



2023 PROPCONNEX REAL ESTATE NSW CASE COMPETITION

Thursday 31 August 2023

12:00 – Case is emailed to all teams. List of participants (Finalists) sent to all Sponsors.

Tuesday 5 September 2023

18:00 – Case Submission.

All teams must submit an electronic version of their presentation by 18:00. PropConnex will announce draw for the Preliminary Heats.

Thursday 7 September 2023 – Competition Day

NAB's Sydney Office, 2 Carrington Street (Wynyard Place), Sydney NSW 2000

8:30 – 9:30 Breakfast and Welcome.

All competitors and judges will be provided with a breakfast and a welcome from event organisers. Competitors will then be reminded of the rules and a description of the format of the day. Judges will be given a private address where we will remind the judges of the details of the case.

9:30 – PropConnex / NAB Welcome Address and Welcome to Country.

10:00 – 11:30 Preliminary Heats.

The heats will run in parallel. Each room will hold one heat, with up to three judges allocated to each room. The teams will be randomly divided into heats, with two teams per room. The teams will each have 20 minutes for their presentation, and the judges will have a further 15 minutes for Questions. The judges will then have up to five minutes for discussion. This will be repeated until all teams have presented. The judges will then discuss and choose a finalist from their heat.

11:45 – 12:00 Announcement of Finalists.

The judges will present their decision to a PropConnex official, who will then announce the finalists and randomly draw the order of the presentation in the finals.

12:00 – 13:00 Lunch

13:00 – 13:45 Keynote Speaker [Jonathan Johnstone – Chairman of QIC IC, ex-GPT]

14:00 – 16:30 Finals

The finals will be presented before all senior judges. All non-finalist teams will also be allowed to be part of the audience for the final. Each team will be given 20 minutes to present their pitch to the full judging panel, and then the judges will be given 20 minutes for Questions. After all three finalists have presented, the judges will retire to consider their decision on the champion team.

16:30 – 17:00 Resolution of Case

During the period of deliberation, the industry presenter of the actual case behind the competition case will then reveal the real case to the audience, along with their resolution of the case and the outcomes. This is an important step in helping the competitors appreciate the industry approach to the case.

17:00 – 17:30 Announcement of Winners and Prize Ceremony

The judges' decision is announced and the finalists presented with their prize.

17:30 – 19:00 Drinks and Canapés [MA Financial– Level 27, Wynyard Place]

Once the competition is over, drinks and canapés will be served.

Friday 8 September 2023 – Sponsor Day

8:45am	Breakfast at GPT (19 Martin Place, Level 51)
10:00am	CBRE (363 George Street, Level 21)
11:30am	ISPT (24 York Street, Level 6) – Tour of 477 Pitt Street
1:00pm	Lunch at Brookfield (Wynyard Place, Level 19)
2:00pm	MA Financial (Wynyard Place, Level 27)
3:00pm	Greystar (123 Pitt Street, Angel Place, Mezzanine Level)
3:45pm	Wentworth / Cliffbrook Junior Panel (123 Pitt Street, Angel Place, Mezzanine Level)
4:45pm	Blackstone – Tour of Grosvenor Place & Drinks