

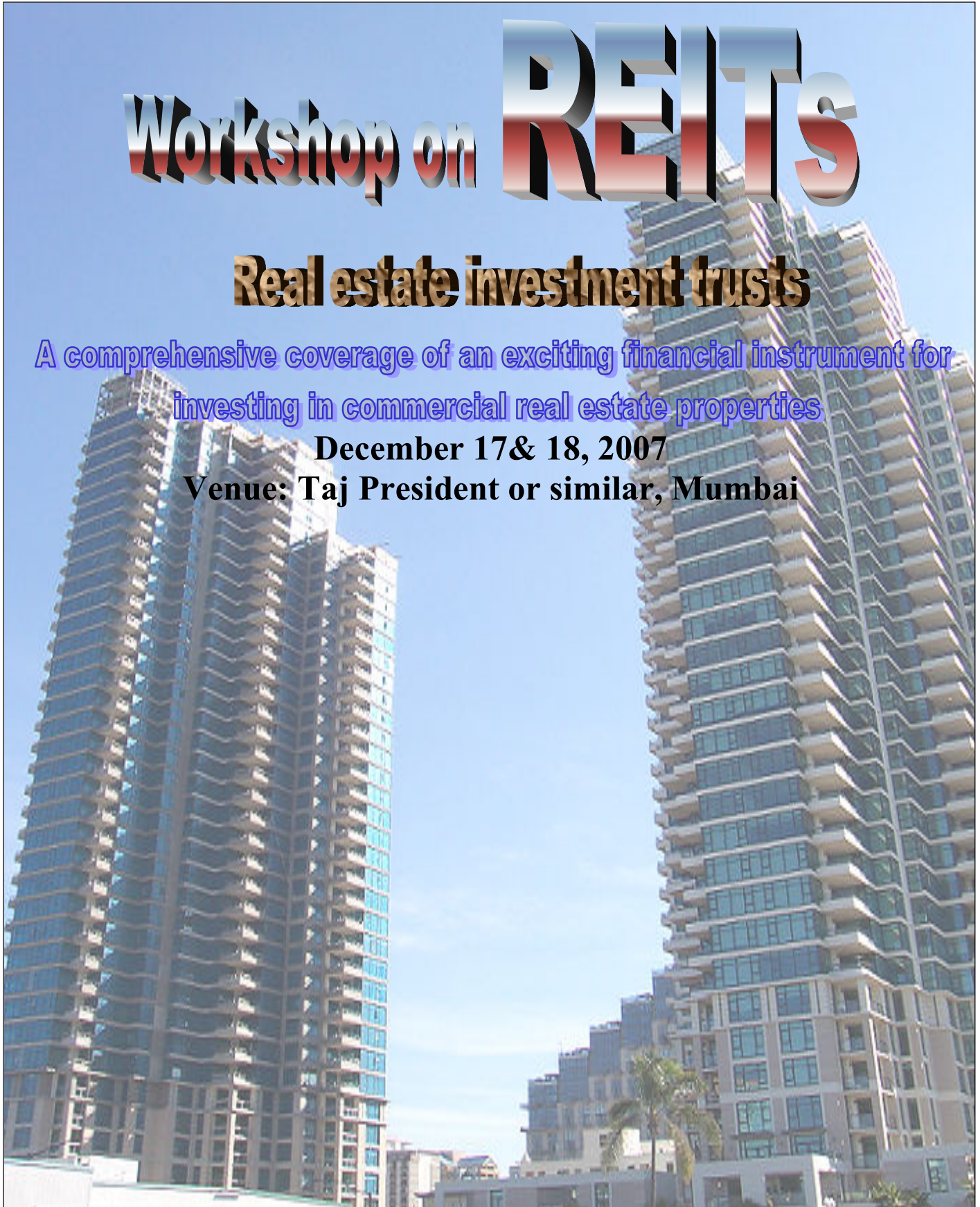
# Workshop on REITs

## Real estate investment trusts

A comprehensive coverage of an exciting financial instrument for investing in commercial real estate properties

**December 17& 18, 2007**

**Venue: Taj President or similar, Mumbai**



To Register email at  
[neha@vinodkothari.com](mailto:neha@vinodkothari.com) or  
[vinod@vinodkothari.com](mailto:vinod@vinodkothari.com)  
or call at the numbers here->

Organised by:  
Vinod Kothari Consultants Pvt Ltd.  
1012 Krishna Building, 224 AJC Bose Road  
Kolkata-700073, India  
Ph- 9133 22811276/7715 Fax: 9133

## Workshop on Real estate investment trusts

An international training course on real estate investment trust – the only one that prepares to jump headlong into this profitable venture of the present day

Vinod Kothari Consultants presents the workshop on REITs.

As imparter of training on structured finance, securitisation, credit derivatives, leasing, etc., our success is almost peerless. From the nerve-center of World financial markets to developing economies, we have been at variety of places, and have addressed variety of groups – bankers, investment bankers, regulators, lawyers, rating agencies, investors, students, etc.

Real Estate Investment Trusts, or REITs, have established themselves as the "Brand Name" investment vehicle of choice for institutional and retail investors looking to participate in real estate ownership, management and development. And while REITs are already common players in developed markets, they are now also making their presence felt in emerging markets. For more information on REITs click <http://vinodkothari.com/reits.htm>

### Most competitively priced event

This event might stand out as one of the most competitively priced event financial topics in the market. Event producers would charge double the price for a non-residential course, and regrettably, in several cases where the faculty is your workshop leader herself.

If training costs matter to you, this course is the simplest buy out. After adding the cost of travel to the venue (please do allow our travel agent to suggest you convenient flight routes), the course will be cheaper than any other non-residential course of much smaller duration.

What allows us to price the event so cheap? As there is no intermediating event producer, we save a lot of money and transfer the savings to you. Besides, we have taken advantage of very tightly priced hotel package, again, to your advantage.

## Course fees per participant:

Overseas Participant	USD 750
Indian Participant	Rs. 30000

Overseas participants may pay by credit card or bank remittance. For payment by credit card, do write back to us.

### Course fee includes:

- Tuition fee
- Lunch and servings of tea/coffee
- Course materials including comprehensive presentation materials

### Time & Venue details:

*Venue:*

**Taj President or similar**  
Mumbai

*Time:*

**9.30 a.m. to 5.30 p.m.**

On the first day, participants are required to report at 9.00 a.m. for registration formalities.

### Why should you participate?

As the coverage is very comprehensive, you will emerge with complete inputs on Real estate investment trusts. The course includes several interesting case studies of current day relevance. We will provide you with course material which will be of long term value to you. **We do issue a participation certificate, and we hope it would be of personal value to you.**

### A typical training day's routine

Each training day starts at 9.00 AM and ends at about 5.30 PM. A typical day's routine goes as follows:

9.00 AM - 1.00 PM: Tuition (with tea/coffee break)

1:00PM -2:00PM: Lunch

2:00PM - 5.30 PM (with tea/coffee break)

## About your workshop faculty

**Kerry Adby**, Managing Director of **Copernican Securities Pty Ltd**, an Australian Specialist investment bank with focus on structured finance and Asian Capital Markets. Copernican is currently advising a major Australia company on the restructuring and potential securitisation of its AUD\$2bn property portfolio. Kerry has some 25 years of investment and development banking experience. Prior to establishing Copernican, she held the positions of Chief Legal Counsel, Director of Project Finance and Advisory, Head of Capital Markets Division, Divisional Director Securitisation with AIDC Ltd and a member of the Executive Management and Asset and Liability Committees and a Specialist Credit Committee Member in relation to Structured Finance, Capital Markets and Securitisation.

Kerry has over 15 years experience in REITs and securitisation and has structured and implemented transactions involving a wide range of assets and instruments. Prior to her 25 years of investment and development banking experience, Kerry was a securities regulator and prosecutor in Australia focused on REITs and other collective investment instruments. She has an extensive experience of dealing with local and international rating agencies and regulators in a range of jurisdictions through taking advisory assignments on behalf of clients in Malaysia, Singapore, Indonesia, Philippines, Sri Lanka, Bangladesh and Thailand in addition to Australia, United States and Europe.

### Course Outline:

#### DAY ONE

##### Session 1– What is a REITs – Overview of Market

- What is a REIT?
- Rating a REIT – What are you rating?
- History & Size of the REIT Market - Asia – US – UK – Europe – Australia – Asia
- Overview of Performance
- What REITS invest in – Does it matter?
- Why REIT sector has emerged.
- Why invest in REITS?
- Comparison with Direct Investment via Property Companies, Syndicates Joint Ventures
- Attraction to Property Companies & Construction Companies
- REITS & Stock Market

##### Session 2- Parties To REIT Transaction & Who Makes What from What?

- Simple REIT Structure
- Listed REITS & Unlisted REITS
- REIT Promoter
- Developer
- Issuer
- Management Company
- Trustee/Custodian
- Investor
- Regulators & Rating Agency
- Valuers – Lawyers- Accountants
- Returns – Fees – Growth - Who earns what
- What drives the price of Listed REITS
- Taxation aspects
- Documentation

ASIAN & OTHER REITS USED  
AS EXAMPLES

## **Session 3- RATING CONSIDERATIONS - Risk Analysis – Overview**

- The Assets
  - Selection & Price
  - Sector – One, Several or Many
  - Single Building – or – Diversified
  - Location
  - Income & Source
  - Yields
  - Expenses
  - Growth – Recognition & Realisation of Growth
  - Competition
- The Structure
  - Complexity & Experience of the Parties
  - Leverage
- Management of the Asset
  - Asset Selection & Price
  - Development
  - Asset Management – Tenants
  - Maintenance – Whole of Life
  - Costs
- Management of the REIT
  - Whose “in charge”?
  - Whose monitoring ?
  - Distributions – Costs - Fees
  - What Rights does the Investor have? & How enforced?
- Market Risks & Liquidity & Exit
- Taxation & Regulatory
- The Economy
- Investing Outside Home Country – What are the Benefits? & Additional Risks?

## **Session 4– Credit Risk – Management & Operational Risk – Market Risk**

### **CASE STUDY – COMPARISON OF VARIOUS REITS & RATINGS**

- Detailed Analysis of the Credit, Management, Operational & Market Risks of a REIT & What can go wrong.
- How important is a “rating” and what is rated
- Does a Rating cause confusion – What Scale?
- Surveillance of REITs by Rating Agency

## **Session 5– Regulation of REITS in Selected Countries**

- Regulation of REITS
- Importance of Regulation
- Taxation Benefits & Risks
- Valuations & Issues in New Markets
- Listing & Ongoing Disclosure
- Accounting Standards
- Experience in other Jurisdictions – What has gone wrong?
- Rating Considerations – WHAT should we look at & WHY?
  - Financial Measures
  - Qualitative Measures
  - Rating Process & What is Required?
  - Manager Issues

SELECTION OF CASE STUDY GROUPS FOR DAY 2 & DISTRIBUTION OF CASE STUDIES

# DAY TWO

## Sessions 6 & 7– CASE STUDY SESSION – GROUP WORK

During this Session the Participants will divide into Groups. Each Group will Analyse a particular Case Study. The Group will then report back to the remainder of the Participants who will act as the Rating Committee.

**CASE STUDIES WILL BE SELECTED FOLLOWING DISCUSSION FROM THE FOLLOWING EXAMPLES**

- Diversified Trusts
- Income Trusts
- Development Trusts
- Industrial Trusts
- Office Trusts
- Residential Trusts
- Hotel Trusts
- Retail Property Trusts
- Special Assets Trusts

## Session 8- REITS – v- CMBS – V – CDOs CREBS & other Property Backed Debt Securitisation Investment Vehicles – Property Derivatives

### CASE STUDIES

- Overview of Property Backed Debt Securitisation Structures
  - CMBs
  - CREBs
  - Lease Securitisations
  - RMBS
- Comparison with REIT
  - “What am I Investing In?”
  - Role of Developer – Promoter
  - Risks & Returns for Investors & Developers
  - Whose entitled to what?
- Pros & Cons

## Session 9- REITS – Hybrid Stapled Structures for Property and Property Rich Companies & Groups – EXPANSION of REITS to other Asset Classes

### CASE STUDIES

- Hybrid Structures & Double Crosses
  - What they are & how they are used
- Attraction to Investors
- Attraction to Property Companies & to Property Rich Companies
  - Extracting Value – Retaining Control
  - Delivering what the investor wants
  - Clipping the ticket many times
  - Recycling Assets
- What business am I in
  - Construction?
  - Property?

- Funds Management?
- Does it Matter?
- Do I have the skills

**Session 10– Wrap-Up Session – What Issues to REITS Present to Rating Agencies – Should REITS be Rated?**

**For registration and details, contact:**

**Neha Singhi**

**Vinod Kothari Consultants P. Ltd.**

1012 Krishna

224, AJC Bose Road

Kolkata (Calcutta) - India

Phone 91-33-22817715/ 22813742/ 22811276

Fax: 91-33-23233863/22811276

e-mail: [vinod@vinodkothari.com](mailto:vinod@vinodkothari.com); [neha@vinodkothari.com](mailto:neha@vinodkothari.com)

**REGISTRATION FORM**  
**The REITs WORKSHOP-2007**

**Mumbai**  
**December 17<sup>th</sup>-18<sup>th</sup>**

1. Name \_\_\_\_\_

Designation \_\_\_\_\_

Qualification \_\_\_\_\_ Signature \_\_\_\_\_

2. Name \_\_\_\_\_

Designation \_\_\_\_\_

Qualification \_\_\_\_\_ Signature \_\_\_\_\_

Name of the Organisation \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Pin Code: \_\_\_\_\_

Telephone: \_\_\_\_\_

E-mail \_\_\_\_\_ Fax \_\_\_\_\_

Enclosed (Check one):

(Cheque)

(Demand Draft)

(Cash)

For fees details check the enclosed brochure.

**Payment may be made by Cheque/remittance favouring **VINOD KOTHARI CONSULTANTS PVT LTD.** Foreign participants may make direct remittance using their credit card. Please contact us for credit card payment instructions.**

Cancellation made upto 5 days before the event will be entitled to refund of 75% of the fee paid. No refund will be made for cancellations.

**MAIL OR FAX TO:**

**Vinod Kothari Consultants P. Ltd**

**1012 Krishna**

**224, A. J. C. Bose Road**

**Calcutta- 700 017 India.**

**Phone: 91-33-22817715/22811276/22813742**

**Fax: 23233863/22811276**

**E-mail: [vinod@vinodkothari.com](mailto:vinod@vinodkothari.com); [neha@vinodkothari.com](mailto:neha@vinodkothari.com)**