

Lucerne University of
Applied Sciences and Arts

**HOCHSCHULE
LUZERN**

Wirtschaft

Real Estate & Infrastructure: Opportunities in Today's market

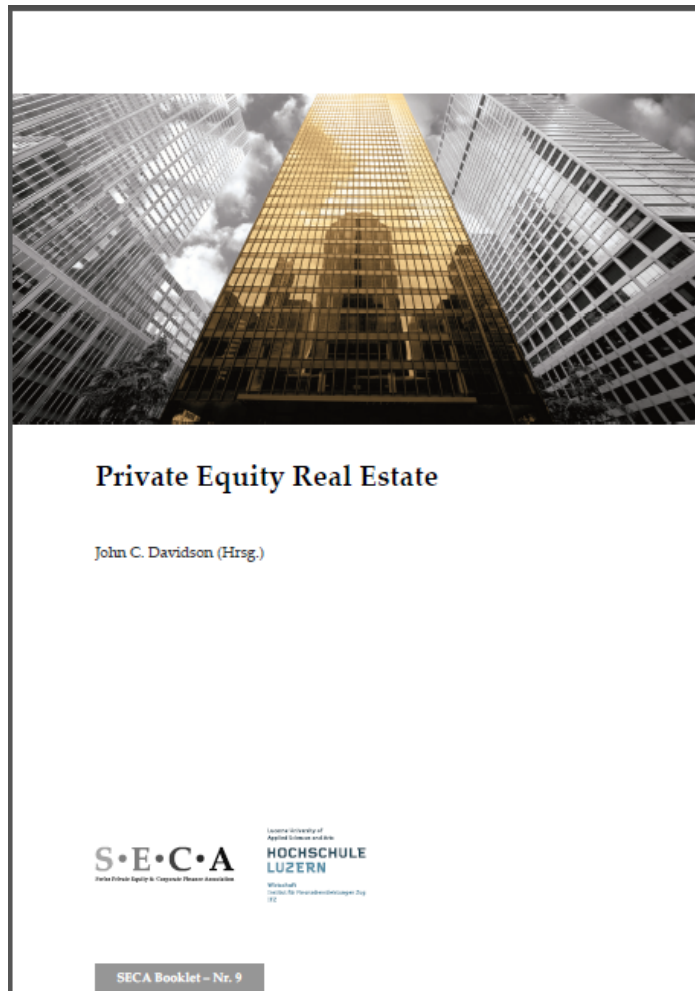
17th Private Equity & Corporate Finance Conference 4th July 2018

Institut für Finanzdienstleistungen Zug IFZ
Prof. Dr. John Davidson, CAIA

Tel: +41 41 724 65 55
john.davidson@hslu.ch



Background: SECA and Private Equity Real Estate Chapter



Platin Sponsor

DEUTSCHE FINANCE GROUP
Institutional Investments

Gold Sponsor



Selinus Capital

Other Sponsors/Participants



S·E·C·A
Swiss Private Equity & Corporate Finance Association
Schweizerische Vereinigung für Unternehmensfinanzierung
Association Suisse des Investisseurs en Capital et de Financement

Indirect Real Estate Investments

Kapitel 1: Indirect Real Estate Investments – An Overview

- Indirect Real Estate Investments (HSLU)
- Private Equity Real Estate (HSLU)
- Real Estate Investment Trust in the European Union (Patrizia)
- Real Estate Debt Investments (CAERUS)

Kapitel 2: Investment and Management Process

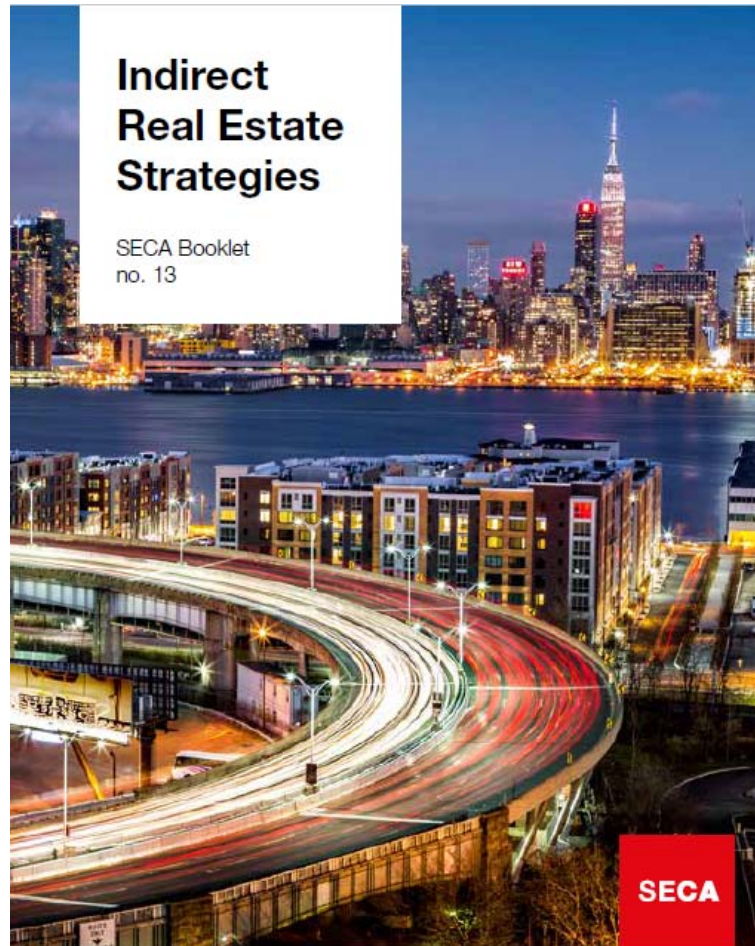
- Due Diligence Process (KloessRealEstate)
- Diversification, Structuring Aspects and Potential Solutions (UBS)
- Private Equity Real Estate Indices (HSLU)
- Benchmarking a Global Real Estate Portfolio (CBRE Investors)
- Challenges for European Investors in Asia (Alan Dalglish)
- The Growing Menu of Non-Listed Real Estate Products (INREV)
- Real Estate: Do You Know What You Are Really Getting? (PREA)

Kapitel 3: Trends of Opportunities

- Investment in the Peruvian Low Income Housing Sector (SBC)
- Turkey Retail Opportunity (Amstar)
- Pan European Opportunistic Strategy (REVCAP)
- Emerging Partnerships: PERE in Columbia (Avenida)
- The Real Estate Secondary Market (Partners Group)
- Listed versus Direct Investments in Asia (Diener Syz Real Estate)
- Investment into German Rented Residential (Grainger)
- What's so special about the Nordics? (Aberdeen)
- Unlisted Infrastructure and Real Assets (RREEF)



Indirect Real Estate Investments Nr. 13



Indirect Real Estate Strategies

SECA Booklet
no. 13

SECA

Swiss Private Equity & Corporate Finance Association
Schweizerische Vereinigung für Unternehmensfinanzierung
Association Suisse des Investisseurs en Capital et de Financement

Platin Sponsors



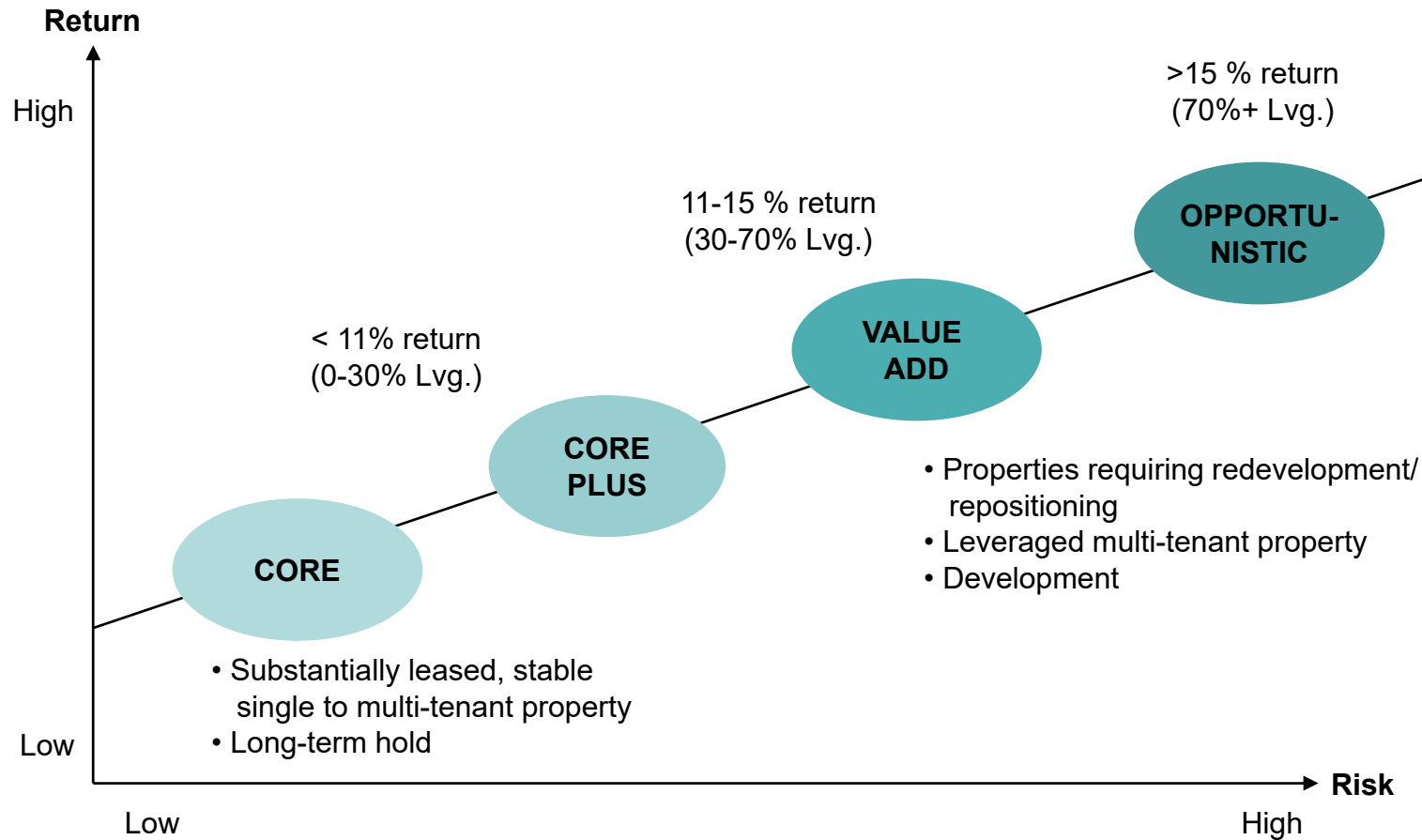
Gold and Silver Sponsors



Other Sponsors/Participants



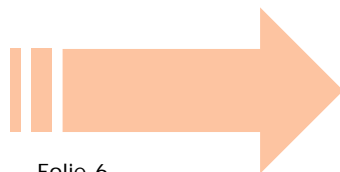
Investment Style: Where does PERE start and where does it end?



“Where are the opportunities and what are investors requiring!”

Opportunities in the field of PERE?

	Private	Public
Equity	Private Equity <ul style="list-style-type: none">• Direct• Indirect	Public Equity <ul style="list-style-type: none">• Investments in listed real estate
Debt	Private Debt <ul style="list-style-type: none">• Direct (Mortgages, Mezzanine)• Indirect investments (Private Real Estate Funds)	Public Debt <ul style="list-style-type: none">• Investments in public real estate and mortgages (ABS, MBS, CMBS, etc.)



Today we focus on Private Equity!

Opportunities in today's real estate markets 14.30-15.45

Juerg Syz, Diener Syz Real Estate (15 min)

- What is required to turn promising Asian demographic and GDP growth figures into attractive real estate returns?

Nikhil Gupta, Peakside (15 min)

- Or should we focus on European opportunities?

Casper Studer, Ernst & Young (15 min)

- In contrary, Swiss investors still shy away from international real estate investments. What are the reasons and are recent commitments from Swiss investors setting a new trend?

Panel Discussion (30 min)

What are the challenges and opportunities?

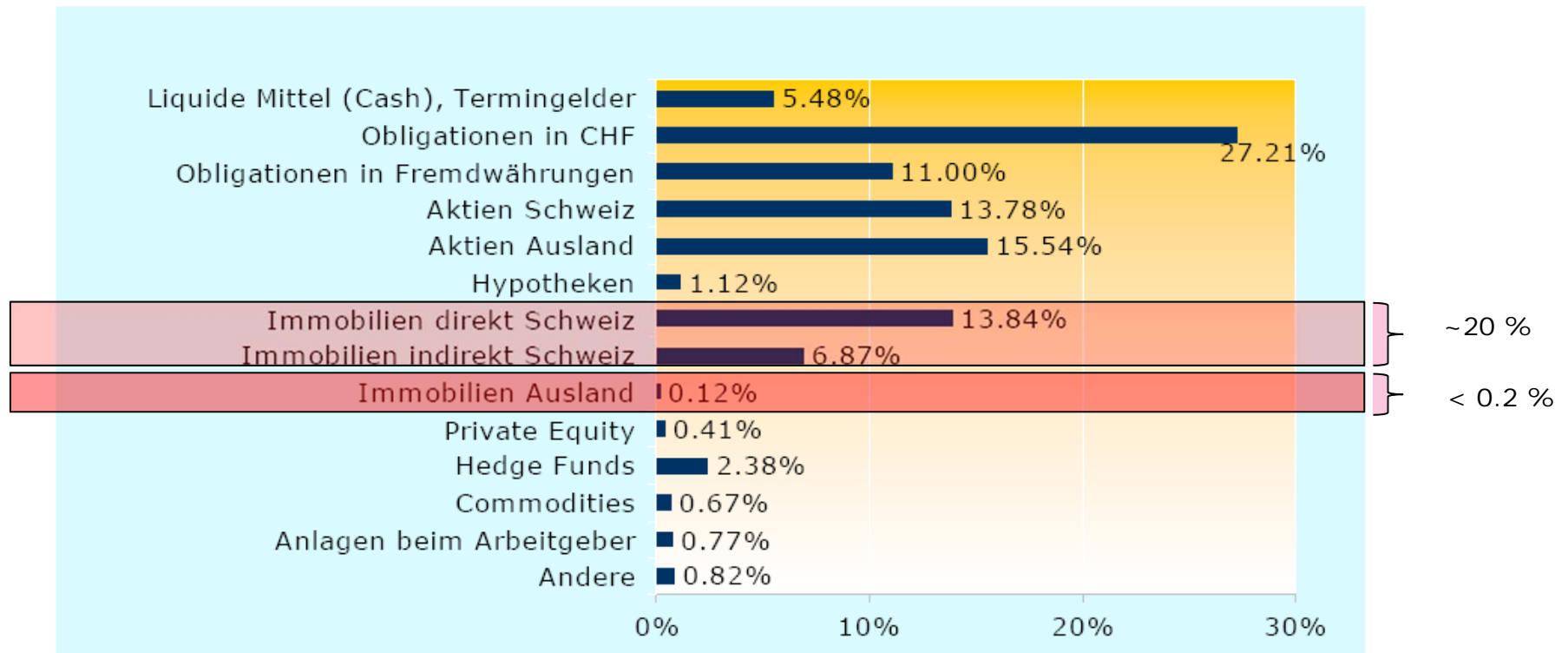


ANYBODY CAN BUY A BUILDING
EVERYBODY IS AN EXPERT IN PROPERTY
BUT IT TAKES A CERTAIN KIND OF SOMEBODY
TO CREATE REAL VALUE FROM REAL ESTATE

SECA and Private Equity Real Estate: Chapter launched in 2009

Effektive Asset Allokation per 30.6.2009

mit dem Vermögen gewichtet



Source: Lusenti&Partners, 13th Swiss Institutional Survey

Real Estate & Infrastructure: Opportunities in Today's Markets



Nikhil Gupta
Peaksid Capital Advisors AG



Dr. Casper Studer,
Dr, Senior Manager, Ernst & Young AG, Zurich



Dr. Jürg Syz,
Partner, Diener Syz Real Estate AG, Zurich



Moderation: John Davidson
Prof. Dr, Lucerne University, Zug

Next Steps

- Conference, 20th September 2018: Konferenz zu Indirekten Immobilienanlagen, www.ifz.ch/Weiterbildung/Seminare

Thank you for participating!



Prof. Dr. John Davidson
Lucerne University of Applied Sciences and Arts
Tel: +41 41 724 65 55
E-mail: john.davidson@hslu.ch

**HOCHSCHULE
LUZERN**
www.hslu.ch/immobilien