

CONFERENCE AGENDA

Wednesday, October 25, 2017

08:00 a.m.	Registration
08:50 a.m.	IMAPAC'S WELCOME REMARKS – Aishwarya Pattanshetti, Conference Producer, IMAPAC
08:55 a.m.	CHAIRMAN'S OPENING REMARKS - Peter Hennessy, Director, Jeta Gardens Group, Australia
	Silver Is The New Gold - Understanding Seniors As An Independently Minded Consumer Base
09:00a.m	<p>Keynote Presentation: Aged Care Workforce in 2025</p> <ul style="list-style-type: none"> Identifying future trends and expected demands of the Aged Care Workforce in 2025 Feros Care's Strategic Plan : "Self –Service of everything 2020" Change is the Everyday : How to Transform the way we provide services and care constantly and continuously Investing in the Research and Application of Emerging Technologies <p>☎ Jennene Buckley, CEO, Feros Care, Australia</p>
09:30 a.m.	<p>USA/China Case Study: Understanding Seniors as a Consumer Base</p> <ul style="list-style-type: none"> How we observe the needs of Chinese seniors How the service and products can be catered to local seniors. Case study of the Harbin Project. <p>☎ DeAnn Young, Senior Operations Director – China, Merrill Gardens, USA</p>
10:00 a.m.	<p>Senior Housing Sales & Marketing Trends</p> <ul style="list-style-type: none"> Technology – connecting the best-in-class tech to capture and house quality data Process – identifying paths of least resistance for your prospects to find you and your staff to close the sale Analytics – using data to ask better questions to get even better answers <p>☎ Erin Hayes, Co-Founder and Chief Revenue Officer, Enquire Solutions, US</p>
10:30 a.m.	SPEED NETWORKING BREAK
	The Success Factors of Hospital Partnership & Home Care Models
11:10a.m.	<p>Collaborating With Healthcare & Government - Financing Aged Care Partnerships For The Next 5 Years</p> <ul style="list-style-type: none"> Overview of public and private initiatives driving aged care and senior living in Malaysia Mapping the criteria for healthcare partnerships and collaborations in the region Success stories of existing partnership models and plans for the future. <p>☎ Joya Zhao, Founder & Managing Director, Golden Care, Singapore</p>
11:40a.m.	<p>Designing the Future of SEA Senior Lifestyle Living</p> <ul style="list-style-type: none"> Greater respect for residents' privacy by redesigning living units to be more individualized and facilities to be less communal Hosting activities and organizing repertoires which are more contemporary and person-centric as opposed to generic community events How can technology be used to enhance the quality of life and quality of care for elders? <p>☎ Khoo Chuan Keat, Managing Director, Eden-On-The-Park, Malaysia</p>
12:10p.m.	<p>Towards A Retirement Learning Community From A Retirement Living Community</p> <ul style="list-style-type: none"> Perspective and Practice from Chinese Real Estate Developers and Operators Transition and Merger from building houses to making homes for the Third Age as well as the Fourth Age What can be learned from Chinese Operational experience of Senior Living Aged Care Markers <p>☎ Jimmy Wang, Deputy General Manaer, Greentown China, China</p>
12:40p.m	<p>How Home Nursing & Senior Care Is Driving Healthcare Partnerships In Malaysia's Senior Living Sector?</p> <ul style="list-style-type: none"> Exploring Demographic Indicators Of Malysia Obtaining A Aged Nation Status Issues And Challenges In Developing Integrated And Innovative Ways To Accommodate The Changing Demand For Ageing Population New Private Sector Initiatives & Partnerships To Develop Home Nursing & Senior Housing In Malaysia <p>☎ Dato Vincent Ng, Chairman, Nursing Home Association Selangor, Malaysia</p>
01:10 p.m.	NETWORKING LUNCH

Exploring New Financing And Public-Private Partnership Models For SEA Senior Living	
02:10p.m.	<p>Keynote Presentation: Exploring Public And Private Sector Collaboration For Aged Care In Asia</p> <ul style="list-style-type: none"> • How can the public and private sector work together to address the aged care needs in Asia • What has been ADB's experience in developing aged care projects in the region <p>🗣️ Wendy Walker, Technical Advisor (Social Development), ADB, Philippines</p>
02:40p.m.	<p>USA/India/Malaysia Case Study: ShantiNiketan's Elderly Care Development Project: Understanding the Criteria for Financing Retirement Living.</p> <ul style="list-style-type: none"> • ShantiNiketans financing model in launching retirement living projects including raising capital from the market. • What lessons can be learnt from building and operating independent living facilities for the Indian American in the US. • What lessons can be learned from international partnership and financing models? <p>🗣️ Iggy Ignatius, Chairman & Founder, Shanti Niketan Retirement Communities, USA</p>
03:10p.m.	<p>Exploring The High Demand Of Elderly Healthcare For Housing Development</p> <ul style="list-style-type: none"> • Overview of SEA Elderly Healthcare sector and Future Trends in • Analysis of partnership models available in the private market • Exploring Healthcare Investment Opportunities in Southeast Asia • Analyze Long Term vs Short Term ROI for Sustainable Planning <p>🗣️ May Lo, Asian Healthcare Investor, Quadria Capital, Singapore</p>
03:40 p.m.	NETWORKING BREAK
Round Table Discussions	
04:10p.m.	<p>Round table 1: Case Studies : Bringing Innovative Retirement Models to South East Asia 🗣️ Jimmy Wang, Deputy General Manager, Greentown China</p> <p>Round table 2: How to Design a Sustainable Financing System for SEA Retirement Living Sector? 🗣️ Iggy Ignatius, Chairman and Founder, Shanti Niketan Retirement Communities, USA</p> <p>Round table 3: Case Study of Eden on the Park: A Lifestyle Integrated Retirement Village 🗣️ Lydia Ng, Director, Eden-On-The-Park, Malaysia</p> <p>Round table 4: Potential Partnership Models with Hospitals & Senior Care Operators 🗣️ Benjamin Cass, Director, Living Well Communities, Indonesia</p> <p>Round table 5: Exploring Investment Capability & Moving Forward Strategy 🗣️ May Lo, Asian Healthcare Investor, Quadria Capital, Singapore</p>
04:55 p.m.	Key-takeaways presented by the round-table facilitators
05:25 p.m.	Chairman's Closing Remarks
05:30 p.m.	END OF CONFERENCE DAY 1
05:35 p.m.	Cocktail Reception

CONFERENCE AGENDA

Thursday, October 26, 2017

08:00 a.m.	Registration
08:50 a.m.	IMAPAC'S WELCOME REMARKS - Aishwarya Pattanshetti, Conference Producer, IMAPAC
08:55a.m.	Chairman's Opening Remarks -
Increase Occupancy Rates – Redesigning Multi-Generational Cities with Age Friendly Vision	
09:00 a.m.	<p>Opening Keynote Presentation: The Importance Of Creating Age Friendly Cities And Making Urban Spaces Work For Aging Seniors</p> <ul style="list-style-type: none"> • How do cities discriminate against the elderly • What problems do older people face in cities • Healthy aging in Urban Environments • Urban Safety and Security in Older age <p>👤 Renard Siew, Curator, World Economic Forum, Global Shapers, Malaysia</p>
09:30 a.m.	<p>Interview: How Can Asian Developers Outstrip The West In Planning Age-Friendly City Projects In Southeast Asia?</p> <ul style="list-style-type: none"> • West vs East: Outlining the key attributes required for Age-Friendly City development. • How to get approval for Southeast Asia Age-Friendly City? • Solving the Grey Zone – define level of involvement for Land Authority & Ministry of Health. • What are the risks of creating an Age-Friendly bubble propped up by Government subsidy? • Challenges in designing an integration system for Healthcare City. • Brainstorm practical partnership models for Southeast Asia project. <p>Interviewer: 👤 Benjamin Cass, Director, Living Well Communities, Indonesia</p> <p>Interviewee: 👤 Ashwin Kumar Iyer, CEO, Vedaanta Retirement communities, India 👤 Peter Hennessy, Director, Jeta Gardens, Australia</p>
10:00 a.m.	<p>Panel Discussion: Exploring the opportunity for developing of Multi-Generation residential living?</p> <ul style="list-style-type: none"> • How to Transform and Re-design the Communities for Sustainable Planning? • How to Increase Occupancy Rates and ROI with Market Integration Tactics? • Ways to Define Target Market and Find USP for Senior Housing Development? • How to Achieve Long Term Flexibility and React According to New Government Policies? • Analyze Purchasing Power for SEA's Retirees and Government Supports in Financing Issues. <p>Moderator: 👤 John Chong, Executive Director, TI Homes, Malaysia</p> <p>Panelists: 👤 Lydia Ng, Director, West Malaysia, Eden-On-The-Park, Malaysia 👤 DeAnn Young, Senior Operations Director – China, Merrill Gardens, USA 👤 Jaline Wellington, Project Head, Shanti Niketan Retirement Communities , Malaysia</p>
10:45 a.m.	NETWORKING BREAK
Sustainable Senior Living Business Models & Insurance Opportunities	
11:15 a.m.	<p>Health Insurance over Customer Life Cycle</p> <ul style="list-style-type: none"> • Overview of Financing Healthcare across Life Cycle • What Are The Current Market Gaps In The Retirement Living Industry And How Can We Bridge Them • Designing Feasible Financing Models • Driving Effective Development <p>👤 Nipit Piravej, Director Healthcare, AIA, Thailand</p>

11:45 a.m.	<p>Integration Of Services To Enhance Operating Revenue In A Senior Living Environment</p> <ul style="list-style-type: none"> Defining the Development Objective and Strategy in a new project Establishing the primary and secondary Target Market Demand for Health and Wellness is Rising Integrating Senior Living, Age Care and Wellness into a sustainable business model How Developers can have a multiple revenue streams within one location <p>👤 Paul Leong, Group MD, Lyon Asia, Malaysia</p>
12:15 p.m.	<p>Panel Discussion: Driving Premiums/Investments And Reducing Payouts Through Product Innovation And Partnerships In Senior Living</p> <ul style="list-style-type: none"> How can insurance/investment companies effectively “bind sell” wealth management services with retirement living offerings? What products beyond long term care insurance can be introduced to drive premiums on Southeast Asia Can Senior Living Investment Potentially Reduce Insurance Pay-out in Long Run? What is The Limitation of the current Insurance Act or Senior Care System? <p>Moderator: 👤 Pang-Hsiang Chye, Principal, Milliman Hong Kong, Malaysia</p> <p>Panelists: 👤 Benjamin Cass, President Director, Living Well Seniors Communities, Indonesia 👤 Nipit Piravej, Director Healthcare, AIA, Thailand 👤 Ismitz Matthew De Alwis, CEO, Kenanga Investors, Malaysia</p>
01:00 p.m.	<p>NETWORKING LUNCH</p>
	<p>Market Case Studies</p>
02:00 p.m.	<p>Finland Case Study: The Forerunner of Super-Aged Nations – Building Affordable Senior Housing, Lessons learned from the Nordic Countries</p> <ul style="list-style-type: none"> Building quality affordable housing on a national level Importance of government guidance and financial structures How to create opportunities and minimize aged care cost in a demographical crisis Lessons learned and future challenges, can Malaysia learn from the already aged nations? <p>👤 Jari Niemi, Board Member, Ruissalo Foundation, Malaysia</p>
02:30 p.m.	<p>India Case study: Best Business Models for Branding and Positioning your Retirement Village</p> <ul style="list-style-type: none"> How to position your retirement village to make sure it is differentiated from care home The different business models to maximize your ROI Comparing and Contrasting the branding of Retirement homes in India vs South East Asia <p>👤 Ashwin Kumar Iyer, CEO, Vedaanta Retirement Communities, India</p>
03:00pm.	<p>NETWORKING BREAK</p>
	<p>Driving Retirement Living & Home Care with SMART Aging Technology</p>
03:30p.m.	<p>Keynote Presentation: Technology in Senior Living: A distraction, a sales pitch, or a game changer?</p> <ul style="list-style-type: none"> Thrive’s history with Technology: The home runs and the foul balls Keys to Senior Living Tech: Understanding key business goals Assessing Technology and Its Usefulness to your Business Testing and Piloting tech without disruption <p>👤 Jeremy Ragsdale, Principal, Thrive Senior Living, USA</p>
04:00p.m.	<p>Consumer Directed Care – Investigating The Latest Technology Applications To Differentiate Your RL Offering</p> <ul style="list-style-type: none"> What does consumer directed care look like in SEA and what lesson can be learned from AUS, USA and Europe? What role can Government regulations play in enhancing dignity, quality of living, and choices through consumer-directed care? How can applications such digital care management, medication management, telemedicine, remote health monitoring help drive the independence of occupants How can greater commercialization of smart aging tech help drive down price points and improve efficiency? <p>👤 Chris Westacott, Director, Golden Age Solutions, Australia</p>

04:30p.m.	<p>Panel Discussion: Lessons learned from Smart Aging Asia: understanding the latest drivers of technology in retirement living</p> <ul style="list-style-type: none"> • What were the key takeaways from IMAPAC’s Smart Aging Asia day? • Which technology applications can operator, developers and investors immediately apply to their operation models? • What key challenges for the retirement living should the tech sector focus on providing solutions <p>Moderator: 👤 Peter Hennessy, Director, Jeta Gardens, Australia</p> <p>Panelists: 👤 Ejaz Ahmad Chaudhry, CEO, Noble Care Malaysia, Malaysia 👤 Jennene Buckley, CEO, Feros Care, Australia 👤 Jimmy Wang, Deputy General Manager, Greentown China, China</p>
05.15p.m	Chairman’s Closing Remarks
05:20p.m.	END OF THE CONFERENCE DAY 2