

Friday 6 August @ Hilton Sydney



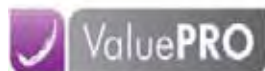
46th *Kiparra* *Day*



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46th Kiparra Day

Conference Program

<p>MC</p> 	<p>Philip Western FAPI, NSW Valuer General</p>
<p>8.00am Reception Open</p>	
<p>8.30am</p>  	<p>Welcome Institute News Robert Hecek FAPI, API NSW President</p> <p>Nick McDonald Crowley FAPI, API National President</p>
<p>8.40am</p> 	<p>Session One: <i>Keynote Address: Living with a Two-Speed Economy</i></p> <p>There are strong indications that Australia will experience a two-speed economy in coming years. That is, mining states are likely to do well at the expense of other regions. If this does occur, there are wide-ranging implications for regions, the job market and interest rate settings. How likely is a two-speed economy and how will you be affected?</p> <p>Craig James, Chief Equities Economist, Global Equities Research, Commsec</p>
<p>9.40am</p> 	<p>Session Two: <i>Is this recovery real or a false dawn? How does Sydney & Australian property shape up in a nervous world?</i></p> <ul style="list-style-type: none"> • Sydney and Australia's commercial property markets appear to be leading the world in recovery • Will the Sovereign debt issues emerging in Europe and the nervousness surrounding this situation de-rail the local recovery? • Outlook for Sydney and Australian commercial property markets in the context of a fragile global context <p>Kevin Stanley AAPI, Executive Director - Global Research & Consulting, CB Richard Ellis</p>
<p>10.40am Morning Tea</p>	
<p>11.10am</p>   	<p>Session Three: <i>Property Investment Vehicles – The Post GFC Landscape</i></p> <p>Moderator: Glenn Riley FAPI, Senior Portfolio Manager – Real Assets, Australian Reward Investment Alliance</p> <p>Real Estate Investment Trusts</p> <ul style="list-style-type: none"> • The current disconnect between the physical market and REIT pricing • Current positioning, acquisition appetite and capacity to acquire • Performance outlook <p>Rob Stanton, REIT Analyst - Australian Equities, J.P. Morgan</p> <p>Wholesale Property Funds</p> <ul style="list-style-type: none"> • Evolution of investor requirements • Lessons learned and the changing face of the funds landscape • The outlook for investor capital flows and fund performance <p>Robert Hattersley, Global Chief Investment Officer, Lend Lease Investment Management</p> <p>Retail Property Syndicates</p> <ul style="list-style-type: none"> • Sector overview and recent experience • State of play – recapitalisation, distributions and redemptions • How will the sector evolve? <p>Matthew Burrows, Chief Executive, The Denison Group</p>

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12.50pm		<p>Lunch</p> <p>Guest Speaker Brendan Cannon, Development Manager, Charter Hall</p> <p><i>Prior to joining Charter Hall, Brendan is well known for his contribution to Australian Rugby Union, representing Australia with 42 Test Caps and has played 106 games in total for the Super 12/14 Series. He is also a Fox Sports Commentator and Daily Telegraph Columnist.</i></p>
2.20pm	 	<p>Session Four: The Australian Investment Market in a Global Context</p> <ul style="list-style-type: none"> • Global capital movements • The current investor profile • Key considerations for off-shore investor's • Where are we heading? <p>Agents Perspective Simon Storry, Director – International Investments, Jones Lang LaSalle</p> <p>Investors Perspective</p> <ul style="list-style-type: none"> • How does the Australian investment market compare to International markets? <p>Ian Mackie, Head of Private Equity - Asia Pacific, LaSalle Investment Management</p>
3.20pm	 	<p>Session Five: Sydney's Growing Pains</p> <p>Unpacking the colourful story of Sydney's residential development in the last decade, and examining the supply and demand in a national and international context</p> <ul style="list-style-type: none"> • Dynamics of a slowdown of new dwelling construction against the backdrop of sustained demand • Not just a Sydney metro problem – a look at regional NSW • What does it mean for housing affordability and for 'living' affordability? • Capital city comparisons and planning for growth with metro strategies – what role and what effect? • The Big Sydney – is it real? <p>Stephanie Barker, Associate Director, Urbis Toby Adams, Research Manager, Urbis</p>
4.05pm	  	<p>Session Six : Bank & Insurer Requirements for Valuation Reports</p> <p>Banks Perspective</p> <ul style="list-style-type: none"> • What do banks look for and want to see in a Commercial, Industrial, Residential valuation report? <p>Andy Balzan FAPI, Managing Director & Head of Property, NAB Institutional Banking</p> <p>Security Risk - what do mortgage insurers seek to understand from a valuation?</p> <ul style="list-style-type: none"> • Location Risk • Property Risk • Comparable Sales • Environmental Risk • Valuation Risk <p>Stephen Campbell, Head of Credit Risk Management, QBE LMI</p> <p>Valuers Perspective</p> <ul style="list-style-type: none"> • Clear Instruction from the Bank and guarantee of payment • Timely access to all relevant information • Support in managing customer expectations <p>Graham Waters AAPI, Managing Director, Herron Todd White</p>
4.50pm	Conference Close	
4.55pm - 5.55pm	Cocktail Party	

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Craig James, Chief Equities Economist - Global Equities Research, Commsec

Craig's current role is Chief Economist, Commonwealth Securities, interpreting 'big picture' economic and financial trends for customers, clients and staff. Previously, he was Chief Economist at Colonial and worked at the Australian Financial Review as a senior writer. As well as providing presentations to staff and clients and commentaries on financial and economic trends, he appears regularly in the electronic and print media. Craig has worked in banking, finance and journalism for almost 30 years.

Kevin Stanley AAPI, Executive Director – Global Research & Consulting, CB Richard Ellis

Kevin Stanley is Executive Director of CBRE's Global Research and Consulting business line for the Pacific Region. He's a member of CBRE's Global Research Executive Committee and a member of the company's Senior Leadership Board in the Pacific Region.

He oversees the company's annual research program across all commercial property sectors. This includes primary research studies, the publication of MarketView reports, forecast modelling, database design and development and consulting assignments. He leads a team of 24 researchers.

Rob Stanton, REIT Analyst - Australian Equities, J.P. Morgan

Rob Stanton joined J.P. Morgan as a REIT analyst in 2007, and leads a team covering the Australian property sector. Prior to this, he spent seven years in a similar role at Macquarie Bank.

The REIT team has consistently been highly rated in major institutional surveys and is currently ranked #1 for REIT coverage in the major institutional surveys.

Rob's career began in the direct property markets, where he was employed for 7 years by Lend Lease, in roles that included development finance and development management.

Robert Hattersley, Global Chief Investment Officer Investment Management, Lend Lease; Director, Lend Lease Real Estate Investments Limited

Rob joined Lend Lease in 2000 and was appointed to his current role as Global Chief Investment Officer, Investment Management, in June 2005. Rob is responsible for managing capital relationships across the Lend Lease Group and its JV partners. This includes working closely with regional heads on delivery of business plans.

Rob has been involved in the real estate and funds management industry for over 20 years, including 12 years with the Mirvac Group where he was Director of Investments.

Matthew Burrows, Chief Executive, The Denison Group

As CEO and founder, Matthew drives all facets of The Denison Group. While focusing on strategic planning and investor relations Matthew also leverages his wealth of experience in commercial, industrial and residential property acquisitions, project management and tenant advisory services.

Matthew has lead The Denison Group to acquire over \$100 million in funds under management. He is also responsible for the attainment of the company's mission and business growth and for building and developing a team that fits within the goals and objectives of the business and its investors.

Simon Storry, Director – International Investments, Jones Lang LaSalle

Simon is responsible for inbound capital to Australia, working closely with off-shore buyer groups in conjunction with the International Capital Group and Asian Capital Markets Group.

Simon has over 15 years experience in the commercial property industry having worked predominantly in valuations, leasing, funds management and capital transactions.

Simon recommenced employment with Jones Lang LaSalle in November 2008, having spent the last seven years with the Dexis Property Group where he was responsible for capital transactions across all sectors in the Australian market.

Ian Mackie, Head of Private Equity - Asia Pacific, LaSalle Investment Management

Ian joined the Jones Lang LaSalle group in 1978, and is currently Head of Private Equity (Asia Pacific) for LaSalle Investment Management in Asia, based in Singapore. In addition, Ian is President of the LaSalle Asia Recovery Fund, the LaSalle Japan Logistics Funds I and II, and the LaSalle Asia Opportunity Funds II and III. The value of the assets of these Funds has increased substantially and the total gross value of the assets of all three Funds is approximately US\$10 billion.

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Stephanie Barker, Associate Director, *Urbis*

Stephanie Barker is an Associate Director at Urbis who specialises in greenfield land release and complex strategic planning advice. In a prior role (with the NSW government) Stephanie oversaw the delivery of Sydney's greenfield housing supply strategy and project managed the North West and South West Growth Centres structure planning process.

Toby Adams, Research Manager, *Urbis*

Toby Adams is a Research Manager at Urbis who specialises in housing and urban development research. He has undertaken a wide range of strategic land use studies and small area population projections as well as authoring residential land release plans for metropolitan Melbourne and Perth.

Andrew Balzan FAPI, Managing Director & Head of Property, *NAB Institutional Banking*

Andrew has been with NAB for over 25 years and has extensive experience in structuring property finance transactions, managing client relationships and leading teams of property finance and risk professionals across Australia.

Current role, based in Sydney, entails responsibility for the Institutional Banking Property business which involves arranging and structuring investment and development finance transactions to listed and unlisted institutional clients and large privates, as well as providing the full suite of associated corporate finance products and services.

Stephen Campbell, Head of Credit Risk Management, *QBE LMI*

Stephen is responsible for all operational aspects of credit risk management at QBE LMI, including credit policy review and development, long term portfolio performance monitoring and reporting and quality assurance programme design and implementation.

Stephen joined QBE LMI in 2005 as Manager LMI Credit Risk. He has over 25 years experience in financial services and the accounting profession in Australia and is a Chartered Accountant (CA) and a member of the Financial Services Institute of Australia.

Graham Waters AAPI, Managing Director, *Herron Todd White*

Graham is an associate member of the API and Managing Director of the Sydney, Canberra & Wollongong offices of Herron Todd White.

Graham has worked in the property industry for 25 years, initially selling residential property and for the last 20 years as a valuer, the past 7 years in Sydney. He has seasoned property experience across all asset classes, with recent focus on the retail sector, providing property advice to a broad range of clients.

Event Details

Date: Friday 6 August 2010
Time: 8.30am - 5.00pm
Reception Open: 8.00am
Venue: Hilton Hotel, Level 3, 488 George Street, Sydney

API CPD Points: 6
OFT CPD Points: 12 (Office of Fair Trading Property Stock & Business Agents Act 2002 CPD Learning Category 2, Topic 8)

Event Prices

Fee: (All prices are GST Inclusive)
Early Bird Member (Cut-off-date: 23 July) \$395
Member: \$425
Non Member: \$650
API Student/Retired Member: \$225

Speakers' Profiles



REGISTRATION FORM AND TAX INVOICE

Registration Details

First Name

Last Name

Position

Organisation

Business Address

Post Code

Email Address

Business Phone Number

Business Fax Number

OFT Property Stock & Business Agents Act CPD: for recognition please complete

Licence Number

Certificate Number

Registration Fee (All prices are GST Inclusive)

Early Bird Member (Cut-off-date 23/07): \$395 Member: \$425 Non Member: \$650 API Student / Retired Member: \$225

Payment Details

MasterCard VISA AMEX Money Order or Cheque (Payable to API)

Card Number

Expiry Date

Card Holder's Name

Card Holder's Signature

Amount

Date

Conditions of Registration

Substitutions of participants may be made at any time without additional cost. No refund will be made for cancellations received less than 7 days prior to the event date. **Cancellation of a registration must be received in writing. Only individual members of the API will be charged the Member rate.**

I have read and commit to API's Conditions of Registration above and assume liability for payment of the above registration/s (Registrations will not proceed unless below section is completed)

Name (Please print clearly)

Signature

- Please tick for email confirmation (confirmation will only be forwarded if email address is provided)
 I wish to have my name, company & business telephone number printed on delegate list for distribution to other delegates at the event

Please return completed registration with payment to Fax (02) 9299 1490 OR register online at www.nsw.api.org.au

This form constitutes a Tax Invoice for the purposes of billing. You should retain a copy for your records. All prices are GST Inclusive. ABN: 49 007 505 866

Australian Property Institute (NSW Division) ABN 49 007 505 866 Level 3, 60 York Street, Sydney NSW 2000
Tel (02) 9299 1811 Fax (02) 9299 1490 Email: api@nsw.api.org.au Website www.nsw.api.org.au