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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 Hospitality Development Council Meeting

Tuesday, 18 October 2022, 2:00pm – 5:00pm SGT

JLL's office in CapitaSpring, 88 Market Street, #35-01, Singapore 048948

Zoom meeting link: <https://uli.zoom.us/j/92876154577?pwd=RTJTRTIHSVljSzRoRzQzNkITa3h1UT09>

Meeting ID: 928 7615 4577, Web Password: 184218

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

Council Leadership

Andrew Heithersay, Managing Director and Partner, SC Capital Partners (Co-Chair)

Tan Shin Hui, Executive Director, Park Hotel Group (Co-Chair)

Andrew MacGeoch, Head of Asia RE and Infra., Global Co-Head of Hospitality & Leisure Group, Bryan Cave Leighton Paisner (Vice-chair)

Daniel Voellm, CEO & Founder, AP Hospitality Advisors (Vice-chair)

Agenda

1:30pm – 2:00pm	Registration & networking
2:00pm – 2:15pm	Welcoming Remarks/Introductions/General Announcements
2:15pm – 2:25pm	Presentation: Asia-Pacific Hotel Market Update Ling Wei Tan , Senior Vice President, Hotels & Hospitality Group, JLL
2:25pm – 3:00pm	Discussion: Review of the state of the market and opportunities ahead
3:00pm – 3:30pm	Case Study: Pan Pacific Orchard Wong Mun Summ , Co-Founding Director, WOHA
3:30pm – 3:45pm	Refreshment break
3:45pm – 4:15pm	Fireside chat with Sachin Doshi, Founder & Group CEO, Weave Living: Alternative Uses for [traditional] Hospitality Assets A lively discussion with Sachin around the use of hospitality assets for serviced apartments, co-living and multi-family residential.
4:15pm – 5:00pm	Members Roundtable/Open Forum
5:00pm	Wrap/meeting concludes
5:00pm – 6:00pm	Networking cocktails

Council Members

<p>Andrew MacGeoch Head of Asia RE and Infra Global Co-head of Hospitality & Leisure Group Bryan Cave Leighton Paisner</p>	<p>Andrew Heithersay Partner, Managing Director SC Capital Partners</p>
<p>Craig Pearce Managing Director Nikota Capital</p>	<p>Cyndy Tan Jarabata CEO & President TAJARA Leisure and Hospitality Group Inc.</p>
<p>Chin Fen Eu CEO, Frasers Hospitality Trust Frasers Hospitality Asset Management</p>	<p>Daniel Voellm CEO AP Hospitality Advisors</p>
<p>David Ling Global Head of Hospitality Investment and Asset Management City Developments Limited</p>	<p>Gaurang Khemka Founder/ Design Director URBNarc</p>
<p>Maria Arizumi Head of Development, DC Office, Swire Hotels Swire Properties Limited</p>	<p>Nihat Ercan Senior Managing Director Head of Investment Sales Asia Pacific, JLL</p>
<p>Seth Sulkin President & CEO Pacifica Capital KK</p>	<p>Shaman Chellaram Senior Director Valuation & Advisory Services Hotel Advisory Asia Colliers</p>
<p>Shin Hui Tan Executive Director Park Hotel Group</p>	<p>Steve Caroll Head of Hotels & Hospitality, Capital Markets Asia Pacific CBRE</p>
<p>Symon Bridle Director, Hotel Development & Asset Management Hang Lung Properties</p>	<p>Tasos Kousloglou CEO – Hotel Division Sun Hung Kai Properties</p>
<p>[Guest] Corey Hamabata Managing Director Rockpool Capital Limited</p>	<p>[Guest] Regina DiBenedetto Director Aareal Bank Asia Limited</p>
<p>[Guest] Heng Cheam Managing Director Deutsche Bank</p>	<p>[Guest] Kyu Baek Kim Head of Acquisitions & Development Ovolo Group</p>
<p>[Guest] Joyce Sng General Manager Product Development UOL Group Limited</p>	



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.