

WORKSHOP SERIES



REVOLUTIONIZING REAL ESTATE DEVELOPMENT, OPTIMISING REVENUE USING AI

WORKSHOP OVERVIEW

- Where data is becoming more essential than ever and artificial intelligence (“AI”) is progressively being used in all aspects of business, real estate developers around the world are likewise increasingly using data analytics and artificial intelligence to improve the efficiency and accuracy of the processes undertaken throughout the life cycle of a property development with a key objective of maximizing profits.
- As part of this session, participants will experience ways in which data analytics and AI can be used in real estate development in a Singapore context using actual data sets. Participants will also learn how these methods are being applied in real estate industry, and how innovative business models can be developed on the back of these techniques.

INSIGHTS

- Application in the Real Estate Industry in Singapore;
- Real Life Case Study - optimal building mix & sale strategy and procurement of financing;
- Tools that are in the process of being developed.

LEARNING OUTCOMES

- Appreciate how data analytics can help make informed investment decisions, maximize profit and offer exciting opportunities to create new ones;
- Know the techniques being used at the forefront of real estate data science to enhance your business strategies and create analytical solutions to complex business problems.
- Leapfrog the competition in the real estate industry and lead the market by understanding the possibilities at the forefront of technology.

EDUCATION PARTNERS

Alan Cheong

Executive Director
Research & Consultancy
Savills Singapore Pte Ltd
&

Dr Jean-Michel Paul

Chief Executive Officer
Real Estate Analytics Pte.
Ltd.

DATE

11 May 2023 (Thursday)

TIME

9:30am to 12:30pm

VENUE

REDAS Boardroom
190 Clemenceau Avenue
#07-01, Singapore
Shopping Centre,
Singapore 239924

FEES (inclusive of GST)

* **\$250** (REDAS Member)

* **\$300** (Non-REDAS
Member)

REGISTRATION

Registration will be closed
on 5 May 2023

CONTACT

Please email enquiries to:

- **Jojo Wong**

jojo@redas.com

- **Seeto Kin Meng**

kinmeng@redas.com



Alan Cheong joined Savills Singapore in May 2011 as Executive Director heading the Research and Consultancy team. He brings to the real estate industry his views forged by his rich and diverse experiences in the subject matter, investment banking and statistical/mathematical understanding.

Alan's experience in real estate spans more than twenty years, covering research, project financing and property equity analysis both locally and regionally. He began his career in real estate research in 1990 with the Urban Redevelopment Authority focusing on property market forecasts and government land supply policy.

Subsequently, Alan joined other corporates where he was involved with project financing for large real estate deals and equity research covering regional real estate and infrastructure companies. He was also in the investment banking sector where he raised capital for companies and REITs during their Initial Public Offering. In the span of 3 years, the total amount that his team raised was over S\$550 million.



Dr Jean-Michel Paul is the founder and CEO of Real Estate Analytics. He is the Founder of a London-based hedge fund, Acheron Capital Ltd and the co-founder of best insuretech award recipient AkinovA. He was previously Head of Research Asia-Pacific for Rabobank and Senior Analyst at Atlas Capital group where he was managing \$500M in hedge fund portfolio.

He is a graduate of the Solvay Brussels School of Commercial Engineering (now SBS-EM) and has a PhD in both Finance and in Real Estate from University of California at Berkeley. He is a Chartered Financial Analyst. He has co-authored several academic articles and is a regular columnist to Bloomberg. He is the author of the economics of discontent, n.1 economics theory book on amazon for 3 years in a row

Real Estate Developers' Association of Singapore (REDAS)

190 Clemenceau Avenue, #07-01 Singapore Shopping Centre, Singapore 239924

Tel: 6336 6655 Email: redas_secretariat@redas.com URL : www.redas.com



REGISTRATION FORM

[FoReal Estate Developers Only]

Revolutionizing Real Estate Development, Optimising Revenue Using AI

11 May 2023, Thursday | 9.30am – 12.30pm

Membership	
<input type="checkbox"/> REDAS Member	<input type="checkbox"/> Non REDAS Member

Information	
Company Name :	
Billing Address :	
Contact Person :	Designation :
Contact No :	Email :

Participants' Details			
	(1)	(2)	(3)
Full Name			
Designation			
Email			
Contact No.			

**If you are registering for more participants, please email the names to redas_secretariat@redas.com.

Registration Fees		
(inclusive of 8% GST)	No. of Participants	Amount (S\$)
<input type="checkbox"/> REDAS Member @ S\$250.00		
<input type="checkbox"/> Non-REDAS Member @ S\$300.00		
Total =		S\$
Payment Mode <input type="checkbox"/> Cheque <input type="checkbox"/> PayNow <input type="checkbox"/> Bank Transfer	<u>E-Invoice (for statutory boards/govt only)</u> Sub-BU Code : _____ Department : _____ Attention to : _____	

Bank Transfer

Name of Bank: United Overseas Bank (UOB), 1 Coleman Street, #01-14 The Adelphi, Singapore 179803

Account Number: 501-301-727-2

Account Name: Real Estate Developers' Association of Singapore

Swift Code: UOVBSGSG II Bank Code: 7375 II Branch Code: 046

**Any bank charges incurred as a result of bank/telegraphic transfers will have to be borne by your company.*

Cheque

Please issue cheque to "REDAS" and mail the crossed cheque to 190 Clemenceau Avenue, #07-01, Singapore Shopping Centre, Singapore 239924.

PayNow

UEN Number: S59SS0018D II Name: Real Estate Developers' Association of Singapore

Please be advised that we do not accept cancellation after registration. However, participants may wish to register their replacements for the workshop. Kindly give the organizer at least one day's notice. Thank you.