

ANREV KOREA BREAKFAST BRIEFING
TUESDAY 26 SEPTEMBER 2017
SEOUL, KOREA

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**Current Trends in Real Estate Funds And
Looking Beyond the Cycle: Where and What Should Investors Do?**

ANREV is pleased to invite you to a breakfast briefing in Seoul on 26 September 2017.

During the breakfast briefing experts from global law firm CMS and global investment manager TH Real Estate will deliver market updates on the current trends in real estate funds and on the APAC real estate market, respectively, identifying the issues and opportunities relevant to Korean real estate investors, both on the direct and indirect side. Both CMS and TH Real Estate combine global coverage with deep expertise and experience of the APAC market.

Details:

Date : Tuesday, 26 September 2017
Time : 08:15 – 10:30 (Registration 08:00)
Venue : Grand Hyatt Hotel, Sansoo Room, B1
Fee : Free of charge
RSVP : Please email to eunjin.choi@anrev.org

Programme:

08:00 – 08:15 Registration
08:15 – 08:25 Welcome remarks by ANREV
08:25 – 08:50 Breakfast
08:50 – 08:55 Introductory remarks from CMS

Speaker: Steve Kim, Consultant, CMS



08:55 – 08:25 **Presentation: Current trends in real estate funds**

- Overview of the real estate funds market, both regionally and globally.
- Update on current trends in real estate fund terms – are GPs or investors in the driving seat?
- Key issues to consider when investing in real estate funds.

Speaker: **Matthew Nortcliff, Partner, CMS**

09:25 – 09:55 **Presentation: Beyond the Cycle: where and what should investors do?**

- As we continue to advance along the late stage property cycle, are there still opportunities left for investors?
- Beyond the current cycle, a focus on resilient cities driven by mega- and structural- trends. Which are they?

Speaker: **Harry Tan, Head of Research, Asia Pacific, TH Real Estate**

09:55 – 10:15 Q & A

10:15 Closing Remarks

Matthew Nortcliff, Partner, CMS



Matthew heads CMS' Funds and Indirect Real Estate practice in APAC, having relocated to Singapore from London in 2010. Matthew advises global and regional fund managers and investors on all aspects of fund formation and fund investment, with a particular focus on the real estate sector. Matthew also advises regional investors on their real estate investment transactions into the UK and Europe. During 2017 to date, Matthew has advised investors on real estate fund investments totaling in excess of US\$500m and has been instructed on real estate fund formation mandates for GPs targeting, in aggregate, more than US\$4bn.

Steve Kim, Consultant, CMS



Steve joined CMS in 2016 as a consultant for Korea to lead business development, client management and market analysis. Steve, a US attorney, comes from a diverse legal and business background. Prior to joining CMS, Steve served as the director of International Dispute Resolution Centre at the American Arbitration Association (1998-2005), a senior counsel at Samsung (2006-2011) and most recently, country manager for one of the largest intellectual property management companies called CPA Global (2011-2016). Steve's legal practice focuses on international arbitration, antitrust/compliance, intellectual property and corporate law (including cross-border investment, etc.).

Harry Tan, Head of Research, Asia Pacific, TH Real Estate



Harry is responsible for providing strategic advice to the corporate business and clients, with respect to the Asia-Pacific market. He delivers national sector and local market forecasts in line with the business' two-pronged approach, allowing structural megatrends to be considered alongside real estate fundamentals. He is also involved in the development of portfolio strategy for existing and new funds, using both historic and forward-looking analysis. Prior to joining the business in 2015, Harry was Head of Research at Grosvenor Limited, directing research on Asian property markets. Harry also previously worked as an Economist at JP Morgan Chase & Co.

Jae Ho Jang, Head of Korea, Nuveen



Jae Ho Chang is Head of Korea Institutional and Senior Director at Nuveen, the investment management arm of TIAA. Working with Nuveen's specialist investment affiliates, Jae Ho focuses on delivering investment solutions tailored to Korean institutional clients' asset allocation needs. Prior to his current role, Jae Ho spent 11 years at TH Real Estate, Nuveen's real estate investment subsidiary. His last position with TH Real Estate was Head of Commercial Mortgage Separate Accounts. Jae Ho holds a M.S. in Real Estate Development from Columbia University and a B.S. in Architecture from Seoul National University in Korea.

Company profile:

CMS

Ranked as the world's 6th largest law firm by lawyer headcount, CMS can work for you in 40 countries from 71 offices worldwide. Globally 5,000 lawyers offer business-focused advice tailored to our clients' needs, whether in your local market or across multiple jurisdictions.

Real Estate is at the heart of CMS, and we have garnered 21 "Tier 1" rankings for real estate sector specialisms across our European offices alone. Our clients range from large international and private investors to developers, universities, utility providers, fund managers and occupiers.

We also boast one of the largest cross-border teams of funds lawyers in the market. The Legal 500 2017 comments that we have "a first class reputation, handling some of the most complex cross-border fund structurings and indirect investments in the market" with Preqin having ranked us 7th globally (2016) for real estate fund formation.

TH Real Estate

TH Real Estate, an investment affiliate of Nuveen (the investment management arm of TIAA), is One of the largest real estate investment managers in the world with c.\$99.1bn in AUM. Managing a suite of nearly 80 funds and mandates spanning both debt and equity across diverse geographies, sectors, investment styles and vehicle types, we provide access to every aspect of real estate investing. With offices in 20 cities throughout the US, Europe and Asia-Pacific, over 500 professionals and 80 years of investing experience, the platform offers impressive local expertise coupled with a sophisticated global perspective.

Our investment, asset management and corporate strategies grow from a deep understanding of the structural trends that we believe will shape the future of real estate and responsible investing beyond market cycles. This 'Tomorrow's World' approach sits at the core of our investment process and business operations, informing our long-term view of real estate investments for the enduring benefit of both clients and society.