

FUND RAISING FOR REITS

WEDNESDAY, 28 FEB 2024 | 9.00 A.M. TO 5.00 P.M.

Four Seasons Hotel Singapore, 190 Orchard Boulevard S(248646)

Windows West, Level 20

❖ Course Objective

This course is designed to equip professionals and middle management in REITs with a comprehensive understanding of the various fund-raising instruments available to a REIT e.g. rights issue, preferential offering, private placement, perpetual securities etc as well as green financing instruments. The course will go through the considerations of each fund-raising instrument and cover aspects such as timeline, documentation, target investors, pricing as well as case studies of transactions. Emphasis of the course is on practical application and all instructors are senior practitioners in the REIT industry.

❖ Programme Outline

TIME	MODULE/ACTIVITY	COMPANY/INSTRUCTOR
9.00am	Welcome by REITAS	
9.15am – 11.45am*	Capital Fund Raising for REITs	DBS Bank Ltd./ Sanjog Kusumwal
11.50am – 12.35pm	Regulatory considerations for Fund Raising	Allen & Gledhill LLP/ Teh Hoe Yue
12.35pm – 1.45pm	Lunch	
1.45pm – 3.15pm	Sustainable Finance for REITs	DBS Bank Ltd./ Ricky Leong
3.15pm – 3.30pm	Coffee Break	
3.30pm – 4.15pm	Fund Raising options for REITs – A Practical Perspective	CapitalLand Ascott Trust / Serena Teo
4.15pm – 5.00pm	REIT Capital Management – A Strategic Perspective	CapitalLand India Trust / Cheah Ying Soon

Note: Lunch will be provided. *includes coffee break

❖ Course Fee

	REITAS Members		Non REITAS Members	
Course Fee*	\$850		\$1,420	
Fee after IBF Subsidy**	≥40 years +capped at \$500	<40 years @30% subsidy	≥40 years +capped at \$500	<40 years @30% subsidy
	\$350	\$595	\$920	\$994
Fee after IBF Subsidy & GST	\$426.50	\$671.5	\$1,047.80	\$1,121.80

* before GST & IBF subsidy.

+ 30% FTS subsidy is available for Singaporeans and PRs below 40 years based in Singapore

+ 70% FTS subsidy is available for Singaporeans 40 years and above based in Singapore

+ Funding is capped at \$500 per participant per course.

About Financial Training Scheme

This course is recognised under the Financial Training Scheme (FTS) and is eligible for FTS claims subject to all eligibility criteria being met.

Please note that **in no way** does this represent an endorsement of the *quality* of the training provider and course. Participants are advised to assess the suitability of the course and its relevance to his/her business activities or job roles.

The FTS is available to eligible entities based on the prevalent funding eligibility, quantum and caps. FTS provides up to 70% course fee subsidy support for direct training costs subject to a cap of S\$500 per candidate per course subject to all eligibility criteria being met.

Find out more on www.ibf.org.sg

❖ CPD hours

Recognised by IBF with 6 supplementary CPD hours.

❖ Registration

Register at secretariat@reitas.sg by 14 Feb 2024 or contact Juliana at **6721 7023**. Seats are limited and are on a first-come-first served basis.

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.

❖ Speaker's Profile

 <p>SANJOG KUSUMWAL Executive Director & Team Head, Capital Markets DBS Bank Ltd.</p>	<p>Sanjog is an Executive Director and team head in Capital Markets with DBS Bank based in Singapore. In this role, he has led numerous assignments involving IPOs, equity fund raisings, and advisory for companies, REITs, and SPACs listed on SGX.</p> <p>Sanjog specialises in cross-border transactions and was instrumental in introducing several foreign asset listings on SGX, such as REITs with assets based in USA and Japan. He has helped several of these REITs grow their portfolios beyond their IPOs through active fund raisings and acquisitions.</p> <p>Sanjog graduated from Indian Institute of Technology, Guwahati and holds a post graduate diploma in management from Indian Institute of Management, Bangalore.</p>
 <p>TEH HOE YUE Partner, Allen & Gledhill</p>	<p>Hoe Yue's areas of expertise span REITs, business trusts and capital markets.</p> <p>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.</p> <p>Hoe Yue has been cited as an expert in <i>Who's Who Legal: Capital Markets</i>, a highly regarded practitioner in <i>IFLR1000</i> and a notable practitioner in <i>Chambers Asia-Pacific</i> and <i>Chambers Global</i>.</p> <p>Hoe Yue joined the Firm in 2006 after he was called to the Singapore Bar, and has been a Partner since 2011.</p>
 <p>RICKY LEONG Asst Vice President, Sustainability, Institutional Banking Group DBS Bank Ltd.</p>	<p>Ricky joined DBS Sustainability team in 2021 and is responsible for supporting the bank's sustainable finance transactions. He is a key member in providing advisory services to corporate clients on structuring sustainable finance frameworks and transactions.</p> <p>He has over 10 years of experience working in the real estate sector, supporting and delivering sustainable projects and developments in Singapore as well as the wider APAC region.</p> <p>Prior to DBS, Ricky was formerly involved in asset and development management for a real estate investment trust and notable real estate companies such as City Developments Limited and Swire Properties Limited who are industry leaders for their sustainability efforts. He is entrusted in spearheading development works and sustainability initiatives within the entire portfolio as well as being the key driver of environmental, social and governance best practices both internally and externally.</p> <p>Ricky holds a Bachelor's degree (with Honours) in Mechanical Engineering from National University of Singapore and Technical University of Berlin.</p>
 <p>SERENA TEO Chief Executive Officer CapitaLand Ascott Trust Management Limited</p>	<p>Ms Serena Teo is the Chief Executive Officer of the managers of CapitaLand Ascott Trust (CLAS), formerly known as Ascott Residence Trust. CLAS is the largest lodging trust in Asia-Pacific, and its international portfolio comprises 105 properties with over 18,000 units across 15 countries in Asia Pacific, Europe and the United States of America. CLAS invests primarily in income-producing real estate and real estate-related assets which are used or predominantly used as serviced residences, rental housing properties, student accommodation and other hospitality assets in any country in the world.</p> <p>Ms Teo has over 25 years of experience in both private and public sectors. She was formerly with the Ascendas Group, Singapore Economic Development Board (EDB) and EDB Investments. Ms Teo holds a Master in Business Administration from INSEAD and a Bachelor in Electrical and Electronic Engineering (Honours) from National University of Singapore.</p>



CHEAH YING SOON
Chief Financial Officer
CapitaLand India Trust
Management Pte Ltd

Ying Soon oversees financial and regulatory reporting, treasury, investor relations, taxation, risk management and compliance matters of CapitaLand India Trust (CLINT).

CLINT is one of Asia's first India focused real estate investment trust (REIT) listed in Singapore with the assets under management of S\$3 billion. Its portfolio includes nine world-class IT business parks, three industrial facilities, one logistics park and four data centre developments in India, with total completed floor area of 19.6 million square feet across Bangalore, Chennai, Hyderabad, Pune and Mumbai.

Ying Soon has more than 20 years of experience in financial management, portfolio and asset management. Prior to his current appointment, Ying Soon was a senior director of CapitaLand Investment Limited, overseeing asset management and investor reporting of private funds with assets located in Asia-Pacific.

Prior to joining CapitaLand Investment in 2018, Ying Soon held various positions with ARA Asset Management, responsible for financial reporting and portfolio management of private funds. Ying Soon worked briefly in Alpha Investment Partners and was a senior finance manager at LaSalle Investment Management from 2006 to 2011, responsible for financial reporting of investments in the region. Ying Soon started his career with CapitaLand Limited in 2000, and was selected for overseas secondment as finance manager to its offices in China for a period of over two years.

Ying Soon holds a Master of Business Administration (Finance) from the Nottingham University. He also holds professional certificates issued by Association of Chartered Certified Accountants (ACCA) and Chartered Institute of Management Accountants (CIMA). In a career spanning over 26 years, Sanjeev has worked in areas including real estate fund management, corporate finance, strategy and financial control.

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 Singapore REITs.

REITAS

REIT Association of Singapore

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