

SEMINAR SERIES:

# RAISING FOREIGN CAPITAL FOR U.S. REAL ESTATE

NOVEMBER 16<sup>TH</sup>, 2016 | NEW YORK

KEY TOPICS TO BE COVERED INCLUDE:

SEMINAR A:

### Regulatory Updates and Types of Foreign Direct Investment

- Overview of the impact of FIRPTA and overseas regulations
- A look at international geopolitical concerns impacting foreign investment opportunities within the US
- The long term impact and sustainability of this increase of foreign investment

SEMINAR B:

### Understanding the International Investor Perspective

- Target markets, geographies, and investment types overseas investors are looking for
- Finding an investment partner and building these relationships
- Expected market shifts and volatility in 2017

SEMINAR C:

### Strategies for the Unique Challenge of EB-5 Funding

- Utilizing EB-5 capital for your own project
- Fee structures, flexibilities, and complexities of EB-5 capital
- The future of foreign capital affordability, and the political outlook on EB-5

MEDIA PARTNERS:



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## ABOUT THE SEMINAR:

As geopolitical concerns develop and spread volatility around the globe, US real estate is becoming an increasingly attractive asset class for international investors. iGlobal Forum is pleased to announce our upcoming seminar, **Raising Foreign Capital for US Real Estate**, taking place in New York on November 16<sup>th</sup>, 2016, bringing together foreign investors and US asset managers and developers looking to raise capital and discuss available investment opportunities. Foreign direct investment has skyrocketed over the last several years, with the expectation that outside investment will double once again by 2020. These unmatched numbers of investments coming into the US from all over the world are pushing constant shifts in regulations, requiring both sides to keep up with compliance in FIRPTA and EB-5. International REIT investments are now becoming profitable through new tax exemptions, and as these investment types become available, asset managers have more options to attract foreign investors to their projects and find returns. This event will provide an intimate discussion and networking-focused environment, bringing together senior level representatives from: *international pension funds, foreign HNWI's, asset managers, private equity firms, REITs, regional centers, real estate developers, government agencies, law firms, and EB-5 consultants and agents.*

## SPEAKERS:



**Phil Cohen**  
Founder & President  
STRATEGIC ELEMENT INC.



**Adam Greene**  
President  
LIVE IN AMERICA



**Abteen Vaziri**  
Director  
GREYSTONE



**Remy Raisner**  
Founder & CEO  
PROTEUS CAPITAL MANAGEMENT



**Kamil Homsy**  
President  
GLOBAL REALTY CAPITAL



**Wendy Craft**  
Chief Operating Officer  
FAVARA, LLC



**Jacky Teplitzky**  
Licensed Associate Real Estate Broker  
DOUGLAS ELLIMAN REAL ESTATE



**Nadia Di Carlo**  
President  
CENTRAL MANAGEMENT

WORKSHOP A 9:30 am to 11:30 am

## CAPITAL RAISING STRATEGIES AND THE LONG TERM REGULATORY IMPACT OF FOREIGN DIRECT INVESTMENT

### WHAT WILL BE COVERED:

This workshop will provide you with an introduction into different types of capital raises with overseas investors and break down compliance requirements brought on through new regulatory developments both domestically and internationally. Here we will cover:

- Overview of new regulatory changes impacting foreign direct investment (FDI) in US real estate
- Understanding the new developments in FIRPTA
  - Focus on: tax exemptions on REIT investments, withholding rate increase, regulations on foreign pension funds, and defining a “domestically controlled” investment
- A look at current geopolitical issues and the push for foreign investors into US real estate
- International volatility caused by Brexit and its connection to US real estate values
- The sustainability of the expected continued boom in foreign investment, and adjustments that need to be made to handle this growth

- Balancing the impact of foreign investment on local economies, and exploring where we are in the cycle comparatively to prior years
- Exploring the potential future of FDI given internal politics and the outcome of the tumultuous presidential election
- Compliance requirements outside of the US that impact foreign capital flows to US real estate

You will leave this session with an understanding of new strategies to be implemented for utilizing these regulatory developments to bring in new capital and the long term impact these investments will have on real estate and the economy. Here you will make new connections with experts throughout the industry, and ideas for how to expand your own internal business structures.



**Kamil Homs**  
President  
GLOBAL REALTY CAPITAL



**Wendy Craft**  
Chief Operating  
Officer  
FAVARA, LLC

WORKSHOP B 12:45 pm to 2:45 pm

## UNDERSTANDING THE INVESTOR PERSPECTIVE: IDEAL INVESTMENT TYPES, MARKETS & STRATEGIES

### WHAT WILL BE COVERED:

This workshop is designed to give US asset managers and developers an inside look into the mind of foreign investors. Here we will explore which geographies and asset classes are most attractive to investors outside of the US and expectations on returns and fee structures. We will cover:

- Understanding which countries are investing in the US and expectations on returns – comparing the needs of Chinese investors vs. the recent influx from Latin America
- Cultural differences in each of these areas affecting business relationships inside of the US
- How investors are choosing their investment sector, partner, and regional center
- Geographies and asset classes international investors have focused on over the last year, and what to expect for positive returns in 2017
- Opportunities across investment types and structures – focus on: separate accounts, direct investments, closed-end vs. open-end funds
- Underwriting criteria investors use for choosing their investment: total return vs. income

- Discover if there is a potential shift from class A to class B properties, and if the focus will move from commercial to residential real estate
- Potential opportunities in niche sectors and the new interest in student housing vs. luxury housing
- The potential for volatility in US commercial real estate in 2017 and pricing expectations

You will leave this session with a new understanding for what overseas investors are looking for, investment types and strategies available, and invaluable contacts for potential future business endeavors as we bring together all sides of the investment process.



**Remy Raisner**  
Founder & CEO  
PROTEUS CAPITAL  
MANAGEMENT



**Nadia Di Carlo**  
President  
CENTRAL  
MANAGEMENT

WORKSHOP C 3:00 pm to 4:30 pm

# UNDERSTANDING & UTILIZING THE PROCESSES AND STRATEGIES WITH EB-5 CAPITAL

## WHAT WILL BE COVERED:

This workshop will give you a step-by-step look into the unique and complex process of EB-5 funding and provide you with the background necessary to implement this type of capital raising for your own projects. We will take a look at:

- The process and steps for raising capital under the EB-5 program
- Capital planning and investment structure
- Understanding the real cost of EB-5 and the fee structures associated with the program
- Finding an affordable regional center, and the pros and cons of creating your own
- Connecting with investors and building relationships in a crowded marketplace
- Challenges for new developers looking to attract foreign capital, and the added complexities of EB-5 comparatively to non EB-5 investments
- The long term impacts of fraud allegations within the EB-5 program and processes for remaining compliant within your own structure

- Guidelines put in place by the SEC and future regulations on EB-5 funding
- Controversy over backlog of investors in China and minors acting as EB-5 applicants
- Recent program changes and those under discussion to affect the future of the program

This in-depth discussion on the EB-5 processes will give you a full understanding of this form of funding and the best practices on how to apply it to your own business model. We will bring together leaders in the industry to give you both an inside look at this strategy and new contacts for your next project.



**Phil Cohen**  
Founder & President  
**STRATEGIC ELEMENT INC.**



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Director  
**GREYSTONE**



**Jacky Teplitzky**  
Licensed Associate Real Estate Broker  
**DOUGLAS ELLIMAN REAL ESTATE**

## VENUE AND ACCOMODATION

### THE WALDORF ASTORIA

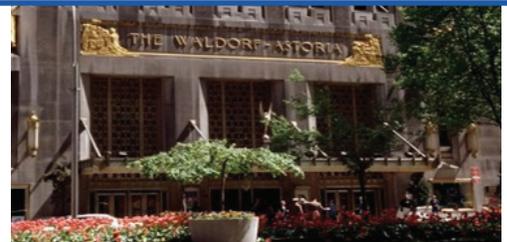
301 Park Avenue, New York, NY

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<http://www.waldorfnewyork.com>

iGlobal Forum is pleased to be hosting the upcoming Summit at the world-renowned Waldorf Astoria in New York. The Waldorf stands as a unique dining destination, with four distinctive restaurants, three lounges, and of course, 24-hour room service. Hotel guests are encouraged to explore the hotel, a New York City landmark, considered an extraordinary living Art Deco museum.

To secure a reservation under the event room block, please call 1-877-GroupWA and mention the code **GLO** to receive the special rate. Please note that the deadline for all reservations is November 1st, 2016.



## NETWORK WITH LEADING:

- International Investors
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# RAISING FOREIGN CAPITAL

## FOR U.S. REAL ESTATE

NOVEMBER 16<sup>TH</sup>, 2016 | NEW YORK

### EASY TO REGISTER:

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Workshop A  Workshop B  Workshop C  Full Workshop Pass

I cannot attend, but please keep me informed of all future events.

I am interested in speaking opportunities, sponsorships and exhibiting at the event.

### REGISTER BY

### INDIVIDUAL WORKSHOP

### FULL WORKSHOP PASS

September 15, 2016

\$249

\$599

October 5, 2016

\$299

\$699

October 31, 2016

\$349

\$799

November 16, 2016

\$399

\$899

### Terms and Conditions

#### Payment Policy

- Payment is due in full at the time of registration and includes lunches, refreshments and detailed conference materials.
- Your registration will not be confirmed until payment is received and may be subject to cancellation.

#### iGlobal Forum Cancellation, Postponement and Substitution Policy

- You may substitute delegates at any time. iGlobal Forum does not provide refunds for cancellations.
- For cancellations received in writing more than seven (7) days prior to the conference you will receive a 100% credit to be used at another iGlobal Forum conference for up to one year from the date of issuance.
- For cancellations received seven (7) days or less prior to an event (including day 7), no credit will be issued. In the event that iGlobal Forum cancels an event, delegate payments at the date of cancellation will be credited to a future iGlobal Forum event. This credit will be available for up to one year from the date of issuance.
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- iGlobal Forum is not responsible for any loss or damage as a result of a substitution, alteration or cancellation/postponement of an event. iGlobal Forum shall assume no liability whatsoever in the event this conference is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this conference impracticable or impossible. For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, labor strike, extreme

weather or other emergency.

- Please note that speakers and topics were confirmed at the time of publishing, however, circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, iGlobal Forum reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated on our web page as soon as possible.

#### Discounts

- All discounts must require payment at time of registration and before the cut-off date in order to receive any discount.
- Any discounts offered whether by iGlobal Forum (including team discounts) must also require payment at the time of registration.
- All discount offers cannot be combined with any other offer.
- To accommodate attorneys applying for CLE credits on this event, we offer discounted rates for specific salary ranges and areas of practice. Please see additional downloadable affirmation and registration form for rates and deadlines.