

Harvard Design School

GRADUATE SCHOOL OF DESIGN

ASIA REAL ESTATE ASSOCIATION

Kickoff Meeting
&
Summer Experience Sharing:
How to get a job in ASIA

- I. INTRODUCTION**
- II. GOAL**
- III. STRUCTURE**
- IV. AGENDA**
- V. REAL ESTATE TRIP_PAST**
- VI. SUMMER EXPERIENCES**
- VII. REAL ESTATE TRIP_FUTURE**

I. INTRODUCTION

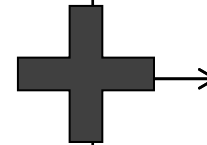
Background Story

HONG KONG TRIP 2010

- Built real estate and Harvard/MIT networks
- Established friendship among the participants
- First-hand learning experience about the industry
- Learned about our individual strengths and weaknesses and which industry fits what – reaching an alignment of what we **enjoy**, what we **want to do**, and what we are **good at**

SUMMER EXPERIENCE

- Developed the networks initially (and briefly) established during the HK trip
- Joined the Harvard clubs in Hong Kong, Shanghai, etc to establish a more intimate network
- Gained inside knowledge of the industry
- Established friendship among professionals in various age groups (interns ~ partners)

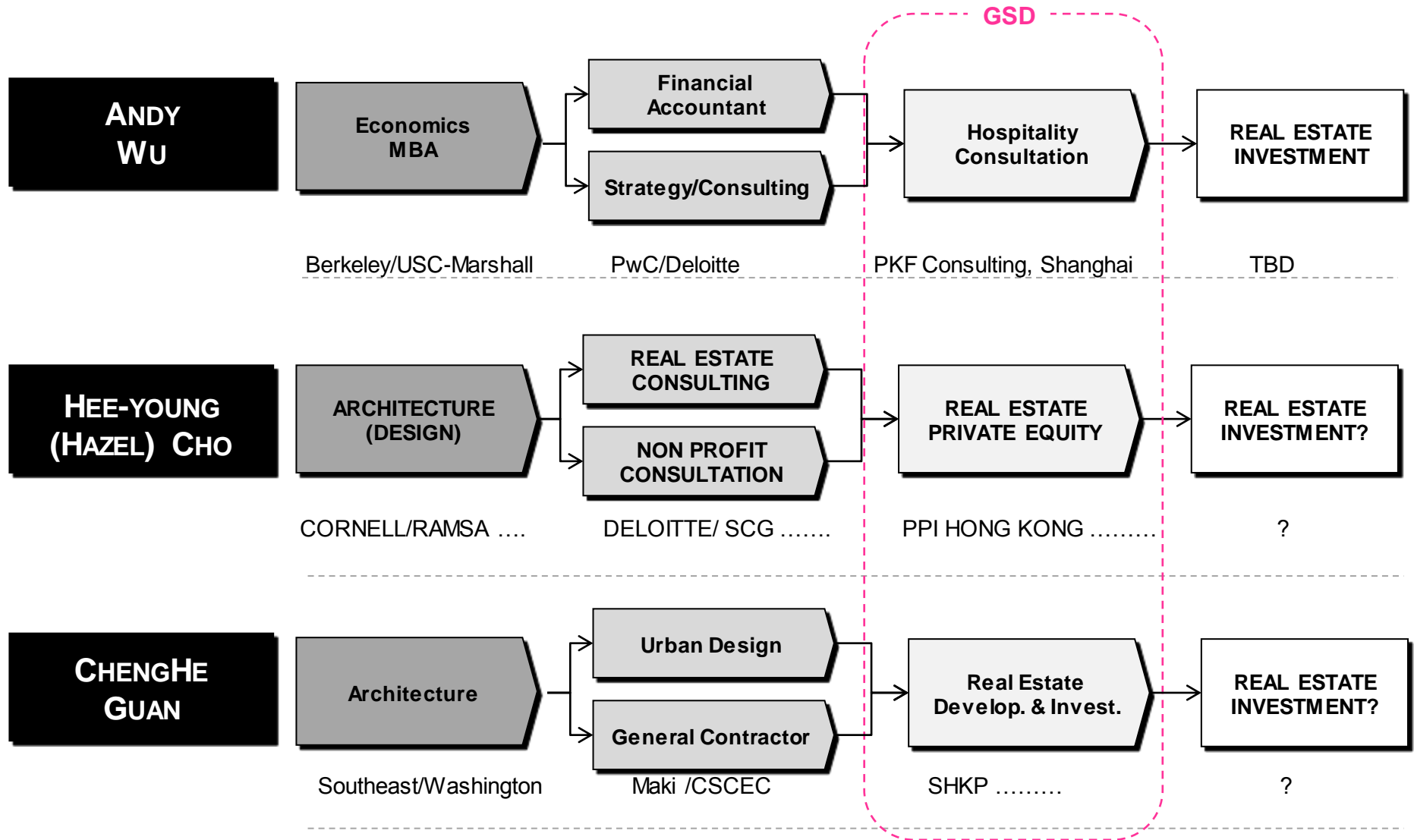


AREA

- **Utilize all the resources gained**
- **Increase industry knowledge obtained**
- **Expand Harvard's extensive real estate network through helping with REAI**

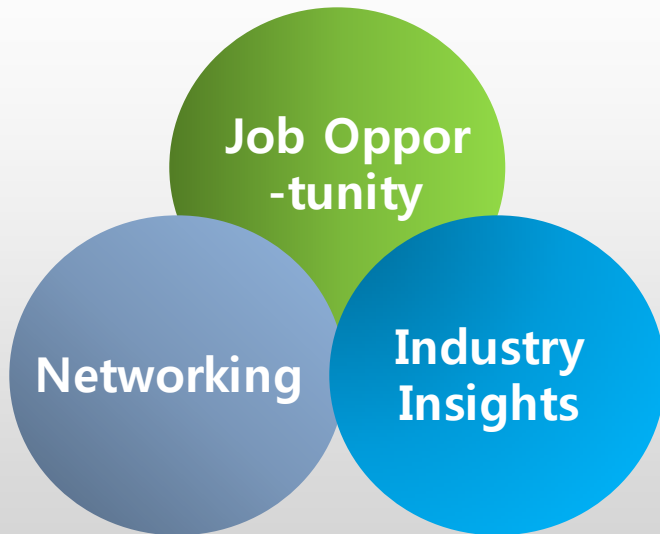
I. INTRODUCTION

Founding Members_ Each individual has a different background that members can easily relate to.



II. GOAL

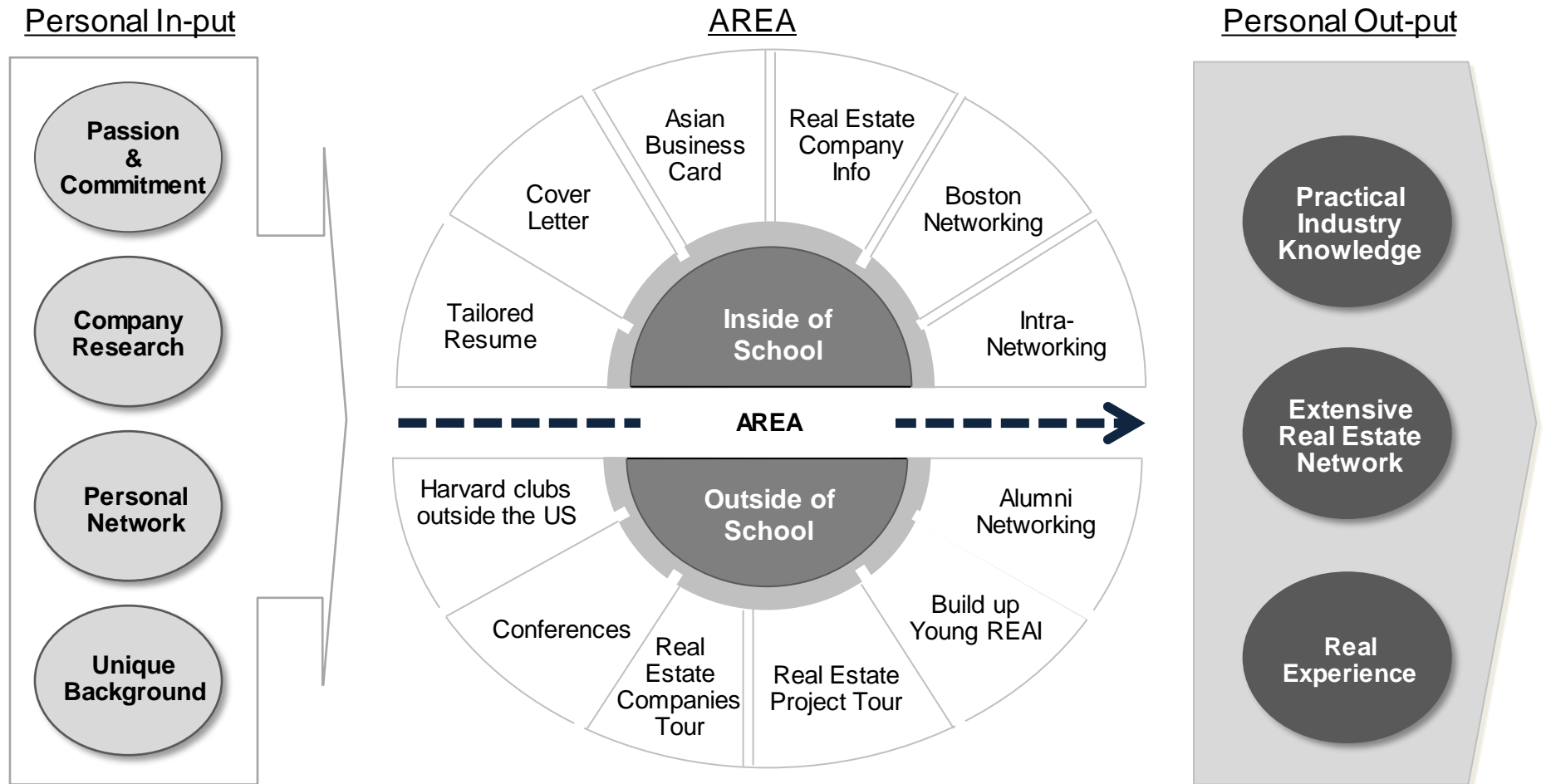
Goal



- Professional club based in the Harvard School of Design
- Promote real estate related opportunities in Asia by:
 - inviting **real estate professional** for distinctive speakers/ lunch series
 - arranging a **joint-schools field trip** to visit large real estate companies/projects in Asia
 - collaborating with **other real estate clubs** in the IVY League schools for networking events.

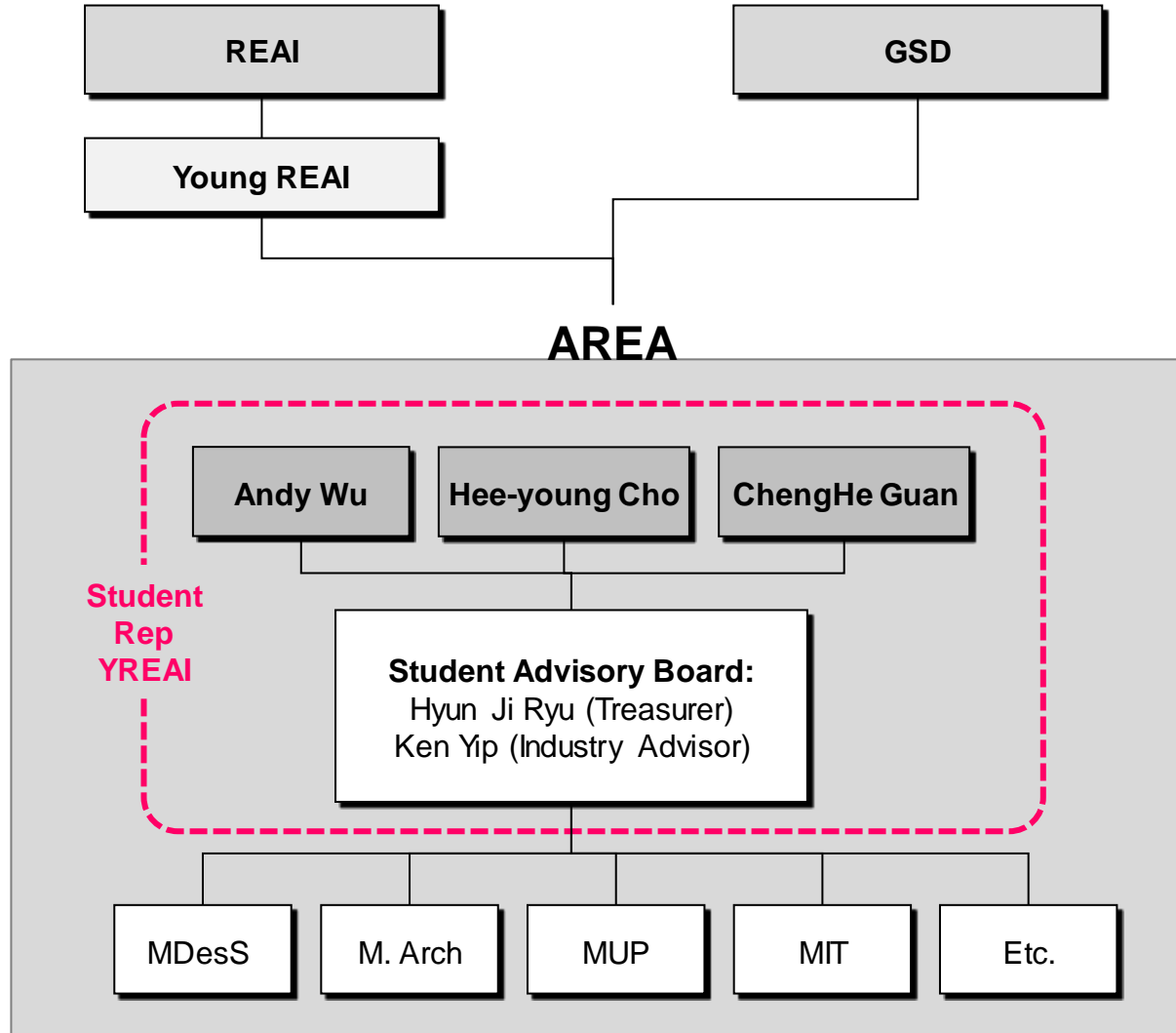
II. GOAL

The goal of AREA is to create maximum synergy through the distinctive set of tools each individual member brings to the organization.



III. STRUCTURE

Structure of our organization



III. STRUCTURE

REAI



The Real Estate Academic Initiative at Harvard University (REAI) is an **interfaculty, interdisciplinary program focused on real estate research and education across the University**. We are overseen by the Office of the Provost, and led by a Core Faculty Committee representing five Harvard schools: the Graduate School of Design, the Faculty of Arts and Sciences, the Kennedy School of Government, the Harvard Law School, and the Harvard Business School.

The central purpose of the REAI is to provide necessary funding for interdisciplinary and interfaculty research efforts to improve the study and practice of real estate and urban development both domestically and abroad.

UPCOMING EVENT:

REAI RE CONFERENCE

NOVEMBER 9+10, 2011

THE CHARLES HOTEL

CAMBRIDGE, MA

Registration now open on the REAI website <http://www.reai.harvard.edu/>

III. STRUCTURE

Student Advisory Board vs. General Membership

AREA is open for students at Harvard, MIT and others who are interested in Real Estate Industry and potentially seeking for working opportunities related to Asian markets.

GENERAL MEMBERSHIP

Free!!!

- General membership is for people who want to participate in regular activities, meetings and guest lectures. Sign up for the membership and receive our news, updates and special announcements.

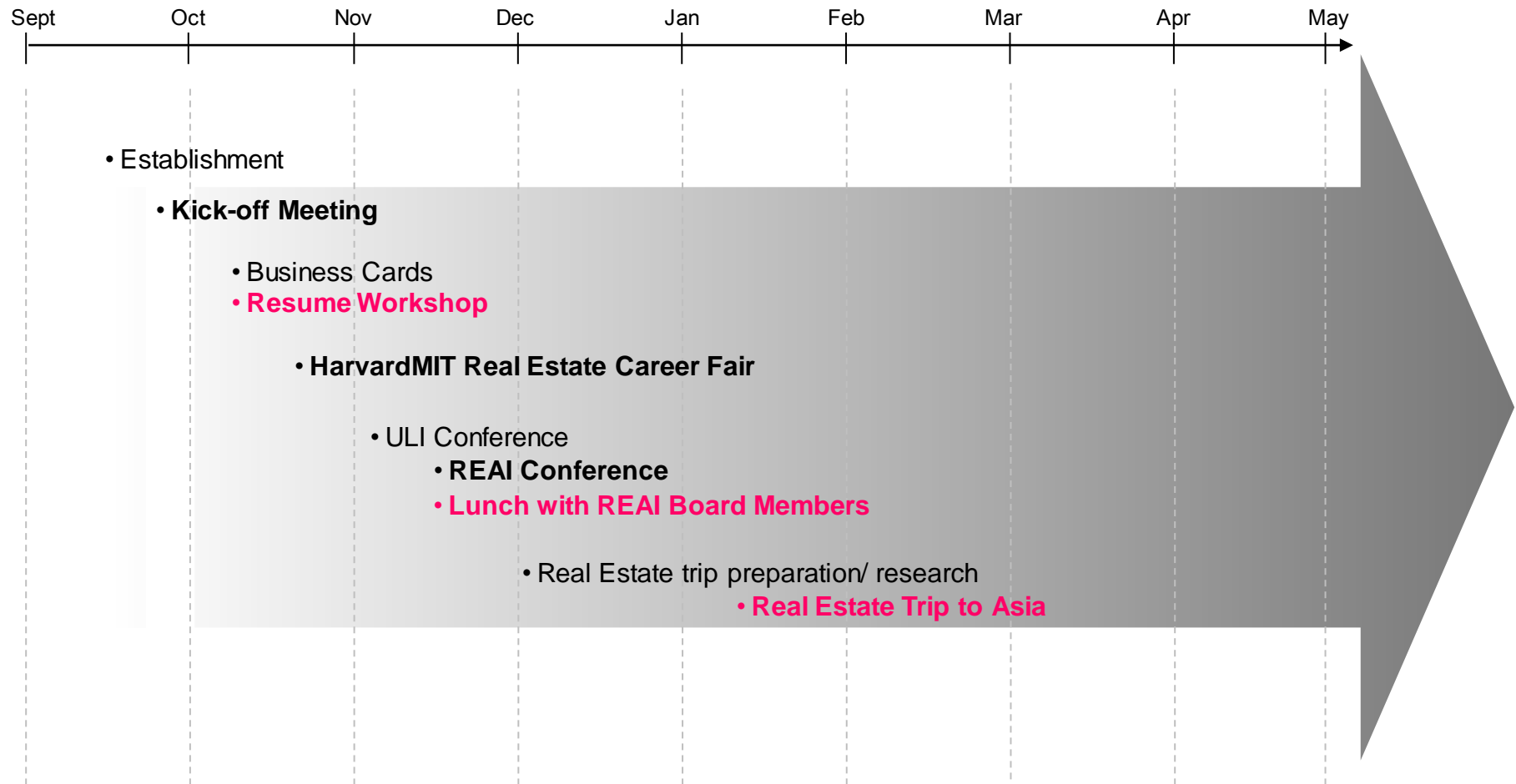
ADVISORY BOARD

\$50

- Special membership (advisory board) is for people who are dedicated to contribute their knowledge and talent to create better AREA. You get exclusive information, experience and **priority for all of our events.**
- **Student representative of YREAI**

IV. AGENDA

Our agenda is to prepare the AREA members the most for the official networking opportunities.



IV. AGENDA

Asian Business Cards.

ENGLISH-
KOREAN
VERSION



HARVARD UNIVERSITY
GRADUATE SCHOOL OF DESIGN

Hazel Hee-young Cho

Real Estate, MDesS Candidate

Phone +1. 617. 949. 0534
Email hcho@gsd.harvard.edu
Address 10 Akron St. #411
Cambridge, MA 02138



HARVARD UNIVERSITY
GRADUATE SCHOOL OF DESIGN

조희영

하버드 대학교 부동산 석사 과정 재학생

Phone +1. 617. 949. 0534
Email hcho@gsd.harvard.edu
Address 10 Akron St. #411
Cambridge, MA 02138

ENGLISH-
SIMPLIFIED CHINESE
VERSION



HARVARD UNIVERSITY
GRADUATE SCHOOL OF DESIGN

Chris ChengHe Guan

Master in Design Studies, Candidate

Phone +1. 443. 824. 9247
Email cguan@gsd.harvard.edu
Address 48 Quincy Street,
Cambridge, MA 02138



哈佛大学
建筑设计学院

关成贺

硕士学位候选人

Phone +1. 443. 824. 9247
Email cguan@gsd.harvard.edu
Address 48 Quincy Street,
Cambridge, MA 02138

ENGLISH-
TRADITIONAL CHINESE
VERSION



HARVARD UNIVERSITY
GRADUATE SCHOOL OF DESIGN

Andy Wu

Master in Design Studies, Candidate

Phone +1. 408. 406. 7809
Email awu@gsd.harvard.edu
Address 48 Quincy Street,
Cambridge, MA 02138



HARVARD UNIVERSITY
GRADUATE SCHOOL OF DESIGN

吴彦

哈佛大学房地产金融研究
硕士学位候选人

Phone +1. 408. 406. 7809
Email awu@gsd.harvard.edu
Address 48 Quincy Street,
Cambridge, MA 02138

IV. AGENDA

Resume & cover letter workshop

SCHEDULE:

1. Provide Cover letter samples with pointers
2. Provide Resume samples with pointers
 - Real Estate Development Sample Resumes
 - Real Estate Investment Sample Resumes
3. 1-on-1 Resume critique
4. Q & A

CRITICS:

Position	Career Path
Portfolio Manager	Architecture -> Masters in RE -> Real Estate Investment
Project Manager	Architecture -> Masters in RE -> Real Estate Development
Professor / Career Counselor	Harvard Business School Professor/ Career Service
Harvard Law School student	Engineering -> Harvard Law School -> Investment Bank

V. REAL ESTATE TRIP_PAST

Presentation of the trip in November 2010



Harvard • MIT Real Estate Trip

NOVEMBER 2010



The Blackstone Group®



JPMorgan



新鴻基地產
Sun Hung Kai Properties

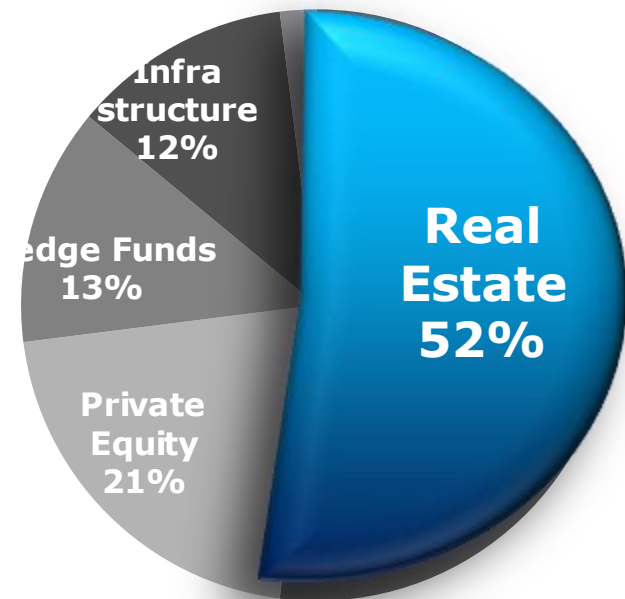
V. REAL ESTATE TRIP_PAST

Presentation of the trip in November 2010

Distribution by Asset Class

Asset Class	Pension AuM	Average	Number of Funds
Real Estate	424,917	11,484	37
Private Equity FoF	168,670	6,024	28
Fund of Hedge Funds	104,140	4,959	21
Infrastructure	99,165	11,018	9
Commodities	20,198	4,040	5
Total	817,090	8,171	100

USD Millions



V. REAL ESTATE TRIP_PAST

Presentation of the trip in November 2010

Top 20 Asset Managers Ranking					
Position	Name of parent organization	Main country of domicile	Pension AuM (USD Million)	Total AuM (USD Million)	Asset class
1	Macquarie Group	Australia	51,632.00	92,671.00	Infrastructure
2	ING Real Estate Investment Management	Netherlands	32,363.50	92,692.60	Real Estate
3	JP Morgan Asset Management	United States	27,771.50	32,431.50	Real Estate
4	AEW Capital Management, LP	United States	26,003.00	42,915.70	Real Estate
5	Morgan Stanley	United States	25,759.00	64,419.00	Real Estate
6	CB Richard Ellis Investors	United States	24,850.00	34,716.00	Real Estate
7	LaSalle Investment Management	United States	23,670.00	39,900.00	Real Estate
8	RREEF Alternative Investments	United States	23,339.02	53,883.49	Real Estate
9	HarbourVest Partners, LLC	United States	21,002.10	31,924.60	Private Equity FoF
10	Prudential Financial, Inc	United States	20,884.20	22,878.00	Real Estate
11	Principal Global Investors	United States	19,049.00	33,034.10	Real Estate
12	Brookfield Asset Management, Inc	Canada	18,520.26	26,403.57	Infrastructure
13	Heitman	United States	18,457.10	24,245.20	Real Estate
14	UBS Global Asset Management, Global Real Estate	United States	17,517.90	54,144.10	Real Estate
15	Invesco, Ltd	Bermuda	16,883.60	26,283.90	Real Estate
16	Pantheon Ventures, Ltd	United Kingdom	16,841.90	22,004.80	Private Equity FoF
17	Credit Suisse Asset Management, LLC	United States	15,306.52	30,791.02	Private Equity FoF
18	Blackstone Alternative Asset Management, LP	United States	14,298.00	27,100.00	Fund of Hedge Funds
19	Adams Street Partners, LLC	United States	14,161.70	18,434.20	Private Equity FoF
20	BlackRock, Inc.	United States	13,552.40	18,100.00	Real Estate

V. REAL ESTATE TRIP_PAST

Presentation of the trip in November 2010

Top 21 PERE Ranking

2010 Rank	Name of parent organization	Headquarters	Capital Raised (USD Billion)	2009 Rank
1	The Blackstone Group	New York	24.05	1
2	Morgan Stanley Real Estate Investing	New York	19.15	2
3	Tishman Speyer	New York	13.62	8
4	Goldman Sachs Real Estate Principal Investment Area	New York	13.58	3
5	Colony Capital	Los Angeles	10.43	4
6	LaSalle Investment Management	Chicago	9.48	7
7	Beacon Capital Partners	Boston	9.40	5
8	The Carlyl Group	Washington DC	8.80	9
9	MGPA	London	7.60	11
10	Lehman Brothers Real Estate Private Equity	New York	7.15	6
11	CBRE Investors	Los Angeles	6.47	12
12	Westbrook Partners	New York	6.13	10
13	Starwood Capital Group	Greenwich, CT	5.91	30
14	AREA Property Partners	New York	5.72	13
15	Prudential Real Estate Investors	Parsippany, NJ	5.48	15
19	Hines	Houston	4.26	20
20	Lubert-Adler Real Estate	Philadelphia	4.18	16
21	RREEF Alternative Investments	New York	4.05	18

V. REAL ESTATE TRIP _PAST

Participants

Name	School	Degree_Major	Phone Number	Email Address	Duration	Accommodation
Andy Wu	Harvard	MDesS_ Real Estate	+1 408 406 7809	awu@gsd.harvard.edu		Lan Kuwai Fong Hotel
Hee-young Cho	Harvard	MDesS_ Real Estate	+1. 617 949 0534 +82 10 4004 9284	hcho@gsd.harvard.edu	Tuesday 11pm – Friday midnight	Lan Kuwai Fong Hotel
ChengHe Guan	Harvard	MDesS_ Urbanization	+1 443 824 9247	cguan@gsd.harvard.edu		Lan Kuwai Fong Hotel
Ken Yip	Harvard	M.Arch I	+1 212 960 3433 +86 1582 110 0930	kyip@gsd.harvard.edu	Tuesday 11am – Friday 8pm	Wifi Hotel
HyunJi Ryu	Harvard	M. Arch I	+82 10 4996 7723 +1 617 852 6691	hyr550@mail.harvard.edu	Tuesday 9pm – Friday midnight	Lan Kuwai Fong Hotel
Zheng Chang	MIT	DDesS	+85 7928 5519	zchang0413@gmail.com		
Sunghoon Yoon	MIT	MSRED	+1 617 285 9231	sunghoon@mit.edu	Wednesday 11pm – Saturday night	
Min Liang	MIT	MSRED	+1 617 963 9651	liangm@mit.edu		
Simon Chow	MIT	MS in Management Studies	+1 617 586 6380 +852 6532 4984	Simon.chow@sloan.mit.edu	Tuesday - Friday	Home

V. REAL ESTATE TRIP _PAST

Finalized itinerary

Hour	Tuesday	Wednesday	Thursday	Friday
9:00			LaSalle Investment Suite 2202, 22 ^樓 No.9 Queen's Road Central	
10:00				CBRE Investors 8 Connaught Place, Suite 4001, Central
11:00				
12:00				JP Morgan
1:00				
2:00			RREEF Level 52, Int. Commerce Center 1 Austin Road West	The Blackstone Group Suite 901, 9 th Floor Two Int. Finance Center 8 Finance Street, Central
3:00		Sun Hung Kai 45F Sun Hung Kai Center 30 Harbor Road Wanchai		
4:00				
5:00				
6:00	DINNER at YungKee +852 2522 1624 32-40 Wellington St		ULI/MIT MIXER	
7:00				

V. REAL ESTATE TRIP_PAST

Research of visiting companies divided among participants_ December 2010

JP Morgan

Profile:

- J.P. Morgan Asset Management is asset management division of JPMorgan Chase & Co.
- Global network of over 675 investment professionals
- Located in some 47 locations worldwide
- Assets under supervision of \$1.8 trillion

About J.P. Morgan Asset Management – Global Real Assets

J.P. Morgan Asset Management – Global Real Assets has approximately \$46.9 billion in real estate and infrastructure assets, as of September 30, 2010. With a 40-year history of successful investing and a staff of 362 professionals, J.P. Morgan Asset Management – Global Real Assets identifies, analyzes, negotiates, acquires, develops, redevelops, renovates, operates, maintains, finances and sells assets, on behalf of its clients.

J.P. Morgan Asset Management's broad investment capabilities and framework for analyzing opportunities in today's complex real estate and infrastructure markets provide critical insights for its institutional clients in both the public and private markets.

Recent news & transactions:

- J.P. Morgan Asset Management enhances Global Real Assets capability

J.P. Morgan Asset Management(Hong Kong) has announced the appointment of Tyler Goodwin as a Managing Director for its Global Real Assets (GRA) team. This hire represents a significant addition to the already highly skilled and accomplished GRA team.

- Real Estate teams established in France and Germany

- JPMorgan Asian Infrastructure & Related Resources Opportunity Fund Raises \$858.6 Million

- Gold Standard Awards (UK) (November 2010)

• Based on U.S. institutional, tax-exempt assets managed internally, in millions, as of Dec. 31, 2009 J.P. Morgan Asset Management is ranked:

- No. 1 – Managers of real estate equity
- No. 1 – Managers of infrastructure funds

- The Asset Triple A Investment Awards 2010 (October 2010)

Asset Management Company of the Year, Asia, J.P. Morgan Asset Management
Asset Management Company of the Year, Hong Kong, J.P. Morgan Asset Management

JP Morgan(cont'd)

Investment Strategies:



Successful investing is driven by insight into opportunities, markets and portfolio strategies.

Real Estate & Infrastructure

As one of the industry's premier real estate and infrastructure investment managers, we partner with our investors to achieve their long-term investment objectives through an expanding global platform of innovative offerings.

Our global network of 373 investment professionals* blends diverse knowledge and experience, and has demonstrated the ability to achieve results. J.P. Morgan Asset Management-Global Real Assets meets the full complement of our clients' investment needs.

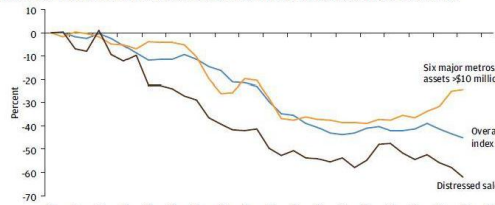


JP Morgan(cont'd)

Respected authority: With \$43 billion(as of Sep.30, 2009) in real assets under management and 39 years of investment experience, we are a trusted advisor to some of the world's most respected corporations, governments, institutions and high net worth investors.

JP Morgan Report(2010 4Q): Why Real Estate Now

EXHIBIT 1: CHANGE SINCE OCTOBER 2007, MOODY'S COMMERCIAL PROPERTY PRICE INDEX



We think the opportunity for investors to access distressed pricing for assets with low occupancy or other fundamental problems will certainly extend through 2011. But, the waning growth in distress and incremental improvements in the U.S. economy suggest that the best vintage years may not last as long as some believe. Additionally, higher risk real estate strategies take longer to execute and getting their timing right is more important than it is for core real estate. With opportunities to invest in distressed assets starting to appear, it makes sense to start thinking about how to allocate to the space.

Source: Geltner & Associates, Moody's, RCA, J.P. Morgan.

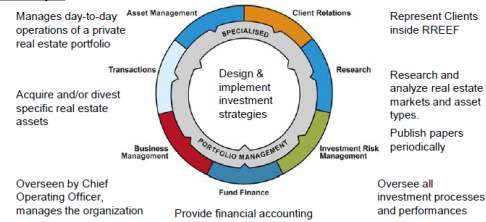
Six major metros = New York, Washington, San Francisco, Boston, Los Angeles, Chicago.

RREEF

Profile:

- Real estate investment management business of Deutsche Bank's Asset Management Division
- Specialize in management of institutional investment accounts for pension funds, insurance companies, endowments, foundations, and government investors
- Advise on cross-border investment strategies for clients seeking a comprehensive exposure to international real estate markets
- Business units: Private Real Estate, Opportunistic Real Estate Investments, and Global Securities

Work scope:

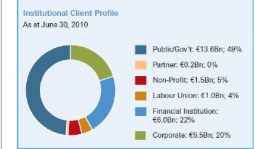


Portfolio:



Assets by Investment Style
Assets under management as at June 30, 2010
Figures below in € billions

Risk	North America	Europe	Asia Pacific	Total
Core	12.0	6.6	0.6	19.5
Core Plus	1.0	2.7	0.7	4.5
Opportunistic	0.7	3.7	0.1	4.5
Securities	8.4	0.7	1.6	7.7
Value Added	2.3	3.1	0.4	5.9
Total	21.5	16.1	3.4	41.0



V. REAL ESTATE TRIP _PAST

Evidence



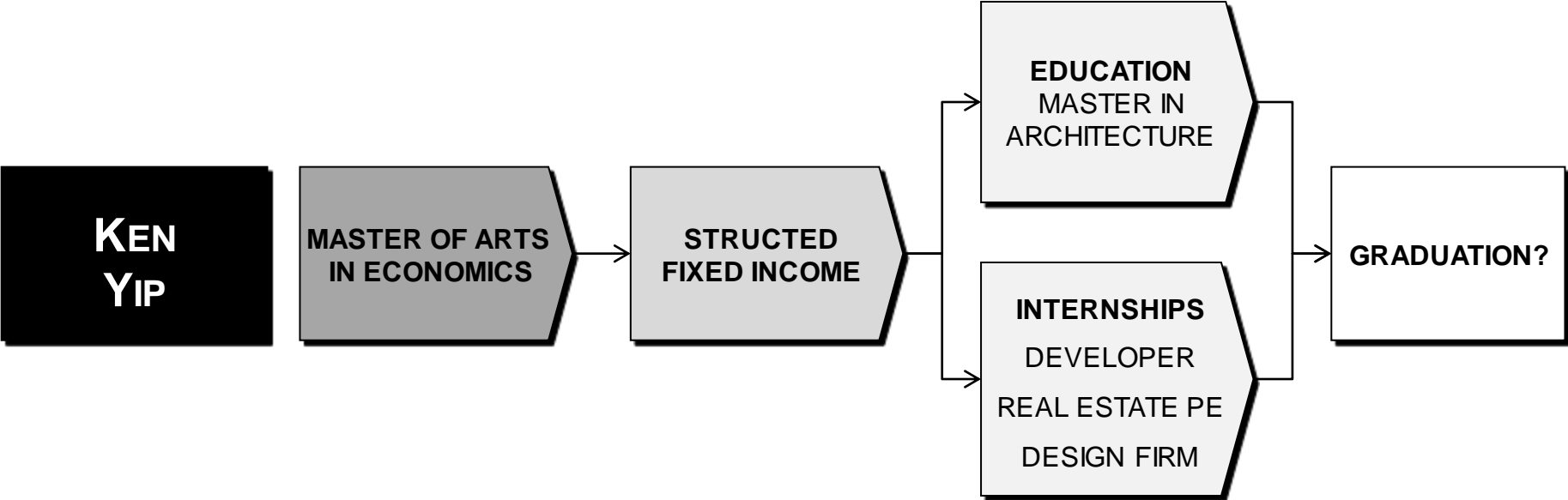
V. REAL ESTATE TRIP _PAST

Evidence



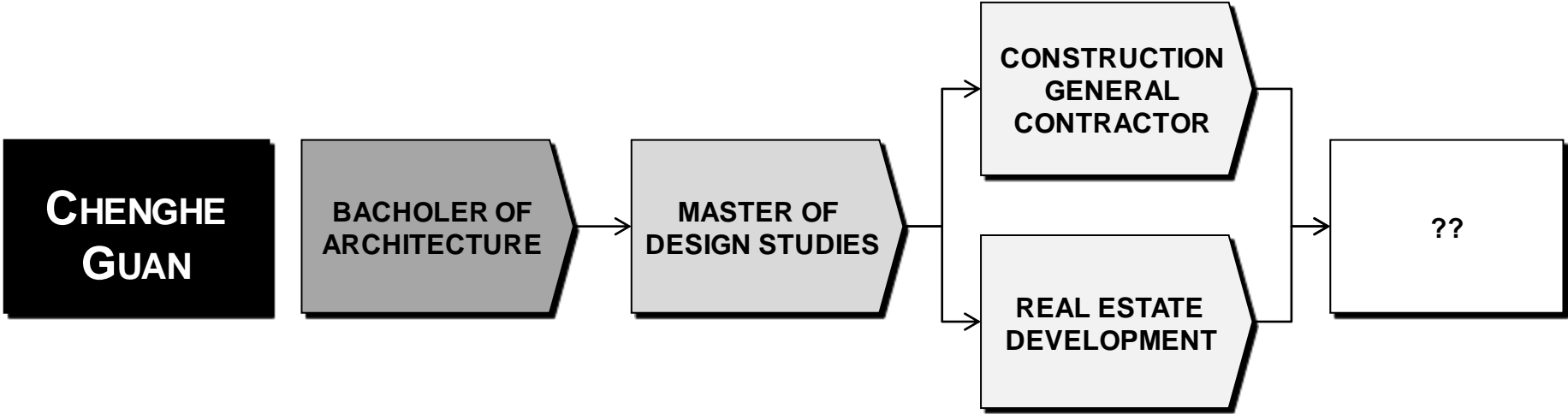
VI. SUMMER EXPERIENCE

Ken Yip



VI. SUMMER EXPERIENCE

ChengHe Guan

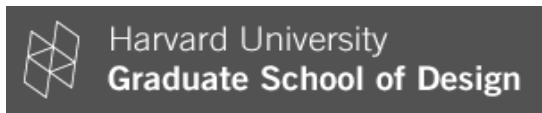


SUN HUNG KAI PROPERTIES

SEPTEMBER 30TH, 2011

Building Homes with Heart

A long standing commitment to building ideal homes



BUILDING HOMES WITH HEART

- Sun Hung Kai Properties Limited ("SHKP") was publicly listed in 1972 and is now one of the largest property companies in Hong Kong.
- specializes in developing premium-quality residential projects, offices and shopping centers



BUSINESS STRUCTURE

HONG KONG

Property Development

- 12.9 million sq.ft. under development for sale
- Over 26 million sq.ft. of agricultural land (site area)

Property Investment

- 27.7 million sq.ft. of completed investment properties
- Another 3.6 million sq.ft. of investment properties under development

Property Related Businesses

- Hotels
- Property management
- Construction
- Insurance and mortgage services

Telecommunications & Information Technology

- Mobile telephone services
- Data centres and IT infrastructure

Infrastructure & Other Businesses

- Transport infrastructure operations and management
- Port Business
- Air transport and logistics business

MAINLAND CHINA

Property Development

- 78.6 million sq.ft. under development

Property Investment

- 7.5 million sq.ft. of completed investment properties

Summer Internship

- Sun Hung Kai Properties Limited recruits summer interns from top Hong Kong Universities as well as top US Universities
- Students with international background and interested in Hong Kong and China markets



Full Time Job

- Values: quality development and comprehensive service, transparency
- Developing people: staff training courses, seminars and workshops on professional skills, languages etc.
- Work-life Balance: Opportunities in a variety of locations



Projects I worked on/ visited

- Coordination with design team: KPF, Benoy, engineers
- Work closely with Marketing and Sales
- Research opportunity: Kingkey 100, Guangzhou Western Tower



Activities

- Volunteer Team
- Charity
- SHKP-Kwoks' Foundation
- Continuous Learning



Career Development

- Trainee Program, Mentoring Program
- Multiple Locations



2011		2012										
JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	
Orientation in Local Mainland Office (2 months)	Company Orientation (2 weeks)	Training in Mainland Office						Attachment in HK Office*				
		To learn mainland office practices and develop the required functional competency to take up the future role						To learn headquarter practices and leverage the skills in local mainland office				
To familiarize the operations of all sections, departmental culture and different levels of jobs		Work-related Skill Training										
		To acquire the necessary skills to help perform the host function job effectively										
								Graduation Project				
								Independent graduation project to demonstrate overall competence				
JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	
2011		2012										



Hong Kong

- A fun place to live
- A fun place to work
- Commute, friends, opportunities



VII. REAL ESTATE TRIP_ FUTURE

- Who are we going to visit?
- When are we going?
- How many students will get a summer internship or a full time job?



VII. REAL ESTATE TRIP_ FUTURE



**WE
WANT
YOU**

Thank you.