

5 DECEMBER 2012

8.30 am – 12.15 pm

Hotel Sofitel Phnom Penh Phokeethra

26 Old August Site, Sothearos Boulevard, Sangkat Tonle Bassac, Phnom Penh, Cambodia



A seminar brought to you by:



REAL ESTATE MARKET INTEL

CAMBODIA - MYANMAR 2012

SEMINAR

“HOW TO ACHIEVE YOUR GOALS IN FRONTIER MARKETS”

IN COLLABORATION WITH:



INTRODUCTION

DFDL, present in Cambodia and Myanmar since 1995, in collaboration with CBRE, operating in Asia since 1958, present you with a unique opportunity: To gain valuable insight into the latest real estate market and legal developments in the region, with a specific Cambodia and Myanmar focus.

Understanding the legal environment, identifying key constraints and opportunities, and being on top of current market intel is paramount to your business' success. Cambodia, a fledgling real estate market, is poised for rapid development in the coming years. General investment enthusiasm aside, we have seen significant growth in virtually all real estate-related, construction, property development and retail sectors and the time to act is now.

At a different stage of development, Myanmar is quickly becoming the savvy investment consideration of a near tomorrow, but what does this mean for investment today? Get in the know and up to date on these hot regional topics making international headlines while we explore all of these trends and much more.

PROGRAM

8:00 – 8:30	REGISTRATION	
8:30 – 8:45	INTRODUCTION: THE REAL ESTATE MARKET IN THE REGION – WHAT ARE THE TRENDS?	Marcus Collins Partner; Head of the DFDL Regional Real Estate Practice Group
8:45 – 9:30	CBRE: MARKET OVERVIEW Office, Retail and Residential Sectors Uncovered	Marc Townsend Managing Director CB Richard Ellis (Vietnam) Co., Ltd.
9:30 – 10:15	DFDL - LEGAL & TAX: STRUCTURING REAL ESTATE PROJECTS IN THE MEKONG REGION – CAMBODIA & MYANMAR FOCUS Cambodia: A Young Developing Market <ul style="list-style-type: none"> ■ How to Structure Real Estate Projects ■ Foreign Ownership and Condominium Projects ■ Common Pitfalls and Risk Mitigation ■ Real Estate Developments and IPO's ■ Project Specifics and Case Study 	Rolf Winand Partner, DFDL; Tax and Customs Practice Group and
10:15 – 10:45	Coffee Break	Guillaume Massin Deputy Head of the DFDL Regional Real Estate Practice Group; Managing Director, Cambodia
10:45 - 11:30	Myanmar: The Untapped Market <ul style="list-style-type: none"> ■ Regulatory Environment <ul style="list-style-type: none"> - Foreign Ownership Constraints - Potential Real Estate Investments ■ Opportunities under the New Foreign Investment Law 	Henri-Frédéric Hibon Senior Adviser, Myanmar
11:30 - 12:15	PANEL DISCUSSION: URBAN DYNAMICS IN FRONTIER MARKETS AND THEIR IMPACT ON THE REAL ESTATE MARKETS <ul style="list-style-type: none"> ■ Perspectives on different types of Real Estate Projects based on the Panel Speakers' working experience in the Frontier Markets. ■ Urban trends comparing Cambodia, Myanmar and the more advanced markets in the region 	Daniel Parkes Real Estate Expert; General Manager, Hongkong Land Cambodia Christophe Forsinetti Co-founder and CEO, DEVENCO
	QUESTIONS Q & A with the Panel Speakers, Marcus Collins, Marc Townsend and Henri-Frédéric Hibon	Pierre-Jean Malgouyres General Director, Archetype Group Marcus Collins, Marc Townsend & Henri-Frédéric Hibon
12:15	CLOSING REMARKS	Facilitator: David George Country Manager, CB Richard Ellis (Cambodia) Co., Ltd.
12.30	LUNCH AT LA COUPOLE - SOFITEL	

SPEAKERS & PANEL



MARCUS COLLINS

Partner, DFDL

Head of the Regional Real Estate Practice Group, Thailand

Marcus has more than 20 years of experience advising clients on investing and operating businesses in Thailand. Marcus left Allen & Overy, where he was a partner, in 2003 to form McEvily & Collins, and merged his firm into DFDL in January 2010. His practice focuses on real estate, general corporate/commercial work and finance transactions. Marcus has an LL.M. from Cornell Law School and an LL.B. from Erasmus Universiteit, Rotterdam, The Netherlands. He is a member of the New York State Bar Association and is also admitted in Amsterdam, The Netherlands.



ROLF WINAND

Partner, DFDL

Tax and Customs Practice Group

Rolf is Regional Partner, Tax and Customs Practice Group specializing in the Cambodian and Vietnamese sectors. Before joining DFDL, his 11 years' experience in the region with a Big 4 firm covered corporate, personal and value added tax advice to clients ranging from market entry participants, foreign and local investment funds and fund managers, sovereign wealth funds, banks and other financial institutions, insurance and manufacturers to major international corporations operating in Vietnam. He holds a Bachelor of Business (Accounting) from Monash University, Australia, is a Chartered Accountant (Institute of Chartered Accountants Australia) and is a CPA in both Cambodia and Vietnam.



GUILLAUME MASSIN

Managing Director, Cambodia

Deputy Head of the Regional Real Estate Practice Group; Head of the Cambodia Real Estate Practice Group

Guillaume Massin is Managing Director, Cambodia; Senior Legal Adviser, Head of the Cambodian Real Estate Practice Group and Deputy Head of the Regional Real Estate Practice Group. He holds Master Degrees of Law and Political Science (University of Lille, France). His practice covers Property, Corporate and Commercial, Criminal Law and Procedures and technical assistance consultancies. Guillaume has notably played an important role in landmark deals, including advising a client in the development of a multi-million dollar integrated community in Phnom Penh, advising international groups on land use rights and construction permits, assisting banks and private equity funds for the structuring of property projects, supervising the acquisition and structuring of hotel and resort projects, including negotiations with the Royal Government of Cambodia for the lease of state land to investors and has worked on land development projects for factories in Special Economic Zones, as well as advised numerous international and local investors in the retail and construction sectors.



HENRI-FRÉDÉRIC HIBON

Senior Adviser, Myanmar

Henri-Frédéric is based in our Yangon office. His main area of expertise is in the field of Mergers and Acquisitions which are utilized on a regional basis. He holds an LL.M in Corporation Law, a Masters in International Affairs concentrating in International Banking & Finance, a Juris Doctorate equivalent as well as a Masters in Government equivalent.

SPEAKERS & PANEL

CBRE



MARC TOWNSEND

Managing Director CB Richard Ellis (Vietnam) Co., Ltd.

Marc Townsend is responsible for servicing the property requirements of multi-national corporations in Vietnam and the implementation of property management systems into new and existing developments, including presentations to new clients. Mr. Townsend is an active speaker on Vietnam's real estate market including investment and development throughout Southeast Asia.

Mr. Townsend's professional experience includes property sales & marketing, investment consultancy, and development consultancy. He is a well rounded property professional who has worked with major properties throughout Southeast Asia. In 1988, Mr. Townsend began his career in Asia at Vigers (HK) Limited where he specialized in Investment sales. He joined CB Richard Ellis in 1995 by opening their office in Manila. After working for a developer and large serviced office provider, Mr. Townsend opened CB Richard Ellis (Vietnam) Co., Ltd., in January 2003.



DAVID GEORGE

Country Manager, CB Richard Ellis (Cambodia) Co., Ltd.

David is the Country Manager of CBRE Cambodia. He holds a degree in Property Planning and Development (Nottingham Trent University) and is also a member of the Royal Institution of Chartered Surveyors (RICS). CBRE Cambodia covers valuation services, property management, research and consultancy, investment services and property sales and lettings. David worked throughout the United Kingdom and his recent instructions in Cambodia include property acquisitions and disposals, consultancy and valuations across all sectors.



DANIEL PARKES

Real Estate Expert; General Manager Hongkong Land

Daniel Parkes is the Chairman of the IBC Real Estate Sub Committee in Cambodia. He is working with the Royal Institution of Chartered Surveyors (RICS) and the Cambodian Government to promote international standards and a positive legal and regulatory framework encouraging investment and development in the real estate sector. He has lived and worked in Cambodia for the past three years and a half, firstly as Country Manager for CBRE and now as General Manager for Hongkong Land in Cambodia. He holds a Bachelor in International Studies from the University of Leeds and a Master in Real Estate Development & Investment from University of Greenwich.



CHRISTOPHE FORSINETTI

Co-founder and CEO, DEVENCO

Mr Forsinetti is a Cambodian-French entrepreneur with an expertise in financial services and investment. He has 10 years of experience working in developing countries with a strong knowledge of entry strategies including greenfield, acquisitions and joint ventures; prior to founding DEVENCO, he was responsible for the set up and development of a microfinance institution in Madagascar. His previous experiences include project management and consulting positions in the Finance and IT sector. He holds a BA in Management from IPAG (Institut de Préparation à l'administration et la gestion) and a Research master in Geopolitics from the University of Paris 8.

SPEAKERS & PANEL



PIERRE-JEAN MALGOUYRES

General Director, Archetype Group & Managing Director, Archetype Thailand and Qatar

Pierre-Jean is co-founder, associate partner and General Director of Archetype Group, and has founded most of the offices worldwide. He is responsible for Archetype Group's expansion since 2002 from a company of eight to its current total of over 400. He brings to the Group more than 15 years' diverse design and project management experience across South East Asia, a specific competency in the implementation and preparation of contract documents and strong expertise in design management, value engineering and project management services for hotels, resorts and high-rise buildings

CBRE

CB Richard Ellis Group, Inc. (NYSE:CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services firm (in terms of 2010 revenue). With approximately 31,000 employees (excluding affiliates), CB Richard Ellis serves real estate owners, investors and occupiers through more than 300 offices (excluding affiliates) worldwide.

As the global leader in real estate with more than 200 years of experience, CB Richard Ellis is the one company that offers thousands of possibilities through a single strategic advisor. We make it our priority to know your business and research the dynamics of your market-place. That is how we build long-lasting relationships that can quickly adapt in this new world of rapid change. Count on us to offer the broadest scope of services scaled to meet any demand, with the reach to penetrate local and global markets.

DFDL

DFDL is the first leading international law firm specialized in emerging markets with pan-regional legal and tax expertise developed throughout the Mekong region (Cambodia, Lao PDR, Thailand, Myanmar, Vietnam), Bangladesh, Indonesia and Singapore, and with a dedicated focus on other South-East Asia jurisdictions, South Asia and the Middle East.

With a team of over 250 foreign and local lawyers, advisers and support staff working closely together within a fast growing network of 11 offices in Asia, we provide personalized and cost-effective legal, tax and consulting services and solutions with particular expertise in:

- Energy, Mining & Infrastructure
- Real Estate
- Taxation & Customs
- Corporate and Commercial
- Mergers & Acquisitions
- English law governed transactions

Founded in 1994, DFDL has acquired an outstanding reputation for providing seamlessly integrated and solution-oriented legal and tax services to establish, structure and protect our clients' business interests. DFDL is also actively involved, in tandem with local jurisdiction stakeholders, in developing the legal and regulatory environment of the emerging markets in which we operate.

Our experts are committed to providing international standard, state of the art legal and tax solutions throughout the Mekong region and beyond.

REGISTRATION FORM

Places are limited. We recommend that you confirm your attendance as soon as possible. Please register online at <https://www.surveymonkey.com/s/CFT779J> or complete this form and send it to Anne-Sophie Pype by email at events@dfd.com or Fax to **+855 23 214 053**.

Registration date

DELEGATE 1

Company

Address

Name

Position

Email

Mobile

Telephone

DELEGATE 2

Company

Address

Name

Position

Email

Mobile

Telephone

REGISTRATION FEES

Fee includes all sessions, a free copy of the DFDL Real Estate Investment Guide, documents and morning coffee at Sofitel Phnom Penh Phokeetha

1 DELEGATE:	- EUROCHAM, CCFC and BBAC Members	US\$40
	- Earlybird special: Register and pay before 19 November 2012	US\$45
	- Standard Fee: Register and pay after 19 November 2012	US\$60

PAYMENT

***Bank Transfer to:**

Bank Name: ANZ Royal Bank, Phnom Penh, Cambodia
Account Name: DFDL Mekong (Cambodia) Co.,Ltd.
Account No. 152645
Swift Code: ANZBKHPP

***By Cash or Cheque payable to:**

DFDL Mekong (Cambodia) Co.,Ltd.
N° 33, Street 294 (Corner Street 29), Sangkat Tonle Bassac
Khan Chamkarmon (PO Box 7), Phnom Penh, Cambodia

***PAYMENT NEEDS TO BE MADE LESS THAN 4 DAYS AFTER REGISTRATION**

TO REGISTER

Please register online on <https://www.surveymonkey.com/s/CFT779J>
or complete this form and send it to Anne-Sophie Pype by email at:
events@dfd.com or fax to: +855 23 214 053

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