

The mission of the Urban Land Institute (ULI): Shape the future of the built environment for transformative impact in communities worldwide. ULI is an independent global nonprofit supported by members representing the entire spectrum of real estate development and land use disciplines.

Capital Markets Council Meeting

Wednesday 15 November 2023, 9:00am-12:00pm HKT Hong Kong

Council Leadership

Co-Chair: Bryan Southergill, Partner, Real Estate, Ares Management Co-Chair: Jon Tanaka, Senior Managing Director, Hines

<u>Agenda</u>

9:00am Light breakfast

Introductions and Discussion

Current Fundraising Environment in Real Estate Funds & Implications for Managers <u>Alfredo Lobo</u>, Partner, Hodes Weill & Associates

- 10:30am Group Discussion
- 11:15am Small Group Discussion
- 12:00pm Meeting Concludes