

# Global Property Outlook 2017: Finding the Opportunities

A joint PwC and APREA event – Seminar and networking session

Wednesday, 15 February 2017 | 3.30pm – 7.00pm | Level 7, PWC Building



## About the speakers



### **Natalie Breen, PwC Legal International Pte. Ltd. (a licensed Foreign Law Practice)**

*Partner, Real Estate Legal Leader*

Natalie is a Partner of the newly founded PwC Legal International Pte Ltd (a licensed Foreign Law Practice) in Singapore. She joins the practice from Norton Rose Fulbright Singapore office where she led the firm's cross-border real estate capability in Asia Pacific since July 2011. Previous experience includes over 10 years in senior in-house legal roles at one of Australia's largest REITs and at a prominent Australian investment management firm. Prior to that, Natalie was a senior associate at the firm now known as King & Wood Mallesons. Natalie has extensive experience advising her Asia-based clients on cross-border real estate transactions, both within the Asia-Pacific region and off-shore markets including Australia and Europe. Natalie's clients include REITs, global pension funds, multinationals, developers and family offices.



### **Teo Wee Hwee, PwC Singapore**

*Partner, Real Estate & Hospitality Tax Leader, Fund Structuring & International Tax*

Teo Hwee is PwC Singapore's Real Estate Tax Leader specialising in the area of fund structuring, REIT and tax minimisation strategies for real estate and infrastructure investments across Asia Pacific. He has been with the firm for more than 18 years and has advised clients on cross-border transactions including countries such as Australia, China, India, Singapore, Thailand, Japan, Korea, Malaysia, etc. He is a frequent speaker on real estate tax-related topics and has spoken at several workshops and seminars organised by the Asia Pacific Real Estate Associations, the National University of Singapore and the Real Estate Developers Association of Singapore. Teo Hwee is an Accredited Tax Advisor, the highest level of qualification issued by the Singapore Institute of Accredited Tax Professionals.



### **Peter Verwer, Asia Pacific Real Estate Association Limited (APREA)**

*Chief Executive*

Peter Verwer is chief executive of APREA - the Asia Pacific Real Estate Association - which represents companies operating in the world's fastest growing investment property marketplace. APREA works with national governments to open-up new real asset markets and to expand existing ones. APREA also helps members connect to exciting business opportunities. As well as pursuing its core business of advocacy and public affairs, APREA delivers investor interface, market intelligence, learning and networking services. Peter's current policy priorities are securing 'state of the art' REITs across Asia, cross-border fund passport regimes and international tax modernisation, along with economic development and sustainability.



### **Sian Fenner, Oxford Economics**

*Senior Asia Economist*

Sian Fenner is Senior Asian Economist at Oxford Economics, where she is responsible for forecasting and monitoring a number of economies including Australia, Singapore, Indonesia, Malaysia and Thailand as well as commodity prices. She is also responsible for a number of consulting projects, including modelling risk scenarios as part of some leading banks' regulatory requirements, forecasting shipping freight rates and building a bespoke coal price model. She has worked on a number of economic impact studies including one for the Airport Express Industry in the UK. Sian's prior experience includes being lead emerging market economist at Lloyds Bank and an economist at the Australian Federal Treasury. Sian graduated from La Trobe University with a BA in Portuguese and BEco in Econometrics. She was awarded a scholarship for her postgraduate Economics honours year, where she received a first class award.



### **Neil Brookes, Knight Frank**

*Head of Capital Markets, Asia Pacific*

Neil is based in Singapore and heads up the Capital Markets business for Knight Frank in Asia Pacific, with primary responsibility for undertaking the sale of major assets to investors in the Asia Pacific Region. Neil has 15 years of international real estate experience within Europe and Asia Pacific, and has been responsible for major cross border transactions totalling over US\$7.5bn, comprising both in-bound capital from Asia and outbound capital from Europe. Neil works closely with the Knight Frank teams in the US, UK, Europe and Australia to source the most aggressive Asian buyers for those markets and has recently completed sales to Fosun (China), Nan Fung (Hong Kong), Mirae (Korea), Cathay Life (Taiwan), Mapletree (Singapore) and EPF (Malaysia), amongst others. Neil holds a property economics degree from Oxford Brookes University, is a member of the RICS and a graduate of the Australian Securities Institute (Diploma of Applied Finance and Investment), giving him a sound understanding of the financial markets, and specifically property related capital raising and fund structuring.