Cityscape Global Conference
Reshaping the industry
10 September 2017, Conrad Dubai

MARKET OVERVIEW

09:00 Arrival and Morning Refreshments

10:00 Cityscape Welcome Address

\textbf{Wouter Molman, Cityscape Group Director, Informa Exhibitions}

10:05 Opening Remarks

\textbf{Richard Dean, Journalist and Host, Dubai Eye’s The Business Breakfast Show}

10:10 Keynote Presentation

\textbf{The regulatory landscape: Innovation, initiatives and investment roadmap}

\textbf{H.E. Marwan Bin Ghalita, CEO, Real Estate Regulatory Agency, Dubai Land Department}

10:30 Keynote Presentation

\textbf{Connect, create, innovate: Taking the Expo 2020 Dubai mission forward}

- Expo 2020 Dubai’s site has been planned as a collaborative business and residential hub with a long-term future
- Continuing the spirit of Expo 2020 as an integrated community of creators, learners, innovators and entrepreneurs
- Find out how Expo’s ambitious legacy plans are already being delivered and the opportunities available

\textbf{Marjan Faraidooni, Senior Vice President, Legacy Development and Impact, Expo 2020}

10:50 Keynote Presentation

\textbf{Dubai Blockchain strategy 2020: Progress, future plans, implementation and impact}

\textbf{H.E. Wesam Al Abbas Lootah, CEO, Smart Dubai}

11:10 Economic Overview Presentation

\textbf{The new world order’s perspective and impact on the global market}

\textbf{Anita Yadav, Head of Fixed Income Research, Emirates NBD}

11:30 Exclusive Presentation

\textbf{Healthcare: An emerging real estate asset class}

- Scale and number of new healthcare facilities required over the next 5 years
- Which are the fastest growing markets across the MENA region (UAE, Saudi or Egypt)?
- Why healthcare is attractive to real estate investors
- Why more developers and contractors are pitching for work in the healthcare sector
- Challenges and constraints in keeping pace with increased demand

\textbf{Craig Plumb, Head of Research, JLL}

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11:50 IWBI Presentation
Paul Scialla, Founder, International WELL Building Institute

12:00 Investor Sentiment Exclusive Presentation
Understanding the investor mindset: Building spaces with your future investor in mind
Kailash Nagdev, Managing Director, YouGov

12:20 Presentation
Innovative Solutions in Mega Projects
- Out-of-the-box approaches to effectively and efficiently deliver high-value projects
- Multidisciplinary solutions to mega projects, including sustainable design, innovative technologies and creative results-oriented collaborations
- Examples for communities, industrial cities and integrated infrastructure projects with air, sea and surface transportation systems
John Achari, Vice President and Director of Master Planning and Architecture, Parsons

12:40 Market Leaders’ Academy
Project funding: The dawn of a new era
- The changes in funding conditions from pre Q3 2014 to now – what is the contrast and what does this mean?
- What are the most frequently used forms of real estate development funding and what are the trends?
- Contractor finance and other equity options
- Is export credit a realistic tool for property development and can it work?
- Looking at the loan structures of today and how they operate
Moderated by Chris Seymour, Regional Development Director & Head of Markets MESA, Mott MacDonald
Panellists:
Cyril Lincoln, Head, Real Estate, Abu Dhabi Commercial Bank
Russell Dallas, Group Practice Leader Project Finance, Mott MacDonald
More speakers to be announced

13:20 A Tête à Tête with...Naguib Sawiris, Executive Chairman, OTMT Investments
Gain valuable insight into the world of international investment and development in this once in a lifetime live interview session with Naguib Sawiris. An international business guru, ranked number 460 on the Forbes Billionaires List, and an outspoken commentator on world politics and events, Mr. Sawiris is well known for his forays in the world of telecommunication and media, but is also Director of Gemini Global Development, a company undertaking high-end real estate developments in various prime locations around the world.

13:40 Lunch and networking reception
Programme resumes at 14:30

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<tr>
<th>Time</th>
<th>THE REAL ESTATE BROKERS Programme</th>
<th>Room C&amp;D</th>
<th>ARCHITECTURE Programme</th>
<th>Room A&amp;B</th>
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<td>14:30</td>
<td><strong>Opening Remarks</strong>&lt;br&gt;Mario Volpi, Chief Sales Officer, Kensington Properties</td>
<td>14:30</td>
<td><strong>Opening Remarks</strong>&lt;br&gt;Raya Ani, President, American Institute of Architects Middle East, UAE &amp; USA</td>
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<td>14:40</td>
<td><strong>Keynote Presentation and Q&amp;A</strong>&lt;br&gt;&lt;br&gt;&lt;br&gt;<strong>Insights: How the regulatory authority is enabling growth in the real estate segment</strong>&lt;br&gt;- Latest updates in the legal framework for real estate&lt;br&gt;- Impact these new initiatives have in developing the real estate sector&lt;br&gt;- How DLD and RERA are finding solutions for problems faced by the industry&lt;br&gt;<strong>Ali Abdulla Al Ali, Director, Real Estate Licensing Department</strong>&lt;br&gt;<strong>Samer Nashawati, Lead Software Engineer, Emirates Real Estate Solutions</strong></td>
<td>14:40</td>
<td><strong>Breaking through the boundaries</strong>&lt;br&gt;- Introducing the legacy&lt;br&gt;- The essence is in the design&lt;br&gt;- Liberating the design process&lt;br&gt;<strong>Tariq Khayyat, Head of Region, Zaha Hadid Architects, UAE</strong>&lt;br&gt;Joining the office in 2005, Tariq has been involved in as well as lead a number of the office’s high profile projects in the Middle East and Asia. Tariq was awarded his Master of Architecture with honours from the Design Research Laboratory of the Architectural Association School, London in 2005. He is a frequent guest lecturer and jury member in the UK, UAE, Cyprus, and Jordan.</td>
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<td>15:00</td>
<td><strong>Presentation</strong>&lt;br&gt;<strong>Blockchain: Digitally rebuilding the real estate industry</strong>&lt;br&gt;The Dubai Blockchain Strategy, that was launched by His Highness Sheikh Hamdan Bin Mohammad Bin Rashid Al Maktoum in October 2016, establishes a roadmap for the introduction of Blockchain technology for Dubai and the creation of an open platform to share the technology with cities across the globe. Blockchain technology is a new, powerful tool that is already shaping the future of the Internet with safe and secure transactions. What does this mean for businesses in the Middle East?</td>
<td>15:00</td>
<td><strong>The chaotic architectural design process: anything but Cartesian</strong>&lt;br&gt;- There are no rules&lt;br&gt;- There is no ideal solution&lt;br&gt;- Judging values can be extremely subjective&lt;br&gt;- Excellent solutions can be diametrically opposed&lt;br&gt;<strong>Carlos Ott, Founder, Carlos Ott Architects, Uruguay &amp; Canada</strong>&lt;br&gt;Recognized internationally as one of the leading design Architects, Carlos Ott has been awarded several international prizes and awards of merit, including several International Property Awards and Prix d’Excellence Awards in Architecture and Design.</td>
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<td>15:10</td>
<td><strong>Panel discussion</strong>&lt;br&gt;<strong>Opportunities and challenges of blockchain: The digital revolution in real estate</strong>&lt;br&gt;- Blockchain offers a new way of property purchasing, conveyancing, escrow and crowdfunding&lt;br&gt;- Which blockchain has the best security and functionality for real estate?&lt;br&gt;- How can blockchain improve practices and what are its limitations?&lt;br&gt;<strong>Mohammed Shael Al Saadi, CEO, Department of Economic Development Khalifa Alzeraim Alsuwaidi, CEO &amp; Board Member, Emirates Real Estate Solutions</strong></td>
<td>15:10</td>
<td><strong>Designing for designers: A framework for creativity</strong>&lt;br&gt;- Creating sustainable places for up and coming designers&lt;br&gt;- How is architecture inhabited?&lt;br&gt;- Dubai’s future as a global design hub&lt;br&gt;<strong>Dara Towhidi, Partner, Foster and Partners, UK</strong>&lt;br&gt;Dara Towhidi oversees the Foster + Partners Dubai office and several projects in the region. He joined the practice in 1997, after gaining First Class Honours from Bartlett School of Architecture. Dara has successfully led diverse projects internationally, including Kamakura House in Japan, Bund Financial Centre in Shanghai, the Index tower in Dubai, the Zayed National Museum in Abu Dhabi and more recently the winning competition entry for the D3 Creative Community in</td>
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### Panel Discussion
#### VAT: It’s almost here! The impact on real estate transactions in UAE
- Why was VAT introduced and who is affected by it?
- The different types of properties VAT is applicable on and how will it be implemented
- Impact on real estate spending and value of sales

**Speakers:**
- **David Stevens, Partner, Ernst & Young**
- **Dounia Fadi, CEO, MD Properties**
- **Christoph Engels, COO, Kensington Exclusive Properties**
- **Philip Corfield-Smith, Partner, Pinsent Masons LLP**
- **Tim Rose, Head of Real Estate, Emirates NBD**

### Panel Discussion
#### Managing the intricate architect developer relationship: The Rosemont Hotel and Residences, Curio Collection operated by Hilton case study
- Introducing the Rosemont Hotel and Residences
- Creating destination projects regardless of location
- Getting involved; when and to what extent
- The architect’s role in the project’s marketing, operation and advertisement
- Considerations to ensure plans become reality
- Walking the fine line between creating a buzz and maximising returns on a project

**Speakers:**
- **Carlos Khneisser, VP Development – MENA and Turkey, Hilton, UAE**
- **Dr. DJ Armin, Managing Partner, ZAS Architects, UAE**

### Presentation
#### Cracking the code to successful real estate marketing
- Why putting your clients at the heart of your business strategy results in greater impact?
- Work with what you’ve got. Hacks that will help you work smarter and more efficiently
- Everyone is marketing. How can you and your properties stand out?
- Intelligent ways to spend fractions of typical budgets for greater impact along with more measurable results

**Speaker:**
- **Ann Boothello, Product Marketing Manager, Dubizzle**

### Presentation
#### Hatching: Creating natural life in a desert
- The process of working with concrete and water
- The mystic of water in architecture
- Architecture in special zones

**Speaker:**
- **Fernando Menis, Founder, Menis Architects, Spain**
  - Throughout his 40 years of acclaimed experience, Menis has designed a wide variety of typologies. His practice stands out for a respectful integration of the buildings in their context, the innovative use of traditional materials and creative recycling, the rotund expression while keeping their commitment to the clients' needs and budget.

### In Conversation with...
- **Tariq Khayyat, Head of Region, Zaha Hadid Architects, UAE**
- **Carlos Ott, Founder, Carlos Ott Architects, Uruguay & Canada**
- **Dara Towhidi, Partner, Foster and Partners, UK**
- **Fernando Menis, Founder, Menis Architects, Spain**

### End of Conference
- **Afternoon Coffee and Networking Reception**