaSalle activities in Abu Dhabi and Qatar. David's responsibilities include advising the firm's clients on major development projects from feasibility stage and concept development through to implementation and value realization and overseeing advisory and transactional services. He joined Jones Lang LaSalle's UK business in 1994 and has covered a diverse range of markets including UK, Central & Eastern Europe, Russia & CIS, Middle East, South East Asia, India and Greater China.

Craig Plumb has over 20 years experience providing clients with quality advice on real estate market conditions in the UK, Asia Pacific and Middle East. With a background in urban economics and spatial planning, he has particular expertise in the areas of property market research, development consultancy, transport related infrastructure projects and corporate real estate authoring over 30 articles / research reports on transport infrastructure and its impact on real estate markets; the influence of technology on real estate; offshoring of business processes; high-tech & business park developments; drivers of real estate demand & city development; corporate real estate strategy and business location planning.

Post Conference Workshop B

Date: 20 April 2010

Time: 1000-1600

MENA Infrastructure: Identifying profitable investment opportunities and strategies

This one day workshop will provide a unique platform for operators, government officials, developers, investors and financiers to discuss strategies to profit from sustainable infrastructure projects in the MENA region.

Key topics will include understanding government priorities and identifying profitable opportunities within the MENA infrastructure market; which geographical markets and sectors offer the best opportunities based on a risk versus reward system; how savvy investors should be altering their investment portfolio across the MENA region analysing now to structure and bid for PPP investments and examining ways of benefiting from regional co-operatives.

Ivan Woods, Director and Head of Infrastructure Advisory, **BDO Corporate Finance**

Ivan Woods leads BDO's Infrastructure Advisory team in the Middle East and North Africa. He has worked in project finance and public-private partnerships (PPPs) since 1995, moving to Dubai in 2009 as a consultant with IFC (part of the World Bank group).

During 2000-09 he was based in Hong Kong, initially in HSBC's project finance group working on infrastructure and oil & gas investments, particularly in China. From 2006 Ivan headed the international project finance team for Korea's Woori Bank, which focussed on Middle East project lending.

Recent regional experience includes advising Saudi Arabia's Aviation Authority on its c. US\$2 billion Madinah Airport PPP project.

BDO is one of the world's largest accounting and advisory firms with over 46,000 staff across 1,100 offices in 115 countries, including 13 countries in MENA, where the firm has been established for over 30 years.

Position your company as an industry leader at the Middle East Real Estate Summit

Sponsoring the Middle East Real Estate Summit at Cityscape Abu Dhabi provides a unique platform through which you can promote your company, drive new sales and differentiate your organisation from competitors. All of our sponsorship packages include a wide-ranging suite of preferential benefits. Through an array of comprehensive marketing campaigns, on-site branding opportunities and targeted networking events, there is no better way to position yourself as a market leader and build your competitive edge.

To find out more about our tailored sponsorship and exhibition packages contact us on tel: **+971 4 336 5161** or cityscapeabudhabi@iirme.com

Cityscape Abu Dhabi unites regional and international industry players under one roof, creating a dynamic forum for interactive dialogue, networking and expert insight, making it a must attend event for every real estate professional.

Over 38,000 sqm, 300 exhibitors, 34,000 participants will give you the ideal platform to meet key decision makers who are as serious about their growth plans as you are.

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Meet some of our Key Speakers:



Fahad Khalid Al-Ghunaim
Chairman and CEO,
First Qatar Real Estate Development Company

Fahad Khalid Al-Ghunaim is the Chairman and CEO of First Qatar Real Estate Development Co., where he is responsible for driving business growth, corporate strategy and investments. He brings more than 18 years of experience in defining, developing, and leading businesses to success. He currently serves as Vice Chairman of ABB Technologies, CEO of Fapco and Vice Chairman of Mayadeen National Ranges Company as well as the General Manager for the family business. His strong background in international relations has played a significant role in the growth of First Qatar. He helped First Qatar grow from a startup company in 2007 to become omnipresent in the GCC region. Under his leadership, the first completed project La Riviera won the 2010 International Property Award sponsored by Bloomberg for best high rise residential tower in Qatar.



Mohamad El-Hage
Director Investment Banking
Unifund Capital

Mohamad El-Hage brings 12 years of experience across a combination of investment and strategy advisory roles at renowned firms PricewaterhouseCoopers, JP Morgan Chase, Booz Allen Hamilton, Unifund Capital and The Executive Office of HH Sheikh Mohammed bin Rashid Al Maktoum, based in offices in Dubai, Abu Dhabi, Beirut and New York City serving the MENA and US markets. Mohamad's track record entails investment, transaction and strategy projects for leading companies and regional governments. Mohamad holds an MBA from the Kellogg School of Management, BBA from the American University of Beirut and CPA from the State of New Hampshire.



Faris Mansour
Senior Vice President
Macquarie Capital Advisers

Mr. Mansour is a Senior Vice President with Macquarie Capital Advisers, the investment banking arm of Macquarie Bank Group. Macquarie is a global financial services firm with over \$300 billion in assets under management and a presence in 28 countries worldwide. Mr. Mansour currently leads the real estate advisory and private capital markets team for Macquarie in the Middle East. Prior to relocating to the Middle East in 2008, Mr. Mansour was with Macquarie Real Estate in the US focused on real estate principle transactions on behalf of Macquarie and its funds. Prior to joining Macquarie, Mr. Mansour was a Vice President at Bank of Montreal and led the establishment of a US real estate corporate finance and advisory practice for the bank. Overall, Mr. Mansour has over 14 years of experience and involved in over \$14 billion of transactions in both advisory and principal roles with an emphasis on the real estate and infrastructure sectors.



Christopher Sims
MRICS MHKIS ACI Arb
CEO
Naseej

Christopher Sims has over 25 years' experience in property development and investment in the UK, Europe, East Asia and the Middle East. During this time, he has held senior positions with Prudential Assurance, Bovis Abroad, Hong Kong Land Company, and Dubai World Trade Centre. Christopher was also founding CEO of ALDAR Properties, guiding the company from start-up operations in 1999 to its landmark IPO in 2004. His active involvement in property development around the world embraces regeneration, heritage-related, PPP/PFI, commercial, residential, retail, leisure and entertainment projects. He has also advised governments on property development, funding and legal structuring, as well as establishing a major closed European property fund. Christopher is a Member of the Royal Institution of Chartered Surveyors, a Member of the Hong Kong Institute of Surveyors, and an Associate of the Chartered Institute of Arbitrators. He is a graduate of the College of Estate Management at Reading University, UK.



Richard Bowker
CEO
CBE Union Railway

Appointed CEO of Union Railway in 2009, Richard has a 20 year career in the railway industry having worked in both the public and private sectors. He has held high-level positions in the UK at London Underground and Virgin Rail, and was for a time the Group Commercial Director for the Virgin Group of Companies with specific responsibility for transport. He was appointed the Chairman of the Strategic Rail Authority in 2001 by the then Secretary of State for Transport in the UK Government, and most recently held the role of Group Chief Executive of National Express Group Plc, one of the world's leading international transport businesses. A Fellow of the Chartered Institute of Management Accountants and a Fellow of the Institute of Logistics and Transport, he was awarded the CBE by HM Queen Elizabeth in 2005 for services to the railway industry.



Alex Gemici
Managing Director, Head of RMBS
Deutsche Bank

Alex Gemici is the Managing Director and the Head of Deutsche Bank's RMBS real estate mortgage origination, trading and warehouse lending businesses in Middle East and Africa. Alex relocated from New York to Dubai in August 2009. Alex is a 27-year mortgage and real estate industry veteran with deep vertical experience in retail mortgage origination businesses, commercial and residential real estate, asset management of mortgage assets, and business strategy. Prior to joining Deutsche Bank in 2007, Alex's entrepreneurial abilities (as Founder and CEO) were showcased in the establishment and management of Montgomery Mortgage Capital - a mortgage banking platform with origination volume exceeding \$1 billion annually. Between 1999 and 2001, Alex was a Senior Vice President at MortgageIT, Inc. (a top U.S. mortgage lender later acquired by Deutsche Bank) and was responsible for new business development and M&A. During Alex's tenure, mortgage origination volume of the company increased from \$10 million per month to over \$1 billion per month.



Asar Mashkoor
Head of Investment Banking
Qinvest

Asar heads up the Financing and Advisory business at Qinvest where he leads transactions advising local and regional clients on a range of activities including M&A and corporate finance advisory as well as capital raising. Asar joined Qinvest from Emirates NBD Capital (formerly NBD Investment Bank) where he was the Managing Director and Co-Head of Capital Markets, Structured Finance and Advisory. At Emirates NBD Capital, Asar was involved in the merger between Emirates Bank and the National Bank of Dubai and has been involved in advisory, equity and debt transactions including Abyaar (US\$ 120m Private Placement for a Kuwaiti Real Estate Company), Nakheel (AED 3.6bn Sukuk), Velcan Energy (US\$ 90m Equity Placement for an alternative energy company), RAKIA (US\$ 325m Sukuk for real estate development in RAK) and Esdarat (\$125m equity private placement for a Mecca Real Estate Project) as well as advisory assignments with Tatweer, Dubai World Trade Center and Damas.



Peter Wilding
Executive Director
Mubadala Real Estate and Hospitality

Peter Wilding joined Mubadala Real Estate & Hospitality (MREH) in early 2010. His primary responsibilities are to oversee the company's operational and business development activities in the MREH sector. Peter previously held the position of Deputy CEO for Capitala where his responsibilities were the day-to-day management of Capitala and the development of its 1.4 million square meter real estate project, Arzanah. With a background in quantity surveying, engineering and development, Peter's experience covers all aspects of design and construction through to the maintenance of finished buildings. Peter holds a bachelor degree in Building from the New South Wales Institute of Technology.

Meet the entire panel at www.cityscapeabudhabi.com

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Maximise your time at Cityscape Abu Dhabi

Planning in advance will ensure you make the most of your time at Cityscape Abu Dhabi. Take a look at our calendar of extensive special events, including content-rich conferences, closed-door roundtables, interactive discussion forums and empowering networking sessions, and start planning your learning and business development opportunities today.

Cityscape Abu Dhabi Golf Tournament

By invitation only

16 April 2011

The Cityscape Abu Dhabi Golf Classic will give industry players the opportunity to enjoy the friendly competition and camaraderie that can only be afforded on one of Abu Dhabi's most prestigious golf courses.



Cityscape Abu Dhabi Exhibition

17 - 20 April

The four day networking exhibition will feature the world's most significant real estate investors, developers and service-led firms. The exhibition will provide participants with the opportunity to find out project status, discuss opportunities and challenges in the global market place and create joint venture partnerships. Entry into the exhibition is free for industry professionals.



Cityscape Abu Dhabi Investor Round Tables

By invitation only

17 - 19 April

An exclusive opportunity for leading real estate investors and developers to meet and discuss the key issues affecting the global investment market, within an informal, closed-door setting.



Middle East Real Estate Summit

17 - 19 April

In a brand new format, the Middle East Real Estate Summit will provide a platform for the world's emerging and developed markets to come together to discuss, debate and shape the future of the Middle East's real estate market. Our global faculty of market-leading economists, investment houses, international banks and world-renowned developers, will provide unparalleled insight, in-depth debate and strategic analysis of the region's foremost real estate markets.



Cityscape Awards – Real Estate, MENA

18 April

The Cityscape Awards for Real Estate in the Middle East & North Africa will showcase and honor the Middle East & North Africa's most remarkable developments. Winners will be selected by a jury of industry experts and announced at a glittering awards ceremony.



CEO Networking Lunch

By invitation only

18 April

The CEO Networking Lunch provides an intimate and exclusive networking opportunity for CEOs to discuss issues affecting them as senior decision makers in their organisation. Participants will enjoy a networking lunch including a brief welcome address.



Cityscape Abu Dhabi Cocktail Party

19 April

A fitting finale to wrap up the exhibition, the Cityscape Abu Dhabi Cocktail Party is designed to create an outstanding opportunity for international and regional executives to meet and network in a relaxed and informal atmosphere.



Post-conference Workshops

20 April 2011

Attend a choice of two interactive workshops focusing on two of the hottest sectors in Middle East real estate today: Affordable housing and infrastructure. Attendees will gain an in-depth understanding of the topic and take away a tool-kit for implementing winning results-oriented strategies for their business.



To enquire about participating in any of the above mentioned events please contact the Cityscape Abu Dhabi team on email cityscapeabudhabi@iirme.com

Four easy ways to register

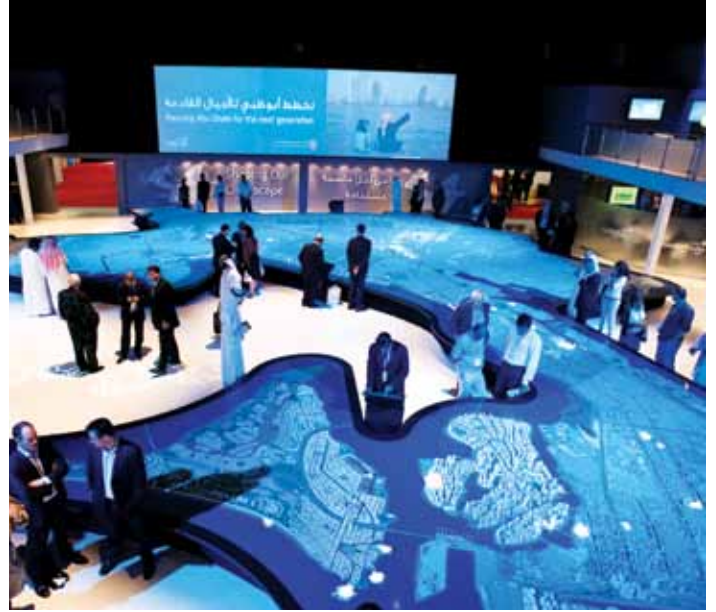
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Cityscape Abu Dhabi Exhibition

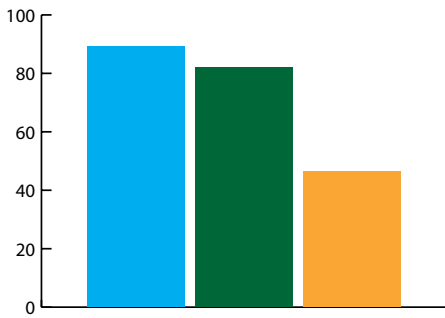
Cityscape Abu Dhabi is based on four years of building business, trusted partnerships with key bodies and associations, and a strong core value to serve the real estate industry. Cityscape Abu Dhabi is a truly international event that provides a one stop platform for industry professionals looking to tap into an array of business opportunities.

"There is a real belief that this is the best place to exhibit in the region. It's a great opportunity to showcase what we do, as well as build relationships. Anyone who is anyone in the Abu Dhabi real estate development business is here. I think 2010 is the year for real optimism – there's a flight to quality and the feedback we've received has been very positive. Confidence is growing again."

Kit James, Head of Sales and Marketing, Real Estate and Hospitality Unit Mubadala



EXHIBITOR FEEDBACK

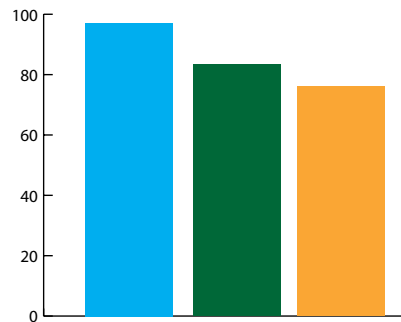


89.3% of exhibitors would recommend exhibiting at Cityscape Abu Dhabi

82.1% of exhibitors consider Cityscape Abu Dhabi to be the leading event of its kind in the region

46.4% of exhibitors stated that by exhibiting at Cityscape Abu Dhabi, their business prospects in the region or internationally have improved

VISITOR FEEDBACK



97.1% of visitors intend to visit again next year

83.4% of visitors stated that the event attracts high-quality industry-leading exhibitors

76% stated that the event is a must-attend event and offers exceptional networking opportunities

Position yourself in front of industry leaders

Sponsoring an event is the most powerful way of making an impact on your target market. We can tailor a package specifically to fulfill your firm's needs – be it to raise your profile, expand your global presence or market new services and products. Through an array of comprehensive marketing campaigns, on-site branding opportunities and targeted networking events, build your brand equity and promote your strengths at the Middle East Real Estate Summit.

To find out more about our bespoke packages contact our team on **+971 (0)4 336 5161** or email cityscapeabudhabi@irme.com

For further information on exhibiting please call **+971 4 336 5161** or to pre-register please visit www.cityscapeabudhabi.com/mreg



Start networking now, join **Cityscapeconnect.com** our 24/7 networking, information and discussion forum for the global real estate industry. Register for free on **CityscapeConnect.com** and become a member of the online real estate community.

Four easy ways to register

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Cityscape Awards – Real Estate, MENA



A glimpse into architectural excellence now and in the future.

Cityscape is pleased to announce that the 2011 Cityscape Awards – Real Estate, MENA is now launched and ready to accept entries.

Over the last few years, the Cityscape Awards – Real Estate, MENA has developed into one of the most significant Awards in the architectural calendar – rewarding excellence in real estate

development and investment in the Middle East and North Africa region.

The Cityscape Awards present an ideal opportunity to boost your company's profile among an influential and decision making audience comprising of architects, real estate industry professionals, business partners, government representatives and peers alike, and have proven to be a very valuable mechanism to promote architects and architecture in the international community.

If you require further information please contact csawards@irme.com or call +971 4 407 2419 or visit www.cityscapeabudhabi.com/awards



Exclusive networking opportunities

Start networking today

The Cityscape Business Matching Service is a dedicated online community, offering the unique opportunity for qualified event participants to prearrange meetings with other senior attendees during the event.

To ensure a high value business agenda, Cityscape Abu Dhabi offers this service exclusively to exhibitors, conference delegates, speakers, VIPs and other selected senior real estate professionals.

Cityscape Business Matching Service will allow you to:

- Identify and engage with the right prospects by maintaining your online company and personal profile
- Find industry peers and potential partners using the search tool
- Develop your personal meeting agenda prior to the event
- Get connected using your Cityscape Business Matching Service in- and outbox

Visit www.cityscapeabudhabi.com for further information.



Headline Sponsor



Mubadala Real Estate & Hospitality (MREH) is a business unit of Mubadala Development Company focused on domestic and international projects in the real estate and hospitality sectors. A critical component of Mubadala's broader mission, MREH is responsible for overseeing projects that are part of the development plans of Abu Dhabi and that help drive the local tourism sector.

With a mandate to drive Abu Dhabi's long-term development and deliver key projects within Plan Abu Dhabi 2030: Urban Structure Framework Plan, MREH develops strategic, large scale commercial, residential and leisure districts to the best standards of quality, functionality and sustainability. Key Abu Dhabi projects include the development of Sowwah Island, Sowwah Square, Arzanah and Mina Zayed Waterfront.

Within the hospitality sector, Mubadala Real Estate & Hospitality is helping to drive the tourism sector by developing world-class hospitality projects in Abu Dhabi, attracting leading hotel operators to the Emirate. MREH also owns 50% of luxury hotel operator Viceroy Hotel Group and has been actively driving its expansion into key gateway cities and leading destinations around the world.

Media Partners

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MIDDLE EAST REAL ESTATE SUMMIT

17 – 20 April 2011· Abu Dhabi National Exhibition Centre

Five Easy Ways To Register

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<input type="checkbox"/> Delegate Pass	\$795 Save \$200	\$895 Save \$100	\$995
<input type="checkbox"/> Delegate VIP Pass	\$995 Save \$200	\$1095 Save \$100	\$1195
<input type="checkbox"/> One workshop only <input type="checkbox"/> A <input type="checkbox"/> B	\$495 Save \$100	\$545 Save \$50	\$595
<input type="checkbox"/> Delegate Pass + Workshop <input type="checkbox"/> A <input type="checkbox"/> B	\$1240 Save \$300	\$1390 Save \$200	\$1540 Save \$50
<input type="checkbox"/> Delegate VIP Pass + Workshop <input type="checkbox"/> A <input type="checkbox"/> B	\$1490 Save \$300	\$1590 Save \$200	\$1740 Save \$50
<input type="checkbox"/> VIP Pass	\$250	\$250	\$250
<input type="checkbox"/> Awards Pass	\$250	\$250	\$250

For further information and Group Discounts contact +971 4 407 2528 or email register@cityscape.ae



Personal Details:

	Title	First Name	Surname	Job Title	Department	Email	Mobile
1 st Delegate							
2 nd Delegate							
3 rd Delegate							
4 th Delegate							

To assist us with future correspondence, please supply the following details:

Head of Department							
Training Manager							
Booking Contact							

Company:

Address (if different from label above):

Postcode: Country:

Tel: Fax:

No. of employees on your site: 1000+ 500-999 250-499 50-249 0-49

Nature of your company's business:

YES! I would like to receive information about Cityscape events & services via email.
 My Email address is:

Payments

A confirmation letter and invoice will be sent upon receipt of your registration. Please note that full payment must be received prior to the event. Only those delegates whose fees have been paid in full will be admitted to the event. You can pay by company cheques or bankers draft in Dirhams or US\$. Please note that all US\$ cheques and drafts should be drawn on a New York bank and an extra amount of US\$6 per payment should be added to cover bank clearing charges.

Card Payment

Please charge my credit card: Visa Mastercard American Express

Name on Card:

Card Number: Exp. Date:

Signature:

Cancellation

If you are unable to attend, a substitute delegate will be welcome in your place. If this is not suitable, a US\$200 service charge will be payable. Registrations cancelled less than thirty days before the event must be paid in full.

Visas

Delegates requiring visas should contact the hotel they wish to stay at directly, as soon as possible. Delegates are strongly advised to apply for their visa as soon as possible as visa applications for non-GCC nationals can take several weeks to process.

Due to unforeseen circumstances, the programme may change and IIR reserves the right to alter the value and/or speakers.

Event Venue:
 Abu Dhabi National Exhibition Centre
 Abu Dhabi, UAE
 Tel: +971 2 444 6135

Accommodation Details

We highly recommend you secure your room reservation at the earliest to avoid last minute inconvenience. You can contact the IIR Hospitality Desk for assistance on:
 Tel: 971 4 407 2693
 Fax: 971 4 407 2517
 Email: hospitality@iirme.com

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* I have read the cancellation policy and agree with the terms and conditions. I authorise my credit/debit card for the above payment