



# the ageing of aquarius II

retirement living conference

Sheraton Mirage Gold Coast  
19-21 October

**Secure your  
place at this  
year's premiere  
retirement  
property summit**

Retirement living is the fastest growing property investment sector. But can it survive the credit crunch?

The key trends shaping the retirement living sector are explored in the **Ageing of Aquarius II** conference.

Sponsor



For event details:  
[www.propertycouncil.com.au/retirement](http://www.propertycouncil.com.au/retirement)

For sponsorship  
opportunities contact:  
**Anne Roberts**  
on 02 9033 1900 or  
[aroberts@propertyoz.com.au](mailto:aroberts@propertyoz.com.au)

Key topics to be explored include:

- + Market overviews – National, North America and NZ
- + Sector supply & demand
- + The credit crunch and the role of debt
- + Sales & marketing
- + Property development
- + Capital growth
- + Site visits to leading retirement living developments

The Voice of Leadership





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## speakers

The Property Council has gathered retirement living experts from around the world to present at The Ageing of Aquarius II, including:



**Keynote speaker**  
**Robert Ezer**  
Strategic Adviser  
Chatwell Seniors Housing REIT  
Canada

Robert Ezer is a strategic adviser to Chartwell Seniors Housing REIT, a listed Canadian group he co-founded in 2003. He is also president of the private Spectrum Seniors Housing Development Corporation, Canada's largest developer in the seniors housing sector.



**Keynote speaker**  
**Richard Davis**  
Chief Executive Officer  
Sanctuary Residences Limited

Richard Davis has been Chief Executive of Sanctuary Residences Ltd since its inception in 2007. Sanctuary recently completed an equity raising with Equity International investing NZ\$45m and positioning the company very well for continued growth. Sanctuary intends to expand in Australia by acquiring existing villages.

## what you need to know

**Registration:** Earlybird registrations MUST be paid prior to 19 September 2008 to remain eligible for the earlybird rate, otherwise they will be charged at the Full Registration fee and an invoice will be raised in the amount of the full rate. Registrations MUST be paid prior to the event, or a \$220 late fee will be applicable.

**Changed Plans:** No registration cancellation will be considered unless made in writing. Cancellations received before 19 September 2008 will incur a \$350 cancellation fee. NO refunds will be made after this date. As an alternative to cancellation, your registration can be transferred to another person without penalty. The Secretariat must be advised in writing of any transfers no later than 13 October 2008.

**Accommodation:** Accommodation has been reserved at the Sheraton Mirage Gold Coast. Discounted rates are available when booking with your registration via the Secretariat. A credit card number MUST accompany registrations to secure your accommodation booking.

**What do I wear?** Relax and enjoy your time on the Gold Coast. There is a 'no tie' policy at this conference, with the official dress code being smart casual.

**Visit** [www.propertycouncil.com.au/retirement](http://www.propertycouncil.com.au/retirement) for further details and to register ONLINE.

## industry experts



**Mark Bindon**  
Director  
The Oak Tree Group



**Paul Campbell**  
Aged Care Property Projects Administrator  
The Salvation Army



**Roger Klem**  
National Agency Director,  
Health Care & Retirement Living  
Colliers International



**Arthur Koumoukelis**  
Partner  
Health & Aged Care  
Gadens Lawyers



**Michael Matusik**  
Founder, Director  
Matusik Property Insights



**Peter McMullen**  
National Director,  
Health & Aged Care Services  
Jones Lang LaSalle



**John McNamara**  
Associate Director  
Retirement Living  
Suncorp



**Ian Muir**  
CEO  
ING Real Estate Community Living Group



**David Payne**  
General Manager  
Retirement By Design



**John Wood**  
Founding Director  
National Lifestyle Villages



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## program

### Sunday 19 October 2008

6.00pm - 7.30pm **Welcome Reception**  
Sheraton Mirage, Gold Coast

### Monday 20 October 2008

8.45am - 9.00am **Welcome**

9.00am - 9.40am **Keynote address**

+ Robert Ezer - Strategic Advisor, Chartwell Seniors Housing REIT

9.40am - 10.10am **Is supply meeting demand or missing the mark?**

Presentation of research by Jones Lang LaSalle.  
+ Peter McMullen, Jones Lang LaSalle

10.10am - 10.45am **Morning Tea**

10.45am - 11.45am **Market outlook**

Michael Matusik examines the state of the residential property market and its impact on retirement living. Followed by a moderated panel session.  
+ Roger Klem, Colliers International (moderator)  
+ Mark Bindon, The Oak Tree Group  
+ Todd Johnson, Eklipse  
+ Michael Matusik, Matusik Property Insights  
+ David Payne, Retirement By Design

11.45am - 12.30pm **Credit squeeze and the role of debt**

What are the new boundaries for acceptable levels of debt, and where do facility terms for construction and finance begin and end? This session provides the answers.

+ John McNamara, Suncorp  
+ Ian Muir, ING  
+ John Perry, Macquarie Bank

12.30pm - 1.45pm **Lunch**

1.45pm - 2.45pm **Case study - lessons to be learned**

The Salvation Army's Paul Campbell presents a case study on the redevelopment of a Collaroy Beach asset. Followed by a moderated panel session.

+ Paul Campbell, Salvation Army  
+ Arthur Koumoukelis, Gadens Lawyers  
+ David Lane, Thomson Adsett

2.45pm - 3.25pm **Sales & marketing - the winning formula**

How to reverse the fortunes of a flagging asset by finding the value proposition. This session details how to reposition a property, pitch the product better, educate buyers and boost sales.

+ Gill Walker, Evergreen Marketing Communications (moderator)  
+ Karen Mattingley, Aevum

3.25pm - 3.45pm **Afternoon tea**

3.45pm - 5.00pm **The development model**

How have sensitivities on margins and changes to valuation models affected development feasibilities? This session explores the new limitations of acceptable profit margins and IRRs, for both not-for-profit and for-profit operators.

+ Nick Carter, BankWest  
+ Tony Massaro, Stockland  
+ Trevor Ratcliff, ARV

7.00pm - 10.30pm **Conference Dinner**

One ticket included with full event registration – pre-booking is **essential** to reserve your place. Additional tickets can be purchased for day delegates and partners.

### Tuesday 21 October 2008

9.00am - 10.15am **Sustainability - running the green light**  
Everyone understands green development is a necessity, but how will the changing political climate affect current and future projects? This session also explores the effects of ESD on risk management and design.

+ Ken Morrison, Property Council of Australia (moderator)  
+ Derek Pitt, Woodhead  
+ John Wood, National Lifestyle Villages

10.15am - 11.00am **Morning tea**

11.00am - 11.40am **Keynote address - New Zealand market overview**

+ Richard Davis, CEO Sanctuary Residences Ltd (NZ), details the state of play for New Zealand's retirement living market.

11.40am - 12.40pm **Hot topics**

An interactive session to summarise and debate the key issues and hottest topics raised over the summit's past two days.

12.40pm **Lunch\***

1.15pm **Site visits (optional):**

+ Harbour Quays, Biggera Waters  
+ Grande Pacific Lifestyle Resort

Site visit places are strictly limited – pre-booking is essential. Please indicate your attendance on your registration form.

#### Harbour Quays

Petrac

Ideally located on a Gold Coast canal, Harbour Quays will be the first Gracious Retirement Community constructed. Petrac's plan is for a four storey building, with a mix of 125 one, two and three bedroom apartments, with construction anticipated to commence in August 2008.

[www.petrac.com.au/Developments/Retirement/HarbourQuays.aspx](http://www.petrac.com.au/Developments/Retirement/HarbourQuays.aspx)

#### Grande Pacific

City Pacific / David Cherry Developers / Teak Capital (Asia)

Grande Pacific's inaugural ILC project now under construction is the \$70 million, 25 storey Grande Pacific Broadwater at Southport featuring 116 apartments. Around 200 apartments are planned for The Grand Pacific Imperial at Labrador.

[www.grandepacific.com.au](http://www.grandepacific.com.au)

#### Sponsor



# Registration form

Please print in BLOCK CAPITALS and complete all relevant sections.  
Use ONE form per person. This form may be photocopied as required.



## Section A Personal Details

Title (Mr/Ms/Mrs/Miss/Dr)	First name	Surname	
Position	Organisation		
Postal Address			
Suburb/Town	State	Postcode	Country
Telephone (Work)	(Mobile)		
Facsimile	Email		
Name for Lapel Badge			
Please note any special dietary, medical or other requirements:			

## Section B Registration Fees (All costs are GST inclusive)

EARLY BIRD REGISTRATION CLOSING ON 19 SEPTEMBER 2008  
REGISTRATION CLOSING ON 15 OCTOBER 2008

Please tick the appropriate box

Property Council of Australia Member  Non Member

Registration Type	Members	Non members
Early Bird Registration	<input type="checkbox"/> \$1,255	<input type="checkbox"/> \$1,540
Early Bird Group Registration *3 or more registered <b>together</b> as a group	<input type="checkbox"/> \$1,004	<input type="checkbox"/> \$1,232
Full Delegate	<input type="checkbox"/> \$1,395	<input type="checkbox"/> \$1,705
Full Group Registration *3 or more registered <b>together</b> as a group	<input type="checkbox"/> \$1,116	<input type="checkbox"/> \$1,364
Day Delegate (Monday)	<input type="checkbox"/> \$990	<input type="checkbox"/> \$1,110
Day Delegate (Tuesday)	<input type="checkbox"/> \$990	<input type="checkbox"/> \$1,110

Sub Total: Registration Fees: \$

**Fee payment:** Earlybird Registrations must be paid prior to 19 September, 2008 to be eligible for the Earlybird rate, otherwise they will be charged at the FULL registration fee and an invoice will be raised the amount of the full rate.

Registration fees must be paid prior to 17 October, 2008. After this date, registration MUST be made on-site at the Ageing of Aquarius II registration desk, with an additional \$220.00 late fee applicable. Registration fees paid by cheque should be made payable to: "Property Council of Australia". Do NOT pay by EFT.

## Section C Social Program (All costs are GST inclusive)

Please indicate on this form your desire to attend these functions. Additional tickets for day delegates or partners not registered for full companions program may be purchased if required.

Welcome Reception (Sunday)	Cost Inclusive	Attendance <input type="checkbox"/> Yes <input type="checkbox"/> No
I also require <b>Additional</b> Tickets	\$77 each	No. tickets
Conference Dinner (Monday)	Inclusive	<input type="checkbox"/> Yes <input type="checkbox"/> No
I also require <b>Additional</b> Tickets	\$165 each	attendees

Name of Guest/s

Sub Total: Special Event Fees: \$

## Section D Site Inspections

Tuesday 21st October from 12:45pm

Please select one of the following site inspection tours

Harbour Keys  Grand Pacific  Eco Village

**Site visit places are strictly limited – pre-booking is essential**

**Privacy** The Property Council of Australia is collecting your personal information to register you for Ageing of Aquarius II. This information will be provided to the hotel you have requested so that we can process your booking. We will also include your name, position and organisation on our delegate list, if you do not wish to be included on the delegate list we ask that you notify us by ticking this box . In addition, your name, position, organisation and mailing address may also be provided to our sponsors. If you do not wish this information to be given please notify us by ticking this box

## Section E Payment Summary

Section B: \$

Section C: \$

TOTAL PAYMENT ENCLOSED: \$

My cheque is attached made payable to 'Property Council of Australia'

Please debit my credit card:

Amex  Diners  MasterCard  Visa

Exp Date /

Card No.

Name on Card

Signature

## Section F Accommodation – Reserved by credit card ONLY

Rates quoted per room per night (room only):

Preferred Room Layout:  Single  Twin  Double

Room preference:  Non-smoking  Smoking

Sheraton Mirage Guest Room \$235.00

Sheraton Mirage Suite \$520.00

Arrival / Departure

Arrival Date: Time:

Departure Date: Time:

Accommodation confirmation – will be forwarded to your hotel. A Credit Card number is required to confirm your booking. Cheques are not accepted.

Amex  Diners  MasterCard  Visa

Exp Date /

Card No.

Name on Card

Signature

**Cancellation Policy** No registration cancellations will be considered unless made in writing. Cancellations received before 19 September 2008 will incur a \$350 cancellation fee. NO REFUNDS will be made after this date. As an alternative to cancellation, your registration may be transferred to another person without penalty. The Secretariat must be advised, in writing, of any transfers by 15 October 2008.

Please return registration form with payment as soon as possible to: **2008 Retirement Living Conference**

**PO Box 12563 George St Post Shop, BRISBANE QLD 4003** Phone **07 3210 1646** Fax **07 3210 1606** Email **events@hievents.com.au**

**Tax Invoice** – A tax invoice will be issued on receipt of payment ABN 13 008 474 422