



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.

ULI Asia Pacific Office Council Meeting
Thursday, 1 June 2023 in Singapore (in person)

We are excited to announce that during the upcoming [ULI Asia Pacific Summit](#) in Singapore from 29 May to 1 June, our Office Council will have its inaugural in-person Council meeting. We hope you will join us in learning together and helping to plan out the future roadmap of the Council.

Office Council Co-Chairs:

Yiwen Yang — Managing Director, Portfolio Management Asia
Neil J Anderson — Director and Head of Office, Commercial Property, Hong Kong, Hongkong Land

Date: 1st June 2023

Venue: Padang Room, Brookfield Offices, 16 Collyer Quay, #19-00, Singapore

Agenda

9:00am — 9:10am	Registration
9:10am — 9:30am	Co-Chairs' Welcoming Remarks/ Introductions General Announcements/ Business Session
	Review of ULI Priorities & Council Member Expectations (see back page of agenda) Introduction of Members and Guests
9:30am — 10:00am	Impact of Global and US Macro Trends on Worldwide Commercial Property Assets
	Dinny McMahon , Analyst, Trivium
10:00am — 10:30am	Macro Headwinds and Commercial Property in the Asia Pacific: Valuations, Debt Levels, Transaction Volumes, and Future Prospects in Major Regional Markets
	Pamela Ambler , Head of Investor Intelligence and Strategy, Asia Pacific, JLL
10:30am — 10:50am	Q&A
10:50am — 11:00am	Break



Asia Pacific

11:00am — 11:30am

A Banker's View: How CRE Financing is Evolving in a World of Rising Rates and Weaker Fundamentals

TBD: A Regional Commercial Bank

11:30am — 12:00pm

Wrap up and Discussion

Council members share their experiences and discuss issues facing the office asset class: a healthy-back-and-forth discussion about the challenges and solutions facing our industry. Come prepared to discuss your experiences with real examples.

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.