



In partnership with:

Industry sponsors:



CONFERENCE DAY 1
Monday 24 September

08:30-09:00 – Registration and coffee for sponsors and delegates

09:00 **Welcome and Organiser's introductory remarks**
Richard Ireland, Managing Director, **Clarion Events Asia**

09:05 **Welcome and Chairman's opening remarks**
Amran Nukman, Chairman, **Real Estat Indonesia (DPD DKI)**

09:10 **Keynote Address: Overview of the real estate industry in Indonesia**
Soelaeman Soemawinata, Chairman, **Real Estat Indonesia (DPP REI)**

09:30 **Keynote Address: Attracting FDI in Indonesia's real estate sector**

- Success story of FDI in Indonesia real estate – What makes the sector attractive to investors?
- FDI role in Indonesia real estate development – How to identify the investment opportunity in underdeveloped areas?
- BKPM strategies & policies to help investors – What investor-friendly policies are in place to attract more investors in the real estate sector? How is BKPM helping existing investors in the sector?

Fritz Horas Silalahi, Director – Services and Zone Planning, **BKPM**

10:00 **Keynote Industry Address: Key investment opportunities in Indonesia's real estate sector and innovative ways to finance new projects**

- Industry outlook – opportunities outside Jakarta and outside Java
- Option to raise capital – Considerations when raising capital within/outside conventional vehicles. How far away are we from relying more heavily on unconventional vehicles? Can unconventional vehicles help you develop a competitive edge and improve growth?
- Identifying investors – How to identify prospective investors on domestic and international scene?

Andy Bratamihardja, Managing Director, **Mandiri Sekuritas**

10:30-11:00 – Networking coffee break for sponsors and delegates

11:00 **Leaders panel: What role does real estate have in Indonesia's economic development and what are the developer's options for future growth?**

- Sector focus, geographical focus – what are the best options offering the best returns
Partnership opportunities

Speaker enquiries: Radhi Aditya, Project Manager, PT Adhouse Clarion Events: radhi@adhouseclarionevents.com



- Financing options – equity, debt, local, foreign

Confirmed speakers:

- **Ferdinand Sadeli**, Executive Director & Chief Financial Officer, **Sinarmas Land**
- **Indaryanto**, Finance Director, **PP Property Tbk**
- **Olivia Surodjo**, Chief Financial Officer, **Metropolitan Land**
- **Paul Christian**, Director, **Agung Podomoro Land**
- **Moderator: Andy Bratamihardja**, Managing Director, **Mandiri Sekuritas**

12:30-14:00 - Networking lunch for sponsors and delegates

14:00 Investors panel: How do investors rate the Indonesian real estate sector – strengths, weaknesses and opportunities?

- What are the best investment strategies for the investors in the tightly-held Indonesia/Jakarta Market?
- Where are the preferred market entrance strategies – direct or indirect?
- What is the current state of real estate opportunities in Indonesia? What sectors are most attractive to investors? What area are the most promising?
- How to identify the most profitable and the most diversified real estate investment products in Indonesia?

Confirmed speakers:

- **Bill Cheng**, Director, **Brewin Mesa Pte. Ltd.**
- **Shirley Tan**, Chief Executive Officer, **Rajawali Property Group**
- **Suwito**, Chief Executive Officer, **Republik Capital**
- **Moderator: Cendy Hadiputranto**, Head – Business Development, **Mandiri Manajemen Investasi**

15:30-16:00 – Networking coffee break for sponsors and delegates

16:00 Panel discussion: Direct investment opportunities through co-development and working with partners

- How to identify prospective partners and projects in Indonesia's real estate market?
- What is the most valuable vehicle to establish a partnership with domestic partners?
- Which asset classes give safest yet most valuable ROI? What factors should be considered when analysing ROI?

Confirmed speakers:

- **Nobuya Ichiki**, President Director, **PT. Sayana Integra Properti**
- **Peter Chan**, Chief Executive Officer, **The Haven Group**
- **Runita Kesumaramdhani**, Head - Investment and Research, **Diener Syz Real Estate**
- **Sami Miettinen**, President Director, **PT. Mitra Sindo Sukses - Modernland Realty Tbk**
- **Timothy Chang**, President Director, **Kingland Avenue**
- **Moderator: Eddy Leks**, Managing Partner, **Leks & Co.**

17:30 END OF CONFERENCE DAY 1

Speaker enquiries: Radhi Aditya, Project Manager, PT Adhouse Clarion Events: radhi@adhouseclarionevents.com

CONFERENCE DAY 2
Tuesday 25 September

08:30-09:00 – Registration and coffee for sponsors and delegates

09:00 **Welcome and Organiser’s introductory remarks**
Radhi Aditya, Conference Manager, **Adhouse Clarion Events**

09:10 **Case study: An infrastructure-led “Sukses” story: LRT City**

- What is the role of the private sector in the national development plan?
- How to position PPPs to take advantage of the infrastructure development?
- How to assess the commercial value of PPPs?

Amrozi Hamidi, President Director, **PT. Adhi Commuter Properti**

09:50 **The effect of international and national infrastructure programmes on investment in the real estate sector**

- OBOR programme overview – what is expected to be the vision for Indonesia and its impact on the national economy?
- How will the national infrastructure development plan complement this growth and contribute to closing the infrastructure gap?
- What will be the impact on the real estate sector?

Bayu Wirawan, SVP – Investment Department, **Indonesia Infrastructure Finance**

10:30-11:00 – Networking coffee break for sponsors and delegates

11:00 **Panel: Raising capital through both equity and debt – pathways and preparations required**

- Looking for more efficient sources of capital – is being listed easier?
- IPOs, REITS, local, foreign – what are all the options?
- What does success look like for a real estate company listing on IDX? What is the impact on companies’ reputation, access, and capacity?
- Where is the best market to list? What considerations should be kept in mind when deciding where to list?
- Further capital through debt – currency, product, size, ratings

Confirmed speakers:

- **Indaryanto**, Finance Director, **PP Property Tbk**
- **Arvin Fibrianto Iskandar**, Managing Director, **Perdana Gapuraprima Tbk**
- **William Liusudarso**, President Director, **Easton Urban Kapital**
- **I Made Tirthayatra**, Deputy Director – Investment Management Licensing, **OJK**
- **Moderator: Poltak Hotradero**, Senior Advisor on Economic Issues, **Indonesia Stock Exchange**

12:30-14:00 - Networking lunch for sponsors and delegates

Speaker enquiries: Radhi Aditya, Project Manager, PT Adhouse Clarion Events: radhi@adhouseclarionevents.com

14:00 Sector update: the shifting demand

- Which sectors provide the best opportunities for investors today? Which sectors are heating up?
- The comparative advantage of mixed-used development projects: Opportunities and challenges in Indonesia?
- How to seize the opportunity of Indonesia's flourishing demographic and the regional e-commerce boom?
- 17 500+ islands to choose from: where to invest to generate long term returns in hospitality sector?
- With a very tech-hungry & young population, how is Indonesia positioned to capitalize and become one of the leading IT Hubs in the region?

Confirmed speakers:

- **Agoes Soelistyo**, President Director, **Indonesian Paradise Property**
- **Benny Woenardi**, Managing Director, **Cikarang Dry Port - Jababeka Group**
- **Budi Yanto Lusli**, President Director, **Synthesis Development**
- **Nico Purnomo Po**, President Director, **Pollux Properties**
- **Moderator: Ferry Salanto**, Senior Associate Director - Research, **Colliers Indonesia**

15:30-16:00 – Networking coffee break

16:00 The Future of Buildings: Addressing the potential of Green Buildings, IoT, and Proptech in Indonesia

- Green Buildings – What is the current policy framework supporting the development of Green Buildings? What is the demand from occupiers for high quality buildings?
- IoT – What are the potential benefits of IoT for the Indonesia real estate industry? What are the barriers to adoption today?
- Proptech – Which innovations are set to disrupt the industry?

Confirmed speakers:

- **Arista Dharsono**, Head of Operations, **Diener Syz Real Estate**
- **Eric R. Hilman**, GM Facilities Management, **Siloam Hospital Group**
- **Irawan Harahap**, Digital Hub – Project Leader, **Sinar Mas Land**
- **Junita Roemawi**, Head of Citi Realty Services, **Citi Indonesia**
- **Moderator: Jan Ramos Budaya Pandia**, Head – Public Affairs, **QLUE**

17:00 END OF CONFERENCE DAY 2