Chazen Study Tour
Hong Kong & Shanghai
(Real Estate Focus)
March 11 – 18, 2018
Trip Organizers

Mandy Yeung (E’18)
Robin Lore (E’19)
Pat Banyatpiyaphod (X’18)
Tommy Chan (F’19)
Why Hong Kong & Shanghai?

• See the tremendous real estate boom in China

• Meet some of China’s most active developers and investors

• Visit the Shanghai Tower, the second tallest skyscraper in the world

• Understand what drives Hong Kong to be the most expensive housing market in the world

• Experience Chinese culture, history, and cuisine
Real Estate Company Visits

- Traveling with Executive-in-Residence, Leanne Lachman
- Visits with RE Private Equity firms, Development companies, Investment Management firms, Hospitality firms, and visit iconic real estate development projects
Select Company Wishlist

**Hong Kong**
- GAW Capital
- Dorsett Hospitality International
- Sun Hung Kai Properties
- Apollo
- MTR
- AEW
- Phoenix
- JLL

**Shanghai**
- Vanke
- UR Work
- Gensler
- Green Town
- SOM
- Cushman & Wakefield
The Peak

Tommy Chan
Victoria Harbour
Lantau Island
Ozone Bar (one of the highest in the world)
Lantau Island

Ozone Bar (118th floor bar)

Lan Kwai Fong
Food!!
Huang Pu River
Shanghai Tower
The Bund
Old Town
Nanjing Road
Shanghainese Food
Tentative Itinerary: March 11-18\textsuperscript{th}

**Hong Kong**
- March 11\textsuperscript{th} – Arrive in Hong Kong, The Peak
- March 12\textsuperscript{th}-13\textsuperscript{th} – Company visits, Nightlife
- March 14\textsuperscript{th} – Big Buddha, Flight to Shanghai

**Shanghai**
- March 15\textsuperscript{th} – Company visits, Shanghai Urban Planning Exhibition Hall,
- March 16\textsuperscript{th} – Company visits, Huang Pu River Night Cruise
- March 17\textsuperscript{th} – Shanghai City Tour
- March 18\textsuperscript{th} – Return to New York
Logistics

Total Estimate Cost: $1,900 - $2,000
Group of 30 students (including organizers + 2 '19 J-termers)

<table>
<thead>
<tr>
<th>Included</th>
<th>Not Included</th>
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<tbody>
<tr>
<td>Domestic airfare (HK→Shanghai)</td>
<td>International flights</td>
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<tr>
<td>Lodging (double occupancy)</td>
<td>Personal expenses</td>
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<td>Breakfasts, some lunches, and 1-2 dinners</td>
<td>Other meals/food</td>
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<tr>
<td>In-country travel costs (tour guides, translators, etc.)</td>
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<tr>
<td>Group tickets to cultural activities</td>
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<td>Gifts for company visits</td>
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Social Contract

Organizers, faculty, and students will establish a social contract prior to the trip. Common expectations within the contract are:

- You must attend the entire study tour
- Average of 3 company visits/tours per day. Trip will ensure enough leisure and cultural times.
- Meetings cannot be skipped. They are all mandatory.
- Respect for organizers, corporate hosts, and peers
- At least 5 minutes early for every meeting
Bidding

- Bidding Period: November 2nd, 2pm through November 13th, 4pm
- Bidding results will be available on November 14th by noon
- Successful bidders will have 48 hours to pay a $500 non-refundable deposit in order to secure their spots
- Unsuccessful bidders will be placed on a waitlist, based on the bid amount from highest to lowest. If a student gets a spot on the tour, he/she will be charged this bid amount
- No swapping is allowed
Tour Selection

• Only full-time MBA students without holds are allowed to attend; no significant others
• Selection through Chazen Bidding: http://chazentours.gsb.columbia.edu
• Students without any bid points can sign up for the first-come, first-serve no bid point waitlist, which opens on November 2\textsuperscript{nd} at 2 pm:
• \textbf{Must be a Real Estate Association (REA) Member}. Successful bidders will have to join the club in order to attend this trip
• Do not try to shadow this trip if you are not an official participant
Questions?

Please reach out to our student contact

Pat Banyatpiyaphod (X’18)

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