ULI Learning:
Fundamentals of Real Estate Development and Finance
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Asia Pacific

Programme Overview
ULI Learning: Fundamentals Course is a two–day interactive and collaborative course that explores the fundamentals of commercial real estate development and finance. Aimed at real estate professionals with a basic understanding of development and finance, the course explores the real estate process primarily from the viewpoint of developers and equity investors, addressing critical issues ranging from acquisition, design, asset management, and disposition to key aspects of equity and debt financing. Environmental, social, and governance (ESG) issues are also covered as a means to cut costs, boost sustainability, and create long–term value.

The course begins with an overview of both physical and financial aspects of local and global commercial real estate markets, highlighting critical supply and demand factors relating to individual assets and asset classes. Participants will also learn capital markets valuation techniques, financial modelling basics, research analysis, and presentation formats for analytical investment purposes, together with an overview of emerging trends in development and finance.

A critical component of the course will be a group assignment to develop a comprehensive investment analysis using materials learned in class. This will then be presented to a mock Investment Committee comprised of expert industry practitioners from the ULI network. Participants will work together to present and analyse a hypothetical real estate opportunity in a setting that duplicates real–world analysis and application.

The course will be taught through a combination of presentations, case studies, interactive exercises, and small group discussions. In addition, senior–level guest lecturers from the ULI network, will provide further on–the–ground insights to build on the themes and materials discussed.

Programme Objectives
- Identify research data for the purpose of development and investment analysis
- Learn to interpret and analyse the real estate cycle
- Understand real estate sectors and identify their main attributes
- Using basic and advanced Excel formulas, construct financial models and evaluate outcomes
- Identify and assess real estate investment risk
- Examine the impact of ESG issues on the built environment
- Understand the formation of joint ventures
- Prepare and present an investment opportunity to a mock Investment Committee
- Network with practitioners in real estate and finance sectors

Programme Contents
The course will cover both real estate and financial components, focusing on applicable and practical outcomes.

- The Role of the Finance and Development Professional
- ULI Case Studies
- Real Estate Development Cycles and Process
- Exploring Investment Strategies
- Emerging Trends in Real Estate
- Understanding Asset Classes
- Primer on Capital Markets
- Deal Sourcing & Structuring
- Principles of Responsible Investment / ESG
- Financial Analysis of Real Estate Assets
- Macro and Microeconomic Analysis
- Presentation Techniques

Who Should Attend
This course is designed for professionals with a basic understanding of the real estate sector who are looking to enhance their knowledge of key concepts and emerging trends needed to assess the viability of real estate investments and developments. In particular, real estate owners and managers / developers / investors / commercial brokers / entrepreneurs / government agencies / lawyers / finance professionals.

Schedule
The Programme will be conducted as follows:

23–24 April 2020 (Thursday to Friday)

Day 1: 8:30 am to 5:00pm
Day 2: 8:30 am to 5:00pm

Programme Fee
ULI Member: US$500
Non–Member: US$700

The fee covers tuition, meals, materials, and certificate

For inquiries and reservations, please contact: asiapacific@uli.org
Eric Manuel

ULI Philippines Representative
Senior Manager, Investment & Asset Management
ARCH Capital Management

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BIO

Eric Manuel is a recognized industry leader and client-oriented professional with 15 years of global experience in real estate development & finance, technology, marketing, and consulting. Recognized thought-leader and speaker in the industry, covering topics related to design, sustainability, capital markets, health & wellness, and technology. He has been involved in various phases of real estate in several continents – development, construction financing, asset management, leasing, acquisition / dispositions, and capital restructuring – and all asset classes – office, retail, residential, land, and hotel.

AFFILIATIONS

- Philippines Representative – Investment & Asset Management, ARCH Capital
- Sustainability Committee – ARCH Capital
- Programs Chair, Urban Land Institute Philippines
- Project Manager, Futu/RE Summit (ULI Philippines)
- Project Manager, Sustainability & Resilience Summit (ULI Philippines)
- Adjunct Faculty (former) of Asian Institute of Management
- Lecturer (former) of Asia Pacific Real Estate Association (APREA)

EXPERIENCE

REAL ESTATE

- Provided strategic and capital advisory services to leading global and local organizations requiring complex occupancy and investment services totaling over $15 billion of property value. Developed new products and services, and partnerships
- Pioneered the capital markets, research, and consultancy of a global brokerage firm to diversify the company’s service lines in the growing and competitive Philippine real estate market
- Launched the Urban Land Institute, the oldest and largest network of cross-disciplinary real estate and land use experts with 40k+ global members, in the Philippines in 2011. Advisor to the landmark publication “Ten Principles for the Sustainable Development of Metro Manila” and executed the inaugural Capital Markets Forum in 2018
- Lecturer for real estate finance and investments across Asia Pacific, and authored the handbook for the Certificate of Real Estate Investment Finance program of APREA, where members are the leading property investors, fund managers, financial institutions, developers and professionals in Asia Pacific

TECHNOLOGY

- Employee #4 in a leading crowdfunding real estate platform in the United States. Established relationships with developers requiring funding. Scaled and automated the process of sourcing and funding real estate investments
- Collaborated with a leading blockchain technology solutions company for tokenizing real estate assets in the Philippines
- Advised several start-ups in their early stages of growth. Provided relationships to partners and capital, and overall strategic guidance. Integral to the Pre-Series A raise of $2.1 million for Flyspaces, an Airbnb for office space in SE Asia
- Developed innovative solutions and products to deliver office-as-a-service to existing and new clients for a technology company. Worked closely with the Sales, Products, and Marketing teams
- Corporate Innovation Consultant to a leading systems integrator and fit-out service provider, created strategies and solutions around “Spaces + Services + Tech”. Focused on flexible workplace

PRESENTATION & RESEARCH

- Design Thinking: Office | Asia CEO Forum
- The Workplace of the Future | IBPAP
- Designing Health & Wellness | Asia CEO Forum
- Future Cities | A–Space
- Emerging Trends in Real Estate | ULI Philippines

EDUCATION

- MSc in Local Economic Development, The London School of Economics and Political Science, Honors
- B.A. in Economics, Binghamton University, Summa Cum Laude