



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 Office Council Meeting

Tuesday, 6 September 2022, 3:00pm – 6:00pm HKT/SGT

Zoom meeting:

<https://uli.zoom.us/j/97181572203?pwd=LzVMZFFmd0N1dVVPcUlhK2I4bnp4dz09&from=addon>

Meeting ID: 971 8157 2203, Web Password: 415474

If you are joining by telephone, international numbers are available [here](#)

Council Leadership

[Paul Edwards, General Manager Strategy & Customer, Integrated Investment Portfolio, Mirvac](#) (co-Chair)
[Yiwen Yang, Senior Vice President, Brookfield](#) (co-Chair)

Agenda (time in GMT + 8)

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|-----------------|---|
| 2:55pm – 3:00pm | Login |
| 3:00pm – 3:05pm | Welcome remarks |
| 3:05pm – 3:35pm | Opening keynote: Unworking: The Reinvention of the Modern Office
Philip Ross, Founder and CEO, UnGroup and Cordless Group |
| 3:35pm – 3:55pm | Q&A and Discussion facilitated by co-Chairs |
| 3:55pm – 4:05pm | Break |
| 4:05pm – 5:00pm | Roundtable discussion – Future of Work: Customer Perspectives <ul style="list-style-type: none">• Chris Fjelddahl, Partner, Eight• Mark Mitchell, Oceania Premises & Workplace Director, EY• Sophia Chen, Director, Real Estate Finance, Global Banking, HSBC |
| 5:00pm – 6:00pm | Closing Discussion: What's Next? How do you see the workplace changing over the next 5-10 years? |



**Asia Pacific
Council Members**

Adeline Liew
Director, Occupier Strategy & Solutions, Asia-Pacific
Knight Frank

Caroline Choy
Project Director, Commercial Property Development
Stockland

Chee Keong Khoo
Lecturer
Guangdong Ocean University

Chris Brooke
Independent Consultant

Danny Poljak
Executive Vice President and Co-Head
Brookfield Asia Pacific

Dor Win Tan
Director of Projects
Chelsfield Asia (Hong Kong) Limited

Emmanuel Farcis
Director - Asset Management
Link Asset Management Limited

Jason Teo
Acting Group Director (Land Sales and Administration)
Urban Redevelopment Authority

Jeremy Sheldon
Managing Director, Market Asia Pacific
JLL

Jessamyn Davis
Co-CEO
RIOS

Makoto Sakuma
Researcher
NLI Research Institute

Martijn Douven
Senior Vice President Southeast Asia
Essensys

Neil Anderson
Director & Head of Office, Commercial Property
Hongkong Land Limited

Paul Salnikow
Chairman and CEO
The Executive Centre

Sam Lok
Senior Manager - CEO Office
Chinachem Group

Syahzan Kudus
Director
PT Jakarta Land

Taran Gulati
Asia Solutions Lead, Investor
CBRE HOST

Tetsuya Kaneko
Managing Director, Head of Research & Consultancy
Savills Japan Co., Ltd.

Tom Owens
Principal
Gensler

[Guest]
Arpit Singh
Managing Director
Xander Investment Management

[Speaker]
Philip Ross
Founder and CEO
UnGroup and Cordless Group

[Speaker]
Sophia Chen
Director, Real Estate Finance – Global Banking
HSBC

[Speaker]
Chris Fjelddahl
Partner
Eight

[Speaker]
Mark Mitchell
Oceania Premises & Workplace Director
EY



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.