



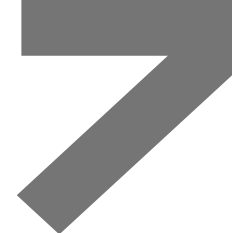
YOUNG PROFESSIONALS SEMINAR

Global capital flows and investment opportunities in China

ANREV Young Professionals working group is pleased to invite you to join our Beijing seminar on 15 October at the NUO Hotel Beijing. We will focus on global capital flows and investment opportunities in China. Senior industry professionals will share capital raising, investment, and portfolio management experiences and perspectives, as well as, host an interactive case study about a recent onshore/offshore transaction.

The seminar will be followed by networking drinks.

Date : **Tuesday, 15 October 2019**
Time : **16:00 – 18:00**
Venue : **Meeting room 205, NUO Hotel Beijing**
A2 Jiangtai Road, Chaoyang District, Beijing
RSVP : **flora.fung@anrev.org**



AGENDA

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| Agenda | : 16:00 16:30 – 16:35 | Registration Welcome and introduction Nick Chukiat, Chairman of ANREV Young Professionals Working Group |
| | | Seminar moderator Nick Chukiat, Executive Director – Co-Head of Multi-Managers Real Estate, APAC, UBS Asset Management |
| | 16:35 – 17:35 Moderator: Panelists: | 2019 regional capital flow trends Graeme Torre, APG Glyn Nelson, AEW Martijn van Eldik, JLL Louise Kavanagh, Nuveen Real Estate |
| | 17:35 – 18:15 | Onshore vs offshore China capital fundraising Stephen Tang & Alvin Loo, ARA |
| | 18:15 – 20:00 | Networking Drinks O'Bar, 5/F., NUO Hotel Beijing |

SPEAKER'S BIO



Glyn Nelson

**Director of Research
AEW in Asia Pacific**

Mr. Nelson is Director of Research for AEW in Asia Pacific with responsibility for directing the firm's research activities in the region. Based in Singapore, he is a member of the AEW Asia Pacific Investment Committee and a member of the firm's Global Securities Allocation Committee. Mr. Nelson's responsibilities include monitoring, evaluating and forecasting the macroeconomic environment, demographic trends and capital market conditions across the Asia Pacific region. He interprets this information for AEW's senior professionals in order to provide decision support to the investment, asset management and portfolio management activities of AEW in the region. Prior to joining AEW, Mr. Nelson served as Head of Asia Pacific Property Research for Aberdeen Asset Management and as Head of Real Estate Intelligence for Jones Lang LaSalle, both based in Singapore. He has also held property market research positions at CB Richard Ellis and DTZ in Auckland, New Zealand. He is a graduate of University of Auckland and University of Texas at Arlington (M.S. in Real Estate).



Graeme Torre

**Managing Director
APG Asset Management Asia**

Graeme Torre is Managing Director, APG Asset Management Asia. Based in the Hong Kong office he is responsible for the private market real estate portfolio in Asia Pacific. Prior to joining APG in 2017, Graeme was Managing Director, Asia Pacific for Invesco Real Estate (formerly AIG Global Real Estate) and prior to that Head of Asia Property for Henderson Global Investors. Graeme has covered the Asia Pacific markets for over 20 years investing across the risk spectrum in both public and private sectors. He is a board member of ANREV and a Member of the Royal Institution of Chartered Surveyors. He also holds a Masters in Finance from University College Dublin.



Stephen Tang

Head of Value Add & Opportunistic Real Estate
ARA Private Funds

Mr Stephen Tang is Head of Value Add & Opportunistic Real Estate, ARA Private Funds ("APF"). In his role, Mr Tang leads a dedicated team which is responsible for all investment and asset management activities including acquisition, asset management and dispositions related to APFs Value Add and Opportunistic Fund products. Mr Tang also serves on both the Investment and Executive Committees of APF.

Mr Tang has more than 21 years of real estate industry experience. Prior to joining ARA, he was a Managing Director at JP Morgan Asset Management where he was most recently responsible for the group's overall operations in Greater China (primarily value add and opportunistic strategies) and Singapore. In addition to overseeing Greater China and Singapore, Mr Tang also assisted with the sourcing and evaluation of new opportunities throughout the APAC region. Mr Tang was a member of both the Asia Pacific Investment and Executive Management Committees. Prior to JP Morgan, Mr Tang served as Executive Director at Morgan Stanley Real Estate Investing. On behalf of Morgan Stanley Real Estate Funds (MSREF Opportunistic Fund Series- APAC region), Mr Tang oversaw and transacted over US\$5 billion of acquisitions, dispositions and financing investments. Mr Tang started his career in the acquisitions group at GE Capital Investment Advisors with subsequent investment roles at Prudential Real Estate Investors and MetLife Investments.

Mr Tang holds a Bachelor of Arts from the University of Washington, USA, a Master of Science in Real Estate Development from the Massachusetts Institute of Technology, USA and has completed his MBA coursework in Private Equity/Venture Capital from Harvard Business School, USA.



Alvin Loo

Head of China
Senior Director, Group Business Development
ARA Private Funds

Mr Alvin Loo is Head of China for ARA Group and is responsible for ARA's business expansion initiatives in China. He is also General Manager of AVICT-ARA Fund Management Co, ARA's locally-incorporated RMB fund management platform. Amongst other deals, Mr Loo was instrumental in the RMB 20 billion acquisition of Century Link in Shanghai at end of 2016 and ARA's first RMB fund established in April 2019 which acquired Atrium Mall in Chengdu.

Prior to joining ARA, Mr Loo was an Executive Director in the Commercial Real Estate team in Standard Chartered Bank ("SCB"). Mr Loo helped build up SCB's real estate banking business, spending his first year in SCB in Singapore and the last four and a half years in Hong Kong covering the Greater China real estate sector. Prior to joining SCB, Mr Loo was an Associate Director of the real estate, lodging and leisure group at UBS, Singapore from 2006 to 2009. He began his career as a management associate of global financial markets (asset back structured products) at DBS Bank in 2005. In his 10 years covering investment banking in the real estate sector across Singapore, Hong Kong and China, Mr Loo has originated, structured and executed significant equity, debt and M&A transactions, including close to 10 REIT initial public offerings listed on the Singapore and Hong Kong stock exchanges.

Mr Loo holds a Bachelor of Accountancy from Nanyang Technological University, Singapore



Martijn van Eldik

Head of Funds Advisory - Asia Pacific
JLL

Current Responsibilities

Martijn is the Asia Pacific Head of the Jones Lang LaSalle Funds Advisory team, based out of the Singapore office

He is responsible for coordinating the firms efforts on private fund advisory and capital raising activities in Asia Pacific

An important part of Martijn's role is to organize our coverage of indirect capital flows into real estate from institutional investors in Asia Pacific; ensuring that we have a deep network of relationships and regular dialogue with all indirect capital sources investing in real estate as well as with their consultants

Relevant Experience

Martijn has over 15 years of relevant experience, specialising in cross border capital transactions and has been working in Asia since 2004

Prior to joining Jones Lang LaSalle, Martijn was at Morgan Stanley Real Estate Investing where he was responsible for the capital raising in Asia Pacific and the Middle East for the Morgan Stanley Real Estate suite of closed-end opportunistic funds and open-end core funds (2012-2017)

Previously, Martijn was at CBRE Global Investors and its predecessor entity, ING Real Estate Investment Management, a firm where he spent over 10 year in various roles focusing on capital raising and fund development

Education and Affiliations

Martijn is Dutch and has lived & worked in The Netherlands, Hong Kong and Singapore

He studied business economics at the Erasmus University in The Netherlands and has a Msc in Real Estate from the Amsterdam School of Real Estate

Martijn is on the Executive Board of ANREV



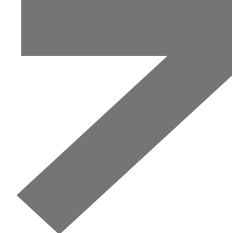
Louise Kavanagh

**Managing Director
Nuveen Real Estate**

Louise is a managing director for Nuveen Real Estate based in Hong Kong and works across the Asia Pacific region. She is responsible for fund investment strategy and overall performance of assets, including day-to-day operations, acquisition analysis, asset management, client and reporting-related matters. Louise joined the firm in 2017 from Invesco Real Estate having been the fund manager for the Invesco Real Estate Asia Fund since its inception.

Prior to joining Invesco Real Estate, she was a director at Deutsche Bank, RREEF Real Estate Asia Pacific. In her role as head of acquisitions and asset management for Asia Pacific, Louise was responsible for origination, due diligence and monitoring investments across the identified regional markets. Prior to this, she held a number of roles at Investa Property Group, Colonial First State Property and Royal Sun Alliance in Australia and Hong Kong.

Louise graduated is a Bachelor's of Commerce in Land Economy from University of Western Sydney and a Graduate diploma of Applied Finance and Investment from the Securities Institute of Australia. She sits on the Urban Land Institute's Hong Kong executive committee and is chair of the Women's Leadership Initiative.



Nick Chukiat

**Executive Director – Co-Head of Multi-Managers Real Estate,
APAC
UBS Asset Management**



Nick Chukiat was appointed Portfolio Manager for the Multi-Managers Real Estate (MM-RE) team in 2014 - a business which forms part of Real Estate & Private Markets (REPM) within UBS Asset Management. He is responsible for investment selection and growing the client and product franchise for the Asia Pacific region. Nick first joined the Asia Pacific team in November 2013 as an Assistant Portfolio Manager.

Nick is a voting member of the MM-RE Investment Committee and serves as the MM-RE representative to the REPM Sustainability Workgroup.

Prior to joining UBS Asset Management, Nick was an investment manager for AEW Capital Management's Asia-focused, value-added fund series. Prior to relocating to AEW's Singapore office, Nick was an investment analyst for AEW's U.S.-focused, opportunity fund series, based out of Boston, MA.

Nick started his career at Barclays Capital in New York in 2005 as a credit risk analyst.

He is also the chairman of the ANREV Young Professionals working group and is a CFA Charterholder.