

Albert Tan and Taylor Wilson Speak at 2017 PERE Asia Summit

March 14, 2017 Albert Tan, Taylor Wilson

PRACTICES Real Estate, Private Equity

[Albert Tan](#) and [Taylor Wilson](#), partners at Haynes Boone, spoke at the recent PERE Asia Summit, considered the leading private equity real estate event in Asia.

Held in March at the Grand Hyatt in Hong Kong, the 2017 event brought together opinion leaders, fund managers and institutional investors from around the world.

Tan spoke on a panel that was focused on the 10th Anniversary of PERE Asia and invited panelists to discuss the most surprising, challenging and exciting developments for the real estate industry during that time. He also spoke about the evolution of the investor base over the last 10 years, including the growing diversity of limited partners and the usage of subscription financing by general partners.

Tan was joined on the panel by Jason Ng (the moderator), a partner at Baker & McKenzie; Goodwin Gaw, the chairman of Gaw Capital Partners; Mark Fogle, a managing director at Baring Private Equity Asia; Suchad Chiaranussati, a managing director at SC Capital Partners; and Alison Cooke, a managing director at Starr International Investment Advisors (Asia).

At the firm, Tan's practice focuses on capital commitment subscription financing, fund finance and foreign direct investments, with special attention on cross-border subscription financings in Asia, North America, Europe and Latin America. He also currently sits on the firm's board of directors and co-chairs both the Global Capital Commitment Financing Group and the International Practice Group.

Wilson moderated a panel that focused on the critical success factors for GP/LP working relationships. Among the issues that were covered: What is the fundraising landscape in 2017 and beyond? How can funds differentiate themselves to LPs? What are LPs really looking for in a manager? What are the critical factors for a successful GP/LP working relationship?

Panelists included: Richard Stacker, group executive-global investor relations at Charter Hall; Broderick Storie, a partner at PAG Real Estate; Ping Wong, senior vice president at Allianz Real Estate GmbH Asia Pacific Branch; and Wanshi Zheng, group head, investment management at CapitaLand.

Wilson chairs Haynes Boone's Investment Management Practice Group. He focuses his practice on corporate/securities, private equity, mergers and acquisitions and general corporate matters, and regularly advises investment advisers to both domestic and offshore funds with respect to fund formation and investment management activities.

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