



Date: 7 March 2014

Time: 9:30am – 5.30pm

Venue: REDAS  
190 Clemenceau Avenue  
#07-01 Singapore Shopping Centre

# Real Estate Investment Trust (REIT) Short Course

## Course Fees (GST Included)

**Early Bird (Register before/on 24 Feb 2014)**  
**\$628.00** (about \$200 with PIC\*)

**Normal Days (Register after 24 Feb 2014)**  
**\$738.00** (about \$236 with PIC\*)

\*Estimated effective course fees for eligible participants utilizing the Productivity and Innovation Credit (PIC). Scheme allows 400% tax deductions/allowances.

Please visit <http://www.iras.gov.sg/irashome/PICcredit.aspx> for more information.

## Who Should Attend?

Professionals involved in real estate development, investment and finance

## Instructor

**Dr Joseph Ooi**  
**Associate Professor**  
**Department of Real Estate, NUS**

A winner of multiple teaching awards, Professor Joseph Ooi teaches real estate development, investment and finance at both graduate and undergraduate levels in NUS. He is currently the Deputy Head (Academic) of the Department of Real Estate, NUS, and serving concurrently as the Director of the Graduate Certificate in Real Estate Finance (GCREF) programme. He is also an external examiner for the University of Reading and sits on the editorial board for a number of international real estate publications. Professor Joseph Ooi received the International Real Estate Society's Achievement Award for outstanding research, education and practice at the international level in 2008 and the NUS Outstanding Educator Award 2012.

## Course Objective

The real estate game has transformed significantly with the emergence and impressive performance of real estate investment trust (REIT) in Singapore. Regardless of whether you are a real estate professional, occupier, owner, developer or investor, the impact of REITs on the real estate industry cannot be ignored. This course is designed to provide a primer understanding of REITs and prepare real estate professionals to face challenges and seize opportunities in the new real estate world.

## Course Outline

The course is divided into **two** parts:

- 1) The first part introduces the REIT concept and traces the emergence and development of the REIT market in Asia. It traces the origin and evolution of REIT markets as well as regulatory guidelines on investment, financing and corporate governance of Singapore REITs.
- 2) The second part covers strategic issues on playing the REIT game. Creative structuring, pricing and managing a successful REIT will be covered using relevant case examples. Motivations and considerations for choosing the REIT route over other alternatives will be covered.

## Topics covered

- **REIT Demystified**  
What is Securitization? What is REIT? Emergence and Development of REIT Markets in Asia; Regulatory Guidelines for Singapore REITs; Clearing the Hurdles.
- **Starting a REIT**  
Deciding if REIT is the right for you; Alternative Routes to Securitization (Asset-backed Securitization vs REIT); The Listing Process; Towards a successful IPO.
- **Key Aspects of a Winning REIT**  
Post-IPO Changing Mindset & Operations; Investors & Tenants Relations; Sources of Growth; Organic Growth; Yield Accretive Acquisitions; Capital Management.

**Conclude** with a Certificate of Completion by REDAS

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(7 March 2014)

## Company Information

Company			
Address			
Contact Person		Designation	
Tel No		Email	
Company Stamp			

## Payment

### Registration fees

Early Bird (Register before/on 24 Feb 2014)

\$628.00

Normal Days (Register after 24 Feb 2014)

\$738.00

No. of Participant(s)

X

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*\*All fees inclusive of 7% GST*

*\*All fees include lunch, tea break and course materials*

*\*Limited seats available, please register early to avoid disappointment*

*[ Closing Date: **24 Feb 2014** ]*

*\*No refunds or cancellation after the issuance of Confirmation Letter and "no shows"*

Cheque should be made payable to:

**REDAS**  
**190 Clemenceau Avenue**  
**#07-01 Singapore Shopping Centre**  
**Singapore 239924**

*Please proceed payment to REDAS upon receipt of Confirmation Note from us*

## Participants Information

	Participant 1	Participant 2	Participant 3
Name			
Designation			
Email			
Years of Industry Experience			
Prior RE Training/Qualification	Yes / No	Yes / No	Yes / No