

ULI Inaugural Event

Asia 2020: Building the Cities of the Future

13 December 2002
J.W. Marriott Hotel
Hong Kong, China



ULI Global Alliance Partner

Urban Land
Institute



Why Attend This Conference:

According to data from the United Nations, by 2030 Asia's total urban population will be more than twice the total anticipated population of all the cities of the western world. This shift is drawing developers and investors from across the globe to Asia because of its unique investment opportunities. Whether you are currently involved in investing and developing in Asia or are considering venturing into this market, this conference will provide you with the insights you need to succeed.

Don't Miss This Powerful Event if You Want to:

- Learn how the rapid urbanization of Asia can be harnessed to create more livable cities.
- Understand China's new role in the global trading system.
- Determine how to take advantage of new opportunities for investment in Asia.
- Find development projects and finance deals.
- Discover how to overcome the detours and bureaucratic maze that threaten to unravel success in this market.
- And much more!

Who Should Attend:

Property developers; architects; planners; retail, office, industrial, and residential developers; attorneys; real estate consultants; lenders; investors; and public officials.

About ULI

ULI—the Urban Land Institute is a nonprofit education and research institute that is supported by its members. Its mission is to provide responsible leadership in the use of land in order to enhance the total environment.

ULI sponsors education programs and forums to encourage an open, global exchange of ideas and sharing of experience; initiates research that anticipates emerging land use trends and issues and proposes creative solutions based on that research; provides advisory services; and publishes a wide variety of materials to disseminate information on land use and development.

Established in 1936, the Institute today has more than 17,000 members and associates from 60 countries, representing the entire spectrum of land use and development disciplines.

ULI Global Alliance Partner



ULI thanks the Property Council of Australia for its support of this conference. The Property Council of Australia is the peak property industry association in Australia. The Property Council plays a major role in advocacy and public policy in the areas of taxation, planning strategy, development and building controls, urban policy, and economic growth and the environment.

SAVE THE DATE!

ULI Joins Forces with Leading Real Estate Professionals in Japan

Japanese Real Estate: Investment and

10–11 December 2002 • Keidanren Hall • Tokyo, Japan

To view the conference brochure or to register, visit www.conferences.uli.org.

Conference Chairman



The Honorable Leung Chun-ying (C.Y. Leung)

Member of the Executive Council of Hong Kong and
Chairman of DTZ Debenham Tie Leung Limited
Hong Kong, China

C.Y. Leung has played a major role in Hong Kong's transition from colonial rule to a special administrative region of the People's Republic of China. As Chairman of the Board of Directors of the One Country Two Systems Research Institute, Ltd., and in his position on the Executive Council of Hong Kong, he continues to play a leading role in government policy making and implementation.

As Chairman of DTZ Debenham Tie Leung Limited, Leung maintains a day-to-day commitment to the real estate finance and development markets in Asia, placing him in a unique position to bring the public and private sectors together to build Asia's cities of the future.

ULI Asia Council Co-Chairman



Nicholas Brooke

Consultant
Insignia Brooke
Hong Kong, China

Nicholas Brooke is the former Chairman of Brooke International, Real Estate Advisors Worldwide, and is now Consultant to its successor Insignia Brooke. Mr. Brooke is a recognized authority on land administration and planning matters and has provided advice in these areas to several Asian governments as well as to the U.S. State Department. He is a former Vice Chairman of the Hong Kong Town Planning Board and of The Hong Kong Science and Technology Parks Corporation, and Chairman of the Real Estate Services Committee of the Hong Kong Chamber of Commerce.

ULI Asia Trustees



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President, Singleton Associates
Palm Beach Gardens, Florida



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Washington, D.C.

for the 5th Annual Conference

Development Opportunities Today

Asia 2020: Building the Cities of the Future

Program: Friday, 13 December 2002

09.00–09.15

Welcome Remarks

Joseph O'Connor
Chairman
ULI—the Urban Land Institute
President, Singleton Associates
Palm Beach Gardens, Florida

The Honorable Leung Chun-ying (C.Y. Leung)
Conference Chairman
Member of the Executive Council of Hong Kong and
Chairman of DTZ Debenham Tie Leung Limited
Hong Kong, China

09.15–10.15

OPENING PLENARY SESSION

Integrating China into the Global Economy

Featuring Lord Mayor James Soorley
The Right Honorable Lord Mayor of Brisbane, Australia

China's entry into the World Trade Organization is one of the most important events to occur in the WTO's history. The Right Honorable Lord Mayor of the City of Brisbane, founder of the Asia Pacific Cities Summit, will provide insight into how the integration will play out and what opportunities and challenges China and its trade partners will face in the years ahead. In this session, discover how the forces of globalization, urbanization, and free trade can be a catalyst for creating livable communities and strong real estate markets in Asia. Learn how this transformation will affect the region and the global trading system.

10.30–12.00

Overcoming the Challenges and Seizing Opportunities in the Asia Real Estate Sector

A panel of industry leaders from around the region will share their insights on the challenges confronting real estate investment and development in Asia. Hear how the rapid urbanization of Asia can be used to create global standard investment-grade real estate assets and lead to the building of more livable cities. Learn how you can overcome these challenges and create opportunities in the region.

12.00–14.00

KEYNOTE LUNCHEON ADDRESS

Land Reform in the People's Republic of China



Featuring Minister Li Yuan
Vice Minister, Ministry of Land and Natural Resources
People's Republic of China

Minister Li Yuan will outline the People's Republic of China government's latest policy to enhance the operation of the land market and its transparency to further develop the sale in the future of all state land under competitive conditions.

14.00–15.15

Major City Building Projects

ULI senior fellow Maureen McAvey will moderate a lively discussion with some of the largest developers in Asia. This session will explore a number of large-scale building projects currently built or under construction in the region. Learn how large-scale investments demonstrate the key role that public and

private sectors play in creating city building projects. Find out how major mixed-used developments can integrate land use and transportation infrastructure.

15.45–17.00

Current and Future Trends in Asia's Capital Markets

This session will focus on current and future trends in Asian real estate capital markets. Learn how development as well as investment transactions are being financed today and how they will be financed in the future. Join ULI senior fellow Stephen Blank as he leads a cutting-edge discussion on how Asia is increasing its pool of local capital to leverage and attract investment funds. The panel will examine what role the government will play and how it will contribute to funding these deals. Hear how securitization is being used as a vehicle to finance Asian city development.

17.00–17.15

CLOSING PLENARY SESSION

What Have We Learned?

Explore the overarching themes influencing development and investment in Asia. This session will bring together panelists from previous sessions and audience members to discuss the major new trends that are shaping today's investment decisions in Asia. What will be the major issues in building Asia's cities of the future?

17.15–19.00

Reception

19.00

Conference Ends

Special Bonus Session

Financing and Investing in Real Estate Projects*

Thursday, 12 December 2002 • 09.00–12.00

Instructor: Stephen Blank, Senior Resident Fellow, Real Estate Finance, ULI—the Urban Land Institute

This dynamic workshop, taught by ULI's top instructor, Steve Blank, will look at components of the real estate deal—equity and debt capital structure, securitization of cash flow, joint ventures, and hybrid financing. Participants will develop a framework for analyzing alternative structuring that can be used to understand different perspectives of investors and business deals to accommodate them. This event offers you the opportunity to enhance your skills and your understanding of finance and transaction analysis and structuring.

Blank joined ULI in 1998 as its first senior resident fellow for real estate finance. Previously, Blank was a managing director of real estate investment banking at CIBC Oppenheimer Corp., where he was responsible for structuring public and private offerings of real estate equity and debt securities and advising on mortgage financing on income-producing commercial property, mergers and acquisitions, restructurings, and recapitalizations.

The registration fee for this program is US\$195 for members and US\$225 for nonmembers. (See back page for registration form.) Register early: this workshop is limited to 40 participants.

* This program will be presented in English only.

Speakers

Victor Ashe

Mayor
Knoxville, Tennessee

Kevin Auger

Senior Vice President
Lehman Brothers
Seoul, Korea

Josephine Au-Yeong

Chief Executive Officer
Global Realty Advisers Singapore
Singapore

Stephen Blank

Resident Senior Fellow, Real
Estate Finance
ULI—the Urban Land Institute
Washington, D.C.

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Consultant
Insignia Brooke
Hong Kong, China

Ronnie C. Chan

Chairman
Hang Lung Group, Ltd.
Hong Kong, China

James Defrancia

President
Lowe Enterprises (Asia) Ltd.
Beijing, China

Glenda Hood

Mayor
Orlando, Florida

William H. Hudnut III

Joseph C. Canizaro Chair for
Public Policy
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Washington, D.C.

Sonny Kalsi

Managing Director
Morgan Stanley Japan Limited
Tokyo, Japan

Morgan Laughlin

Head of Non-Japan Asia, Real
Estate Opportunities Group
Deutsche Bank
Hong Kong, China

Li Yuan

Vice Minister, Ministry of Land
and Natural Resources
People's Republic of China
Beijing, China

Maureen McAvey

Senior Resident Fellow, Urban
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Greg Paramor

Chair, Property Council of
Australia
Chairman, James Fielding
Investments
Sydney, Australia

Struan Robertson

Managing Director
Morgan Stanley
Tokyo, Japan

Kurt W. Roeloffs, Jr.

Managing Director
Head of Asia Pacific and
Americas, Real Estate
Opportunities Group
Deutsche Bank
Tokyo, Japan

Lord Mayor James Soorley

The Right Honorable Lord
Mayor of Brisbane
Brisbane, Australia

Robert Wong

Executive Director
Hong Kong Land Limited
Hong Kong, China

*Additional speakers to be
announced. Please visit
ULI's Web site at
www.conferences.uli.org
for updates.*

Program Advisers

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Ian D. Hawsworth

Executive Director
Hong Kong Land Limited
Hong Kong, China

Christopher Kim Chung Law

Director
Oval Partnership, Ltd.
Hong Kong, China

Peter Verwer

Chief Executive Officer
The Property Council of
Australia
Sydney, Australia

Sponsorship Opportunities

A list of conference sponsors is available on the ULI Web site www.uli.org. For sponsorship information, contact Stan Watters at ULI Headquarters in Washington, D.C., at +1-202-524-7004 or E-mail swatters@uli.org.

Conference Location and Hotel Accommodations

J.W. Marriott Hotel, Hong Kong

Pacific Place, 88 Queensway, Hong Kong, China

Main Hotel Phone: +852-2810-8366

Hotel Web Site: www.marriott.com/marriott/HKGD

Reservation Tel: +852-2810-3000

Reservation Fax: +852-2845-0737

Room Rates:

Deluxe Mountain View Room: HK\$1,300 (approximately \$170 per night)

Harbour View Room: HK\$1,500 (approximately \$195 per night)

Executive Floor Room: HK\$1,700 (approximately \$220 per night)

Check-in time: 2:00 pm

Checkout time: 12:00 noon

HOTEL RESERVATION DEADLINE IS SUNDAY, 10 NOVEMBER 2002.

Cancellation Policy

Cancellations, which must be in writing to ULI's Event Management Department, will be subject to a US\$100/HK\$780 administrative fee. No refunds can be made after Friday, 6 December 2002. You may, however, transfer your registration to another member of your organization (a US\$50/HK\$390 transfer fee will apply).

Questions or Special Needs?

Inside the U.S.

☎ Call 800-321-5011

☎ Fax 410-626-7148

E-mail gbooth@uli.org

Outside the U.S.

☎ Call +1-410-626-7500

☎ Fax +1-410-626-7148

E-mail gbooth@uli.org

For information about additional conferences and workshops, or about membership in ULI, visit the Web site at www.uli.org.

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Asia 2020: Building the Cities of the Future

13 December 2002

ULI CONFERENCE #583303

You can register four ways:

- Mail your completed registration forms to ULI, Department 188, Washington, D.C. 20055-0188.
- Fax your completed registration form with credit card information to ULI at +1-202-624-7147. All credit card payments will be in U.S. dollars.
- Call 800-321-5011 or +1-410-626-7505 (outside the U.S.) with credit card information.
- Visit the ULI Web site and register online at www.conferences.uli.org.

Name _____

Name for Badge _____

Title _____

Company _____

Street Address _____

City _____

State/Country _____

Zip/Postal Code _____

Telephone _____

Fax _____

E-mail _____

Special Needs _____

Emergency Contact _____

Emergency Telephone Number _____

Registration Fees:

- | | | | |
|---|---------|------------|----------------------|
| <input type="checkbox"/> Members of ULI: | US\$450 | HK\$3,500* | ULI ID number: _____ |
| <input type="checkbox"/> Nonmember: | US\$550 | HK\$4,300* | |
| <input type="checkbox"/> Public/Academic: | US\$250 | HK\$1,900* | |
| <input type="checkbox"/> Student: | US\$125 | HK\$975* | |

Fees increase by US\$100 for registrations received after 27 November 2002.

*Payment in Hong Kong dollars can be made by bank wire only.

Bonus Workshop Fees:

- | | | | |
|--------------------------------------|---------|-----------|----------------------|
| <input type="checkbox"/> ULI Members | US\$195 | HK\$1,500 | ULI ID number: _____ |
| <input type="checkbox"/> Nonmember | US\$225 | HK\$1,750 | |

Total US\$ _____

Payment in U.S. Dollars

Please indicate your payment option below:

Check—Make check payable to ULI—the Urban Land Institute. Mail to ULI, Department 188, Washington, D.C. 20055-0188.

Credit card

American Express

Diners Club

Discover

MasterCard

VISA

Cardholder name _____

Card number _____ Expiration date _____

Register Online at www.conferences.uli.org

Payment in Hong Kong Dollars

Bank Wire—To pay by bank wire, fax this completed form to ULI at +1-202-624-7147.

ULI will E-mail or fax you wiring instructions. (Additional bank fees apply.)

Please note: *Registrations will be processed only when full payment is received.*