

WORKSHOP SERIES



The Engineering Approach to Asset Enhancement – Technical Due Diligence

WORKSHOP OVERVIEW

This face-to-face three-part knowledge development opportunity steps participants through the key stages involved in asset enhancement, with particular emphasis on the engineering disciplines that accompany such an undertaking. Drawing on the extensive project expertise of Cundall Singapore's multi-disciplinary engineers, the sessions will cover technical due diligence (TDD), energy performance improvements and structural design optimisation to achieve the most efficient and practical result.

The first session of the series will focus on technical due diligence (TDD) and its significance in relation to owning, operating, or reimagining a property. While TDDs and real estate assets, in general, are not unique, the approach to TDD can vary depending on the investor's specific requirements. The session aims to outline different TDD approaches, highlight their benefits, challenges, and opportunities, and shed light on the evolving trends in due diligence practices over the past decade.

Furthermore, the session will delve into how TDD assessments have become intertwined with Asset Enhancement Initiatives (AEI) and Environmental, Social, and Governance (ESG) planning. With the rising cost of debt, persistently low yields, and increasingly stringent investor demands, clients are looking to TDD assessments to not only provide a balanced assessment of asset risk but also to unlock value and evaluate potential downside challenges due to thematic changes in the market.

To wrap up, the session will provide recommendations on how to maximize the effectiveness of technical consultants and internal teams during the exclusivity period and beyond. These recommendations will help investors leverage the expertise of their consultants and internal resources to make informed decisions, mitigate risks, and optimize value in their real estate investments.

EDUCATION PARTNERS

Marcus Kan
Managing Director
Cundall Singapore

Alisdair Gillies
Managing Director
Greengate Advisors

DATE

25 August 2023, Friday

TIME

9:30am to 11:00am

VENUE

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

FEES (inclusive of GST)

* **\$200** (REDAS Member)

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

REGISTRATION

Registration will be
closed on [18 August 2023](#)

CPD ACCREDITATION

BOA-SIA: 2 Pts

PEB: Pending

SISV: Pending

LEARNING OUTCOME

- An understanding of Technical Due Diligence and the benefits for improved decision-making in asset enhancements.
- Why an evidence-based approach to asset performance enhancements has benefits for all stakeholders?
- The benefits of leveraging digital engineering design approaches for asset enhancement planning and delivery.

TRAINERS' PROFILE



Marcus Kan
Managing Director
Cundall Singapore

As Managing Director at Cundall Singapore, Marcus brings with him a wealth of expertise in delivering technical due diligence projects. He is a chartered electrical engineer as well as a licensed assessor for BREEAM (UK) and GSAS (Qatar), having accumulated 17 years of experience working on projects in the UK, the Middle East, and Asia.

Since joining Cundall in 2016, Marcus has led and managed a multitude of projects spanning a range of sectors from critical systems and industrial to commercial and lifestyle. For Marcus, effective technical due diligence involves fully understanding the client's requirements, assessing the risks and opportunities concerned with the relevant asset(s), and offering evidence-based solutions. With his extensive experience managing projects and collaborating with various stakeholders. Marcus is well-placed to advise property owners, developers, and buyers on asset investment and enhancement decisions.



Alisdair Gillies
Managing Director
Greengate Advisors

Alisdair is a Chartered Building Surveyor (RICS) and since moving to Singapore 14 years ago has led a significant number Technical Due Diligence projects, for both the seller and

CONTACT

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buyer, in Singapore and across the wider APAC region. Notable due diligence projects include Aman hotels regional portfolio, Extra Space APAC portfolio, SoilBuild REIT portfolio, New World Hotel portfolio Hong Kong, 20 Anson, 112 Robinson Road, Anson House, Ocean Financial Centre, MBFC Tower 3, and Rivervale Mall. In addition to due diligence, Alisdair has led portfolio strategy, technical investment risk advisory, value management, value engineering, asset management and development projects across multiple asset classes including aviation, office, retail, residential, industrial, hospitality, and infrastructure. He is currently the Managing Director of Greengate Advisors, a boutique consultancy specialising in due diligence, development advisory, project management, and ESG consulting for real estate owners, investors, and lenders.

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
The Engineering Approach to Asset Enhancement –
Technical Due Diligence
25 August 2023, Friday; REDAS Boardroom; 9.30am –11.00am

Participants will be entitled to CPD Accreditation. Kindly email Registration Form to redas_secretariat@redas.com. Your favourable response on or before Friday, 18 August 2023 would be much appreciated. For enquiries, please contact REDAS Secretariat Tel : 6336 6655. Thank you.

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\$200.00		
<input type="checkbox"/> Non-REDAS Member @ S\$250.00		
Total =		S\$

CPD Accreditation BOA-SIA: 2 Points PEB: Pending SISV: Pending	<u>E -Invoice (for statutory boards/govt only)</u> Sub-BU Code : _____ Department : _____ Attention to : _____
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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.