

## BFI @ SMU LEGACY LESSONS



The Business Families Institute  
Warmly invites you to a BFI@SMU Legacy Lesson

### Up Close and Personal with David Low – Driving Growth through Innovation

#### Synopsis

Unlike some businesses which may resist technological innovation and change, David Low, Singapore's EY Entrepreneur Of The Year 2016 embraces the new advances for Futuristic Store Fixtures Pte Ltd (Futuristic) to stay ahead of the curve.

In 2005, David took on the role as CEO of Futuristic, which was then, in general contracting and interior outfitting. After several trips to United States to understand the research and development in store fixtures, David was convinced that the latter, a customizable store fixture solution was what could bring Futuristic to the global stage. He persuaded the stakeholders of Futuristic to end the general interior contracting business and to focus solely on manufacturing store fixtures. It was both a tough decision for the business but the rest was history.

Today, Futuristic has over 700,000 square feet of wood and metal joinery capabilities strategically located in China, Malaysia and North America with full-fledged manufacturing facilities to support global retail roll-out. Futuristic serves leading international retail brands including Victoria's Secret, Bath and Body Works and many others across 56 countries and has supplied to over 7,000 retail stores worldwide.

Join us and get up close and personal with David, before he heads off to Monaco to represent Singapore at 2017's EY World Entrepreneur Of The Year.

<u>Legacy Lesson Details</u>		<u>Programme</u>	
Date	Tuesday, 9 May 2017	3.30pm	Registration
Time	3.30pm – 6.00pm	4.00pm	Sharing by David Low
Venue	<a href="#">Mahota Commune</a> Mahota Activity Studio, 809 French Road, Level 3, Kitchener Complex Singapore 200809	4.45pm	Q&A moderated by Professor Annie Koh
		5.15pm	Light Tea Refreshment
		6.00pm	End of session

*This Legacy Lesson is a closed-door private session, opened to qualifying participants only - family principals and their family member.*

## Profile



**David Low** is the Group Chief Executive Officer & Founder of Futuristic Store Fixtures Pte Ltd and has a PhD (Hon) in Philosophy (Business Administration), awarded to him by the University of Honolulu, USA.

Having started out in the contracting business in 1979, David has over time developed, steered and transformed Futuristic Store Fixtures into a highly scalable mass-production fixtures outfit, servicing international customers across various retail sectors, including many global renowned brand names in lingerie, fashion & apparel, beauty care & cosmetics, sporting goods, furnishing and the telco industries.

Under his leadership, Futuristic Store Fixtures has supplied to more than 7,000 retail stores, across over 56 countries worldwide and was selected as one of Singapore's Top 50 Enterprises in 2001. David's personal achievements include Top Entrepreneur 2011 by Rotary-ASME and EY's Entrepreneur of 2016 (Manufacturing Supply Chain) by Ernst & Young. He also clinched the EY's Entrepreneur of the Year 2016 award and will go on to represent Singapore at the EY's World Entrepreneur 2017 competition. He is a firm believer in lifelong learning and change in order for Futuristic to remain relevant in today's constantly uncertain economy. He endeavours to keep sharing his vast experience and perspectives with people around him and to also benefit the younger generations.

## Moderator

**Professor Annie Koh**

**Vice President, Office of Business Development and Academic Director, Business Families Institute  
Singapore Management University**



Professor Annie Koh is the Vice President for Office of Business Development, Singapore Management University (SMU). A Practice Professor of Finance, Annie holds various positions including Academic Director of the Business Families Institute. She also received the prestigious Singapore Public Administration Medal (Silver) in 2016. A notable conference speaker, panel moderator and commentator, Annie serves as an advisor to a number of family businesses.



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### **About Futuristic Store Fixtures Pte Ltd**

Headquartered in Singapore, [Futuristic Store Fixtures Pte Ltd](#) is a leading store fixtures specialist for retail brands in Asia. Founded in 2005, with more than 700 employees globally, Futuristic has rolled out more than 7,000 retail stores across 56 countries. It owns combined manufacturing and warehousing space of almost 600,000 square feet, spanning Malaysia and China.

With over a decade of experience in helping global retail clients roll-out their stores, Futuristic takes pride in delivering consistent and quality store fixtures. Our clients include some of the world's largest mid-to-high-end global lingerie, apparel and retailers in other segments.

### **About BFI @ SMU**

SMU established the Business Families Institute (BFI@SMU) in August 2012 in response to the growing needs of business families in Asia. Since 2010, SMU had recognised the emergence of Asian business families and discerned that they require specifically contextualised thought leadership and applied knowledge. With this in mind, BFI@SMU collaborates with various partners, academic or otherwise, to be a knowledge leader in Asian business family-related education, engagement and research. BFI@SMU encourages business families to Think Generations, Think Growth, Think Giving and Think Global, and in doing so, the Institute addresses business family-specific issues such as family, ownership, business succession and governance. The vision of BFI@SMU is to facilitate business families in Asia to develop, harness and leverage their family and financial capital across generations

With our very best, Annie, Esther, Jeandra, John and Jean

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