Mr Desmond Lee

Minister For Social and Family Development and Second Minister For National Development

LUNCHEON BRIEFING ON AMARAVATI DEVELOPMENT AND OPPORTUNITIES FOR OUR BUILT ENVIRONMENT INDUSTRY

Organised by:

8 November 2017
In 2014, the newly formed Andhra Pradesh State (AP) in India announced their desire to build a new capital city, Amaravati.

Ministry of Trade and Industry (MTI) led a team, including BCA, to assist the AP Government to masterplan Amaravati and to develop a 6.84 km² start-up area through Ascendas-Singbridge and Sembcorp Development JV.

The Joint Implementation Steering Committee (JISC) co-chaired by AP Chief Minister and Minister (I) Iswaran was formed to set the direction for Amaravati development and collaboration with Singapore. 2M/ND Desmond Lee is also part of JISC.

This luncheon hosted by 2M/ND is a follow-up to the launch of our Construction ITM. BCA along with IE Singapore organised the briefing to BE firms on business opportunities in Amaravati to promote greater internationalisation.
Strong C-Suite Attendance from BE Cluster

Total of **116** attendees from our BE sectors, government agencies and Trade Association Committees (TAC)

- Date: 8th November 2017
- Venue: BCAA B3-5

**Breakdown of participants**
- Construction: 43%
- Government Agencies: 13%
- Real Estate: 9%
- Security: 12%
- Environmental Solution: 11%
- Landscaping: 11%
Minister Desmond Lee’s Welcome Speech

- Total area of the Amaravati capital region is 7,325 km² - 10 times the size of Singapore. It will be a **Green, Smart and Sustainable** city.

- As the first **G-to-G** city development project in India, this platform can reduce the risk and difficulty for Singapore firms to enter the market.

- Amaravati is a good opportunity for our built environment sectors across landscape, environment, security, real estate and smart technologies providers to **internationalise**.

- Internationalisation is one of key elements of the Construction Industry Transformation Map (ITM).

- Internationalisation is the way forward for our economy. It helps our BE firms to expand their business, build up capability, competence and competitiveness.
Speech on Singapore’s involvement in Andhra Pradesh

WOG approach to raise Singaporeans’ familiarity of India and benefit from the potential business opportunities there.

WOG Team was formed to support capacity building and economic development in Andhra Pradesh

Through the WOG effort, the first MOU was signed in 2014

Capital Region, Capital City & Seed Development Area Master Plans (handed over in July 2015)

Master Developer of Start-Up Area

Under Second MOU signed in 2017, A Singapore Consortium that was awarded a contract to be Master Developer of the 6.84 sq km Start-Up Area of Amaravati

Dr Francis Chong, Senior Director, Amaravati Partnership Office, Ministry of Trade & Industry
Ms Preethi Reddy Gollapalli, Executive Urban Planner, Surbana Jurong Pte Ltd

**Amaravati Vision**
- Prosperity
- Happy City
- Livability
- Sustainability

**Three Masterplans done by Surbana Jurong**
- 7250 sqkm Region Perspective Plan
- 391 sqkm City Master Plan
- 16.94 sqkm Seed Master Plan

**Urban Features**

**Urban Mobility**
- Personal Rapid Transit for 10km circuit within precinct: $590m
- Transportation: 50 Electric buses: $515m
- Parking: Multi-level car park with Smart parking and solar roof-top: $510m
- NMT: Cycle docks with smart cycles: $50.5m

**Urban Design**
- Smart Street poles: Smart street poles – Wifi, Solar charging and other facilities: $540m
- Streetscaping: Smart street infrastructure incl. pavement: $510m

**Blue-Green**
- Parks: Design and development of a bio-park with local plant species and active recreational facilities: $5100m
- Canal front and river front: Canal front and river front development: $520m
- Bio-retention ponds: 50,000 sq.m of Bio-retention ponds: $510m
- Canal development: Design and development of Canals – over 16km of greenfield and brownfield waste channels: $53m

**Utilities**
- District cooling: Energy efficient district cooling for approx. 6 million sq.ft. built-up area: $530m
Speech on opportunities for Built Environment sector

Sample Business Opportunities in Amaravati

Urban Development in Amaravati

Investment Opportunities in the next 2-4 years

<table>
<thead>
<tr>
<th>Component</th>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>High Court</td>
<td>Building designed by Foster + Partners, of approx. 1.5m sq.ft.</td>
<td>S$265mn</td>
</tr>
<tr>
<td>Legislative Assembly</td>
<td>Building designed by Foster + Partners, of approx. 1.1m sq.ft.</td>
<td>S$180mn</td>
</tr>
<tr>
<td>Secretariat and Heads of Department office</td>
<td>Building designed by Foster + Partners, of approx. 5.7m sq.ft.</td>
<td>S$520mn</td>
</tr>
<tr>
<td>Infrastructure for overall precinct</td>
<td>Infrastructure across all utilities - roads, water supply, storm water, power ducts, ICT ducts and so on</td>
<td>S$350mn</td>
</tr>
<tr>
<td>Multi-storied apartment housing</td>
<td>Over 4.4 million sq.ft. in multiple blocks for 3800 units</td>
<td>S$420mn</td>
</tr>
<tr>
<td>Bungalow housing</td>
<td>Over 3 million sq.ft in 200 units</td>
<td>S$200mn</td>
</tr>
</tbody>
</table>

Infrastructure opportunities worth S$14bn available in the next 4 years of development.

<table>
<thead>
<tr>
<th>Name of Project</th>
<th>Investment Amount (Singapore $ million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Roads Infrastructure</td>
<td>1,700</td>
</tr>
<tr>
<td>Water Supply Infrastructure</td>
<td>790</td>
</tr>
<tr>
<td>Sewerage Infrastructure</td>
<td>580</td>
</tr>
<tr>
<td>Power Transmission &amp; Distribution</td>
<td>3,600</td>
</tr>
<tr>
<td>Flood Management &amp; Urban Waterways</td>
<td>440</td>
</tr>
</tbody>
</table>
| Blue Infrastructure (River Training and Island Development) | 800 |}

Ms Audrey Tan,
Director, Economic Development,
Amaravati Partnership Office,
Ministry of Trade & Industry
Speech on the development of the start-up area

Development of the 6.84 km² start-up area (in 3 phrases)

Table: Estimated demand – Start-Up Area

<table>
<thead>
<tr>
<th>Component</th>
<th>Demand in GFA (in Mn sq. ft.)</th>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT/ITES</td>
<td></td>
<td>3.99</td>
<td>6.06</td>
<td>8.14</td>
<td>18.22</td>
</tr>
<tr>
<td>Non-IT Offices</td>
<td></td>
<td>0.60</td>
<td>1.22</td>
<td>1.83</td>
<td>3.65</td>
</tr>
<tr>
<td>Residential</td>
<td></td>
<td>14.26</td>
<td>27.61</td>
<td>36.95</td>
<td>78.82</td>
</tr>
<tr>
<td>Retail Mall</td>
<td></td>
<td>0.21</td>
<td>0.36</td>
<td>0.49</td>
<td>1.06</td>
</tr>
<tr>
<td>Hospitality</td>
<td></td>
<td>0.46</td>
<td>0.77</td>
<td>1.03</td>
<td>2.29</td>
</tr>
<tr>
<td>Mixed-use Retail/Commercial</td>
<td></td>
<td>1.85</td>
<td>3.58</td>
<td>4.77</td>
<td>10.20</td>
</tr>
<tr>
<td>Civic Uses</td>
<td></td>
<td>0.54</td>
<td>1.93</td>
<td>1.38</td>
<td>2.98</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>21.93</td>
<td>40.65</td>
<td>54.40</td>
<td>116.99</td>
</tr>
</tbody>
</table>

Andhra Pradesh Legislative Assembly

Mr Benjamin Yap,
Chief Executive Officer
Amaravati Project,
Ascendas-Singbridge Group
Speech on IE Singapore’s Schemes for Internationalisation

Government Assistance Schemes for Singapore firms to venture overseas

Ms Kit Ker, Divisional Director, Enterprise Services Division, IE Singapore

IE provides assistance to grow Singapore companies at various stages of internationalisation

**Non-Financial Assistance**
- Knowledge Resources
- Learning and Networking
- Market Access

**Financial Assistance**
- Tax Incentives
- Grants
- Access to Loans and Capital
- Global-ready Talent Programmes
- Trade Talent
- Infrastructure Talent

**MRA Grant**

**Quantum of Support**
- Up to 20% of eligible third party costs
- Up to $2,000 cap per year
- Up to 2 applications per year

**Eligibility Criteria**
- Global HQ* in Singapore
- SME only (annual turnover less than $100 million)

*Global HQ refers to global management control and decision making functions are based in Singapore (indicators could include: global CxOs based in Singapore, board meetings held in Singapore etc.)

**Overseas Market Set-Up**
- Examples of Activities
  - Tax and legal advisor
  - Drafting of agreements (eg. distributionship)

**Overseas Business Partners**
- Examples of Activities
  - Identification of licensees, distributors, JV partners

**Overseas Market Promotion**
- Examples of Activities
  - Overseas PR/Marketing activities executed via PR/Marketing agencies
  - Participation in non-IMF supported overseas trade fair
Networking over Lunch @ the Pavilion

All guests and speakers took the opportunity to exchange ideas, information and contacts.
Feedback from the industry

Thanks… BCA and IES for organising this great event to update us on the opportunity in India!
Mr. Lam Kong Hong, Executive Director of Singapore Contractors Association Ltd

We met with companies who have technologies in water treatment, solid waste treatment, BIM and advanced product supplies, all will be good supplements to the construction development of Amaravati. Thanks organiser for doing a great job!
Mr. Eddie Yang, Senior Consultant of Sembcorp Architects & Engineers Pte Ltd

This event is a great support to our future success of the start-up area!
Mr. Benjamin Yap, Acting CEO of Ascendas-Singbridge (India) Pte Ltd
We will work with BE Sector companies, Agencies, TACs and all Singapore Consortiums to ensure greater participation in the development of Amaravati as a world class city.

- GDID Koh Lin Ji
THANK YOU
<table>
<thead>
<tr>
<th>Description</th>
<th>Attachment File:</th>
</tr>
</thead>
<tbody>
<tr>
<td>BCA’s International Development Group promotes and assists Singapore’s construction and construction-related firms venture into overseas markets. We help firms gain a foothold in target markets through project referrals, market familiarisation mission trips and networking channels. By diversifying overseas project portfolios through overseas ventures and business intelligence, local firms can grow, build new capacity and capabilities while developing resilience against domestic business cycles. Click <a href="#">here</a> for more information.</td>
<td>IDG brochure - English Version</td>
</tr>
<tr>
<td>“News Beyond” is an e-newsletter by BCA International Development Group (IDG) which shares on the latest news and upcoming events for the construction industry. It also features the success stories of our Singapore firms’ overseas ventures. Click <a href="#">here</a> to view.</td>
<td>Hyperlink to the following website: <a href="https://www.bca.gov.sg/ExportServices/others/News_Beyond_LocalJul17_Main.pdf">https://www.bca.gov.sg/ExportServices/others/News_Beyond_LocalJul17_Main.pdf</a></td>
</tr>
<tr>
<td>116 attendees from the Built Environment (BE) sector, government agencies and Trade Associations and Chambers (TACs) joined in for a luncheon briefing hosted by Second Minister for National Development, Mr Desmond Lee. They were briefed on the development and opportunities on Amaravati, India to promote greater internationalization. Find out more about this event <a href="#">here</a>.</td>
<td>Attachment File: 2M ITM Luncheon on 8 November 2017</td>
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BCA’s International Development Group promotes and assists Singapore’s construction and construction-related firms venture into overseas markets. We help firms gain a foothold in target markets through project referrals, market familiarisation mission trips and networking channels. By diversifying overseas project portfolios through overseas ventures and business intelligence, local firms can grow, build new capacity and capabilities while developing resilience against domestic business cycles.

On the international front, BCA also aims to raise Singapore’s profile as a regional hub for green building technologies and sustainable urban solutions. BCA is also involved in strategic Singapore government overseas projects such as the Sino-Singapore Tianjin Eco-city and the Sino-Singapore Guangzhou Knowledge City.

BCA’s international efforts are focused on emerging markets in China, Southeast Asia, South Asia, and in frontier markets like Myanmar, Sri Lanka, Middle East and Africa.

BCA provides market intelligence and project leads for the benefit of firms. BCA undertakes direct project facilitation to help our firms secure overseas projects through project matching, identifying suitable partners, formation of consortium, and post-project assistance.

BCA organises local business seminars, equipping firms with knowledge of overseas business and cultural environments, business opportunities and government assistance schemes. These events serve as useful platforms for business networking with prominent local and foreign representatives from the government agencies and business community.

To build and strengthen strategic ties, BCA enters into Memoranda of Understanding (MOU) with like-minded overseas government agencies. These MOUs help kick-start collaborations in green building developments, green mark certification, sustainable design and eco-cities developments, construction skills training and quality mark audit and certification. Where necessary, our local firms are also roped in to provide their expert services in overseas projects.

BCA also organises overseas mission trips for our firms. These trips help firms gain insight into overseas markets from project opportunities to business expectations, while expanding their business networks and marketing their services and products at the same time.
BCA works to raise Singapore’s profile as the leading green building hub in Asia by organising **Green Pavilions** and **Green Building Forums** overseas. These events generate international awareness of our best green practices and achievements. BCA organises Singapore Green Pavilions at major international exhibitions such as Singapore BEX Asia, Beijing International Green, Energy-efficient Building Conference & Exposition (IGEBC), and the US Greenbuild. Participating in Green Pavilions has helped Singapore firms clinch overseas projects. Furthermore, BCA also organises Singapore Green Building Forums for BCA and firms to share their expertise and experience.

Over the years, BCA has also forged many international partnerships with overseas governments and agencies. Two of such partnerships are in Sino-Singapore Tianjin Eco-city and Sino-Singapore Guangzhou Knowledge City. In these partnerships, BCA provides support and services in the drafting of green building standards and implementation systems for the districts.

BCA is constantly on the lookout for new ways to expand our international green outreach. One such initiative is Build Green Chinese Edition, a Chinese version of BCA’s Build Green magazine to expand our outreach to the China market.

To educate the younger generation on the importance of green practices, BCA has been organising the annual International Tropical Architecture Design (ITAD) Competition since 2011. The Competition, with a focus on tropical green architecture and sustainable building design solutions, aims to raise students’ awareness in the areas of sustainability and mitigating climate change.

**In summary:**

**Examples of overseas Green Pavilions**
- Beijing - IGEBC
- Karachi - Build Asia
- Jakarta - Greenright
- USA - Greenbuild

**Examples of overseas Green Building Forums**
- Beijing
- Chongqing

BCA’s leadership and rigorous approach in sustainable developments is well-recognised and affirmed by industry leaders. BCA has been invited to deliver overseas presentations, such as keynote speeches and technical papers, in major green conferences and seminars around the region.

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BCA Website: www.bca.gov.sg