



# INDONESIA REAL ESTATE 2012

## Maximizing Real Estate Investment & Business Growth Opportunities in Indonesia

Date: 9th & 10th July 2012

Location: Four Seasons Hotel - Jakarta, Indonesia

SEATS  
ARE LIMITED!  
REGISTER  
TODAY!  
Group discounts available!

### 2012 Conference Highlights

- 3 Day Dedicated Real Estate & Property Event Covering Across Industrial, Office, Residential and Hospitality Sectors
- 4+ Leading Developers Insights
- 5+ Key Investment & Financiers Insights
- 18+ Current Challenges & Solution Driven Presentations for Real Estate & Property Stakeholders
- 20+ Real Estate Frontrunners Excelling at their Game
- 24+ Hours of Professional Learning & Networking Opportunities
- 2 Industry Practitioner Led Workshops to Optimize Real Estate Development Operations in Indonesia

### PLUS! Separately Bookable Post Conference Workshops – 11th July 2012, Wednesday

**Workshop A: Land Acquisition and Licensing for Property Development in Indonesia- A Legal Walkthrough**  
Led by Eddy Leks, Managing Partner, Leks & Co

**Workshop B: Implementing Cost Effective & Sustainable Green Building Practices for Your Property Development in Indonesia**  
Led by Victoria Kate Burrows, Manager - Building Performance, The GreenAsia Group

### Sponsors and Media

#### Sponsors:



**RSM AAJ Associates**  
global excellence in audit, tax & consulting



**Rumah.com**  
Real Estate Marketplace

#### Supporting Associations:



**Real Estate Indonesia (REI)**



Royal Institution of Chartered Surveyors

#### Official Media Partners:



### Bringing Indonesia's Developers and Investors Together



**Handaka Santosa**  
Vice Chairman  
Real Estate Indonesia (REI)



**Hiramshyah Sambudhy Thaib**  
President Director and CEO  
PT Bakrie Investa Eco Industri



**Lim Seng Bin**  
General Manager (Indonesia)  
Keppel Land International Limited



**Veronica Lukito**  
Managing Director and CEO  
Ancora Capital Management

#### Regulators and Government Agencies

Speaker Representative, **Public Housing Ministry (Kemenpera)**  
Speaker Representative, Department of Spatial Planning, **Jakarta Capital City Government**

#### Real Estate and Property Developers

**Rusmin Lawin**, Secretary General, **FIABCI (International Real Estate Federation) Asia Pacific**  
**Handaka Santosa**, Vice Chairman, **Real Estate Indonesia (REI)**  
**Hiramshyah Sambudhy Thaib**, President Director and CEO, **PT Bakrie Investa Eco Industri**  
**Bacelius Ruru SH, LLM**, President Commissioner, **PT Jababeka Tbk**  
**Ishak Chandra**, Managing Director - Corporate Strategy & Services, **Sinar Mas Land**  
**Lim Seng Bin**, General Manager (Indonesia), **Keppel Land International Limited**

#### Hospitality Professionals

**Ratnesh Verma**, Senior Vice President - Real Estate and Development (Asia Pacific), **Hyatt International Asia Pacific Limited**  
**Bill Barnett**, Managing Director, **C9 Hotelworks**  
**Eric Levy**, Managing Director, **Tourism Solutions International (TSI)**

#### Investment, Banking and Finance Companies

**Veronica Lukito**, CEO and Managing Director, **Ancora Capital Management**  
**Frank Khoo**, Global Head of Asia, **AXA Real Estate**  
**Michael Geh**, International Director, **Cambria Property Group**  
**Eugene Leow**, Economist (Indonesia and Philippines), **DBS Bank**  
**Joanna Deborah Rembeth**, SVP, Head of Consumer Loan, **PT. Bank Commonwealth**  
**Nicholas Fraser**, Head of Real Estate Funds, Alternative Investments, **PT Nikko Securities Indonesia**

#### Real Estate and Property Industry Advisors

**Chris Antonius**, Country Managing Director, **Rumah.com (PropertyGuru Group)**  
**Johannes Spies**, Director, **PT Townland International**  
**Dr J Scott Younger OBE PhD FICE**, President Commissioner, **Glendale Partners** and **PT Nusantara Infrastructure**  
**Eddy Leks**, Managing Partner, **Leks & Co**  
**Rahayu Ningsih Hoed**, Managing Partner, **Makarim & Taira S.**  
**Todd Lauchlan**, Country Head, **Jones Lang LaSalle Indonesia**  
**Michael D. Broomell**, Managing Director, **Colliers International, Indonesia**  
**David Cheadle**, Managing Director, **PT. Cushman & Wakefield Indonesia**  
**Luke Rowe**, Head of Residential, **Jones Lang LaSalle Indonesia**  
**Victoria Kate Burrows**, Manager - Building Performance, **The GreenAsia Group**



## Where Developers, Investors, Financiers and Occupiers Meet

### Why You Need to Be at Indonesia Real Estate 2012

- ▶ Understand recent legislations and policies impacting the real estate industry and how stakeholders are managing the implementation of land law reforms
- ▶ Assess factors driving industry growth potential and the latest supply & demand trends for real estate sector developments in Indonesia, going into 2013
- ▶ Examine the requirements and strategies of international and domestic investors when considering investments into Indonesia's real estate sector
- ▶ Track how stakeholders are managing joint ventures and partnerships in the drive for sustainable real estate development growth.
- ▶ Review planned infrastructure developments and its implications for supporting growth of properties
- ▶ Measure latest developments in financing structures and options available for real estate & property in Indonesia
- ▶ Take advantage of insights direct from key real estate stakeholders in Indonesia who are meeting business & investment challenges and working to grasp growth opportunities in Indonesia into 2013
- ▶ Profit from panel discussions and presentations to bring you up-to-speed with key industry issues on one platform while making your views heard

#### Capitalize on Indonesia's Booming Real Estate and Property Industry!

Indonesia Real Estate 2012 is a dedicated real estate business & investment event that will provide a platform for strategizing opportunities & challenges in Indonesia into 2013. Connect with senior real estate industry professionals including leading developers, investors, buyers, financiers, service providers & government.

Partnering through an Event Sponsorship will enable you to:

- Get unparalleled industry exposure
- Generate leads and set-up key meetings
- Position your company as a thought-leader
- Reaffirm your position in the industry
- Promote your brand, products and services

Please contact Theresa Lee at +65 6899 5036, or email [theresa@claridenglobal.com](mailto:theresa@claridenglobal.com) to discuss potential sponsorship opportunities.

# INDONESIA REAL ESTATE 2012

## Maximizing Real Estate Investment & Business Growth Opportunities in Indonesia

**"Indonesia's economy grows at fastest pace in 15 years"**

~ Source: BBC News, February 2012 ~

With its abundance of multi sector opportunities & performance during the GFC, Indonesia is currently one of the most attractive investment destinations for domestic & international investors.

The real estate & property industry is leading this boom, with its relatively lower priced property prices as well growing demand from both domestic and foreign companies setting up businesses in Indonesia. Market supply across different property sectors has yet to catch up with demand.

The government is working with industry stakeholders to regulate as well meet this demand, through planned infrastructure developments (estimated value of INR1.9 trillion), land law revisions and more.

Due to a range of unique challenges, investment to date has largely been driven by domestic players. It is imperative for developers and investors to have the most up-to-date information for making sound judgments in developing and investing into Indonesia's real estate industry.

Clariden Global is pleased to present the **Indonesia Real Estate 2012 Conference**.

**Indonesia Real Estate 2012** will focus on the practical concerns of real estate industry stakeholders in Indonesia including key business challenges & opportunities, understand how current players are meeting these challenges and how stakeholders are working towards optimal growth.

Join us this July at the real estate business investment platform for stakeholders considering investments into Indonesia's property sector!

**"...Indonesia's property sector to keep flourishing on the back of strong domestic demand and improving investor confidence following a series of credit rating upgrades..."**

~ Source: The Jakarta Post, February 2012 ~

**Book Your Seat Today!**

**Email [admissions@claridenglobal.com](mailto:admissions@claridenglobal.com) or Call (65) 6899 5030 today for immediate booking.**

#### Who you will meet this July at Indonesia Real Estate 2012:

President Directors, Chief Executive Officers, Managing Directors, General Managers and Heads of:

- Real Estate
- Property
- Corporate Real Estate
- Residential / Office / Luxury / Hospitality / Commercial / Industrial
- Property Development
- REITs
- Property Funds
- Asset Management
- Strategy & Business Development
- Investments
- Urban Development
- Commercial
- Finance
- Operations
- Projects
- Planning
- Partnerships
- Mergers & Acquisitions / Joint Ventures
- Product Development
- Lending/ Loans
- Legal
- Corporate Communications
- Housing

From:

- Property developers and owners (Residential, Office space, Hospitality, Industrial, Commercial, Retail and Mixed Use)
- Asset and Investment Management
- Private Equity and Venture Capital
- Property funds and REITs
- Banks
- Hospitality and tourism consultants
- Government Regulators and Agencies
- Property Occupiers and Buyers
- Industrial and Logistics Players
- Hospitality professionals
- Property consultants
- Legal, tax and accounting specialists
- Vendors including distribution management technology & software providers



# INDONESIA REAL ESTATE 2012

9th & 10th July 2012 | Four Seasons Hotel - Jakarta, Indonesia

## Global Speakers and Industry Leaders



**Rusmin Lawin**  
Secretary General  
**FIABCI (International Real Estate Federation) Asia Pacific**

Rusmin Lawin, born and raised in Medan, North Sumatra, holds various roles in business, political and social organizations and is recognized as one of the well-respected young leaders both within Indonesia and the ASEAN Region. Rusmin commenced his own property development company 16 years ago after graduating from Law School at University of North Sumatra 1994 where he was also Candidate of Master of Public Notary, University of North Sumatra. Rusmin currently holds several strategic positions in both domestic and International business organizations including serving as *Secretary General of FIABCI Asia Pacific Regional Secretariat (2012-2014)*, *Deputy Secretary General of the National Real Estate Of Indonesia (REI) 2010 - 2013*, *Vice President of Medan Chamber of Commerce and Industry (KADIN) 2003-2013* and *Committee Member of Indonesia, Malaysia and Thailand Growth Triangle (IMT-GT) Sub-Regional Cooperation of ASEAN*.



**Chris Antonius**  
Country Managing Director  
**Rumah.com (PropertyGuru Group)**

Chris Antonius is the Country Managing Director of Rumah.com (PT Allproperty Media), part of the PropertyGuru Group of companies, Asia's largest network of property portals. His purpose is to transform the way Indonesians buy, sell, and invest in property, using Rumah.com. "We also want to help Indonesians find their next home and build their next home," he says.



**Handaka Santosa**  
Vice Chairman (2010 - 2013)  
**Real Estate Indonesia (REI)**

Mr Santosa was born in 20 April 1956. Since 2005, he has been the CEO of Senayan City and from 2010 onwards, he has been the Vice President Director of PT Agung Podomoro Land Tbk. He has had over 30 years of experience in the retail and property industry. He was previously the Executive Director of SOGO Indonesia and Chairman of the Indonesian Retail Merchant Association. Mr Santosa serves on a range of industry & professional organizations including: from 2008 - 2013, as a Committee Member of the Real Estate & Property of Employers' Association of Indonesia; from 2010 - 2013, as the Chairman of the Indonesian Shopping Centres Association Jakarta Region; and from 2010 - 2015, as Vice Committee of Commercial Property of Indonesian Chamber of Commerce & Industry. Mr Santosa graduated in 1981 as a S-1 Civil Engineer from Diponegoro University, Indonesia.



**Hiramshyah Sambudhy Thaib**  
President Director and CEO  
**PT Bakrie Investa Eco Industri**

Hiramshyah S. Thaib has been in charge as the President Director & CEO of PT Bakrie Investa Eco Industri as of June 7, 2012. Prior to his current assignment, he was the President Director & CEO of PT. Bakrieland Development, Tbk. for 5 years (2007 - 2012). Under his leadership, PT. Bakrieland Development, Tbk. and its Business Units have successfully achieved several national and international prestigious awards and recognitions, such as the Indonesia CSR Awards 2009, Indonesia Green Awards 2010 and 2011 as well as the Annual Report Awards 2008, 2010 and 2011. Hiramshyah, who acquired his bachelor's degree in Architecture from the Institut Teknologi Bandung (ITB), has also been awarded as the Rising Star CEO 2008 and The Best CEO on Survival Management 2011 from Anugerah Business Review. With his new company, PT Bakrie Investa Eco Industri, he will build integrated industrial estates or special economic zone in several areas throughout Indonesia.



**Frank Khoo**  
Global Head Of Asia  
**AXA Real Estate**

Frank was appointed Global Head of Asia for AXA REIM in 2008. He oversees all investment and asset management activities in the Asia Pacific region and is responsible for all Asian investment funds. Frank has more than 15 years direct experience in real estate investment and management. Prior to joining AXA REIM, he was with the Pacific Star Group, a boutique Pan Asian real estate investment house headquartered in Singapore, where he was instrumental in the launching of several funds. Before that, he spent substantial years in Guthrie GTS Ltd, a Singapore mainboard listed property company as Director of all overseas projects and was also President Director of PT Wisma Nusantara International and PT Guthrie Jaya Indah Resort, both real estate investment and development companies based in Indonesia. Frank was also Executive Director of PhileoLand Bhd, a real estate company listed on the Kuala Lumpur Stock Exchange. He started off his training in corporate finance in Capitalcorp Securities Bhd, a listed stockbroking house in Malaysia specializing in mergers and acquisitions, leveraged buyouts and initial public offerings. Frank holds a MBA (Accountancy) from Nanyang Technological University in Singapore, a bachelor of Chemical Engineering (Honours) and a Bachelor of Science from the University of Queensland in Australia. He is also a qualified Certified Public Accountant (CPA) in Singapore. Frank is also Co-Chairman, Real Estate Committee of the European Chamber of Commerce (EUCCK) in Korea.



**Veronica Lukito**  
CEO and Managing Director  
**Ancora Capital Management**

Veronica Lukito is CEO and Managing Director of Ancora Capital Management, an Indonesia-focused private equity fund management firm, which she co-founded in 2007, making it one of only a handful of firms that can lay claim to shaping that fast-growing sub-sector in Indonesia. Since then, Ancora and its predecessor entities have invested close to USD 200 million, primarily in natural resources, consumer-related and similar businesses, and special situations. In addition to establishing at the time a type of business still distinctively new to Indonesia, Veronica was involved in setting up various investee companies for the firm's investments in plantation, health care and education. With a breadth of experience on the ground, she is deeply knowledgeable of Indonesia's intricate investment and start-up environments. Before she became an entrepreneur and private equity investor, Veronica was a Vice President in the investment banking division at J.P. Morgan in Indonesia, where she handled client relationships and sourced and executed numerous transactions encompassing financing, acquisitions and corporate restructuring deals. Veronica started her career in investment banking as an Assistant Vice President at PT Bahana Securities, which was the de facto partner of Goldman Sachs in Indonesia. Veronica also spent three years as a corporate and credit banker at Citibank N.A. in Jakarta, handling top-tier Indonesian conglomerate relationships. Veronica earned a B.S. in Business Administration from the Haas School of Business at the University of California, Berkeley. She also completed the Advanced Management Program at Harvard Business School.



**Baelius Ruru SH, LLM**  
President Commissioner  
**PT Jababeka Tbk**

Mr Ruru Ruru, S.H., LL.M. M has been the President Commissioner of PT Jababeka since 2006. Mr. Ruru has over 35 years of working experience. From 1983 to 1999, he served

in various positions with the Ministry of Finance, including Directorate General of State Owned Enterprises, Chairman of the Capital Market Supervisory Agency (Bapepam), and more. From 2001 to 2004, he served with the Ministry of State Owned Enterprises in various positions including Deputy Minister for Mining & Agriculture, Deputy Minister in charge of internal supervision & control of the Ministry, as well as Secretary of the Ministry of State Owned Enterprises. From 2001 to 2003, Mr Ruru chaired the Jakarta Initiative Task Force (JITF), an organization that was formed by the Government to handle the settling of corporate debts over Rp. 100 billion, focusing on foreign debts, which up to December 2003 successfully restructured debts of US \$ 26.8 billion. From 2007 to 2011, Mr Ruru was the Secretary, National Team for enchantments of Export and Investment Increase (PEPI) with the Indonesia Investment Coordinating Board. Mr Ruru has been Chairman / Member of various committee/working teams to handle /settle any kinds of task forces at Ministry of Finance and Ministry of State-owned Enterprises. He has also been Chairman of Indonesian Capital Market Arbitration Board (BAPMI) and Chairman of Indonesian Quality Award (IQA) since 2005. He is the Chairman and Founder of BUMN Executive Club since 2003. Mr Ruru is also President Commissioner in a range of companies including PT Bursa Efek Jakarta (2001 to 2008), PT. Perusahaan Pengelola Aset (Persero) (2004 - 2008); PT Telkom Tbk (2000 -2004), PT Tuban Petrochemical Industries (since 2003), PT Polychem Indonesia (since 2004) and PT Agung Podomoro Land Tbk since 2011. Mr Ruru graduated with a degree in International Law from the University of Indonesia in 1975 and received a Master of Law (LL.M.) majoring in International Law, Corporation and Foreign Investment from Harvard University in 1981.



**Nicholas Fraser**  
Head of Real Estate Funds,  
Alternative Investments  
**PT Nikko Securities Indonesia**

Nicholas Fraser is currently the Head of Real Estate Funds for PT Nikko Securities Indonesia. He has 25 years of real estate development and investment management experience. In Indonesia, he has held senior roles with Napan Group and Rajawali Corporation between 1994 to 1998. Nicholas has also held senior roles in Italy, Spain, Dubai, Abu Dhabi and Brazil. He was a board director of UK real estate fund manager Cordea Savills SGR. He has managed developments and investments valued at more than US\$5 billion end value through his career.



**Ishak Chandra**  
Managing Director - Corporate  
Strategy & Services  
**Sinar Mas Land**

Ishak Chandra started his career with Astra International as Management Trainee and has numerous positions in some other big group in Indonesia such as LIPPO LAND Development, SALIM Group & SINAR MAS Group. Currently Mr. Chandra serves as the Managing Director - Corporate Strategy & Services of Sinar Mas Land, the property business arm of Sinar Mas Group which is comprised of PT. Bumi Serpong Damai, Tbk and PT. Duta Pertiwi, Tbk. With his extensive 20 years experience Real Estate Industry focusing in property development & investment, commercial leasing, corporate strategy and business development, Mr Chandra currently actively leads a number of Joint Venture & Strategic Partnership initiatives as a part of Sinar Mas Land's corporate strategic expansion. Mr. Chandra holds a Master of Business Administration (MBA) from Graduate School of Business, University of Central Arkansas, USA and Bachelor of Economic Law from University of Indonesia (UI).



**Lim Seng Bin**  
General Manager (Indonesia)  
**Keppel Land International Limited**

Mr Lim is General Manager (Indonesia) of Keppel Land, the property arm of the Keppel Group, one of Singapore's largest multinational

groups with key businesses in offshore and marine, infrastructure as well as property. He is a director of Keppel Land's various subsidiaries in Singapore and Indonesia. He is also the President Director of Jakarta Garden City - a 270 ha township project in Jakarta. Mr Lim has 27 years of experience in construction, development and real estate in Singapore, Indonesia, Malaysia, Vietnam, Myanmar and Taiwan. Since joining Keppel Land in 1991, Mr Lim has participated in the development and management of a wide range of projects - from residential, office, retail, hotel, golf resort to township. Fluent in Bahasa Indonesia, he has been involved in Indonesia for over 20 years and has taken up posting to different parts of the country. Mr Lim graduated from National University of Singapore with a Bachelor of Engineering (Civil) Second Class Upper Honours and a Master of Science (Civil Engineering). He also has a Master of Business Administration from University of Hull, UK and has attended Cornell-NUS Hospitality Management Program.



**Ratnesh Verma**  
Senior Vice President - Real Estate  
and Development (Asia Pacific)  
**Hyatt International Asia Pacific Limited**

Ratnesh Verma is Senior Vice President, Real Estate and Development for Hyatt Hotels and Resorts. He is based in Hong Kong and is responsible for Hyatt's development efforts in the Asia Pacific region. Ratnesh began his career with Hyatt in 1991 and has held several management positions in Finance, Operations and Development in the Asia Pacific region. Ratnesh is a graduate of Delhi University with professional qualifications in Finance, Corporate Law and Technology.



**Eugene Leow**  
Economist (Indonesia and  
Philippines)  
**DBS Bank**

Eugene Leow is an economist with DBS Bank in Singapore. He joined DBS in June 2011 and currently specializes in Indonesia and the Philippines. In his prior position in a research house, he was an analyst for several economies across the Southeast Asia region. His field of experience also covers a broad range of financial markets including equities, fixed income and forex. Eugene graduated with honors from the Singapore Management University with a Bachelor of Science (Economics) and a second major in Finance.



**Michael Geh**  
International Director  
**Cambria Property Group**

Michael is a Senior Vice-President of Raine & Horne International Zaki + Partners Sdn Bhd, a Property Consultancy & Valuation Surveying firm. Michael regularly travels to Australia for business and has strong ties with Perth, Western Australia. He is familiar with the Australian property markets and as a valuer and real estate agent, is totally aware of the huge potential for targeted, structured and well managed overseas investment and development. Michael currently holds several strategic positions and affiliations, including international affiliated member of FIABCI, Member of National Association of Realtors (NAS) US, NAR's Certified International Property Specialist Network (CIPS) US, member of the Malaysian Institute of Estate Agents (MIEA) and Fellow of the Institution of Surveyors Malaysia (FISM). Academically, Geh holds a Bachelor of Business majoring in Valuation & Land Economics, Curtin University of Technology, Australia. He is also a Registered Valuer & Real Estate Agent.



**Johannes Spies**  
Director  
**PT Townland International**

Johannes Spies is an advisory, planning and design Director of Master Planning, Urban Design and Landscape works. His 13 years experience covers strategic studies and projects for public and private sector clients in the, inter



# INDONESIA REAL ESTATE 2012

9th & 10th July 2012 | Four Seasons Hotel - Jakarta, Indonesia

## Global Speakers and Industry Leaders

alia, real estate, tourism, industrial and sports industries. He has received international recognition for professional excellence, including awards from the International Federation of Landscape Architects (IFLA) and the Institute of Landscape Architects of South Africa (ILASA). He is a member of the Hong Kong Institute of Landscape Architects (HKILA) and also a Registered Landscape Architect. Johannes has a particular interest in developing responsible environmental and sustainable green solutions through Master Planning. He heads Design Development for the Townland Group and is in charge of Townland's Jakarta Office, from which he directs strategic projects focused on the Indonesia, Vietnam and other ASEAN markets.



**Dr J Scott Younger OBE PhD FICE**  
President Commissioner  
Glendare Partners and PT  
Nusantara Infrastructure

With degrees in Engineering from Glasgow, UC Berkeley and Hong Kong, Dr Younger is a recognized leader in infrastructure development across Asia, having held a range of senior academic, consulting and business development roles in Hong Kong, Thailand and Indonesia over the past 33 years. He has served as project manager and consultant in many World Bank and ADB funded road and water sector programs, and was Team Leader for the UK and World Bank funded, award winning Master's Degree program in Highway and Transport Engineering at the Institute of Technology Bandung, 1986-93. He serves as President Commissioner of PT Nusantara Infrastructure Tbk and as Commissioner for the East Bali Poverty Project, a model in sustainable development. In 2003 he was awarded the OBE. Dr. Younger is President Commissioner of Glendare Partners, a leading infrastructure, natural resources, renewable energy and consulting firm based in Jakarta, Indonesia, and Chairman of the EuroCham Working Group on Infrastructure, and Senior Vice-Chairman of the International Business Chamber, with a particular remit to reports in infrastructure. Former Member of the Board of the British Chamber of Commerce (1996 - 2004 and 2010 - 2012) and former Vice-Chairman and Head of Infrastructure and Sustainable Development Working Groups of the EuroCham (2008 - 2010). He has published many papers in the field of infrastructure and is a regular speaker at conferences and on discussion panels. He is also a regular columnist of the regional business magazine Globe Asia, a writer for Forbes, an Honorary Research Fellow of Glasgow University and Fellow of the Linnean Society.



**Rahayu Ningsih Hoed**  
Managing Partner  
Makarim & Taira S.

Rahayu Ningsih Hoed has experience in almost every aspect of legal practice from major land acquisitions for infrastructure to mining projects, from project finance for large size power plants and from mass termination of employment to arbitration. Yayuk is a renowned lawyer in the real estate practice, especially known for her effective negotiating skills and work in major land purchases. She is the Head of the Dispute Resolution department at the Firm, also a sworn translator and has authored/co-authored many significant publications. Clients complimented her advice as "incredible, extremely well-considered", ensuring that deals always involve "remarkable levels of risk management".



**Todd Lauchlan**  
Country Head  
Jones Lang LaSalle  
Indonesia

Todd Lauchlan is a seasoned real estate professional with over 17 years of experience, including more than 13 years working and living Internationally.

Currently holding the position as the Country Head for Jones Lang LaSalle in Indonesia, he is responsible for the management and performance of the Indonesian office. He has been involved in many innovative property market initiatives throughout his career, with specialties in commercial leasing, residential sales and marketing, development advisory and investment sales. Todd often speaks about the real estate market at various industry seminars and events, he has also frequently been called upon to comment and write on the property market by top-tier media. He also currently serves as the Head of Property Working Group for EuroCham Indonesia. He holds a post-graduate Diploma in Property Investment and Development from Lincoln University, New Zealand and a Bachelor of Commerce degree majoring in Marketing from University of Canterbury.



**Michael D. Broomell**  
Managing Director  
Colliers International,  
Indonesia

Michael Broomell is the Managing Director of Colliers International Indonesia, the largest international property consultancy in Indonesia. Mike relocated to Jakarta in 1992 to found and manage a new Indonesian property consultancy. The employees and business of that firm were combined with those of Colliers in 2004 when Mike assumed the management of Colliers' Indonesian operations. Mike obtained his BBA from Southern Methodist University in 1977. In 1979, he earned an MBA from the University of Texas in Austin and joined Republic Bank Dallas where he was promoted to the position of Vice President in the Real Estate Banking Group. From 1984 through 1992, Mike worked in various capacities for Trammell Crow Interests.



**David Cheadle**  
Managing Director  
PT. Cushman & Wakefield  
Indonesia

David is the Managing Director of Cushman & Wakefield in Indonesia, a full service real estate consultancy and property management provider, working with landlords, developers, investors and corporate occupiers throughout the country. David has been in the property industry for 25 years, based in London, Hong Kong, Singapore and Jakarta. His areas of focus have been in commercial property investment, asset & funds management, and for the last 17 years he has specialized in corporate occupier advisory services, working with clients including HSBC, Nokia Siemens Networks, Bank Central Asia, Nestle, IBM, Bank Danamon, the WPP Group, ConocoPhillips, and the Australian Government. He began his career in London in 1987 with Jones Lang Wootton where he qualified as a Chartered Surveyor. His experience has been focused within Asia Pacific since his relocation to Hong Kong in 1992 and he has undertaken real estate assignments in many of Asia's major cities. From 1998 David spent 2 years based in Singapore with ABN AMRO Bank, as Head of Corporate Real Estate for Asia Pacific, where he was responsible for management of the Bank's occupied premises portfolio extending to over 200 corporate offices & consumer bank branches in 16 countries within the region. For 17 of his 20 years in the region however, he has been based in Indonesia. David has held his current position with Cushman & Wakefield in Indonesia since 2008.



**Luke Rowe**  
Head of Residential  
Jones Lang LaSalle  
Indonesia

As the Head of the Residential Group for JLL, he is primarily responsible for business development and ensuring that the various service delivery departments are delivering quality of work equal to the reputation and calibre of our organization. He is responsible for providing leadership and ensuring that various business units are successful in their pursuit of excellence in terms of client satisfaction and fee generation. Luke oversees activities related to: project marketing, tenant representation services, the Bali office and the International projects department. Luke Rowe brings to the role his experience and after spending more than 20 years in the real estate industry. Luke has had the benefit of seeing both sides of the real estate business, both real estate agency services and property development. He has been involved in numerous projects for commercial and residential real estate. He provided high-level consulting and was responsible for the creation of the asset management monitoring system as utilised by BPPN/ IBRA (The Indonesian Bank Restructuring Agency). This was the largest portfolio of property ever handled by a single body in Indonesia. Luke's experiences in residential project marketing and commercial office leasing are unrivalled in Indonesia



**Bill Barnett**  
Managing Director  
C9 Hotelworks

Bill Barnett is the Founder and Managing Director of C9 Hotelworks. C9 is a leading hospitality and property advisory firm in Asia Pacific. With a wide range of clients including private equity firms, financial institutions, listed companies and private developers C9 continues to be active in the Indonesian hotel and real estate landscape. Bill is a noted industry analyst with 27 years of experience in the region who publishes market intelligence and regular sector updates. He is a columnist for a number of leading newspapers, and Property Report South East Asia. He has appeared on CNBC, Bloomberg, BBC and CNN.



**Eric J. Levy**  
Managing Director  
Tourism Solutions  
International (TSI)

Based in Singapore for 20 years, Eric is the Managing Director of TSI, a hospitality investment firm that in addition to its investment and asset management activities, conducts select advisory work that is related to investment within the industry. Eric has over 30 years experience in hotel operations and development, development advisory and private equity. He was, until recently, the Senior Vice President - Growth and Development of Pan Pacific Hotels Group. Prior to that, he was involved (as a Principal) in two successful hospitality investment and advisory firms, Octagon Capital Partners and Tourism Solutions International. These firms have completed successful hotel investments in Asia and provided advisory services to a variety of international hotel companies. His past held positions include Director and Senior Partner of Horwath Asia Pacific and Executive Vice President of Colony Capital in Asia Pacific.

### Participating Companies Include:





# INDONESIA REAL ESTATE 2012

9th & 10th July 2012 | Four Seasons Hotel - Jakarta, Indonesia

## Conference Agenda

### Day 1: 9th July 2012, Monday

08:30 Registration and Morning Coffee

09:00 **Chairperson's Opening Remarks**  
Rusmin Lawin, Secretary General, FIABCI (International Real Estate Federation) Asia Pacific

#### Legislation Updates and Its Implementation for the Real Estate & Property Industry

09:10 Opening Keynote Address: Latest Policy Updates for Indonesia's Real Estate Industry  
Speaker Representative, **Public Housing Ministry (Kemenpera), Republic of Indonesia**

09:40 **Reviewing Implications of Indonesia's New Condominium Law on the Property Industry**

Residential

- Condominium development by foreign investment company
- Type of lands that can be developed as condominium
- Title of division for condominiums
- Marketing of the condominium project and its limitations
- Sale of condominium units while construction
- Owner and tenant association of the condominium unit
- Management of the condominium
- Possible criminal sanctions

Eddy Leks, Managing Partner, Leks & Co

10:10 **Clariden Speed Networking**

10:40 Morning Networking Refreshments

11:10 **Panel: Managing Land Acquisition and Foreign Ownership Hurdles in Indonesia**

- How are stakeholders managing challenges in land acquisitions and foreign ownership?
- How can clarity of land ownership be improved?
- Will current moves in condominium law have a significant impact?
- How can we work together to ensure land law reforms are aligned with real estate industry growth & potential incoming investments

Moderator:

Rusmin Lawin, Secretary General, FIABCI (International Real Estate Federation) Asia Pacific

Panellists:

Rahayu Ningsih Hoed, Managing Partner, Makarim & Taira S.  
Michael D. Broomell, Managing Director, Colliers International, Indonesia

Joanna Deborah Rembeth, SVP, Head of Consumer Loan, PT. Bank Commonwealth

#### Global Trends and the Indonesian Real Estate Industry

11:55 **Navigating Difficult Times - Indonesia and the Global Economy into 2013**

- Where do the US and Europe stand now - Are the crises in the developed nations over?
- How does Indonesia stack up in the current environment? i.e. macroeconomic and domestic factors
- How long can Indonesia sustain this pace of robust growth?
- What are the risks to the Indonesian growth story?

Eugene Leow, Economist (Indonesia and Philippines), DBS Bank

12:25 **Global Trends in Capital Flows and the Real Estate Industry**

- What are the trends with regards to capital flow globally? - Is Asia still attractive to foreign investors?
- What are institutional investors looking for when they invest in Asian real estate?
- Will pension funds and insurance companies increase or decrease their allocation to real estate globally and in Asia?
- How will developers and real estate managers evolve over the next few years?

Frank Khoo, Global Head of Asia, AXA Real Estate

12:55 Networking Luncheon

#### Identifying Key Growth Real Estate & Property Trends in Indonesia

14:00 **Reviewing the Potential for Developments in Tier I & Tier II Cities in Indonesia**

Multi-Sector

- What are the next development destinations in Indonesia: Makassar, Surabaya, Bandung etc
- Why is there a shift towards these new destinations?
- Is there sufficient demand coming from these cities as well as the required supporting infrastructure?
- What is the profile of companies moving into these Tier I & Tier II cities?
- Learning points for developers & investors moving into these cities

Handaka Santosa, Vice Chairman, Real Estate Indonesia (REI)

14:30 **Focusing on Growth within the Residential Property Sector in Indonesia**

Residential

- Factors driving growth and recent government regulation impacting residential properties (from low cost to condo, luxury types)
- Where is the expected demand rising from?
- Availability of land banks to supply market and project partners
- What's in the pipeline for property developers to meet expected demand
- Review of recent residential property development projects & trends in Indonesia

Speaker being confirmed

15:00 **Rising Hotel Development Destinations in Indonesia Going into 2013**

Hospitality

- Increasing GDP per capita growth and consumer spending growth projections
- Growth at existing destinations and emerging new destinations to meet increasingly wealthier travellers
- Increased interest in destinations outside of Jakarta and Bali, such as Lombok, Bogor and Bandung
- Opportunity to roll out brands in the select-service space through more defined customer segments and growing middle class
- Potential 20 markets in Indonesia where a Hyatt Place could work economically

Ratnesh Verma, Senior Vice President - Real Estate and Development (Asia Pacific), Hyatt International Asia Pacific Limited

15:30 Afternoon Networking Refreshments

16:00 **Focusing on Industrial Real Estate Potential in Indonesia**

Industrial

- Factors driving growth and recent government regulation
- Where is demand rising from?
- Availability of land banks to supply market, occupier requirements
- What's in the pipeline for industrial developers to meet demand

Bacelius Ruru, President Commissioner, PT Jababeka Tbk

16:30 **Trends in Development & Uptake for Office Space in Jakarta - What are the Factors Driving Growth and is it Sustainable?**

Office Space

- The Jakarta CBD Office Market is enjoying its highest occupancy since 1997. Which industry sectors are dominating demand both for lease & purchase?
- In the current landlord-favourable market, rentals and sales price continue their upward trend, but could the record volume of new strata-title office supply lead to a 'bubble'?
- What does all this mean for both developers and corporate occupiers?
- Across Asia Pacific, economic gains are moderating but still persist. Will this economic backdrop continue to underpin steady office leasing activity in the region and how will Indonesia fair?

David Cheadle, Managing Director, PT Cushman Wakefield Indonesia

17:00 **Planning and Designing Green Residential Properties in Indonesia**

Residential

- Landscapes in many Balinese hotels and resorts are of world class quality, but the norms for landscape quality in residential developments almost anywhere else in Indonesia still require further improvement. There is a growing demand for better landscapes in residential developments. More and improved landscapes in a residential development can contribute significantly to higher sales values of saleable units. Based on research, we can predict that improved landscapes will contribute to a sales value increase of between 6% and 29%. The current reality is changing to:-
- An evolving trend for better quality landscape material and construction workmanship
- This trend is also associated with changing the conservative notion requiring saleable land areas to exceed 60% to a saleable area swap for more landscape space.

Johannes Spies, Director, PT Townland International

17:30 **Chairperson's Closing Remarks and End of Day One**



# INDONESIA REAL ESTATE 2012

9th & 10th July 2012 | Four Seasons Hotel - Jakarta, Indonesia

## Conference Agenda

### Day 2: 10th July 2012, Tuesday

08:30 Registration and Morning Coffee

09:00 **Chairperson's Opening Remarks**  
**Chris Antonius**, Country Managing Director, **Rumah.com (PropertyGuru Group)**

#### Urban Planning and Infrastructure Developments

09:10 **Opening Keynote: City Planning & Zoning Updates for Jakarta into 2013**

- Overview of Jakarta's current urban situation & plans
- Update of the 2011-30 Spatial Master Plan
- Developments on Zoning Bylaw
- Working with real estate & property stakeholders to develop the capital

Speaker Representative, Department of Spatial Planning, **Jakarta Capital City Government**

09:50 **Reviewing Recent Infrastructure Development & Implications**

- What's in the pipeline for Infrastructure development under the MP3EI?
- Progress on planned integrated public transportation system,
- Success and progress of PPPs for infrastructure
- New township developments

**Dr J Scott Younger OBE PhD FICE**, President Commissioner, **Glendale Partners** and **PT Nusantara Infrastructure**

Infra-structure

#### Optimizing Financing Structures and Investments for Real Estate & Property

10:30 Morning Networking Refreshments

11:00 **The Investment Case for Indonesia**

- The Investment case for Indonesia is developing rapidly. What's driving this?
- Which assets classes are the most attractive and why?
- Has the recent ratings upgrade made the market more attractive?
- Where to now for the different sub-markets; continued growth, stabilization or correction?

**Todd Lauchlan**, Country Head, **Jones Lang LaSalle Indonesia**

11:40 **The Future Prospects of PERE Funds or REITS in Indonesia - Opportunities and Constraints**

- Available investment platforms to local and international investors to gain access to the Indonesian real estate market
- Brief overview of the Indonesian legal and tax environment re possible domestic REITs and property funds compared to offshore structures
- Potential size of the Indonesian market for PERE funds/REITs when compared to other Asian markets
- Availability of investment grade assets for possible PERE funds/REIT investments
- Alternative methods to gain access to investment grade assets
- Asset classes allocation options in Indonesia
- Potential constraints and barriers to overcome when investing in Indonesia
- Local real estate investment managers – who are they? What skill sets are required

**Nicholas Fraser**, Head of Real Estate Funds, Alternative Investments, **PT Nikko Securities Indonesia**

12:10 **Financing Property Development Projects in Indonesia - A Developers Perspective**

- What are the current options available for sourcing and financing development projects in Indonesia
- Leveraging partnerships and joint ventures as a financing route i.e. domestic versus international partners
- Impact of rising costs and inflation on your real estate project
- Review of recent financing trends for property development projects in Indonesia

**Hiramayah Sambudhy Thaib**, President Director & CEO, **PT Bakrie Investa Eco Industri**

12:50 Networking Luncheon

14:00 **Regional Real Estate Investment Trends and It's Importance to Indonesian Key Real Estate Stakeholders**

- Industry transparency & expectations from the expat investor
- International real estate purchasers trends into 2012
- Real estate banking trends & expectations

**Michael Geh**, International Director, **Cambria Property Group**

14:40 **Panel: Investing into Indonesia's Real Estate Industry**

- What are current challenges for domestic & international investors in Indonesia?
- Considering a long term vs short term investment strategy
- Are we heading towards a real estate bubble in Indonesia?
- Which sectors and locations will be the most attractive going into 2013?
- Opening up the market to international expat investors

#### Moderator:

**Chris Antonius**, Country Managing Director, **Rumah.com (PropertyGuru Group)**

#### Panellists:

**Veronica Lukito**, Managing Director & CEO, **Ancora Capital Management**

**Eugene Leow**, Economist (Indonesia and Philippines), **DBS Bank**

**Luke Rowe**, Head of Residential, **Jones Lang LaSalle Indonesia**

**Bill Barnett**, Managing Director, **C9 Hotelworks**

15:25 Afternoon Networking Refreshments

#### Growing the Real Estate Industry Through Partnerships and Joint Ventures

15:55 **Indonesia Real Estate - Any Hidden Gems for Foreign Property Developers?**

- Where are the key growth centres and which growth corridor to focus on?
- What are the key drivers of demand?
- Are there any hidden 'gems'?
- Case Study of a township development i.e. Jakarta Garden City, a Keppel Land-led joint venture in Indonesia

**Lim Seng Bin**, General Manager (Indonesia), **Keppel Land International Limited**

16:35 **Building Effective Partnerships for Property Development in Indonesia**

- Strategic partnership and corporate strategy
- Why consider a partnership?
- Preparing for a successful strategic partnership & JV
- Keys in determining right partner
- Considering partnership with competitors
- Lessons from successful partnerships & JVs
- Partnership opportunities in the Indonesia property market

**Ishak Chandra**, Managing Director - Corporate Strategy & Services, **Sinar Mas Land**

17:15 **Closing Panel: Growing a Pro-Business Environment & World Class Real Estate Industry in Indonesia**

- Lack of transparency, ambiguity and lack of clear information for the real estate industry
- Increasing sophistication with new market entrants
- Balancing interests of developers and investors with sustainable real estate development
- Working together with all stakeholders to grow the real estate industry

#### Moderator:

**Michael Geh**, International Director, **Cambria Property Group**

#### Panellists:

**Bacellius Ruru**, President Commissioner, **PT Jababeka Tbk**

**Ishak Chandra**, Managing Director - Corporate Strategy & Services, **Sinar Mas Land**

**Eric Levy**, Managing Director, **Tourism Solutions International (TSI)**

18:00 Chairperson's Closing Remarks and End of Main Conference

**Workshop Timetable:** Workshops will run from 9:00 am–12:30 pm and 14:00 - 17:30, respectively, with mid morning, luncheon and mid afternoon refreshment breaks included. Registration begins 30 minutes before each workshop commences.

### Workshop A: Land Acquisition and Licensing for Property Development in Indonesia- a Legal Walkthrough

#### Workshop Objectives

Indonesia is one of the most interesting options in the real estate industry, especially after Indonesia reached the status of investment grade, which further stimulates its economic growth. Local developers are playing significant roles to the development of the real estate industry. Moreover, since the government of the Republic of Indonesia has widely opened foreign investment to Indonesia, many newcomers from offshore are coming to invest in Indonesia's real estate industry. Therefore, both current developers and upcoming developers have to understand the principle regulation of real estate in Indonesia for property development and investment.

#### Workshop Outline

1. Overview of type of land in Indonesia and its characteristics
2. How to acquire land in Indonesia
3. Land registration and its system
4. Related licenses for property development
5. Location license for foreign investment company
6. Licenses for property development in Jakarta
7. Sample of Legal case



**About Your Workshop Leader**  
**Eddy M. Leks, SH., ACI Arb,**  
 Managing Partner,  
**Leks & Co**

Eddy Leks is the founder and Managing Partner of Leks&Co. Having a legal career in mind, he started his experience in general corporate/commercial and general litigation practice area. He later joined Hadiputranto, Hadinoto & Partners (HHP), an affiliated law office of Baker&McKenzie. There, he worked in the capital market, general corporate/commercial, taxation, foreign investment and customs practice areas. He left his position in HHP to join PT Lippo Karawaci Tbk, one of the biggest property and real estate development and investment companies in Indonesia, where he rose to become a legal senior manager. His main responsibilities included managing the company's general corporate/commercial issues, build-operate-transfer project, and acquisition of shares and assets of property projects. When Eddy joined PT Lippo Karawaci Tbk, he was one of the youngest legal managers in the company. As a lawyer, Eddy Leks has actively involved in many of major corporate and real estate transactions. His experiences include, among others, (i) project acquisition of shares or assets of both major national and multinational corporations. (ii) giving legal advice and actively preparing a build, operate and transfer agreement (iii) giving legal advice and strategy for the corporate action's purposes, especially when there is significant necessity for watchfulness and (iv) proposing the best corporate structure for the business transaction. Mr. Eddy Leks is a recommended attorney by Legal 500 Asia Pacific and Global Law Expert in the field of real estate law in Indonesia. He has also achieved a Certificate of Introduction to International Commercial Dispute conducted by the Chartered Institute of Arbitrators and Robert Gordon University, which gained him Associate membership in the Chartered Institute of Arbitrators.

### Workshop B: Implementing Cost Effective & Sustainable Green Building Practices for Your Property Development in Indonesia

#### Workshop Objectives

To introduce cost-effective techniques and measures that will enhance the sustainability of new buildings, providing long-term commercial benefits in a world where the future supply and cost of natural resources is increasingly volatile.

#### Workshop Outline

- Context: the changing world
- The business case for sustainability
- Green building myths
- What is a sustainable building?
- What is an unsustainable building?
- Low-hanging fruit (case studies and group discussion)
- Medium measures (case studies and group discussion)
- Longer term strategies (case studies and group discussion)
- Summary and action points



**About Your Workshop Leader**  
**Victoria Kate Burrows,**  
 Manager – Building Performance,  
**The GreenAsia Group**  
 BSc (Hons), BREEAM AP

Victoria joined The GreenAsia Group in July 2011. Victoria was previously a Senior Sustainable Design Consultant for Inbuilt Design in UK. She brings cutting-edge knowledge and case studies to the region, along with her skills in developing business plans for clients, energy and carbon management strategies and advising on energy efficient building design to Southeast Asia. As a BREEAM (Building Research Establishment Environmental Assessment Method) Accredited Professional, she is qualified to provide comprehensive design advice for a range of building types. Victoria has been involved in delivering training courses and 'toolbox talks' to major clients and contractors to ensure the importance of reducing environmental impact is understood at all levels.

## REGISTRATION PAGE

Please complete this section.

Booking Contact (Approving Manager) Mr/Mrs/Ms: \_\_\_\_\_  
 Job Title: \_\_\_\_\_ Department: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Organisation: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 \_\_\_\_\_ Postal Code: \_\_\_\_\_  
 I would like to receive more information on hotel accommodation using Clariden Global corporate rate.

Please register the following participant(s) for this Conference

**1st Participant Name (Mr/Mrs/Ms):** \_\_\_\_\_  
 Job Title: \_\_\_\_\_ Department: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Conference Package selected: \_\_\_\_\_

**2nd Participant Name (Mr/Mrs/Ms):** \_\_\_\_\_  
 Job Title: \_\_\_\_\_ Department: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Conference Package selected: \_\_\_\_\_

**3rd Participant Name (Mr/Mrs/Ms):** \_\_\_\_\_  
 Job Title: \_\_\_\_\_ Department: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Conference Package selected: \_\_\_\_\_

**4th Participant Name (Mr/Mrs/Ms):** \_\_\_\_\_  
 Job Title: \_\_\_\_\_ Department: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Conference Package selected: \_\_\_\_\_

### GROUP DISCOUNTS

For 2 registrations from the same company and billing source, the 2nd participant enjoys a 10% discount.

For registrations of 3 from the same company and billing source, the 4th participant receives a complimentary set.

Please note that only one discount scheme applies per company.

### CONFERENCE FEES

Conference Packages	1st Early Bird Fee (If payments & registrations are received by 16th May 2012)	2nd Early Bird Fee (If payments & registrations are received by 9th June 2012)	Regular Fee Nett
A: Conference + Full Workshop	US\$ 2,695	US\$ 2,895	US\$ 2,995
B: Conference Only	US\$ 1,995	US\$ 2,195	US\$ 2,295
C: Conference + Workshop A	US\$ 2,395	US\$ 2,595	US\$ 2,695
D: Conference + Workshop B	US\$ 2,395	US\$ 2,595	US\$ 2,695
E: Workshop Only	US\$ 995	US\$ 995	US\$ 995

The conference fee includes lunch, refreshments and conference documentation.

**IMPORTANT NOTICE:** Payments are required with registration and must be received prior to the Conference to guarantee your place.

### CONFERENCE VENUE AND ACCOMMODATION INFORMATION

**Four Seasons Hotel Jakarta**  
 Address : Jl. H.R. Rasuna Said, Jakarta 12920, Indonesia  
 Tel : (62-21) 252-3456 Ext.7148  
 Fax : (62-21) 252-0287  
 Website : <http://www.fourseasons.com/jakarta/>  
 Reservation email contact : [marika.permana@fourseasons.com](mailto:marika.permana@fourseasons.com)  
 (Marika Permana - Catering Sales Executive)

### 4 WAYS TO REGISTER



Email: [admissions@claridenglobal.com](mailto:admissions@claridenglobal.com)



Fax: +65 6567 4328



Call: +65 6899 5030



Website: [www.claridenglobal.com/indonesiarealestate2012/](http://www.claridenglobal.com/indonesiarealestate2012/)

### PAYMENT METHODS

#### BY CHEQUE / BANK DRAFT:

Made payable to Clariden Global Pte Ltd and mail to: 3 International Business Park, #04-31, Nordic European Centre, Singapore 609927.

#### BY TELEGRAPHIC TRANSFER TO:

Bank Name : DBS BANK  
 Bank Branch Code : 027  
 Bank Address : 6 Shenton Way, DBS Building, Singapore 068809  
 Bank Account No : 027-903583-8  
 Bank Account name : Clariden Global Pte Ltd  
 Bank SWIFT Code : DBSSSGSG

Please note that all bank charges are to be borne by participants. Please ensure Clariden Global receives the full invoiced amount.

**NOTE:** Please include invoice number on all payment types and your company's name in your payment instructions for our reference.

#### CREDIT CARD:

To make payment by credit card, please call our client services hotline at +65 6899 5030.

### HOW TO REGISTER AND PAY

An invoice and registration confirmation will be sent within 7 days, please contact us if you have not heard from us within 7 days. Payment can be made by credit card, by bank transfer (for bank account details, please see payment details section of booking form) or by cheque made payable to "Clariden Global Pte Ltd" and posted to Clariden Global at: 3 International Business Park, #04-31, Nordic European Centre, Singapore 609927. ALL PAYMENTS MUST BE RECEIVED IN ADVANCE OF THE EVENT.

### ACCOMMODATION

Accommodation is not included in the conference fee but you will be entitled to use our corporate rate for your accommodation. Information will be sent with the registration confirmation.

### CANCELLATIONS AND SUBSTITUTIONS

#### PLEASE READ THE SMALL PRINT

Once we have received your booking, the place(s) are confirmed. No refunds will be made for any cancellations, however, program credits of equivalent value only applicable for Clariden Global events will be provided. Credits can only be redeemed for 1 program and is valid for only one (1) year from date of issue.

Substitution with a qualified candidate is allowed by providing at least 5 working days advance notice to Clariden Global.

### ALL CANCELLATIONS MUST BE RECEIVED IN WRITTEN FORM

**PLEASE NOTE:** Clariden Global Pte Ltd reserves the right to change the content and timing of the program, the speakers and the date and venue due to reasons beyond their control. If in the unlikely event that the conference is cancelled, Clariden Global Pte Ltd will refund the full amount and disclaim any further liability.

**ENQUIRIES:** If you have any queries about registration or payment please do not hesitate to contact our client services department on +65 6899 5030.

Visit us at [www.claridenglobal.com](http://www.claridenglobal.com) for information on upcoming events.

### FOR OFFICIAL USE

FEE RECEIVED REFERENCE C90031/DS/TL/JT