



2nd Annual Indonesia Real Estate 2013

Realizing Sustainable Growth & Dynamic
Real Estate Investment Opportunities

Date: 26 to 27 August 2013 - Main Conference
28 August 2013 - Post Conference Workshops
Location: Shangri-La Hotel Jakarta, Indonesia

GROUP
DISCOUNTS
AVAILABLE

2013 CONFERENCE HIGHLIGHTS:

- 3 Day Strategic Real Estate & Property Business Investment Conference
- 4+ Leading Developers Insights
- 6+ Key Investment & Financiers Insights
- 16+ Current Challenges & Solution Driven Presentations for Real Estate & Property Stakeholders
- 20+ Real Estate Frontrunners Excelling at their Game
- 20+ Hours of Professionals Learning & Networking Opportunities
- 2 Industry Practitioner Led Workshops To Give Strategic Advantage For Real Estate Investments in Indonesia

PLUS! SEPARATELY BOOKABLE POST CONFERENCE WORKSHOPS - 28TH AUGUST 2013, WEDNESDAY

A: Navigating Land Acquisition and Licensing Hurdles for Property Development in Indonesia

Led by Prof Mrs Arie S Hutagalung, Managing Partner,
Arie Hutagalung & Partners

B: Setting Up and Managing Joint Venture Partnerships in Indonesian Real Estate

Led By Mr. Ade Putra Rusly, Managing Director at Duta
Rapira Consulting; and,
Chairman at Jakarta Institute of Real Estate and Urban
Development

WHERE INDONESIA'S DEVELOPERS, INVESTORS AND FINANCIERS MEET



Widijanto
Managing Director
PT AKR Land Development



Ishak Chandra
Managing Director Corporate
Strategy & Services
Sinar Mas Land



Sanny Iskandar
Chairman
Industrial Estate Association of
Indonesia (HKI)



Thomas C. Malayil
Chief Executive Officer
PT Lippo Malls Indonesia

REAL ESTATE DEVELOPERS & INDUSTRY ADVISORS

Sanny Iskandar, Chairman, Indonesian Industrial Estate Association (HKI)
Widijanto, Managing Director, PT AKR Land Development
Ishak Chandra, Managing Director Corporate Strategy & Services, Sinar Mas Land
Haslam Preston, General Manager, Jakarta Land
Thomas C. Malayil, Chief Executive Officer, PT Lippo Malls Indonesia
Ade Putra Rusly, Managing Director at Duta Rapira Consulting and Chairman at Jakarta Institute of Real Estate and Urban Development
Prof Mrs Arie S Hutagalung, Managing Partner, Arie Hutagalung & Partners
Bob Mok, Principal, BM RealCap Advisory
Todd Lauchlan, Country Head, Jones Lang LaSalle Indonesia
David Cheadle, Managing Director, PT Cushman & Wakefield Indonesia
Nigel Hobler, Technical Advisor - Taxation Services, PricewaterhouseCoopers Indonesia
Stuart Crow, International Director, Head of Asia Pacific Capital Markets, Jones Lang LaSalle
Handa Sulaiman, Executive Director, PT. Cushman & Wakefield Indonesia
Michael D. Broomell, Managing Director, Colliers International Indonesia
Eric J. Levy, Managing Director, Tourism Solutions International Pte Ltd (TSI)
Bernardus Djonoputro, Co-Founder, URBANLAB and Secretary General, Indonesian Association of Urban & Regional Planners (IAP)
Raj Kannan, Founder & Managing Director, TUSK Advisory

HOSPITALITY PROFESSIONALS

Bill Barnett, Managing Director, C9 Hotelworks
Norbert Vas, Vice President - Sales & Marketing, Archipelago International

INVESTMENT, BANKING AND FINANCE ADVISORS

Anton H. Gunawan, Executive Vice President, Chief Economist, PT Bank Danamon Indonesia, Tbk
Frank Khoo, Global Head of Asia, AXA Real Estate
David Ee, Managing Director - Asia CRE Investments, Manulife Real Estate, Manulife Financial
Ian Lien, Managing Director, SC Capital Partners
Freddy Hendradjaja, Chief Investment Officer, PT Lippo Securities
Atsushi Suzuki, Managing Director - Strategic Capital Group, PT Samuel International
Henry Koenafi, Director - Individual Banking, Bank Central Asia (BCA)
Michael Susanto, Managing Director, PAG
Taimur Samad, Senior Urban Economist, EASIS, The World Bank

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Where Indonesia's Developers, Investors and Financiers Meet

10 Reasons to Join Us This August

1. Identify trends and forecasts including factors driving real estate and property industry growth potential in Indonesia, from macro & micro perspectives, into 2014
2. Understand progress on regulatory frameworks & implementation impacting real estate industry in Indonesia especially those land acquisition and foreign ownership of property
3. Assess property sectors of growth potential in Indonesia and what developments are coming onto the market into 2014
4. Track urbanization trends and property growth opportunities in Tier II and Tier III cities in Indonesia
5. Review supportive infrastructure development and how developers are managing the rising costs of construction in move to deliver projects as promised
6. Examine and strategize towards meeting requirements of international investor interest in Indonesia
7. Analyse and implement successful partnerships and joint ventures for real estate investment and development
8. Measure options for stakeholders to finance real estate developments in Indonesia
9. Gain invaluable insights direct from leading developers, investors, bankers and industry advisors who are changing the landscape of Indonesia's real estate and property industry
10. Take advantage of expert panel discussions and presentations to bring you up-to-speed with key industry issues into 2014 on one common platform while making your views heard

2ND ANNUAL INDONESIA REAL ESTATE 2013

Realizing Sustainable Business Growth & Real Estate Investment Opportunities

Indonesia remains a land of opportunity in Asia for the canny long term investor; however challenges continue to exist in realizing real estate investment and sustainable industry growth. Growing demand across property sectors continue to outstrip available supply as developers struggle to deliver projects as promised in an illiquid market.

2nd Annual Indonesia Real Estate 2013 will be key for real estate and property stakeholders as ongoing economic performance (*growth projected by the World Bank at 6.2% for 2013*) and demand levels intensifies international investment interest into Indonesia's growing real estate sector.

International investors remain cautious due to concerns on transparency, perceived risk levels, foreign ownership & land laws as well as a lack of understanding about unique characteristics of Indonesia's real estate and property industry. Domestic investors, with their higher tolerance for risk levels as well as comfort with domestic practices still dominate the industry, where many leading property developers tend to be family-backed businesses.

Building on the success of our 2012 inaugural event, this 2013 event will focus on practical developer and investor concerns including **identifying growth property sectors of opportunities and challenges into 2013, leveraging optimal development and ROI levels amidst rising construction costs as well as strategies to tap capital through effective partnership structures** for long term industry development. This event is slated to be the real estate business investment platform for stakeholders already in, or currently considering, active investments into Indonesia's real estate industry.

Join us this August at the annual business and investment platform that brings together senior real estate and property professionals already in, or currently considering, active investments into Indonesia!

Book Your Seat Today!

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

CAPITALIZE ON THE POTENTIAL OF INDONESIA'S REAL ESTATE INDUSTRY!

2nd Indonesia Real Estate 2013 is a dedicated real estate business & investment event that will provide a platform for strategizing opportunities & managing challenges in Indonesia's real estate industry into 2014. Connect with senior industry professionals including leading developers, investors, buyers, financiers, service providers & regulators.

Partnering through an Event Sponsorship will enable you to:

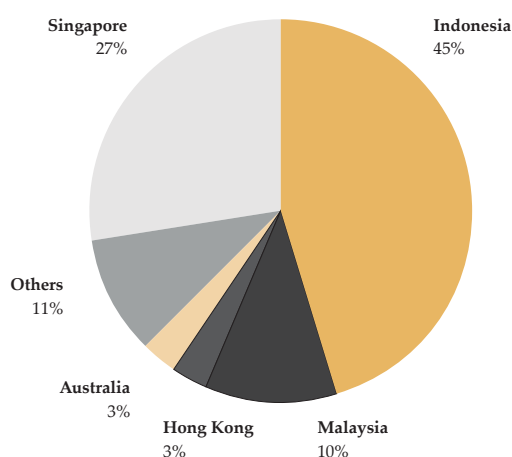
- **Get unparalleled industry exposure**
- **Generate leads and set-up key meetings**
- **Position your company as a thought-leader**
- **Reaffirm your position in the industry**

Please contact **Joanna Tan** at +65 6899 5041 or email joanna@claridenglobal.com to discuss potential sponsorship opportunities.

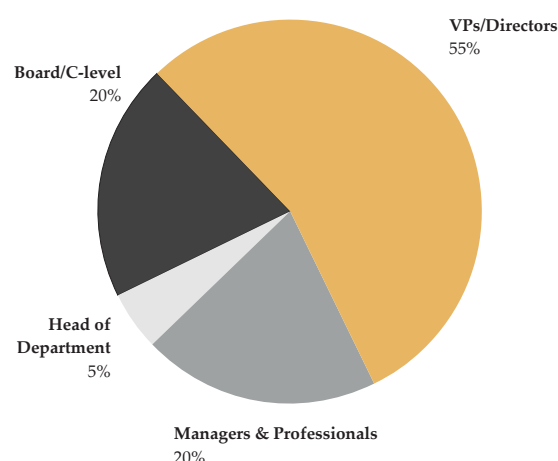
Where Indonesia's Developers, Investors and Financiers Meet

100+ Industry Participants at the Inaugural Indonesia Real Estate 2012 Conference

A Truly International Event: Representation by Country:



Seniority Level: 75% of Participants are Directors Level & Above



WHO WILL YOU MEET THIS AUGUST IN JAKARTA:

Property developers & owners

- President Director /Chief Executive Officer / Managing Director
- Chief Operating Officer
- Chief Financial Officer / Head of Finance
- Commercial Director
- Head of Marketing
- Head of Strategy & Business Development
- Head of Investments
- Corporate/Company Secretary
- Head of Legal / General Counsel
- Head of Corporate Communications

Private Equity / Asset/ Investment Management/ Venture Capital / Property funds & REITs

- CEO / Managing Director/Managing Partner
- Head of Investments
- Head Fund Manager
- Head of Strategy & Business Development
- Head of Real Estate / Property
- Head of REITs
- Property Fund Manager
- Fund Manager

Banking

- Managing Director / SVP / VP / Director
 - » Real Estate / Property
 - » Retail Banking
 - » Lending
 - » Product Development
 - » Loans / Mortgage
 - » Corporate Banking
 - » Investment Banking
 - » Business Development

Hospitality Professionals (Operators/Brands)

- President Director /Chief Executive Officer / Managing Director / General Manager
- Head of Development
- Head of Investments
- Head of Strategy & Business Development
- Head of Marketing

Government Regulators & Agencies

- Minister of Public Housing
- Minister of Public Works
- Director General of Housing & Urban Development
- Directorate General of Housing and Human Settlement
- Secretary General
- Head of National Land Agency
- Head of Spatial Planning Agency

Property Occupiers/Corporate End-users

- Head of Corporate Real Estate
- Head of Property Management
- Real Estate Advisor
- Disposal & Acquisition Project Manager
- Head of Property & Site Development
- Head of Asset Management
- Head of Leasing

Industrial & Logistics

- Country Manager / General Manager/ Director / Head
 - » Real Estate
 - » Property
 - » Disposal & Acquisition
 - » Industrial
 - » Facilities
 - » Supply Chain / Logistics

Property Occupiers/Corporate End-users

- Managing Director / CEO / GM
- Head of Leasing / Tenant Representation
- Head of Marketing
- Head of Residential
- Head of Office Space
- Head of Industrial
- Head of Hospitality / Tourism
- Head of Research
- Head of Business Development

Legal Firms

- Managing Partner
- Partner
- Senior Associate
- Foreign Legal Counsel

Tax and Risk Consultants

- CEO /Managing Director / General Manager
- Head of Tax
- Head of Real Estate / Property Advisory
- Head of Investments
- Head of Strategic Business Development

Vendors & solution provider

- CEO /Managing Director / General Manager
- Head of Solutions
- Head of Business Development
- Head of Marketing

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Global Speakers and Industry Leaders



Haslam Preeston
General Manager
Jakarta Land

Haslam Preeston is General Manager of PT Jakarta Land, a joint venture between Hongkong Land and Centra Cipta Murdaya (CCM), which owns and manages 1.4m square feet of A Grade commercial office space in the Jakarta CBD. Haslam has been with Jardine Matheson since 2001, occupying a variety of management roles in Greater China, before being seconded to Hongkong Land in 2008. Born in Australia, Haslam grew up in Hong Kong and served as an infantry officer in the British Army. He has an MA in Chinese Studies from London University, after which he attended National Taiwan Normal University. He is Chairman of the British Chamber of Commerce in Indonesia (BritCham), and a Board Member of the European Chamber of Commerce (EuroCham).



Ade Putra Rusly
Managing Director
Duta Rapira Consulting, and,
Chairman, Jakarta Institute of Real Estate and Urban Development

Ade Putra Rusly is the Managing Director of Duta Rapira Consulting, a Jakarta-based real estate strategic consulting firm and the Chairman of Jakarta Institute of Real Estate and Urban Development. Mr. Rusly is responsible for setting up real estate development and investment projects, developing strategic partnerships, handling marketing and business development, and conducting project feasibility studies and planning. An architect as well as real estate specialist, Mr. Rusly started his career as a Designer before joining real estate industries. He has 19 years of experience and expertise in various residential high-rise and commercial project, infrastructures and township, hospitality, industrial estates, and mixed-used development projects in Indonesia. Mr. Rusly enjoys travelling to Europe, Southeast Asia, Singapore, Hong Kong, Korea and Middle East regions, meeting clients and investors interested in entering the Indonesian real estate market as well as producing real estate market reports and analysis on emerging Real Estate trends in Asia Pacific regions.



Widijanto
Managing Director
PT AKR Land Development

Graduated from University of Texas, Arlington-USA in 1982, Widijanto is currently the Managing Director of AKR Land Development responsible for the overall performance of the property development of several mixed use complexes located in Jakarta, Bali, Surabaya, Bandung and Manado. Widijanto spent his first five years working in the United States. His achievement among others are Oak Lawn Mixed Use Developments (Dallas) and Detroit Piston Stadium with its capacity of 20,000 seating (Michigan). The projects achieved American Institute of Architect Awards (AIA Awards). Since returning to Indonesia in 1987, Widijanto has been actively involved in several prominent property developers such as Duta Anggada Realty, Salim Group, Mulia Group. Some of his creative Land Mark Properties are located in the golden triangle of Jakarta such as Bapindo Plaza, Pavilion Park, Bandung Indah Plaza (BIP), Great River Plaza and Wisma Mulia.



Thomas C. Malayil
Chief Executive Officer
PT Lippo Malls Indonesia

Thomas C. Malayil is the Chief Executive Officer of Lippo Malls Indonesia (LMI). LMI is the largest developer and operator in Indonesia with approximately forty shopping malls and a significant development pipeline. Malayil is American and spent most of his career in the United States, including being an executive for a large publicly-traded shopping mall REIT. He is an accountant and lawyer by training and completed the UCLA-NUA Global Executive MBA for Asia Pacific program in 2012.



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

Ishak Chandra started his career with Astra International and has numerous position in some other big group in Indonesia such as LIPO 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 more than 20 years' experience in Real Estate Industry focusing in property development & investment, commercial leasing, corporate strategy and business development, currently Mr. Chandra has actively involve in designing the Sinar Mas Land's growth roadmap and leaded 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)



Ian Lien
Managing Director
SC Capital Partners

Mr. Lien participates in acquisition, value enhancement and realization activities at RECAP with a special focus on Hospitality related investment opportunities throughout the region. Prior to joining RECAP, Ian co-founded Octagon Capital Partners 2003 as an Asia Pacific focused hotel investment and advisory firm. Octagon offered end-to-end solutions for real-estate investment vehicles it originated in partnership with opportunity funds, private investors and/or Asian Corporate groups. Prior to founding Octagon, Ian was the Asia-head of Acquisitions & Development for Starwood Hotels & Resorts Worldwide, Inc where he was responsible for managing and coordinating all aspects of growth and development for Starwood in the region, including acquisitions, joint ventures and contract growth. Ian led Starwood's (and earlier Westin's) growth in Asia for eight years at their headquarters in Tokyo and Singapore. During his tenure, Starwood outpaced growth of its competitors in a creativity led effort. This Included: Launch of three new brands to the region (St Regis, Four Points and W Hotels); mezzanine financings; acquisition of a public company; Joint Venture new build projects; Strategic alliances, JV operating companies and multiple management and license agreements across Asia / Pacific. As a prelude to heading growth activities for Westin/Starwood, Ian was responsible for Development Planning activities for Westin from 1989-1992. Ian has a Bachelor of Science degree in Hotel Administration from Cornell University in 1988.



Bill Barnett
Managing Director
C9 Hotelworks

Bill Barnett is the Founder and Managing Director of C9 Hotelworks. C9 is a leading hospitality, tourism and property advisory firm in Asia Pacific who work directly with developers, investors, financial institutions and hotel operators. Their core business focus includes feasibility studies, asset management, operator selection and transactional due diligence. They are considered to be experts in hotel branded residences, blending experience from both a hospitality and real estate perspective. Bill has over 28 years of Asian experience across all of the regions markets and is well known as a columnist, industry speaker and for insightful market intelligence reports.



Anton H. Gunawan
Executive Vice President,
Chief Economist
PT Bank Danamon Indonesia Tbk

Anton H. Gunawan started to work for PT. Bank Danamon Indonesia, Tbk. on 10 March 2008 as Chief Economist and Head of Economic and Market Research under the Treasury and Capital Market Division. Prior to joining Bank Danamon, Anton spent almost 8 years with Citigroup as Country Economist for Indonesia, under the Asia Pacific Economic and Market Analysis (AP EMA), starting in November 2000. He had also spent more than 20 years (on and off) with the Faculty of Economics University of Indonesia (FEUI), starting as a teaching assistant. Anton's latest position in the FEUI was the Research Director at the Institute for Economic and Social Research in the University (LP EM FEUI), while teaching (lecturer) at the undergraduate and graduate programs at FEUI. While he was doing his graduate program at Columbia University, New York, Anton also taught as a Preceptor in the Economics Department of Columbia University. Anton was a member of the Economic Advisors Team to the Chairman of the Indonesian Chamber of Commerce and Industry (Kadin Indonesia), 2007 - 08. Previously Anton was also a member of the Banking and Capital Markets Focus Group within the Indonesian Economist Association (ISEI).

Anton wrote a book on Indonesia inflation and government budget (1991) and being a co-editor of a BI-IMF conference report on Inflation Targeting Framework (2002). He has also been widely quoted by respectable domestic and international mass media, and frequently become a resource person in quite a few focus group discussions organized by Bank Indonesia, the Ministry of Finance, the World Bank, etc. Born in Jakarta, Indonesia, Anton holds his MPhil (Master of Philosophy) degree in economics from Columbia University, MA (Master of Arts) in economics from the University of Chicago, and an SE (Sarjana Ekonomi) in Economics and Development Studies from the University of Indonesia, Jakarta.



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 PhiloLand 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.



David Ee
Managing Director - Asia CRE
Investments, Manulife Real Estate
Manulife Financial

David is the Managing Director, Asia Corporate Real Estate Investments, with Manulife Financial Real Estate Division and is currently located in Hong Kong. David is a real estate professional with extensive experience in real estate investment analysis, acquisitions, dispositions, property and asset management. He started his career with Manulife Financial as residential property manager and later moved into commercial property management, asset management and finally real estate investments. As Managing Director, David works with the investment team in Toronto, but relocated to Hong Kong to concentrate on investment activities in Asia. He has responsibility for sourcing real estate investments for company's own use, reviewing property appraisals and providing real estate support for the Company's investment in a diversified mix of prime office and industrial properties in Canada, United States, Japan and Asia. David has also worked in Singapore, with The Urban Redevelopment Authority (Singapore) and with Colliers International Property Management (Singapore) prior to migrating to Canada. David holds a Masters of Urban Planning from McGill University, Montreal, Canada, and a BSc.(Hons) Land Administration from the University of East London, United Kingdom. He is also a Member of The Royal Institution of Chartered Surveyors (General Practice Division) and a Certified Property Manager and Member of Real Estate Institute of Canada.



Freddy Hendradjaja
Chief Investment Officer
PT Lippo Securities

Freddy Hendradjaja is the Chief Investment Officer of PT Lippo Securities Tbk., who transformed inactive securities brokerage firm into fully operational investment management firm, which is the sole business of Lippo Securities nowadays. Previously founded and served as Associate Director of PT Danareksa Capital, a company engaged in the field of private equity, after served as Senior Portfolio Manager and Head of Private Equity / Alternative Investment of PT Danareksa Investment Management,

producing the first Asset Backed Securities in Indonesia. Prior to that he was Portfolio Manager at PT Bahana TCW Investment Management. He is a licensed Investment Manager, Broker-Dealer and Underwriter.



Atsushi Suzuki
Managing Director - Strategic
Capital Group
PT Samuel International

PT Samuel International is the parent company of two licensed subsidiaries, PT Samuel Sekuritas Indonesia and PT Samuel Aset Manajemen. In addition, it has a private equity division that makes and manages, direct investments in a number of companies focused on commodity and natural resources-related business including property investments. Mr. Suzuki comes to Samuel with over 30 years of business development, sales and trading, and corporate investment experience at Itochu Corporation, one of the largest Japanese trading houses.



Bob Mok
Principal
BM RealCap Advisory

Bob Mok, Principal of BM RealCap Advisory, brings 30 years of international real estate experience across fifteen Asia-Pacific countries. He transacted more than USD1.5 billion worth of properties across twelve Asia Pacific countries and had been involved with every facet of the real estate business cycle. As Chief Operating Officer and Deputy President Director of PT Sentul City Tbk, he increased net sales by 255% and raised FY2012's Net Profit After Tax by 62% yoy. Under his leadership, Sentul City was unprecedentedly recognized as one of the top Indonesian companies by Forbes, Fortune and SWA Magazines in 2012. The company was admitted as an index stock on the JSE. Mr Mok in senior leadership positions with SWFs, GLCs, listed companies and Family Offices, had been involved with the Ascendas REIT IPO, acquisition of prime properties as a Real Estate Fund Manager, structured and marketed property funds and had secured corporate financing of nearly USD1 billion.



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 is 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.



David Cheadle
Managing Director
PT Cushman & Wakefield
Indonesia

David has been in the property industry for 26 years, based in London, Hong Kong, Singapore and Jakarta. His areas of expertise have been in commercial property investment, asset & funds management, and for the last 18 years he has specialized in corporate occupier advisory services, working with clients including Citibank, HSBC, Nokia Siemens Networks, 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

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Global Speakers and Industry Leaders

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 18 of his 21 years in the region however, he has been based in Indonesia and has held his current position with Cushman & Wakefield in Indonesia since 2008. Cushman & Wakefield is a full service real estate consultancy and property management provider, working with landlords, developers, investors and corporate occupiers throughout the country.



Nigel Hobler
Technical Advisor – Taxation Services
PricewaterhouseCoopers Indonesia

Nigel has 15 years of experience in providing tax consulting and planning services in Australia, Hong Kong and Indonesia. Nigel has advised property groups in establishing and structuring their regional investments and has generally been actively involved advising MNCs, private equity groups and hedge funds in providing tax due diligence and structuring their investments into the ASPAC region. From 2008 to 2011 Nigel was responsible for leading the tax efficient wind-up of the Lehman Brothers entities in Hong Kong and their regional property investments. Nigel is a member of the Institute of Chartered Accountants in Australia.



Prof Mrs Arie S Hutagalung
Managing Partner
Arie Hutagalung & Partners

Prof Mrs Arie S Hutagalung is currently the Managing Partner of Arie Hutagalung & Partners, a boutique firm held in high esteem throughout the market for its strength across the full spectrum of real estate matters. The firm advises clients on both contentious and non-contentious matters, and is particularly highly regarded for its expertise in project and infrastructure developments. Since 1982, Prof Arie has been a legal consultant on real estate, land and property laws, strata title system in Indonesia, consumer banking and legal corporate works for several banks and entities. Prof Arie is also active in academic institutions including being a Lecturer on land laws with the faculty of law at the University of Indonesia (since 1977) and Trisakti University (since 2002). Prof Arie has consulted extensively with the Indonesian government and regulatory bodies on land laws, most recently as being a Resource Person on a Draft of the position paper for drafting Land Law for the National Land Board (BPN) and legislative (DPR). In addition to this, she has also published a range of papers and books discussing land laws in Indonesia. Prof Arie Hutagalung is lauded by peers for her exceptional depth of knowledge and breadth of experience in the field. She heads the practice and remains the firm's leading light, with one source noting: "No one has any doubts as to her knowledge." Prof Arie holds a Law Degree (1976) and a Diploma in Regional Development Planning (1979) from the University of Indonesia, as well as a Masters of Science in Legal Institution (MLI) from the University of Wisconsin Law School, Madison, USA (1981). Notable clients include Agung Podomoro Group, PT Lippo Karawaci Tbk, Pikko Group, Bank Indonesia, PT East Jakarta Industrial Park, PT Bank Danamon Indonesia Tbk, PT Mass Rapid Transit Jakarta, Colliers International and PT Duta Pertiwi Tbk.



Henry Koenafi
Director – Individual Banking
Bank Central Asia (BCA)

Henry Koenafi has been a Director of BCA since February 13, 2008. He is responsible for Individual Banking Business, comprising mortgages, auto loans (four-wheeler and two-wheeler), credit cards and wealth management. He supervises wholly-owned auto-financing subsidiary, PT BCA Finance. He was the President Director of PT BCA Finance from 2000 to 2008. Before joining BCA Group, he held several senior positions in PT Bank Bali Tbk, PT Bank Jawa, PT Bank Ciputra and PT Bank Tiara Asia from 1997 - 2000. He graduated in Civil Engineering from Parahyangan Catholic University in 1984 and continued his studies in Institut Pengembangan Manajemen Indonesia (IPMI) in 2000. He holds an MBA degree from Monash University, Melbourne, Australia in 2001.



Stuart Crow
International Director, Head of Asia Pacific Capital Markets
Jones Lang LaSalle

Stuart Crow leads the Capital Markets business in the Asia Pacific, responsible for providing investment / financial structuring advice, and raising capital for major real estate transactions across the region. Originally from Australia, Stuart has been based in Asia for over 13 years and has worked across all the major real estate markets in the region. On behalf of owners, investors and developers he has raised over US\$10 billion of private foreign capital over the past three years for direct, co-investment and joint venture transactions. Stuart has a particular specialization in structuring large cross border portfolio transactions on behalf of foreign investors in the retail and logistics sector. Stuart is a prominent member in industry associations and has spoken at capital markets and REIT seminars on behalf of the APREA, Terrapin, Nomura Asia and Property Council of Australia. He is a regular contributor to various industry publications and commentator on CNBC.



Handa Sulaiman
Executive Director
PT Cushman & Wakefield Indonesia

Handa, Executive Director, is the Director of PT. Cushman & Wakefield Indonesia. He leads Investment, Property Management, and Development Management part of the business. Handa has 23 years experience in investment sales, property management and project management. He was involved in acquisition of resort, office buildings, and development sites. He has assisted formation of joint venture of office projects. His experience in all facets of developments, from Feasibility Study, Planning, Design, Construction, Marketing, Operation, Refurbishment, added with his engineering, operation, legal and financial skill have been very helpful to most clients. His areas of expertise include: The areas of expertise include: Investment Sales, Asset Management; Property Management and Development Advisory. He holds Civil Engineering degree from Parahyangan University, Bandung Indonesia, and Master of Business Administration from California State University, Long Beach, U.S.A. He attended Executive Course in University of California in Los Angeles.



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.



Norbert Vas
Vice President - Sales & Marketing
Archipelago International

A native of Austria, Norbert has more than 25 years of hotel industry experience in Indonesia, the USA, Germany, Belgium and Spain. Norbert, who has worked several years for Ian Schraeger Hotels in New York City and Shangri-La, Mandarin Oriental, Swiss-Belhotel International and the Intercontinental Hotel Group in Asia Pacific, was instrumental in developing Archipelago's seven hotel brands making Archipelago International into one of the largest hotel management companies in Indonesia. He is currently also in process of building his own select service hotel in Bogor.



Eric J. Levy
Managing Director
Tourism Solutions International Pte Ltd. (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.



Sanny Iskandar
Chairman
Industrial Estate Association of Indonesia (HKI)

Sanny Iskandar is a Chairman of Industrial Estate Association of Indonesia (HKI). HKI was established on June 1988 as the association of more than 60 companies engaging in the development and management of industrial estates in Indonesia. Sanny has more than 20th year's experiences in Management of Industrial Estate and currently he is a Director of Karawang International Industrial City (KIIC) Industrial Estate which is developed by Sinarmas Land with Itochu Corporation, one of the biggest Japanese trading company. Nowadays, Sanny is in charge as a Head of Industrial Estate Committee of Indonesia Chamber of Commerce and Industry (KADIN Indonesia). He also becomes a Member of Industrial Estate National Team (Tim Nasional Kawasan Industri) under the Minister of Industry. To be a part of business society and as a counter partner to many programs of government and other related parties, Sanny was involved in the National Board of Employers Association of Indonesia (APINDO Nasional) as a Vice Secretary General.



Raj Kannan
Founder & Managing Director
TUSK Advisory

Raj Kannan is the founder and managing director of Tusk Advisory, a leading strategic and corporate advisory firm focused on infrastructure with a significant presence in Indonesia. He has over 20 years hands-on experience in developing and managing over USD 13 billion worth of transactions in economic, social and environmental infrastructure projects, including PPP projects. Prior to establishing Tusk, Raj was a principal of an Australian infrastructure transactions management firm and previous to that he was the executive director of a Malaysian infrastructure and property development conglomerate listed on the Kuala Lumpur Stock Exchange. Raj is currently the lead adviser to the Coordinating Ministry of Economic Affairs in Indonesia for the rollout of the 15-Year economic master plan called MP3EI. This USD 400 billion program includes USD 180 billion of infrastructure projects. Raj is a chartered engineer and an alumnus of the Australian Graduate School of Management in Sydney and has also completed the infrastructure executive program at Harvard University.



Bernardus Djonoputro
Co-Founder, URBANLAB
Secretary General, Indonesian Association of Urban and Regional Planners (IAP)

Mr. Djonoputro is the Co-founder of URBANLAB, a regional based urban design and planning advisory practice (HYPERLINK "http://www.hdaadvisory.com" www.hdaadvisory.com). He is currently the Secretary-General of the Indonesian Association of Urban and Regional Planners (IAP). He is also Executive Council Member of the UN affiliated Eastern Region Association for Planning and Human Settlement (EAROPH), and is the Chairman of its Indonesian chapter. In 2005 he founded HD Asia Advisory, a government and policy advisory firm in Indonesia. He has worked extensively as advisor to many investors, corporations and foreign governments, as well as Indonesian central and local government on investment, urban planning and infrastructure projects. Mr Djonoputro co-founded the Indonesian Most Livable City Index, a benchmark study to promote livability and competitiveness of Indonesian cities. A graduate from Urban & Regional Planning School at the Bandung Institute of Technology, Mr. Djonoputro's successful business interests includes investment and experience in managing portfolios of urban infrastructure projects and operations in highways, water, and port sectors. He is well versed in the Public Private Partnership (PPP) scheme for Indonesia.

Participating Companies Include:





2ND ANNUAL INDONESIA REAL ESTATE 2013

26th & 27th August 2013 | Shangri-La Hotel Jakarta, Indonesia

Conference Agenda

Day 1: 26th August 2013, Monday

08:30 Registration and Morning Coffee

09:00 **Chairperson's Opening Remarks**
Haslam Preston, General Manager, Jakarta Land

Industry Outlook and Regulatory Developments for the Property Sector

09:10 **Indonesia Economic Outlook and The Property Market**

- Macroeconomic trends, international developments and their impact on real estate & property sector growth in Indonesia
- Outlook on inflation, buying power of consumers and rising oil prices in Indonesia
- Land banks to support development amidst staggering rise in land prices

Anton H. Gunawan, Executive Vice President, Chief Economist, PT Bank Danamon Indonesia, Tbk

09:50 **Focusing on Outlook for Jakarta and Greater Jakarta into 2014**

- Development trends both in central core and niche pockets of demand
- Demand and supply trends
- Economic power, continuing domestic demand, take up rates;
- Rapid increase in prices of land and rentals, any infrastructure developments;
- Has change in government impacted developments?

David Cheadle, Managing Director, PT Cushman & Wakefield Indonesia

10:30 Morning Refreshments

11:00 **Keynote Address: Update: Towards Improving Clarity on Land Ownership Challenges in Indonesia**

- What are government movements and progress on plans to manage land title issues and disputes in Indonesia
- Updates on land acquisition regulation related to foreign ownership
- Harmonization between federal and local government land regulation practices

(Invited) Hendarman Supardji, Head, National Land Agency (BPN)

11:40 **Urbanization Trends and the Demand for Low Income Housing: Real Estate Market Implications and Policy Options in Indonesia**
Taimur Samad, Senior Urban Economist, EASIS, The World Bank

Real Estate and Property Sectors of Growth Potential into 2014

12:20 **Focusing on Retail Property Developments in Indonesia Amidst Rise in Domestic Affluence**

- Growing domestic middle class affluence and demand for goods
- Entry of brands into market and need for retail space - Strategies being used for retail entrants into Indonesia property market
- Strategies to enhance attractiveness and accommodate needs of retailers for retail space

Thomas C Malayil, Chief Executive Officer, PT Lippo Malls Indonesia

13:00 Networking Luncheon

14:00 **Meeting Indonesia's Office Space Growth in Demand Into 2016**

- Rising demand trends and vast undersupply for office space
- What office space projects are coming onto market?
- Where is demand coming from? And absorption of properties i.e. speculative development or have committed lessors before developing;
- Is commercial property demand sustainable with expected economic growth in Indonesia

Michael D. Broomell, Managing Director, Colliers International Indonesia

14:30 **What's in the Pipeline for Industrial Developers in Move to Meet Growing Industrial Property Demand?**

- Which current or developing industrial locations expected to grow
- Factors driving industrial growth, demand rising from which type of industrial occupiers?
- Availability of land banks to supply market and infrastructure to support growth of industrial estates

Sammy Iskandar, Chairman, Industrial Estate Association of Indonesia (HKI)

15:00 **Reviewing Growth Trends and Opportunities for Landed and High Rise Residential Properties**

- Backlog between demand and supply coming onto market
 - Demand in metropolitan and suburban areas
 - Supportive infrastructure, new trends in locations and types of properties;
 - Mortgage loan considerations
- Widijanto, Managing Director, PT AKR Land Development*

15:30 Afternoon Networking Refreshments

16:00 **REITS – New Frontiers in Indonesia**

- The “REIT Hydra”
- The Asian REIT Explosion
- Nirvana for Indonesian Developers, Property Fund Managers, Asset Managers, Institutional & Retail Investors, Banks & Professional Service Providers – Lawyers, Accountants, Valuers & Trustees
- Legislators and Developers – You Need To Prepare Now!

Bob Mok, Principal, BM RealCap Advisory

16:30 **Reviewing Developments Impacting the Growth of Indonesia's Hospitality Industry**

- Growth in demand and what supply is coming onto markets
- How much has recent minimum wage increases impacted profitability and investments into the hospitality sector
- Is a saturation point being reached in major tourism destinations like Bali
- Outlook for expected occupancy rates in Bali post APEC - Is Bali overheated or still competitive

Ian Lien, Managing Director, SC Capital Partners

17:00 **Identifying Investment and Development Prospects for Tourism Destinations Beyond Bali**

- An update on the emerging markets outside of Bali for hospitality and residential developments such as Lombok, Gilis, Sumba, Subawa and Flores
- What are major challenges in these locations?
- What products match the opportunity and when is the right time to develop

Bill Barnett, Managing Director, C9 Hotelworks

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

**Developers to benefit
from demand in Greater Jakarta -
Moody's Investor Services**

~ Source: The Jakarta Post, 22nd May 2013 ~



2ND ANNUAL INDONESIA REAL ESTATE 2013

26th & 27th August 2013 | Shangri-La Hotel Jakarta, Indonesia

Conference Agenda

Day 2: 27th August 2013, Tuesday

08:30 Registration and Morning Coffee

09:00 Chairperson's Opening Remarks

Ade Putra Rusly, Managing Director, Duta Rapira Consulting and Chairman at Jakarta Institute of Real Estate and Urban Development

09:10 Urban Planning & Development in Key Indonesian Cities – Reviewing Opportunities and Challenges for Real Estate Developers & Investors

- Progress update on the Spatial Planning Law 26/2007 and the implementation of Masterplans (RTRW), Detailed Plans (RDTR), and Zoning Regulations in Indonesian Cities
- Jakarta Masterplan and the development way forward
- Key challenges: provision of infrastructure, livability index and enforcement city plans

Bernardus Djonoputro, Co-Founder, URBANLAB and Secretary General, Indonesian Association of Urban & Regional Planners (IAP)

09:40 Discussing Progress in Infrastructure to Support Burgeoning Real Estate Growth

- What has been progress relating to toll roads, highways, trains, airports, ports etc to open up areas for development & improve transport access;
- How is ailing infrastructure working to match skyrocketing private sector growth in real estate development?
- Progress of implementation of infrastructure plans under MP3EI for Java (and other main Islands)?

Raj Kannan, Founder & Managing Director, TUSK Advisory

Understanding and Meeting Requirements of International Investment Interest

10:10 Investing In Indonesia: How to Enter the Market and Make Money While Avoiding the Pitfalls

- What's been driving the market over the recent past and will it continue?
- Where are the opportunities now and how do you unlock them?
- Is entering on your own worth the risk?

Todd Lauchlan, Country Head, Jones Lang LaSalle Indonesia

10:40 Morning Networking Refreshments

11:10 Outlining Onshore and Offshore Tax Considerations for Property Investments in Indonesia

- Overview of applicable tax frameworks for property investments
- Tax leakages on property investments
- Additional tax rates for high end residential developments
- Use of offshore holding companies to mitigate tax rates
- Offshore structures and the overall holding costs for property investments
- Managing tax issues when extracting cash during (a) the holding period; and (b) on exit

Nigel Hobler, Technical Advisor – Taxation Services, PricewaterhouseCoopers Indonesia

11:40 Panel: Leveraging Indonesia as a Genuine Prospective Investment Destination for International Investors

- Is there excessive excitement in media?
- Is the property market actually prospective given realities of country?;
- Managing risks and transparency levels towards reaching international investment requirements and encouraging participation in Indonesia's property industry;
- What can be done to attract more international investment to commit and be realised?

Moderator:

Handa Sulaiman, Executive Director, PT Cushman & Wakefield Indonesia

Panellists:

David Ee, Managing Director - Asia CRE Investments, Manulife Real Estate, Manulife Financial

Stuart Crow, International Director, Head of Asia Pacific Capital Markets, Jones Lang LaSalle

Michael Susanto, Managing Director, PAG

Partnership Structures and Financing Considerations for Real Estate Development

12:25 Entering Indonesia's Property Market as an International Investor

- Country fact overview, Indonesia growth area highlight and opportunity in property sector
- Options for the International Investor entering Indonesia's property market
- Why Partnerships are the best option for entering Indonesia market effectively
- Preparing a successful Strategic Partnership & JV with a Local Partner
- Case study : Managing the key challenges in entering Indonesia market

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

12:55 Networking Luncheon

14:00 Panel: Addressing and Reducing Differences between Domestic and International Investors

- Risk tolerance levels
- Do expectations of international and domestic investors match?
- Being in tune with international requirements
- Working towards improving and opening up market to international capital
- Is international money really necessary for industry growth in Indonesia?

Moderator:

Eric J. Levy, Managing Director, Tourism Solutions International

Panellists:

Frank Khoo, Global Head of Asia, AXA Real Estate

Atsushi Suzuki, Managing Director - Strategic Capital Group, PT Samuel International

14:45 Case Study: Reviewing Real Development Costs & Return on Investment for Budget Hotels Viability in Indonesia

- A 'Me Too' business attitude has led to proliferation of budgets hotels across Indonesia
- Are budget hotels really promising as an investment - Is market becoming saturated?
- Common pitfalls faced by inexperienced owners and developers
- Analyzing real data on costs, development time and ROI for average budget hotels in Indonesia

Norbert Vas, Vice President – Sales & Marketing, Archipelago International

15:15 Afternoon Networking Refreshments

15:45 The Potential of Mortgage Backed Securities in Indonesia for the Real Estate Industry

- Benefits of Issuing MBS/CMBS in Indonesia
- Current market status for such funding instruments
- Potential opportunities and challenges for property stakeholders and investors
- Support from all stakeholders (capital market, property developers, mortgage lenders/banks, regulator/government)

Freddy Hendradjaja, Chief Investment Officer, PT Lippo Securities

16:15 Mortgage Loan and Managing Its Risks Implications for Real Estate in Indonesia

Henry Koenai, Director – Individual Banking, Bank Central Asia (BCA)

16:45 Chairperson's Closing Remarks and End of Main Conference

"Indonesia Attracting Institutional Investors"

~ Source: World Property Channel,
4th April 2013 ~



2ND ANNUAL INDONESIA REAL ESTATE 2013

26th & 27th August 2013 | Shangri-La Hotel Jakarta, Indonesia

Post-Conference Workshop – 28th August 2013, Wednesday

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

Workshop A: 09:00 – 12:30, Navigating Land Acquisition and Licensing Hurdles for Property Development in Indonesia

Workshop Objectives

Indonesia's booming real estate and property sector continues to draw interest from investors, both international and domestic. However, restrictions and the complicated Land Laws (especially those in relation to types of Land Title and Land Acquisition's process) in Indonesia continue to be constraints for many investors. The aim of this mini workshop is to provide a working guide for stakeholders about the steps and legal aspects on land acquisition and licensing that they need to take into consideration for any property development projects in Indonesia. Participants will have a greater understanding on navigating the regulatory requirements involved in property development and investment in Indonesia and the licensing process in order to maximize potential and minimize risks.

Workshop Outline

1. Overview of types of land title in Indonesia and its characters, relevant regulatory frameworks
2. How to acquire land in Indonesia, including matters to be taken into account;
3. Land registration and its system;
4. Related licenses for property development including foreign investment company;
5. Licenses for property development in Jakarta; and how does this differ for properties outside of Jakarta?
6. What are the documentary requirements needed at each step
7. Expected challenges and bottlenecks in the process
8. Sample of recent legal cases on land acquisitions and their rulings
9. Mock case study exercise – participants will work on helping a hypothetical investor to plan and evaluate for a land acquisition in Indonesia



About Your Workshop Leader

Prof Mrs Arie S Hutagalung

Managing Partner,

Arie Hutagalung & Partners

Prof Mrs Arie S Hutagalung is currently the Managing Partner of Arie Hutagalung & Partners, a boutique firm held in high esteem throughout the market for its strength across the full spectrum of real estate matters. The firm advises clients on both contentious and non-contentious matters, and is particularly highly regarded for its expertise in project and infrastructure developments. Since 1982, Prof Arie has been a legal consultant on real estate, land and property laws, strata title system in Indonesia, consumer banking and legal corporate works for several banks and entities. Prof Arie is also active in academic institutions including being a Lecturer on land laws with the faculty of law at the University of Indonesia (since 1977) and Trisakti University (since 2002). Prof Arie has consulted extensively with the Indonesian government and regulatory bodies on land laws, most recently as being a Resource Person on a Draft of the position paper for drafting Land Law for the National Land Board (BPN) and legislative (DPR). In addition to this, she has also published a range of papers and books discussing land laws in Indonesia. Prof Arie Hutagalung is lauded by peers for her exceptional depth of knowledge and breadth of experience in the field. She heads the practice and remains the firm's leading light, with one source noting: "No one has any doubts as to her knowledge." Notable clients include Agung Podomoro Group, PT Lippo Karawaci Tbk, Pikko Group, Bank Indonesia, PT East Jakarta Industrial Park, PT Bank Danamon Indonesia Tbk, PT Mass Rapid Transit Jakarta, Colliers International and PT Duta Pertiwi Tbk. Prof Arie holds a Law Degree (1976) and a Diploma in Regional Development Planning (1979) from the University of Indonesia, as well as a Masters of Science in Legal Institution (MLI) from the University of Wisconsin Law School, Madison, USA (1981).

Workshop B: 13:30 – 17:00, Setting Up and Managing Joint Venture Partnerships in Indonesian Real Estate

Workshop Objectives

According to recent survey conducted by ULI and PwC, Jakarta is the top development and investment Real Estate destination in Asia Pacific in 2013*. Nevertheless, Indonesia's real estate sectors continue to present certain risks and challenges for foreign investors seeking to enter the market and explore its potential. This presents significant match-up opportunities for joint ventures and partnerships between international investors with expertise, technology and funds and strong Indonesian local partners seeking additional financing to improve their capacities, whom often have very different expectations of how a partnership will work. This workshop aims to address major issues and concerns of foreign investors when setting up and implementing joint venture partnerships with Indonesian local partners. Participants will also learn potential strategies to effectively manage the new venture to benefit all parties involved.

*Source: Emerging Trends in Real Estate Asia Pacific 2013 survey, Urban Land Institute and PwC, November 2012.

Workshop Outline

- Indonesia towards 2015: Brief overview of Indonesia Economic and Real Estate Market Outlook
- Addressing issues and concerns for international investors on entering Indonesia's lucrative real estate sectors
- Setting up partnerships - why consider a Joint Venture?
- Indonesian Regulations & Legislations on Foreign Investment and Setting Up JV Partnerships
- Public Private Partnerships: Opportunities in Real Estate-related Infrastructures Sectors
- Taking on An Indonesian Partner: Understanding and managing cross-cultural challenges of an International JV in Indonesia; Importance of managing expectations of parties involved
- Successful Joint Ventures Partnership that works both ways: Opportunities and Pitfalls for both parties involved
- Lessons Learned from Lombok (case study of Dubai's Emaar in South Lombok)
- Mock scenario group exercise – in groups, participants will work on helping a hypothetical investor to evaluate and set up a joint venture partnership in Indonesia



About Your Workshop Leader

Ade Putra Rusly

Managing Director, **Duta Rapira Consulting**; and, Chairman, **Jakarta Institute of Real Estate and Urban Development**

Ade Putra Rusly is the Managing Director of Duta Rapira Consulting, a Jakarta-based real estate strategic consulting firm and the Chairman of Jakarta Institute of Real Estate and Urban Development. Mr. Rusly is responsible for setting up real estate development and investment projects, developing strategic partnerships, handling marketing and business development, and conducting project feasibility studies and planning. An architect as well as real estate specialist, Mr. Rusly started his career as a Designer before joining real estate industries. He has 19 years of experience and expertise in various residential high-rise and commercial project, infrastructures and township, hospitality, industrial estates, and mixed-used development projects in Indonesia. Mr. Rusly enjoys travelling to Europe, Southeast Asia, Singapore, Hong Kong, Korea and Middle East regions, meeting clients and investors interested in entering the Indonesian real estate market as well as producing real estate market reports and analysis on emerging Real Estate trends in Asia Pacific regions.

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