

CITYSCAPE



ABU DHABI

NEW FORMAT NEW STRUCTURE NEW PRICING

18~21 April 2010

Abu Dhabi National Exhibition Centre

CONFERENCE PROGRAMME

www.cityscapeabudhabi.com



TRANSPARENCY, INVESTMENT STRATEGY AND PROJECT DELIVERY

HOW YOU WILL BENEFIT

- Hear from visionary leaders on future investment and development opportunities
- Choose from multiple stream sessions to attend those that are most important to you
- Discuss winning strategies to capitalise on the current market situation
- Develop partnerships with key decision-makers to secure future business opportunities

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

Platinum Sponsors



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Introducing a Completely New Cityscape Abu Dhabi Conference

Dear Colleague,

Welcome to the Cityscape Abu Dhabi Real Estate Investment and Development Conference 2010, the region's premier real estate forum.

This year's conference will bring together over 120 visionary speakers from more than 25 countries representing the biggest names of the investment and development communities.

The programme has been developed following extensive market research with a clear theme emerging: **'Transparency, Investment Strategy and Project Delivery.'** This theme will be woven throughout the multiple stream sessions across all three days of the conference.

Given the dramatic changes impacting global markets over the last year, we have also adapted our approach to help support the industry at such a difficult time. We've listened to what you've had to say, and the Cityscape Abu Dhabi Conference has undergone significant changes to bring you **more speakers, more topics, more networking opportunities and more value than ever before.**

This year we will introduce three concurrent stream sessions including:

- Investment and Finance
- Development and Market Fundamentals
- Markets and Sectors

These sessions have been structured to deliver interactive debates and dynamic discussions focusing on capital and property markets, economic recovery, policy reforms and investment and development opportunities not only in the region but also in key global markets. We've also changed our pricing structure to give you the most value-

for-money. All conference delegates will automatically receive a VIP Pass for the rate of US\$695 or the VIP+ Pass which includes access to all conference sessions plus the Cityscape Abu Dhabi Cocktail Party and the Cityscape Awards for Real Estate in the Middle East and North Africa for US\$995.

The response to these changes has been overwhelming and Cityscape Abu Dhabi 2010 will undoubtedly be the premier gathering for the real estate industry in the Middle East.

I look forward to welcoming you in April.

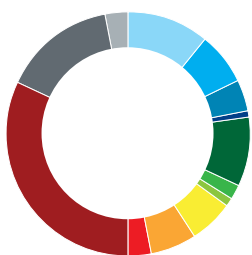
Best Regards,



Saudin Dungog-Noddings
Conference Manager
Cityscape Abu Dhabi

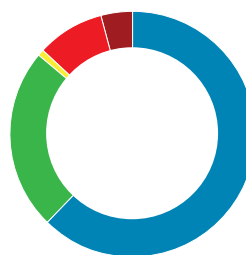
PS. Book by 21st January to save US\$200 or by 4th March to save US\$100 off standard rates.

Cityscape Conference Delegate Profiles Who You Will Meet



Delegates
by Location

- Bahrain
- Egypt
- France
- Georgia
- Kuwait
- Oman
- Poland
- Qatar
- Saudi Arabia
- South Africa
- UAE
- UK
- USA



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

Cityscape Abu Dhabi Conference Programme Highlights

Day 01.

Positioning Abu Dhabi as a leading global city

Accessing project finance and exploring new funding mechanisms

Measuring the impact of the financial crisis on the real estate market

Maximising opportunities in distressed real estate

Establishing transparency and consistency in data and real estate market analytics

Investing in emerging markets vs. mature markets

Day 02.

New opportunities for investment and development Abu Dhabi

Advent of the institutional investment market in the revival of the real estate industry

Assessing the impact of the Obama administration and USA stimulus actions on the global economy

A forensic examination of Abu Dhabi's regulatory framework

Building a viable business model for developing affordable housing

Creating a roadmap for the UAE mortgage finance market

Day 03.

Development opportunities and project delivery in the current climate

Dissecting real estate cycles to make strategic investment decisions

Why Abu Dhabi: Outlining the emirate's economic diversification programme

How will the delivery of major mixed-use projects affect the Abu Dhabi market?

Abu Dhabi and Dubai: Economic powerhouses in comparison

India vs. China: How Asia's giants stack up

Become a VIP! New Format and Pricing Structure for 2010

VIP Pass

From **US\$695**. Early bird rates available. Please see back page for details. Or for US\$300 upgrade your pass to the VIP+ to include invitations to exclusive evening events.

VIP+ Pass

From **US\$995**. Early bird rates available. Please see back page for details.

A Completely New Approach

- 3 parallel streams to stimulate the most comprehensive discussions on investment, development, finance, markets and sectors
- Over 120 investors from more than 25 countries leading critical discussions on the future of the investment landscape
- High-level meeting of government and private sectors to strategise the future of the Abu Dhabi market
- In-depth sessions on key investment opportunities around the world
- Unparalleled speaker line-up of proven experts and market leaders
- **NEW!** Choice of 36 conference sessions during 3 concurrent streams across 3 conference days
- **NEW!** Extended question and answer sessions
- **NEW!** 5+ networking breaks daily
- **NEW!** Automatic VIP status when you book a conference place
- **NEW!** Access to VIP lounge for all conference delegates
- **NEW!** Simpler pricing structure offering more value for money

Programme

Day 01. Sunday 18th April

Stream A	Stream B
INVESTMENT AND FINANCE	DEVELOPMENT AND MARKET FUNDAMENTALS
Moderated by: Eithne Treanor, Middle East Correspondent, CNBC Europe	Moderated by: John Deykin, Broadcaster, Dubai Eye
0930 - 1045 Registration and refreshments	
1045 - 1100 Opening remarks	
1100 - 1230 Keynote session: Positioning Abu Dhabi as a leading global city <ul style="list-style-type: none">· Developing a sustainable, diversified and high value-added economy· Government strategies and initiatives attracting business and investment communities for economic stimulation and delivery· Assessing Abu Dhabi's position in the regional landscape· What are the predictions for the Gulf economies over the next five years?· Abu Dhabi 2030 plan as a roadmap to sustainable social and economic growth	
1230 - 1300 Networking and refreshment break	
1300 - 1400 Accessing project finance and exploring new funding mechanisms <ul style="list-style-type: none">· Utilising alternative investment and financing techniques for real estate in the Middle East· Examining new deal structures that are attracting lenders· Analysing structural change and the macroeconomic trends shaping the market· The ongoing role played by regional banks in major projects Michał Popiołek , Head of Structured and Mezzanine Finance Department, BRE Bank , Poland Pietro Doran , Chairman and Principal Partner, Doran Capital Partners , Korea Abdullah Alrashoud , Chief Executive, KSB Capital Group , Saudi Arabia Hajir Naghdy , Senior Managing Director, Macquarie Group , UAE Greg Fewer , Associate Director, Project and Corporate Finance, Mubadala , UAE Mohamad El-Hage , Director, Investment Banking, Unifund Capital , UAE	Measuring the impact of the financial crisis on the real estate market <ul style="list-style-type: none">· Global and regional economic drivers· Analysing economic KPIs in the region· Determining the long-term effects of the sub-prime crisis in the US and its impact on global markets· Regional real estate market fundamentals· Downturn in the international real estate market· Monitoring measures in place to drive sustainable economic growth Mohammed Al Tawash , MD and CEO, Real Capita , Bahrain Fergal Harris , Head of Commercial Real Estate Middle East, Standard Chartered Bank , Singapore Tony Hillier , Chairman, Stauffenberg Capital , UK David Robert Henry , MD, VinaCapital Real Estate , Vietnam
1400 - 1430 Networking and refreshment break	
1430 - 1530 Investigating the viability of REITs in the Middle East <ul style="list-style-type: none">· Do REITs offer a more effective investment structure?· Evolution and innovations in global REITs· How can investors maximise returns from REITs?· Introducing Sharia-compliant REIT vehicles and contrasting it with conventional REITs· Examining the mechanics, structure and the regulatory conditions required· Engineering the first REITs regulatory structure in the Middle East Jonathan Herps , Executive Director, Abu Dhabi Capital , UAE Simon Gray , Director of Supervision, Asset Management, Dubai Financial Services Authority , UAE Drew Fox , SVP, ING Clarion Real Estate Securities , USA Ibrahim Al Alwan , Deputy CEO, KSB Capital Group , USA Marc Halle , MD, Pramerica Real Estate Investors , USA Stephen Duncan , CEO, Securities International , Australia	Establishing transparency and consistency in data and real estate market analytics <ul style="list-style-type: none">· Setting standards for reliable data market statistics· What are the real market fundamentals?· Supply and demand analysis· Real price levels as opposed to price perceptions· Adapting to the paradigm shift from a supply-driven market to a demand-driven market· Where is the regional market currently? Wael Tawil , CEO, Baniyas Investment and Development Company , UAE Hamad Al Neaimi , Executive Director, Commercial Affairs, Department of Economic Development , UAE Graham Hallett , GM, Abu Dhabi National Properties, National Bank of Abu Dhabi , UAE Henry Fahman , Chairman and President, PHI Group , USA Surinder Kathpalia , MD, Standard and Poor's , Singapore
1530 - 1600 Networking and refreshment break	

"Cityscape Abu Dhabi is a terrific forum for sharing ideas with your peers. An opportunity to discuss lessons learnt and pool collective knowledge is always welcomed."

John Bullough, CEO, **ALDAR Properties**, UAE

To Secure Your Place - Call +971 4 407 2528 Email register@cityscape.ae
Fax +971 4 335 1891 Visit www.cityscapeabudhabi.com/reg

Day 01. Speakers

Stream C

MARKETS AND SECTORS

Moderated by: Kevin Brass, Reporter, International Herald Tribune

HE Rashed Mubarak Alhajeri, Chairman, Department of Municipal Affairs
 HE Mohamed Rashed Al Hameli, Director General, Abu Dhabi Chamber of Commerce & Industry
More speakers to be announced

Moderated by: Eithne Treanor, Middle East Correspondent, CNBC Europe

1300 – 1400

Investing in emerging markets vs. mature markets

- Assessing risk premium and potential
- Contrasting economic, demographic and political context
- Analysis of the legal and financial infrastructure for real estate
- How strong is the emerging market proposition given the current economic conditions?
- Decoupling: Are emerging markets diverging from developed economies?
- Are mature markets the new emerging markets?

Bahri Ugras, Founder, **Actus Investment**, UK
Hakan Ferhatoglu, Chairman, **Ata Invest Dubai**, UAE
Jay Liang, President and CEO, **Etech Securities Capital Group**, USA
Kamil Homsy, President, **Global Realty Capital**, USA
Ted Low, CEO, **Low Risk Capital**, Singapore
Abhijeet Bhalla, MD, **Millennium Spire Asset Management**, Singapore
Robert Zulkoski, MD, **Oaktree Capital Management**, Singapore
Don Lam, CEO, **VinaCapital Real Estate**, Vietnam

1430 – 1530

Levant countries: Assessing the potential of Jordan, Lebanon, Syria and more

- Market fundamentals across the Levant countries
- Which countries offer the best return on investment?
- Which sectors boast the best opportunities?
- Regulatory framework and risk/reward analysis
- Outlining opportunities for investment and development

Dr. Khalid Al Wazani, CEO, **Darat Jordan Holdings**, Jordan
Mohamed Galal, MD, **Mubadala Real Estate Misr**, Egypt
Nabil Sawabini, Chairman and CEO, **MENA Capital**, Lebanon
Khaled Kanaan, Chairman and CEO, **Mideast Joint Capital**, Jordan
Gabriel Tayoun, Chairman and CEO, **Optimum Holding**, Lebanon
Dr. Khaled Sedky, Chief Portfolio Officer, **Palm Hills Developments**, Egypt



Abdulla Shafeea



Abdullah Alrashoud



Abhijeet Bhalla



Aboudi Asali



Bahri Ugras



Dan McLaughlin



David Goswick



David Robert Henry



Don Lam



Drew Fox



Eithne Treanor



Fergal Harris



Frank Eder



Gabriel Tayoun



Graham Hallett



Greg Fewer



Hajir Naghdy



Hakan Ferhatoglu



Hamad Al Neaimi



Henry Fahman



Ibrahim Al Alwan



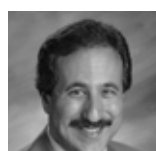
Jamal Hammoud



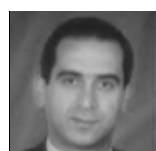
John Deykin



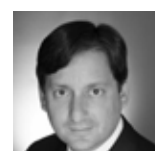
Kamel Lazaar



Kevin Brass



Khaled Kanaan



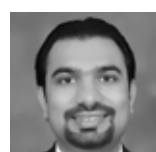
Marc Halle



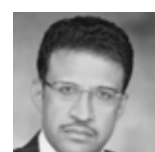
Michal Popiolek



Mohamad El-Hage



Mohammad Shaheed Khan



Mohammed Al Tawash



Nabil Sawabini

Programme

Day 01. Sunday 18th April

Stream A	Stream B
INVESTMENT AND FINANCE	DEVELOPMENT AND MARKET FUNDAMENTALS
Moderated by: Eithne Treanor, Middle East Correspondent, CNBC Europe	Moderated by: John Deykin, Broadcaster, Dubai Eye
1600 – 1700	
Maximising opportunities in distressed real estate <ul style="list-style-type: none">· Capitalising on the current market situation to acquire high-quality low-cost assets· Effective strategies for distressed investment· Exploring debt maturities and assessing investment opportunities· Risk management and exit strategies Simon Townsend , Head of Real Estate and Investment Advisory Business, Allied Investment Partners , UAE Richard Ellis , Partner, Amiri Capital , UK Jurgen Herre , Head MENA, Hines , UAE Frank Eder , CEO and Founder, Newport Coast Capital Management , USA Robert Zulkoski , MD, Oaktree Capital Management , Singapore Felix Hick , Founder and CEO, Shiva Capital , Germany Robert Martin , Chief Investment Officer and Managing Partner, Summit Capital , USA	Hospitality and tourism development: Advancing Abu Dhabi's diversification plans <ul style="list-style-type: none">· Outlining development projects and government initiatives to create a world-class destination· Examining its impact on economic diversity· Quantifying return on investment for hotel development schemes in Abu Dhabi· Identifying gaps in the market from budget hotels to luxury accommodation Philippe Baretaud , Development Director, Accor Hospitality , UAE David Goswick , Executive Director, Historic Real Estate , USA Rani Gharbié , Director of Development for Middle East & Africa, InterContinental Hotels Group , UAE Aboudi Asali , VP, Marriott Hotels International , UAE Puneet Chhatwal , SVP, Chief Development Officer, Rezidor , Belgium
1700	End of Day 1
1930 – 2200	Cityscape Awards for Real Estate in the Middle East

Day 02. Monday 19th April

Stream A	Stream B
INVESTMENT AND FINANCE	DEVELOPMENT AND MARKET FUNDAMENTALS
Moderated by: Eithne Treanor, Middle East Correspondent, CNBC Europe	Moderated by: John Deykin, Broadcaster, Dubai Eye
0900 – 0920 Registration and refreshments	
0920 – 0930 Opening remarks	
0930 – 1030 Keynote session: New opportunities for investment and development in Abu Dhabi <ul style="list-style-type: none">· What does Abu Dhabi offer the global market?· Assessing market fundamentals and gauging investor sentiment in the GCC· Identifying new development opportunities for investment· Attracting FDI into the region: Bringing long-term strategic investors to the table· Strategic projects driving Abu Dhabi's long-term development	
1030 – 1100 Networking and refreshment break	
1100 – 1200	
Advent of the institutional investment market in the revival of the real estate industry <ul style="list-style-type: none">· Improving transparency and the regulatory framework to attract foreign institutional investors· Which products are most suitable for institutional clients?· What do long-term institutional investors think about Abu Dhabi and its regional markets?· How to incentivise investors to enter the market Richard Ellis , Partner, Amiri Capital , UK Richard Draycott , MD, Goodman , UAE Rakesh Patnaik , Vice President and Head of Real Estate Funds, Global Investments House , Kuwait Angus Campbell , Investment Director, LRIM Investment Management , UAE Michael Katounas , Director, MENA Investment Banking, Credit Suisse , UAE Omar Kalair , President and CEO, UM Financial , Canada	Assessing the impact of the Obama administration and USA stimulus actions on the global economy <ul style="list-style-type: none">· How have stimulus measures in the US filtered through to global economies?· Impact of the financial crisis on property markets· Absorbing the lessons of previous financial crisis· Impact on the GCC and regional landscape Jay Liang , President and CEO, Etech Securities Capital Group , USA Farouk Sheikh , Founder and CEO, Investec Corporation , USA Bassam Al Othman , SVP, Real Estate, Kuwait Financial Centre , Kuwait Frank Eder , CEO and Founder, Newport Coast Capital Management , USA Tony Hillier , Chairman, Stauffenberg Capital , UK Robert Martin , Chief Investment Officer and Managing Partner, Summit Capital , USA

If You're in Real Estate, You're at Cityscape

Day 01. Speakers

Stream C

MARKETS AND SECTORS

Moderated by: Kevin Brass, Reporter, International Herald Tribune

1600 – 1700

Saudi Arabia: Economic tiger of the Middle East?

- Highlighting market fundamentals of Saudi Arabia
- How sustainable is the phenomenal growth in the Kingdom?
- Changes in the regulatory framework
- Opportunities for investors and developers
- Changes to mortgage laws and opportunities in the residential sector
- Strategies for entering the market

Abdulla Shafeea, Real Estate Fund Manager, **ANB Invest**, Saudi Arabia
Omar Al Kadi, President and MD, **Injaz Development Company**, Saudi Arabia
Mohammad Shaheed Khan, SVP, Head of Corporate Finance and Products, **Islamic Finance Company**, UAE
Abdullah Alrashoud, CEO, **KSB Capital Group**, Saudi Arabia
Abdulrahman Alharthi, CEO and MD, **MENA Financial Group**, UAE
Kamel Lazaar, CEO and Chairman, **Swicorp**, Saudi Arabia
Dan McLaughlin, COO, **SASCO Global Investments**, Canada



Omar Al Kadi



Puneet Chhatwal



Richard Ellis



Robert Martin



Robert Zulkoski



Simon Gray



Simon Townsend



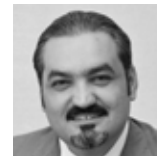
Stephen Duncan



Surinder Kathpalia



Tony Hallside



Wael Tawil



Wenceslao Bunge

Day 02. Speakers

Stream C

MARKETS AND SECTORS

Moderated by: Kevin Brass, Reporter, International Herald Tribune

John Bullough, CEO, **Aldar**

John Thomas, Executive Director for Real Estate and Hospitality, **Mubadala** (invited)

More speakers to be announced

Moderated by: Eithne Treanor, Middle East Correspondent, **CNBC Europe**

1100 – 1200

Infrastructure development to reinforce Abu Dhabi's global positioning

- Capitalising on PPP structures for infrastructure development
- How is the government taking advantage of the current climate to build infrastructure?
- Investment and development opportunities in social, educational, healthcare and cultural infrastructure
- Abu Dhabi's massive transport infrastructure development

Johannes Glas, VP, Investments Group, **Addax Bank**, Bahrain

Aashish Kalra, MD, **Duranta Holdings**, India

Patrick Byrne, Managing Director, **Asia Capital Reinsurance ReTakaful**, Bahrain

Simon Monk, Head of Infrastructure Investment, **Instrata Capital**, Bahrain

Hajir Naghdy, Senior Managing Director, **Macquarie Group**, UAE

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



Aashish Kalra



Abdulrahman Alharthi



Ahsan Ali



Albin Rosengren



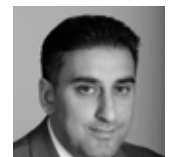
Angus Campbell



Bassam Al Othman



Dr. Khalid Al Wazani



Farouk Sheikh



Felix Hick



Ferhat Guven



Frank Eder



Gurjit Singh



Hajir Naghdy



Hakan Ferhatoglu



Henry Fahman



Jamal Hammoud

Programme

Day 02. Monday 19th April

Stream A

INVESTMENT AND FINANCE

Moderated by: Eithne Treanor, Middle East Correspondent, CNBC Europe

1200 – 1300 Networking and refreshment break

1300 – 1400

A forensic examination of Abu Dhabi's regulatory framework

- Dispute resolution between stakeholders
- The need for a commercial court and a regulatory body
- End-user protection and visa regulations
- 99-year lease restriction: Is it enough?
- Creating a legal framework to encourage investment
- Development of Strata, escrow, mortgage, development laws and impact on attracting FDI

Adel Al Housani, Legal Advisor, **Abu Dhabi Fund for Development** (invited)

Jennifer Caldwell, Legal Director, **Aldar**, UAE (invited)

Ali Abdullah Al Hosni, Legal Advisor, **Private Housing Loan Abu Dhabi Authority**, UAE (invited)

Stream B

DEVELOPMENT AND MARKET FUNDAMENTALS

Moderated by: John Deykin, Broadcaster, Dubai Eye

Impact of Abu Dhabi's rail and transport master plan on real estate development

- Outlining Abu Dhabi's rail and transport masterplan
- New opportunities in transit-oriented development
- Infrastructure development to support sustainable communities
- Impact of transport infrastructure on developments

Johannes Glas, VP, Investments Group, **Addax Bank**, Bahrain

Simon Monk, Head of Infrastructure Investment, **Instrata Capital**, Bahrain

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

1400 – 1430 Networking and refreshment break

1430 – 1530

Creating a roadmap for the UAE mortgage finance market

- Depth and breadth of the mortgage market within the UAE
- Innovation in product design and pricing
- Regulatory interventions and reforms to protect investors' rights
- How the mortgage market has survived globally
- Is there a lack of a structured mortgage finance market in the region?

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

Sundar Parthasarathy, SVP and Head of Consumer Assets, Consumer Banking Group, **ADCB**, UAE

Mohamed Musharbak, Associate Vice President for Expansion Markets, Global HSBC Amanah, **HSBC**, UAE

Ahsan Ali, Director Credit, **Khalifa Fund for Enterprise Development**, UAE

Wasim Saifi, Group CEO, **Tamweel**, UAE

Omar Kalair, President and CEO, **UM Financial**, Canada

Building a viable business model for developing affordable housing

- Analysis of costs vs profitability
 - The role of governments to shape sustainability, delivery and quality of the housing
 - Are "for profit" private enterprise companies, which will seek to maximise profit, the best vehicles to deliver affordable housing?
 - Could a 'shared ownership' model work in the Middle East?
- Dr. Khalid Al Wazani**, CEO, **Darat Jordan Holdings**, Jordan
- Masood Akhtar**, Head of Group Market Risk, **Emirates NBD Bank**, UAE
- Tim Luckhurst**, Director, **RBS Global Banking and Markets**, UK
- Paulo Gomes**, Chief Strategy Officer, **Pramerica Real Estate Investors**, USA
- Michael McCook**, Co-founder and MD, **Zuna Capital**, USA
- Stephen Duncan**, CEO, **Securities International**, Australia
- Sabi Kanaan**, President and CEO, **The Capital Programs Group**, USA

1530 – 1600 Networking and refreshment break

1600 – 1700

Executing successful corporate and debt restructuring strategies

- Re-financing vs. restructuring
- Viability of mergers and acquisitions to form stronger entities to withstand current financial risks
- Finding the right partners and effectively structuring profitable joint ventures
- Rehabilitating distressed companies
- Turnaround management methodology in today's market

Robert Wages, MD, **Gazelle Capital**, UAE

Robert McMillen, Chairman, **MAC Capital**, UAE

Abdulrahman Alharthi, CEO and MD, **MENA Financial Group**, UAE

Henry Fahman, Chairman and President, **PHI Group**, USA

Joseph Bonner, MD, **Pramerica Real Estate Investors**, USA

Parry Singh, MD, **Red Fort Capital**, USA

Felix Hick, Founder and CEO, **Shiva Capital**, Germany

Cost-effective sustainable design and development

- How important is sustainability to investors and end users?
- Assessing the costs and impact on project viability
- Strategies for cost-effective sustainable design
- Is it happening now or in the next generation?
- What will be the most important quality attributes of premium properties in the future?
- Involvement of stakeholders to achieve sustainable cities

Pietro Doran, Chairman and Principal Partner, **Doran Capital Partners**, Korea

Monica Mittal, Director, Projects, **Investment House**, UAE

Joseph Chiang, President, **Lippo Incheon Development Company**, Korea

Anthony Mallowes, Executive Director, **Sorouh**, UAE

Sabi Kanaan, President and CEO, **The Capital Programs Group**, USA

1700 End of Day 2

Day 02. Speakers

Stream C

MARKETS AND SECTORS

Moderated by: Kevin Brass, Reporter, International Herald Tribune

1300 – 1400

Capitalising on opportunities in prime markets

- Profiting from recessionary pricing adjustments
- Renewed optimism in worldwide economic recovery
- Opportunities for cash investors taking a medium to long-term view
- Identifying the top investment hot spots in prime markets
- Exploring investment and development opportunities in London, New York, Paris and Tokyo

Simon Townsend, Head of Real Estate and Investment Advisory Business, **Allied Investment Partners**, UAE

Kamil Homs, President, **Global Realty Capital**, USA

Jamal Hammoud, Director, **Milestone Capital**, USA

Joseph Bonner, MD, **Pramerica Real Estate Investors**, USA

Paul Devonshire, Director, **Pramerica Real Estate Investors**, Germany

Simon Hersom, MD, **RBS Global Banking and Markets**, UK



James Worms



Johannes Glas



John Bullough



Joseph Bonner



Joseph Chiang



Kamil Homs



Michael Katounas



Michael McCook



Michał Popiołek



Miguel Hernandez



Patrick Byrne



Paul Devonshire



Paulo Gomes



Philip Ward



Pietro Doran



Richard Draycott



Richard Ellis



Robert Martin



Robert McMillen



Robert Wages



Roberto Ordorica



Rodrigo Mennocchi



Sabi Kanaan



Saydam Salaheddin



Simon Hersom



Simon Monk



Simon Townsend



Stephen Duncan



Sundar Parthasarathy



Thomas Boytinc



Tim Luckhurst



Wasim Saifi

1430 – 1530

South and Latin America: Tomorrow's most significant emerging market?

- Exploring investment opportunities and development prospects in Brazil, Mexico, Chile and across the region.
- Monitoring investments carried out in 2009 and what to expect for 2010
- Assessing political stability in the region and its impact on attracting FDI
- How will the 2016 Olympics affect economic and real estate development?

Rodrigo Mennocchi, Head of Real Estate Investments, **Latam Citi Wealth Management**, Sao Paulo

Wenceslao Bunge, MD and Head of the Real Estate Group, **Credit Suisse**, UK

Thomas Boytinc, Co-founder, **Farragut Capital**, USA

James Worms, CEO and Chairman, **Paladin Realty Partners**, UK

Roberto Ordorica, CEO and MD, **Latin America, Pramerica Real Estate Investors**, USA

Miguel Hernandez, Partner, **Proactiva Asset Management**, Spain

1600 – 1700

Identifying opportunities in Eastern Europe, Turkey and Russia

- Market overview and fundamentals in Turkey, Russia and CEE
- Analysing economic influences on property investment
- Strategies for entering the market
- Risk/reward analysis
- Opportunities in commercial, residential and hospitality segments
- Impact of distress on the real estate market

Charles Voss, MD, **Aberdeen Property Investors**, Russia

Hakan Ferhatoglu, Chairman, **Ata Invest Dubai**, UAE

Michał Popiołek, Head of Structured and Mezzanine Finance Department, **BRE Bank**, Poland

Saydam Salaheddin, MD, Investment Banking, Real Estate and Hotels, **Credit Suisse**, Russia

Albin Rosengren, Partner and Director, **East Capital Russian Property Fund**, Sweden

Csaba Kilián, Executive Investment Director, **Hungarian Investment and Trade Development Agency**, Hungary

Ferhat Guven, MD, **Paladin Realty Partners**, Turkey

Programme

Day 03. Tuesday 20th April

Stream A	Stream B
INVESTMENT AND FINANCE	DEVELOPMENT AND MARKET FUNDAMENTALS
Moderated by: Eithne Treanor, Middle East Correspondent, CNBC Europe	Moderated by: John Deykin, Broadcaster, Dubai Eye
0900 – 0920 Registration and refreshments	
0920 – 0930 Opening remarks	
0930 – 1030 Keynote session: Development opportunities and project delivery in the current climate	
<ul style="list-style-type: none">· How will demand for real estate products and services change in the years ahead?· Innovations and strategies necessary for developers to stay ahead of the competition· Exploring joint ventures to further enhance value creation in the industry· Lessons learnt: Have industry fundamentals changed forever?· What are Abu Dhabi's and the regional long-term requirements?	
1030 – 1100 Networking and refreshment break	
1100 – 1200	
Dissecting real estate cycles to make strategic investment decisions <ul style="list-style-type: none">· The nature of 'booms and busts' in real estate· Interdependent cycles that affect real estate performance· Exploring fluctuations in different markets· Strategic asset management and opportunities during the crisis· Lessons learnt from the 1997 Asian crisis Charles Voss, MD, Aberdeen Property Investors, Russia Philip Blumberg, Chairman and CEO, Blumberg Capital Partners, USA Dr. Khalid Al Wazani, CEO, Darat Jordan Holdings, Jordan Jeremy Oates, GM, MPM Properties/Burooj Properties, UAE Frank Eder, CEO and Founder, Newport Coast Capital Management, USA Simon Hersom, MD, RBS Global Banking and Markets, UK David Robert Henry, MD, VinaCapital Real Estate, Vietnam	Why Abu Dhabi: Outlining the emirate's economic diversification programme <ul style="list-style-type: none">· Why invest in Abu Dhabi?· Leveraging current assets and adapting to a changed environment· Reviewing the 2030 plan in the context of the market downturn· Creating a formula for sustainable socio-economic growth· Determining its impact on urban development and the real estate industry Mohammed Al-Ali, VP, Investment Advisory, Alaman, Kuwait Maqsood Ahmed, SVP and Head of Corporate Banking Division, Al Hilal Bank, UAE Hamad Al Neaimi, Executive Director, Commercial Affairs, Department of Economic Development, UAE Mohamad El-Hage, Director, Investment Banking, Unifund Capital, UAE
1200 – 1300 Networking and refreshment break	
1300 – 1400	
Adopting an effective asset management and portfolio diversification approach in the current climate <ul style="list-style-type: none">· Reviewing your portfolio mix in the current market: Does it still make sense?· Capitalising on the market downturn· What works well in your existing portfolio?· Is diversification within a region by property type better than diversification between regions within a property type?· Key principles in portfolio diversification· Maximising returns through long-term investment strategies Ahmad Al Osaimi, CEO and MD, Al Masar Leasing and Investment, Kuwait Maqsood Ahmed, SVP and Head of Corporate Banking Division, Al Hilal Bank, UAE Tony Hallside, New Business Development, Apex Fund Services, UAE Guido Schlegel, Head of Portfolio Management Middle East, Credit Suisse, UAE Drew Fox, SVP, ING Clarion Real Estate Securities, USA Abhijeet Bhalla, MD, Millennium Spire Asset Management, Singapore	How will the delivery of major mixed-use projects affect the Abu Dhabi market? <ul style="list-style-type: none">· Redressing the shortage of high-quality finished units in both the residential and commercial sectors· Will this revitalise the market or highlight supply issues?· International perspective: Learning from experiences in other countries· Analysis of market correction on property prices· How will this affect pricing strategies, contracts, and the rental market? Philippe Baretud, Development Director, Accor Hospitality, UAE Bassam Al Othman, SVP, Real Estate, Kuwait Financial Centre, Kuwait Jeremy Oates, GM, MPM Properties/Burooj Properties, UAE Graham Hallett, GM, Abu Dhabi National Properties, National Bank of Abu Dhabi, UAE Anthony Mallows, Executive Director, Sorouh, UAE

"Cityscape is one of the signature events of our calendar, and we believe very strongly in the need to be here, not only to network with our peers but to interact with our most important audience – our customers and potential customers."

Fardan Al Fardan, Chairman, Al Rayan, UAE

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Day 03. Speakers

Stream C

MARKETS AND SECTORS

Moderated by: Kevin Brass, Reporter, International Herald Tribune

Joseph Ong, CEO, Tamouh
 Omar Al Kadi, President and MD, Injaz Development Company
 Yousif Al Nowais, MD, Al Maabar
 Dr. Sulaiman Al-Fahim, Chairman, Arab Union for Real Estate Development (invited)
 Omar Al Kadi, President and MD, Injaz Development Company
 Hamad Abdullah Al Shamsi, CEO, International Capital Trading (invited)
 Ghanim Bin Saad Al Saad, CEO, Qatari Diar (invited)
 Bambang bin Kajairi, CEO, Reem Investments (invited)
 Abubaker Seddiq Al Khouri, MD, Sorouh (invited)
 Moderated by: Eithne Treanor, Middle East Correspondent, CNBC Europe

1100 – 1200

India vs. China: How Asia's giants stack up

- China: What opportunities exist for foreign investors?
- Is the Indian growth rate reflected in India's valuations?
- How do these nations compare side by side?
- Similarities and differences between these booming consumer markets
- Identifying business opportunities as these nations urbanise, liberalise and look outward
- Market entry and exit strategies

Oliver Ontiveros, Chief Investment Officer, Elysium Capital, Mauritius
 Shhyam Singhania, Chairman, ENARR Capital, India
 Ajay Garg, MD, Equirus Capital, India
 Parry Singh, MD, Red Fort Capital, USA
 Sachin Shah, Founder and Managing Partner, Samsara Capital, India
 Felix Hick, Founder and CEO, Shiva Capital, Germany

1300 – 1400

Africa: Investment and development prospects

- What makes this region an investment hotspot now?
- Outlook: Evolution in the next 5 – 10 years
- Addressing current market problems and interests
- Focusing on Egypt, Morocco, Libya, and Angola
- Sector analysis: What's hot now?
- Harnessing the investment potential of this emerging market
- Opportunities in infrastructure development
- Weighing the risks and overcoming socio-economic and political instability issues

Craig Cowie, MD, Real Estate, Al Rajhi Capital, Saudi Arabia
 Mandy Bakker, MD, Clayvon Investment Group, South Africa
 Mohamed Galal, MD, Mubadala Real Estate Misr, Egypt
 Gabriel Tayoun, Chairman and CEO, Optimum Holding, Lebanon
 Dr. Khaled Sedky, Chief Portfolio Officer, Palm Hills Developments, Egypt
 Ghassan Youssef, MD, Rakeen Development, UAE
 Raul Silva, CEO, RS Capital, UAE

"A new era is dawning in Abu Dhabi real estate and it is most exciting to be a part of these developments."

Scott Aitken, Partner, Clyde&Co, UAE



Abdallah Osseiran



Abdulrahman Alharthi



Abhijeet Bhalla



Ajay Garg



Albin Rosengren



Bassam Al Othman



Craig Cowie



Csaba Kilian



Dan McLaughlin



David Goswick



David Robert Henry



Dr. Khalid Al Wazani



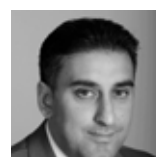
Dr. Khater Massaad



Dr. Shariq Nisar



Drew Fox



Farouk Sheikh



Fergal Harris



Frank Eder



Gabriel Tayoun



Ghassan Youssef



Graham Hallett



Guido Schlegel



Hamad Al Neaimi



Henry Fahman



Jamal Hammoud



Jeremy Oates



Jonathan Herps



Joseph Chiang



Joseph Ong



Masood Al Awar



Mohamad El-Hage



Mohammed Al-Ali

Programme

Day 03. Tuesday 20th April

Stream A

INVESTMENT AND FINANCE

Moderated by: Eithne Treanor, Middle East Correspondent, CNBC Europe

1400 - 1430 Networking and refreshment break

1430 - 1530

Investing in mortgages and mortgage-backed securities (MBS)

- Understanding MBS: How do mortgage-backed securities work?
- Yield and capital management
- Portfolio management tools and techniques, from MBS valuation models to drivers of the call decision
- Prepayment models and behaviours, with an emphasis on the latest advances in prepayment modeling and valuation
- Restructuring mortgage-backed debt

Patrick Byrne, Managing Director, **Asia Capital Reinsurance ReTakaful**, Bahrain

Jamal Hammoud, Director, **Milestone Capital**, USA

Frank Eder, CEO and Founder, **Newport Coast Capital Management**, USA

Omar Kalair, President and CEO, **UM Financial**, Canada

Stream B

DEVELOPMENT AND MARKET FUNDAMENTALS

Moderated by: John Deykin, Broadcaster, Dubai Eye

Abu Dhabi and Dubai: Economic powerhouses in comparison

- Lessons learnt from Dubai's rapid expansion
- How can competing locations collectively work together?
- Snapshot of the economic status of each of the seven states and their role in the real estate boom
- Which sectors hold investors' interest more than others?

Masood Akhtar, Head of Group Market Risk, **Emirates NBD Bank**, UAE

Farouk Sheikh, Founder and CEO, **Investec Corporation**, USA

Abdallah Osseiran, Director, **Magna Investment**, UAE

Abdulrahman Alharthi, CEO and MD, **MENA Financial Group**, UAE

Masood Al Awar, CEO, **Tasweek**, UAE

1530 - 1600 Networking and refreshment break

1600 - 1700

Managing private real estate funds

- Market focus on US, Europe, and emerging markets
- Advantages of diversification, local deal sourcing, investment and asset management
- Effective due diligence of private equity real estate funds
- Placement and capital-raising for private equity real estate funds

Jonathan Herps, Executive Director, **Abu Dhabi Capital**, UAE

Thomas Etzel, MD and Head of Private Equity and Real Estate, **BHF Bank**, Germany

Philip Blumberg, Chairman and CEO, **Blumberg Capital Partners**, USA

Albin Rosengren, Partner and Director, **East Capital Russian Property Fund**, Sweden

Jurgen Herre, Head MENA, **Hines**, UAE

Ted Low, CEO, **Low Risk Capital**, Singapore

Opportunities for profitable commercial developments in the Middle East

- Understanding supply and demand, demographics and megatrends in capitalising on development opportunities
- Utilising design, engineering and project management for world-class developments
- Driving down costs in design and build
- Mastering success strategies in commercial real estate development

Craig Cowie, MD, Real Estate, **Al Rajhi Capital**, Saudi Arabia

Wael Tawil, CEO, **Baniyas Investment and Development Company**, UAE

David Goswick, Executive Director, **Historic Real Estate**, USA

1700 End of the conference

1900 - 2400 Cityscape Abu Dhabi Cocktail Party

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"I was delighted to be part of the Abu Dhabi Cityscape 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**, UAE

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Day 03. Speakers

Stream C

MARKETS AND SECTORS

Moderated by: Kevin Brass, Reporter, International Herald Tribune

1430 – 1530

Asia: Resilience in the face of global recession

- Government initiatives and support measures towards real estate development and investment
- Capitalising in investment and development opportunities in the Association of South East Asian (ASEAN) region
- Opportunities in hotel development, hospitality and tourism
- Delivering transport and infrastructure to support growth

Joseph Chiang, President, **Lippo Incheon Development Company**, Korea

Ted Low, CEO, **Low Risk Capital**, Singapore

Henry Fahman, Chairman and President, **PHI Group**, USA

Fergal Harris, Head of Commercial Real Estate Middle East, **Standard Chartered Bank**, Singapore

Surinder Kathpalia, MD, **Standard and Poor's**, Singapore

David Robert Henry, MD, **VinaCapital Real Estate**, Vietnam



Oliver Ontiveros



Omar Al Kadi



Omar Kalair



Parry Singh



Patrick Byrne



Peter Hughes



Philip Blumberg



Shyam Singhania



Simon Hersom



Surinder Kathpalia



Thomas Etzel



Wael Tawil

1600 – 1700

GCC and Middle East: Confronting the crisis

- Future growth forecasts and how this has changed in light of global economic turmoil
- Assessing the impact of the region's volatility and geopolitical risk
- Overcoming barriers to entry for foreign investment
- What are the key objectives and assessment criteria for investing in the Middle East?

Mohammed Al-Ali, VP, Investment Advisory, **Alaman**, Kuwait

Ahmad Al Osaimi, CEO and MD, **Al Masar Leasing and Investment**, Kuwait

Dr. Khater Massaad, CEO, **Ras Al Khaimah Investment Authority**, UAE

Abdulla Shafeea, Real Estate Fund Manager, **ANB Invest**, Saudi Arabia

Guido Schlegel, Head of Portfolio Management Middle East, **Credit Suisse**, UAE

Dan McLaughlin, COO, **SASCO Global Investments**, Canada



What More to Expect at Cityscape Abu Dhabi

Cityscape Abu Dhabi Golf Classic

17 April 2010

Renowned for its world-class golf courses, the Cityscape Abu Dhabi Golf Classic will be a networking opportunity for C-Level players. By invitation only, this event will provide participants with the opportunity to start business even before the event has officially begun.

For details on how to register your interest, please contact Sarah Salera at sarah.salera@iirme.com or on +971 4 407 2419



Cityscape Awards for Real Estate in the Middle East & North Africa

18 April 2010

The Cityscape Awards for Real Estate – Middle East is a platform for organisations from the emerging markets to showcase their achievements to a high profile panel of judges. Winners will be honoured at a glittering awards ceremony.

For details on how to register your interest, please contact Sarah Salera at sarah.salera@iirme.com or on +971 4 407 2419



Cityscape Abu Dhabi Exhibition

18 – 21 April 2010

Once again the exhibition will showcase regional and international real estate developments and innovative architectural designs to an audience of serious-minded real estate professionals.

To enquire about exhibiting or sponsoring, please contact Mark Goodchild at mark.goodchild@iirme.com or on +971 4 407 2670



Investor Round Tables

18 – 21 April 2010

The Investor Round Tables will bring together an elite gathering of top institutional investors and developers to engage in straight talking discussion in a private setting. By invitation only.

For details on how to register your interest, please contact Constanze Verdenhalven at constanze.verdenhalven@iirme.com or on +971 4 407 2756



Cityscape Abu Dhabi Cultural Evening

19 April 2010

International participants attending Cityscape Abu Dhabi will have the wonderful opportunity to experience local tradition, vibrant culture and culinary delights at the Cityscape Abu Dhabi Cultural Evening.

For details on how to register your interest, please contact Sarah Salera at sarah.salera@iirme.com or on +971 4 407 2419



CEO Lunch

19 April 2010

The CEO Lunch is a unique, invite-only opportunity for CEOs from across the industry to come together to share experiences, solutions and best practice initiatives.

For details on how to register your interest, please contact Constanze Verdenhalven at constanze.verdenhalven@iirme.com or on +971 4 407 2756



Cityscape Abu Dhabi Cocktail Party

20 April 2010

The Cityscape Abu Dhabi Cocktail Party offers select participants the opportunity to mingle and enjoy the company of regional and international peers in one of Abu Dhabi's most spectacular venues.

For details on how to register your interest, please contact Sarah Salera at sarah.salera@iirme.com or on +971 4 407 2419



Investors & Developers Networking Reception

21 April 2010

The Investors & Developers Networking Reception will provide senior-level industry professionals with the opportunity to meet new contacts and engage in discussion centered on new opportunities and joint venture partnerships.

For details on how to register your interest, please contact Constanze Verdenhalven at constanze.verdenhalven@iirme.com or on +971 4 407 2756



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Al Qudra Real Estate, a subsidiary of Al Qudra Holding, delivers world class developments by providing comprehensive integrated services and solutions. AQRE offers a wide array of investment opportunities that guarantee the highest standards and provides its shareholders with the maximum return on investment. AQRE utilizes advanced technologies to create highly innovative and sustainable developments while deploying best practices and resources. Currently, AQRE is developing several master-planned communities and mixed-use properties in the UAE such as Ain Al Fayda and Al Nasseem in Al Ain, and Shades, Desert Towers, Danet Abu Dhabi, and Manarah Bay in Abu Dhabi.



Aldar Properties PJSC is Abu Dhabi's leading property development, management and investment company. It is listed on the Abu Dhabi Securities market in 2004. Aldar was established to support the region's infrastructure through the creation of high quality, attractive and sustainable communities equipped with residential, commercial, retail, leisure, hospitality, education and medical facilities.

Aldar's diverse property portfolio includes major developments and re-developments within Abu Dhabi, including Yas Island, Al Raha Beach, Central Market, Nareel Island, Al Gurm Resort, Al Mamoura, Al Falah, Noor Al Ain and many others. The company owns over 50 million square metres of land in strategic locations throughout the Emirate. For further details visit www.aldar.com

Associate Sponsor



The Department of the Municipal Affairs (DMA)

was established in May 2007 replacing the Department of Municipalities and Agriculture, to act as the focal point of all municipal planning activities and oversee public works projects in the Emirate of Abu Dhabi. The DMA was created to coordinate and oversee the three Regional Municipalities; Abu Dhabi, Al Ain, and Western Region.

The DMA is responsible for planning and managing the infrastructure and assets; utilizing international relationships to provide and improve municipal services within the Emirate; optimizing the Emirates' resource; and contributing to the maintenance of Abu Dhabi's heritage and culture.

INVEST AND BUILD YOUR BRAND EQUITY AT THE CITYSCAPE ABU DHABI 2010 EXHIBITION

In challenging times we are more accountable than ever for the effectiveness of our investments. By exhibiting or sponsoring at Cityscape Abu Dhabi you will reach one of the world's most comprehensive real estate databases of over 350,000 global real estate investors, developers and professionals. By exhibiting or sponsoring you will have the opportunity to communicate directly with your customer and potential clients about your standing in the current market place, address issues of concern and enquiries and demonstrate your strengths above your competitors.

"Cityscape is one of the signature events of our calendar, and we believe very strongly in the need to be here, not only to network with our peers but to interact with our most important audience – our customers and potential customers."

Fardan Al Fardan, Chairman, Al Rayan, UAE

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Consultants	15.7%
Real Estate Developers	15.1%
Investment	13.5%
Engineers	12.5%
Architects	12.1%
Contractors	10.5%
Suppliers	10.2%
Project Management	9.8%
Construction	9.2%
Other	8.2%
Banking/Finance	7.8%
Municipality / Government	3.2%
Retailer	2.7%
Operator	1.3%


Visitors By Designation


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CEO / GM / MD	13%
Engineer	12%
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Investor	5%
Architect / Interior Design	5%
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Owner / Partner / Principal	3%
Government Official	2%
VIP / President	2%
Developer	1%
Other	16%


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<input type="checkbox"/> VIP Pass Access to all conference sessions, Cityscape Exhibition and VIP lounge.	US\$495	US\$595	US\$695
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Fees include documentation and light refreshments.

Lunch can be purchased at the venue.



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2 nd Delegate							
3 rd Delegate							
4 th Delegate							

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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.

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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.

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