

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

Thursday, 21 February 2019  
Innovation Hub, Level 24, Capital Tower  
168 Robinson Road, Singapore 068192

### Product Council Leadership

Co-Chair: Augustine Tan, Executive Director, Property Services Division, Far East Organization & Immediate Past President, Real Estate Developers' Association of Singapore  
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

8:30am – 9:00am Registration & Networking

9:00am – 9:30am Co-Chairs' Welcoming Remarks/Introductions/General Announcements/Business Session

- Review of ULI Priorities & Council Member Expectations (see back page of agenda)
- Introduction of Moderators  
Ong Choon Fah, Chief Executive Officer, Edmund Tie & Company  
Blake Olafson, Managing Partner, Asia Capital Real Estate
- Introduction of Members and Guests

### **Case Study Presentations**

Developers present mixed use development case studies covering building history, innovative approaches, lessons learned in the development process and the results.

9.30am – 10.30am **Case Study 1: South Beach Singapore**  
*The South Beach mixed-use development occupies an entire city block in downtown Singapore, between the Marina Center and the Civic District. Conceived as a sustainable urban quarter, the project combines new construction with the restoration of historical buildings, and brings together places to live and work with shops, cafes, restaurants, a hotel and new public spaces. In the eight years it took to complete South Beach, the developers faced a financial crisis, a change of venture partners and a tough design brief that involved work with heritage buildings.*

Gerald Yong  
Senior Vice President, Head of Business Development and Investments, City Developments Limited

Tan Hui  
Assistant Vice President, Projects Department, Property Development Division, City Developments Limited

10:30am – 10:45am

Break

10.45am – 11.45am

**Case Study 2: Tokyo Midtown Hibiya Japan**

*Completed in March 2018, Tokyo Midtown Hibiya is a 190,000-square-meter large-scale, mixed-use development that includes office, commercial, and dining and entertainment facilities. The project was developed at the site of the former Hibiya Mitsui Building and nearby Sanshin Building, located next to the famous shopping district of Ginza and the business district of Marunouchi, adjacent to Hibiya Park, and with panoramic views out to the Imperial Palace. It is probably the most prominent new project in Tokyo, that brings together culture and business to reinvigorate the theatre district of Hibiya, Tokyo.*

Shuji Tomikawa

President & Chief Executive Officer, Mitsui Fudosan Investment Advisors, Inc.

11:45pm – 12:00pm

**Wrap Up and Discussion/Suggestions for Future Council Meetings and Programmes**

12:15pm – 1:45pm

Joint Networking Lunch with the 2019 ULI Singapore Annual Conference, Level 9, Capital Tower

## ULI 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

Scott Dunn  
AECOM  
Vice President, Southeast Asia  
*Council Member*

Kevin Jose  
Aedas  
Global Principal  
*Council Member*

Gruffudd ab Owain  
Aedas  
Executive Principal – Singapore  
*Guest*

Daniel Cerf  
ARA Trust Management (Cache) Limited  
Chief Executive Officer  
*Council Member*

Blake Olafson  
Asia Capital Real Estate  
Managing Partner  
*Guest*

Terence Seah  
Benoy  
Director, Head of Singapore Design Studio  
*Council Member*

Samuel Lim  
Caesars Entertainment  
Vice President, Hotel Development, Asia Pacific  
*Council Member*

Ronald Tay  
CapitaLand  
Chief Executive Officer, Singapore, Malaysia,  
Indonesia  
*Council Member*

Khoo Teng Chye  
Centre for Liveable Cities, Ministry of National  
Development  
Executive Director  
*Guest*

Henry Cheng  
Chongbang Group  
Chief Executive Officer  
*Guest*

Peter Hyland  
Cistri Pte Ltd  
Regional Director  
*Council Member*

Gerald Yong  
City Developments Limited  
Senior Vice President | Head, Business  
Development & Investments  
*Council Member*

Tan Hui  
City Developments Limited  
Assistant Vice President, Projects Department,  
Property Development Division  
*Guest*

Terence Tang  
Colliers International  
Managing Director, Asia, Capital Markets &  
Investments  
*Council Member*

David Faulkner  
Colliers International  
Managing Director of Valuation and Advisory  
Service  
*Guest*

Buds C. Wenceslao  
D.M. Wenceslao & Associates, Incorporated  
Chief Executive Officer  
*Guest*

Hui Min Chan  
DP Architects  
Director  
*Council Member*

Ong Choon Fah  
Edmund Tie & Company  
Chief Executive Officer  
*Council Member*

Augustine Tan  
Far East Organization  
Executive Director, Property Services Division  
*Council Member*

Cheng Hsing Yao  
GuocoLand Singapore  
Group Managing Director  
*Council Member*

Valerie Wong  
Guocoland Singapore  
General Manager, Commercial  
*Council Member*

Dr Chong Fook Loong  
Housing and Development Board  
Group Director (Research & Planning)  
*Council Member*

Dr Cheong Koon Hean  
Housing and Development Board  
Chief Executive Officer  
*Council Member*

Anthony Chua  
Keppel Urban Solutions  
General Manager  
*Council Member*

Cindy Lim  
Keppel Urban Solutions  
Managing Director  
*Council Member*

Ng Hsueh Ling  
Lendlease  
Managing Director, Singapore and  
Chief Investment Officer, Asia  
*Council Member*

Ko Iwahori  
Mitsubishi Estate Co., Ltd.  
Deputy General Manager,  
Investment Management Businesses  
*Guest*

Shuji Tomikawa  
Mitsui Fudosan Investment Advisors, Inc  
President & Chief Executive Officer  
*Guest*

Joseph Ooi  
National University of Singapore  
Professor of Real Estate  
*Guest*

Benett Theseia  
PGIM Real Estate  
Managing Director and Head of Asia Pacific  
*Council Member*

Kwee Ker Wei  
Pontiac Land Group  
Senior Vice President  
*Council Member*

Darren Sabom  
SC Capital Partners  
Portfolio Manager  
*Council Member*

Ame Engelhart  
SOM  
Director  
*Guest*

Samantha Tan  
South Beach Consortium  
General Manager  
*Guest*

Eric Cheah  
Union Investment Real Estate  
Head of Investment Management Asia Pacific  
*Council Member*

Hwang Yu-Ning  
Urban Redevelopment Authority  
Chief Planner & Deputy Chief Planner  
*Council Member*

J. Christoph Panfil  
WATG  
Vice President, Director of Strategic Planning &  
Urban Design  
*Council Member*