



REAL ESTATE CAPITAL MARKETS MASTERCLASS

FORMAT: ONLINE ONLY

\$695 EX-VAT

24 & 31 MARCH 2022

(14+ HOURS OF INSTRUCTION & LEARNING)

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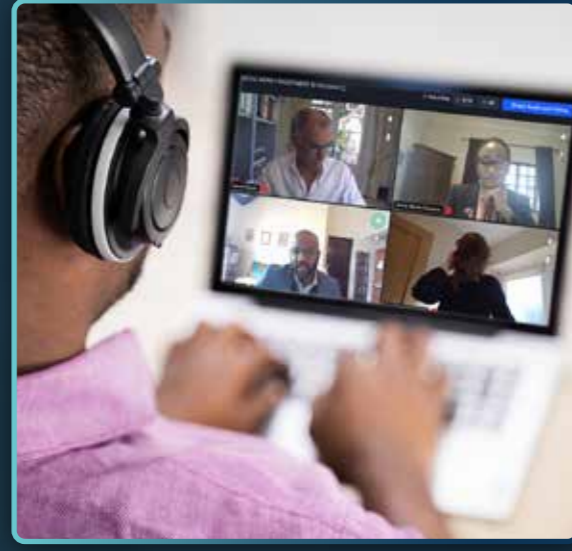
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REAL ESTATE CAPITAL MARKETS MASTERCLASS (ONLINE ONLY)

THE MASTERCLASS AIMS

The goal of this course is to provide participants with an understanding of real estate capital markets. The structure and engineering of real estate capital markets such as the Debt capital markets (public debt and private debt) and the equity capital markets (public equity and private equity) and alternative financing in real estate investments would be explored. Investment decisions within the wealth maximization framework by deploying capital to real estate investments would be examined.

MASTERCLASS OUTCOMES

- An overview of the capital markets
- Understand what drives capital flow to real estate investments
- Understand the structure of the debt capital markets (public and private) in real estate
- Understand the structure of equity capital markets (public and private) in real estate
- Know how real estate companies/firms raise capital
- Define the capital structure and engineering of real estate firms
- Understand the structure of alternative financing (REITs, Crowdfunding, Tokenization, CMBS) in real estate

COURSE CONVENER:



PROF (DR.) KOLA AKINSOMI

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

MASTERCLASS CONTENT

This course aims to equip participants with the knowledge and application involved in the real estate capital markets. Participants would be introduced to the real estate capital markets including private and public debt, private and public equity, alternative financing and its structures.

Participants would learn how real estate firms/companies optimize real estate capital markets and how fund providers make investment decisions particularly in real estate. The course would empower participants to make informed decisions when raising capital through economic and financial analysis aided by real estate funding experts.

Teaching and Learning Activities: 14 hours.

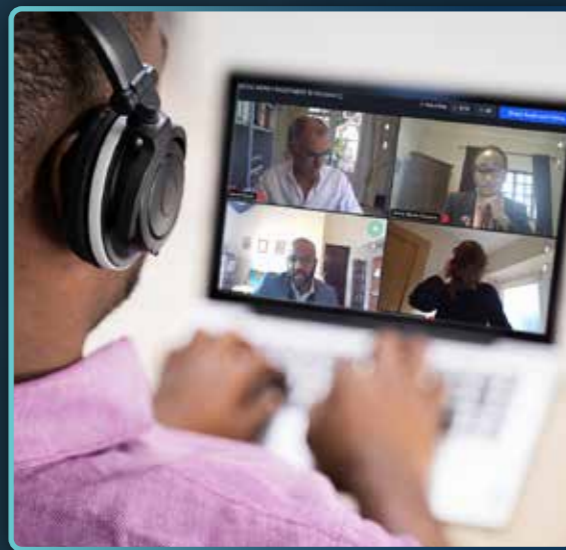
Learning Resources: PowerPoint Slides and Excel Sheets to be provided

MASTERCLASS SCHEDULE

Time	Topic Covered	Modules Covered
Day 1	Debt Capital Markets	Unlisted Debt, Listed Debt, Securitization
Day 2	Alternative Financing: Real Estate Capital Markets	REITs, Tokenization, Crowdfunding, CMBS



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24 MARCH 2022: RAISING DEBT FOR REAL ESTATE INVESTMENTS (DAY 1)

THE MASTERCLASS AIMS

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

LEARNING OUTCOMES

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

CONTENT

Day one on raising debt and equity for real estate investments, the structure and the fundamentals of real estate debt and equity introduces participants to the engineering of real estate debt and equity. Participants are introduced to how real estate debts and equity are priced in real estate investments. Participants would be taught how real estate debts and equity are underwritten. Participants would learn firsthand from guest lecturers who have firsthand experience on how debts and equity are raised when financing real estate investments.

Teaching and Learning Activities: 6 Hours

Learning Resources: PowerPoint Slides to be provided

TENATIVE SCHEDULE

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 Real Estate Fund: Private Equity	- Fixed Rate Loans - Variable Rate Loans - Debt Underwriting - Real estate fund Strategies - Investor and Investment characteristics, Private Equity in Real Estate Financing, Types of real estate funds,
12pm - 1pm	Break	Break
1pm - 2pm	Guest Lecturer: Simon Gouweloos, <i>Senior Transactor & Team Leader, Real Estate Finance - Standard Bank</i>	The Role of Debt in Real Estate Investments: Raising Debt in Africa
2pm to 3pm	Guest Lecturer: David Lugiwi, <i>CEO & Head - Batian Property Fund</i>	The Role of Equity in Real Estate Investments: Raising Equity in Africa.

GUEST LECTURERS



SIMON GOUWELOOS

Senior Transactor & Team Leader, Real Estate Finance - Standard Bank

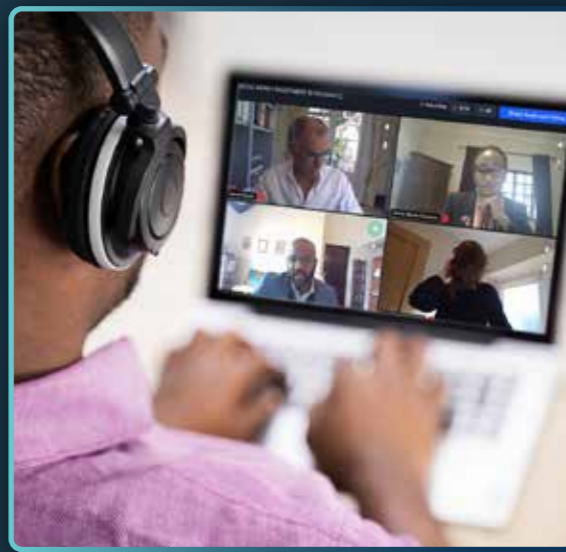
DAVID LUWIGI

CEO & Head - Batian Property Fund (Formerly Genesis Kenya Investment Management Ltd)





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31 MARCH 2022: ALTERNATIVE FINANCING FOR REAL ESTATE INVESTMENTS (DAY 2)

THE MASTERCLASS AIMS

The goal of Day 2 is to provide participants with an understanding on the alternative financing of real estate as an asset class particularly through alternative vehicles such as REITs, Line of Credits, Crowdfunding, Commercial Mortgage backed securities (CMBS). The structure and engineering of alternative financing in real estate assets would be explored.

LEARNING OUTCOMES

- Understand the structure, fundamentals of Alternative Financing
- Ability to understand how alternative financing are priced
- The underwriting of real estate debts
- How real estate debts can be employed in optimizing real estate returns

CONTENT

Day two on alternative financing for real estate, the structure and the fundamentals of alternative financing introduces participants to the engineering of alternative financing in real estate such as REITs, CMBS, CrowdFunding, Tokenisation in Real Estate. Participants are introduced to how alternative finance are employed in real estate investments. Participants would be taught how real estate debts and equity are underwritten. Participants would learn firsthand from guest lecturers who have firsthand experience on how debts and equity are raised when financing real estate investments.

Teaching and Learning Activities: 6 Hours

Learning Resources: PowerPoint Slides to be provided

TENATIVE SCHEDULE

Time	Topic Covered	Modules Covered
9am - 12pm	Introduction to Alternative Financing, the structure and engineering of Alternative Financing in Real Estate, the role of alternative Financing in real estate investments	- REITs - Crowdfunding - Commercial Mortgage backed Securities - Real Estate Tokenisation
12pm - 1pm	Break	Break
1pm - 2pm	Guest Lecturer: Naeem Tilly, <i>Portfolio Manager & Head of Research</i> - SESFIKILE CAPITAL	Alternative Financing
2pm to 3pm	Guest Lecturer: Zak Omarjee, <i>Co-Founder & CEO</i> - CROWDPROP	Alternative Financing

GUEST LECTURERS



NAEEM TILLY

Portfolio Manager & Head of Research - SESFIKILE CAPITAL

ZAK OMARJEE

Co-Founder & CEO - CROWDPROP



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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