

**MEMBERS  
MAKE THIS A  
MEANINGFUL  
NETWORK.**

**TOGETHER  
WE SHARE  
INSIGHTS INTO  
WHAT DEFINES  
TOMORROW.**



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## WHY BECOME A MEMBER

By joining the Urban Land Institute you become part of the largest independent global network of cross-disciplinary real estate and land use experts, dedicated to one mission.

### THE MISSION OF THE URBAN LAND INSTITUTE

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**Shape the future of the  
built environment for  
transformative impact in  
communities worldwide**



## FACTS & FIGURES



**1936**

FOUNDED BY  
ITS MEMBERS



**90+**

LOCAL  
OFFICES



**45,000+**

MEMBERS  
WORLDWIDE



**2,000+**

ANNUAL LOCAL AND  
GLOBAL EVENTS



**80+**

COUNTRIES  
REPRESENTED



**10,000+**

CONTENT  
RESOURCES

## THERE IS MORE TO A MEANINGFUL MEMBERSHIP

### BUILD RELATIONSHIPS

Connect with industry leaders and discover a vital global business network. At ULI, we harness the expertise and drive of our members to share experience-based lessons learned.

### STAY INFORMED

Find inspiration and guidance through conferences, webinars, reports, case studies, and more with our online global real estate library. We aim to help members gain true insight into how we can best create our most promising future.

### GET INVOLVED

Gain industry recognition, share best practices, or guide the next generation when you become part of the ULI network. Your participation will create long-term relationships that benefit you both professionally and personally.

### AT ULI, YOU SHAPE THE FUTURE



JOIN



“ULI is a platform where like-minded real estate professionals connect, and share thought leadership. I enjoy giving back to the community by sharing our experience as well as learning from best practices across the globe.”



**Kristine Li**  
Henderson Land Development Company Limited



“We are proud of our partnership with ULI. Our membership and support through the ULI Corporate Programme has contributed greatly not only to our growth as a company but also to the development of our key team members. By networking with the very best and brightest in the real estate industry around the globe, we continue to grow and learn – aspiring and committing to deepen the positive impact we can make on our communities and cities.”



**Raymond Rufino**  
NEO



# A MESSAGE FROM THE ULI ASIA PACIFIC CHAIR



## **KHOO TENG CHYE** **PRACTICE PROFESSOR, FACULTY ENGINEERING/ SCHOOL OF DESIGN AND ENVIRONMENT, NATIONAL UNIVERSITY OF SINGAPORE**

**ULI** is a unique global network of 45,000 members across 80 countries in the Americas, Europe, and Asia Pacific. ULI members represent the entire spectrum of land use and real estate development disciplines working in private enterprise, academia and public service. All of us are motivated by the mission of ULI, to shape the future of the built environment for transformative impact in communities worldwide.

The Asia Pacific is the world's most rapidly urbanising region where exciting urban developments and innovation are taking place. ULI Asia Pacific is growing in tandem with the cities in this region, with our expanding membership across Australia, China Mainland, Hong Kong SAR, Japan, the Philippines, Singapore, and South Korea.

As the region begins to cope with the COVID-19 crisis, and return to some normalcy, cities will have to rethink the way they are planned, developed, and managed. The ULI will have a critical role to play in the emerging conversations and actions.

We have a four-prong strategy to do this:

First, ULI will plug into the very rapid **GROWTH** in the Asia Pacific region and its established and fast-emerging cities. We plan to grow our membership of 2,600 and expand into new markets in North and South Asia. During COVID, we nimbly pivoted to online programmes and signature events like the Asia Pacific Summit and REImagine. We will begin to have more hybrid and in person events as the world recovers.

Second is **LEARNING**. ULI has a wide offering of knowledge products from its 80 plus years of accumulated experience that will satisfy the hunger to learn, whether it is in real estate investing, urban planning, proptech, and a myriad of other topics taught by our experts and based on the extensive experience of ULI captured in our knowledge base of case studies, reports and publications. ULI also has an UrbanPlan programme for high school students and public officials.

Third is **SUSTAINABILITY**. In the real estate industry in Asia, sustainability and resilience are no longer just buzzwords but are now taken seriously by companies and governments as we see increasing incidence of serious flooding, droughts, and heatwaves. ULI is at the forefront of grappling with this change with its Greenprint Centre where our members commit to a net zero and climate resilient future.

Finally, **LEADERSHIP**. We have many outstanding ULI leaders from different sectors. We have huge developers in our part of the world, building cities in China, Indonesia, and Thailand. We have in our midst some of the world's top consultants and city leaders. They are committed to ULI's mission by assuming leadership roles, mentoring younger leaders and participating in Product Councils and Advisory Panels.

As the world learns to live with a COVID endemic world, ULI members in the Asia Pacific will connect, inspire and lead our cities in their transformation. We welcome you to join our mission.



# INDIVIDUAL MEMBERSHIP

## WHAT YOU CAN EXPECT FROM YOUR MEMBERSHIP

### ✓ ONLINE LEARNING AND NETWORKING

Participate in webinars, events, and on-demand classes that help you connect and tackle industry challenges.

### ✓ INDUSTRY TRENDS

Obtain first access to ULI's annual research on capital markets, housing, emerging trends, and more.

### ✓ URBAN LAND MAGAZINE

Read our award-winning magazine for trusted perspectives that you can get nowhere else.

### ✓ LEADERSHIP AND VOLUNTEERING

Contribute your time or expertise through a variety of opportunities to participate around the globe.

### ✓ TOPICAL REPORTS

Understand the practical solutions that experts recommend to address the spectrum of development issues.

### ✓ SPECIAL DISCOUNTS

Enjoy significant discounts on events, programmes, workshops and publications.

**“ULI’s shared mission of shaping the built environment echoes our pursuit of high quality and innovation. Conversations with the ULI community have led to practical solutions in tackling urban challenges and building better communities. Our team are also inspired to learn from the accomplished leaders and share our endeavours and achievements.”**



**Stephanie Lo**  
Shui On Land

## ULI OFFERS TWO TYPES OF INDIVIDUAL MEMBERSHIP:

**Associate Membership:** The most popular type of membership, this category is open to all and enables you to gain access to many of the benefits that ULI has to offer.

**Full Membership:** Full Membership is selective and specifically aimed at senior industry professionals who wish to access everything that ULI has to offer. This membership type is not available to students.

### BENEFITS

	ASSOCIATE	FULL
Connections to 45,000+ members	✓	✓
Local and national opportunities on Navigator	✓	✓
Access to Knowledge Finder, ULI's leading global real estate library	✓	✓
Special savings on local Council events	✓	✓
ULI Asia Pacific Summit reduced member rate	✓	✓
<i>Urban Land</i> magazine print subscription	✓	✓
Complimentary members-only webinars	✓	✓
Product Councils and Forums eligibility		✓
Voting privileges and ULI leadership consideration		✓
Exclusive access to Full Member content, events, and webinars		✓

### ASSOCIATE MEMBERSHIP

**Annual**  
**\$335**

Prices in US Dollars

Young Professional  
(Under 35)

\$167

50% savings

Government, Nonprofit,  
and Academia

\$167

50% savings

Student

\$83

75% savings

### FULL MEMBERSHIP

**Annual**  
**\$800**

Prices in US Dollars

Young Professional  
(Under 35)

\$400

50% savings

Government, Nonprofit,  
and Academia

\$200

75% savings



[ULI.ORG/JOIN](http://ULI.ORG/JOIN)

# CORPORATE PARTNER PROGRAMME



The Corporate Partnership programme provides a holistic way for organisations to participate in ULI activities, as well as an elevated level of recognition and support. The aim of the programme is to work proactively with our Corporate Partners, enabling us to help leverage our platform to help meet their strategic objectives and share thought leadership across the Institute and in our industry. As part of the programme,

we provide a concierge-level service that supports Corporate Partners to coordinate their engagements and activities across ULI.

Exclusive entitlements, opportunities and activities to provide your firm with more flexibility to engage, and opportunities to develop the younger generation and share thought leadership across the ULI platforms.

## SPECIFICALLY, ULI OFFERS ITS CORPORATE PARTNERS:

### DEDICATED ACCOUNT MANAGEMENT

Corporate Partners benefit from a corporate account management approach that is high-touch, provides seamless delivery of benefits, and aligns their vision and strategy with ULI opportunities around the region and beyond. A combination of attentive guidance and practical support results in a service that includes:

- Personalised onboarding for the whole team on how to maximise the value of ULI and its resources.
- Ability to review and update your membership roster to ensure that engagement objectives are met.
- Access to opportunities to co-write content, co-host events, and contribute as a ULI knowledge and thought leadership partner.

### SPECIAL RECOGNITION

Corporate Partners' elevated status within ULI is reflected in perks that include recognition at key events across the region, special badge recognition, website acknowledgement, etc.

### DISTINGUISHED CONNECTIONS

Corporate Partners have opportunities to provide thought leadership to ULI members and Key Leaders via both editorial content and live/virtual events.

### MISSION IMPORTANCE

Together with our Corporate Partners, ULI strengthens its focus on delivering the mission, shaping the future of the industry, and creating thriving communities around the region.

Corporate engagement offers your organisation the advantage of interacting with ULI through the following ways:

- Membership
- Events, Forums and Conferences
- Global Network of Real Estate Professionals
- Knowledge Sharing and Content Contribution

## PROGRAMME:

### Asia Pacific Corporate Partnership from US\$ 10,000 (Private); US\$ 6,000 (Public)

- 10 Memberships (Up to 5 Full Members) in Asia Pacific
- 25% discount on additional memberships in Asia Pacific
- 2 x registration to the ULI Asia Pacific Summit
- 1 x invitation to the Asia Pacific Leadership Dinner (by-invitation only)
- 5 x registrations to the ULI Asia Pacific *REImagine* conference
- 7 x registrations to participate in key National Council conferences across the region
- Discount on all ULI Publications
- Preferential pricing for key ULI events
- Ability to transfer memberships to other employees
- Exclusive invitations to events and activities in the region
- Partnership opportunities in Asia Pacific
- Dedicated Account Management
- Master bill

### Recognition:

- Listing ULI Asia Pacific web site
- Recognition as a Corporate Partner at key events within Asia Pacific (including the Asia Pacific Summit, and ULI Asia Pacific *REImagine* conference)
- Opportunity to submit content to the ULI Asia Pacific content web platform and newsletter
- Opportunity to submit content to the ULI Asia Pacific Summit mobile App

Customised programmes are available, to learn more, please contact the Corporate Partnerships team at [apcorporateprogramme@uli.org](mailto:apcorporateprogramme@uli.org).



# NATIONAL COUNCIL ANNUAL SPONSORSHIP PROGRAMMES

ULI Asia Pacific depends on the support of our members to deliver its mission. Our annual sponsorship programmes for the national councils are tiered to suit different levels of engagement and can be structured to allow your contribution to align with any of our various local initiatives.

The below table shows you the fundamental benefits of what each sponsorship programmes provides. Other privileges may include complimentary access from local events to topical forums & seminars, memberships, customised branding and more.

Please contact [apcorporateprogramme@uli.org](mailto:apcorporateprogramme@uli.org) to find out more about the full range of entitlements available for your level of support.

Your annual sponsorship for national councils help enrich programming at the local level.

ENTITLEMENTS	AUSTRALIA	CHINA MAINLAND (SHANGHAI/BEIJING)	CHINA MAINLAND (GBA)	HONG KONG SAR	JAPAN	PHILIPPINES	SINGAPORE	VIETNAM
Prices in US Dollars	FROM \$1,550 TO \$5,500	FROM \$3,000 TO \$19,000	FROM \$5,500 TO \$12,500	FROM \$6,450 TO \$19,500	FROM \$6,000 TO \$30,000	FROM \$2,500 TO \$7,500	FROM \$5,000 TO \$15,000	FROM \$5,000 TO \$18,000
Full Memberships	Up to 2		Up to 2	Up to 3	Up to 3	Up to 2	Up to 2	Up to 3
Associate Memberships	Up to 2	Up to 7	Up to 3	Up to 3	Up to 5	Up to 3	Up to 2	Up to 2
Annual Conference Registrations	Up to 5	Up to 10	Up to 2	Up to 4	Up to 5	Up to 3	Up to 2	Up to 3
Local Event Registrations	Up to 10	Up to 3	Up to 8	Up to 2	Up to 10	Up to 3	Up to 2	Up to 5
Local Digital Webinar Registrations	At least 50% discount	Up to 10	Up to 10		Up to 80/year	Up to 10	Up to 2	
Invites to Local Leadership Dinner	Up to 3	Up to 4	Up to 2	Up to 4		1		Up to 3
Opportunities to participate at events and programmes as speaker or facilitator	✓	✓	✓	✓	✓	✓	✓	✓
Recognition at Annual Conferences		✓	✓	✓	✓ <i>Excluding lowest tiers</i>	✓	✓	



# QUESTIONS?

Looking for more information about membership options?

Contact us at **+852 2886 1620**

or send an e-mail to **asiamembership@uli.org**.

**URBAN LAND INSTITUTE ASIA PACIFIC  
ROOM 3418, JARDINE HOUSE  
1 CONNAUGHT PLACE, CENTRAL  
HONG KONG**

We look forward to welcoming you to ULI.

**BECOME A MEMBER.  
SIGN UP ONLINE.**

Learn more about what ULI membership can do for you  
by visiting the address below.

**VISIT  
ULI.ORG/JOIN**

**JOIN OVER  
45,000  
MEMBERS  
WORLDWIDE.**

**GLOBAL  
CONNECTIONS  
WITH LOCAL  
IMPACT.**

**[ULI.ORG/JOIN](https://uli.org/join)**