



## ANREV WEBINAR

### Capital Raising Survey 2019

ANREV is pleased to invite you to join a webinar session on 22 May (Wednesday).

Amélie Delaunay, Director of Research and Professional Standards at ANREV will be joined by Alfredo Lobo, Partner at Hodes Weill & Associates and Glyn Nelson, Director of Research for AEW in Asia Pacific to discuss the capital raising activities in the non-listed real estate industry in 2018 with a focus on Asia Pacific.

**Date** : **Wednesday, 22 May 2019**

**Time** : **15:00 – 15:45 (HK time GMT +8)**

**RSVP** : **[flora.fung@anrev.org](mailto:flora.fung@anrev.org)**

**Presenters:** Amélie Delaunay  
Director of Research and Professional Standards,  
ANREV

**Glyn Nelson**  
Director of Research  
AEW Asia Pacific

**Alfredo Lobo**  
Partner  
Hodes Weill & Associates

## PRESENTERS' BIOS



### **Amélie Delaunay**

Director, Research & Professional Standards  
ANREV

Amélie Delaunay is the Director of Research and Professional Standards for ANREV. She is responsible for the development and implementation of ANREV's Research, Performance Measurement and Professional Standards programmes in Asia Pacific, including market information and performance indices, global surveys and promotion of best practices for the industry.

Amélie has more than 17 years of experience in the real estate industry and a strong real estate consulting background initially with Ernst & Young. She has been based in Asia for more than 13 years.

Educated at the Sorbonne in Paris, where she was awarded a post graduate degree in Urban Geography, Town Planning and Real Estate, Amélie also has an Advanced Master's Degree in Urban and Real Estate Management from ESSEC Business School in Paris. Amélie is a member of the Royal Institution of Chartered Surveyors.



### **Glyn Nelson**

Director of Research  
AEW 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).

## PRESENTERS' BIOS

**Alfredo Lobo**

Partner

Hodes Weill & Associates

Alfredo Lobo is a Partner at Hodes Weill & Associates and responsible for the firm's business in Asia Pacific. Hodes Weill is a leading, global capital advisory firm focused on the real estate investment and funds management industry. Its activities encompass capital raising for global real estate strategies, platforms and private real estate funds; strategic advisory for institutional investors and fund managers; and principal investment in real estate managers through Tunbridge Investment Partners. Hodes Weill is headquartered in New York and has offices in Denver, Hong Kong and London.

Prior to Hodes Weill, Alfredo was a founding partner of Latitude Capital Group, an investment banking boutique specializing in China related M&A and private placements, and earlier was a Managing Director of Hamon Investment Group. Alfredo began his career with JP Morgan in Hong Kong and later relocated to the bank's Real Estate Group in New York, where he led private placement activities and chaired the bank's real estate credit committee.