

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:



2 Ang Mo Kio Drive, Block H,
#01-11, Singapore 567720
☎ (65) 6444 9049

ERIC KHOO
☎ +65 8383 2480
✉ eric.khoo@pinnaclegroup.global

CYAN LEE
☎ +65 8222 2344
✉ cyan@pinnaclegroup.global



SCAN ME

<https://reisummit.org/>

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?

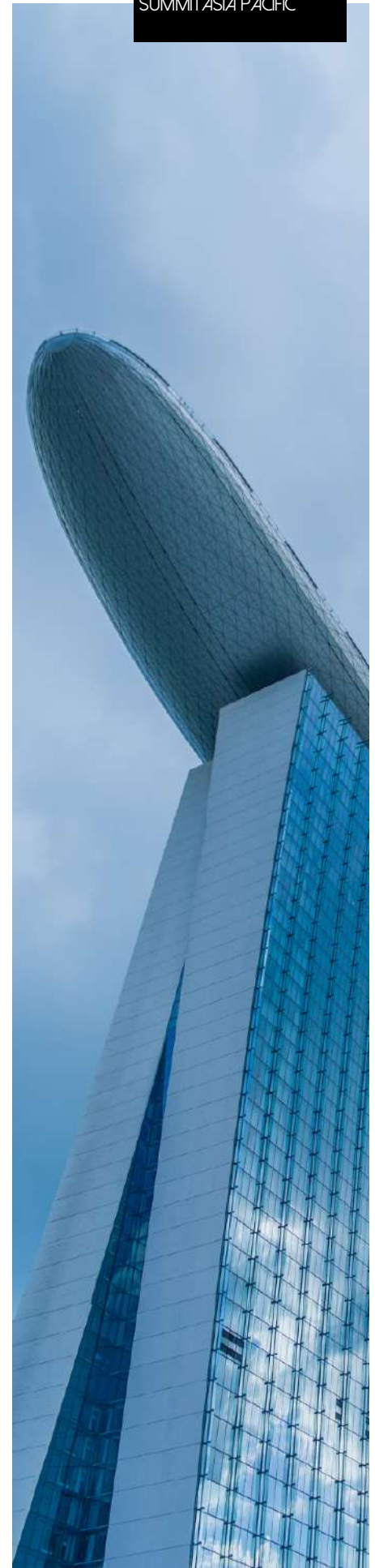
- | | | |
|--|--------------------------|--|
| • Chief Executive Officers (CEOs) | • Fund Managers | • Construction Managers |
| • Chief Financial Officers (CFOs) | • Investment Analysts | • ESG (Environmental, Social, Governance) Managers |
| • Chief Investment Officers (CIOs) | • Urban Planners | • 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



BRONZE SPONSOR



EXHIBITORS



PILLARS OF THE INDUSTRY



MEDIA PARTNERS



SPEAKERS



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. Kenneth Lee
Founder & CEO
Green Concepts Pte. Ltd.



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



Mr. Thomas Schwab
Vice President Product Management and
Strategy APAC & MEA Air Technology APAC |
Managing Director, ebm-papst Southeast Asia



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



Dr. Robert Charnock
Founding Director
Metis Institute of Climate Strategy



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



Dr. Lee Teck Kheng
Director
Technology Development
Centre



Mr. Jackie Cheung
Director, ESG
Knight Frank Asia Pacific and
Singapore



Ar. Raymond Hoe
Regional Director
BDP Architects South East
Asia Pte. Ltd.



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



Ms. Michelle Ong
Executive Director
(Commercial Operations)
Ditrolic Energy Group



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



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



Mr. Sree Kumar Sivaramakrishnan
Chief Sustainability
Transformation Principal and
Head of Sustainability Business
SAP Asia Pacific and Japan



Dr. Bess Ng
Associate Principal,
Sustainability Business
Schneider Electric



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



Mr. Deepak Khetarpal
Cleantech Lead, APAC
Schneider Electric



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



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



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



Ms. Li Jialin
Analyst,
Maybank Securities Singapore



Mr. Edward Farrelly
Senior Vice President,
Real Estate Industry Lead Asia,
Marsh McLennan Asia



AGENDA

3rd October 2024, Thursday - Morning


8:00 AM Registration and Exhibition Viewing

9:00 AM Summit Opening

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.


9:05 AM

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

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:**

9:25 AM

 Mr. Kenneth Lee, Founder & CEO, Green Concepts Pte. Ltd.

 Dr. Lee Teck Kheng, Director, Technology Development Centre


 Mr. Thomas Schwab, Vice President Product Management and Strategy APAC & MEA Air Technology APAC | Managing Director, ebm-papst Southeast Asia

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

Panel Discussion: Sustainable Investing: Attracting Capital through ESG Initiatives


Examine how integrating ESG (Environmental, Social, Governance) criteria can draw investment and boost property marketability.


• **Moderator :**

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

10:05 AM

• **Panelists:**

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

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


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

10:35 AM Morning Coffee Break & Exhibition Viewing

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.


10:55 AM

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

Panel Discussion: Renewable Energy and Net Zero Technology Integration: Financial Models and Revenue Stream

Explore financial models supporting renewable energy integration and net zero strategies in properties, highlighting the economic value driven by sustainable practices.

• **Moderator :**

 Ar. Raymond Hoe, Regional Director, BDP Architects South East Asia Pte. Ltd.


11:15 AM

• **Panelists:**

 Dr. Robert Charnock, Founding Director, Metis Institute of Climate Strategy

 Ms. Michelle Ong, Executive Director (Commercial Operations), Ditrolic Energy Group


 Mr. Deepak Khetarpal, Cleantech Lead, APAC, Schneider Electric

 Mr. Sreekumar Sivaramakrishnan, Chief Sustainability Transformation Principal and Head of Sustainability Business, SAP Asia Pacific and Japan

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.

11:55 AM

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






AGENDA

3rd October 2024, Thursday - Afternoon

12:15 PM Networking Lunch & Exhibition Viewing


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

1:15 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

1:35 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. Edward Farrelly, Senior Vice President, Real Estate Industry Lead Asia, Marsh McLennan Asia

1:55 PM Afternoon Coffee Break & Exhibition Viewing

Panel Discussion: The Future of REITs: Embracing Sustainability


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


• **Moderator :**


 Ms. Wong Ee Kean, CEO, GSUM-Titanland Capital


2:15 PM

• **Panelists:**

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

 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

2:55 PM How REITs can integrate sustainability to enhance returns and attract ESG-focused investors.

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

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


Explore how REITs can overcome challenges and seize opportunities through sustainability and net zero imperatives. Professionals from diverse sectors will share insights on future-proofing investments and enhancing long-term value while meeting sustainability goals.

3:15 PM

• **Moderator :**

 Prof. Roy Ling, CEO & Founder, FollowTrade Pte. Ltd.

• **Panelists:**

 Mr. Jackie Cheung, Director, ESG, Knight Frank Asia Pacific and Singapore

 Ms. Li Jialin, Analyst, Maybank Securities Singapore

The Role of Data Analytics in Achieving Net Zero Goals

3:45 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

4:05 PM Summit Concluding Remarks and Introduction to Awards Ceremony

4:10 PM  Asia Pacific Best of The Breeds REITs & Real Estate Investment Awards 2024

Celebrating top performers and innovators in Asian REITs & Real Estate, with a new category for achievements in sustainable practices and solutions.

5:00 PM End of Awards. Networking at Foyer to continue till 6pm



Realizing an Intelligent, Sustainable, and Connecting World

From IoT-based solutions to efficient energy management technology, we actively collaborate across value chains to make a better reality possible.



Follow us for more
exciting company
events





OVERVIEW

Sasseur Real Estate Investment Trust (“**Sasseur REIT**”) is the first outlet REIT listed in Asia. Sasseur REIT’s property portfolio comprises four outlets with an estimated appraised value of RMB8.5 billion and net lettable area (NLA) of 310,241 sqm. The outlets are strategically located in the high-growth cities of Chongqing, Hefei and Kunming in China and well-positioned to ride on the growth of the rising spending power of the Chinese middle class.

Sasseur REIT is managed by Sasseur Asset Management Pte. Ltd., an indirect wholly-owned subsidiary of Sasseur Cayman Holding Limited (the “**Sponsor**”) which is part of Sasseur Group, one of the leading premium outlet operators in China with 17 outlets under management.

KEY HIGHLIGHTS (1H 2024)



Portfolio

RMB2,165.9m
Total Outlet Sales

97.8%
Portfolio Occupancy

2.1 years
Weighted Average Lease
Expiry by NLA (30 Jun 2024)



Financials

RMB329.0m
EMA Rental Income (RMB)

S\$62.3m
EMA Rental Income (S\$)

3.153 cents
Distribution Per Unit



Capital Management

25.3%
Aggregate Leverage
(Lowest amongst S-REITs)

4.5x
Interest Coverage Ratio

S\$0.85
Net Asset Value per Unit

Stock & Portfolio Information

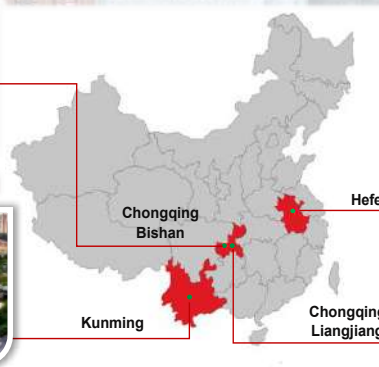
As at 30 Jun 2024

Stock code	CRPU (SGX)
Date listed	28 March 2018
Total units in issue	1,245,669,885
Unit price	S\$0.675
Distribution yield	9.3% (As at 30 Jun 2024)
Net asset value per unit	S\$0.85
Market capitalisation	S\$841m
Portfolio valuation	RMB 8.5b

PORTFOLIO OVERVIEW

Net Lettable Area: **310,241 sqm**

Portfolio Valuation: **RMB 8.5b**



STRONG SPONSOR – SASSEUR GROUP

Founded in 1989, Sasseur Group is one of the leading premium groups in China focusing on the operation of outlets. The Group manages 17 outlets (including 4 owned by Sasseur REIT), with another 1 upcoming outlet in 2024. Leveraging on the founder’s (Vito Xu) passion for art and culture in the outlets’ architectural and interior designs, Sasseur Group offers a unique lifestyle experience for its customers.



Garnered 16 awards at the prestigious
11th Outlets Leader Summit

Awards include:

- 2023-24 Leading Commercial Brand Award (Sasseur Outlets)
- 2023-24 China Outlet Index Top 20 (Chongqing Liangjiang Outlet, Xi'an Outlet)
- 2023-24 China Outlet Index Top 50 (Hefei Outlet, Kunming Outlet, Guiyang Outlet)



Sasseur Group, China's Top 100 Retail Enterprises in
2023



Sasseur Group ranks 38th among the top 100 commercial retail enterprises in China in 2023, with sales exceeding RMB 20 billion



Won 9 awards at the 2024
Van Sound Club Annual Ranking Ceremony

Awards include:

- [Top 30] 2023 Most Influential Commercial Real Estate Enterprise Award: Sasseur Group
- [Top 5] 2023 Most Influential Marketing Promotion Enterprise Award: Sasseur Group
- [Top 5] 2023 Most Influential Member Operating Enterprise Award: Sasseur Group
- 2023 Most Influential Outlet: Chongqing Liangjiang





BHG RETAIL REIT



MULTI-TENANTED



Chengdu Konggang



Beijing Wanliu

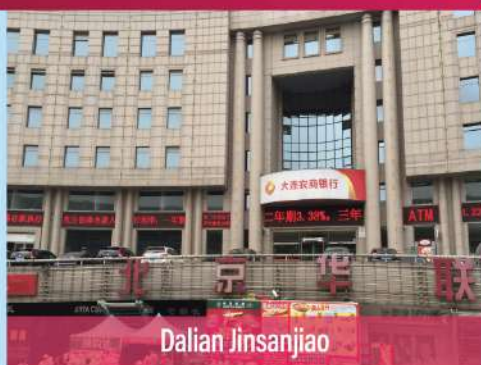


Hefei Mengchenglu



Hefei Changjiangxilu

MASTER-LEASED



Dalian Jinsanjiao



Xining Huayuan

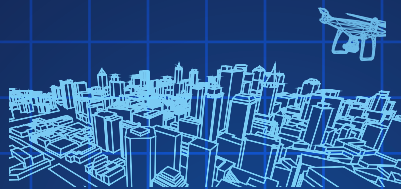
6
STRATEGICALLY
LOCATED
PROPERTIES

311,691
GROSS FLOOR
AREA (SQM)

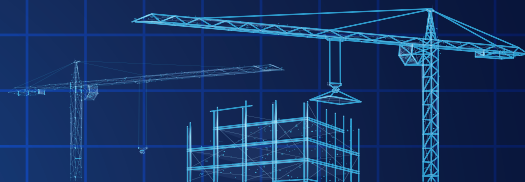
95.2%
PORTFOLIO COMMITTED
OCCUPANCY



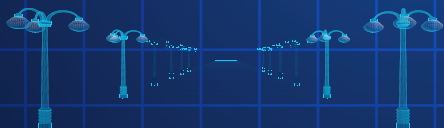
**bathroom
+kitchen** today



SEAB
SOUTHEAST ASIA BUILDING



**SOUTHEAST ASIA
CONSTRUCTION**



**lighting
today**



**SECURITY
SOLUTIONS** TODAY

We reach out to various segments of the professional readers within the building, construction, security, bathroom and lighting industries across Asia-Pacific region with our specialised publications in print and digital formats as well as on social media platforms.



Scan to visit our website

**Visit our website www.tradelinkmedia.biz
for more information.**

MAXIMIZE YOUR REACH

with

ACN NEWSWIRE

Your newswire to the world!

Asia Corporate News Network

- ✓ Global press release distribution and financial disclosure
- ✓ Direct distribution to financial terminals, desktops and financial media
- ✓ English, Chinese, Korean, and Japanese press release translation and distribution

Contact us:

cs@acnnewswire.com

www.acnnewswire.com



Elevate your Indian business with us

Business Consultation



Gain expert insights to expand to the Indian market

Strategy Development



Designing strategic plans customized to your company's goals for achieving maximum results.

Solution Implementation



Integrate cutting-edge and effective marketing solutions to enhance overall business performance.

Who We Are?

Fauget Company is your trusted partner for innovative business solutions. With over 5 years of experience, we are committed to helping your company achieve new levels of excellence.

What We Do?

We provide customizable business solutions tailored to your unique needs. Focused on innovation, cutting-edge technology, and a deep understanding of the industry, we help overcome business challenges and unlock new opportunities.



UNLOCK LEADERSHIP INSIGHTS

Stay ahead with invaluable data-driven financial news and analysis

Global Economy CEO Insider Capital Market
REITs ESG Corporate Watch



Read the latest financial news at
TheEdgeSingapore.com

THE SINGAPOREAN INVESTOR

THE SINGAPOREAN INVESTOR

5 Singapore Stocks with Strong Economic Moats

21 AUGUST 2024 0 COMMENTS AUTHOR: JUN YUAN

If you're familiar with Warren Buffet's investment philosophy, you'll know he emphasises on investing in companies with a 'strong economic moat' – which describes a company's ability to sustain a competitive advantage over its competitors, hence protecting its long-term profits and market share. In this post, you'll find 5 Singapore-listed companies that, in my opinion, has a 'strong economic moat'...

[Read More](#)

GENERAL ADVICE ABOUT INVESTING AND TRADING

2H 2024 Outlook: REITs, Banks, Interest Rates, and Top Stock Picks with



Lim Jun Yuan

My name is Jun Yuan, and I am the owner of The Singaporean Investor. I am a full-time retail investor and trader since April 2017, and in this website, I'd be sharing with you my personal analyses of Singapore-listed companies, along with advices relating to investing, as well as trading. You can find out more about me [here](#), and check out my long-term portfolio [here](#).

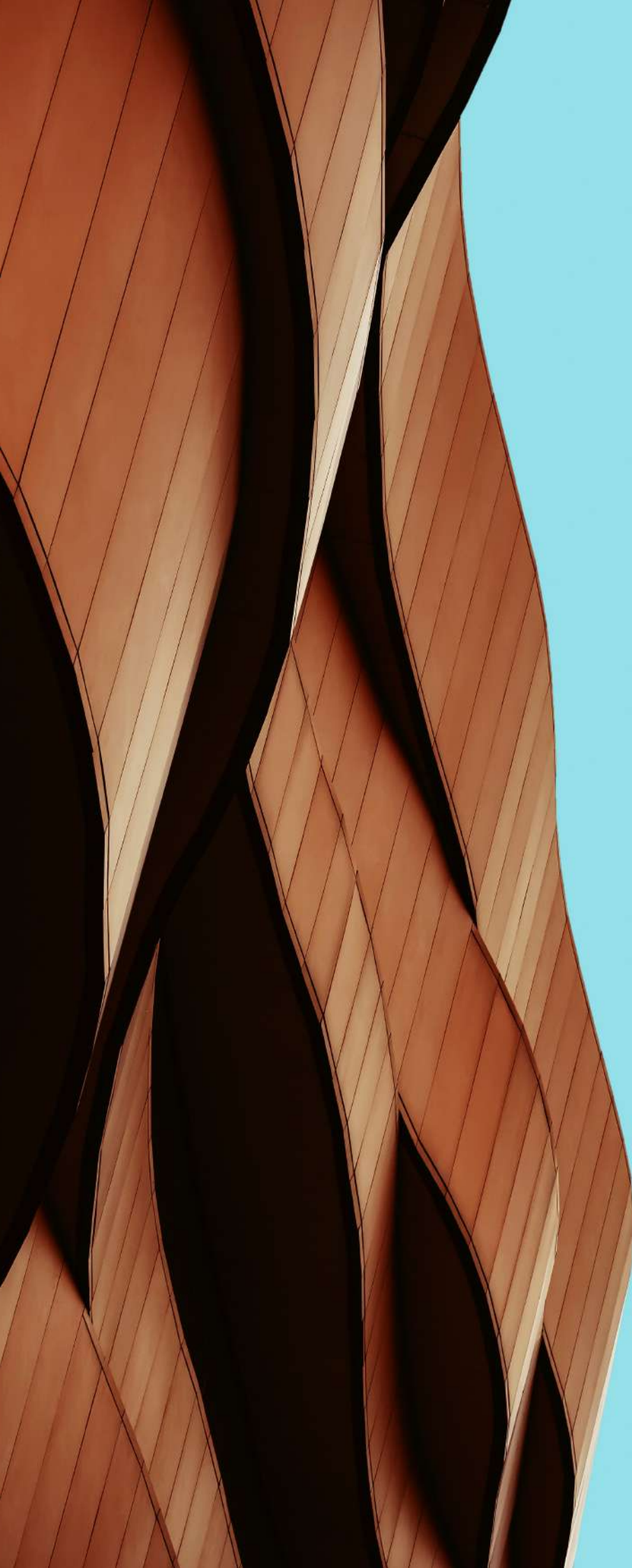
Founded in 2020 by Lim Jun Yuan, author of "building your REIT-irement portfolio," the financial blog offers detailed analyses of companies listed on Singapore and US stock exchanges, along with reviews of their latest quarterly results and AGM summaries.

 TheSingaporeanInvestor.sg

 [TheSingaporeanInvestor](https://www.instagram.com/TheSingaporeanInvestor)

 [thesingaporeaninvestor](https://t.me/thesingaporeaninvestor)

 [thesingaporeaninvestorsg](https://www.youtube.com/thesingaporeaninvestorsg)



FOR SHAPERS
AND CREATORS

Where innovation
meets inspiration

build
A U S T R A L I A

buildaustralia.com.au