

Real Estate Beyond 2023 presented by Asia PropTech

Agenda (Updated Nov 13)

Time	Duration	Grand Ballroom	Breakout Session Rooms
8:30 AM		Registration	
9:00 AM	15 min	Event Opening <ul style="list-style-type: none"> James Dearsley, Event Emcee Paul Chen, Asia PropTech Ms. Alpha Lau, Director-General of Investment Promotion, Invest Hong Kong, The Government of the Hong Kong Special Administrative Region 	
9:15 AM	20 min	1. Fireside Chat with Michael Chan of MTR Lab A fireside chat with Michael Chan to learn more about MTR Lab and what drives Michael's passion for his role. <ul style="list-style-type: none"> Interviewer: Belinda Esterhammer, CEO of The DO Asia Michael Chan, Managing Director of MTR Lab 	
9:40 AM	45 min	2. Asia Real Estate Leaders – Digital Transformation Journey Real estate leaders will give perspective on their digital transformation journey - goals, what they did, keys to success, lessons learned, tech that's driving innovation, and the people aspect of change management. This session aims to give corporates insights as they embark on their digital transformation journey and to startups as they work with corporate enterprises to adopt their solutions. <ul style="list-style-type: none"> Moderator: Natasha Ho, President of the CRECCHKI (China Real Estate Chamber of Commerce Hong Kong and International Chapter) Akina Ho, Venture Partner, Pi Labs Andrew Young, Associate Director (Innovation) at Sino Group Damien Wu, Managing Director – Corporate Development at Chinachem 	Breakout sessions start after the first break
10:30 AM	15 min	Networking Coffee at the Grand Ballroom Foyer	

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10:45 AM	45 min	<p>3. Innovation in Construction Digitalization and Sustainability, presented by HKSTP</p> <p>HKSTP returns to Real Estate Beyond this year with a focus on construction and sustainability. Learn how innovation in the digitization of construction and sustainability are being applied to create value. This session starts with a 20-minute panel session, followed by pitches from startups from HKSTP.</p> <ul style="list-style-type: none"> • Moderator: Raymond Leung, Senior Manager, Partnerships, HKSTP • Ir Dr. George Wong, Senior Manager, Construction Industry Council (CIC) • Ir Felix Chan, Associate, Climate & Sustainability, Arup • Vincci Mok, Senior Manager, Innovation and Technology of Digital G, Gammon Construction Limited • Startup Pitches <ul style="list-style-type: none"> ○ FJ Dynamics International Limited, Dennis Chung, Project Engineer ○ SagaDigits, Arthur Chan, CEO & Director ○ XenseTech, Johnny Tam, Co-Founder & Thinker ○ BSF Innovation, Sylvine Wong, CEO ○ CLS Environmental, Pirry Leung, Founder & CEO 	<p>B1. Automation in Real Estate Operations</p> <p>Discuss use cases, successes, and challenges in automating real estate operations. What are property owners automating now and what are they most wanting to automate? Share some effective solutions. Co-Hosts:</p> <ul style="list-style-type: none"> • Derek Hsiang, Founder of The PropTech Scout • Carl Dy, President of Spectrum Investments • TBD, Introv <hr/> <p>B2. Affordable Housing Model for Asia</p> <p>How are different jurisdictions in Asia providing more affordable housing? What role does technology play in delivering affordable housing? What are some innovative ways to make housing more affordable (such as with shared amenities or financing for down payments)? Co-Hosts:</p> <ul style="list-style-type: none"> • Daniele Gambero, President of the Malaysia PropTech Association • Robert Allender, Corporate Decarbonation Strategist at EnergyUse Strategy Advisors

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11:30 AM	40 min	<p>4. Real Estate Technology – Beyond Hong Kong, presented by the PropTech Institute</p> <p>Learn how four companies at the intersection of real estate and technology leveraged the Hong Kong eco-system to grow within, expand from, and move into Hong Kong. Learn how these companies worked with landlords, customers, and investors as they navigate their ventures throughout Greater China.</p> <ul style="list-style-type: none"> • Moderator: Simon Yu, Co-Founder and President, PropTech Institute • Joanna Tien, Co-Founder and CEO at JGB Smart Property • Jonathan Lam, Co-Founder at Butler • Terry Ku, Co-Founder at King Kong Mini-Storage • Vitaly Pentegov, CEO of UrbanChain Group 	<p>B3. Rolling Out New Tech – Do’s and Don’ts</p> <p>Digital transformation initiatives involve rolling out new technologies. The people aspect (change management), processes, and measuring objectives must also be considered. What works in one country may not work in another country in Asia. In this session, co-hosts will share some do’s and don’ts of rolling out new tech – and will seek participant input as well. Co-Hosts:</p> <ul style="list-style-type: none"> • Wayne Cheung, CEO & Founder at King’s Properties • Derek Hsiang, The PropTech Scout • Guest from a regional real estate funds management firm
			<p>B4. Enhancing Property Value with Tenant Amenities</p> <p>Unique and practical tenant amenities in buildings are becoming a differentiator for landlords to attract and retain good tenants. This session focuses on the different types of experiences and services landlords can offer their tenants to increase NOI and property value. Share some ideas of what’s worked, trends, and past challenges. Co-Hosts:</p> <ul style="list-style-type: none"> • Dinesh Nihalchand, Founder and CEO of Palace Studios • Barbara Ex, Founder, Founder & CEO of WhiteSpace
12:10 PM	70 min	Networking Luncheon at the Grand Ballroom	

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1:20 PM	40 min	<p>5. Generative AI for Alternative Investments – Primer and Use Cases</p> <p>While there has been much excitement over generative AI, not many executives really understand the technology beyond “ChatGPT” and the potential value of generative AI to the business. This session provides a primer of generative AI, what it is, what it isn’t, and key terminology every business person should know. This will be followed by a panel session providing insights into use cases and data strategies for alternative investments, especially in real estate.</p> <ul style="list-style-type: none"> • Moderator: Elizabeth Laws Fuller, Co-Founder of Built Environment Technology Association, Singapore • Presenter: Robert Ciemniak, Founder and CEO of Robotic Online Intelligence • Dr. Chao He, Founder of AIVI Financial Technologies • Asif Ghafoor, CEO & Founder of Spacious • Gary Walter, Co-Founder & CEO of Realinfo 	<p>B5. Democratize & Tokenize Mortgages, presented by PropCap Technologies</p> <p>Overseas property investors often face challenges in getting loans from traditional financial institutions. Alternative finance rises to fill the gap, especially in cross-border transactions. PropCap showcases its digitalized platform and AI-driven assessment model that facilitates cross-border mortgages. The session also highlights how its matching platform democratizes lending, allowing anyone to become mortgage lenders without complex infrastructure. On the other hand, the tokenization of overseas property mortgages enables a broader group of investors to gain diversification in addition to traditional buy-to-let property investments. Co-hosts:</p> <ul style="list-style-type: none"> • Neo Cheung, CEO of PropCap Technologies • Mike Lai, CDO of PropCap Technologies
2:00 PM	35 min	<p>6. Asia PropTech Pitch – Final Four</p> <p>Powered by deploy. Four finalists from across Asia Pacific will compete for bragging rights as the Real Estate Beyond 2023 PropTech Pitch Champion. Finalists were selected from the qualifiers held on Nov 6. Finals pitch are in format: 5 min pitch + 2 min Q&A</p> <ul style="list-style-type: none"> • Host: Paul Chen / James Dearsley • From deploy – Jordan Kostelac • Judges <ul style="list-style-type: none"> ○ Daniel Gambero, President of the Malaysia PropTech Association ○ AJ Rocero, Executive Director of the Philippines PropTech Consortium 	<p>B6. AI for Real Estate Use Cases</p> <p>Coming fresh off the session on Generative AI for Alternative Investments, this session goes into a deeper dive into use cases on the adoption of AI for real estate. Participants may discuss how they can get started on their AI journey (for companies large and small). Co-hosts:</p> <ul style="list-style-type: none"> • Laurence Ng-Cordell, CEO & Founder at Sericin • Serena Yan, COO of AP Family Office • Guest from a regional real estate funds management firm

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		<ul style="list-style-type: none"> ○ Elizabeth Laws Fuller, Co-Founder of Built Environment Technology Association, Singapore ○ Akina Ho, Venture Partner, Pi Labs ○ Derek Hsiang, Founder of The PropTech Scout ○ Ben Au, Founder and CEO of AP Family Office <ul style="list-style-type: none"> ● Pitch Contestants <ul style="list-style-type: none"> ○ WhiteSpace from Mainland China ○ Ailytics from Singapore ○ ProSales from Malaysia ○ REVASTaff from The Philippines 	<p>B7. Utilizing Digital Twins and Augmented Reality – Practical Use Cases</p> <p>There have been much advancement for digital twins over the past few years. Discuss some practical use cases and ideas. How have digital twin and augmented reality technology advanced over the years and what are some of the most common use cases now? Co-hosts:</p> <ul style="list-style-type: none"> ● Robert Allender, Corporate Decarbonization Strategist, EnergyUse Strategy Advisors ● Florian Huemer, Co-Founder, Head of Sales at PropXX ● Nils Pihl, CEO of Auki Labs
2:35 PM	30 min	<p>7. Love Our World: Make More WOW Impacts – presented by WOW IMPACT GROUP</p> <p>We see many headlines on how ESG is prioritized for major enterprises around the world. This discussion goes beyond them and into the founders who are driving real differences in our communities. Hear the stories of three panelists turning their love for the world into WOW impacts – through living, learning, and growing!</p> <ul style="list-style-type: none"> ● Moderator: Carrie Law, Founder of WOW IMPACT GROUP ● Arthur Lam, Founder of Negawatt ● Chan Yau Chong, CEO of CarbonCare InnoLab ● Joshua Chak, Co-Founder of Tamee 	<p>B8. Supercharge Performance with Leasing Solutions</p> <p>Leasing has always been the lifeblood for commercial. What are some tools being used in the market to gain the edge on identifying tenants and streamlining the leasing process? Co-hosts and participants will share some use cases. Participants may wish to ask what’s working and not working from their peers. Co-hosts:</p> <ul style="list-style-type: none"> ● Laurence Ng-Cordell, CEO & Founder at Sericin ● Wayne Cheung, CEO & Founder at King’s Properties ● TBD, Introv
3:05 PM	15 min	Networking Coffee at the Grand Ballroom Foyer	

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3:20 PM	40 min	<p>8. Enhancing Property Performance through Technology, presented by The PropTech Scout</p> <p>Derek Hsiang, founder of The PropTech Scout, is known for dispelling myths on PropTech with his videos on LinkedIn. It is not a myth that owners look to use technology to enhance property performance, especially NOI. This panel session explores practical use cases for enhancing property performance through technology.</p> <ul style="list-style-type: none"> • Moderator: Derek Hsiang, Founder of The PropTech Scout • William Hsu, Head of Venture Capital and Innovation of Chinney Hon Kwok • Paolo Sbuttoni, Partner of Foot & Anstey • David Wong, MD – Strategy and Corporate Development of Komstadt Group • Francois Chabaudie, Co-Founder & CEO of Neoma 	
4:00 PM	40 min	<p>9. Investor Sentiment in PropTech – 2023 and Beyond, presented by deploy</p> <p>In the backdrop of softening investment sentiment for tech, hear from the panel of experts on their current view and future outlook for PropTech and ESG investments. Hear from experts on what's hot, what's not, and tips for startups as they try to raise money in a challenging environment.</p> <ul style="list-style-type: none"> • Moderator: Sophiya Chiang, Founder at deploy • Ariel Shtarkman, Managing Partner and Co-Founder at Undivided Ventures • Herbin Koh, Head of Growth Equity, Senior Director at Gaw Capital • Jing Shi, Head of Investment at MTR Lab 	
4:40 PM	15 min	<p>10. Close Out Presentation by Jordan Kostelac</p>	

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		<p>Back for his third year speaking at Asia PropTech Beyond at the StartmeupHK Festival, we can't wait to see what Jordan has for us this year. Jordan's presentations are always insightful and entertaining. This session is not to be missed.</p> <ul style="list-style-type: none"> Jordan Kostelac, Founder at deploy 	
4:55 PM	5 min	Main Event Close Out	
5:00 PM		Move to Networking and Cocktail Area	Doors open for Cocktail Reception
5:10 PM			Pitch Finals Awards Presentation
5:30 PM			Cocktails and Canapes
8:00 PM			Event Concludes

Breakout Sessions

Nov 14, 2023

Venue: New World Millennium Hotel at 72 Mody Rd, TST East
Room: Breakout rooms across the Grand Ballroom

Format

- Breakout sessions are small group held concurrently with the main track
- Two concurrent breakout sessions might be held
- Roundtable format (Target ~15 to 20 persons), led by two or three co-hosts
- ~ 35 minutes
- Topic specific
- Everyone gets a chance to share and learn
- Great place to network

Rules

- **NO MEDIA WILL BE ALLOWED INTO THESE SESSIONS**
- In-house photographers are exception to above
- Co-hosts will moderate the sessions. Co-hosts may introduce their own product / service, but only to seed the conversation (no sales pitches allowed)
- **Chatham House Rule:** When a meeting, or part thereof, is held under the Chatham House Rule, participants are free to use the information received, but neither the identity nor the affiliation of the speaker(s), nor that of any other participant, may be revealed.

Rundown

- Target session times for approximately 35 minutes. Co-hosts will promptly start meetings at scheduled time
- Co-hosts will introduce themselves – but should not to do a sales pitch
- Depending upon the number of persons, co-hosts may decide that each person in the room should introduce themselves
- Co-hosts will take around five minutes to introduce the session and key topics. This may be done with a PowerPoint, video, or verbal introduction.
- In certain cases, it may be appropriate for the co-host to introduce their own product / service in the spirit of knowledge sharing and seeding the conversation. But in no case should the co-host do a hard pitch of their business.
- Co-hosts may ask the audience a question or two to get the conversation going.
- Breakout session participants should feel free to share their experience or ask questions
- Breakout session participants should introduce themselves if it's the first time they are speaking. The guidance is: name, company, work capacity.
- It's OK to make the session fun and relaxing – it's meant to be a sharing session where additional thoughts can be generated

Garden Room

