



BESPOKE IN-HOUSE REAL ESTATE TRAINING **REITs MASTERCLASS**

The aim of the master class is to provide participants with a working and practical knowledge of Real Estate Investment Trust (REITs)

(2-Modules)

(35+ HOURS OF INSTRUCTION & LEARNING)

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BESPOKE IN-HOUSE REAL ESTATE TRAINING: REITs MASTERCLASS

ABOUT THE REITs MASTERCLASS & ITS AIMS

Taking place over 2 modules, this masterclass will provide real estate professionals with a grounded understanding on this asset class.

The aim of the master class is to provide participants with a working and practical knowledge of Real Estate Investment Trust (REITs)

COURSE OUTCOMES

- Competent in articulating the structure of real estate investment trusts
- Possess analytical tools to assess REITs value
- Undertake decisions in REITs decision making
- Understand financing decisions as well as capital structure strategies available to REIT Managers
- Ability to understand the role of REITs in a mixed asset portfolio
- Emerging and contemporary issues in REITs

COURSE CONVENER:



PROF (DR.) KOLA AKINSOMI

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

Module 1:	Module 2:
<ul style="list-style-type: none"> • Introduction to Real Estate Investment Trusts: Basic Concepts • REITs Valuation • REITs Capital Structure 	<ul style="list-style-type: none"> • REITs Management • REITs as an Asset Class • Case Study: REITS

COURSE CONTENT

This course aims to give an overview of the real estate investment trust (REITs) process. The aim of this course will be to introduce participants to basic concepts of real estate investment trust (REITs)

environment. The course will also introduce participants to corporate finance decision making from a REIT managers perspective such as REITs IPO, REITs Valuation, the role of REITs in a mixed asset portfolio.

This course aims to give students a foundational knowledge with regards to the use of investment principles and tools in understanding real estate investment trusts (REITs).



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MODULE 1: Introduction to REITs, REITs Valuation and REITs Capital Structure

MODULE 1: Tentative Schedule

MODULE 1 AIM

The goal of Module one is to provide participants with an understanding of the concepts and fundamentals of real estate investment trusts (REITs). Particular emphasis is on REITs Valuation, REITs Capital Structure and understanding REITs structure from the largest market capitalized REITs regime in the world- The United States

Delegate learning outcomes:

- Understand the structure, fundamentals and regulatory framework of REITs
- Ability to understand how REITs are valued
- Understand the impact of the capital structure decisions on REIT valuations
- Understand the Largest REIT (US REITs) regime in the world

COURSE CONTENT

Module one on the introduction to REITs, REITs valuation and REITs capital structure introduces participants to the structure and regulatory framework of REITs. Participants are introduced to how REITs are valued.

Participants would be taught the capital structure decisions REITs manager makes and how his can impact REITs value. Participants would learn firsthand from guest lecturers who have firsthand experience on REITs financing and Management.

Time	Topic Covered	Modules Covered
9am - 12pm	Introduction to Real Estate Investment Trusts: Basic Concepts	- What are REITs? - REITs regulatory framework - Structure and Type of REITs - Type of REITs REITs Valuation: - How to Value REITs - REIT Investment Strategies - REITs IPO/SEO - Capital Structure Decisions
12pm - 1pm	Break	
1pm - 2pm	Guest Lecturer: Mr. Shaamin Sookia - Managing Director, Perigeum Capital, Mauritius.	Capital Structure Decisions of REITs: A practitioners/ financier's guide
2pm - 3pm	Guest Lecturer: Dr. Calvin Schnure - Senior Vice President, Research & Economic Analysis at NAREIT, USA	The importance of research and data in REITs investment- Why are US REITs so highly capitalized, liquid and successful?
3pm - 4pm	Guest Lecturer: Professor Jonathan Morris - Professor at George Washington University, U.S.A.	REITs: Understanding REITs from an American Perspective (US\$ Trillion dollar industry)



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MODULE 2: REITs Managements, REITs in a mixed Asset Portfolio and REITs Case Study

MODULE 2: Tentative Schedule

MODULE 2 AIM

The goal of Module 2 is to provide participants with an understanding of the management of REITs property portfolio (Internal and External Management Structures). Particular emphasis is on the role of REITs in a mixed asset portfolio. A REITs case study to illustrate the value chain of REITs and REITs structure from a practical point of view.

Delegate learning outcomes:

- Understand the management structure of REITs
- Understand the role of REITs as an asset class
- Appreciate the role of REITs in a mixed asset portfolio
- To learn the value chain of REITs as an Asset Class using a REITs Case Study

COURSE CONTENT

Module two on the management structure of REITs, REITs as an asset class and REITs in a mixed asset portfolio introduces participants to the REITs value chain. Participants are introduced to how REITs are managed (internal or external management structures).

Participants would be taught role of REITs as an asset class as well as the role REITs plays in a mixed asset portfolio. Participants would learn firsthand from guest lecturers who have firsthand experience on REITs management and REITs value chain.

Time	Topic Covered	Modules Covered
9am - 11am	REITs Management Structure REITs as an Asset Class	- Management Structure of REITs - Internal or External Managed? - REITs in a mixed asset portfolio - Benefit of REITs in portfolios
11am - 12pm	Guest Lecturer: Mr. Andrea Taverna-Turisan - CEO: Equities Property Fund	- Understanding Logistic REITs, - A REITs in the South-Africa Market Environment. - How to run a successful REITs.
12pm - 1pm	Break	
1pm - 3pm	Guest Lecturer: Mr. Hakeem Ogunniran - Founder/M.D Eximia Realty Co. Ltd.	REITs Case Study; Understanding the Value Chain of REITs from an African Perspective.
3pm - 4pm	Guest Lecturer: Prof. Jonathan Morris - Professor- Georgetown University	Understanding the REITs Value Chain from a U.S Perspective.

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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