

THE 9TH ANNUAL REITS & REAL ESTATE INVESTMENT SUMMIT ASIA PACIFIC™

Held in Conjunction with:



ASIA PACIFIC
BEST OF THE BREEDS REITS &
REAL ESTATE INVESTMENT AWARDS™

“Profiting Through
Sustainable Technology
And Net Zero Imperatives”

3RD OCTOBER 2024, THURSDAY
Sheraton Towers Singapore

ORGANISED BY:

CO-ORGANISED BY:

CONTACT DETAILS:



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SCAN ME

<https://reisummit.org/>

OVERVIEW

Welcome to the **9th Annual REITs and Real Estate Investment Summit Asia Pacific 2024™: “Profiting Through Sustainable Technology And Net Zero Imperatives”**. This year’s event is a premier gathering of industry leaders, innovators, and investors committed to revolutionizing the REITs and real estate sector through sustainable practices and advanced technologies. Attendees will explore how integrating net zero practices, smart building systems, and renewable energy can drive higher yields, reduce operational costs, and attract premium tenants, thereby transforming environmental commitments into financial gains.

Join us for an insightful exploration into the future of real estate investments in the Asia Pacific region. Our expert-led panels, innovative case studies, and interactive exhibits on the latest proptech and sustainable building technologies will equip you with actionable strategies to leverage government incentives, navigate regulatory landscapes, and adopt cutting-edge advancements. The event will conclude with the prestigious **Asia Pacific Best of The Breeds REITs & Real Estate Investment Awards™**, celebrating the top performers and innovators in the REITs and real estate sector, where sustainability and profitability go hand in hand.

WHAT TO EXPECT?

Who will attend?

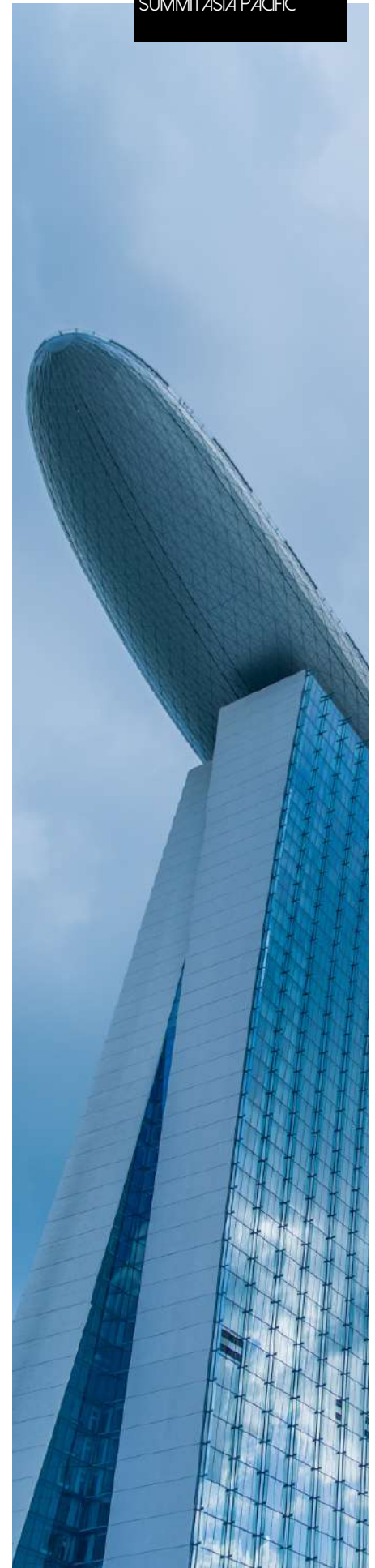
- | | | |
|--------------------------------------|------------------------|--|
| Chief Executive Officers (CEOs) | Fund Managers | Construction Managers |
| Chief Financial Officers (CFOs) | Investment Analysts | ESG (Environmental, Social, Governance) Managers |
| Chief Investment Officers (CIOs) | Urban Planners | Green Building Consultants |
| Chief Sustainability Officers (CSOs) | Property Managers | Sustainability Consultants |
| Chief Technology Officers (CTOs) | Asset Managers | Environmental Engineers |
| Portfolio Managers | Financial Advisors | Smart Building Technologists |
| Real Estate Analysts | Real Estate Developers | Proptech Entrepreneurs |

Sponsors:

- | | | |
|---------------------------------------|--|--|
| Real Estate Investment Trusts (REITs) | Renewable Energy Companies | Insurance Companies |
| Investment Banks | Construction Firms | Technology Companies (IoT, AI, Blockchain) |
| Asset Management Firms | Sustainability Certification Bodies (e.g., LEED, BREEAM) | Government Agencies (urban development and sustainability) |
| Private Equity Firms | Law Firms Specializing in Real Estate | Industry Associations |
| Proptech Companies | Financial Services Companies | Rating Agencies |

Exhibitors:

- | | | |
|---|---------------------------------|--------------------------------------|
| Smart Building Technology Providers | Environmental Consultancy Firms | Sustainable Architecture Firms |
| Renewable Energy Solution Providers | Real Estate Software Providers | Facility Management Services |
| Sustainable Construction Material Suppliers | Data Analytics Firms | Real Estate Marketing Solutions |
| Green Building Certification Organizations | IoT Device Manufacturers | Urban Mobility Solutions |
| Proptech Innovators | Energy Management Companies | Waste Management Solutions Providers |



ORGANISERS



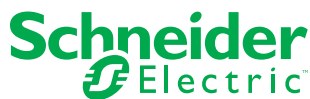
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BRONZE SPONSOR

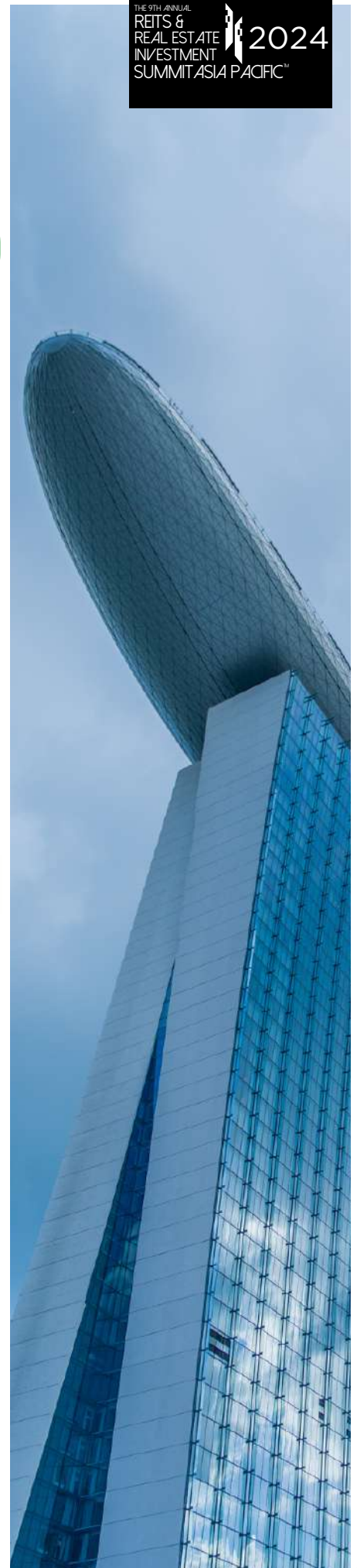


EXHIBITORS

PILLARS OF THE INDUSTRY



MEDIA PARTNERS



SPEAKERS

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Mr. Kelvin Chow
CEO
Lendlease Global Commercial
Trust Management Pte. Ltd.



Prof. Roy Ling
CEO & Founder
FollowTrade Pte Ltd.



Ms. Wong Ee Kean
CEO
GSUM-Titanland Capital



Mr. Tan Keng Chiam
Executive Director and Head
of Valuation & Advisory
Colliers



Mr. Ho Chee Kit
Senior Director
C&W Services (S) Pte. Ltd.



Dr. Robert Charnock
Founding Director
Metis Institute of Climate Strategy



Mr. Kenneth Lee
Founder & CEO
Green Concepts Pte Ltd



Ms. Priyaka Dhingra
Director, Climate Change and
Sustainability Services
EY Singapore



Mr. Pragas Nadaraja
Director - Environmental &
Sustainable Design, Buildings
Ramboll



Mr. Andrew Chew
Director
Sustainable Finance, Asia Pacific,
ING



Mr. Dave Mackerness
Director
Kaer Pte Ltd



Ms. Yvonne Zhang
Director, Internal Sustainability
(WorldClimate)
Deloitte Southeast Asia



Mr. Tan Choon Yong
Sustainability Manager
Lendlease Global Commercial
Trust Management Pte. Ltd.



Mr. David J. Calkins
Regional Managing Principal
Gensler Asia Pacific and Middle
East (APME) Region



Dr. Bess Ng
Associate Principal,
Sustainability Business
Schneider Electric



Mr. Deepak Khetarpal
Cleantech Lead, APAC
Schneider Electric



Mr. Matt Carlisle
Associate Director - Sustainability
Cundall Singapore Pte Ltd



Ms. Candice Low
Associate Director, ESG Ratings,
Sustainable Fitch



Mr. Tiong Teck Wee
Co-Head of Sustainability & Responsible
Business Practice and Partner in Commercial
& Corporate Disputes and International
Arbitration Practices
WongPartnership LLP



Mr. Paul Kitamura
Head Asset Management
M&C REIT Management Limited



Mr. Lee Bo Han
Partner, Tax (R&D and
Incentives Advisory)
KPMG Singapore



Mr. Marshall Lee
Managing Director, Head of
Climate & Sustainability
Marsh McLennan Asia



AGENDA




THE 9TH ANNUAL
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3rd October 2024, Thursday - Morning

8:00 AM Registration and Exhibition Viewing

9:00 AM Opening Remarks - Welcome Address by Conference Chairperson



9:10 AM **Keynote Address: Shaping the Future: The Financial Revolution of Net Zero Real Estate**
In this visionary keynote session, we will delve into the transformative potential of net zero buildings within the real estate sector, highlighting the pivotal role they play in driving long-term financial success. As global commitments to sustainability intensify, the real estate industry stands at the forefront of this revolution, poised to reap substantial economic benefits.


9:30 AM **Panel Discussion: Leveraging Smart Building Technologies for Higher NOI**
Discuss how IoT, AI, and advanced building management systems can optimize operations and enhance profitability.
• **Moderator:**
 Mr. Ho Chee Kit, Senior Director, C&W Services (S) Pte. Ltd.
• **Panelists:**
 Mr. Kenneth Lee, Founder & CEO, Green Koncepts Pte Ltd
 Mr. David J. Calkins, Regional Managing Principal, Gensler Asia Pacific and Middle East (APME) Region

10:00 AM **Panel Discussion: Sustainable Investing: Attracting Capital through ESG Initiatives**
Examine how integrating ESG (Environmental, Social, Governance) criteria can draw investment and boost property marketability.
• **Panelists:**
 Ms. Priyaka Dhingra, Director, Climate Change and Sustainability Services, EY Singapore
 Mr. Andrew Chew, Director, Sustainable Finance, Asia Pacific, ING
 Ms. Yvonne Zhang, Director, Internal Sustainability (WorldClimate), Deloitte Southeast Asia
 Ms. Candice Low, Associate Director, ESG Ratings, Sustainable Fitch

10:30 AM Morning Coffee Break & Exhibition Viewing

11:00 AM **Case Studies in Green Building Certification & Transformation: Financial Benefits Realized**
Review real-world examples of properties that have achieved green transformation and the resulting financial performance improvements.
 Mr. Tan Choon Yong, Sustainability Manager, Lendlease Global Commercial Trust Management Pte. Ltd.

11:20 AM **Panel Discussion: Renewable Energy and Net Zero Technology Integration: Financial Models and Revenue Stream**
Explore various financial models that underpin the integration of renewable energy sources and net zero strategies into properties. This analysis will reveal the multifaceted potential gains derived from various implementation strategies, demonstrating how these sustainable practices can drive economic value.
• **Panelists:**
 Dr. Robert Charnock, Founding Director, Metis Institute of Climate Strategy
 Mr. Deepak Khetarpal, Cleantech Lead, APAC, Schneider Electric

11:40 AM **Government Incentives for Sustainable Real Estate: Unlocking Opportunities**
Explore the various government incentives, subsidies, and tax benefits available for sustainable real estate development. This session will guide participants in identifying and leveraging these opportunities to support R&D in building practices and foster the growth of Green PropTech companies.
 Mr. Lee Bo Han, Partner, Tax (R&D and Incentives Advisory), KPMG Singapore

12:00 PM Networking Lunch & Exhibition Viewing


AGENDA

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3rd October 2024, Thursday - Afternoon


Unlocking Value: How 'As-a-Service' Business Models Enable Property Owners to Secure Financial and ESG Reward

1:00 PM This talk will explore how the "As-a-Service" model, can transform your real estate portfolio by unlocking financial value, optimizing operational efficiency and delivering against your ESG goals. Learn how outsourcing specific services, such as cooling, to specialized providers allows you to remove these assets from your balance sheet, pay only for what you use, and avoid substantial upfront investments.

 Mr. Dave Mackerness, Director, Kaer Pte Ltd

Net Zero and The Evolving Insurance Landscape - How It Is Impacting The Real Estate Sector

1:30 PM As real estate targets net zero emissions, the insurance sector adapts. This session examines how green tech is changing risk, underwriting, and insurance products, impacting property values, costs, and liabilities. Discover how insurers and developers are collaborating to manage risks and capitalize on sustainable opportunities.

 Mr. Marshall Lee, Managing Director, Head of Climate & Sustainability, Marsh McLennan Asia

1:50 PM Afternoon Coffee Break & Exhibition Viewing


Panel Discussion: The Future of REITs: Embracing Sustainability for Long-Term Gains

How REITs can integrate sustainability to enhance returns and attract ESG-focused investors.

• Panelists:

2:20 PM  Mr. Kelvin Chow, CEO, Lendlease Global Commercial Trust Management Pte. Ltd.
 Ms. Wong Ee Kean, CEO, GSUM-Titanland Capital
 Mr. Matt Carlisle, Associate Director – Sustainability, Cundall Singapore Pte Ltd
 Mr. Tiong Teck Wee, Co-Head of Sustainability & Responsible Business Practice and Partner in Commercial & Corporate Disputes and International Arbitration Practices, WongPartnership LLP
 Mr. Paul Kitamura, Head Asset Management, M&C REIT Management Limited

The Business Case for Adaptive Reuse and the Sustainable Transformation of Buildings

2:50 PM  Mr. Pragas Nadaraja, Director - Environmental & Sustainable Design, Buildings, Ramboll


Innovation In Sustainable Materials and Construction Practices: Achieving Breakthroughs in Cost and Quality

3:10 PM Discuss the cost implications and long-term benefits of using sustainable materials and practices in construction projects. Discover how production innovations have made sustainable materials more cost efficient and durable than traditional materials.

Panel Discussion: Overcoming Challenges and Seizing Opportunities through Sustainability and Net Zero Imperatives in REITs – A Multi-Sector Approach to Future-Proofing Investments

The Role of Data Analytics in Achieving Net Zero Goals

3:50 PM Discover the importance of data analytics in tracking and achieving sustainability goals, and its impact on operational efficiency.

 Dr. Bess Ng, Associate Principal, Sustainability Business, Schneider Electric

4:10 PM Chairperson Concluding Remarks For Conference and Introduction to Awards Ceremony

4:30 PM



Asia Pacific Best of The Breeds REITs & Real Estate Investment Awards 2024

Celebrating the top performers and innovators in the Asian REITs & Real Estate sector. This year, we will include a category to recognize achievers in sustainable practices and solutions in real estate.

5:20 PM End of Awards. Networking and Exhibition to continue till 6pm

MAJOR SPONSORSHIP TIERS

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Important Note: Sponsors are NOT allowed to submit nominations for the Awards





BENEFITS	■ PLATINUM US\$15,000	■ GOLD US\$13,000	■ SILVER US\$12,000	■ BRONZE US\$9,000
Complimentary guests with reserved tables	30	20	10	8
Online Visibility – Your organisation's logo linked to your website will be prominently displayed on the event's official website	✓	✓	✓	✓
License to use the "Official Sponsor Logo" in connection with the promotion of your organization's event sponsorship and participation	✓	✓	✓	✓
Event Bag Insert – Get the attention of all the event participants by placing your organisation's promotional items in the event's official bag	4 Items	3 Items	2 Items	1 Item
Free exhibition table top with skirting and 2 chairs	1	1	1	1
"Thank You" Signage – Your organization's logo will be featured on sponsor appreciation signage throughout the event, with all sponsoring organization's logos listed	✓	✓	✓	✓
Main Stage Backdrop – Your organization's logo will be prominently featured on the event's main stage backdrop	✓	✓	✓	✓
Registration Area – Your organization's logo will be prominently featured in the event's registration area	✓	✓	✓	✓
Event Programme – Sponsor recognition in the event's official participants' guide (Artwork provided by client)	1 Page Full Coloured Ad	¾ Page Ad	½ Page Ad	¼ Page Ad
Additional Sponsorship Entitlement: Featured also as a sponsor of networking spots	Also Featured As Luncheon Sponsor	Also Featured As Luncheon Sponsor	Also Featured As Morning Networking Sponsor	Also Featured As Afternoon Networking Sponsor
Speaking Opportunity (Priority for higher tiered sponsors based on availability)	✓	✓	✓	✓



MINOR SPONSORSHIP TIERS

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BENEFITS	 NETWORKING F&B SPONSOR US\$5,000	 EVENT BADGE/ LANYARD SPONSOR US\$4,000	 EVENT BAGS SPONSOR US\$4,000	 EXHIBITION SKIRTED TABLETOP WITH 2 CHAIRS US\$3,000
Complimentary guests	4	4	3	2
Online Visibility – Your organisation's logo linked to your website will be prominently displayed on the event's official website	✓	✓	✓	✓
"Thank you" Signage – Your organisation's logo will be featured on sponsor appreciation signage throughout the event, with all sponsoring organisation's logos listed	✓	✓	✓	X
Main stage background – Your organisation's logo will be prominently featured on the event's main stage backdrop	✓	✓	✓	X
Exhibition tabletop	1	1	1	1

☐ Yes, I wish to be a sponsor, please invoice me

Name of Company: _____

Address: _____

☐ Mr ☐ Ms. ☐ Mrs. ☐ Dr. Contact Person: _____

Job title: _____

Tel: _____ Mobile: _____

Email: _____

Signature: _____





EXHIBITION

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2024

We invite promising and established companies to present their innovative solutions to a highly engaged audience of industry leaders and decision-makers. This exclusive event offers a unique opportunity to position your brand at the forefront of the real estate and investment sectors, directly reaching clients eager to navigate and profit from net zero initiatives. Our exhibition will feature only the most impactful and forward-thinking companies, ensuring a high-quality experience for attendees. Demonstrate how your sustainable technologies can drive growth and resilience in the industry, and connect with key stakeholders seeking cutting-edge solutions.

WHY EXHIBIT?

-  **Showcase Your Innovations:**
Present your latest products and services to an audience actively seeking cutting-edge solutions.
-  **Network with Industry Leaders:**
Connect with key decision-makers and influencers in the real estate and investment sectors.
-  **Gain Market Insight:**
Stay ahead of industry trends and gain valuable insights into the future of REITs and real estate investments.
-  **Enhance Brand Visibility:**
Increase your brand's visibility and recognition among industry professionals and potential clients.



The exhibition will be elegantly incorporated within the conference venue to ensure maximum interaction with delegates at all times. Exhibitors will be provided with a tabletop exhibition setup featuring a table measuring 183 cm by 76 cm, covered with tablecloth skirtings for a clean and professional display area. To accommodate varying needs, we also offer the option to upgrade to a shell scheme booth style or a standup pitch booth at a minimal charge, facilitating enhanced presentations and engagement opportunities.

For more information and to reserve your exhibit space, contact Cyan Lee at cyan@pinnaclegroup.global or +65 8222 2344.





ASIA PACIFIC BEST OF THE BREEDS REITS & REAL ESTATE INVESTMENT AWARDS™

recognizes companies and managers with the highest standards and performance in the Asia Pacific REITs and real estate sector. The judging panel consists of senior professionals in the financial and real estate sector with balanced representation from ratings agencies, research houses and advisory firms across different countries. The selection methodology will be based on a combined scoring metric that takes into account ratings strength and stability,

1. Nomination Form

- Submission Of Nomination Entry Form and Payment Of Nomination Fee of USD 1500 (fee includes 2 delegate registration to the Summit).
- Send it via email to either eric.khoo@pinnaclegroup.global, or cyan@pinnaclegroup.global.

2. Submission Materials

After submission of nomination form and receipt of nomination fees, we will direct you to our online awards system for submission of your nomination materials. We WILL NOT accept submissions via email or entertain submissions if the nomination fee is not received.

- Up to 1500 words outline of the reasons why the nominee deserves to be recognised with each award, highlighting any relevant, unique or outstanding characteristics based on the key criteria for the Award category entered.
- All documents including photos MUST be sent in PDF format. We will not accept documents sent in other formats.

Anyone may nominate an eligible organisation or individual by completing and sending the nomination forms and nomination fees by **5th August 2024**.

MARKET CAPITALIZATION OF THE COMPANY PLEASE TICK ACCORDINGLY.

- ☐ USD 1 Billion and above in Market Capitalization
- ☐ USD 500 Million - USD 1 Billion in Market Capitalization
- ☐ Less than USD 500 Million in Market Capitalization

CHOICE OF AWARDS CATEGORIES

- ☐ Retail REIT
- ☐ Office REIT
- ☐ Industrial REIT
- ☐ Hospitality REIT
- ☐ Healthcare REIT
- ☐ Islamic REIT
- ☐ Alternative Asset Class REIT
- ☐ Best CEO (Asia Pacific)
- ☐ Best CFO (Asia Pacific)
- ☐ Best Investor Relations (Asia Pacific)
- ☐ Most Innovative Sustainable Building Solution
- ☐ Most Sustainable Real Estate/REITs
- ☐ Best Overall ESG & Profitability Real Estate/REITs

I would like to nominate our Company to be considered for the Asia Pacific Best of The Breeds REITs & Real Estate Investment Awards™. Please Invoice me.

Name of Company: _____

Address: _____

☐ Mr ☐ Ms. ☐ Mrs. ☐ Dr. Contact Person: _____

Job title: _____

Tel: _____ Mobile: _____

Email: _____

Signature: _____

Companies can enter as many projects as they wish in one or more of these categories. The winning company is simply one of which the opinion of the judges, best meets the criteria for each category. Shortlisted winners will be notified and invited to the awards ceremony.



DELEGATE REGISTRATION

REGISTRATION FEE

Delegate Attendance USD 500

Delegate fee includes access to the full conference proceedings and exhibition area including the networking lunch and 2 coffee break sessions. Delegates will also receive a written synopsis of the entire conference proceedings after the conference.



*PLEASE TICK AND FILL UP THE NECESSARY INFORMATION ACCORDINGLY

1st DELEGATE'S DETAILS

☐ Mr ☐ Ms. ☐ Mrs. ☐ Dr.

First Name _____

Surname _____

Designation _____

Tel _____ Mobile _____

Email _____

2nd DELEGATE'S DETAILS

☐ Mr ☐ Ms. ☐ Mrs. ☐ Dr.

First Name _____

Surname _____

Designation _____

Tel _____ Mobile _____

Email _____

3rd DELEGATE'S DETAILS

☐ Mr ☐ Ms. ☐ Mrs. ☐ Dr.

First Name _____

Surname _____

Designation _____

Tel _____ Mobile _____

Email _____

4th DELEGATE'S DETAILS

☐ Mr ☐ Ms. ☐ Mrs. ☐ Dr.

First Name _____

Surname _____

Designation _____

Tel _____ Mobile _____

Email _____

CONFERENCE FEE PAYMENT

Payment may be made in one of three ways - please tick the appropriate box:

☐ 1. Bank Transfer

TPGI Pte. Ltd. through UOB bank, 80 Raffles Place,
UOB Plaza Singapore 048624

- **USD account number** 351-900-086-3

- **SGD account number** 101-332-203-7

Swift Code: UOVBSGSG / **Bank Code:** 7375

(all charges to be borne by client)

Please quote: Please quote REITS 2024

☐ 2. Payment by Credit Card online

☐ 3. Payment by Paynow should be paid to UEN: 200207544G

Please complete and return this form together with a copy of bank transfer or proof of transaction, payable in USD to TPGI Pte. Ltd. and email to: eric.khoo@pinnaclegroup.global

*When you attend a session or exhibition booth hosted by a sponsor, your name, job title, phone number, email contacts and company will be made visible to that sponsor.

☐ No, I do not wish to be visible to any sponsors or exhibitors.

CANCELLATIONS

Conference fee: By completing this registration form, you are agreeing to the terms and conditions whereby you are liable for the full conference fee. All cancellations must be received in writing by 23rd September 2024 for a full refund less 10% administration charge. We cannot accept verbal cancellations. Cancellations received after 15th August 2024 is liable for the full conference fee. However, substitutions can be sent to attend in your place at no extra charge for the entire conference only with prior notice. In the event of a force majeure, TPGI Pte Ltd is obliged to postpone or cancel the event and will not be liable to refunds, losses or damages incurred by any of the participants. TPGI Pte. Ltd will not be liable for any travel or accommodation expenses incurred by delegates or their organisations. Badge swapping with other registered/non-registered delegates is against our company policy and will not be permitted.

ORGANISED BY:



CO-ORGANISED BY:



CONTACT DETAILS:

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