

Conferences & Events Programme

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Speakers



George Agethen
Co-head of Asia-Pacific
Ivanhoe Cambridge
Singapore Pte Ltd



Anson Bailey
Head of Consumer &
Retail, Asia Pacific
KPMG



Siew Kim Beh
Chief Financial &
Sustainability Officer
The Ascott Limited



Aaron Block
Co-founder and Managing
Partner
MetaProp



David Buffonge
Co Founder and Executive
Director
Lead8



Andrew Chan
Managing Director, Head
of Valuation and Advisory
Services, Greater China
Cushman & Wakefield



Angela Chan
Global Investment Lead
Swire Properties



Cary Chan
Executive Director
Hong Kong Green Building
Council



Rui Hua Chang
Managing Director, Business
Management and Investment
ESR Hong Kong



Bella Chhoa
Director - Asset Management
Sino Group



Justin Chiu
Executive Director
CK Asset Holdings Limited



Donald Choi
Executive Director and
Chief Executive Officer
Chinachem Group



Simon Chua
Co Founder and Executive
Director
Lead8



Josh Daitch
Group Chief Investment Officer
ESR Group Limited



Brad Dockser
CEO & Co-Founder
Green Generation



Hala El Akl
Senior Director of ESG
Oxford Properties



Guy Fulton
Director
Carlton Property Ltd.



Christina Gaw
Managing Principal
Gaw Capital Partners



Dietrich Heidtmann
Head of Global Capital
Formation
AREIM AB



Sandro Hinds
APAC Head of Real Estate
and Store Development
Lululemon



George Hongchoy
Executive Director & Chief
Executive Officer
Link Asset Management Limited



Edmund Ho
Board Director
APREA, Hong Kong Chapter



Hank Hsu
Co-Founder & CEO
Forest Logistics Properties 瀚溥



Eric Huang
Director - Business Planning
New World Development



Sherman Hung
Managing Director, Head of
Large Corporates
DBS Bank Hong Kong



Laurent Jacquemin
Head of Asia-Pacific, Real
Assets
AXA IM Alts



Lee Jackson
Partner, Head of real estate
private capital
Eversheds Sutherland International



Ashish Justin
Chief Executive Officer
Carnot Innovations Limited



Alan Kam
Founder & CEO
AB Capital Investment Limited



Takeshi Kodama
Executive Manager
31VENTURES, Mitsui Fudosan



Paige Koh
Head of Business Development,
Real Estate APAC
Partners Group



Jordan Kostelac
Founder
deploy.



Tasos Kousloglou
CEO, Hotel Division
Sun Hung Kai Properties Ltd



Calvin Lee Kwan
Managing Director, Sustainability
and Risk Governance
Link Asset Management Limited



Samuel Kwong
General Manager ESG
Chinachem Group



Dr. Charles Lam
Co-Head of APAC Diversified
Funds
EQT Exeter



Rebecca Lam
Managing Director,
Real Estate Asia
CPP investments



Clement Lau
Director & Head of Development and
Valuations, Commercial Property
Hongkong Land Limited



Collin Lau
Founder and CEO
BEI



Francis Li
International Director, Head of
Capital Markets, Greater China
Cushman & Wakefield

Speakers



Annie Liang
CEO & Founder
Wonderbricks Limited



Stephanie B. Y. Lo
Executive Director
Shui On Land Limited



Nicholas James Loup
Group Vice Chairman
Chelsfield



Ricky Lui
ED & COO
Hysan Development
Company Limited



Michelle Mak
Head of ESG and Enterprise
Learning
Dun & Bradstreet



Gordon Marsden
Head of Capital Markets Asia
Pacific
Cushman & Wakefield



Nat Miller
Senior Vice President
QuadReal Property Group



Lewis Neal
His Majesty's Trade Commissioner
to China and Hong Kong
UK Department for Business and Trade



Chelsea Perino
Managing Director, Global
Marketing & Communications
The Executive Centre



Stephen Qiu
Managing Director, Capital
Markets, Greater China
Cushman & Wakefield



Susheela Rivers
Office Managing Partner
DLA Piper Hong Kong



Ariel Shtarkman
Founder
Undivided Ventures



Gloria Siu
Assistant Vice President, Head of
Leasing-Retail Development
Sands China



Nigel Smith
Founder / CEO
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Bryan Southergill
Partner, Head of
Asia Real Estate
Ares Management



Claire Tang
Co-CIO, Asia Pacific and Head
of Greater China
LaSalle Investment Management



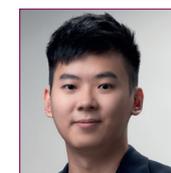
Nick Tang
CEO
Wang On Properties



Rosanna Tang
Executive Director, Head of
Research
Cushman & Wakefield



Craig To
Vice President, Head of
Capital Raising
Vlinker



Patrick Tu
CEO & Co-founder
Dayta AI



Jonathan Umali
Chief Investment Officer
ARCH Capital Management
Company Limited



Dan Voellm
CEO & Founder
AP Hospitality Advisors



Jon Waite
Senior Responsible Investment
Manager, Asia Pacific
APG



Leonie Wilkinson
Senior Vice President
Brookfield



James Wong
Chairman
Chinney Hon Kwok Group



Patrick Wong
Head of Bloomberg Intelligence
Hong Kong & Senior Analyst
APAC Real Estate
Bloomberg L.P.



Elkie Yip
Managing Director
Spectrum Research Asia



Andrew Young
Associate Director (Innovation)
Sino Land



James Young
Head of Investor Services,
EMEA & APAC
Cushman & Wakefield



Johnny Yu
Advisor to Chairman
Henderson Land Development
Company Limited



Pak Man Yuen
Managing Director
Blackstone



Hazem Zagzoug
Deputy Chairman and CEO
Andalusia Health



Raymond Zhang
Senior Vice President, Head of
Greater China and Southeast
Asia Client Service & Marketing
Heitman



Jing Zhou
Senior Director Alternatives
Investment and Strategic
Transactions
Nuveen Real Estate

At a Glance Programme

Tuesday 5 December

GRAND BALLROOM

GRAND ROOM

CONTENT

NETWORKING

08.30 | Registration counter opens

08.30 > 09.30 | ☕ Networking Breakfast

09.30 > 10.40

Road To Zero Workshop

10.40 > 11.10 | ☕ Coffee Break

11.10 > 12.00

AI Impact on Real Estate

12.00 > 13.15 | 🍴 Networking Lunch

13.15 > 14.00

The Leaders' Perspective

14.00 > 14.45

Unlocking Asian Opportunities : Japan, China, And Beyond?

14.45 > 15.30

Outbound Investments

15.45 > 16.15 | ☕ Coffee Break

16.15 > 17.00

Housing Trends For The Future

17.00 > 17.45

The Future Of Workplace

17.45 > 18.15

Leaders' Perspective: The Winning Circle

From 18.15 | 🍷 Opening Dinner Party

10.00 > 12.00

INVESTORS FORUM

*(Closed-door Investors Forum
by Invitation only)*

15.30 > 16.15

**Business Showcase – The Rise of Chinese Capital:
A Discussion on the Growing Importance of
Domestic Investors in Mainland China and the
Burgeoning C-REIT Market**

Organised by



Wednesday 6 December

GRAND BALLROOM

GRAND ROOM

08.30 > 09.30 | ☕ Networking Breakfast

10.00 > 10.45

Realigning Strategies To Face Risks And Uncertainty:
Inflation, Interest Rates, World Economics

10.45 > 11.15 | ☕ Coffee Break

11.15 > 12.00

Inbound Investments: The Latest Hot Markets &
Regions

12.00 > 12.45

Alternative Investments: How To Diversify Portfolios
For A Better Resilience?

12.45 > 14.00 | 🍴 Networking Lunch

14.00 > 14.45

Towards An Experiential Retail

14.45 > 15.30

Hospitality

15.30 > 16.00 | ☕ Coffee Break

16.00 > 17.00

Meet The Chairmen: Restart

17.00 > 18.30 | Networking Break

18.30 | Registration counter opens

19.00 > 21.30 | 🏆 MIPIM Asia Awards Gala Dinner *(separate registration required)*

Programme as of November 28, 2023

Tuesday 5 December

08.30 | Registration counter opens

08.30 > 09.30 | ☕ Networking Breakfast

09.30 > 10.40 | Grand Ballroom

Road To Zero Workshop

Open to all, this workshop is an opportunity to share views with industry peers about how innovation, technology, and greater collaboration can help real estate meet the challenges of decarbonisation, and improve the resilience of Asian cities to natural disasters.

9.30 > 9.45 Introduction

9.45 > 10.10 Get moving on net zero for a better resilience: 3 top key challenges & opportunities

10.10 > 10.40 How can innovation accelerate road to zero? (Pecha Kucha)

Master of Ceremony

Aaron Block

Co-founder and Managing Partner
MetaProp

Moderator

Brad Dockser

CEO & Co-Founder
Green Generation

Speakers

David Buffonge, Co Founder and Executive Director, **Lead8** • **Cary Chan**, Executive Director, Hong Kong, **Green Building Council** • **Hala El Akl**, Senior Director of ESG, **Oxford Properties** • **Ashish Justin**, Chief Executive Officer, **Carnot Innovations Limited** • **Takeshi Kodama**, Executive Manager, **31VENTURES**, **Mitsui Fudosan** • **Calvin Lee Kwan**, Managing Director, Sustainability and Risk Governance, **Link Asset Management Limited** • **Samuel Kwong**, General Manager ESG, **Chinachem Group** • **Ariel Shtarkman**, Founder, **Undivided Ventures** • **Jon Waite**, Responsible Investment Manager, **APG AM Asia**

10.40 > 11.10 ☕ Coffee Break

Closed Door Event

10.00 > 12.00 | Grand Room

The Investors Forum

By invitation only

The Investors Forum provides a unique and exclusive opportunity for sovereign wealth, pension and insurance funds, family offices and other capital owners to exchange views on their investment strategies for real estate in Asia.

Key topics for the industry such as providing affordable housing, reimagining city centres and ESG investment will be discussed. They will also assess how the built environment is currently navigating its way in a post pandemic and global warming world, with rising cost of living, inflation and interest rates.

The Investors Forum will debate these challenges and share innovative solutions for the real estate industry and the investment community.

Speakers

George Agethen, Co-head of Asia-Pacific, **Ivanhoe Cambridge Singapore Pte Ltd** • **Justin Chiu**, Executive Director, **CK Asset Holdings Limited** • **Rebecca Lam**, Managing Director, Real Estate Asia, **CPP investments** • **Collin Lau**, Founder and CEO, **BEI**

11.10 > 12.00 | Grand Ballroom

AI Impact on Real Estate

AI has become a part of our daily lives, and should be integrated into the suite of solutions used by real estate players to manage the industry's transformation and meet market expectations.

This session will explore how AI, blockchain and other technologies are revolutionising real estate in Asia. From architecture to valuations, construction to marketing, tools like ChatGPT and Google's Bard can streamline tasks and improve efficiency. With advancements in virtual reality, products integrating 3D scanning, 360-degree cameras and relevant software solutions are allowing developers to build more quickly and cost effectively, for a more sustainable construction cycle.

How can real estate owners and occupiers evaluate the right technology for their business and incorporate it into their operations and portfolios, and what will the digital transformation of society and industry bring next?

11.10 > 11.40 Panel

11.40 > 12.00 Start-up pitches

Moderator

Jordan Kostelac
Founder
deploy

Speakers

Anson Bailey, Head of Consumer & Retail, Asia Pacific, **KPMG**

Angela Chan, Global Investment Lead, **Swire Properties**

Annie Liang, CEO & Founder, **Wonderbricks Limited**

Patrick Tu, CEO & Co-founder, **Dayta AI**

Andrew Young, Associate Director (Innovation), **Sino Group**

12.00 > 13.15 | Networking Lunch

13.15 > 14.00 | Grand Ballroom

Leaders' Perspective

Compelling insights from regional industry leaders on the most important themes in Asian real estate, including the zero-carbon challenge.

Moderator

Patrick Wong
Head of Bloomberg
Intelligence Hong Kong
& Senior Analyst, APAC
Real Estate
Bloomberg L.P.

Speakers

Rui Hua Chang, Managing Director, Business Management and Investment,
ESR Hong Kong

Donald Choi, Executive Director and Chief Executive Officer, **Chinachem Group**

Nicholas James Loup, Group Vice Chairman, **Chelsfield**

Ricky Lui, ED & COO, **Hysan Development Company Limited**

14.00 > 14.45 | Grand Ballroom

Unlocking Asian Opportunities : Japan, China, and Beyond?

Opportunities for investment in Asia, particularly in countries like Japan and China, increasingly represent a compelling diversification play amidst global macroeconomic headwinds. Japan's low interest rate environment provides cheaper debt and a more liquid market, while China's evolving market dynamics also presents unique investment opportunities. Real estate insiders discuss prospects and competing for assets in the Asia markets.

Moderator

Rosanna Tang
Executive Director, Head
of Research
Cushman & Wakefield

Speakers

Justin Chiu, Executive Director, **CK Asset Holdings Limited**
Laurent Jacquemin, Head of Asia-Pacific, Real Assets, **AXA IM Alts**
John Pattar, Partner and Head of Real Estate business in Asia Pacific, **KKR**

14.45 > 15.30 | Grand Ballroom

Outbound Investments

This session will address which countries are currently attracting significant cross-border investment within the region, why and how Asian investors are executing deals. How do global economic trends and the evolving geopolitical landscape influence Asian investors' strategies, and which asset classes are most interesting? What are the preferred destinations for Asian investors, and why? How does the evolving geopolitical landscape and global economic trends influence Asian investors' strategies?

Moderator

Lee Jackson
Partner - Head Of Real
Estate Private Capital
**Eversheds Sutherland
International**

Speakers

Dietrich Heidtmann, Head of Global Capital Formation, **AREIM AB**
Paige Koh, Head of Business Development Real Estate APAC, **Partners Group**
Lewis Neal, His Majesty's Trade Commissioner to China and Hong Kong,
UK Department for Business and Trade
Hazem Zagzoug, Deputy Chairman and CEO, **Andalusia Health**

15.30 > 16.15 | Grand Room

Organised by  **CUSHMAN & WAKEFIELD**
戴德梁行

Business Showcase - The Rise of Chinese Capital: A Discussion on the Growing Importance of Domestic Investors in Mainland China and the Burgeoning C-REIT Market

Speakers

Andrew Chan, Managing Director, Head of Valuation and Advisory Services, Greater China, **Cushman & Wakefield**
Francis Li, International Director, Head of Capital Markets, Greater China, **Cushman & Wakefield**
Stephen Qiu, Managing Director, Capital Markets, Greater China, **Cushman & Wakefield**
James Young, Head of Investor Services, EMEA & APAC, **Cushman & Wakefield**

15.45 > 16.15 ☕ Coffee Break

16.15 > 17.00 | Grand Ballroom

Housing Trends For The Future

A discussion tackling the major trends across the living asset class, including the evolving outlook for Asian residential in a post-pandemic context. What are the supply and demand dynamics like around multifamily, Build-to-Rent, and affordable housing? What developments are occurring in student housing, co-living and senior residences? This panel will address the winning strategies for succeeding in this booming asset class, including investor positioning and the leading geographies.

Moderator

Nigel Smith
Founder / CEO
Nigel Smith Associates

Speakers

Nick Tang, CEO, Wang On Properties
Craig To, Vice President, Head of Capital Raising, Vlinker
Leonie Wilkinson, Senior Vice President, Brookfield
Raymond Zhang, Senior Vice President, Head of Greater China and Southeast Asia - Client Service & Marketing, Heitman

17.00 > 17.45 | Grand Ballroom

The Future Of Workplace

While the pandemic altered how and where people work, office real estate still plays a central role in city development and business strategies. But what will office demand look like in the new normal, and which kinds of assets are best placed to meet the evolving needs of modern occupiers? This session will explore which cities are displaying resilience in terms of office occupancy, pipeline and development dynamics, and the challenges of ESG for the sector.

Moderator

Guy Fulton
Director
Carlton Property Ltd.

Speakers

Clement Lau, Director & Head of Development and Valuations, Commercial Property, Hongkong Land Limited
Michelle Mak, Head of ESG and Enterprise Learning, Dunn & Bradstreet Hong Kong
Chelsea Perino, Managing Director, Global Marketing & Communications, The Executive Centre
Johnny Yu, Advisor to Chairman, Henderson Land Development Company Limited

17.45 > 18.15 | Grand Ballroom

Leaders' Perspective: The Winning Circle

The past winners of the prestigious MIPIM Asia Awards share the secrets of their success, and best practices for resilient and future-proof real estate, with an eye on sustainability.

Moderator

Edmund Ho
Board Director
APREA, Hong Kong Chapter

Speakers

Adriel Chan, Vice Chair, Hang Lung Properties Limited
Stephanie Lo, Executive Director, Shui On Land Limited

From 18.15  Opening Dinner Party

Programme as of November 28, 2023

08.30 > 09.30 | ☕ Networking Breakfast

10.00 > 10.45 | Grand Ballroom

Realigning Strategies To Face Risks And Uncertainty: Inflation, Interest Rates, World Economics

How are real estate markets in Asia impacted by inflation, interest rates and other macroeconomic markers? In a region characterised by significant diversity, with territories at different points in the economic cycle, this session will address which geographies are most interesting for the investor today. To what extent has pricing already adjusted in current market conditions, and what is the likelihood of distress emerging?

Moderator

Susheela Rivers
Office Managing Partner
DLA Piper Hong Kong

Speakers

Eric Huang, Director - Business Planning, **New World Development**
Sherman Hung, Managing Director, Head of Large Corporates, **DBS Bank Hong Kong**
Collin Lau, Founder and CEO, **BEI**
Bryan Southergill, Partner, Head of Asia Real Estate, **Ares Management**

10.45 > 11.15 ☕ Coffee Break

11.15 > 12.00 | Grand Ballroom

Inbound Investments: The Latest Hot Markets & Regions

Asian real estate markets continue to attract significant volumes of foreign investment from institutional investors and private funds pursuing opportunities for diversification and attractive returns. Which cities, countries and asset classes are most appealing for overseas capital, and how can Asian firms connect with global funds? This session will also address the best strategies for selling into the global marketplace and the importance of data and transparency to drive cross-border deals

Moderator

Gordon Marsden
Head of Capital Markets,
Asia Pacific
Cushman & Wakefield

Speakers

George Agethen, Co-head of Asia-Pacific, **Ivanhoe Cambridge Singapore Pte Ltd**
Nat Miller, Senior Vice President, **QuadReal Property Group**
Claire Tang, Co-CIO, Asia Pacific and Head of Greater China, **LaSalle Investment Management**
Jonathan Umali, Chief Investment Officer, **ARCH Capital Management Company Limited**

12.00 > 12.45 | Grand Ballroom

Alternative Investments: How To Diversify Portfolios For A Better Resilience?

The emergence of alternative real estate segments in recent years have added diversity and resilience to property portfolios. Owning operational real estate, with a potential for greater value extraction, has become a key investment play to hedge against macroeconomic headwinds. This session will explore dynamic sectors such as logistics, data centres, healthcare assets, life sciences and flexible offices, that all tap into global megatrends and the needs of the digital economy.

Moderator

Dr. Charles Lam
Co-Head of APAC
Diversified Funds
EQT Exeter

Speakers

Josh Daitch, Group Chief Investment Officer, **ESR Group Limited**
Hank Hsu, Co-Founder & CEO, **Forest Logistics Properties 瀚溥**
Pak Man Yuen, Managing Director, **Blackstone**
Jing Zhou, Senior Director Alternatives Investment and Strategic Transactions,
Nuveen Real Estate

12.45 > 14.00 |  Networking Lunch

14.00 > 14.45 | Grand Ballroom

Towards An Experiential Retail

The polarisation of retail has continued in recent years, with prime assets in great locations set to remain successful in the long-term. However, with online shopping habits becoming more entrenched around the region during and after the pandemic, how can retail assets capture greater footfall and dwell time? Shopping centres, highstreets and retail parks will all have to provide more compelling experiences to attract and retain shoppers, with leisure and F&B playing a key role. This session will cover best practices and inspiring examples from global retail players.

Moderator

Elkie Yip
Managing Director
Spectrum Research Asia

Speakers

Bella Chhoa, Director, Asset Management, **Sino Group**
Simon Chua, Co Founder and Executive Director, **Lead8**
Sandro Hinds, APAC Head of Real Estate and Store Development, **Lululemon**
Gloria Siu, Assistant Vice President, Head of Leasing-Retail Development, **Sands China**

Programme as of November 28, 2023

Wednesday 6 December

14.45 > 15.30 | Grand Ballroom

Hospitality

The hospitality sector has begun to bounce back post-pandemic, with those investors that displayed foresight during the years of distress starting to reap the rewards of this dynamic sector. As travel reopens, markets like Thailand, Singapore, Australia, India, and Japan are in focus. Will business hotels return to full occupancy, or should investors focus on leisure and resort destinations? This session will present the latest opportunities and evaluate their risks and returns.

Moderator

Dan Voellm
CEO
AP Hospitality Advisors

Speakers

Siew Kim Beh, Chief Financial & Sustainability Officer, **The Ascott Limited**
Alan Kam, Founder & CEO, **AB Capital Investment Limited**
Tasos Kousloglou, CEO - Hotel Division, **Sun Hung Kai Properties Ltd**

15.30 > 16.00 ☕ Coffee Break

16.00 > 17.00 | Grand Ballroom

Meet The Chairmen: Restart

The real estate industry is preparing for the start of a new cycle, with the markets of Asia under the spotlight as the world's countries defend themselves against economic, geopolitical, and environmental shocks. Asia's diverse economies offer a wealth of opportunity to global actors in real estate, drawn by its emerging markets, mature cities and macroeconomic markets. Where do the most resilient opportunities lie and how can ESG targets be achieved?

Moderator

Francis Li
International Director, Head of
Capital Markets, Greater China
Cushman & Wakefield

Speakers

Christina Gaw, Managing Principal, **Gaw Capital Partners**
George Hongchoy, Executive Director & Chief Executive Officer, **Link Asset Management Limited**
James Wong, Chairman, **Chinney Hon Kwok Group**

17.00 > 18.30 | Networking Break

18.30 | Registration counter opens

19.00 > 21.30 | 🏆 MIPIM Asia Awards Gala Dinner *(separate registration required)*

Programme as of November 28, 2023

Notes

