



BESPOKE IN-HOUSE REAL ESTATE TRAINING

DEBT & EQUITY RAISING IN REAL ESTATE INVESTMENTS

The goal of this course is to provide participants with an understanding on the financing of real estate as an asset class.

(3-Modules)

(35+ HOURS OF INSTRUCTION & LEARNING)

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BESPOKE IN-HOUSE REAL ESTATE TRAINING: DEBT & EQUITY RAISING IN REAL ESTATE INVESTMENTS

ABOUT THE DEBT & EQUITY COURSE & ITS AIMS

The goal of this course is to provide participants with an understanding on the financing of real estate as an asset class. The structure and engineering of real estate finance instruments such as debts/loans, equity raising in real estate assets would be explored.

COURSE OUTCOMES

- Understand the processes involved when income-producing properties are financed
- Get new insights about the financial engineering of real estate commercial loans
- Learn strategies employed in raising funds in real estate from an equity perspective.
- Identify and learn how to structure real estate loans with examples provided by leading real estate finance experts from Africa & internationally
- Gain an understanding of forecasting and scenario analysis in the financing of real estate.
- Case study on re-structuring a loan default and a distressed property

COURSE CONVENER:



PROF (DR.) KOLA AKINSOMI (MRICS)

Chief Economist - RealQuant Analytics, South-Africa
 Advisory member of the South African Council of Property Valuers Profession (SACPVP)
 Member, SA REITs Research Committee.

Prof. Dr. Kola Akinsomi is an Associate Professor in Real Estate Finance & Investments at the University of Witwatersrand (WITS), South Africa and Chief Economist of RealQuant Analytics. Prof. Dr. Akinsomi is the Vice-President of the African Real Estate Society, Director of the International Real Estate Society and Chair of the Future Leaders of the American Real Estate Society.

COURSE MODULES

MODULES	TOPICS COVERED
MODULE 1	Real Estate Credit Analysis and Underwriting/ Debt pricing/financing /investment returns/ Fixed-Rate/ Variable loans.
MODULE 2	Equity Raising/ Private Equity/ Private Real Estate Funds/ Real Estate Fund Strategies/ Public Equity Raising
MODULE 3	Case study on raising finance for a Real Estate Investment Deal - Debt Finance and Re-Structuring/ Equity Finance Raising Case Study.

COURSE CONTENT

This course aims to equip participants with the knowledge and the practical expertise to apply them when financing. Participants will be introduced to the real estate finance process including the structure of different real estate loans and its engineering as well as private equity funding available to real estate investing.

Participants will learn how real estate loans and equity financing works, and how to structure real estate loans and the options available in terms of equity financing available to optimize returns in commercial real estate. The course will empower participants to make informed real estate finance decisions.



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MODULE 1: RAISING DEBT FOR REAL ESTATE INVESTMENTS

MODULE 1: TENTATIVE SCHEDULE

MODULE 1 AIMS

The goal of Module 1 is to provide participants with an understanding on the financing of real estate as an asset class particularly through debt as a finance instrument. The structure and engineering of real estate debt in the financing of real estate assets would be explored.

Delegate learning outcomes:

- Understand the structure, fundamentals of Debt Financing
- Ability to understand how debt is priced
- The underwriting of real estate debt
- How real estate debts can be employed in optimizing real estate returns

MODULE 1 CONTENT

Module 1 focuses on raising debt for real estate investments, the structure and the fundamentals of real estate debt introduces participants to the engineering of real estate debt. Participants are introduced to how real estate debt is priced. Participants are taught how real estate debt is underwritten.

Participants learn firsthand from guest lecturers who have firsthand experience on how debt is raised when financing real estate investments.

- Teaching and Learning Activities: 6 Hours
- Learning Resources: PowerPoint Slides to be provided

Time	Topic Covered	Modules Covered
9am - 12pm	Introduction to Debt Financing, the structure and engineering of Debt Financing, the role of Debt Financing in real estate investments	- Fixed Rate Loans - Variable Rate Loans - Debt Underwriting
12pm - 1pm	Break	
1pm - 2pm	Guest Lecturer: TBC Real Estate Financier from Africa	The Role of Debt in Real Estate Investments: Raising Debt in Africa
2pm - 3pm	Guest Lecturer: TBC Real Estate Financier from a Global Perspective	The Role of Debt in Real Estate Investments: Raising Debt from Outside Africa.



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MODULE 2: RAISING EQUITY FOR REAL ESTATE INVESTMENTS

MODULE 2: TENTATIVE SCHEDULE

MODULE 2 AIM

The goal of Module 2 is to provide students with an understanding on the financing of real estate as an asset class particularly through equity as a financial instrument. The structure and engineering of real estate equity in the financing of real estate assets will be explored.

Delegate learning outcomes:

- Understand the structure, fundamentals of equity financing
- Gain the ability to understand how equity is priced in real estate investments
- How to raise equity in real estate
- How real estate equity can be employed in optimizing real estate returns

MODULE 2 CONTENT

Module 2 on raising equity for real estate investments, the structure and the fundamentals of real estate equity introduces participants to the engineering of real estate equity. Participants are introduced to how real estate equity are priced. Participants would be taught how real estate equity are underwritten.

Participants would learn firsthand from guest lecturers who have firsthand experience on how equity is raised when financing real estate investments.

- **Teaching and Learning Activities:** 6 Hours
- **Learning Resources:** PowerPoint Slides to be provided

Time	Topic Covered	Modules Covered
9am - 12pm	Real Estate Fund: Private Equity	Real estate fund Strategies, Investor and Investment characteristics, Private Equity in Real Estate Financing, Types of real estate funds
12pm - 1pm	Break	
1pm - 2pm	Guest Lecturer: TBC Real Estate Financier from Africa	The Role of Equity in Real Estate Investments: Raising Equity in Africa
2pm - 3pm	Guest Lecturer: TBC Real Estate Financier from a Global Perspective	The Role of Equity in Real Estate Investments: Raising Equity from Outside Africa.



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MODULE 3: CASE STUDY ON RAISING FINANCE FOR A REAL ESTATE INVESTMENT DEALS

MODULE 3: TENTATIVE SCHEDULE

MODULE 3 AIM: CASE STUDY

The goal of Module 3 is to provide participants with an understanding of financing of real estate as an asset class particularly through debt and equity as a finance instrument.

A case study approach would be utilized.

The structure and engineering of real estate debt and equity in the financing of real estate assets would be explored.

Delegate learning outcomes:

- Understand the structure, fundamentals of debt and equity Financing
- Gain the ability to understand how debt and equity is priced in real estate investments
- How to raise debt and equity in real estate
- Case study approach to raising finance (debt and equity)

MODULE 3 CONTENT

Module 3 focuses on raising debt and equity for real estate investments. Case studies are introduced on debt and equity financing of real estate investments.

Participants learn firsthand from guest lecturers who have firsthand experience on how debt and equity is raised when financing real estate investments.

- Teaching and Learning Activities: 6 Hours
- Learning Resources: PowerPoint Slides to be provided

Time	Topic Covered	Modules Covered
9am - 12pm	- Real Estate Debt Structuring: Excel Modelling - Real Estate Equity Structuring: Excel Modelling	- The Engineering of debt in Real Estate Investments - The Engineering of Equity in Real Estate Investments
12pm - 1pm	Break	
1pm - 2pm	Guest Lecturer: TBC Real Estate Investor/Developer on the use of Debt in Real Estate	Raising Debt for a real estate investments in Africa
2pm - 3pm	Guest Lecturer: TBC Real Estate Investor/Developer on the use of Equity in Real Estate	Raising Equity for a real estate investments in Africa

WHY THIS COURSE MATTERS TO YOUR CAREER

Our students come from three broad professional groups: Property Professionals, Built Environment Professionals and the Professional Services that work for clients' within the sector. Due to the rigorous nature of the platform, our candidates normally possess a minimum of three to five years of experience.



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