

# 2024 ULI HONG KONG ANNUAL CONFERENCE

Hong Kong on the Global Stage -  
Connecting the world, building our future

The **ULI Hong Kong Annual Conference** is the signature real estate event that attracts over 200 of Hong Kong's key real estate leaders, including attendees from Asia Pacific and beyond. Taking place on **23 October 2024**, this year's conference will focus on Hong Kong as a global city.

Hong Kong has long been a hub for businesses, companies, and tourists from around the world. Its unique East-meets-West culture, natural surroundings, and modern infrastructure have made it one of the most charismatic and well-loved cities globally.

In recent years, with changing global sentiment surrounding Hong Kong, the business community is eager for Hong Kong to re-establish itself as Asia's World City, reminding the world of its unique geographical location, attractive culture, outstanding economic and regulatory environment, and strengths across numerous sectors.

Join us to learn, network, share ideas and discuss the key issues and opportunities with senior, knowledgeable leaders. The conference will feature opening and closing plenary sessions covering the city and real estate, with five topical tracks for in-depth, interactive exploration: culture, sport and tourism; investment and doing business in Hong Kong; sustainability and society; future generations; and Hong Kong business expertise and knowledge.

If you're an investor, manager, developer, city leader, urban planner, designer, architect, broker or consultant working in real estate or the built environment and have an interest in Hong Kong's future, you'll want to be there!

**Date:** **Wednesday 23 October 2024**

**Time:** 8:00 AM - 7:00 PM *(including networking cocktails)*

**Venue:** 1880 SOCIAL, Level 3, Two Taikoo Place, Quarry Bay, Hong Kong

**Ticket price:** **Members HKD 2,900, Non-Members HKD 3,900**

*(Preferential pricing available for Members under 35, or in Members in the public, non-profit and academic sectors)*

**Registration and Programme Details:** <https://hongkongconference.uli.org/>

**Sponsorship Enquiries:** Jan Lee, Executive Director, ULI Hong Kong ([jan.lee@uli.org](mailto:jan.lee@uli.org))

TIME	CONFERENCE PROGRAMME															
8:00 - 9:00 AM	New Members Breakfast Event (By Invitation Only)															
8:30 - 9:00 AM	<b>Registration</b>															
9:00 - 9:15 AM	Opening Remarks from ULI and Introduction by Christine Loh															
9:15 - 9:45 AM	Opening Keynote - The Honourable Bernard Charnwut Chan, GBM, GBS, JP - Chairman and President , Asia Financial Holdings Limited															
9:45 - 10:15 AM	A Conversation between Bernard Chan and Christine Loh															
10:15 - 10:45 AM	Main Plenary - Visions of Hong Kong - The Developers Perspective															
10:45 - 11:15 AM	<b>Coffee Break</b>															
11:15 AM - 12:30 PM	(See main plenary and ideate sessions descriptions in the subsequent pages)															
	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="background-color: #1a3d4d; color: white;">IDEATE 1: Culture, Sports and Tourism</th> <th style="background-color: #c4c43d;">IDEATE 2: Investment and Doing Business</th> <th style="background-color: #76923c; color: white;">IDEATE 3: Sustainability and Society</th> <th style="background-color: #990000; color: white;">IDEATE 4: Future Generations</th> <th style="background-color: #4b3d6d; color: white;">IDEATE 5: HK Business Expertise and Knowledge</th> </tr> </thead> <tbody> <tr> <td style="background-color: #1a3d4d; color: white; vertical-align: top;"> <b>Top Down: Hong Kong's Tourism Crossroads: Unlocking the Potential</b> </td> <td style="background-color: #c4c43d; color: #c4c43d; vertical-align: top;"> <b>Hong Kong's Emergence as Global Family Office Hub</b> </td> <td style="background-color: #76923c; color: white; vertical-align: top;"> <b>The Case for Building Retrofits in Hong Kong - Overview and Case Studies</b> </td> <td style="background-color: #990000; color: white; vertical-align: top;"> <b>An Emerging Alternative Asset Class - Investment Opportunities in Housing for Students and Young Professionals</b> </td> <td style="background-color: #4b3d6d; color: white; vertical-align: top;"> <b>Hong Kong - Hub City 2.0: Optimising the Supply Chain for High Value Cargo</b> </td> </tr> <tr> <td style="background-color: #1a3d4d; color: white; vertical-align: top;"> <b>Bottom Up: Hong Kong's Tourism Crossroads: Unlocking the Potential</b> </td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	IDEATE 1: Culture, Sports and Tourism	IDEATE 2: Investment and Doing Business	IDEATE 3: Sustainability and Society	IDEATE 4: Future Generations	IDEATE 5: HK Business Expertise and Knowledge	<b>Top Down: Hong Kong's Tourism Crossroads: Unlocking the Potential</b>	<b>Hong Kong's Emergence as Global Family Office Hub</b>	<b>The Case for Building Retrofits in Hong Kong - Overview and Case Studies</b>	<b>An Emerging Alternative Asset Class - Investment Opportunities in Housing for Students and Young Professionals</b>	<b>Hong Kong - Hub City 2.0: Optimising the Supply Chain for High Value Cargo</b>	<b>Bottom Up: Hong Kong's Tourism Crossroads: Unlocking the Potential</b>				
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1:30 - 2:45 PM	<b>Exclusive Guided Tour of Taikoo Place</b>															
2:45 - 3:15 PM	<b>Coffee Break</b>															
3:15 - 3:30 PM	IDEATE Sessions Wrap-up															
3:30 - 4:15 PM	Main Plenary - A Bull vs Bear Debate - Hong Kong's Retail Market Landscape - What's Next?															
4:15 - 4:30 PM	Introducing 'Art in Place', UrbanPlan and Activating Underutilised Urban Open Spaces for Sustainability - A Bank of America Charitable Foundation Grant Project															
4:30 - 5:00 PM	Setting the Scene: Asia's World City															
5:00 - 5:30 PM	Closing Session: Fireside Chat with John Witt and Raymond Chow															
5:30 - 7:00 PM	<b>Cocktail Reception</b>															

TIME	MAIN PLENARY SESSIONS
9:15 - 9:45 AM	<p><b>OPENING KEYNOTE</b></p> <p>ULI Hong Kong is delighted to announce that Bernard Chan GBM, GBS, JP, Chairman and President of Asia Financial Holdings Limited, will be the opening keynote speaker for the ULI Hong Kong Conference on October 23, 2024.</p> <p>Bernard needs no introduction: he is a well-known and respected figure who has dedicated his career to serving Hong Kong and has been active at the most senior levels in the private sector, in government, and in the third sector, making him uniquely placed to comment on Hong Kong's future trajectory and development. The list of bodies he chairs speaks for itself in its contribution to Hong Kong's continued revitalisation, as Chairman of M+ Museum, Vice Chairman of West Kowloon Cultural District Authority, Chairman of Tai Kwun Culture &amp; Arts Co Ltd, and Chair of the Advisory Committee on Revitalizing Historical Buildings among many others.</p> <p>In his keynote address, Bernard Chan will challenge the audience and the city to embrace change emerging from crisis, and the role of the private sector in creating and capitalizing on new opportunities. His insights and perspectives are sure to spark thought-provoking discussions and inspire the audience to embrace the changes shaping Hong Kong's future.</p> <p><b>SPEAKER:</b>  <b>The Honourable Bernard Charnwut Chan, GBM, GBS, JP</b> - Chairman and President , Asia Financial Holdings Limited</p>
9:45 - 10:15 AM	<p><b>A CONVERSATION BETWEEN BERNARD CHAN AND CHRISTINE LOH</b></p> <p>Join us in this intimate conversation with Christine Loh and Bernard Chan as we dive deeper into the transformative opportunities that will shape the future of real estate in our dynamic city. So get ready to ask your questions, engage in thought-provoking discussions, gain valuable industry insights, and be inspired to kick off what will be a full day ahead!</p> <p><b>SPEAKERS:</b>  <b>The Honourable Bernard Charnwut Chan, GBM, GBS, JP</b> - Chairman and President , Asia Financial Holdings Limited  <b>Christine Loh</b> - Chief Development Strategist, Institute for the Environment, Hong Kong University of Science and Technology</p>
10:15 - 10:45 AM	<p><b>VISIONS OF HONG KONG - THE DEVELOPERS PERSPECTIVE</b></p> <p>A number of Hong Kong's leading real estate developers have expanded their focus beyond construction and leasing. They have taken a more holistic view, moving beyond buildings to take in public spaces, local amenities, and initiatives that bring residents together in order to adopt and revitalise entire neighborhoods, aiming to foster vibrant, livable communities. In this panel, hear directly from these industry leaders about their visions and approaches to placemaking and community development in the neighborhoods they shape, and the challenges they face as they look to the future.</p> <p><b>SPEAKERS:</b>  <b>Don Taylor</b> - Director, Office, Swire Properties  <b>Edwin Chan</b> - Head of Projects, New World Development  <b>Michael Smith</b> - Chief Executive, Hongkong Land  <b>Ricky Lui</b> - Executive Director &amp; COO, Hysan Development Company Limited  <b>(Moderator) Susheela Rivers</b> - Managing Partner Hong Kong and Head of Real Estate Asia Pacific, DLA Piper</p>

TIME	MAIN PLENARY SESSIONS
3:30 - 4:15 PM	<p><b>A BULL VS BEAR DEBATE - HONG KONG'S RETAIL MARKET LANDSCAPE - WHAT'S NEXT?</b></p> <p>While retail figures have rebounded after reaching historic lows in 2020 due to the pandemic, the preferences and behavior patterns of both tourists and residents have changed. The rise of "budget travel" and Gen Z's propensity to spend money on experiences rather than physical goods presents major challenges, thus vacancy rates across the city are at an all time high, with large numbers of visibly empty shop fronts.</p> <p>During our two-on-two debate session, the teams will address the following key questions:                      Is high rent killing retail?                      Can retail tourism be brought back?                      Is luxury retail the solution?                      Can budget travel revitalize the trade?                      How can Hong Kong local trade survive in the face of leakage to Shenzhen?                      Is the existing offer adequate, or does Hong Kong retail need to be re-invented?</p> <p><b>SPEAKERS:</b>  <b>Andrew Moore</b> - Head of Asia Pacific Real Estate, Schrodgers Capital  <b>Phil Kim</b> - Chairman, Jerde Partnership  <b>Tom Andrews</b> - Director and Head of Leasing and Operations, Henderson Land Development  <b>(Moderator) Sarah Cooper</b> - Managing Director &amp; Global Head of Real Estate Equity Sales, BofA Securities</p>
4:30 - 5:00 PM	<p><b>Setting the Scene: Asia's World City</b></p> <p>How did Hong Kong become "Asia's World City"? The fascinating backstory takes us back to the early 2000s, a time when Hong Kong was grappling with the aftermath of the Asian financial crisis and the uncertainties of the post-handover era. It was during this period that a team of branding experts and government officials set out to redefine Brand Hong Kong. Through the Asia's World City brand, they aimed to capture the essence of Hong Kong – a place where the old and the new, the local and the global, coexist in a delicate balance, creating a unique and irresistible draw for businesses, investors, and visitors alike. It was a bold and strategic move that has helped to cement Hong Kong's reputation as one of the most vibrant and influential cities in Asia and the world. Hear from one of the original progenitors and other branding experts to discuss the genesis of Asia's World City, its relevance to today and how it can be revitalised for the future.</p> <p><b>SPEAKERS:</b>  <b>Jonathan Cummings</b> - President, APAC, Landor  <b>Jeremy Sheldon</b> - Chair, The British Chamber of Commerce in Hong Kong</p>
5:00 - 5:30 PM	<p><b>CLOSING SESSION: FIRESIDE CHAT WITH JOHN WITT AND RAYMOND CHOW</b></p> <p><b>SPEAKERS:</b>  <b>John Witt</b> - Group Managing Director, Jardine Matheson Holdings Limited  <b>Raymond Chow</b> - Board of Ocean Park Hong Kong</p>

# IDEATE 1: Culture, Sports and Tourism



<p>11:15 - 11:50 AM</p>	<p><b>TOP DOWN: HONG KONG'S TOURISM CROSSROADS: UNLOCKING THE POTENTIAL</b></p> <p>Long considered Asia's vibrant hub, Hong Kong's tourism industry finds itself at a pivotal moment. As even locals seek more attractive offerings across the border, the city is hard-pressed to step up its game and draw in regional and global visitors.</p> <p>The path forward requires bold vision and calculated investments. In a challenging market environment, what initiatives would be able to deliver tangible results? Are there existing resources that need to be leveraged better or are major investments needed? What will Hong Kong's tourism industry in 2030 look like and who can help us get there?</p> <p><b>SPEAKERS:</b>  <b>Girish Jhunjhunwala</b> - Founder &amp; Executive Chairman, Ovolo Hotels  <b>Ming Chen</b> - Group Chief Properties Development Officer, The Hongkong and Shanghai Hotels  <b>Stuart Bailey</b> - Chairman, Hong Kong Exhibition and Convention Industry Association (HKECIA)  <b>(Moderator) Dan Voellm</b> - CEO &amp; Founder, AP Hospitality Advisors</p>
<p>11:55 AM - 12:30 PM</p>	<p><b>BOTTOM UP: HONG KONG'S TOURISM CROSSROADS: UNLOCKING THE POTENTIAL</b></p> <p>A decrease in high-spending tourists and residents has strained revenues and placed operators in a bind. In addition, talent shortages, high rents and cost surges have squeezed margins. How can operators navigate these challenges and thrive?</p> <p>What are the formulas that ensure survival? What new concepts can thrive and what locations – old and new – provide the greater rewards? Are there opportunities for bold moves or do uncertainties stymie innovation? Hear directly from those on the frontline pushing to succeed.</p> <p><b>SPEAKERS:</b>  <b>Angelica Leung</b> - Head of Consumer Products, Invest Hong Kong  <b>Yuki Yamamoto</b> - Founder CEO &amp; Managing Director, istyle Retail (Hong Kong) Co., Limited.</p>
<p>1:30 - 2:05 PM</p>	<p><b>HONG KONG: THE THRIVING CULTURAL HUB OF ASIA - NAVIGATING FUTURE OPPORTUNITIES</b></p> <p>Join this insightful panel discussion where we explore Hong Kong's emergence as a premier cultural hub in Asia—an evolution that balances East and West, old and new. Our panel will examine the strategic steps Hong Kong can take to strengthen its leadership in the global art and cultural scene.</p> <p>With events like the Art Basel signaling its vital role in the global art market, Hong Kong attracts thousands of visitors and hundreds of galleries annually. This panel will discuss how ongoing initiatives, such as major auction houses' spring auctions and the inaugural Hong Kong Pop Culture Festival, are set to bolster its reputation further.</p> <p>Engage with industry leaders and cultural visionaries as we discuss how Hong Kong can continue to set benchmarks in cultural excellence.</p> <p><b>SPEAKERS:</b>  <b>Angelle Siyang-Le</b> - Director, Art Basel Hong Kong  <b>Francis Belin</b> - President, Christie's Asia Pacific  <b>Dr. Gillian Choa</b> - Director, The Hong Kong Academy for Performing Arts  <b>Mike Hill</b> - Managing Director and Co-Founder, Clockenflap Festivals Ltd  <b>(Moderator) Chris Law</b> - Founding Director, the Oval Partnership</p>
<p>2:05 - 2:45 PM</p>	<p><b>ELEVATING HONG KONG: STRATEGIC INITIATIVES FOR SPORTS TOURISM &amp; MEGA EVENTS</b></p> <p>Despite its potential, HK struggles to attract large scale sporting events. Is this due to gaps in infrastructure, a lack of strategic initiatives or other factors?</p> <p>In this session, industry leaders will address the pressing challenges facing sports tourism in the city, delving into the economic benefits of mega events and the urgent need for collaboration between the tourism and sports sectors.</p> <p>Discover innovative strategies to revitalize Hong Kong's sports landscape and position the city as a premier destination for sports tourism.</p> <p><b>SPEAKERS:</b>  <b>Brett Free</b> - Independent Director, Hong Kong China Rugby  <b>John Sharkey</b> - Project Director, Kai Tak Sports Park, New World Development</p>

# IDEATE 2: Investment and Doing Business



11:15 AM - 12:15 PM

## HONG KONG'S EMERGENCE AS GLOBAL FAMILY OFFICE HUB

Hong Kong is growing in prominence as a global hub for ultra-high-net-worth (UHNW) individuals and their family offices, and is already home to over 2,700 single-family offices managing between USD 10million to USD 100 million of assets. This places Hong Kong alongside other renowned family office hubs such as Shanghai, Singapore, Dubai, and Sydney.

This surge in Hong Kong's family office ecosystem translates into significant real estate opportunities for investors and developers. As more UHNW individuals and family offices establish a presence in the city, the demand for high-end residential properties, luxury office spaces, and specialized family office facilities is expected to increase.

Join us as we hear directly from family office owners about their reasons for choosing Hong Kong, as well as the specific challenges and opportunities they see in this thriving market.

### SPEAKERS:

**Benjamin Liang** - Executive Director, Magusta

**Christophe Lee** - Managing Director, Sun Hung Kai & Co. Limited

**Mary Chiu** - CEO & Founder, Blackhorn Group

**(Moderator) Reeves Yan** - Executive Director, Head of Capital Markets Hong Kong, CBRE

1:30 - 2:30 PM

## HONG KONG'S LEADING ROLE AS PRIVATE EQUITY HUB

Hong Kong has long been a global financial hub, attracting a strong presence of top international banks, hedge funds, and private equity (PE) firms. With over 80 of the world's 100 largest banks and 70 of the top 100 global asset managers operating in the city, Hong Kong has cemented its status as a premier destination for banking, asset management, and wealth management.

The private equity sector in Hong Kong is particularly robust, ranking second in Asia after Mainland China. Hong Kong-based PE firms manage over \$220 billion in capital, accounting for more than 15% of the region's total PE assets under management. This thriving PE industry is a testament to the city's attractive business environment and access to capital.

But why do PE firms choose Hong Kong? What do they see as the main challenges in the next 12-24 months?

Looking ahead, the Hong Kong government has identified key sectors for development: artificial intelligence and data analytics, life and health technology, fintech, advanced manufacturing, and new energy and new materials. Will these be opportunities for PE firms to drive innovation and support the creation of new business models in Hong Kong?

### SPEAKERS:

**Calvin Chou** - Managing Director, Head of Asia Pacific, Invesco Real Estate

**Christopher Heady** - Chairman of Asia Pacific and Head of Real Estate Asia, Blackstone

**Claire Tang** - Head of Greater China, Co-Chief Investment Officer Asia Pacific, LaSalle Investment Management

**John Pattar** - Partner & Head of Real Estate Asia, KKR

**(Moderator) Christine Chan** - Chief Investment Officer (Asia), Link REIT

# IDEATE 3: Sustainability and Society



	<p><b>SUSTAINABILITY - OVERVIEW</b></p> <p>As Hong Kong advances towards its 2050 carbon neutrality goals, the spotlight is on the critical role of existing building retrofits and unlocking the potential of existing assets.</p> <p>This is not a 'one-size-fits-all' endeavour - we will delve into the nuances of integrated retrofit strategies to address energy efficiency, occupant comfort, climate resilience and evolving market demands. From engineering considerations, innovative technologies, policy support to financing mechanisms, these dynamic sessions will ignite engaging conversations and provide fresh perspectives on future-proofing our built environment.</p>
11:15 AM - 12:15 PM	<p><b>THE CASE FOR BUILDING RETROFITS IN HONG KONG - OVERVIEW AND CASE STUDIES</b></p> <p>Download the state of play in retrofitting in just 60 minutes! In this intense session you will get a retrofit 101, a rapid-fire sharing of case studies, and a debriefing in small groups to narrow down this complex topic.</p> <p><b>SPEAKERS:</b> <b>(Host) Ellie Tang</b> - Director, Sustainable Investing, Fidelity International <b>(Host) Richard Wang</b> - Associate Partner, ERM</p> <p><b>Alessandro Bisagni</b> - Founder &amp; President, BEE Incorporations <b>Ethan Poon</b> - Assistant Chief Project and Maintenance Manager, MTR Corporation Limited <b>Stefano Tronci</b> - Associate Principal – Regional Sustainability Leader, Woods Bagot <b>Vimal Karpe</b> - Managing Partner, Structures, IXO Partners <b>(Summary) Bruce Chong</b> - Director – Climate, Urban Sustainability &amp; Smart City, Arup</p>
1:30 - 2:45 PM	<p><b>SCALING RETROFITS IN HONG KONG - PANEL DISCUSSION AND INTERACTIVE ROUNDTABLES</b></p> <p>We will kick start this session with a roundup of the morning breakout on retrofits in Hong Kong, followed by a panel discussion where you will hear directly from the stakeholders themselves. Then, most importantly, ULI wants to hear from you! We will conduct focused small group roundtable discussions and end the session with a sharing of key takeaways from each group.</p>

# IDEATE 4: Future Generations



<p>11:15 AM - 12:15 PM</p>	<p><b>AN EMERGING ALTERNATIVE ASSET CLASS - INVESTMENT OPPORTUNITIES IN HOUSING FOR STUDENTS AND YOUNG PROFESSIONALS</b></p> <p>Education is the keystone for developing and attracting global talent, boosting Hong Kong's competitiveness and facilitating its long-term development. With 5 of our universities placed in Asia's Top 25, Hong Kong's place as a regional education hub is set to grow. Growing demand from students and young professionals for housing, as well as a market gap in supply, mean there is an opportunity for niche investment in student housing, co-living, and multifamily assets. This session will explore these and delve into a bright spot in Hong Kong's residential market.</p> <p><b>SPEAKERS:</b> <b>(Host) Wilfred Ma</b> - Executive Director, Head of Hong Kong Investments, Phoenix Property Investors</p> <p><b>Christopher Kwok</b> - Executive Director, Sun Hung Kai Properties <b>Clay Grubb</b> - CEO, Grubb Properties <b>Laurence Tang</b> - Head of Campus Life, Centre of Development and Resources for Students, The University of Hong Kong <b>Yian Wang</b> - Director, Assistant Portfolio Manager, Head of Investments – Greater China, AEW <b>(Moderator) Hannah Jeong</b> - Executive Director, Head of Valuation &amp; Advisory Services, Hong Kong, CBRE</p>
<p>1:30 - 2:30 PM</p>	<p><b>LOOKING BACK TO MOVE FORWARD - OUR CULTURAL ZEITGEIST</b></p> <p>Join us for an inspiring and immersive IDEATE breakout track that delves into how Hong Kong's heritage can be revitalized to resonate with the next generation. Engage with local "voices of a generation," as we highlight the city's home-grown brands as well as its people, examining what it means to be a Hong Konger today. By looking back to move forward, we aim to prioritize authenticity in both the physical and cultural landscape. Together, we'll redefine cultural identity and belonging, ensuring that Hong Kong's heritage resonates with current and future generations.</p>



# IDEATE 5: HK Business Expertise and Knowledge



11:15 AM - 12:15 PM

## HONG KONG - HUB CITY 2.0: OPTIMISING THE SUPPLY CHAIN FOR HIGH VALUE CARGO

In our increasingly connected world, cities are vying to establish themselves as global hubs - the beating hearts that facilitate the flow of goods, services, and ideas around the world. These "hub cities" have become crucial command centers in the international economy, acting as vital nodes in the complex networks of modern trade and commerce. But in recent years, Hong Kong's traditional shipping industry has been on the decline. How can the city build upon its strengths to move up the value chain, transitioning to high-value cargo and logistics management hub for Chinese exports? What technological innovations can assist in this process, and what implications will this shift have on the local real estate market?

### SPEAKERS:

**Ivan Giovanni Tassarò** - Director of Global Sales, SF Supply Chain (Hong Kong and Macau)

**Lauren Hurcombe** - Partner and Global Co-Chair of Technology & Sourcing Group, DLA Piper Hong Kong

**Vincent Cheung** - President, BPS Global Group

**(Moderator) Rui Hua Chang** - Managing Director, Business Management and Investment, ESR Hong Kong Limited

1:30 - 2:30 PM

## TALENT MAGNET: HOW DIVERSITY DRIVES ORGANISATIONAL SUCCESS

Starting in 2019, Hong Kong experienced a net outflow of professionals, this has impacted the diversity of the working population in the city, and while population figures have risen since the end of Covid restrictions, the diversity profile has shifted. The challenge for Hong Kong as an international business hub is to attract and retain global talent, to nurture emerging Hong Kong leaders, and to promote diverse representation across gender, ethnicity and origin.

In this engaging session, industry leaders will share how their companies are driving meaningful change in representation and creating inclusive working environments. Our conversation will also delve into the barriers hindering diversity and discuss the incentives needed to attract top talents. Be part of the conversation as we navigate the path towards diversity in leadership and its positive impact on organizational performance.

### SPEAKERS:

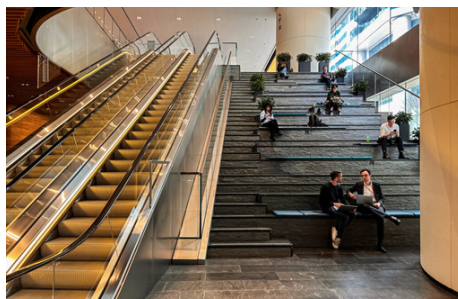
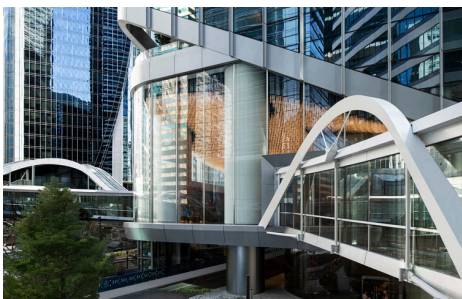
**(Host) Ada Fung** - Executive Director, Head of Advisory & Transaction Services, CBRE

**Claude Touikan** - Founder, Lead8

**Luye Yang** - Senior Manager, Darchi Architects

**(Moderator) Chelsea Perino** - Managing Director, Global Marketing & Communications, The Executive Centre

## Exclusive Tour of Taikoo Place



### Hosted by Winsze Chung - General Manager, Taikoo Place

Join an exclusive guided tour to explore the creative progression of one of Hong Kong's best planned business hubs. Visit the Brand Experience Centre and learn how Swire Properties' pioneering placemaking efforts transformed the global business district from humble beginnings into a thriving cosmopolitan community. Discover the recently opened Taikoo Square – a 70,000 sq.ft. open space that incorporates biophilic design and promotes urban biodiversity and community wellbeing.

Swire Properties is thrilled to be a supporting organisation of the 2024 ULI Hong Kong Annual Conference taking place at Two Taikoo Place -- a triple Grade-A office tower and winner of the ULI 2024 Asia Pacific Awards for Excellence. Taikoo Place is also the first and only development in Hong Kong to obtain the LEED Communities Gold certification.

## THANK YOU TO OUR SPONSORS

### Bauhinia Sponsor



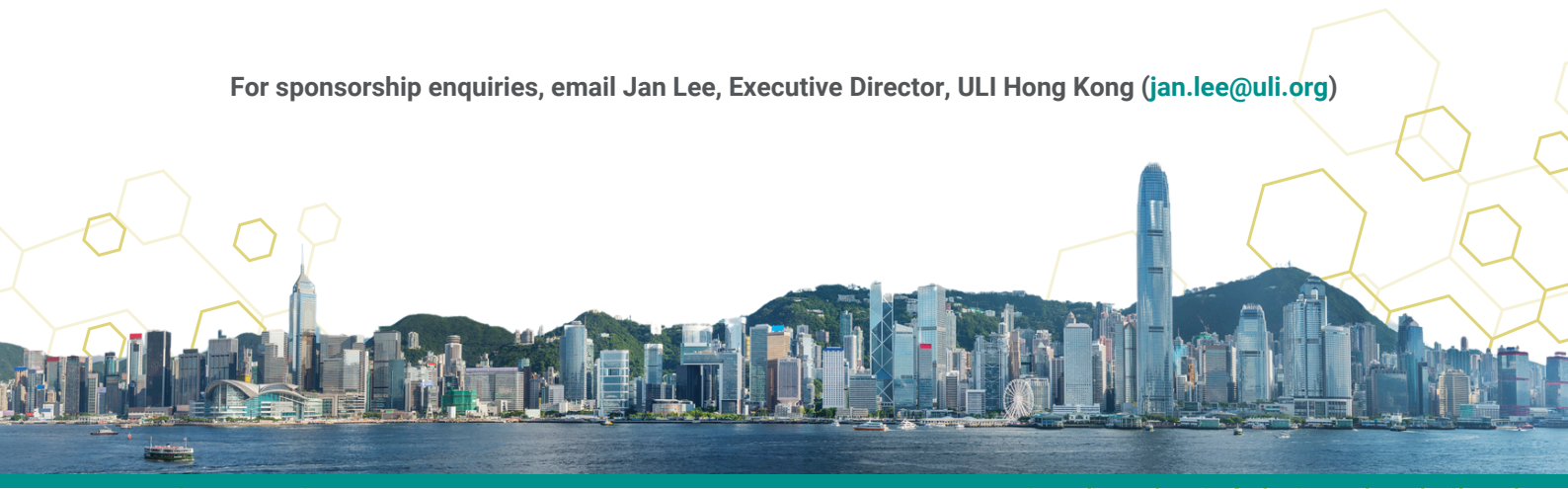
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### Bronze Sponsor



For sponsorship enquiries, email Jan Lee, Executive Director, ULI Hong Kong ([jan.lee@uli.org](mailto:jan.lee@uli.org))



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Hong Kong Institute of Urban Design

