



# Understanding Corporate Finance for Real Estate Profession

18 September 2020  
6:30pm - 9:30pm

Hong Kong



## Overview

For professionals in the construction or property industry the concepts and processes used by those in corporate finance may not be entirely familiar but may form a part of your everyday work.

Using a straightforward, jargon-busting delivery the world of corporate finance will be demystified. The focus will be on the financial objectives of companies, and the techniques they use to achieve those objectives. Real-life examples and case studies will be used to show why companies make the decisions they make.



## Trainer



### Ms. Stella Law

MRICS  
RICS Registered Valuer

Executive Director  
CHFT Advisory & Appraisal Ltd

Stella specializes in valuation of business and intangible assets with over 15 years' experience in the industry. She has extensive experience in all phase of M&A activities, from pre-IPO investment/pre-transaction analysis to due diligence negotiation process, as well as financial reporting process upon the deal completion for a wide range of industries. She has served the owners of small-to medium size privately held companies, listed companies and state-owned enterprises.

She often works with business owners' advisors such as financial advisors, sponsors, lawyers and auditors to develop optimal client solutions. Currently, business valuations is her primary focus, which are in compliance with listing rule and financial reporting purpose. Prior to founding CHFT Advisory & Appraisal, she was the co-founder of the valuation arm for a one of top-ten accounting firm in Hong Kong and Singapore; and formerly, she was leading a business valuation department for an S&P 500 company.



## Who is this course for?

This course is suitable for those with limited knowledge of corporate finance, who are working with companies involved in real estate capital transactions, or who need to understand the issues that companies face when making real estate decisions.

## Learning Objectives

After attending this programme, you will be able to:

Define the concepts of shareholder value and stakeholder value

Describe the purpose and processes of a flotation Initial Public Offering (IPO)

Understand the latest trend of IPO in Hong Kong

Describe the purpose and processes of corporate acquisitions and disposals

Apply the principles of corporate finance in determining appropriate capital structure in a range of circumstances

Demonstrate comprehension of the application of leverage to company and asset valuation

Interpret the jargon of corporate finance

Understand how COVID-19 affects investment activities

## Agenda

- Objectives of corporate finance, considering the roles of shareholders and other stakeholders
- Main activities within corporate finance: raising finance and investing capital
- Principles of capital raising: debt vs equity
- Debt finance: lending criteria for banks
- Debt structures and terms with particular reference to real estate
- Equity finance: private companies vs. public companies vs private equity backing
- Considerations and processes of stock market listing and secondary issues
- Brief overview of regulatory considerations
- Considerations and processes of private equity investment, including return analysis overview
- Corporate acquisition and disposal processes and financing
- Public takeovers and regulatory overview; the issues for real estate including valuation
- Current market issues will be discussed throughout
- Hong Kong market case sharing

# Understanding Property Finance for Real Estate Profession

Date: Friday, 18 September 2020

CPD: 3 hours

Format: Online training

Time: 6:30pm –9:30pm

To register, please complete this form and return it with payment to Mr Peter Au at +852 2116 9719 or email [pau@rics.org](mailto:pau@rics.org)

## Delegate fees Please select one of the following:

	Price
RICS Member	<input type="checkbox"/> \$1,000
Non-Member	<input type="checkbox"/> \$1,500
<b>Special discounted rate for members of supporting organizations</b>	<b>\$1,000</b>

## Delegate information

Surname \_\_\_\_\_

Given name \_\_\_\_\_

RICS membership No. \_\_\_\_\_

APC trainee membership No. \_\_\_\_\_

Non-member \_\_\_\_\_

Company \_\_\_\_\_

Position \_\_\_\_\_

Correspondence Address \_\_\_\_\_

\_\_\_\_\_

Mobile \_\_\_\_\_

(For use in an emergency on the day of the event)

Email \_\_\_\_\_

(Please write your email clearly)

## Data protection

RICS will always make sure you receive compulsory communications such as those relating to the administration of your membership, renewal notices, regulation and conduct, practice and guidance notes and AGM information.

Furthermore, RICS would like to use the contact details that you have provided to us in relation to the communications described below (including by email/ telephone, where appropriate). Please tick the relevant boxes below:

If you do not wish to receive additional communications from RICS about membership and the profession, tick here

If you do not wish to receive additional communications from RICS about RICS conferences, events, products, services and training (some of which may complement your CPD requirements), tick here

If you do not wish to receive additional communications from RICS detailing offers from third parties with whom we have negotiated special deals for members\*, tick here

RICS would like to pass your details (including email address and phone number) to selected third parties pre-approved by RICS so that they can let you know from time to time about their offers, products and services. Please tick here if you do wish to receive communications from these third parties by email, by post and by phone

Signed \_\_\_\_\_

Date \_\_\_\_\_

## Terms and Conditions

- The organiser reserves the right to cancel or reschedule the function at its discretion
- Applicants will only receive an e-mail notification from the RICS office to confirm their registration status. Should you not received an e-mail confirmation prior to the event, you are advised to call the RICS office at +852 3759 4105 to inquire about the status of your registration
- No refund is made for cancellation or "no show" but a substitute delegate may be permitted, please inform RICS at least one day prior to the event
- In the event a Typhoon Signal No. 8 or above or Black Rainstorm Warning being hoisted, the event will be postponed and details will be announced in due course. Should the aforesaid warnings be lowered before 12:00 noon on the date of event, the event will proceed as scheduled
- Seat(s) will be confirmed upon receipt of completed registration form and payment
- Please ensure the exact amount is deposited as no change or refund will be provided
- Separate payment cheque should be prepared for individual event
- Incomplete and incorrectly completed registration form will not be processed
- Attendance certificate and receipt will be emailed to participants within 10 working days after the event. Please inform RICS immediately if you do not receive the relevant documents within the said period. Any requests made 30 days after the event will not be accepted.
- CPD is an essential part of being a professional. All RICS members are required to complete and register for a minimum of 20 hours of CPD online each year.

## Methods of payment

### 1. By cheque

Please mail a crossed cheque made payable in Hong Kong dollar to "RICS International Ltd" together with the completed registration form to Mr Peter Au at Room 3707-09, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong.

### 2. By bank deposit

Please deposit to the following bank account and fax the deposit slip along with the completed registration form at fax no.: 2537-2756.

Payee: RICS International Ltd

Name of bank: The Hongkong and Shanghai Banking Corporation Limited

Account no: 5417-5874-4002

### 3. By online registration

Please submit your online registration at our RICS website: [rics.org](http://rics.org)