



INTERNATIONAL OPPORTUNITIES, INVESTMENT SECURITY AND REGIONAL GROWTH

4 reasons why you should attend Cityscape Global Conference this year:

- Discover the latest opportunities, discussions and analysis in global developed, emerging and frontier markets
- Learn the newest investment, financing and development strategies to capitalise on exceptional times
- Engage with 70+ international visionary speakers in real estate investment, development, economics and financing
- Interact with new contacts in the most extensive programme of special networking forums yet



PLUS! Hear a keynote address from **Thomas J. Barrack, Jr.**, Founder, Chairman and Chief Executive of Colony Capital LLC

Cityscape Global Real Estate Investment and Development Conference

CEO Networking Lunch Sponsor

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Where international markets meet

The past two years have destabilised global economies and redrawn the international investment map. While investors take flight from yesterday's high yield markets, appetite for risk in emerging and frontier markets returns and capital flows re-enter, opportunities are to be had. However, as the shape and scale of the recovery remains uncertain, accessing the latest international data, deals and decision-makers is vital.

For this reason, the **Cityscape Global Conference** has taken an international focus, bringing together in one place the latest ideas, strategies and analysis from the world's real estate markets, to provide you with solutions for surviving and capitalising on a fundamentally changed marketplace.

Why should you attend Cityscape Global this year?

Vision, inspiration and courage from industry titan Thomas J. Barrack Jr., Founder, Chairman and Chief Executive of Colony Capital LLC. One of the most influential industry players who has helped shape the face of real estate investment, hear his predictions and insight into the future of the market.

Gain decision-making data: Due diligence, accurate data and transparent information have been more critical than ever in 2010 and will remain imperative to profitable deal-making in 2011. Hear in-depth economic analysis and recovery prospects for global and regional markets from experts including **Sam Chandan**, Global Chief Economist at **Real Capital Analytics**, **Jean-Michel Six**, Chief European Economist at **Standard & Poor's** and **Tim Fox**, Chief Economist at **Emirates NBD**.

Be a part of empowering, lively debates actively shaping the recovery in our most interactive programme yet. Harness the energy and ideas of 70+ speakers, 500 delegates and 40,000 visitors in speed networking sessions, live blackberry questions, interactive polling, idea-exchange working groups and a live 'audience with...'

60 seconds with...



Thomas J Barrack Jr.
Founder, Chairman and Chief Executive Officer
Colony Capital LLC

Q. What is your biggest challenge this year and how are you meeting it?

Visibility is non-existent, volatility is daunting, predictability is useless and there is too much money chasing too few assets. We will continue to focus on the things that we can control and let those things we cannot control run their course.

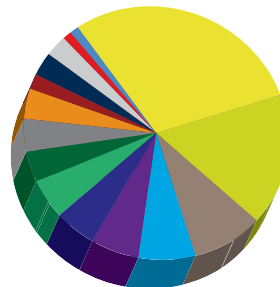
Q. What do you see as the biggest opportunity on the horizon?

Debt is the new equity. It is complex, hard to find, harder to leverage, and takes significant experience and talent to properly handle it.

Q. To what extent do you think regional and international confidence is returning to the real estate market?

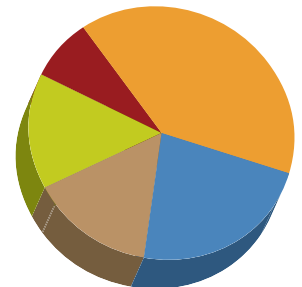
My personal view is that the economic situation in the world is going to get worse before it gets better. Eventually, inflation will return and real estate will become dear. Nobody knows when this chaos will conclude, nor do we have any control over the determinants.

Who attends?



Geographical Breakdown of Institutional Investors

UAE	30%
Saudi Arabia	17%
Bahrain	9%
UK	7%
Far East	6%
Western & Central Europe	5%
USA	5%
Kuwait	4%
Oman	4%
India	4%
North Africa	2%
Pakistan	3%
Rest of Africa	3%
Canada	1%
Russia	1%



Industry Breakdown of Institutional Investors

Private Equity	40%
Banking	23%
Funds	15%
Corporate End Users	15%
REITS	8%

Who will you meet?

Engage with world-renowned companies already attending including **Aberdeen Property Investors**, **Al Futtaim Capital**, **Colony Capital**, **Credit Suisse**, **ICICI Venture**, **IL&FS Investment Managers**, **Instrata Capital**, **ISG Capital**, **KSB Capital**, **Oaktree Capital**, **Pramerica Real Estate Investors**, **RBS**, **Red Fort Capital**, **Standard Chartered**, **Vision Brazil Investments** and many more in our exclusive networking programme.

Cityscape Global Conference Programme Highlights

Day One

International Finance and Investment

- Recalculating global debt appetite – new financing strategies for 2011
- International capital deployment strategies for maximising exceptional market conditions
- The key to commercial real estate success in 2011 – Occupiers in the hot seat

Day Two

Middle East and North Africa

- Where next for Dubai? Reconstructing and repositioning a global leader
- Saudi Arabia, Abu Dhabi and Egypt – the new real estate powerhouses?
- Infrastructure, hospitality and residential: Where do the high returns lie?

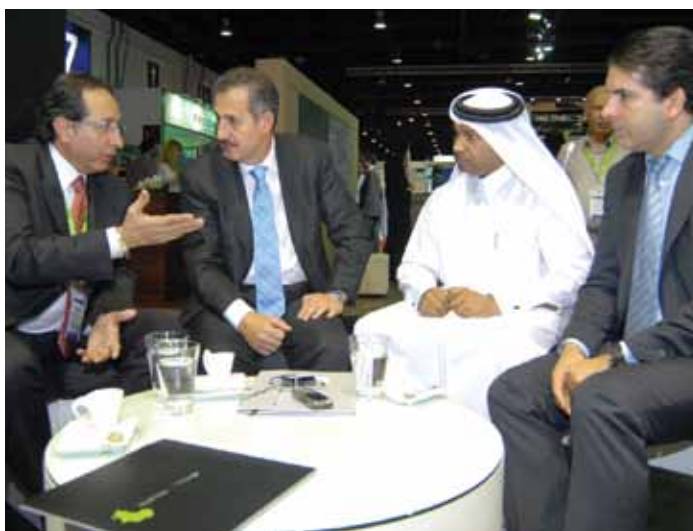
Day Three

Global Opportunities

- Developed vs Emerging vs Frontier: Global strategies and trends in capital allocation
- BRIC focus sessions – Assessing opportunities, risks and returns
- Economic analysis and market fundamentals in prime and developed markets

What is new for 2010?

- **NEW international focus:** Dissect developed, emerging and frontier opportunities in tailored sessions of strategic analysis, veteran advice and open discussion
- **NEW investment spotlight:** Hear the latest developments in financing models, investment vehicles and opportunity analysis methods and take home tangible, applicable strategies for your business
- **NEW regional analysis:** Be a part of empowering discussions actively repositioning the Middle East as a driver for international real estate growth
- **NEW Global Working Groups:** Take part in interactive discussions with influential industry experts held in a discursive, intimate setting and open to 25 delegates only
- **MORE VALUE THAN ANYONE ELSE!** Attend all three content-filled days from just **US\$495!**



Our most competitive pricing yet:

Delegate Pass

- Cityscape Global Conference Pass
- Exhibition Entry

Prices start at just
US\$495

Delegate VIP

- Cityscape Global Conference Pass
- Fast Track Exhibition Entry
- CNN VIP Lounge
- Cityscape Global Cocktail Party

Prices start at just
US\$695

Access All Areas

- Cityscape Global Conference Pass
- Fast Track Exhibition Entry
- Retail City Conference Pass
- World Architecture Congress Pass
- CNN VIP Lounge
- Cityscape Global Cocktail Party
- Cityscape Awards – Architecture, Emerging Markets

Prices start at just
US\$1,535

Programme

Day One. Monday, 4 October

International Finance and Investment

1050 Chairman's Opening Remarks
Owen Thomas, BBC World News Presenter

1100 Opening Keynote: **Driving international investment in challenging times**
An audience with **Thomas J Barrack Jr.**, Founder, Chairman and Chief Executive Officer, **Colony Capital LLC**

1145 Keynote Presentation: **Global economic trends and recovery prospects**

- Assessing the shape of global economic recovery and the outlook for 2011 and beyond
- Will we see a re-ordering in the ranking of the world's largest economies?
- Increased protectionism, legislative reform and Government dominance – a trend that's here to stay?
- Questioning when risk appetite will return to the financial markets
- Will there be a geographical shift in world financial centres?

Sam Chandan, Global Chief Economist, **Real Capital Analytics** and Adjunct Professor of Real Estate, **The Wharton School**, USA

1230 Refreshments and networking break

1330 Working with end-users to maintain asset value

- How has the turmoil of the last few years affected corporate real estate plans?
- Understanding when corporate relocation and expansion plans will be prioritised again
- Banking and financial services sector update: Will recent protective taxation regulations affect headquarter and office locations?
- Discussing what rental agreements, lease terms and service charges end-users are looking for
- Effective strategies for working with tenants to increase take-up, minimise defaults, protect income and manage transitions

Nick Hughes, Portfolio Manager – MENA/Pakistan, Corporate Real Estate Services, **Standard Chartered**, UAE
Elliot Lewis, Portfolio Manager, Middle East & Africa, **GE Capital Real Estate**, UAE
Drew Nieman, Executive Director, **John Buck International**, UAE
Nick Turner, Partner, Head of Real Estate, **Herbert Smith**, UAE

1415 Reevaluating global debt appetite – Where will the money come from?

- Gauging global appetite for lending and real estate debt financing in 2011
- To what extent can capital sources support global real estate recovery?
- Future visions: Exploring new structures and innovative financing products
- Evaluating global liquidity – when will stability return to the financial markets?
- Establishing sectors, geographic areas and terms being prioritised

Fergal Harris, Head of Commercial Real Estate Middle East, **Standard Chartered**, UAE
Tim Luckhurst, Head of Real Estate Advisory – Middle East, **RBS**, UK

Michael Katounas, Director, MENA Investment Banking, **Credit Suisse**, UAE
Sanjay Vig, MD, **Alpen Capital**, UAE
Michal Popiolek, Head of Structured and Mezzanine Finance, **BRE Bank**, Poland
Graham Hallett, General Manager, **Abu Dhabi National Properties**, UAE
Abdulrahman AlHarthi, CEO and MD, **MeNA Financial Group**, UAE
Ikbal Daredia, MD – CEO's Office, **Unicorn Investment Bank**, Bahrain

1500 Refreshments and networking break

1530 Evaluating the changing role, dynamics and future of private equity investment in global real estate

- Reviewing private equity activity over the past year: Deal flow, transaction value and emerging investor behaviours
- Rebalancing portfolios to stabilise funds: Effective asset divestment strategies that free up capital to take advantage of upcoming opportunities
- New approaches to deal sourcing that capture value and mitigate risk
- Viable financing, refinancing and capital raising options in the current climate
- Are we seeing a back to basics approach to private equity real estate funds?

Abdullah Saud Al-Rashoud, CEO, **KSB Capital**, Saudi Arabia
Li Li, Founder and CEO, **ISG Capital**, China
Allen C. de Olazarra, Chairman/CEO, **America's Capital Partners**, USA
Bernhard Koehler, Founder and CEO, **Swisslake Capital Partners**, Switzerland
Sanjeev Dasgupta, President – Real Estate, **ICICI Venture**, India
Marwan Shehadeh, MD, **Al Futtaim Capital**, UAE
Nabil Sawabini, Chairman and CEO, **MENA Capital**, Lebanon
Ethan Penner, President, **CBRE Capital Partners**, USA

1615 Institutional Investors: Realigning portfolios, reevaluating structures and adjusting deployment strategies to capture value

- Analysing changing global capital deployment trends in the past year
- Reconfirming the case for real estate as a viable, profitable investment within global portfolios
- Are country, sector or regional specific funds being targeted?
- Building balanced portfolios to mitigate risk
- Considering indirect investments as a viable alternative

Marc Halle, MD, **Prudential Real Estate Investors**, USA
Robert D. Naso, MD Asset Management, **Morgan Stanley**, Singapore
Farouk Sheikh, Founder & CEO, **US REO Fund** and **First Fidelity REO**, USA
Dr. Khater Massaad, Executive Chairman, **RAKEEN**, UAE
Philip Blumberg, Founder, Chairman and CEO, **Blumberg Capital Partners**, USA
Faris Mansour, SVP Real Estate, **Macquarie Capital Advisers**, UAE

1700 Closing remarks and end of day one

Organised with:



Programme

Day Two. Tuesday, 5 October

Middle East and North Africa

1100 Chairman's Opening Remarks
Owen Thomas, BBC World News Presenter

1105 **Keynote Address: Positioning Dubai as a global leader**
Speaker to be announced

Main Conference

1145

Assessing the economic outlook for the Middle East: Financial cycles, market fundamentals and recovery prospects in the Middle East's diverse economies

- Putting the Middle East in a global context: How is its recovery really faring?
- Considering each of the Middle East countries individually: What stage are they all at in the recovery cycle?
- Predicting economic growth and recovery prospects
- Values, liquidity and debt markets across the region
- Identifying under-served asset classes and growth potential

Tim Fox, Chief Economist, **Emirates NBD**, UAE

1230 Refreshments and networking break

1330

Adapting and utilising Islamic financing products to close the global funding gap

- Reviewing developments in Shariah compliant financing products available globally, with a focus on new developments
- Is it possible to adapt Shariah financing structures to close the debt financing gap?
- Shariah compliant investment: How does the investment mandate of Islamic investors differ to traditional?
- Structuring and managing successful Shariah compliant funds
- Addressing the growth of Sukuk as an alternative source of finance

Omar Kalair, President and CEO, **UM Financial**, Canada
Abdullah Saud Al-Rashoud, CEO, **KSB Capital**, Saudi Arabia

1415

Rebuilding the residential market across the Middle East and North Africa

- Creating a true picture of supply and demand across the region
- Discussing the potential of creating a viable model for affordable housing
- Identifying profitable community products and areas
- Assessing the impact of increasing mortgage legislation on the appetite for residential investment
- What further measures need to be taken in order to protect investment and entice capital back into the market?

Onur Takmak, CEO, **Rhea Asset Management**, Turkey
Hakan Ferhatoglu, Chairman, **Ata Invest**, UAE
Gurjit Singh, COO, **Sorouh**, UAE
Ian Mackie, MD – Middle East, **RS Capital**, UAE
Ghassan Youssef, CEO, **T&K Investments**, UAE
Masood Al Awar, CEO, **Tasweek**, UAE

Global Working Groups

1145

Dubai: Reconstructing and repositioning a global leader

- Assessing economic growth potential and recovery prospects for the Emirate
- Does Dubai real estate still constitute an attractive investment for domestic and foreign investors in the Middle East?
- Reviewing the availability of debt financing from regional and international banks active in Dubai
- What measures are needed to ensure investment security and increase allocations into the Emirate?
- Ensuring true valuation and pricing: How do you judge real value in an oversupplied market?

Simon Townsend, Principal, **Charbell Consulting**, UAE
Fadi Al Said, Head of Equities Middle East, **ING Investment Management**, UAE
Fergal Harris, Head of Commercial Real Estate Middle East, **Standard Chartered**, UAE

1230 Refreshments and networking break

1330

Capitalising on strong market dynamics in Saudi Arabia

- Assessing the economic outlook, recovery prospects and the impact of new fiscal policies on the Saudi Arabian market
- Identifying key geographic areas and asset classes that are under-supplied: Where are the real opportunities to be won?
- Understanding the new mortgage laws and their impact as a driver of new opportunities
- Analysing the demand for residential and affordable housing projects
- Raising capital and structuring funds

Philippe Baretaud, Development Director, Middle East, **Accor Hospitality**, UAE
Ibrahim AlAlwan, Deputy CEO and Head of Asset Management, **KSB Capital**, Saudi Arabia

1415

Transport and infrastructure opportunities in the Middle East and North Africa

- Project financing outlook and the entailing impact for investors
- Outlining levels of public investment – how can private investment be used to close the gap?
- Levels of return to be expected and the factors that can affect this
- Looking at various investment models and their challenges and opportunities
- Calculating the viability of investing in infrastructure vs real estate vs other alternatives

Marsha Lazareva, Vice Chairman and MD, **KGL Investment Company**, Kuwait
Simon Monk, MD, **Instrata Capital**, Bahrain

Speakers include:



Dr. Sam Chandan PhD
FRICS, Global Chief Economist, **Real Capital Analytics** and Adjunct Professor of Real Estate, **The Wharton School**

Dr. Sam Chandan is Global Chief Economist and Executive Vice President of Real Capital Analytics and an adjunct professor of real estate at the Wharton School of the University of Pennsylvania. Dr. Chandan holds the PhD in Applied Economics from the Wharton School, as well as degrees in Economics, Engineering, and Public Policy. In addition to his position at Wharton, he has been a Doctoral Scholar in the Economics Department at Princeton University and a Visiting Professor in the Economics Department at Dartmouth College. Named one of the industry's most influential people by Multi Housing News magazine, Dr. Chandan is a regular speaker at industry events and a contributing author to many of its preeminent publications. His commentary

on commercial and residential real estate markets, the economy, and capital and credit markets have been featured in national and global media, including the Wall Street Journal, the Financial Times, and CNBC. He currently writes columns for GlobeSt, the Commercial Observer, and the Huffington Post, each focusing on various aspects of the global economy and capital markets. Since the onset of the credit crisis, he has presented regular updates on commercial real estate market conditions for staff at the Federal Financial Institutions Examination Council (FFIEC)'s member bodies, including the Federal Reserve; the Office of the Controller of the Currency (OCC); and, the FDIC.



Abdullah Saud Al-Rashoud
KSB Capital



Abdulrahman Alharthi
MeNA Financial Group



Allen C. de Olazarra
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Charles Voss
Aberdeen Property Investors



Goh Chye Boon
Sino-Singapore Tianjin Eco-City Investment and Development Co



Dan McLaughlin



David Geovanis
London & Regional Properties



Drew Nieman
John Buck International



Elliot Lewis
GE Capital Real Estate



Fadi Al Said
ING Investment Management Middle East



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KSB Capital



Ikbal Daredia
Unicorn Investment Bank



Jean Michel Six
Standard & Poor's



Kamil Homsi
Global Realty Capital



Khater Massaad
Rakeen



Li Li
ISG Capital



Maksim Kunin
Investment Management Company



Marc Halle
Prudential Real Estate Investors



Marsha Lazareva
KGL Investment Company



Marwan Shehadeh
Al Futtaim Capital



Masood Al Awar
Tasweek



Ethan Penner
President
CBRE Capital Partners

Ethan Penner is President and founder of CBRE Capital Partners, which is CBRE's global real estate finance platform. He is also an Executive Managing Director of CBRE Investors, the investment management arm of CB Richard Ellis and is a member of the firm's Executive Committee, where he helps oversee its global investment programs.

Ethan is a renowned expert in the fields of finance and real estate, and considered by many to have pioneered the application of securitization technology to real estate finance. Ethan has had many articles published in a variety of publications including the Wall Street Journal,

the Wharton Real Estate Review, the Institutional Real Estate Investor and AFIRE Magazine, and is a featured speaker at many industry conferences.

During his time at Nomura, Ethan received many awards including being named one of the U.S. Real Estate industry's 100 icons of the 20th century, being voted the Real Estate industry's Financial Services Executive of the Year for five consecutive years, and being included in Global Finance Magazine's list of the world's most powerful people in Finance.



Michael Katounas
Credit Suisse



Michal Popiolek
BRE Bank



Nabil Sawabini
MENA Capital



Neil George
Starwood Hotels
Worldwide



Nick Hughes
Standard Chartered



Nick Turner
Herbert Smith



Omar Kalair
UM Financial



Onur Takmak
Rhea Asset Management



Owen Thomas
BBC World News



Parry Singh
Red Fort Capital



Paulo Gomes
Pramerica Real Estate
Investors Latin America



Philip Ward
Abu Dhabi Finance



Philip Blumberg
Blumberg Capital Partners



Philippe Baretaud
Accor Hospitality



Rakesh Patnaik
TFI, Subsidiary of
Barwa Bank



Richard David
Treasury Holdings China



Robert C. Bush Jr.
Majlis Partners



Robert Naso
Morgan Stanley



Robert Zulkoski
Oaktree Capital
Management



Sanjay Sachdeva
Advance India Projects



Sanjay Vig
Alpen Capital



Sanjeev Dasgupta
ICICI Venture



Shazaad Dalal
IL&FS Investment
Advisors



Shubhada M Rao
YES Bank



Simon Townsend
Charbell Consulting



Simon Monk
Instrata Capital



Tassos Kotzanasstassis
8G Capital Partners



Tim Fox
Emirates NBD



Tim Luckhurst
RBS



Thomas J Barrack Jr.
Colony Capital LLC

Programme

What are the Global Working Groups?

New to **Cityscape Global 2010**, the **Global Working Groups** are inclusive, interactive discussions into major emerging markets, led by experienced experts in the field and held in a discursive, intimate setting. Open to 25 delegates only on a first-come, first-served basis, be sure to arrive on time to avoid disappointment.

Day Two. Tuesday, 5 October (Cont'd)

Main Conference

1500 Refreshments and networking break

1530

MENA frontier and emerging markets: Joint venture structures, legal implications and ownership intricacies

- Reviewing the economic strength of MENA's emerging and frontier countries
- Assessing the political and financial stability of the countries and their economic growth prospects moving forward
- Understanding the range of opportunities available and prioritising asset classes and geographic areas
- Technicalities of creating JVs and the implications for wealth repatriation on exit
- To what extent is each country ready for private equity investment?

Philippe Baretaud, Development Director, Middle East, **Accor Hospitality**, UAE

Onur Takmak, CEO, **Rhea Asset Management**, Turkey

Murat Mertoglu, Deputy Chairman, **Tulip Real Estate**, Turkey

Ian Mackie, MD – Middle East, **RS Capital**, UAE

Jamal Hammoud, Director, **Milestones Capital**, USA



Global Working Groups

1500 Refreshments and networking break

1530

Abu Dhabi: Financial security, strong liquidity and increasing transparency

- Assessing Abu Dhabi's stability and position within the Middle East and its role in developing the region's economies
- Upcoming Government strategies and initiatives driving real estate development and investment
- Calculating supply, demand and market values to identify priority sectors and areas within the Emirate
- Gauging investor sentiment and appetite for Abu Dhabi and predictions for the coming years
- What measures are needed to attract and maintain further investment in the Emirate?

Gurjit Singh, COO, **Sorouh**, UAE

Philip Ward, CEO, **Abu Dhabi Finance**, UAE

1615

Hospitality in MENA: Identifying development, investment and management opportunities

- Assessing the impact of the downturn on the sector's performance over the past years and putting into a global perspective
- Ensuring a balanced portfolio: Identifying undersupplied areas across the Middle East
- Understanding the objectives of investors within the region
- Ensuring upside in the Middle East: Franchises vs management contracts to drive profitability
- Evaluating brands and sectors that ensure profitable returns in the current climate

Philippe Baretaud, Development Director, Middle East,

Accor Hospitality, UAE

Neil George, VP Acquisitions and Development, **Starwood Hotels Worldwide**, UAE

1700 Closing remarks and end of day two

Programme

Day Three. Wednesday, 6 October

Global Opportunities

- 1100 **Chairman's Opening Remarks**
Owen Thomas, BBC World News Presenter
- 1105 **Developed vs Emerging vs Frontier Markets: Assessing the opportunities, calculating risk-adjusted returns and executing safe exit strategies when expanding international investment**
- Debating what proportion of a global portfolio should be held in emerging and frontier markets today
 - Economic, demographic and political considerations
 - Where is the highest risk today? And is there necessarily a correlation between higher risks and higher returns?
 - Preparing and executing safe exit strategies: Buy-outs, repatriation of capital, IPOs
 - Emerging global trends in the geography of capital allocation
- Brian D. Chinappi**, MD, Global Head, Principal Finance Real Estate, **Standard Chartered**, Hong Kong
Farah Foustok, CEO, **ING Investment Management Middle East**, UAE
Onur Takmak, CEO, **Rhea Asset Management**, Turkey
Tassos Kotzanastassis, Founder & MD, **8G Capital Partners**, Cyprus
Robert C. Bush Jr., Founding Principal, **Majlis Partners**, UAE
Faris Mansour, SVP Real Estate, **Macquarie Capital Advisers**, UAE

Main Conference

- 1145
- China: Strategies for unlocking domestic capital sources, structuring joint ventures and ensuring competitiveness**
- Assessing the economic outlook for China: The bubble, renminbi valuation/inflation, the Government's stimulus package and capital market restrictions
 - Effectively structuring investments: JVs, wholly foreign owned entities and onshore/offshore structures
 - Chasing value: Which geographic and asset bases should you be going after?
 - Untapping the liquidity of the Chinese market by raising domestic funds
 - Ensuring foreign capital can remain competitive
- George Agethen**, Head of Business Development and Fundraising, **Harvest Capital Partners**, Hong Kong
Li Li, Founder and CEO, **ISG Capital**, China
Robert Zulkoski, MD, Head of Asia Real Estate, **Oaktree Capital Management**, Singapore
Richard David, CEO, **Treasury Holdings China**, China
Goh Chye Boon, CEO, **Sino-Singapore Tianjin Eco-City Investment and Development Co**, China

1230 Refreshments and networking break

- 1330
- Opportunities for risk adjusted returns in India – Capitalising on strong demographics, resilient levels of liquidity and increasing transparency**
- Short and long term investment outlook – is a second wave of growth on the horizon?
 - Addressing the need for new investment vehicles: What regulatory changes must be made to facilitate investment in the country?
 - Is there potential for a secondary sales market in India?
 - Assessing the economic outlook, growth patterns and emerging investment trends – what lessons have been learnt?
 - Comparing expected returns and deal structures from domestic vs foreign capital
- Shubhadha M Rao**, Chief Economist, **YES Bank**, India
Shahzaad Dalal, Chairman and CEO, **IL&FS Investment Advisors**, India
Parry Singh, MD, **Red Fort Capital**, India
Sanjay Sachdeva, President – Corporate Strategy, **Advance India Projects**, India
Naresh Naik, Executive Director, **Morgan Stanley**, India

Global Working Groups

- 1145
- Russia and Eastern Europe: Economic outlook, regulatory overview and market dynamics**
- Analysing the economic outlook and investment prospects in Russia and Eastern Europe
 - Examining supply, demand and the development pipeline for new stock and the opportunities available
 - Constructing a balanced portfolio: Which areas and assets offer highest returns for equity investors?
 - Distressed real estate in Russia: Financing options, valuation techniques and investment vehicles
 - Strategies for domestic and foreign capital raising
- Charles Voss**, MD, **Aberdeen Property Investors**, Russia
Maksim Kunin, Managing Partner, **Investment Management Company**, Russia
David Geovanis, MD Russia, **London & Regional Properties**, Russia

1230 Refreshments and networking break

- 1330
- Africa: Exploring development prospects, market fundamentals and potential returns**
- Analysing the economic stability and growth prospects for Africa's frontier markets
 - Exploring promising sectors, regions and countries
 - Deal mechanics, ownership regulations and investment vehicles
 - Strategies for mitigating downside risk in frontier markets and tapping into local capital
 - To what extent has the World Cup boosted both the country's profile and investor confidence into South Africa?
- Ian Mackie**, MD – Middle East, **RS Capital**, UAE

Programme

Day Three. Wednesday, 6 October (Cont'd)

Main Conference

1415

Europe in focus: Uncovering emerging economic trends, projecting returns and assessing opportunities in Europe

- Reviewing the performance and projecting the recovery of Europe's mature and developing markets
- What will the ramifications of Greece's distress and other high sovereign debt be?
- To what extent will increasing legislative protectionism affect Europe's position as a global competitor?
- Assessing the availability of credit and lending terms
- Identifying which countries and assets will outperform next year
- Questioning the stability of the Eurozone in 2011

Jean-Michel Six, MD & Chief European Economist, **Standard & Poor's**, France

1500 Refreshments and networking break

1530

Calculating the viability and potential returns of investing the US real estate market

- Calculating the impact of the Government's stimulus package on the market
- Assessing the repercussions of the Government becoming one of the biggest players in the US real estate market
- Considering the future of the residential market and the future of RMBS
- Beyond distressed assets, where do the real opportunities lie in the US?
- Financing options for real estate investment in the US

Omar Kalair, President and CEO, **UM Financial**, Canada
Philip Blumberg, Founder, Chairman and CEO, **Blumberg Capital Partners**, USA
Allen C. de Olazarra, Chairman/CEO, **America's Capital Partners**, USA
Farouk Sheikh, Founder & CEO **US REO Fund** and **First Fidelity REO**, USA
Faris Mansour, SVP Real Estate, **Macquarie Capital Advisers**, UAE
Jamal Hammoud, Director, **Milestones Capital**, USA

1700 Closing remarks and end of day three

Global Working Groups

1415

Asia Pacific: Capitalising on the new wave of real estate investment

- Strategies for capturing real value in real estate in Asia Pacific
- Dissecting the region's diverse economies: Economic stability, growth potential and outlook
- Discussing the impact of Korea and Taiwan's potential move to developed market status
- Examining the growth and advancement of domestic collective investment vehicles and their projected returns
- Lessons learnt from the 1997 crisis – How can Singapore be used as a model for re-growth?

Brian D. Chinappi, MD, Global Head, Principal Finance Real Estate, **Standard Chartered**, Hong Kong
George Agethen, Head of Business Development and Fundraising, **Harvest Capital Partners**, Hong Kong
Robert Zulkoski, MD, Head of Asia Real Estate, **Oaktree Capital Management**, Singapore

1500 Refreshments and networking break

1530

Brazil: Understanding and accessing opportunities. Creating and refining entry, financing and exit strategies

- Identifying key geographic locations and under-served asset classes
- Capitalising on the 2014 World Cup and 2016 Olympic Games: Accessing the right opportunities
- Navigating the Brazilian housing market, mortgage and secondary mortgage markets
- Can Brazil be used as a gateway to entering the rest of the South American market?
- Calculating the viability and risk reduction of entering Brazilian real estate via the equities market

Paulo Gomes, Chief Strategy Officer, **Pramerica Real Estate Investors Latin America**, USA
Amaury Junior, Chief Investment Officer, **Vision Brazil Investments**, Brazil
Rakesh Patnaik, Executive Director, Real Estate, **TFI**, Subsidiary of **Barwa Bank**, Qatar

1615 **Interactive Debate – Where's best to invest?**

If you had US\$100m to invest, where in the world would you put it?

Hear three prominent global investors go head to head and pitch their chosen location or strategy as the greatest, securest investment target for 2011. Listen as they unveil their expert predictions for global investment returns in today's exceptional marketplace and decide who has the safest hands for your investment.

For the US: **Philip Blumberg**, Founder, Chairman and Chief Executive Officer, **Blumberg Capital Partners**

For the Middle East: **Kamil Homsy**, CEO, **Global Realty Capital**

For real estate debt: **Ethan Penner**, President, **CBRE Capital Partners**

City Leaders Forum

Applying global solutions to urban challenges

5-6 October

The City Leaders Forum is a dynamic and progressive idea exchange for top-tier decision makers working in sustainable urban development in global cities. The forum focuses directly on the challenges of implementing and maintaining sustainable urban growth in challenging economic times, and discusses strategies for ensuring social, economic and environmental development.

Participation at the event is free to attend and by invitation only, and is limited to the world's foremost leaders in urban development, including city and regional authorities, investment and economic development agencies and local policy makers. To request an invitation email register@cityscape.ae.

Day One. 5 October

1100	Welcome Address: Shaping Tomorrow's Cities
1115	Keynote Address: Innovation as a driver of sustainable urban growth H.E Mayor Omar Maani, Mayor of Amman City, Jordan
1200	Planning and delivering social and cultural infrastructure to improve quality of life and social integration Councillor Peter Clarke, Chair Future Melbourne Planning Committee, Melbourne City Council, Australia
1245	Lunch and networking break
1345	Integrating public realm projects and place-making initiatives Abdulgader Amir, Professor of Urban Design & Planning, King Fahd University for Petroleum & Minerals, Dhahran and former Vice President Strategic Planning, Jeddah Development & Urban Regeneration Company, Saudi Arabia
1430	Refreshments and networking break
1500	Strategies for inclusive growth and shelter for all Dr. Patricia Clarke Annez, Research Director, Making Cities Work for Growth Project and Non-Resident Senior Fellow, Brookings Institution, and Senior Advisor, World Bank, India
1545	Closing remarks and end of day one

Day Two. 6 October

1100	Welcome Address
1115	Olympic Games case study: Incorporating large scale projects into long term city regeneration projects Clive Dutton, Executive Director, Regeneration, Planning and Property, Newham Borough Council, UK
1200	Addressing rapid urban expansion: A Case Study Delivering affordable housing projects to combat social exclusion, increase integration and support sustainable growth Adel A. Naguib, Senior Deputy Minister, Ministry of Housing, Utilities and Urban Development, Egypt
1245	Lunch
1345	Confronting the challenges of developing and integrating green initiatives in exceptional economic times André Luiz Gutierrez Pereira, Executive Secretary of the Municipal Council on Urban Policy and Secretary of the Municipal Fund for Urban Development, Sao Paulo City Hall, Brazil
1430	Refreshments and networking break
1500	Panel Discussion Financing city regeneration: Global perspectives to an international challenge Clive Dutton, Executive Director, Regeneration, Planning and Property, Newham Borough Council, UK Dr. Patricia Clarke Annez, Research Director, Making Cities Work for Growth Project and Non-Resident Senior Fellow, Brookings Institution, and Senior Advisor, World Bank, India
1545	Closing remarks and end of City Leaders Forum

Speakers include:



Abdulgader Amir
Professor of Urban Design & Planning, King Fahd University for Petroleum & Minerals, Dhahran, Saudi Arabia and former Vice President Strategic Planning, Jeddah Development & Urban Regeneration Company



Clive Dutton
Executive Director, Regeneration, Planning and Property, Newham Borough Council, UK



His Excellency Mayor Omar Maani
Mayor of Amman, Jordan



Dr. Patricia Clarke Annez
Research Director, Making Cities Work for Growth Project and Non-Resident Senior Fellow, Brookings Institution, India



Councillor Peter Clarke
Chair Future Melbourne Planning Committee, Melbourne City Council, Australia

Cityscape Global Calendar of Events

Maximise your time at Cityscape Global!

Planning in advance will ensure you make the most of your time at Cityscape Global. 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.

3 October Cityscape Global Golf Classic

By Invitation Only*

The Cityscape Global Golf Classic will allow you to enjoy a sociable and relaxed round of golf in the company of industry peers. Request an invitation by emailing sarah.salera@iirme.com



4-7 October Cityscape Global Exhibition

Over four days the Cityscape Global Exhibition offers an unparalleled platform for investors, developers, financiers, government authorities, architects, contractors, consultants and solution providers to showcase their products and services, share experience and develop new business contacts with a regional and international audience.



4-6 October Cityscape Global Conference

In a brand new format, the Cityscape Global Conference will provide a platform for the world's emerging and developed markets to come together to discuss, debate and shape the future of global real estate. 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 world's foremost real estate markets.



4-5 October Retail City Conference

Retail City conference will host global retailers, investors, shopping centre developers, franchise networks, shopping centre management and regional authorities to take a new look at the retail real estate environment in the context of the economic downturn, devise and adapt strategies to new realities and capitalise on numerous opportunities available.



4-5 October World Architecture Congress

The World Architecture Congress is the world's premier forum for the global architecture and design industry. The two days will focus on determining new best practice, highlighting international design triumphs and delivering sustainable communities for the future. Speakers from around the world will gather to share their experiences and lead the delegation in dialogue to achieve new standards of quality in design.



4 October Cityscape Global Cultural Evening

By Invitation Only*

A wonderful opportunity to experience the culture and diversity which makes the Middle East one of the most dynamic regions in the world.



Travelling to Dubai?

Contact our hospitality team directly on hospitality@iirme.com or +971 4 407 2693 to secure the best rates at local hotels.

Four easy ways to register: **Phone** +971 4 407 2528 **Fax:** +971 335 1891
Email: register@cityscape.ae **Online:** www.cityscapeglobal.com

5-6 October City Leaders Forum

By Invitation Only*

Expanding on last year's inaugural City Leaders Forum lunch, this year's event provides a two-day series of presentations and panel discussions covering the issues facing Government leaders and policymakers around the world. This session is free to attend and by invitation only.



4-6 October Investor Round Tables

By Invitation Only*

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. To request an invitation email constanze.verdenhalven@iirme.com



5 October CEO Networking Lunch

By Invitation Only*

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.

Sponsored by: /de la Seine à la Seine/
Paris La Défense



5 October Cityscape Awards – Architecture, Emerging Markets

The Cityscape Awards for Real Estate is a platform for organisations from the world's markets to showcase their achievements to a high profile panel of judges and peers. Winners will be honoured at a glittering awards ceremony on the second night of the event.



6 October Cityscape Global Cocktail Party

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



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 Global 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.cityscapeglobal.com for further information.

Exclusive networking opportunities for investors at Cityscape Global

Investor Round Tables

The Investor Round Tables provide an unparalleled opportunity for leading investors and developers to discuss key issues, markets and opportunities in the global real estate investment market.

Open to senior executives only, these intimate, closed-door discussions permit you to talk business with industry peers, away from the busy conference and exhibition halls.

With no rigid agenda or strict list of topics, our influential moderators facilitate the discussions and enhance communications around the issues you want to deal with. Limited to a maximum of 20 delegates with no media permitted, the Cityscape Global Investor Round Tables are an unmissable opportunity for senior investors and developers.

To register your interest contact Constanze Verdenhalven, on +971 4 407 2756 or email constanze.verdenhalven@iirme.com

4 October

- 10.00–11.30 North Africa: Tunisia, Morocco, Egypt, Libya
- 12.30–14.00 Developed vs. Emerging vs. Frontier Markets
- 15.00–17.00 Asia and China

5 October

- 10.00–11.30 UAE
- 15.00–16.30 Saudi Arabia

6 October

- 10.00–11.30 Assessing distressed investment opportunities in the US
- 12.30–14.00 Hospitality & Tourism
- 15.00–16.30 Assessing Europe's investment landscape



CITYSCAPE CONNECT

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

www.CityscapeConnect.com



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Get yourself seen by 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 fulfil 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 Cityscape Global Conference.

To find out more about our bespoke packages contact **Wouter Molman** on **+971 (0)4 407 2674** or email **wouter.molman@iirme.com**

Cityscape Global Exhibition

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

At the 2009 event over 25% of the participants came from outside the UAE. This translates to just under 10,000 participants flying from 115 countries. Institutional investors come to the event to look at investment opportunities in the Middle East, Europe, Asia, Russia, China, India, Latin America and Africa.

"Cityscape is one of the most important and influential property exhibitions in the region providing a platform for networking and knowledge sharing"

Wong Heang Fine, CEO, **CapitaLand**

Cityscape Awards for Architecture in Emerging Markets

A glimpse into architectural excellence now and in the future...

Cityscape is pleased to announce that the 2010 Cityscape Awards for Architecture in Emerging Markets is now launched and ready to accept entries. Over the last few years, the Cityscape Awards for Architecture in the Emerging Markets has developed into one of the most significant Awards in the architectural calendar – providing outstanding insights into current and future architectural masterpieces in the emerging markets. These Awards reward and recognise outstanding architecture and design from the emerging regions of the Gulf States, the Middle East, Asia, Africa, South America, South and East Asia and Latin America 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@iirme.com** or call Sarah Salera on telephone **+971 4 407 2419** or visit **www.cityscapeglobal.com/award**.

Supporting organisations

CEO Networking Lunch Sponsor

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Email: register@cityscape.ae **Online:** www.cityscapeglobal.com

GLOBAL

04-06, October 2010

Dubai International Convention & Exhibition Centre

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YES, I want to register for:

Conference Rates and Packages	Early Bird Rate 1 available until 22 July	Early Bird Rate 2 available from 23 July until 26 August	Standard rate available from 27 August
<input type="checkbox"/> Delegate Pass Includes access to: - Cityscape Global Real Estate Investment and Development Conference - Cityscape Global Exhibition	US\$495	US\$595	US\$695
<input type="checkbox"/> Delegate VIP Pass Includes access to: - Cityscape Global Real Estate Investment and Development Conference - Cityscape Global Exhibition (Fast Track Entry) - CNN VIP Lounge - Cityscape Global Cocktail Party	US\$695	US\$795	US\$895
<input type="checkbox"/> VIP Pass Includes access to: - Cityscape Global Exhibition (Fast Track Entry) - CNN VIP Lounge - Cityscape Global Cocktail Party	US\$250	US\$250	US\$250
<input type="checkbox"/> AAA Pass Includes access to: - Cityscape Global Real Estate Investment and Development Conference - Cityscape Global Exhibition (Fast Track Entry) - Retail City Conference - World Architecture Congress - CNN VIP Lounge - Cityscape Global Cocktail Party - Cityscape Awards – Architecture, Emerging Markets	US\$1,535	US\$1,635	US\$1,735
<input type="checkbox"/> Awards Pass Includes access to: - Cityscape Awards – Architecture, Emerging Markets	US\$220	US\$220	US\$220



EX10CSC2

Fees include documentation and light refreshments.

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

Please complete your 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: 0-49 50-249 250-499 500-999 1000+

YES, I would like to receive information about Cityscape events & services via e-mail:

Nature of your company's business

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 date. 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 dirham or US\$. Please note that all US cheques and drafts should be drawn on a New York bank and an extra charge amount of US\$6 per payment should be added to cover bank clearing charges. All payments should be in favour of IIR Holdings Ltd.

Card Payment

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Card Number: Exp. Date:

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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.

Cancellation

If you are unable to attend, a substitute delegate will be very welcome in your place. If this is not suitable, a US\$200 service charge will be payable. Registrations cancelled less than 30 days before the event must be paid in full.

Avoid Visa Delays – Book Now

Delegates requiring visas should contact the hotel they wish to stay at directly, as soon as possible. Visas for non-GCC nationals may take several weeks to process.

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

Event Venue

Dubai International Convention and Exhibition Centre
Dubai, UAE
Tel: +971 4 332 1000

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