



International
Women's Day

WOMEN LEADERS IN REAL ESTATE

CELEBRATING EXTRAORDINARY WOMEN



SIGRID G. ZIALCITA
CEO
ASIA PACIFIC REAL
ESTATE ASSOCIATION

International Women's Day is a special day to celebrate women's achievements and build solidarity. To honour this day, 59 trailblazing women from the APREA membership shared their stories about life in the real estate industry — their triumphs, challenges, unforgettable moments and outstanding contributions. These are extraordinary women leaders representing Asia Pacific: CEOs, major developers, lawyers, dealmakers adept at complex mergers and acquisitions and asset management, highly esteemed sustainability pioneers, visionary innovators and global thought leaders.

Learn about their awe-inspiring tenacity, courage, and creativity as we witness our real estate industry continue to flourish in the region and turn global as the Asian Century dawns, even amid unprecedented uncertainties. Their personal stories provide us a reason to celebrate the steady strides our industry has achieved, as many players increasingly embrace diversity and inclusivity in its corporate ethos, creating an environment that fosters a positive workplace culture.

At APREA, Everyone's Invited

As a leading pan-Asia trade organization for the real estate community, APREA is committed to nurturing an environment where we value, respect and celebrate diversity. We are proud of the diverse and unique individuals who make up our Board of Directors as well as the various Chapter Boards and those who actively engage in our initiatives across the region. Our commitment is reflected in the diversity of APREA's team. Our inclusivity enables us to embrace new ideas, encourage innovation and inspire action.

The pages that follow highlight our efforts to promote diversity and inclusion in the region. You will learn from the various stories shared by these incredible women in real estate, who have made their mark and are paving the way for others. We hope you are inspired to continue your own journey, to champion a culture of inclusion where everyone remains involved, respected and connected.

Sigrid G. Zialcita

CEO

Asia Pacific Real Estate Association

LEADING WOMEN IN REAL ESTATE



JOHN LIM

CHAIRMAN, APREA

CO-FOUNDER AND
GROUP CEO, ARA ASSET
MANAGEMENT LIMITED

*Multi-tasker. Organised. Detailed.
Compassionate. Pragmatic.
The list of descriptors goes on.*

These are just some of the words we use to describe the women of today. International Women's Day (March 8) is a global day celebrating the social, economic, cultural and political achievements of women. While we dedicate this special day to celebrate their outstanding contributions, it would be fair to say that it takes more than a day to truly appreciate and honour the women in our lives.

At ARA Asset Management, the company that I helm, human capital is our most important asset. As a leading APAC real assets fund manager with a global reach, ARA thrives on its core values of Respect, Excellence, Integrity, Teamwork where we embrace and value diversity in our 1,200-strong global workforce. With close to 60% females in our fund management team, we cannot underestimate the significant role they play within our organisation. Diversity in the boards of the companies that we manage, whether private or public, is a critical part of our strategy as it brings forth a multi-dimensional approach to our decision-making process. As the saying goes, "Diversity is about headcount, inclusion is about making those heads count", only when we fully embrace and value diversity will we yield its greatest benefits.

This publication which highlights APREA's ongoing efforts to showcase leading, extraordinary women in real estate, is a meaningful initiative to promote diversity in our industry. I would like to thank everyone for sharing their remarkable stories and I hope that these will inspire more female leaders of the future.



Ruchika Agrawal



Supriya Ambavane



Esther An



Urvi Aradhya



Annalea O. Castillo



Christine Chan



An Chen



Preeti Chheda



Reshma Chheda



Justina Chiu



Magdelene Chua



Deborah Coakley



Briar Dowsett



Su Lin Hoh



Ruchi Jain



Harumi Kadono



Reeza Sebastian Karimpanal



Akemi Kito



Kong Yu-Ting



Rachna Lakhota



Crystal Soojeong Lee



Selina Lim



Min (Nancy) Liu



Rika Liu



Ruchita Maniar



Namrata Mehra



Shweta Nadkarni



Arti Narasimhan



Priyamvada Navet



Ellen Ng



Winnie Ng



Cynthia Ng Choy Peng



Hanh Nguyen



Geraldine Ong



Ong Suat Ghee



Keiko Otsuki



Maria Rajesh



Jyoti Ramchandani



Fan Rong



Neelam Sonawane



Renu Sud Karnad



Anjumara Syed



Yasuka Takano



Jessica Tan



Judy Tan



Tanya Tandon



Angel Tang



Tammy Tang



Amita Thakurdesai



Tran Minh Ai



Vidula Verma



G. Visalakshi



Dr Megan Walters



Aditi Watve



Ada, Wong Ka Ki



Janine Yoong



Sunny Zhang



Jennifer Zhang



Tracey Zhang



APREA



RUCHIKA AGRAWAL

ASSOCIATE
KKR INDIA ASSET
FINANCE LTD
MUMBAI, INDIA

DECISIVE • DRIVEN • CONFIDENT
FUN-LOVING • DETERMINED

What would you like people to know about your work?

I have been involved in investments and driven value across the debt stack (pure equity to senior secured debt) and across real estate asset classes (commercial, retail, hotels, residential).

What are you most excited about - whether personal or professional?

Taking the untrodden path and making an impact.

What would most people be surprised to learn about you?

Not bored of studying, despite having three Masters degrees.

How do you make an impact in real estate?

My foundation in structural engineering, construction management and finance has helped me understand the right value and make the right investment decisions in real estate.



ESTHER AN

CHIEF SUSTAINABILITY OFFICER
CITY DEVELOPMENTS LIMITED
COUNTRY: SINGAPORE
HOMETOWN: HONG KONG

PASSIONATE • PIONEERING • PERSEVERANT
POSITIVE • PERSONABLE

What would you like people to know about your work?

Sustainability needs to be acknowledged as a mainstream business agenda, and ESG implementation should no longer be perceived as separate from a business's financial performance. Throughout my 25-year long journey in sustainability integration, it has become increasingly evident that ESG has created shared value amongst CDL's business, employees, stakeholders, as well as the community and environment-at-large. Furthermore, in a traditionally male-dominated industry, females are playing a prominent role in driving the green movement in the building sector. This was the inspiration behind the creation of Women4Green Network, a platform that aims to engage and empower women to drive sustainable practices at work, at home, and at play.

What are you most excited about - whether personal or professional?

Personal: Travelling the world and seeing new things, meeting new people, and enjoying new experiences in faraway places invigorates and rejuvenates me.
Professional: Creating fresh, innovative initiatives and seeing them succeed in driving positive change has given me the much-needed energy to keep me going for the past two decades and years to come.

What would most people be surprised to learn about you?

When I initially joined CDL in 1995 to set up the public relations portfolio, which was later expanded to the corporate communications department, I did not have any property industry experience. My humble accomplishments in striving for sustainable development and a low-carbon economy was made possible by a combination of instinct, passion for environmental conservation, hunger to learn and apply skill sets, perseverance in innovation, and hard work.

How do you make an impact in real estate?

The building sector and its value chain have a high environmental and social impact, which puts us in a prime position to drive climate action and sustainable development in Singapore and beyond its shores. Through initiating best practices, innovation, active engagement, and catalysation of the larger ecosystem, CDL has been able to create positive changes in the built environment. To further illustrate our dedication to building a better world, we created the CDL Future Value 2030 sustainability blueprint, setting ambitious goals and targets for the next decade. This blueprint will continue to guide us in our efforts to contribute to national and global goals for a sustainable future for all.

Legendary conservationist Dr Jane Goodall's autographed message of "follow your heart" inspires Esther to further her green devotion.



SUPRIYA AMBAVANE

VICE PRESIDENT,
HEAD - DESIGN
TATA REALTY
MUMBAI, INDIA

A PASSIONATE, SINCERE AND COMPOSED
PROFESSIONAL

What would you like people to know about your work?

The way I integrate my passion for design into business that benefits all facets of work.

What are you most excited about - whether personal or professional?

The way I balance Work and Life keeps me energised every day.

What would most people be surprised to learn about you?

That I am the mother of a 19 year old.

How do you make an impact in real estate?

By pushing the boundaries of design, innovation and efficiency in order to bring to life best practices in developing eco-friendly, sustainable, and liveable communities.



URVI ARADHYA

DIRECTOR - HR (GROUP)
K RAHEJA CORP
MUMBAI, INDIA

EMPATHETIC • TRUSTWORTHY
IMPARTIAL & OBJECTIVE
INSPIRATIONAL • COLLABORATIVE

What would you like people to know about your work?

We work towards one common goal, which is to lead the Company towards a more inclusive workplace by introducing progressive people practices that are benchmarked to global best practices. There's a famous quote, 'to win in the marketplace, you must first win in the workplace' and hence we work on building employees that are win at work!

What are you most excited about - whether personal or professional?

Personally, I'm a dog-lover and my pet gets a fair share of my attention and excitement. Professionally, I am in the midst of curating a 'culture

enhancement' within the organisation, which will create an environment fortified in the traits of progressiveness, inclusion, fairness and career building.

What would most people be surprised to learn about you?

That I am an animal lover and a fitness enthusiast.

How do you make an impact in real estate?

Traditionally known to be a male dominated industry in India, our diverse leadership brings in a very balanced outlook in running the business. We train and empower our women to hone them into leaders. Today we have several functions like structural engineering, architecture, finance, tax etc., led by very able women!



ANNALEA O. CASTILLO
 ASSISTANT VICE-PRESIDENT
 OF DESIGN AND
 INNOVATION GROUP
 CENTURY PROPERTIES
 GROUP
 MANILA, PHILIPPINES

**CREATIVE • FOCUSED • DETERMINED
 ORGANISED • PRACTICAL**

What would you like people to know about your work?

Architecture is not just about design. It is a complex collaboration of different professions, but you will be surprised to know that it also involves the cooperation of other fields such as engineering, marketing, legal, sales, and even accounting. All these efforts resonate to the end users experience and appreciation of the project.

What are you most excited about – whether personal or professional?

I always look forward to time I spend with my boys (my husband and son), be it a simple meal, shopping, or a movie, as long as

we're together. On a professional level, I feel excited to see a finished project - the fruit of months and even years of hard work.

What would most people be surprised to learn about you?

People see me as a stern person, and would be surprised to know that I am actually a "softie", who cries at weddings and a hopeless romantic who watches Kdrama!

How do you make an impact in real estate?

To make an impact, you have to deliver something new, novel and better. Creating something unexpected.



AN CHEN
 ASSISTANT PORTFOLIO
 MANAGER
 AEW CAPITAL
 MANAGEMENT
 SINGAPORE

PLAYS HARD BUT WORKS HARDER

What would you like people to know about your work?

I help to manage listed real estate portfolios at AEW and my goal is to deliver the best risk-adjusted returns to our clients.

What are you most excited about – whether personal or professional?

There's so much happening in real estate – we're seeing digital innovation in traditional property management, new markets like India, Philippines and China develop REITs, sectors like multi-family and student accommodation potentially entering the listed space. I'm excited to evaluate these investment opportunities and also to see what this spells for retail and institutional participation in real estate as an asset class in the longer term.

What would most people be surprised to learn about you?

I may be a sedentary now but I played netball when I was younger and captained the King's College netball team when I was in university.

How do you make an impact in real estate?

I engage with C-suite executives of real estate companies on their business strategies, implementation plans by reviewing their financial indicators. I believe this analysis from outside-in helps senior executives to better validate their strategies and actions to deliver the best possible outcome for all stakeholders. We may agree to disagree on certain matters, but the exercise enhances everyone's understanding of key issues and the selected course of action.



CHRISTINE CHAN
 CHIEF INVESTMENT
 OFFICER (ASIA)
 LINK ASSET
 MANAGEMENT LIMITED
 CHINA

**DRIVEN • PERSISTENT • CURIOUS
 HUMBLE • SOMETIMES TOO DIRECT**

What would you like people to know about your work?

I am responsible for sourcing, evaluating and executing new acquisitions in Asia for Link REIT, the largest REIT in Asia by market capitalization. I have over twenty years of experience in investment management for listed and unlisted real estate funds.

What are you most excited about – whether personal or professional?

New venture and going into new market excite me, be it new investment opportunities for the company or personal account. Having holidays in exotic destinations excite me but I have not done as much leisure travel as I would love to yet.

What would most people be surprised to learn about you?

Me and my husband used to co-own a coffee shop chain with operating partners in HK.

How do you make an impact in real estate?

I am RICS Hong Kong Advisory Board Member, executive committee member of CRECCHKI which is associated with All-China Federation of Industry and Commerce, and a member of China Committee of HKGCC. I participated in many industry conferences such as MIPIM, APREA, PERE as panellist to share experience with fellow experts in the audience.



PREETI CHHEDA
 CHIEF FINANCIAL OFFICER
 K RAHEJA CORP
 INVESTMENT MANAGERS LLP
 MANAGER TO MINDSPACE
 BUSINESS PARKS REIT
 MUMBAI, INDIA

**PASSIONATE • PRUDENT • PROFICIENT
 PERSEVERING • PROBLEM SOLVER**

What would you like people to know about your work?

One who leads with Passion. As the lead on the finance. As the lead on the finance function for K Raheja Corp Investment Managers, people often think of us as the one doing the number crunching and balancing of books but that's not all! My role is far more strategic, where I partner with the business teams to influence business decision making and strategy I lead the finance function for K Raheja Corp Investment Managers, Manager to Mindspace Business Parks REIT and its Portfolio SPVs.

What are you most excited about – whether personal or professional?

The finance function is at the cusp of transformation and I'm most excited to seamlessly see its integration with data analytics, AI and cloud technology to take the business to its next growth phase. Newer challenges.

What would most people be surprised to learn about you?

That I can party, maybe just a little 'less hard' than I work.

How do you make an impact in real estate?

Driving business strategies and good governance for a 30 msf portfolio of Grade A office assets in key real estate markets of India.



RESHMA CHHEDA
 HEAD TREASURY
 TATA REALTY &
 INFRASTRUCTURE
 LIMITED
 MUMBAI, INDIA

**INDEPENDENT • DETERMINED
 AMBITIOUS • COMPASSIONATE
 A FORCE**

What would you like people to know about your work?

Women can handle money matters equally well.

What are you most excited about – whether personal or professional?

Getting into uncharted waters, doing something new!

What would most people be surprised to learn about you?

I care for nature more than anything else.

How do you make an impact in real estate?

By doing innovative financing structures that can later become industry standards.



MAGDELENE CHUA
 PARTNER, REAL ESTATE
 & HOSPITALITY
 PRICEWATERHOUSECOOPERS
 LLP
 SINGAPORE

**CURIOUS TRAVELLER,
 ALWAYS POSITIVELY ADAPTABLE**

What would you like people to know about your work?

No two days are the same! The insights and experience gained across multi-disciplinary networks, different organisations and various jurisdictions keeps me on my toes and prepares me for new challenges to come.

What are you most excited about – whether personal or professional?

Treading on a road less travelled and the discovery of new places; life is simply too short for any new experiences to be missed!

What would most people be surprised to learn about you?

I am intrigued by anything on astronomy, space and beyond.

How do you make an impact in real estate?

With increasing challenges driven by a rapidly changing social and business environment, speed and agility would be key. I hope to continue to help real estate organisations respond quickly to the dynamic changes and new market realities by bringing together the best of our global network, diverse experience and fresh perspectives across the real estate life cycle.



JUSTINA CHIU
 CHIEF EXECUTIVE
 OFFICER
 FORTUNE REIT
 CHINA

**ADVENTUROUS • PASSIONATE • RELIABLE
 ENTERPRISING • APPROACHABLE
 (APREA!)**

What would you like people to know about your work?

When your work can make a positive difference in people's lives, it becomes so much more than a job.

What are you most excited about – whether personal or professional?

To learn interesting things, share ideas with brilliant people and interact with wonderful minds.

What would most people be surprised to learn about you?

I took the driving test 8 times (!) before I got my first driving licence.

How do you make an impact in real estate?

Embrace changes / disruptions to the real estate industry and be a part in driving more sustainable buildings.



DEBORAH COAKLEY
 EXECUTIVE GENERAL
 MANAGER, FUNDS
 MANAGEMENT
 DEXUS
 SYDNEY, AUSTRALIA

**CURIOUS • PASSIONATE
 OUTCOME FOCUSED • AUSTRALIAN**

What would you like people to know about your work?

Work with an experienced and highly regarded group of property experts managing Australian commercial, logistics, retail and healthcare funds.

What are you most excited about – whether personal or professional?

The many new and exciting precinct development opportunities in our pipeline – city defining!

What would most people be surprised to learn about you?

I love travel and am my local area's No.1 TripAdvisor contributor!

How do you make an impact in real estate?

Strong advocate for diversity (in all its forms) across the industry, committed to building sustainability into the property industry's DNA.



BRIAR DOWSETT
 GENERAL MANAGER,
 FUNDS MANAGEMENT
 QIC
 BRISBANE, AUSTRALIA

ENTHUSIASTIC REAL ESTATE PROFESSIONAL

What would you like people to know about your work?

Real estate has the power to change through the amalgamation of the physical form with our tenants digital retailing strategies. The retail industry is exposed to diverging trends, both geographically and across discretionary and non-discretionary items, providing a degree of diversification that supports the resilience of the sector.

What are you most excited about - whether personal or professional?

The transformation of the retail sector in Australia through assets which serve as community hubs and the central business district for

the regions in which they operate and the embedding of ESG factors when designing, constructing and managing retail assets.

What would most people be surprised to learn about you?

I grew up in Hong Kong.

How do you make an impact in real estate?

Through QIC's future-focused approach to developing and operating assets beyond the traditional interpretation of retail shopping centres, by creating agile, transformative and increasingly mixed-use destinations to move with the changing needs, lifestyles and desires of customers.



RUCHI JAIN
 DIRECTOR - DEALS
 PRICEWATERHOUSECOOPERS
 PRIVATE LIMITED
 DELHI, INDIA

**STRAIGHTFORWARD • DILIGENT • FOODIE
 LOVE RUNNING TO STAY FIT**

What would you like people to know about your work?

Working as M&A tax professional helping clients by providing solutions, structuring deals, business & group restructuring and tax due diligence.

What are you most excited about - whether personal or professional?

Always excited to go to a beach vacation and spend quality time with my family.

What would most people be surprised to learn about you?

Love experiential cooking and baking with my two sons after busy day at work.

How do you make an impact in real estate?

Adding value in structuring deals in real estate.



SU LIN HOH
 EXECUTIVE DIRECTOR
 STANDARD CHARTERED
 BANK
 COUNTRY: SINGAPORE
 HOMETOWN: PENANG,
 MALAYSIA

**DECISIVE • PRACTICAL • INTELLECTUALLY
 CURIOUS • INSPIRED • PERSISTENT**

What would you like people to know about your work?

While real estate in the traditional sense provided shelter, a place of work/study or a place of where goods are produced, these days, our work in the real estate industry is increasingly more about understanding the lifestyle needs of people and how sectors such as co-living, lifestyle hotels, self-storage for examples will continue to become increasingly institutionalised.

What are you most excited about - whether personal or professional?

Design, functionality, sustainability and bankability in the real estate industry are no longer conflicting themes.

What would most people be surprised to learn about you?

I still read hard copy books.

How do you make an impact in real estate?

Inspiring the next generation to be aware of the importance of preservation and conservation of historical buildings not only for the legacy, design but also the method and means of construction which collectively tell the story of us and the generations before us.



HARUMI KADONO
 MANAGING DIRECTOR
 AND HEAD OF FUND
 MANAGEMENT
 DEPARTMENT
 IDERA CAPITAL
 MANAGEMENT CO., LTD.
 TOKYO, JAPAN

**HAPPY • CHEERFUL • ENERGETIC
 SOCIABLE • IMPARTIAL**

What would you like people to know about your work?

My work is to promote real estate investment by foreign institutional investors into Japan by appealing its attractiveness. I do my best to explain economic, social and cultural characteristics of Japan, Japanese way of conducting business and making decisions which are also important factors for foreign investors.

What are you most excited about - whether personal or professional?

I am most excited when a goal is accomplished by the team and share the joy with the team members professionally.

Personally, I am excited about dogs, travelling, nature hunting, cooking.

What would most people be surprised to learn about you?

I do not know the answer by myself so I have asked one of my colleagues who says "being super positive, powerful and friendly!"

How do you make an impact in real estate?

By bringing more capital to be invested into Japan, I can deliver stable returns to investors as well as upgrade Japanese real estate assets.



**REEZA SEBASTIAN
KARIMPANAL**

**PRESIDENT,
RESIDENTIAL BUSINESS
EMBASSY PROPERTY
DEVELOPMENTS
PRIVATE LIMITED
BANGALORE, INDIA**

**DEPENDABLE • MOTIVATED • ADAPTABLE
CONSCIENTIOUS • PERSONABLE**

What would you like people to know about your work?

Over the last 20 years, I've gained diversified experience across real estate, software and FMCG spheres. At Embassy, I've successfully positioned the residential portfolio starting from conceptualization, marketing, business development and customer relationship management. My efforts have achieved success and credibility in the industry. Today, I oversee 25 million square feet of ongoing and planned residential developments in Bangalore and Chennai.

What are you most excited about – whether personal or professional?

I get my adrenaline rush by challenging myself. This gives me the opportunity to go above and beyond my capabilities and talents. I also love ideating on innovative concepts that could be life-changing for our organization and customers. I enjoy taking a break to

appreciate the amount of creativity that surrounds us.

What would most people be surprised to learn about you?

I'm truly passionate and enjoy the whole process of baking. I'm fond of finding new recipes and testing them. I have a keen eye for detail and appreciate the scientific aspects of baking. I'm an affable person and I don't miss the opportunity to treat my friends and family with my baking experiments.

How do you make an impact in real estate?

I follow the constantly and rapidly changing trends in the real estate landscape with a keen eye. My aim is to be purposeful and bring practical solutions to the table which improve the quality of life of a family or an individual. Networking with the right people and an unshakable customer-centric focus is all that we need to make a meaningful impact.



KONG YU-TING

**EQUITY ANALYST
AEW ASIA PTE LTD
SINGAPORE**

**DILIGENT • DETERMINED • ENQUIRING
ORGANISED • EFFECTIVE**

What would you like people to know about your work?

A big part of the work is about how you handle yourself when market does not agree with you. Deciding if you've simply got it wrong (then be humble and accept that you are wrong) or this is simply short term noise and where the risk returns are, are important part of the job.

What are you most excited about – whether personal or professional?

Overcoming cultural differences in a less efficient market to gather and process the relevant information and data before analysis. Also listening to various

view points of team members/ external parties before deliberation is enlightening and thought provoking.

What would most people be surprised to learn about you?

Aspiring Pilates instructor.

How do you make an impact in real estate?

I am passionate about ESG and how that will impact various stakeholders. I want to leverage off my role as in investor to engage management on that front.



AKEMI KITO

**TAX PARTNER
PwC TAX JAPAN
KYOTO, JAPAN**

**PASSIONATE • CHALLENGER • OPTIMIST
(A LITTLE BIT) DREAMER • WORKAHOLIC**

What would you like people to know about your work?

As a Japanese tax advisor to asset managers, real estate companies/ financial institutions, hope my work (fund structuring including JREITs, sourcing and financing structures, etc.,) to be known as an important factor to make the structure robust and advanced with a technical sharp edge.

What are you most excited about – whether personal or professional?

Professional: tax reform, i.e., find out resolution for something complicated especially for tax!
Personal: training in gym to keep shape!

What would most people be surprised to learn about you?

As a female born in Kyoto (old capital of Japan), love to wear kimono (Japanese traditional costume). Student of kimono school.

How do you make an impact in real estate?

Actively involved in various transactions/events and raise the women ratio in traditional Japanese real estate industry.



RACHNA LAKHOTIA

**VICE PRESIDENT
TATA REALTY AND
INFRASTRUCTURE
PVT LIMITED
NEW DELHI, INDIA**

**ASSERTIVE • FRIENDLY • DRIVEN
SOLUTION ORIENTED • HIGH EQ**

What would you like people to know about your work?

That I am good at identifying business / deal opportunities and that my strength lies in successful closure of deals. I bring lot of focus and result orientation to the team.

What are you most excited about – whether personal or professional?

Professionally: Identifying challenges and resolving them in a time bound manner.

What would most people be surprised to learn about you?

I am quite a fun loving person who loves to casually chit-chat over a cup of coffee on various topics- from Bollywood to spirituality.

How do you make an impact in real estate?

Having focussed on office real estate for over a decade, I have been instrumental in deploying \$500 Mn foreign capital in Indian real estate.



**CRYSTAL
SOOJEONG LEE**

CEO & HEAD OF
INVESTMENT ADVISORY
SAVILLS KOREA
REPUBLIC OF KOREA

**PASSION • CHALLENGE • HARMONY
THOUGHTFULNESS • GRATITUDE**

What would you like people to know about your work?

While successfully leading numerous projects, I have seen that a closed deal is essentially what all clients seek. However, I have also gained a strong conviction that each aspect of our services should be fulfilling. In my position, I am morally obliged to not only seek success but also to improve our service quality and exceed client expectations.

What are you most excited about – whether personal or professional?

I take great pleasure in overcoming obstacles and challenging my limits in both my personal and professional life. In the office, I have experienced such excitement through expanding

my scope of work and deepening my business expertise.

What would most people be surprised to learn about you?

I found that people tend to be surprised by my passion for this occupation, which is exhibited by an unparalleled market leading track record in the field of real estate investment advisory.

How do you make an impact in real estate?

My personal definition of a professional demands a great deal of quality. During my 20-year career in the real estate industry, I have persistently sought to raise our company's quality of services and believe that these efforts have motivated my peers to manifest a similar mindset.



MIN (NANCY) LIU

MD, HEAD OF SUPPLY
CHAIN FINANCE
BUSINESS
CHINA ORIENT SUMMIT
CAPITAL
CHONGQING, CHINA

**SINCERE • RATIONAL • CREATIVE
OPTIMISTIC • FORTUNATE**

What would you like people to know about your work?

At China Orient Summit Capital, we aim primarily to provide financial services for real estate developers and investors, both onshore and offshore. To me providing quality services is both a mental status and a habit to always create value for our clients. As a managing director, I have led the creation of the real estate supply-chain-finance (SCF) business at the firm and built a successful and profitable business that has continued to thrive.

What are you most excited about – whether personal or professional?

It's interesting to observe that our clients usually face diverse and varying demands. I personally find that solving various problems and providing constructive solutions for our investors and partners to be both challenging and exciting. Taking on the challenge of serving our clients effectively is like climbing mountains, conquering one after another. I'm proud to note that "summit" is in the name of our company.

What would most people be surprised to learn about you?

Many friends are curious about my perseverance in excelling in a fast-growing

company whose AUM has reached RMB 80 billion within a period of four years. As a female manager, what drives me to succeed? The answer is simple – I have been driven by my interest – doing things that I love. Also, I feel very grateful and fortunate working with a group of outstanding and inspiring senior colleagues in our firm.

How do you make an impact in real estate?

I have been working in finance and real estate industries for over a decade. It is very delightful that we have gotten supports and resources from the company to incubating business in supply chain management, and during the past 3 years, we have been providing creative products and various solutions for our state-owned enterprises and top real estate developers. In the process we have delivered expected and solid returns to our investors. My team has established in total 10 SCF funds, and grew the total size to RMB 10 billion. As we continue to grow, we have started to explore creating securitized products in the area of real estate supply chain finance.



SELINA LIM

HEAD OF CORPORATE
DEVELOPMENT &
MARKETING
ACCLIVIS (A SUBSIDIARY
OF CITIC TELECOM)
SINGAPORE

**DRIVEN • WITTY • NON-CONFORMIST
GROWTH-MINDED • PEACE LOVING**

What would you like people to know about your work?

It's driven by passion and I don't do things in half. What I've built lasts and always drives enterprise value and progress.

What are you most excited about – whether personal or professional?

Working towards my dreams and seeing progress, M&A and globe-trotting.

What would most people be surprised to learn about you?

My friends and I created the first LipSync Showdown Battle in Singapore – so musical reality shows are my thing!

How do you make an impact in real estate?

Merge different dimensions and industries to create new classes of assets or be creative in bringing the old and new together.



RIKA LIU

SENIOR ASSOCIATE
DIRECTOR
CUSHMAN&WAKEFIELD
BEIJING, CHINA

**CONFIDENT • COURAGEOUS • CREATIVE
FAITHFUL • SOCIABLE**

What would you like people to know about your work?

I am very proud of our team and company's culture, the culture is created by our people. C&W is a very strong brand with a great reputation globally, we have the best people in difference sectors. I really enjoy whom I work with everyday, the working environment is very positive with high energy.

What are you most excited about – whether personal or professional?

Commercial Real Estate in China is very fun and full of opportunities, more than 90% of the gross revenue of Chinese developers is from selling properties, but in the future, we believe that property management will be a key issue. We can see the process

transforming and are very excited to be a participant.

What would most people be surprised to learn about you?

Always listen to the sound of your heart and doing the thing that truly love. That will make me more positive and active, not easy to flinch when encountering difficulties and problems are appeared.

How do you make an impact in real estate?

Sharing all commercial real estate studies and practical experiences to clients, also build up an active bridge either in door or oversea. Such as be a guest speaker in a real estate forum, one to one training to group of clients, exchange to other countries to developing either relation and experiences.



RUCHITA MANIAR

PRINCIPAL
KKR INDIA ASSET
FINANCE LTD
MUMBAI, INDIA

FEISTY • HONEST • CONFIDENT
DECISIVE • TENACIOUS

What would you like people to know about your work?

Over the last 14 years, I have invested US\$ 400 mn in India across strategies such as Private Credit, Opportunistic Equity and Core plus, have managed assets worth over US\$ 1bn and have achieved exits over US\$ 165 mn.

What are you most excited about - whether personal or professional?

I am excited about swinging for the fences and I have always believed in efforts leading to outcomes.

What would most people be surprised to learn about you?

My love for fairy tales - not because they tell us that dragons exist, but because they tell us that they can be beaten.

How do you make an impact in real estate?

My focus on decisive interventions and operating plans across portfolio companies have improved investment outcomes dramatically.



NAMRATA MEHRA

ASSOCIATE
VICE PRESIDENT
GODREJ PROPERTIES LTD.
NCR, INDIA

I AM A CREATIVE EVANGELIST

What would you like people to know about your work?

In my work I always put the customer at the heart of the enterprise.

What are you most excited about - whether personal or professional?

I am most excited about leveraging design and innovation for positive change and creating meaningful impact.

What would most people be surprised to learn about you?

That I love found objects and upcycling old things to create new function and form.

How do you make an impact in real estate?

I work at the intersection of design, marketing, brand and customer centricity to deliver tangible value and meaningful delight for our customer across the lifecycle of real estate.



SHWETA NADKARNI

EXECUTIVE DIRECTOR -
DEALS
PRICEWATERHOUSECOOPERS
PVT. LTD.
MUMBAI, INDIA

AN ENIGMA WRAPPED IN A PARADOX

What would you like people to know about your work?

Finding solutions and helping people transact efficiently brings a tangible sense of gratification and validation. At the end of the day, my work involves helping people - that really makes me happy.

What are you most excited about - whether personal or professional?

Is the fact that I firmly believe that the best is yet to come, both personally and professionally.

What would most people be surprised to learn about you?

I am a good singer.....even outside the bathroom :-)

How do you make an impact in real estate?

My experience in real estate over the years enables my team and I to add commendable speed and depth to the solutions we provide. I'd like to believe that reducing transaction costs and time ends up adding value to all the stakeholders in any project.



ARTI NARASIMHAN

ASSOCIATE DIRECTOR -
PEOPLE & ORGANISATION
CONSULTING
PwC
MUMBAI, INDIA

FOODIE • STRAIGHT FORWARD
DOTING MOM/DAUGHTER
ADVENTUROUS • ORGANISED

What would you like people to know about your work?

Driven towards realising real business impact, by integrating people and creating enabling environments.

What are you most excited about - whether personal or professional?

Excited about making a difference.

What would most people be surprised to learn about you?

My fun-loving side :).

How do you make an impact in real estate?

Making people, process and technology changes to make companies more connected to execution within safety/ quality norms.



PRIYAMVADA NAVET
PROJECT DIRECTOR
GODREJ PROPERTIES
LIMITED
KARNAL, HARYANA, INDIA

**COMBINATION OF PASSION,
COMPASSION & PERSEVERANCE**

What would you like people to know about your work?

My current role is a P&L role where my job is to create and deliver fabulous homes for our customers and in turn help business make profits.

What are you most excited about – whether personal or professional?

Dancing to Alexa’s nursery rhymes with my 2.5 year old daughter.

What would most people be surprised to learn about you?

I still can’t drive despite having taken driving lessons.

How do you make an impact in real estate?

The 2 key things that help me thrive and make an impact are:

1. Relentless focus on the product right from conceptualisation, design, selection of materials, execution to handover.
2. Building a high performance team where every member in the team wears both hats – the customer hat and the business hat.



WINNIE NG
MANAGING DIRECTOR
JPMORGAN SECURITIES
(ASIA PACIFIC)
COUNTRY: HONG KONG, CHINA
HOMETOWN: HONG KONG

**HAPPY • ENERGETIC • DYNAMIC
CARING • THANKFUL**

What would you like people to know about your work?

I am an investment banker and am required to stay in touch with markets and be thoughtful about our clients’ need. The job requires lots of energy and persistence.

What are you most excited about – whether personal or professional?

I am excited about making improvements.

What would most people be surprised to learn about you?

People are surprised to know I have 3 children with a 12-year age gap between the eldest and youngest.

How do you make an impact in real estate?

I think of myself as facilitating the capital flow in the property world. I would love to make the Hong Kong financial markets more vibrant.



ELLEN NG
MANAGING DIRECTOR
WARBURG PINCUS
ASIA LLC
CHINA

**OPTIMISTIC • CURIOUS • INVESTOR
MOTHER • MULTI-TASKER**

What would you like people to know about your work?

As a private equity investor, I have an incredible privilege to work closely with talented entrepreneurs and management teams to grow their businesses over the course of several years. We get involved in many areas, from strategic M&As to capital raising and recruitment. I find it profoundly fulfilling to watch the founders and their companies grow into top-league players in their fields.

What are you most excited about – whether personal or professional?

In Asia there is never a lack of opportunities and moreover no set path on how to get to a desired outcome. Each problem is unique and requires out-of-the-box solutions which makes it exciting. Entrepreneurs have different styles; becoming friends with them on a personal level is intriguing and inspirational.

What would most people be surprised to learn about you?

Growing up in Canada, I used to be quite athletic – played on my school’s track and basketball teams and trained on swimming and skating. Unfortunately I have become much more unfit after entering professional life!

How do you make an impact in real estate?

My team focuses on backing real estate companies in the fastest growing segments such as technology parks, data centres, multi-family rental, car parks and asset management. While these are well-established sectors in developed markets, they are relatively nascent in developing Asia and hence often under-capitalized. Our sponsorship in these companies gives them significant runway and accelerates the development of these sectors meaningfully.



CYNTHIA NG CHOY PENG
MANAGING DIRECTOR
(VALUATION & ADVISORY)
SAVILLS VALUATION
AND PROFESSIONAL
SERVICES (S) PTE LTD
SINGAPORE

**APPROACHABLE • RELIABLE • RESILIENT
INNOVATIVE • SOPHISTICATED**

What would you like people to know about your work?

We provide broad scope on real estate consultancy advice. We valued all types of properties for different purposes. We have a team of 20 qualified valuers.

What are you most excited about – whether personal or professional?

I always look forward to taking part in major transactions and government or regulatory discussions, knowing that my small contribution can effect positive change in society. With the frequent changes in international financial standards, I am hoping for the initiation and development of a neutral board of valuers to objectively review fellow valuers’ jobs in the near future.

What would most people be surprised to learn about you?

Valuer is not my first choice of career. However, it’s the passion in valuation and dealing with people that make me stay till to-date.

How do you make an impact in real estate?

I strive to maintain high standards and professionalism in my work to set a good example in mentoring the next generation of valuers. I hope to nurture a team of independent, ethical and professional world class valuers. I also take part in regular meetings with different stakeholders of the Real Estate and Finance industries. This allows me to regulate the industry and ensure all members uphold professional provide relevant feedback and suggestions to standards.



HANH NGUYEN

MANAGER

KENEDIX ASIA PTE. LTD.

COUNTRY: SINGAPORE

HOMETOWN: VIETNAM

PLEASANT • RESILIENT • RELIABLE
DISCERNING • CALM

What would you like people to know about your work?

It is the work that brings me new challenges and new things to learn every day. I am thankful for the opportunity to work with smart and wonderful colleagues, friends and people across the industry.

What are you most excited about - whether personal or professional?

I am most excited when a goal I have been working on is finally achieved.

What would most people be surprised to learn about you?

Probably not much, I am a simple person, but some friends were surprised before when I asked them to go to a rock music concert with me.

How do you make an impact in real estate?

I think learning from and sharing the aspiration and knowledge to other professionals as well as those who want to understand real estate would be a way to make an impact.



ONG SUAT GHEE

DIRECTOR,
ASSET MANAGEMENT
ALLIANZ REAL ESTATE

SINGAPORE

ANALYTICAL • ORGANISED • DETAILED
COMPASSIONATE • DRIVEN

What would you like people to know about your work?

Seasoned real estate professional with regional experience across multiple asset class.

What are you most excited about - whether personal or professional?

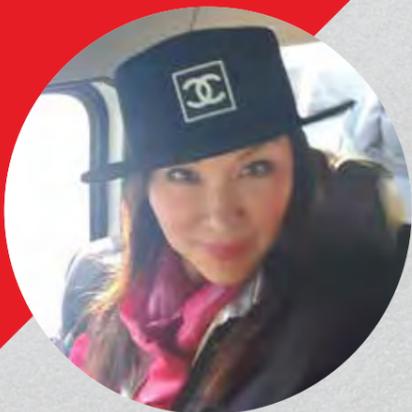
To transform an aged or distressed asset into a healthy and stable income generating property.

What would most people be surprised to learn about you?

That I have stayed and worked in Shanghai for 12 years.

How do you make an impact in real estate?

Creating spaces that minimise carbon footprint and allows various communities/ stakeholders to interact and create synergy



GERALDINE ONG

PRINCIPAL

BAKER MCKENZIE
WONG & LEOW

SINGAPORE

PASSIONATE • CREATIVE • TRUSTWORTHY
RESPONSIVE • TENACIOUS

What would you like people to know about your work?

I think out of the box and I am a business partner to my clients, not just a legal advisor. I work hard to solve problems with my can-do attitude.

What are you most excited about - whether personal or professional?

New experiences, new challenges, and forming strong friendships with clients.

What would most people be surprised to learn about you?

I am an Adrenaline seeker and loves roller coaster rides and thrills. My best experience had been the Ko'okiri Body Plunge in Orlando, Florida.

How do you make an impact in real estate?

I "go boldly where no man has gone before". The biggest impact I would like to make is to train the next generation lawyers to be prepared for the future of real estate practice.



KEIKO OTSUKI

OUTSIDE BOARD MEMBER,
ADVISOR

K.R.S. CORPORATION,
SAMURAI CAPITAL CO.,LTD
ASAI KEN ARCHITECTURAL
RESEARCH INC.

TOKYO, JAPAN

WITH SMILE - NEVER GIVE UP

What would you like people to know about your work?

I spent 30 years at Morgan Stanley Japan, dedicated to real estate, and real estate financing business. I now advise and support younger people on their own businesses.

What are you most excited about - whether personal or professional?

Nowadays, I enjoy cooking. In the past, I did not have much time to learn and practice it. I found out that food can be healthier and taste great, if you cook it by yourself.

What would most people be surprised to learn about you?

Proactive! I am no longer young but I have a lot of energy to learn things that are new to me.

How do you make an impact in real estate?

Sharing my experience and giving advice to people in the real estate financing market.



MARIA RAJESH
 CHIEF HUMAN
 RESOURCES OFFICER
 EMBASSY GROUP
 BANGALORE, INDIA

**BUSINESS ENABLER • APPROACHABLE • DECISIVE
 RESPONSIBLE • PEOPLE'S PERSON**

What would you like people to know about your work?

I have been with the Embassy Group since 2006 and instrumental in achieving business objectives by: setting up the HR function, development of HR policies, leadership development, talent acquisition wing, and creation of organizational programs. I am adept at leveraging relationship skills and imbue a sense of empathy that reinforces building and sustaining strong relations, at all levels of the management. With over two decades of experience and deep insight in managing and leading multiple facets of the Human Resources function, my versatile profile inspires transformational leadership and excellence across verticals. I am a core part of the leadership team and I drive all people initiatives, across the diversified businesses of the Group.

What are you most excited about – whether personal or professional?

As a CHRO, each day is a fulfilling experience while leveraging the Group's vision and its objectives. It is very exciting to work with employees in an inclusive and diverse organisation, and writing a new generation of people policies and organizational behaviour. I believe that as CHRO's, we are "Chief Organisational Officers" as today there is nothing which is not in the purview of HR.

What would most people be surprised to learn about you?

Professionally: I actively support non-profit organizations like the World Vision India, Little Sisters of the Poor and the Lovedale Foundation. *Personally:* I am a doting mother of 2 daughters and spend most of free time with my family. Being a dedicated and inspiring mom, I stay up with them and burn the midnight oil for them to achieve their best.

How do you make an impact in real estate?

In the mostly male dominated and evolving sector of Real Estate, I have helped make a breakthrough at Embassy by bringing corporate governance while retaining talent. The attrition rate is notably less than 5%. This mix of professionals from other Industries such as IT, Infrastructure, Hospitality, Banking etc has brought in a large talent pool, which has collectively added to the strengths and overall growth of the organization. Under my aegis, we have been recently felicitated as the Dream Companies to Work For, Best Workplace Practices Awards, Best Employer in the Real Estate Sector, and topped the Employees Happiness Index in the Track2Realty Report.



FAN RONG
 PARTNER
 KING & WOOD MALLESONS
 BEIJING, CHINA

**PERSPICACIOUS • INNOVATIVE • CARING
 ENERGETIC • OPTIMISTIC**

What would you like people to know about your work?

I have always been dedicated to develop integrated solutions for clients, either legally or commercially in real estate cases. Benefitting from my knowledge of laws, policy trends and the market, I have also been acting essentially in facilitating M&A deals and other high value transactions in recent years.

What are you most excited about – whether personal or professional?

Aiming at solving real-world problems under the framework of laws, it is very exciting to complete complex transactions acting as a commercial lawyer using vast

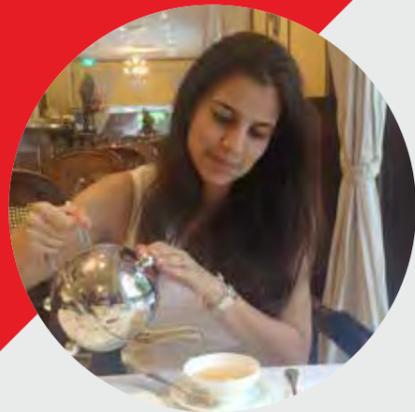
knowledge of laws and strong sense of investment insight.

What would most people be surprised to learn about you?

I am a fitness fanatic! I am also the mom of TWO adorable kids.

How do you make an impact in real estate?

I have facilitated and participated in many significant real estate transactions in the market. For some of the cases, I was deeply involved in almost all aspects of the transactions and provided legal services during all stages, including very early stages such as estimating projects and targeting investors/sellers, and later stages such as post-closing company governance and pre-litigation analysis.



JYOTI RAMCHANDANI
 MANAGING DIRECTOR,
 FUND MANAGER
 SC CAPITAL PARTNERS
 COUNTRY: SINGAPORE
 HOMETOWN: ENGLAND, UK

**PASSIONATE • DRIVEN • HUMBLE
 DEPENDABLE • FRIENDLY**

What would you like people to know about your work?

It's typically a reflection of a collective view/effort of mine and the team as we're all working towards the same goal.

What are you most excited about – whether personal or professional?

New experiences and continuous learning.

What would most people be surprised to learn about you?

Calling me 'boss' makes me cringe!

How do you make an impact in real estate?

Bringing together diversity of thinking to drive outcomes.



NEELAM SONAWANE
 SR. GENERAL MANAGER
 M/S GODREJ PROPERTIES
 LTD
 MUMBAI, INDIA

**METHODICAL (SOMETIMES PAINFULLY!)
 CURIOUS • RESILIENT
 RESPONSIBLE... WORK-IN-PROGRESS :)**

What would you like people to know about your work?

As an architect the decisions I make through my work define the way people live, work, play, interact and communicate within the designed spaces and I consider that a huge responsibility. Also giving dignity to elderly & those who are differently abled through barrier friendly design in our country is something close to my heart and I intend to pursue across all our developments.

What are you most excited about – whether personal or professional?

Professionally I love to solve problems that can make a difference to my place of work, environment and the larger community. On a personal level

I am always excited to travel to a new destination, India or overseas, to explore the raw beauty of the place & people and of course relish the local food!

What would most people be surprised to learn about you?

That I can cook to kill :)

How do you make an impact in real estate?

Being part of Godrej Properties is a privilege & provides several opportunities for me to contribute towards sustainable, design-centric & innovative development across India. My current focus is to explore new technological solutions such as data analytics, AI, computational design which can truly be the game changer for real estate in India.



RENU SUD KARNAD
 MANAGING DIRECTOR
 HOUSING DEVELOPMENT
 FINANCE CORPORATION
 LIMITED
 NEW DELHI, INDIA

**CURIOUS • PRAGMATIC • PERSEVERANT
 SCRUPULOUS • EMPATHETIC**

What would you like people to know about your work?

The social impact and contribution of my organization, HDFC Ltd, towards bridging the housing shortage in India.

What are you most excited about – whether personal or professional?

The form and manner in which the housing mortgage ecosystem has evolved in India in the last three decades enabling home ownership across the socio-economic strata.

What would most people be surprised to learn about you?

My love for trains and all the sounds and sights associated with train journey owing to my father's Indian Railways background.

How do you make an impact in real estate?

By ensuring that all the processes, policies and practices, of the players in the real estate market, pivot around the interest of the customer.



YASUKA TAKANO
 MANAGER, REIT FUND
 MANAGEMENT
 DEPARTMENT, REIT
 MANAGEMENT DIVISION
 DIAMOND REALTY
 MANAGEMENT INC.
 TOKYO, JAPAN

**THOUGHTFUL • OPTIMISTIC
 OPEN AND FAIR-MINDED • CURIOUS**

What would you like people to know about your work?

I keep on top of my tasks, enjoy expanding my scope and try to see things in a big picture.

What are you most excited about – whether personal or professional?

Call it business or personal, golfing and travels excite me.

What would most people be surprised to learn about you?

A nanny for me would live together in the house and I went to a private catholic school for girls. I got through a business school for 20 French-speaking candidates on a full scholarship.

How do you make an impact in real estate?

Experience in luxury brands and in a carmaker. An MBA. A museum curator. Stayed in Europe and in the US. I get to locate, calculate, market and hopefully have you buy into.



ANJUMARA SYED
 MANAGING DIRECTOR
 PwC INDIA
 PUNE, INDIA

**PASSIONATE • RISK TAKING • EMPATHETIC
 ASSERTIVE • QUICK LEARNER**

What would you like people to know about your work?

Lead Salesforce Practice nationally.

What are you most excited about – whether personal or professional?

I am quite passionate about learning new things on techno space to help business transform.

What would most people be surprised to learn about you?

Trained in Karate - Black belt.

How do you make an impact in real estate?

Real estate is one of the segments that is high customer focused. Hyper personalisation in the segment is most important for business and customer satisfaction. Helping business in real estate to look at customer in a personalized way and drive value.



JESSICA TAN
 SENIOR PROJECT
 MANAGER
 YARDI SYSTEMS
 SINGAPORE

**DETERMINED • PERSONABLE
 EMPATHETIC • OPTIMISTIC • DRIVEN**

What would you like people to know about your work?

My work aims to improve the efficiency of real estate processes using technology all the way from managing budget for building a property to facilitating a tenant request within a property.

What are you most excited about – whether personal or professional?

I have recently purchased my first house and I'm very excited to design the interior of the house from scratch!

What would most people be surprised to learn about you?

I am a big fan of karaoke.

How do you make an impact in real estate?

Being in the industry for 13 years, my focus is to bring processes into real estate and improve efficiency of real estate operations with the help of technology. One of my favourite moments at work is the feeling of accomplishment when I help users master the implementation process to achieve efficiency. Data analytics is one of my focus recently to harvest raw data and provide sensible KPIs to stakeholders.



**SIMPLE • FRIENDLY • FORWARD LOOKING
PRACTICAL • BUSY**

What would you like people to know about your work?

There is never a dull day at ARA!

What are you most excited about – whether personal or professional?

The ability to discover and learn about new things every day of my life, be it at work or in my personal life.

What would most people be surprised to learn about you?

... that I drink c.3 litres of water a day to keep myself hydrated :)

How do you make an impact in real estate?

Real estate is local and yet global, so I hope to be able to use language to be an effective communicator between investors and the company, both locally and globally.

JUDY TAN

DIRECTOR, CORPORATE DEVELOPMENT & INVESTOR RELATIONS

ARA ASSET MANAGEMENT LIMITED

SINGAPORE



**ELEGANT • DEDICATED • INDEPENDENT
INNOVATIVE • LOVING**

What would you like people to know about your work?

Leads the assets management developing and leasing effort of 8 million-square-meter Grade A office buildings across China and overseas. established COOC(China Overseas Office Capital),the flagship and the largest single ownership office asset management brand in China, and Co-working space brand OFFICEZIP.

What are you most excited about – whether personal or professional?

Facing challenge while showing great-minded and wide field of vision. Being a dancer/host/speaker on the stage, sailfish at the swimming pool. And the most excited moment is that watching my baby girl getting new skills.

What would most people be surprised to learn about you?

Amazing memory. Pretty much like a professional host standing on the stage. Being top leader in office industry at such a young age.

How do you make an impact in real estate?

Keep learning and sharing and being a well-respected professional. Taking advantage of female leaders' characteristic like thoughtful and sensitive and passionate etc.

Office asset management is all about ecosystem in space. The essence and core is to promote tenants to improve their work efficiency, under grasping of human nature, the establishment of order, and the creation, so as to logically enhance the charm of office building and promote the development of global economy.

ANGEL TANG

DEPUTY GENERAL MANAGER

CHINA OVERSEAS COMMERCIAL PROPERTIES CO.,LTD.

CHINA



**TRAVEL ENTHUSIAST • FOODIE
TALKATIVE • SOCIAL • SHOPAHOLIC**

What would you like people to know about your work?

We have a solution for most of client's business problems!

What are you most excited about – whether personal or professional?

Travel and explore the world.

What would most people be surprised to learn about you?

I can cook, and I cook well :)

How do you make an impact in real estate?

Network and bind people across the real estate value chain.

TANYA TANDON

**ASSOCIATE DIRECTOR
PRICEWATERHOUSECOOPERS PRIVATE LIMITED (PWC)**

DELHI, INDIA



**PASSIONATE • ENERGETIC • DETERMINED
HARDWORKING • FIT**

What would you like people to know about your work?

We are a people business in real estate services. I managed around 900 staff across China, working with people across all cultural background. Our goal is to double the business within 3-4 years, therefore, my work is all about making people to their best together.

What are you most excited about – whether personal or professional?

I am passionate about taking challenges. Leading a high-growth organization is a difficult task. To do that, I need to improve myself by the same speed.

What would most people be surprised to learn about you?

I have very good temper, unlike what people perceived of high-power woman leaders. I am emotional and I cried often when I am sad or touched. I am obsessed with fitness, nutrition and I have 6-packs abs.

How do you make an impact in real estate?

I am innovating every day to make changes on the real estate agency and consulting industry. I believe international agencies has had their time in China for 3 decades. It's time for a real change in business model and mentality.

TAMMY TANG

MANAGING DIRECTOR - CHINA

COLLIERS INTERNATIONAL

CHINA



AMITA THAKURDESAI
 ASSOCIATE
 VICE PRESIDENT
 GODREJ PROPERTIES
 MUMBAI, INDIA

**HONEST • ETHICAL • DEPENDABLE
 TENACIOUS • DILIGENT**

What would you like people to know about your work?

Leading a large portfolio of more than 45 projects from cost and time perspective, with a constant endeavour of optimising these two facets, balancing it with a consistent customer experience.

What are you most excited about – whether personal or professional?

New challenges, new horizons excite me at both the personal and professional front while touching lives of people excites as well as gives an immense satisfaction.

What would most people be surprised to learn about you?

Once upon a time I was the best athlete in my college :).

How do you make an impact in real estate?

By delivering the dream “homes” to the customers at the perceived value for money and at the same time ensuring that the commitments made to the company are met meaningfully.



VIDULA VERMA
 GROUP GENERAL
 COUNSEL
 SC CAPITAL PARTNERS
 PTE LTD
 SINGAPORE

**HUMOROUS • WITTY • DIRECT
 OBJECTIVE • FOODIE**

What would you like people to know about your work?

Professional, precise and meticulous.

What are you most excited about – whether personal or professional?

Learning. Watching my kids grow into better adults than us.

What would most people be surprised to learn about you?

I love being a mother but it’s the toughest thing I’ve ever done.

How do you make an impact in real estate?

Being an objective, respected adviser on risks.



TRAN MINH AI
 SENIOR MANAGER,
 PROPERTY MANAGEMENT
 SAVILLS VIETNAM
 HO CHI MINH CITY, VIETNAM

**DECISIVE • STYLISH • LOGICAL
 TRAVELHOLIC • HAVE INTEGRITY**

What would you like people to know about your work?

Property management is an occupation where you are expected to think and find solutions on the spot to reach the ideal outcome. As with any other people-orientated services, there are bound to be highs and lows – however they depend on bound to have flaws, depending on the strengths and weaknesses of the team.

What are you most excited about – whether personal or professional?

Self-improvement and ensuring all aspects of my life runs effortlessly.

What would most people be surprised to learn about you?

I received a degree from the Hanoi Architecture University and received the highest result possible.

How do you make an impact in real estate?

In the property management industry, people are the key to success. As leader of over a thousand staff, I always strive provide them all with a pleasant work environment with all available benefits. I always try to train the next generation of employees to share the same passion and vision as I do.



G. VISALAKSHI
 AVP
 GODREJ PROPERTIES
 LIMITED
 COIMBATORE, INDIA

A BOSSY MOTHER & MOTHERLY BOSS

What would you like people to know about your work?

Versatility, attention to detail, process orientation and perseverance.

What are you most excited about – whether personal or professional?

Venturing into new/unknown areas in professional life, as it gives opportunity for continuous learning and growth.

What would most people be surprised to learn about you?

I am less adventurous in personal life than professional life.

How do you make an impact in real estate?

Bringing in quality consciousness, process orientation and research mindset in real estate engineering design.



DR MEGAN WALTERS
 GLOBAL HEAD
 OF RESEARCH
 ALLIANZ REAL ESTATE
 SINGAPORE

**CHEERFUL • CURIOUS • FAIR-MINDED
 INDEPENDENT • COMMUNICATOR**

What would you like people to know about your work?

Real estate research is one of the most interesting fields as it combines economic, physical and social characteristics. Plus it gets you out of the office to go and visit new cool locations.

What are you most excited about – whether personal or professional?

Greater diversity within teams with regards to age, background and gender-differing points of view adds to the excitement of daily life in the office.

What would most people be surprised to learn about you?

I once took part in the Hong Kong Trailwalker 100km Maclehoose route with three friends and, surprisingly, we finished in the top ten mixed teams.

How do you make an impact in real estate?

I connect different people together in order to help deploy capital or to bring new information and insights to teams, and, occasionally, I help organise industry networking events.



ADA, WONG KA KI
 CHIEF EXECUTIVE
 OFFICER
 CHAMPION REIT
 COUNTRY: HONG KONG, CHINA
 HOMETOWN: HONG KONG

**GRIT: GRATITUDE • RESILIENCE
 INTEGRITY • TALENT**

What would you like people to know about your work?

At Champion REIT, we are committed to revitalising our properties through proactive asset management. We pursue not only near-term solutions but also versatile and forward-looking strategies. For example, one of our properties, Three Garden Road, has achieved WELL Platinum Building Standard recently, which makes it the first existing building in Hong Kong to attain this highest rating.

What are you most excited about – whether personal or professional?

I am keen to drive sustainable development both in the company and my personal life. We are excited to announce the 2030 ESG targets for Champion REIT recently. To a greater extent, I am also enthusiastic to build healthy community and green environment by leveraging

corporate efforts and empowering our stakeholders.

What would most people be surprised to learn about you?

I advocate work-life balance and set example for colleagues that a good balance between family and work is achievable. I am devoted to my work, while at the same time, I take good care of my two sons and family matters. I love practicing yoga and strive to do a perfect headstand!

How do you make an impact in real estate?

Being a CEO in the real estate industry typically dominated by male, I think I can show that women are also capable and credible in management and leadership. I encourage my female colleagues to balance family and work. It is always beneficial to embrace diversity as a positive and important business strategy.



ADITI WATVE
 PRESIDENT –
 INVESTMENT SALES
 AND REIT ADVISORY
 ANAROCK PROPERTY
 CONSULTANTS PVT. LTD.
 PUNE, INDIA

POSITIVE • FOCUSED

What would you like people to know about your work?

Real Estate is one of the most fulfilling sectors to work in – despite its current challenges. When people occupy the spaces you help develop, it is the best job satisfaction ever!

What are you most excited about – whether personal or professional?

Currently, I am quite excited about the role of technology in Real Estate finance. That and my next hike in the mountains!

What would most people be surprised to learn about you?

I know how to plaster a wall. Learned it on my first job!

How do you make an impact in real estate?

It is necessary to understand the whole process of product creation in Real Estate. From acquisition of land till facility management. And I bring this whole gamut of experience to the table.



JANINE YOONG
 PORTFOLIO MANAGER,
 GLOBAL REITS
 PRINCIPAL GLOBAL
 INVESTORS
 SYDNEY, AUSTRALIA

WORK HARD AND HAVE FUN

What would you like people to know about your work?

I love my job – it is intellectually stimulating and I am constantly learning something new.

What are you most excited about – whether personal or professional?

Skiing new locations around the world and generating alpha for my fund, preferably concurrently!

What would most people be surprised to learn about you?

My first ever sky dive was a solo jump.

How do you make an impact in real estate?

By always being curious and questioning everything.



JENNIFER ZHANG

SVP - INVESTMENT
AND BUSINESS
DEVELOPMENT
KAILONG GROUP
SHANGHAI, CHINA

CARING • SENSIBLE • DEDICATED
ELOQUENT • DILIGENT

What would you like people to know about your work?

I've been working with KaiLong, one of the region's leading real estate investment management companies, since my graduation. I focus on real estate investment opportunities in Mainland China. I'm so proud to grow with KaiLong together.

What are you most excited about - whether personal or professional?

Taking adventure and having strong willingness to devote time and energy to accomplish challenging tasks, embrace the success with our team.

What would most people be surprised to learn about you?

Proactively participated in and practiced ESG (Environmental, Social & Governance) programs.

How do you make an impact in real estate?

Keeping abreast of market and technological abruptions, ESG principles and applying them to our investment practices.



TRACEY ZHANG

LEAD TAX PARTNER,
FINANCIAL SERVICES,
KPMG CHINA
KPMG
BEIJING, CHINA

PURSUE THE BEST
AT BOTH WORK AND LIFE

What would you like people to know about your work?

Tax Partner at big four consulting firm, specialising in Financial Services.

What are you most excited about - whether personal or professional?

Help clients resolve issues which are outside other professionals' capacity.

What would most people be surprised to learn about you?

Good cook.

How do you make an impact in real estate?

Well respected tax professional always helping RE players achieve the best tax efficiency.



SUNNY ZHANG 张平

EXECUTIVE DIRECTOR,
REAL ESTATE GROUP
CITIC CAPITAL
HOLDINGS LIMITED
BEIJING, CHINA

CREATIVE • CONSIDERATE • DOWN-TO-EARTH
DEDICATED • FAST-LEARNING

What would you like people to know about your work?

Working for one of the top Chinese real estate funds, and my responsibilities including investment product development, research capability enhancement, and business development for our Real Estate Group.

What are you most excited about - whether personal or professional?

1. My 5-year-old baby son shows great interest and talent in science;
2. Myself joined the company I admire and am very much enjoying what I'm doing;
3. Giving lectures as professor in university during my spare time.

What would most people be surprised to learn about you?

Looks too young to obtain so many professional certificates and titles in real estate industrial organizations.

How do you make an impact in real estate?

By being invited and sharing opinions via the professional real estate groups and organizations. Encouraging and helping young professionals with self-improvement in the real estate and finance industry.



Asia Pacific Real Estate Association Limited
18 Robinson Road, #15-01
Singapore 048547

WWW.APREA.ASIA