

ULI Asia Pacific Leadership Convivium

How Data and Demographics are driving change in Real Estate
11 – 12 November 2019, [Raffles Hotel Singapore](#)

The ULI Asia Pacific Leadership Convivium is our newest major event in Asia Pacific, created just for ULI Full members. Limited to 120 participants, the Convivium provides a forum to discuss leadership issues, network and cultivate a sense of community. The 2019 Convivium will explore the theme “How Data and Demographics are Driving Change in Real Estate”, and the challenges and opportunities related to creating new real estate types.

MONDAY, 11 NOVEMBER 2019

- 09:00 – 12:30 Asia Pacific Executive Committee Meeting (Committee members only), Fairmont Hotel
- 12:30 – 13:45 Full Members Lunch (Invitation only), Fairmont Hotel
- 14:00 – 17:15 [Asia Pacific Housing Council Meeting](#) (Council members and invited guests only), Raffles Hotel
- 18:30 – 20:30 Full Members Reception, [Long Bar](#), Raffles Hotel

TUESDAY, 12 NOVEMBER 2019, RAFFLES HOTEL, JUBILEE BALLROOM, LEVEL 3

Developer-led Study Tours

- 8:15am – 10:30am Study Tour 1: [CBD Revitalization - Tanjong Pagar](#)
- 8:45am – 10:30am Study Tour 2: [Funan Integrated Development](#)

- 10:30 – 11:00 [Registration & Welcome Refreshments](#)
- 11:00 – 11:15 **Welcoming Remarks**
Convivium Chair
Hwang Yu-Ning, Chief Planner and Deputy Chief Executive Officer, Urban Redevelopment Authority & Programme Chair, ULI Asia Pacific Leadership Convivium

Nicholas Brooke, ULI Asia Pacific Chairman & Chairman, Professional Property Services

W. Edward Walter III, Global Chief Executive Officer, Urban Land Institute

Spotlight: Data Driven Business Transformation

- 11:15 – 11:30 Chris Chong, Managing Director, CapitaLand Retail
- 11:30 – 11:45 Ian Wilson, Senior Vice-President of Non-Gaming Operations & Chief Operating Officer, Marina Bay Sands
- 11:45 – 12:00 Dr Jingyuan Zhao, Senior Vice President, Head of Advanced Analytics Center, NTUC Enterprise Co-operative Limited
- 12:00 – 12:15 Prof Tim Stonor, Managing Director, Space Syntax

12:30 – 14:00

Networking luncheon

Guest of Honour: Lawrence Wong, Minister for National Development & Second Minister for Finance, Ministry of National Development

14:15 – 14:35

Keynote: Debunking Demographics - Why measuring behaviour (rather than age and income) is the key to successful developments

Lucinda Hartley, Co-Founder and Chief Growth Officer, Neighbourlytics

14:35 – 16:00

Working sessions: Deliberate and Discuss

Lead Facilitator: Scott Dunn, Vice President for Strategy & Growth, Southeast, AECOM

The goal is to develop a list of concise and out of the box ideas of what the real estate industry must do to be prepared for the changing world of data and demographics. As a means of organizing the interactive group discussions, we have identified 3 key themes:

Demographics opportunities and shifts on how and where people will live, work, play and learn

- *How are you seeing new real estate products respond to emerging needs of different groups?*
- *What are the new opportunities in relation to multipurpose developments?*
- *Can the young and old live together – cross-generational co-living and shared houses?*
- *Why aren't the Millennials buying homes?*

Is Data the new gold – where are the risks and opportunities?

Real estate players are discovering that they are sitting on treasure troves of highly valuable information that can be monetized to provide value across the industry and create supplementary income streams for the original sources.

- *How much is your data worth?*
- *How can you leverage your data as a strategic asset?*
- *How is data monetization changing the real estate sector?*
- *How can data be commoditized in the future?*
- *Who are your new partners to maximizing returns?*

Looking Forward: Emerging Technologies

What are the practical applications of emerging technologies and which areas will have the greatest impact on real estate? What do we need to do to future proof our real estate assets?

- *Artificial Intelligence and Machine Learning*
- *Augmented reality and virtual reality*
- *Internet of Things*
- *Smartphone Apps (Push Technology)*
- *5G and a faster connected world*
- *Mobility Technologies: Ridesharing, Autonomous Vehicles – (land, air and sea), Electric Vehicles*
- *Blockchain*
- *Real estate robots (chatbots, voice bots, virtual assistants, service bots, construction bots)*

16:00 – 16:15

Afternoon Refreshments/Networking Break

16:15 – 17:00

Wrap-up Discussion: Reflections & Conclusions

Bringing it all back to the implications for real estate and land use - how can we use data for strategic decision making and where do we begin; how will demographics shape growth and future returns?

Moderator: Hwang Yu-Ning, Chief Planner and Deputy Chief Executive Officer, Urban Redevelopment Authority & Programme Chair, ULI Asia Pacific Leadership Convivium

Panellists:

Hari Vi Krishnan, Chief Executive Officer, PropertyGuru Group

Cheng Hsing Yao, Group Managing Director, GuocoLand Singapore

Sarah Cooper, Managing Director, Global Head, Real Estate Equity Sales, BofA Securities



**Urban Land
Institute**

17:30 – 20:00

Emerging Trends in Real Estate® Asia Pacific 2020

The Asia Pacific edition of Emerging Trends in Real Estate® 2020, the market-leading report published in collaboration with PwC, will be released in Singapore. The findings will highlight the sectors that are becoming increasingly popular and look at upcoming trends such as the future of urban mobility and the importance of ESG in real estate investment. View [event details](#)

Venue: PwC's Office, Marina One, East Tower, Level 12, 7 Straits View, Singapore 018936
(Separate registration required. Email singapore@uli.org for assistance)