

# ANREV TRAINING (HONG KONG) Introduction to Real Estate Investment Management

ANREV is pleased to invite you to register for our training course in Hong Kong on 13 September 2017.

Experts from the industry will cover commercial, tax and legal aspects of fund structuring.

We would like to thank Alter Domus for providing the event venue.

Date: 13 September 2017 (Wednesday)

Time: 12:00-17:30

Location: Alter Domus

Unit 1203, Ruttonjee House 11 Duddell Street, Central

Hong Kong

**RSVP:** Please complete the <u>registration form</u> and submit to <u>sylvia.leung@anrev.org</u>

Fees: 150 US\$ for ANREV members/ 300 US\$ for non-members

### **Training Programme**

12:00	Registration and lunch
12:45	Course introduction - Typical fund life cycle
	Lee-Young Yun - Orion Partners Real Estate Group
13:15	Investor Reporting
	Jayesh Peswani - Alter Domus
14:00	Structuring and terms
	Matthias Feldmann- Clifford Chance
14:45	Coffee break
15:15	Product development and Fund raising
	Eduard Wehry - PGIM
16:00	Portfolio and asset management
	Elysia Tse - Lasalle Investment Management
16:45	Performance measurement
	Robert Lie – CitySquare REI
17:30	Conclusion and wrap up



# PROFESSIONAL STANDARDS

### Speakers' bio followed



**Lee-Young Yun, CFA**Managing Director, Senior Fund Manager

Managing Director, Senior Fund Manager Orion Partners

Lee-Young is a senior fund manager of two value-add real estate funds, and a member of the Senior Executive Committee within Orion Partners Real Estate Group overseeing the group's China, Japan and Korea strategy. She also serves as Head of ESG for Orion Partners' real estate, private equity, and infrastructure business.

Lee-Young has over 15 years of portfolio management, capital raising, acquisitions, and asset management experience in the United States and Asia. Prior to Orion Partners, Lee-Young was with JPMorgan Real Estate Acquisition Group in New York, with successful direct real estate acquisitions of an aggregate value of US\$ 2.5Bn. Before that, she was with Deutsche Bank in Korea.

Lee-Young received her BA from Yonsei University in Seoul, Korea, and her Master's Degree from Massachusetts Institute of Technology (MIT).



Jayesh Peswani

Senior Manager, Fund Services Alter Domus

Jayesh joined Alter Domus in November 2016 as a Senior Manager. Prior to joining, Jayesh worked for PwC in Hong Kong for 10 years, in the Assurance Financial services practice, specialising in asset and wealth management. His clients included several large Asian and global hedge and private equity investment groups. He has extensive knowledge on various financial reporting standards, including IFRS, US GAAP and the INREV/ANREV reporting guidelines, and the is familiar with application of valuation standards such as the IPEV and PEIGG guidelines. In addition to this, he has conducted internal training sessions on private equity, presented to fund services groups on the outlook of asset management in 2020, and co-edited the Review of Investor Reporting Trends for private real estate funds with ANREV in 2014, 2015, and 2016.

Jayesh is a CPA and Member of the Hong Kong Institute of Certified Public Accountants, and is a FRM holder with the Global Association of Risk Professionals. He also graduated with a BBA from the Hong Kong University of Science and Technology.



### PROFESSIONAL STANDARDS



**Matt Feldmann**Partner
Clifford Chance

Matt has been in Hong Kong since 1998 and has extensive experience setting up real estate funds and JVs in Asia. He also advises fund managers and other financial institutions on licensing, business conduct rules and other financial regulatory matters.



**Eduard Wehry**Managing Director
PGIM Real Estate

Eduard Wehry is Managing Director at PGIM Real Estate. Eduard is Head of Hong Kong and Head of Business Development for Asia Pacific. Based in Hong Kong, he is responsible for investor relationships and capital raising in the region. He is a member of the Asia Pacific Executive Committee.

Eduard joined PREI in February 2016.

Prior to joining PREI, he was the Asia Pacific regional head of Investors Services at CBRE Global Investors and a member of their Global Leadership team.

Prior to this, he was regional head of Institutional Clients at ING Real Estate Investment Management. He began his career in 1995 in Investment Banking and spent 11 years working in corporate finance M&A advisory roles in Amsterdam, London and Hong Kong, with ING Barings, Baring Brothers International and ING Corporate Finance.

Eduard transferred to Hong Kong in April 2000 and has been based in Asia since, gaining broad experience in working in the different markets across the region.

Eduard holds an MSc in Business Administration from the Erasmus University in Rotterdam.



#### Elysia Tse

Head of Research and Strategy for Asia Pacific LaSalle Investment Management

Elysia Tse is the Head of Asia Pacific Research & Strategy for LaSalle Investment Management. She returned to LaSalle in 2016. Elysia was previously the Head of Investment Governance, Strategy & Research Asia Pacific for Aviva Investors and subsequently the Head of Research and Strategy for J.P. Morgan Asset Management – Real Estate Asia Pacific (as part of the M&A). Before returning to Asia, Elysia has over a decade of experience in real estate investment research and strategy in the U.S. She has held positions in real estate research and strategy teams at BlackRock based in New York and LaSalle based in Chicago. Elysia started her career in Hong Kong in 1998. She holds a B.S. from Xiamen University and a Master's



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degree in Real Estate from Cornell University. In 2011, Elysia was named a Rising Leader by Commercial Property Executive in the U.S. She sits on the Advisory Board of Cornell University Baker Program in Real Estate.



### **Robert Lie** CEO City Square REI

Dr Robert T. Lie is Co-Founder and Chief Executive of City Square REI. City Square invests in and manages commercial real estate and mixed use projects on behalf of its partners and clients with a focus on first tier cities in Greater China and Chinese outbound investment.

Robert was Managing Director at CITIC Capital Real Estate Group from May 2012 till April 2015. Before that he was Managing Director of Redevco Asia and member of the Redevco Board.

From 1996 to 2008 Robert Lie held various positions at ING Real Estate Investment Management in The Hague, Singapore and Hong Kong and in his last position was CEO of ING REIM Asia from 2004 to 2008.

Robert Lie previously worked as a lecturer at the faculty of Economics of the University of Amsterdam and at the City University Business School in London (now known as CASS Business School).

Robert Lie holds a BA and MA in Economic Geography and a Ph.D. in Economics from the University of Amsterdam. He is a member of several professional organizations. He is a founder and member of the management and executive board of ANREV.