

ULI Mission: The Urban Land Institute provides leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

ULI is an independent global nonprofit supported by members representing the entire spectrum of real estate development and land use disciplines.

Integrated Development Council Meeting #3

Tuesday, 27 August 2019

PwC's offices at Marina One, East Tower, Level 12
7 Straits View, Singapore 018936

Product Council Leadership

Co-Chair: [Augustine Tan](#), Executive Director, Property Services Division, Far East Organization

Co-Chair: [Cheng Hsing Yao](#), Group Managing Director, GuocoLand Singapore

Vice Chair: [Gerald Yong](#), Senior Vice President, Head of Business Development and Investments, City Developments Limited

Vice Chair: [Ng Hsueh Ling](#), Managing Director, Singapore and CIO, Asia, Lendlease

Agenda

OFFSITE

12:00pm – 12:45pm Funan Tour

Join us for a developer-led tour of the newly refurbished Funan Integrated Development hosted by Chris Chong, Managing Director of CapitalLand Retail.

Onsite contact for tour : Michelle Wong (9365 6240) or Pauline Oh (9650 3048)

Meeting location : In front of Superdry, #01-06, level 1, Funan (near North Bridge Road entrance)
107 North Bridge Road

Council members and guests are provided transportation after the tour to Marina One.

1:00pm – 2.30pm Networking Lunch and Registration

2.30pm – 2:45pm Co-Chairs' Welcoming Remarks/Introductions/General Announcements/Business Session

- Review of ULI Priorities & Council Member Expectations (see back page of agenda)
- Introduction of Members and Guests

Case Study Presentations

Mixed use development case studies covering building history, innovative approaches, lessons learned in the development process and the results

2.45pm – 3.45pm Redevelopment of Funan Mall

With a total gross floor area of approximately 889,000 sq ft, the Funan integrated development comprises a retail mall, two office towers and a serviced residence. The new integrated development is located in the heart of Singapore's civic district, where it is envisioned to serve as a technology-enabled hub with experiential concepts that includes retail, entertainment, leisure, wellness, dining, offices, co-working and co-living environments. It is the first commercial building in Singapore to allow cycling through the building with dedicated indoor cycling path and home to a 5,000 square foot rooftop urban garden, the largest in the CBD.

Co-Speakers: [Ronald Tay](#), Chief Executive Officer, CapitalLand Singapore, Malaysia & Indonesia
[Chris Chong](#), Managing Director, CapitalLand Retail



3.45pm – 4:00pm **Break**

4.00pm – 4.45pm **How Commercial Developers Are Preparing for the Realities of Net Zero**

With the majority of countries and investors committed to reducing greenhouse gases 80% by 2050, developers are developing strategies to make their buildings net-zero carbon – through deep energy efficiency improvements and integrated renewable energy. This session will share some case studies of buildings that have already achieved net zero carbon, and how they have made these investments pay off with lower vacancies, higher rents, and an increased asset value for their buildings.

- ❖ Making net zero work in construction: Sharp development, California, USA
- ❖ Making net zero work at the district scale: Barangaroo, Sydney Australia
- ❖ Making net zero work for mixed use: Boulder Commons, Morgan Creek Ventures, Colorado USA
- ❖ Making net zero work in China

Speaker: [Billy Grayson](#), Executive Director, Center for Sustainability and Economic Performance, Urban Land Institute

4.45pm – 5:15pm **Wrap Up and Discussion**

Fellow council members will share their experiences and discuss issues facing the complex development process. Join us in a healthy roundtable discussion about the challenges and solutions facing our industry. Come prepared to discuss your experiences with real examples.

Moderator: [Cheng Hsing Yao](#), Group Managing Director, GuocoLand Singapore



Council Member Expectations

Council membership is a privilege desired by many ULI members and the value of the Council experience is determined by the quality and participation of its members. Each Council member is therefore expected to be a committed participant of the Council, contributing as much value to the Council experience as they take home.

OPEN, HONEST, SPECIFIC INFORMATION AND EXPERIENCE:

Come to Council meetings ready to participate openly and honestly with specific, detailed information and experience from your current real estate practice.

CONFIDENTIALITY:

Everything discussed within a Council is kept completely confidential by all Council members. This is the foundation that makes open and honest sharing of detailed information and experience possible. Violation of confidentiality will result in immediate expulsion from your Council.

REAL DEALS, REAL NUMBERS:

The key to truly valuable interaction between the Council members is the sharing of real deals and real numbers, as well as successes and lessons learned.

ATTEND EVERY MEETING:

Each Council member has been chosen for the value that their unique background and experience brings to the Council. Missing a Council meeting or part of a Council meeting reduces the value for every other member of your Council. Your empty seat could easily be filled by someone else who has value to bring to the table.

RESPECT FOR OTHERS:

Help make discussions productive and high value by engaging your fellow council members respectfully with your most relevant information and experience.

NO SELF PROMOTION:

Council members are all highly successful real estate professionals. Self-promotion and pitching do not add value for your fellow council members. Keep your presentations and discussions aimed at delivering real take home value for your peers, not your business.

NO CELL PHONES:

It should go without saying that you cannot be fully engaged in your council while checking your email. Most Councils have breaks designed to allow members to check in and stay connected a few times during the day.

RECRUIT THE BEST AND BRIGHTEST:

Council members often come into contact with new leaders in the industry—both ULI members and non-ULI members—with exciting new products, ideas and best practices that will add greatly to the value of their Council. Bring these new leaders as guests to ULI Singapore meetings and work with your Council leadership to help them become future members of ULI and your Council.

PARTICIPATE IN ULI AND ULI LEADERSHIP:

Council members are expected to be active participants in ULI's mission of providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Your involvement in ULI provides excellent opportunities to network and to learn both within and beyond the boundaries of your industry segment:

- Attend and participate at the ULI Asia Pacific Summit
- Attend and participate at ULI Singapore programmes
- Contribute to ULI publications/research

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Name	Company	Job Title	Participation
Scott Dunn	AECOM	Vice President, Southeast Asia	Council Member
Kevin Jose	Aedas	Global Principal	Council Member
Terence Seah	Benoy	Director, Head of Singapore Design Studio	Council Member
Chris Chong	CapitaLand Retail	Managing Director	Guest
Ronald Tay	CapitaLand Singapore, Malaysia & Indonesia	Chief Executive Officer	Council Member
Teng Chye Khoo	Centre for Liveable Cities	Executive Director	Guest
Peter Hyland	Cistri	Regional Director	Council Member
Gerald Yong	City Developments Limited	SVP & Head, Business Development & Investments	Council Member
Terence Tang	Colliers International	Managing Director Asia, Capital Markets & Investments	Council Member
Hui Min Chan	DP Architects	Director	Council Member
Choon Fah Ong	Edmund Tie & Co	CEO	Council Member
Augustine Tan	Far East Organization	Executive Director, Property Services Division	Council Member
Hsing Yao Cheng	GuocoLand	Group Managing Director	Council Member
Valerie Wong	GuocoLand	General Manager, Commercial	Council Member
Dr Chong Fook Loong	Housing & Development Board	Group Director (Research & Planning)	Council Member
Cindy Lim	Keppel Urban Solutions	Managing Director	Council Member
Anthony Chua	Keppel Urban Solutions	General Manager	Council Member
Hsueh Ling Ng	Lendlease	Managing Director, Singapore and CIO, Asia	Council Member
Prof Joseph Ooi	National University of Singapore	Vice Dean (Academic), SDE; Deputy Director (Development), IRES; Programme Director, GCREP	Council Member
Benett Theseira	PGIM Real Estate	Managing Director and Head of Asia Pacific	Council Member
Ker Wei Kwee	Pontiac Land Group	Senior Vice President	Council Member
Magdelene Chua	PwC	Partner	Guest
Ben Robinson	Raffles Quay Asset Management	Chief Executive Officer	Guest
Darren Sabom	SC Capital Partners	Portfolio Manager	Council Member
Eric Cheah	Union Investment Real Estate	Head of Investment Management, Asia Pacific	Council Member
Billy Grayson	Urban Land Institute	Executive Director, Center for Sustainability and Economic Performance	Guest
Teck Hee Loh	Urban Redevelopment Authority	Group Director for Land Sales and Admin	Guest
Yu-Ning Hwang	Urban Redevelopment Authority	Chief Planner and Deputy Chief Executive Officer	Council Member
Chris Panfil	WATG	Vice President, Director of Strategic Planning & Urban Design	Council Member