



The mission of the Urban Land Institute (ULI): Shape the future of the built environment for transformative impact in communities worldwide. ULI is an independent global nonprofit supported by members representing the entire spectrum of real estate development and land use disciplines.

Asia Pacific Housing Council Meeting

Thursday, 27 May 2021, 10:30am – 12:10pm HKT/SGT

Zoom meeting link : <https://uli.zoom.us/j/99507987926?pwd=QmZCYVNRWkh3ZDUwajh6Q2RQai91Zz09>
Meeting ID: 995 0798 7926, Web Password: 257424
If you are joining using telephone, International numbers available [here](#)

Council Leadership

Co-Chair: Blake Olafson, Managing Partner, Asia Capital Real Estate
Co-Chair: Leong Teng Wui, Chief Development Officer, The Ascott Limited & Head of Projects & Technical Services, CapitaLand

Agenda

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| 10:25am – 10:30am | Login |
| 10:30am – 10:35am | Welcome and intros |
| 10:35am – 11:05am | Session 1: What does ESG mean to the International Finance Corporation (IFC)? <ul style="list-style-type: none">• Economics of ESG and why we can afford to do it or maybe we can't? Where is the tipping point of going too far? How green is green enough?• Certain markets cannot afford LEED Platinum or EDGE Advanced, so can we place a \$\$ and return of capital on each improvement or is it a sunk cost that will be forced?• How do cities / zoning implement or force this to happen, or will market forces prevail? We look at Singapore vs Jakarta vs Thailand for examples.• When financing the multifamily space, how much flexibility does a mission driven lender like the IFC have to work with agencies to allow this to happen.• Do we see governments getting as advanced as the US with tax code breaks (Section 8 / 42 / LITEC etc)? <p><i>Presenters/Discussion Leaders</i>
Prashant Kapoor, Chief Industry Specialist, Green Buildings and Cities, IFC
Marcia Yu, Senior Investment Officer, IFC</p> |
| 11:05am to 12:05pm | Open forum discussion <p>Sustainability design and technology will increasingly be front and center focus for greenfield and conversion housing projects in Asia Pacific this decade. For build-to-rent projects, the costs of incorporating sustainability features upfront can be justified as the owner-operator will reap the benefits of lower operating costs (e.g. savings from energy, water, air quality) and potentially higher property valuation over time. But for build-to-sell (BTS) projects, the costs of the sustainability features may not translate into higher unit selling price to justify the upfront investment, or the developer may only do the bare minimum to comply with authorities' requirement. What are the practicable strategies, support and incentives (e.g. green construction financing, government tax & floor area ratio incentives) needed to encourage BTS developers to invest in green features and to build greener housing?</p> |
| 12:05pm – 12:10pm: | Wrap up |



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 to Shape the future of the built environment for transformative impact in communities worldwide. Your involvement in ULI provides excellent opportunities to network and to learn both within and beyond the boundaries of your industry segment.

CONTRIBUTE TO ULI AT A NATIONAL COUNCIL LEVEL:

Your experience at a regional level will be of interest at a local level. Please contact your National Council Chair to see how your input could best be utilised to help real estate professionals in your local market.