

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

Thursday 1 June 2023, 8:30am – 1:15pm SGT

CBRE's office: Level 32, 6 Battery Road, #32-01 Singapore 049909

Zoom meeting link: <https://uli.zoom.us/j/99488670648?pwd=MVE4QnROQys2WWRaRWVHSjdLSjd6QT09>

Meeting ID: 994 8867 0648, Web Password: 590581

If you are joining by telephone, international numbers are available:

<https://uli.zoom.us/join?meetingid=99488670648&password=590581>

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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)

Wednesday 31 May 2023

8:00 pm – 10:00 pm

Dinner at Coconut Club (Reservation under "Tan Shin Hui") RSVP required

Thursday 1 June 2023 Agenda

8:30 am – 9:00 am

Registration & networking

9:00 am – 9:15 am

Welcoming Remarks/Introductions/General Announcements

9:15 am – 9:35 am

Presentation: Asia-Pacific Hotel Market Update

Steve Carroll, Head of Hotels and Hospitality, Capital Markets, Asia Pacific, CBRE

9:35 am – 10:00 am

Discussion: Review of the state of the market and opportunities ahead

10:00am – 10:30am

Case Study: Adaptive re-use of buildings into hotels, with a focus on sustainability

Stephen Holliday, Global Principal, SHARA Specialist Hotels and Resorts Advisory

10:30am – 10:45am

Morning refreshment break

10:45am – 11:15am

Fireside chat with Suchad Chiaranussati, Founder & Chairman, SC Capital Partners Group

A discussion with Suchad on the hospitality investment environment in Asia Pacific.

11:15am – 12:00pm

Members Roundtable/Open Forum

12:00pm

Wrap up/meeting concludes

12:15 pm

Bus pickup to Pan Pacific Orchard

12:30pm – 1:15pm

Site tour of Pan Pacific Orchard

1:15pm – 2:15pm

Lunch at Mosella, Pan Pacific Orchard (A la carte) (RSVP required)

Council Members and Guests Attending

Name		Role	Company
Andrew	MacGeoch	Head of Asia RE and Infra, Global Co-head of Hospitality & Leisure Group	Bryan Cave Leighton Paisner
Andrew	Heithersay	Managing Director, Partner	SC Capital Partners Group
Athena	Zou	Director, Business Development, Asia Pacific and Middle East	Standard International
Christopher	Hur	President	Lodgis
Craig	Pearce	Managing Director	Nikota Capital
Daniel	Voellm	CEO	AP Hospitality Advisors
David	Ling	Global Head of Hospitality Investment and Asset Management / Executive Chairman's Office	CDL
Dawn	Teo	Senior Vice President	Amara Hotels & Resorts
George	Goh	Head of Acquisitions and Asset Management, Southeast Asia	LaSalle
Ian	Lien	Partner and Managing Director	SC Capital Partners Group
Ivan	Lee	Executive Vice President, Hospitality Operations	HKR International Ltd
Jan	Lee	Executive Director	ULI Hong Kong
Kanoknat	Adhyanasakul	Executive Director	Amatara Wellness Resort
Kristin	Thorsteinsdottir	Regional Head of Partnership Growth - APAC West	IWG
Maria	Ariizumi	Head of Development, DC Office, Swire Hotels	Swire Properties Limited
Nihat	Ercan	Senior Managing Director Head of Investment Sales Asia Pacific	JLL
Sabine	Schaffer	Managing Partner & CEO Europe	Pro-invest Group
Seth	Sulkin	President & CEO	Pacifica Capital KK
Shaman	Chellaram	Senior Director Valuation & Advisory Services Hotel Advisory Asia	Colliers
Shin Hui	Tan	Executive Director	Park Hotel Group
Steve	Caroll	Head of Hotels & Hospitality, Capital Markets Asia Pacific	CBRE
Symon	Bridle	Director, Hotel Development & Asset Management	Hang Lung Properties
Tasos	Kousloglou	CEO – Hotel Division	Sun Hung Kai Properties
Yuval	Tal	Partner	Proskauer

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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.

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