



6th annual

AUSTRALIAN PROPTECH SUMMIT 2024

PROPTech SOLUTIONS FOR AUSTRALIA'S NEW COMMERCIAL AND RESIDENTIAL REALITY

30 JULY - 1 AUGUST | SYDNEY CENTRAL HOTEL | AUSTRALIA

Speakers include:



Jennifer Di Bartolomeo
Head of Asset Services,
Place & Experience - Office
Charter Hall



Tim Halpin
Director, Global Property &
Facilities
Afterpay



Sonya Alexander
Head of Workplace Strategy
Consulting, APAC Region
JLL



Letitia Hope
Head of Property Experience
ISPT



Julia Batterley
Managing Director - Real
Estate Management Services
Colliers



Ranjani Vaidya
Group General Manager,
Digital Portfolio
Mirvac



Kylie Davis
Founder & President
Proptech Association



Kristy Bartlett
General Manager Innovation
& Transformation
Investa Property Group



Julian Kezelman
Innovation Director
Taronga Ventures



Tom Ellis
Portfolio Manager
REACH Australia



Grant Philip
CEO & Founder
Office Hub



Lisa Harries
Head of Real Estate &
Planning
News Corp Australia



Paul Fitzpatrick
General Manager -
Technology
Iglu



Tim Sondalini
Data Analytics Lead
Hesperia



Benjamin Martin-Henry
Head of Real Assets
Research, Pacific
MSCI

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Meet. Learn. Grow.

WHY IS THIS THE SINGLE CAN'T-MISS **PROPTech** EVENT OF THE YEAR?

The **6th annual Australian Proptech Summit 2024** returns to deliver the critical proptech solutions you need to navigate the latest challenges and opportunities in Australia's real estate industry.

The most sought after proptech companies and the upper echelon of leaders in commercial and residential real estate will gather to provide you with a roadmap to navigate real estate opportunities and pain points. Gain critical tech solutions and strategies to deal with evolving tenant expectations, occupancy and workspace utilisation challenges, vacancy pressures, macroeconomic risks and more.

This is your opportunity to join Australia's real estate leaders while exploring the latest tech advancements that will you improve the functionality and desirability of your real estate assets. Attend and discover the latest trends in occupant experience, AI, digitalisation, data and analytics, risk management and more.


Connect with your real estate industry peers and join the conversation about how innovative technology can elevate your organisation's outlook by attending the **Australian Proptech Summit 2024**.


Your shortcut to meeting the *right* people


We're making it easy for you to make connections with the people you need to meet. This year's event offers more opportunities than ever before to build relationships with key industry contacts so you can fast track your path to success in 2024.


- Take part in specially curated **meet ups** where you can easily and comfortably meet the right people who have the ideas, insights & opportunities you're looking for
- Connect with industry leaders while learning how you can improve your proptech strategies and business outcomes at the all-new **roundtable sessions**. This is a unique opportunity to have all your questions answered while you network and build relationships with people you otherwise may not have access to.
- Meet with proptech leaders and likeminded industry peers over **networking drinks** in a casual but focused environment


What you'll gain from the summit in 2024


 Discover how major developers, owners and investors like **Charter Hall, JLL, Colliers, MSCI** and **Mirvac** are approaching proptech and what you can learn from them

 Maximise profits and minimise low occupancy by gaining new AI, automation, data and ESG strategies

 Find solutions to the workspace utilisation problem

 Make invaluable business connections through curated meet up sessions, roundtable discussions, networking drinks and more so you can connect with the right people

 Improve the owner and occupier relationship with firsthand insights from **Afterpay**

 Navigate the latest residential real estate trends with guidance on build to rent, student living and more

 The conference centred around extremely relevant and up and coming topics - the insights inspired new ideas to drive change in our industry. 

Associate, **ndy** (past attendee)

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SPEAKERS



Lisa Harries
Head of Real Estate & Planning
News Corp Australia



Benjamin Martin-Henry
Head of Real Assets
Research, Pacific
MSCI



Liam Murray
Board Member
Sustainable Digitalisation Project



Tim Halpin
Director, Global Property & Facilities
Afterpay



Letitia Hope
Head of Property Experience
ISPT



Tom Ellis
Portfolio Manager
REACH Australia



John Preece
Chief Property Officer
Hub Australia



Stephen Macdonald
Managing Partner
The Proptech Connection



Sonya Alexander
Head of Workplace Strategy
Consulting, APAC Region
JLL



Grant Philip
CEO & Founder
Office Hub



Jennifer Di Bartolomeo
Head of Asset Services,
Place & Experience - Office
Charter Hall



Julia Batterley
Managing Director - Real
Estate Management Services
Colliers



Samantha McLean
Co-Founder
Elite Agent



Kylie Davis
Founder & President
Proptech Association



Connor McCauley
Head of Sustainability -
Australia & New Zealand
JLL



Kristy Bartlett
General Manager Innovation
& Transformation
Investa Property Group



Katrina Tarrant
Chief Executive Officer,
NSW/ACT
Harcourts



Vanessa Rader
Head of Research
Ray White



Tim Sondalini
Data Analytics Lead
Hesperia



Paul Fitzpatrick
General Manager -
Technology
Iglu



Dr. Sean Gallagher
Founder
Humanova



Ranjani Vaidya
Group General Manager,
Digital Portfolio
Mirvac



Julian Kezelman
Innovation Director
Taronga Ventures



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up to **\$1,000!**

AGENDA DAY 1 | Tuesday, 30 July

08:50 Opening remarks from the Chair



Lisa Harries
Head of Real Estate & Planning
News Corp Australia

SOLVING TODAY'S CHALLENGES WITH THE LATEST PROPTech

09:00 **The macroeconomic and real estate industry outlook in Australia in 2024**

- Examine the key trends influencing the Australian real estate market
- Consider how proptech can enhance decision-making, operations & asset performance in response to current market & industry dynamics
- Develop strategies to mitigate risks associated with the changing macroeconomic landscape



Benjamin Martin-Henry
Head of Real Assets Research, Pacific
MSCI

09:30 **PANEL DISCUSSION: How can proptech help navigate the latest challenges and opportunities in the Australian real estate industry?**



Liam Murray
Board Member
Sustainable Digitalisation Project



Tim Halpin
Director Global Property & Facilities
Afterpay



Tom Ellis
Portfolio Manager
REACH Australia



Letitia Hope
Head of Property Experience
ISPT

10:20 Partner presentation

10:40 Morning Tea

PROPTech SOLUTIONS FOR THE WORKSPACE UTILISATION PROBLEM

11:10 **Gathering the workspace utilisation data you need to optimise workplace planning**

- Gathering accurate and insightful workspace utilisation data
- Examining data to leverage occupancy patterns
- Building and using data to enhance user experience within workspaces
- Collecting data to identify cost reduction and operational efficiency opportunities



Stephen Macdonald
Managing Partner
The Proptech Connection

11:40 **Maximising workspace utilisation, shared spaces & proptech's role in responding to evolving occupant perspectives**

- Adapting to how occupants now view the workspace and their evolving priorities
- Improving workspace utilisation: booking systems, seamless access to shared spaces & flexible workspace designs
- Integrating systems and implementing user-friendly interfaces for workspace optimisation
- Responding to other occupant trends to foster better collaboration, communication and business outcomes



Sonya Alexander
Head of Workplace Strategy Consulting, APAC Region
JLL

12:10 **Proptech powering the CRE industry to take on the world of flex**

- Digitalising the tenant journey with dynamic dashboards, live inventory updates, and data benchmarking
- Empowering companies to expand their flexible workforce through on-demand hybrid working solutions
- AI-driven workflows automating the tenant experience with data analytics and curated content
- Intuitive chatbots engaging and connecting with customers, driving lead quality and customer journey



Grant Philip
CEO & Founder
Office Hub

PROPTech IN ACTION: CASE STUDY

12:40 **Customer Experience Case Study: The intersection of space, services, amenities and technology at 555 Collins Street**



Creating a fabulous CX requires more than 'just space'. Genuine partnerships with workspace hospitality and technology companies are pivotal to CX. Learn how Charter Hall partnered with Hub Australia to create a hospitality-based service foundation to CX at 555 Collins Street, and how technology underpinned the experience.



John Preece
Chief Property Officer
Hub Australia



Jennifer Di Bartolomeo
Head of Asset Services
Place & Experience - Office
Charter Hall

13:10 Networking Lunch

MAXIMISING TENANT OPPORTUNITIES & MITIGATING VACANCY RISKS

14:10 **'Nice to have' vs 'need to have' - what tenants really want & expect in 2024 and the proptech solutions that will attract them**

- Analysing evolving tenant needs and desires in the commercial real estate landscape
- Exploring how proptech solutions can enhance property appeal for tenants
- Determining the core amenities tenants consider essential
- Using proptech to offer customisable solutions to meet diverse tenant preferences
- Examining technology that prioritises user experience and aligns with tenant expectations



Julia Batterley
Managing Director - Real Estate Management Services
Colliers

14:40 **Utilising cutting edge data analytics to maximise rental income**

- Analysing and driving rental income across your portfolio
- Case study: identifying tenants and growth area via external data
- The use of ai in maximising rental revenue

15:10 **Using proptech to minimise the economic and operational challenges of vacant spaces**

- Enhancing efficiencies with spare office space, energy expenses & maintenance
- Reducing costs and recovering spend



Liam Murray
Board Member
Sustainable Digitalisation Project

15:40 Afternoon tea

ROUNDTABLES WITH NETWORKING DRINKS

16:10 Discuss ideas, gain practical tips, and work through challenges faced by owners, occupiers and proptech companies across the Australian property landscape. You'll have the invaluable opportunity to meet industry leaders while learning how you can improve your proptech strategies and your business outcomes. This is a unique opportunity to have all your questions answered while you network and build relationships with people you otherwise may not have access to.



You will be able to choose three of the below roundtables with each running concurrently over three time slots:

Round 1 16:10 - 16:35 | **Round 2** 16:35 - 17:00 | **Round 3** 17:00 - 17:25

ROUNDTABLE 1 Leveraging data analytics and predictive insights: improving strategies, decision-making and property performance



Tom Ellis
Portfolio Manager
REACH Australia

ROUNDTABLE 2 Cutting edge cybersecurity in real estate to protect data and minimise risk

ROUNDTABLE 3 The latest smart building, smart home and IoT integration trends to boost outcomes



Samantha McLean
Co-Founder
Elite Agent

ROUNDTABLE 4 Maximising sustainable, energy efficient and green building practices to boost business and environmental outcomes

ROUNDTABLE 5 Utilising transformative property management software to drive efficiency, communication, and cost savings

These sessions are reserved for subject matter experts. If you wish to sponsor a roundtable session, or propose a new one, please contact **Milad Etemadi** on milade@questevents.com.au

17:25 Closing remarks from the Chair

17:30 End of Australian Proptech Summit Day 1

17:35 Networking Drinks

REGISTER TODAY!

AGENDA DAY 2 | Wednesday, 31 July

08:50 Opening remarks from the Chair



Lisa Harries
Head of Real Estate & Planning
News Corp Australia

09:00 **Breaking down the major global proptech trends, what's coming to Australia & how to prepare**

Stay at the cutting edge of proptech with a timely investigation into key global proptech trends, their impact on Australia, and what you need to know and do to prepare.



Kylie Davis
Founder & President
Proptech Association

PROPTech IN ACTION: CASE STUDY

09:30 **477 Pitt St, the home of a collaborative & connected community**

With people-inspired workspaces, 477 on Pitt is evolving to become Sydney CBD's modern technology and innovation hub by ISPT. Undergoing an exciting redevelopment in the thriving Tech Central, 477 will re-emerge as a creative and progressive workplace where the community will feel inspired, innovative, and connected.



Letitia Hope
Head of Property Experience
ISPT

10:00 Partner presentation

PROPTech SOLUTIONS FOR TODAY'S SUSTAINABILITY CHALLENGES

10:20 **Solving unavoidable ESG & sustainability challenges - Identifying the 'must have' proptech solutions**

- Using proptech to achieve and maintain green certifications and comply with ESG standards
- Leveraging proptech to enhance sustainability in construction and operations
- Harnessing energy-efficient real estate practices and renewable energy solutions
- Discussing proptech's role in minimising waste
- Using proptech to incentivise and reward sustainable practices



Connor McCauley
Head of Sustainability - Australia and New Zealand
JLL

FACILITATED NETWORKING

10:50 **Meet ups, morning tea & curated networking**

This curated networking session will specifically focus on bringing people together with shared interests in each of the following areas so you can share ideas, insights, and build relationships.

- Maximising AI and automation in proptech
- Workspace utilisation and mitigating vacancy risks
- Responding to the latest large-scale residential proptech trends

KEY COMMERCIAL TRENDS IN LARGE-SCALE RESIDENTIAL PROPTech

11:30 **Uncovering the critical proptech solutions that residents expect in 2024**

Exploring the impact of build to rent's meteoric rise, the shift to the home as an office space, and all the key tech trends impacting residential real estate.

- Utilising digital amenities and smart home integration to cater to modern demands
- Exploring proptech's role in enhancing security and safety
- Providing personalised experiences within residential properties
- Fostering community engagement and collaboration
- Facilitating prompt issue resolution to enhance resident satisfaction



Kristy Bartlett
General Manager Innovation and Transformation
Investa Property Group

12:00 **PANEL DISCUSSION: What key tech innovations can be used to solve today's residential real estate expectations and challenges?**



Lisa Harries
Head of Real Estate & Planning
News Corp Australia



Tim Sondalini
Data Analytics Lead
Hesperia



Samantha McLean
Co-Founder
Elite Agent



Katrina Tarrant
Chief Executive Officer
NSW/ACT
Harcourts



Vanessa Rader
Head of Research
Ray White

12:50 Networking lunch



13:50 **Creating opportunities in the build to rent sector through proptech**

- Effective and streamlined tenant communication in BTR properties
- Building and managing vibrant and engaged communities in rental properties
- Exploring proptech's role in optimising BTR revenue streams
- Enhancing operational efficiency in managing rental properties
- Considering scalability when implementing proptech in BTR developments



Tom Ellis
Portfolio Manager
REACH Australia

14:20 **Uncovering the top technology priorities for successful student living communities**

- Improving the safety, comfort and well-being of student residents through tech
- Streamlining internal operational processes for student accommodations
- Fostering a sense of community among students in shared living spaces
- Discussing budget-friendly proptech options to meet student living community needs



Paul Fitzpatrick
General Manager - Technology
Iglu

AI, AUTOMATION & THE FUTURE OF PROPTech

14:50 **How will Generative AI impact property? It starts with work**

First generation generative AI (e.g. ChatGPT) is already delivering impressive productivity benefits to knowledge workers. The next generation of AI is coming. "Agentic AI" promises to disrupt knowledge work and could have profound implications for the future of the office and the property sector. Examining the latest developments in GenAI, this session will explore a future scenario of work and its impact on property.



Dr. Sean Gallagher
Founder
Humanova

15:20 Afternoon tea

15:50 **Revolutionising property management: automation, analytics, and the future of generative AI**

- Examining the role of internal automation in transforming property management processes
- Leveraging analytics to gain valuable insights for effective property management strategies
- Utilising AI to streamline internal property management processes
- Harnessing automation and AI for predictive maintenance and preventing potential property management problems



Tim Sondalini
Data Analytics Lead
Hesperia

MAXIMISING YOUR PROPTech INVESTMENT

16:20 **PANEL DISCUSSION: How can you protect your proptech investment by successfully identifying, selecting, and implementing proptech?**



Tom Ellis
Portfolio Manager
REACH Australia



Ranjani Vaidya
Group General Manager,
Digital Portfolio
Mirvac



Julian Kezelman
Innovation Director
Taronga Ventures



Paul Fitzpatrick
General Manager - Technology
Iglu



Kristy Bartlett
General Manager Innovation
& Transformation
Investa Property Group



Liam J Murray
Board Member
Sustainable Digitalisation Project

17:00 Closing remarks from the Chair

17:05 End of Australian Proptech Summit 2024

 This was the best conference I have been to. Very relevant diverse speakers and excellent content 

Fund Manager, Real Assets, **AXA Investment Managers** (past attendee)

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5

POST-CONFERENCE MASTERCLASSES

Thursday, 1 August

SEPARATELY
BOOKABLE

Available to book separately or as part of your 3-day conference pass

The post-conference masterclasses provide attendees with morning and afternoon tea breaks and a 1-hour lunch break allowing for extra networking opportunities and in-depth learning.

The masterclasses start at 09:00 and finish at 17:00.

MASTERCLASS A

Maximising technology's role in workspace utilisation to drive business success

This one-day intensive masterclass is specifically designed for professionals in the real estate and property sectors who are eager to harness the power of technology to optimise workspace utilisation and propel their business towards greater success.

During this masterclass, participants will delve into the latest technological advancements and strategies for enhancing workspace efficiency and flexibility. Through a blend of practical exercises, case study analyses, and engaging discussions, attendees will acquire actionable insights into leveraging technology for workspace planning, management, and optimisation.

This masterclass is perfectly suited for property managers, real estate developers, workspace strategists, asset and facility managers, and any professional interested in applying cutting-edge technology to improve workspace utilisation and operational performance.

At the conclusion of this masterclass you will have:

- Understood the key technological trends and tools reshaping workspace utilisation and management
- Acquired skills in utilising data analytics and IoT (Internet of Things) for workspace optimisation and decision-making
- Learned how to implement smart building technologies and automation to enhance workspace efficiency and user experience
- Gained insights into creating flexible and adaptive workspaces that meet the evolving needs of businesses and their employees
- Explored the integration of workspace management systems (WMS) for better resource allocation and utilisation
- Developed strategies for using technology to support hybrid work models and agile working environments
- Discovered methods to measure and improve workspace performance, employee satisfaction, and productivity through technology
- Evaluated the ROI of technology investments in workspace utilisation and how to communicate this value to stakeholders

By participating in this masterclass, you will equip yourself with the knowledge and skills to identify and implement technology-driven solutions that maximise workspace utilisation, enhance operational efficiency, and drive business success in today's competitive landscape.

WORKSHOP B

AI and automation fundamentals for property professionals

This one-day intensive masterclass is meticulously crafted for professionals in the real estate and property sectors who aspire to master the essentials of AI and automation, unlocking transformative potential for their businesses.

Throughout this masterclass, participants will delve into the fundamental principles, hands-on applications, and strategic considerations of AI and automation in the property industry. Through interactive discussions, real-world case studies, and practical exercises, attendees will gain practical insights into utilising these technologies for innovation, efficiency, and business optimisation.

This masterclass is tailored for property managers, real estate developers, analysts, executives, and any property or technology professional eager to integrate AI and automation into property operations.

At the conclusion of this masterclass, you will have:

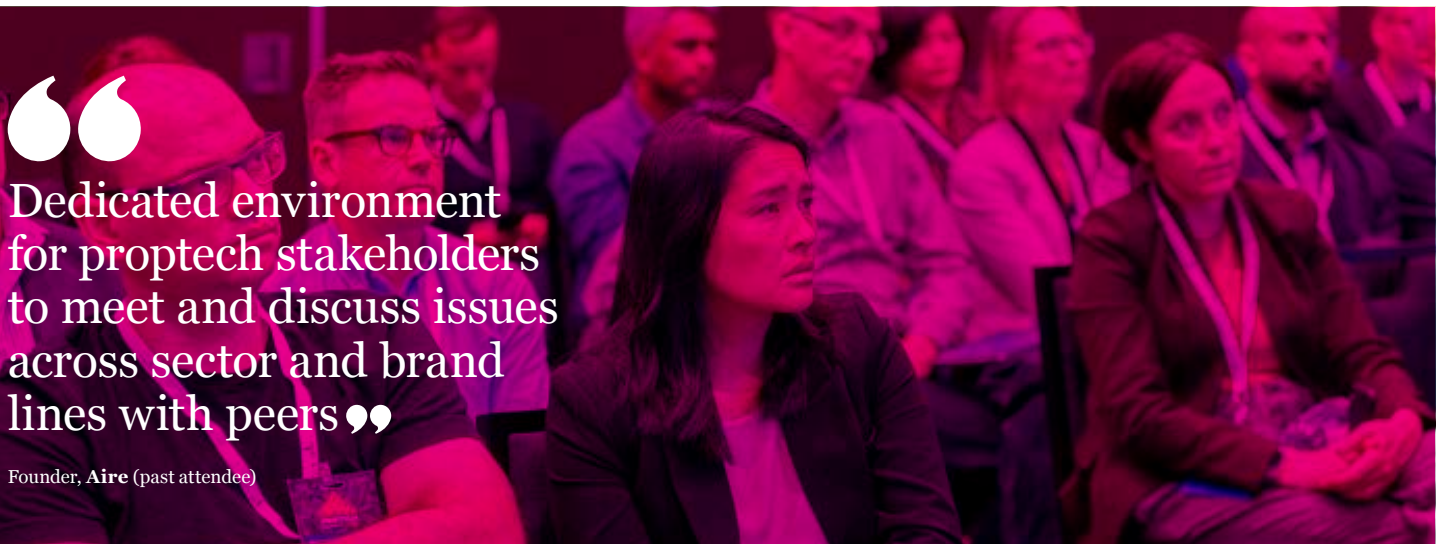
- Developed a comprehensive understanding of AI principles and their applications in real estate.
- Gained hands-on skills in data preparation, including cleaning, normalisation, and augmentation.
- Mastered the principles of AI and automation processes, learning to train and optimise them for property-related tasks.
- Explored the basics of natural language processing, covering language modeling, sentiment analysis, and text generation.
- Understood the power of transformers for generating realistic property-related content such as images and videos.
- Learned to identify strategic opportunities for implementing AI and automation in property workflows.
- Discovered methods to effectively communicate the value and ROI of AI and automation investments to stakeholders.
- Developed a roadmap for integrating AI and automation into property operations, enhancing organisational success.

By participating in this masterclass, you will empower yourself with the knowledge and skills needed to navigate the rapidly evolving landscape of AI and automation in the property sector, positioning your business for sustained growth and innovation.

Facilitator:



Samantha McLean
Co-Founder
Elite Agent



“Dedicated environment for proptech stakeholders to meet and discuss issues across sector and brand lines with peers”

Founder, Aire (past attendee)

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WHO ATTENDS THE AUSTRALIAN PROPTech SUMMIT?



9%

Internal Real Estate/ Leasing Managers, Facilities managers



21%

Property Managers and Owners



29%

Proptechs



21%

Real Estate Developers & Investors



12%

Leasing Agents



8%

VCs

Past attending companies include:



Brookfield

CBRE

Charter Hall



dexus

FLYING FOX



investa

JLL



LJ Hooker Commercial

MACQUARIE

NAB VENTURES

REACH
NATIONAL ASSOCIATION OF REALTORS

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Why you should partner with the Australian Proptech Summit

- **Established conference:** Join Australia's foremost proptech event for the commercial sector
- **Comprehensive coverage:** Meet people working in all areas of proptech, including commercial, residential, retail, planning, construction, transacting and occupation
- **Networking opportunities:** Connect with the most prominent and innovative companies and start ups in the proptech ecosystem
- **Deliver solutions:** Help organisations understand and overcome the challenges brought about by digital transformation, evolving commercial and residential property expectations, changing occupancy trends & more
- **New technologies:** Examine how new technologies are transforming operations & creating new revenue streams
- **Visionary speakers:** Leading experts will keep you up to date on key trends, opportunities and challenges

Contact **Milad Etemadi** to find out how you can get involved milade@questevents.com.au or +61 (0)478 195 857

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REGISTRATION

3 DAY STANDARD
PACKAGE
INCLUDING MASTERCLASS
SESSION

30 JULY - 1 AUGUST

Full access to the 2-day main
conference sessions

Post-conference masterclass

All networking sessions

Register on or before 10 May \$2,995
(SAVE \$1000)

Register on or before 14 June \$3,495
(SAVE \$500)

Regular price \$3,995

2 DAY STANDARD
PACKAGE
CONFERENCE ONLY

30 - 31 JULY

Full access to the 2-day main
conference sessions

All networking sessions

Register on or before 10 May \$1,995
(SAVE \$1000)

Register on or before 14 June \$2,495
(SAVE \$500)

Regular price \$2,995

1 DAY STANDARD
PACKAGE
CONFERENCE DAY OR
MASTERCLASS
SESSION ONLY

Full access to 1 day of the main conference
OR 1 post-conference masterclass

Register on or before 10 May \$1,595
(SAVE \$400)

Register on or before 14 June \$1,795
(SAVE \$200)

Regular price \$1,995

3 DAY PROPERTY OWNERS,
OPERATORS AND
PROPTECH STARTUPS
PACKAGE
INCLUDING MASTERCLASS
SESSION

30 JULY - 1 AUGUST

Full access to the 2-day main
conference sessions

Post-conference masterclass

All networking sessions

Register on or before 10 May \$1,595
(SAVE \$500)

Register on or before 14 June \$1,795
(SAVE \$300)

Regular price \$2,095

2 DAY PROPERTY OWNERS,
OPERATORS AND
PROPTECH STARTUPS
PACKAGE
CONFERENCE ONLY

30 - 31 JULY

Full access to the 2-day main
conference sessions

All networking sessions

Register on or before 10 May \$695
(SAVE \$400)

Register on or before 14 June \$895
(SAVE \$200)

Regular price \$1,095

REGISTER TODAY!

Book before
10 May and save
up to **\$1,000!**

**GROUP
DISCOUNTS**

15%

3-6
delegate
package

20%

7-10
delegate
package

25%

11+
delegate
package



All prices are inclusive of GST

* Proptech start-up pricing is only available to approved applicants who qualify as individuals directly employed by, or owners of, businesses developing proptech based products with less than 10 employees and that have been registered with an ACN/ABN (or international equivalent) for less than 3 years. This pricing is not available to consultants or analysts. Qualification for this pricing is at the sole discretion of Quest Events. In order to be registered at the special start-up rate you will first need to apply by filling out a short survey and we will contact you directly to confirm whether the application has been approved. Please note that applications close two weeks out from the commencement of the event. If you are not sure if you qualify, please feel free to contact our customer service team on +61 (0)2 9977 0565 for confirmation prior to applying.

** Commercial Property Owners and Operators pricing is available only to owners and managers of commercial real estate buildings, major investors, REITs and construction companies. It is not applicable to those providing products or services to the commercial real estate industry. Qualification for the pricing is at the sole discretion of Quest Events.

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