

3rd annual

# Retirement Communities **WORLD** ASIA 2012

Development and  
investment for owners,  
operators and investors

16 – 18 October 2012  
The Mira, Hong Kong

created by  
**terrapinn**  
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sponsor

# 10 reasons to attend



With baby boomers moving into their retirement years and the elderly living considerably longer, there is a huge demand and market for senior living in Asia, which should pay off handsomely for property majors who start to plan for well-built and dedicated retirement communities.

Engage thought leaders and industry specialists at Asia's first and foremost retirement communities forum, where you can access timely market intelligence, evaluate strategies and gain critical insights into the regional development, investment and growth opportunities for this upcoming asset class.

- 1** Meet **over 100** senior executives, including property developers, senior living operators, capital owners, investors and healthcare providers!
- 2** Acquire the latest property trends, research findings and market insights from our comprehensive programme and industry experts.
- 3** Position your firm as the industry leader or a serious player by maintaining relationships and exploring new opportunities.
- 4** Formulate the right entry strategies and gain first-mover advantage into the evergreen senior living sector.
- 5** Identify and access the top markets and destinations for retirement community projects.
- 6** Leverage on the knowledge and expertise of industry pioneers and established operators for collaborations and joint-ventures.
- 7** Learn how to develop, design, finance and optimise operational performance for maximum returns on investment.
- 8** Generate new income streams by diversifying your property portfolio into an upcoming but lucrative sector.
- 9** With dedicated networking opportunities, you are guaranteed quality face time with your key clients and prospects.
- 10** Take advantage of our exclusive offer and **save up to US\$670 when you register by 31 August 2012!**



**View the event website on your phone!**

Scan this QR pattern with the camera on your smartphone to view the Retirement Communities website.

Don't have a QR reader app? You can download one for free from the App Store.

Don't have a smartphone? You can also visit the website on [www.terrapiinn.com/rcwasia](http://www.terrapiinn.com/rcwasia).

08:00 Registration and coffee & tea

08:45 Chairman's welcome address



**Joseph Christian**  
Asia Fellow – Ash Centre for Democratic Governance & Innovation  
Harvard Kennedy School, USA

**SENIOR LIVING IN A NEW ECONOMY**

09:00 **Keynote: The globalisation of senior living – How to better adapt, compete and profit?**



**Gregory Neeb**  
Chief Investment & Administrative Officer  
Sunrise Senior Living Inc, USA

09:30 **Panel: Challenges and opportunities in exporting senior housing models and expertise to Asia**

**Moderator:**  
**John Corcoran**, Chairman, **Russell Kennedy**, Australia  
**Panelists:**  
**Charles Marshall**, Managing Director, **Merrill Gardens**, USA  
**Kevin Ryan**, Managing Director, **Waterbrook Lifestyle Resorts**, Australia  
**Mark Spitalnik**, President & Chief Executive Officer, **China Senior Care Inc**, China  
**David Collins**, Managing Partner, **Active Living International**, USA

10:30 Morning refreshments

**MARKETS AND SEGMENTS: NORTH ASIA**

These regional case studies will enable developers, operators and investors to gain senior housing intelligence, whilst cross-examining successful projects and collaboration opportunities.

11:00 **Panel: Japan**

**Moderator:**  
**Hiroyuki Murata**, President | Professor – Smart Ageing International Research Centre | Chief Executive Officer, **Murata Associates Inc | Tohoku University | Centre for Studies on Ageing Societies**, Japan  
**Panelists:**  
**Keiichi Ohwari**, Partner & Chief Executive Officer, **KPMG Healthcare Japan Co. Ltd**, Japan  
**Hitoshi Fukumoto**, Executive Director, **Kinoshita Care Co. Ltd**, Japan  
**Etsuaki Morikawa**, President, **ORIX Living Corporation**, Japan  
**Akitoshi Yamazaki**, President & Chief Executive Officer, **HCM Corporation**, Japan

11:45 **China**



**Xi Zhiyong**  
Chairman  
**Cherish-Yearn Co. Ltd**, China

12:15 **Hong Kong**



**Patrick Tsang**  
General Manager, Planning & Development  
**Hong Kong Housing Society**, Hong Kong

12:45 Networking luncheon

**DEVELOPMENT AND PROJECT FUNDING**

14:00 **Integrating retirement communities into urban mixed-use developments**



**Justin Laboo**  
Executive General Manager, Retirement  
**AVEO Live Well | FKP Property Group**, Australia

14:30 **Funding dynamics: Debt, equity and lease options for senior housing**



**Justin Hutchens**  
President & Chief Executive Officer  
**National Health Investors Inc**, USA

15:00 Afternoon refreshments

**PARTNERSHIP MODELS**

15:30 **Evaluating government policies, subsidies and public-private partnerships for senior living**



**Hiroyuki Murata**  
President | Professor – Smart Ageing International Research Centre | Chief Executive Officer  
**Murata Associates Inc | Tohoku University | Centre for Studies on Ageing Societies**, Japan

16:00 **Pros and cons of sino-foreign collaborations versus wholly foreign owned entities**



**Dan Harris**  
Partner  
**Harris & Moure**, USA

16:30 **Panel: Partner selection and due diligence in establishing win-win joint-ventures**

**Moderator:**  
**Michael Qu**, Attorney At Law, **Co-Effort Law Office LLP**, China  
**Panelists:**  
**Jim Biggs**, Managing Director, **Honghui Senior Housing Management Consulting Co. Ltd**, China  
**Tony Wang**, Managing Director, **Belmont Village Senior Living (HK) Limited**, Hong Kong  
**Stones Tse**, Chairman & Chief Executive Officer, **Easternflair Investment & Development**, China

17:30 End of Day One followed by drinks

08:00 Coffee & tea

08:45 Chairman's opening remarks



**Benjamin Shobert**  
Founder & Managing Director  
**Rubicon Strategy Group**, USA

**INVESTMENT INSIGHTS**

09:00 **Panel: Projecting long-term returns and performance of the senior housing asset class**

**Moderator:**  
**Yvonne Li**, Founder & Chief Executive Officer, **Avantage Ventures**, Hong Kong

**Panelists:**  
**Calvin Chou**, Managing Director, **Morgan Stanley**, Hong Kong

**Scott Stewart**, Managing Partner, **Capitol Seniors Housing**, USA

**Andrew Oksner**, Managing Director, Real Estate Group, **Orion Partners**, Hong Kong

**Scott Marinchek**, Managing Director, **The Aviiid Group**, Australia

10:00 **Acquisition and expansion strategies of healthcare REITs in the senior housing space**

10:30 Morning refreshments

**MARKETS AND SEGMENTS: SOUTH ASIA**

These regional case studies will enable developers, operators and investors to gain senior housing intelligence, whilst cross-examining successful projects and collaboration opportunities.

11:00 **Thailand**



**Dr. Pattra Reakatanan**  
Managing Director  
**Golden Years Hospital**, Thailand

11:30 **Philippines**



**Marc Daubenbuechel**  
Executive Director  
**Retirement & Healthcare Coalition Inc**, Philippines

12:00 **Panel: India**

**Moderator:**  
**Matthew Cherian**, Chief Executive Officer, **HelpAge India**, India

**Panelists:**  
**V.K. Sharma**, Director & Chief Executive, **LIC Housing Finance Ltd**, India

**Hemant Bahri**, Managing Director, **Bahri Group**, India

**Achal Sridharan**, Managing Director, **Covai Property**, India

**Mansoor Dalal**, Chairman & Managing Director, **Oasis Senior Commune**, India

**M. Murali**, Managing Director, **Shriram Properties Limited**, India

13:00 Networking luncheon

**OPERATIONAL EXCELLENCE**

14:00 **Strategies and business models for senior living development and asset management**



**Jonathan Gooding**  
Chief Executive  
**Retirement Villages Ltd**, United Kingdom

14:30 **Panel: Building and operating retirement communities in Asia – What are the risks, resources and expertise involved?**

**Moderator:**  
**David Lane**, Principal | Director, Business Development, **Thomson Adsett**, Australia

**Panelists:**  
**Christopher Alberti**, Co-Founder & Board Member | Founder & Managing Director, **Cascade Healthcare | Taconic Alliance LLC**, China

**Song Wei**, Chief Executive Officer – Senior Living Group, **VcanLand Group**, China

**Alma Goodwinis**, Director & Chief Executive Officer, **Life Care Residences**, Philippines

**Ankur Gupta**, Joint Managing Director, **Ashiana Housing Ltd**, India

**Cheang Kok Kheong**, Chief Executive Officer, **Frasers Centrepoint Homes**, Singapore

15:30 Afternoon refreshments

**SERVICE INNOVATION**

16:00 **Case Study: Providing quality senior care with enhanced technology and healthcare options**



**Paul Gregersen**  
Managing Director  
**Bupa Care Services**, Australia

16:30 **Best practices in senior living resident and wellness programmes**



**Nieves Murray**  
Chief Executive  
**IRT Group**, Australia

17:00 **Specifications and standards in facilities planning and value creation**



**Nick Sanderson**  
Chief Executive Officer  
**Audley Retirement Villages Ltd**, United Kingdom

17:30 Close of conference

# RCW conference and workshops

## Workshop One

Tuesday 16 October 2012

### Developing affordable senior housing and service strategies

#### Objective

With increasing market demand but volatile economic conditions, there remains a need for affordable and quality senior housing in Asia. What then are the required expertise, resources and practical know-how? How should risks, operations and growth be managed?

- 09:00** Registration and coffee & tea
- 10:00** Case studies of successful Western senior housing and service models
- 10:30** Barriers to implementing affordable senior housing and service programmes in Asia
- 11:00** Creating new long-term elderly care choices
- 11:30** Refreshment break
- 11:45** Applied research, due diligence and evaluation processes
- 12:15** Forging successful partnerships among housing sponsors, developers and community service providers
- 12:45** Q&A
- 13:00** Networking luncheon

#### Your workshop leaders



**Mabel Chau**  
Chief Executive Officer  
**Mabel Chau Consultancy**,  
Hong Kong



**David Collins**  
Managing Partner  
**Active Living International**, USA

## Workshop Two

Tuesday 16 October 2012

### Planning and designing senior living communities in Asia

#### Objective

Creating attractive and functional environments that appeal to the wants and needs of tomorrow's senior market is both an art and science. What best practices in building and architecture can be adopted and which design elements will enhance value for residents?

- 14:00** Understanding target markets and expanding environments for ageing in place
- 14:30** Feasibility studies, site planning and schematic design in the Asian context
- 15:00** Mitigating code, regulatory and capital constraints
- 15:30** Refreshment break
- 15:45** Repositioning, refurbishing and remodelling of retirement communities
- 16:15** Future-focused models: Going 'green' and integrating smart technology to boost marketability
- 16:45** Q&A
- 17:00** End of workshop

#### Your workshop leaders



**David Lane**  
Principal | Director, Business  
Development  
**Thomson Adsett**, Australia



**Patrick Ong**  
Principal  
**Thomson Adsett**, Australia

# GET involved AND make it HAPPEN

A focused, targeted and exceptional platform for anyone seeking an audience with Asia's senior living industry players!

Over 40 thought leaders sharing best practices and success stories.

Ample networking activities to set up key meetings with industry leaders.

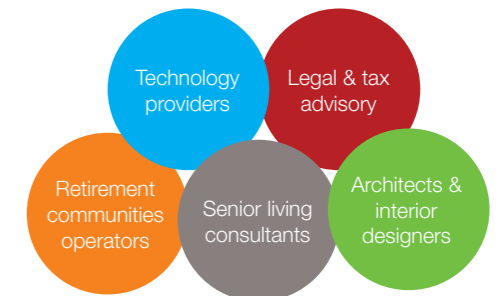
Nobody disputes the demand and exponential growth in this sector – Now is the time for you to capitalise!

Come meet and be seen and heard by your industry peers.

### Who should attend



### Who should sponsor



### Endorsing partners



### Media partners



### contact

Don't leave meeting the decision-makers to chance. Contact attendees before, during and after the event using our Online Contact System!

### Why sponsor?

Gain thought leadership advantage by contributing meaningfully to the conference agenda

Raise the profile of your company and create brand awareness

Be at the front-of-mind of your prospects when opportunities arise

Be seen as the leading consultant, legal or design specialist in the senior living sector

Fast track your sales cycle by networking with the decision-makers first

### 1 to 1 targeted meetings

Get individual face time with your prospective decision-makers. Pre-qualified and pre-arranged meetings can be organised to ensure you achieve the best networking opportunities onsite!

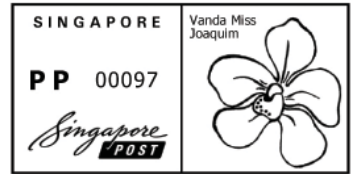
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## Standard Packages

		31 August 2012	28 September 2012	16 October 2012
<b>3 day pass</b> (Workshops + 2-day conference)	Register before	US\$3,015 <b>SAVE US\$670</b>	US\$3,350 <b>SAVE US\$335</b>	US\$3,685
		<b>2 day pass</b> (2-day conference only)	Register before	31 August 2012
		US\$2,670 <b>SAVE US\$590</b>	US\$2,965 <b>SAVE US\$295</b>	US\$3,260

Remember to quote voucher code 171692M1 when booking to get the exclusive price



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