

# Programme

**WEDNESDAY, 3 OCTOBER 2007**

9:00 – 9:40

## Opening Remarks

9:40 – 10:15

## Lessons from the Future: The Future is a Matter of Choice, Not Chance

Consumer culture, technology and business – we know what the world was like in the 1960s and 1970s, but what does the future hold in the next 30 years? In this warp-speed world it is no longer sufficient to learn from experience – we must learn to learn from the future! World renowned futurist, Wolfgang Grulke, will take us on a roller coaster ride from the culture of the 1960s and 1970s, the so-called “Age of Aquarius” – and the attitudes, products and companies it spawned – to the potential scenarios of the next three decades. What could we have learned about the future back then? Why did we miss some of the most important new developments such as the personal computer and the impact of the mobile phone? And learning from perfect hindsight, what can we realistically predict for the 2020s and beyond?

SPEAKER



**WOLFGANG GRULKE**

CEO

FutureWorld

Parklands, South Africa

10:30 – 11:00

## Coffee Break within Exhibition

11:00 – 11:45

## Opposites Distract: Methodical Management Meets Myopic Media

Successfully managing a government or business requires designing and delivering upon a long-term strategy. Successfully reporting on these enterprises requires “out reporting” the competition. Furthermore, increased delivery mechanisms and a “24/7” ubiquity give the media an increasingly short-term perspective which may fringe on frenzy. How can this junction of method and madness be navigated to the benefit of both management and media? How can executives best communicate their enterprise’s vision and accomplishments to a media hungry for sound and video bites? How can the media see past its myopic “hot story” perspective to report on an enterprise’s long-term objectives? Alastair Campbell, Tony Blair’s former Official Spokesman, will share his insights and expertise on how to ensure that opposites do not distract; an essential for a happy union between management and the media.

SPEAKER



**ALASTAIR CAMPBELL**

Former Director of Communications  
and Strategy to Tony Blair

London, UK

11:45 – 12:15

## Shopping Centre as a Development Catalyst

The quality and accessibility of a nation’s health and educational systems are common measures of socio-economic development. Shopping

## Programme, continued

centres that provide value, convenience, choice and selection in a safe and entertaining environment, are also a key component of socio-economic progress. Their positive impact is multiplied with their contribution to employment and tax generation. Using South Africa as a case study, this session will highlight the global impact of shopping centres and their role in improving the lives of people and their communities around the world.

### SPEAKERS



#### MICHAEL NIEMIRA

Chief Economist & Director of Research  
International Council of Shopping Centers  
New York, New York, USA



#### BELINDA CLUR

Head of Research  
Old Mutual Investment Group  
Property Investments  
Cape Town, South Africa

Additional speakers to be announced.

12:15 – 13:15

### General Session

13:15 – 15:00

### Luncheon

15:00 – 16:00

### The Evolution of Entertainment... More than a Place to Shop

In the mature markets like North America, entertainment in retail projects came about through an evolutionary process (which started with a decided separation between the two activities). While there are still concerns about the competition for leasable space, as well as for consumer time and spending, in the emerging markets entertainment-anchored shopping centres are clearly the norm. In fact, what some call "shopping centres" would probably be classified as "resorts" or "amusement parks" by others. How has the retail hub morphed into something much more complex? How, when and why can entertainment add value to the customer, to the retail co-tenants and to the property investor?

### MODERATOR



#### GEOFFREY JOHN BOOTH

Former Vice President – Global Development  
Urban Land Institute  
Washington, DC, USA

### SPEAKERS



#### SULTAN AHMED BIN SULAYEM

Chairman  
Dubai World  
Dubai, UAE



#### WILLIAM S. TAUBMAN

ICSC Trustee  
Chief Operating Officer  
Taubman Centers, Inc.  
Bloomfield Hills, Michigan, USA



#### IAN WATT

ICSC Trustee  
Executive Director  
Old Mutual Investment Group  
Property Investments  
Cape Town, South Africa

16:00 – 17:00

### Turning Green into Gold

"Sustainability", "resource conservation", "energy efficiency", "environmental sensitivity", terms normally associated with the activities of the Sierra Club, the World Wildlife Fund and Green Peace, now grace the annual reports (printed on recycled paper, of course) of many major retail real estate developers and operators. While environmentally responsible development and management are imperative for retail real estate professionals to "Make a Difference", practical experience has shown that, rather than increasing costs, investments in better design, technology and materials, as well as the adaptation of smarter operating practices, can pay off substantially. A panel of the world's foremost practitioners will share with you the alchemy (actually, the sound business practices) of turning "green" into gold.

### SPEAKERS



#### RONALD A. ALTOON, FAIA

Partner  
Altoon + Porter Architects, LLP  
Los Angeles, California, USA



#### CHRISTIAN HOCHFELD

Deputy Director  
Öko-Institut  
Berlin, Germany



#### ELSA MONTEIRO

Head of Institutional Relations, Environment  
& Communication  
Sonae Sierra  
Lisboa, Portugal



#### CHARLES ZIMMERMAN

Vice President of Prototype &  
New Format Development  
Wal-Mart Stores, Inc.  
Bentonville, Arkansas, USA

18:00 – 20:30

### Opening Reception at V&A Waterfront

## THURSDAY, 4 OCTOBER 2007

9:00 – 10:15

### Risky Business

"The greater the risk, the higher the potential return" is an accepted axiom for any investor. In the mature real estate markets, investors, especially in retail projects, have been basking in the warmth of steady returns in a relevantly risk-free environment. During these good times, many have moved their capital to the more heated, more risky, but potentially more rewarding markets in Eastern Europe, China and India. In some cases, the investment flow has been so heavy that markets have become saturated before they were even functioning markets. Now, some are starting to explore the next investment frontiers, including many places in Africa. How well understood are the mechanics of the real estate markets in these new frontiers? How high are the hurdles to doing business? What kinds of returns justify the seeming risks? A panel of leading global real estate investors ponder these questions and more to help take some of the risk out of doing business.

#### SPEAKERS



#### MIKE FLAX

Executive Director  
Madison Property Fund Managers  
Roggebaai, South Africa



#### GEORGE JAUTZE

Chairman & CEO  
ING Real Estate  
The Hague, Netherlands



#### DOUG KIRKMAN

Managing Director  
Blackstone Group  
London, UK



#### DR. SEEK NGEЕ HUAT

President  
GIC Real Estate  
Singapore

10:15 – 11:00

### Community Empowerment

As the founder and chairman of Initiative SA Investments 160 (Pty) Ltd, Philip Snyman builds world class shopping centres in rural, emerging South African communities. The best known example of Philip's success is the Mutsindo Mall, which has moved the parameters of emerging market retail in terms of gross retail sales. This feat was accomplished through genuine community involvement and empowerment. Philip has been able to replicate this success across South Africa and is developing more projects in the communities which are black empowered. In addition to shopping centre development, Initiative SA 160 (Pty) Investments purchases a 50% share of a SPAR store and passes the other 50% opportunity onto aspiring retailers. Philip

understands that to truly develop and trade in a community, there has to be mutual understanding and respect. You will enjoy learning more from Philip Snyman and his amazing work to aid in the transformation of South Africa via the retail real estate industry.

#### SPEAKER



#### PHILIP SNYMAN

Managing Director  
SPAR S.A. Group  
Pinetown, South Africa

11:00 – 11:30

### Coffee Break within Exhibition

11:30 – 12:30

### Global Warming: A Developing World Perspective

As Chairman of the Anglo American Chairman's Fund, rated as "the premier corporate social responsibility fund" in South Africa, Mr. Sunter has been at the cutting-edge of many important social and humanitarian efforts which have been critical in the emergence of the new South Africa. In the early 1980s, he authored, *The World and South Africa in the 1990s* which offered two scenarios for South Africa – the "High Road" of negotiation leading to a political settlement and the "Low Road" of confrontation leading to a civil war and a wasteland. Since that seminal report, Mr. Sunter has published thirteen books, including several best-sellers. When not writing, he has spent considerable personal time mobilizing the private sector in the war against HIV/AIDS. He is widely-respected among his peers as the South African business leader who has made the most significant contribution to best social practices and business. In 2006, Mr. Sunter facilitated a high-level working group meeting in New Delhi on global warming with participation of EU policy makers and Indian utility executives. As he has done throughout his distinguished career, Mr. Sunter has now given his mind, heart and soul to the complex issue of balancing economic growth with environmental preservation. Please join us as he presents his views on global warming from a developing world perspective.

#### SPEAKER



#### CLEM SUNTER

Chairman  
Anglo American Chairman's Fund  
Johannesburg, South Africa

12:30 – 14:00

### Lunch Roundtables

The 2007 Retail Real Estate World Summit lunch roundtable session topics will range from follow-up debates on the Summit presentations, to topics of interest, to specific regions and professional specializations.

## Programme, continued

14:00 – 15:00

### Creating Consumer Experiences

As the science of economics morphs from economies of scale to economies of choice, and as markets fragment and brand loyalty becomes ever more fleeting, all businesses must perfect the science, and the art, of the consumer experience. To maintain market share and customer loyalty, businesses must go beyond simply offering consumer products. The key to success and profitability is the creation and delivery of enjoyable and inviting consumer experiences in the pursuit of services, from shopping and banking to healthcare and communications. Share some time with Fred Dust, who as leader of IDEO's Smart Space Practice, helps companies perfect their customer's experiences through the creation and implementation of strategic and innovation goals around space and real estate. IDEO's unique multi-disciplinary approach translates insights into consumer behavior into design concepts for a broad range of industries including healthcare, education, housing, city, and urban design and, of course, retail.

SPEAKER



#### FRED DUST

Smart Space Lead  
IDEO  
San Francisco, California, USA

15:00 – 16:00

### General Session

20:30 – 24:00

### Gala Dinner at Moyo

The Summit Opening Dinner at *Moyo* (the Swahili word for soul) will satisfy the five senses with a feast of Africa's finest. The cuisine, featuring all the tastes of Africa, from Tagines in the north to Bobotie and world-class wines from the South, will be memorable. With each breath, guests will relish in a heady bouquet of fragrant spices and herbs. Live music will provide an exhilarating acoustic element. Plus, guests will be able to see and to touch the mosaics, the copper, the carved wood and the cowrie shells of Africa's varied and complex handicrafts. And the sixth sense, the sense of anticipation, will be rewarded with the entire experience, which will make it seem as if you have been brought to another world.

## FRIDAY, 5 OCTOBER 2007

9:30 – 10:30

### Managing Diversity: The Challenge of the 21st Century

With the Cold War fading into memory, most conflicts in the new millennium arise out of religious, ethnic and cultural differences. Recognizing these complex causes of instability and bloodshed, F.W. de Klerk shares his Nobel-Prize winning experiences in the important lessons of negotiation, the

management of change, and the exercise of leadership that led to the peaceful end of apartheid under his leadership. Focusing on the calculated risks and occasional leaps of faith involved in reaching agreements for enduring peace and prosperity, Mr. de Klerk offers insights into how his success can be replicated into any organization's business model.

SPEAKER



#### HONOURABLE FREDERIK WILLEM DE KLERK

Former President  
Nobel-Prize Winner  
Cape Town, South Africa

10:30 – 11:00

### Coffee Break within Exhibition

11:30 – 12:30

### 21st Century Retailers

The retail landscape seems increasingly dominated by very large, very broad and very deep players. Yet, across the globe, there are still incredibly innovative and entrepreneurial retailers whose concepts and execution promise to make them world-class retailers. Share the passion and gauge the future with the leaders of these growing companies who may soon be in a shopping centre near you, no matter where you are.

MODERATOR



#### JOHN STRACHAN

Global Head of Retail  
Cushman & Wakefield  
London, UK

SPEAKERS



#### PETER LAU

President & CEO  
Giordano International  
Hong Kong



#### JORGE VERGARA

President  
Omnilife  
Zapopan, México



#### JI XIAO-AN

Chairman of the Board  
Beijing Hualian Group  
Beijing, China

Additional speakers to be announced.

12:30 – 14:00

### Closing Lunch