REITAS

REITAS Professional Development Series

REIT MANAGEMENT

23 February and 24 February 2022
Intercontinental Hotel (in-person course)

❖ Course Objective

The course is designed to equip junior and middle management in REITs with a comprehensive understanding of the various key aspects of managing a listed REIT. It is also appropriate for professionals or graduates who intend to make a career switch or enter the REIT profession. Emphasis of the course is on practical application of financial and real estate knowledge drawn from the experience of senior practitioners from the REIT industry. Case studies and actual industry examples will be used to supplement the comprehensive lectures covering nine important functional aspects of REIT management.

❖ Target Audience

Primarily professionals in REITs and those who want to establish a career in the REIT industry. Also beneficial to professionals in the following fields:

+ Real Estate
+ Developers
+ Banks & Legal Firms
+ Regulators
+ Fund & Asset Managers
+ Trustees
+Equity Analysts
+ Real Estate Valuers
+ Tax, Legal & Accounting Consultants

❖ Course Content

+ REIT & Capital Management
+ REIT Regulations
+ Strategic Asset Planning
+ Trust Issues for REITs
+ Investor and Media Relations
+ Operational Asset Management
+ Capital Investment
+ Tax Issues for REITs
+ Sustainability for REITs

❖ Course Duration & Subsidy

+ 2 full days

+ Recognised by IBF with 14 supplementary CPD hours.

+ 80% FTS subsidy is available for Singaporeans and PRs based in Singapore.

+ 90% FTS subsidy is available for Singaporeans above 40 years and above.

❖ Instructors

+ Senior management and practitioners from listed REITs, trustees, legal and tax advisers.

❖ Registration

Register at **secretariat@reitas.sg** by **9 February** or contact Juliana at **6721 7023**.

Seats are limited and are on a first-come-first serve basis.

❖ Course Schedule

Day 1/TIME	MODULE/ACTIVITY	COMPANY/INSTRUCTOR
9.00am – 12.15pm *Includes coffee break	Module 1: REIT & Capital Management	Mapletree Industrial Trust Management Limited
12.15pm – 1.15pm	Lunch	
1.15pm – 2.30pm	Module 2: REIT Regulations	Allen & Gledhill LLP
2.30pm – 3.15pm	Module 3: Trust Issues for REITs	Perpetual (Asia) Limited
3.15pm – 3.30pm	Afternoon Break	
3.30pm – 4.15pm	Module 4: Strategic Asset Planning	Frasers Property Limited
4.15pm – 5.15pm	Module 5: Investor & Media Relations	Manulife US Real Estate Management Pte Ltd

Day 2/TIME	MODULE/ACTIVITY	COMPANY/INSTRUCTOR
9.00am – 11.45am *Includes coffee break	Module 6: Operational Asset Management	Ascendas Funds Management (S) Limited
11.45am – 12.45pm	Lunch	
12.45pm – 3.00pm	Module 7: Capital Investment	Keppel DC REIT Management Pte Ltd
3.00pm – 3.15pm	Afternoon Break	
3.15pm – 4.30pm	Module 8: Tax Issues for REITs	PricewaterhouseCoopers Singapore Pte Ltd
4.30pm – 5.30pm	Module 9: Sustainability for REITs	Deloitte Enterprise Risk Services Pte Ltd

Note: Lunch and tea/coffee will be provided on both days.

❖ Course Fee

	REITAS Members		Non REITAS Members
Course Fee*	$1,500		$2,500
Fee after IBF Subsidy**	@80% subsidy	@90% subsidy	Maximum grant allowed per attendee per course is $2,000
	$300	$150	$500
Fee after IBF Subsidy & GST**	**$405**	**$255**	**$675**

* Before GST & IBF subsidy

** 80% subsidy is available for company-sponsored individuals of Singapore-based financial institutions regulated by MAS. Employee should be a Singapore Citizen or Permanent Resident **based in Singapore**. Companies will be invoiced net amount (after IBF subsidy). Additionally, Singapore Citizen who is 40 years and above is eligible for 90% subsidy for company-sponsored individuals.

❖ Important Note

As indicated, we plan to conduct this course in physical format. However, should there be any change in government regulations that prevent us from doing so, we may deliver this course in online format.

❖ Speakers' Profiles

MR THAM KUO WEI
Chief Executive Officer,
Mapletree Industrial Trust
Management Limited

Tham Kuo Wei is both an Executive Director and the Chief Executive Officer of Mapletree Industrial Trust Management Ltd. He increased the size of the Mapletree Industrial Trust portfolio from S$2.1 billion at listing on 21 October 2010 to S$8.5 billion as at 30 September 2021.

Prior to joining the Mapletree Industrial Trust Management Ltd., he was the Deputy Chief Executive Officer (from August 2009) and Chief Investment Officer (from April 2008 to August 2009) of Mapletree Investments Pte Ltd's Industrial Business Unit where he was responsible for structuring, setting up and managing real estate investment platforms in Singapore and the region.

Prior to this, he was the Chief Investment Officer of CIMB-Mapletree Management Sdn. Bhd. in Malaysia from July 2005, and he was responsible for setting up and managing the private equity real estate fund. He was instrumental in securing investments from institutional investors in Malaysia and overseas. He was also responsible for sourcing and acquiring completed assets as well as managing development projects across the office, retail, industrial and residential sectors.

Before Kuo Wei's secondment to CIMB-Mapletree Management Sdn. Bhd., he was the Senior Vice President of Asset Management at Mapletree and was responsible for the portfolio of Singapore commercial, industrial and residential assets. He joined Mapletree in June 2002 as Project Director for its new Business and Financial Centre project at the New Downtown in Singapore. Prior to joining Mapletree, he held various positions in engineering and logistics management in PSA Corporation from 1993 to 2002.

Kuo Wei holds a Bachelor of Engineering (Honours) degree from the National University of Singapore.

MS LER LILY
Chief Financial Officer,
Mapletree Industrial Trust
Management Limited

Ms Ler Lily is the Chief Financial Officer of Mapletree Industrial Trust Management Ltd. Ms Ler is responsible for financial reporting, budgeting, treasury and taxation matters.

Prior to joining Mapletree Industrial Trust Management Ltd., Ms Ler was the Head of Treasury and Investor Relations at Mapletree Logistics Trust Management Ltd. (the manager of Mapletree Logistics Trust) where she led the treasury team in treasury risk management, debt and capital management and oversaw the investor relations function since September 2009. She had served in different roles in Finance and Treasury within the Mapletree Investments Pte Ltd since she joined in September 2001.

Prior to joining Mapletree Group, Ms Ler worked in Asia Food & Properties Limited for about four years and also spent three years as an external auditor with Deloitte & Touche LLP in Singapore.

Ms Ler holds a Bachelor of Accountancy (Honours) degree from the Nanyang Technological University, Singapore. She is a CFA charterholder and also a Chartered Accountant of Singapore.

MR TEH HOE YUE
Partner,
Allen & Gledhill LLP

Hoe Yue's areas of expertise span REITs, business trusts and capital markets.

He has extensive experience acting for REITs and business trusts on their initial public offerings. He continues to advise the REIT and business trust issuers after listing from acquisitions, joint ventures, follow-on equity offerings and convertible bonds to their regulatory and compliance work.

Hoe Yue has been cited as an expert in Who's Who Legal: Capital Markets and a highly regarded practitioner in IFLR1000.

Hoe Yue joined the Firm in 2006 after he was called to the Singapore Bar and has been a Partner since 2011.

MR JOEY GOH
Senior Vice President,
Client Service &
Transaction
Management,
Perpetual (Asia) Limited

Joey is responsible for leading a team of professionals who are responsible for client onboarding, on-going client service and relationships as well as all transaction activities. He is also responsible for ensuring compliance with Perpetual's corporate trustee obligations undertaken for new and existing client mandates. He and his team manage a portfolio of clients comprising S-REITs, private trusts and funds.

Prior to joining Perpetual, Joey was the chief executive officer of the REIT Manager of a S-REIT, where he was responsible for the development and implementation of strategic, financial, investment, risk-management, compliance, operational and investor relations plans and activities. Prior to this, he was involved in corporate finance advisory, financial and management accounting, and audit. He has over 18 years of financial services experience.

Joey is a qualified Chartered Accountant of Singapore and has a Bachelor degree in accountancy and MBA from the Imperial College Business School, United Kingdom.

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MR ADRIAN TAN
Senior Vice President,
Investment & Asset
Management,
Frasers Property Singapore

Mr Adrian Tan has been with Frasers Property since 2018, and currently oversees investments for Frasers' retail business unit.

Prior to joining Frasers, he spent 12 years in various investment and asset management roles for other established real estate developers such as CapitaLand, Ascendas-Singbridge, and NTUC Income. He has had extensive experience in acquiring, managing and divesting office, retail and logistics / business park assets, both in Singapore and countries such as Australia, Malaysia and India, giving him unique insights into the similarities and differences amongst various asset classes and jurisdictions. With stints at CMT, AREIT and now FCT, Adrian is also familiar with the ins and outs of operating in a regulated environment.

Adrian Tan Holds an Honours degree in Business Administration from the National University of Singapore, and has represented Singapore as a Trade Counsellor in Singapore's Embassy in Russia.

MS CAROLINE FONG
Chief Investor Relations
and Capital Markets
Officer,
Manulife US Real Estate
Management Pte Ltd
("MUST")

Ms Caroline Fong is the Chief Investor Relations (IR) and Capital Markets Officer and also the Chief Sustainability Officer. She is responsible for IR, communication, sustainability and helps to steer the strategy and the equity capital market requirements for MUST. She is instrumental in the listing of MUST - the first U.S. office REIT to be listed in Singapore.

Ms Fong has over 15 years of experience in IR, capital markets and research. Prior to joining MUST, she was Associate Director, IR and Corporate Finance in Temasek Holdings and Head of IR and Corporate Communications in ESR-REIT. In addition, Ms Fong was formerly Head of IR for CapitaLand Mall Asia, where she was responsible for creating the narrative for the company's retail businesses in Singapore and four other countries. Early in her career, Ms Fong was Associate Director, Listings at the Singapore Exchange, where she advised companies on corporate governance and the regulatory framework for public-listed companies in Singapore.

Ms Fong holds a Masters in Finance and Investment from the University of Nottingham, UK and a Bachelor of Science (Honours) in Banking and Finance from the University of London, UK.

MR JAMES GOH, CFA
Head, Portfolio Management,
Ascendas Funds Management (S) Limited

James oversees both the Singapore and overseas portfolios for Ascendas Reit. He had first joined the Manager of Ascendas Reit as Head, International Portfolio Management in August 2018. Prior to joining the Manager, James led both the Investor Relations (IR) and Asset Management (AM) departments for Ascendas India Trust (a-iTrust). As Head of IR, he planned and executed investor outreach initiatives for a-iTrust. In his role as Head of AM, he was responsible for the financial and operational performance of assets in the Trust portfolio.

James has more than 20 years of experience in the fields of investor relations, asset management, analytical research, and strategic planning.

MS ANTHEA LEE
Chief Executive Officer,
Keppel DC REIT
Management Pte Ltd

Ms Lee has more than 20 years of experience in real estate investment, business development, asset management and project management.
She joined the Manager in 2015 as Head of Investment and Asset Management and has been instrumental in growing Keppel DC REIT through various accretive acquisitions. She was appointed Deputy CEO and Head of Investment in 2018, and has been actively involved in all aspects of Keppel DC REIT's business.

Prior to joining the Manager, Ms Lee was Vice President, Investment, at Keppel REIT Management Limited, managing regional investments and divestments. Before joining the Keppel Group in 2006, she was with JTC Corporation and Ascendas Land, where she was responsible for business development, asset management and project management of industrial and business park facilities and development for approximately 10 years.

Ms Lee graduated with a Bachelor of Science (Estate Management), Second Class Honours (Upper Division), from National University of Singapore and a Master of Science (International Construction Management) from Nanyang Technological University.

MR LENNON LEE
Financial Services Tax Leader - Real Estate and Hospitality,
PricewaterhouseCoopers Singapore Pte Ltd

Lennon is the Financial Services Tax Leader at PricewaterhouseCoopers Singapore Pte. Ltd.

With over 20 years of experience in practising Singapore and international tax, he is active in advising financial institutions, multinational corporations and government-linked entities on cross-border tax implications and disputes, regional corporate restructuring and tax related financial regulatory projects as well as advisory relating to mergers and acquisitions, Singapore outbound and inbound investments, asset securitisation, cash and treasury products, REITs, asset wealth and fund management. In addition, he also manages the China tax practice in Singapore and advises various institutions and corporates on both China inbound and outbound investments.

Lennon is an active speaker for various industry conferences and seminars organised by financial institutions, business organization and government agencies, and has contributed articles to various publications.

MS YVONNE ZHANG
Lead Sustainability Director,
Southeast Asia,
Deloitte Enterprise Risk Services Pte Ltd

Yvonne leads the Sustainability & Climate Change practise for South East Asia markets within Deloitte Risk Advisory from Singapore. She has been working with corporates, regulators, exchanges, financial institutions and civil society to unlock value in doing business sustainably. Leveraging her commodities expertise and digital experience, she is uniquely skilled in assisting clients in carbon value chains, responsible sourcing, supply chain de-risking, impact investments, green financing and digital assets.

Legally trained with early exposure to project finance, Yvonne built a 15-year career in commodities markets as a product specialist and market maker. She had successfully built and launched 8 new products in 5 years. From her role in Chicago Mercantile Exchange Group she was responsible for innovative products such as the Bitcoin futures index, Kilo Gold for delivery in Hong Kong, Silver benchmark auction system, Aluminium regional premium contracts and optimisation in the order matching engine, quant trading infrastructure and data vending businesses. She led a FinTech venture supported by Enterprise Singapore and global commodity trading houses to provide non-bank trade finance solution with built-in risk mitigation, executed with smart contracts run on a public blockchain.

Yvonne is an expert contributor to international standards in sustainability reporting, financial data transfer (payments & wallets) and blockchain interoperability.

About REITAS

REITAS is the representative voice of the Singapore REIT (S-REIT) industry. It provides its members a representation and engagement in consultation opportunities with policy makers on issues affecting S-REITs. The association also organizes talks, courses, investor conferences, retail education events etc. to promote understanding and investment in S-REITs.

REITAS

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