

DIPLOMA IN STRATEGIC REAL ESTATE MANAGEMENT

Strategy | Finance | Planning | Design | Valuation | Leadership





Learning Outcomes

- Understand Pakistan's real estate regulatory framework
- Learn the planning & development process for housing schemes
- Understand the design & development considerations in high rise buildings
- Learn the real estate financial planning, taxation & cash flow management
- Learn how to develop real estate feasibilities
- Learn to value real estate assets through multiple valuation methods
- Learn to form joint ventures, deals and contracts in the real estate
- Develop the understanding of Real Estate Investment Trusts (REITs)
- Understand affordable housing development
- Learn the impact of technology on the real estate industry
- Understand the ways to prevent the real estate project failures

Who Should Attend

- Real Estate industry Executives, CEOs, Administrators, Directors & Officials of:
 - ✓ Development & Housing Authorities
 - ✓ Regulatory Bodies & Government Institutions
 - ✓ Financial Institutions & DFIs
 - ✓ Real Estate Development & Construction Companies
- Real Estate industry CFOs, Planners & Finance Executives
- Executives in Banking, Housing Finance, AMCs & Organizations looking to deepen thier understanding of real estate industry
- Architects, Engineers, Town Planners & Project Managers
- Investors, Lawyers & Management Consultants
- Realtors, Brokers & Real Estate Agents
- Real estate industry Practitioners, Aspirants and University Students

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Program Contents

The diploma program is divided into 16 distinct learning modules covering the entire spectrum of real estate industry.

- Module 1** Introduction to Real Estate
- Module 2** Real Estate Regulatory Framework in Pakistan
- Module 3** Considerations in Land Development
- Module 4** Considerations in Buildings Development
- Module 5** Real Estate Financial Planning & Analysis
- Module 6** Sources of Capital for Real Estate Projects
- Module 7** Safegaurds in Real Estate Development
- Module 8** Why Real Estate Projects Fail?

- Module 9** Real Estate Valuation
- Module 10** Real Estate Investment Trusts (REITs)
- Module 11** Affordable Housing Development
- Module 12** Technology & Modern Trends in Real Estate
- Module 13** Marketing & Sales in Real Estate
- Module 14** Real Estate Project Management
- Module 15** Executive Decision Making Framework for Real Estate
- Module 16** Developing the Real Estate Projects Feasibilities

The program also includes multiple case studies, site visits, planning exercises & guest speakers sessions by the industry professionals.

Faculty



Muhammad Rizwan Khan, CFA (Lead Faculty)

Director & CEO, Alpha Hycon (Pvt) Limited

Muhammad Rizwan Khan, CFA is a real estate professional with extensive experience in strategy formulation for large scale real estate development and construction projects. His expertise includes financial modelling for real estate projects, joint venture formation, due diligence, escrow accounts, cash flow planning and financial analysis.

Muhammad Rizwan Khan is the Director & CEO of Alpha Hycon (Private) Limited, a real estate development company as well as the Director Advisory at Akseer Research. In the past, he has served as the Chief Investment Officer in DHA Karachi. During his tenure at DHA, he has played a key role in the conception and initiation of large scale land development and construction projects, revival planning and organizational strategy formulation. He has also provided consultancy for projects in DHA Islamabad, Army Housing Directorate, AWT and other developers.

Muhammad Rizwan Khan is the author of the book "Real Estate Development in Pakistan". The book is the first of its kind in Pakistan and discusses real estate development from planning, strategy, design, valuation and executive decision making aspects within the regulatory and operating environment of Pakistan.

Muhammad Rizwan Khan holds Chartered Financial Analyst designation from the CFA Institute, United States and is a member of the CFA Institute as well as CFA Society, Pakistan. He has completed Real Estate Management: Finance, Design and Leadership course from Harvard Business School, offered in collaboration with Harvard Graduate School of Design. He has completed various trainings and certifications including construction finance, financing and investing in infrastructure, private equity and venture capital, Islamic banking and Takkaful, and financial modelling from various institutions.



Hammad Rana

CEO, Savills Pakistan

Hammad Rana is the country head of Savills Pakistan (formerly known as Colliers Pakistan). He is responsible for business development and oversight of all the business lines offered by Savills in the country. He also serves on the Operations and Strategy Board for the Savills Middle East region.

He has extensive real estate experience in Pakistan and is credited for providing transaction advisory, valuation, highest and best use studies, financial feasibilities, portfolio optimization and turnkey fit out projects for some of the most renowned corporates, family offices and developers. His vast list of clientele includes MNCs, large local business groups, institutional clients, government ministries/agencies, family offices, and HNWIs. He has also worked as an advisor to the Government of Pakistan on the privatization of real estate assets. Prior to joining Savills, Hammad worked at FMV Opinions, Inc, a business valuation firm, in their New York office. He is a dual degree holder in Finance and Mathematics from Indiana University, Bloomington, USA



Brigadier Hasan Raza, SI(M) (Retd)

Consultant, EMAAR Pakistan

Brigadier Hasan Raza (Retired), is a civil engineer with the professional experience of more than 40 years in the fields of civil engineering & project management. During his long, illustrious and diverse career, he has managed large scale development, construction and rehabilitation projects spread across Pakistan. He has played the key role in conception, planning, execution & delivery of large scale development projects in DHA Karachi, PQA, & Emaar Ocean Front.

His expertise includes engineering management, conflict resolution, project restructuring and strategic planning for the large scale projects. He holds Bachelors in civil engineering from National University of Sciences and Technology, Masters in engineering management from NED University and is also a graduate of Command and Staff College Quetta. Brigadier Hasan Raza (Retired), is currently the consultant for Emaar Pakistan. In the past, he has served as the Chief Engineer & Senior Project Director in DHA Karachi, Project Director at NLC & Director Operations in FWO. During his military service, he has commanded an Engineer Battalion & an Engineer Brigade & served as Military Observer with the UN.



Ali Asgher, FCMA, CGMA, MBA

CEO, TPL REIT Management Company

Ali Asgher is a seasoned real estate development professional with over 16 years of experience. He is the CEO of TPL REITs Management Company & has been associated with TPL Group for over 14 years. He has held several senior level and board positions across group companies and directed TPL Properties to deliver Pakistan's first sustainable real estate development and listed TPLP on PSX.

Presently, he serves on several boards such as TPL Trakker Limited, TPL RMC, HKC, TPL Technology Zone, TPL Property Management Limited, TPL Logistics Park and TPL Investment Management Limited at Abu Dhabi Global Market (ADGM).

Ali Asgher has successfully structured and closed capital raising transactions worth over PKR 50 billion, including IPOs, M&As and Debt. He has raised substantial financing in equity and debt over his career, in multiple sectors including insurance, technology and real estate development. His expertise includes strategic business management, financial management, value chain analysis, procurement and project management. He has extensive experience in implementing ERP solution and process automation.

Ali Asgher is a Fellow Member of the Chartered Institute of Management Accountants (CIMA) in UK, holds an Executive Education from Wharton School, USA in Leadership, a certified director and also did MBA with concentration in Finance.



Dr. Rameez Khalid (Faculty)

Associate Professor, IBA, Karachi, PhD (France)

SECP-Certified Board Director, PMP, CQSSBB, CPSM, OCP, PE

Formerly, Dr. Rameez was the Director Business Administration (MBA and BBA), Academic Director SCM Program, Chairperson of IBA's Consultant Selection and Procurement Committees. He is a consultant for Operations' Excellence, Warehousing, Project Management, Six Sigma and Quality Management in a variety of industries. He is an Assessor in OHS (ISO-18001), QMS (ISO-9001), SC-SMS (ISO-28000) & MSDS.

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He has audited PPL, South City Hospital, NED, Indus Hospital, DP World, AKUH, TAV (Mothercare), Dollar Industries, LNH etc, is a member of HEC's NCRC on SCM and BoF of IBHM-DUHS. He is a published author as his papers have been published in international journals and conference proceedings.

He has worked as a consultant / trainer with various companies and to name a few: PPL, Engro, Hinopak, PAAPAM, SSGC, Dawlance, Al-Tuwairqi, SEF, Lakson Group, Atlas Group, SPPRA, CDP-GoS, Feroze1888, HEC, IIL, SHCC and IITC-Hyundai.



Saniya Bilal Doni, CFA

Founder & CEO, YAS Real Estate

Saniya Bilal Doni is a real estate sales and marketing professional. She has extensive experience in sales and marketing strategy formulation for luxury real estate projects across Pakistan, Canada and Middle East.

Saniya Bilal Doni is the founder and CEO of YAS Real Estate, a luxury real estate marketing and brokerage firm. YAS Real Estate works with Emaar Pakistan, H&S, HMR Water Front, Otel Residency, Eighteen Islamabad and other renowned high end real estate developers for managing sales and marketing operations in green field and brown field stages of development.

During her career, Saniya has worked in key roles at Canada Pension Fund Investment Board and Abu Dhabi Investment Authority specializing in real estate and infrastructure investments. She played a pivotal role in notable transactions such as the acquisition of London Gatwick Airport in the United Kingdom and, Port of Brisbane and Port of New South Wales in Australia.

Saniya Bilal Doni is the graduate of Rotman School of Management, University of Toronto and holds the CFA designation from the CFA Institute, United States. She is the member of CFA Institute as well as CFA Society Pakistan. Saniya is also a Licensed Real Estate Sales Professional in Ontario, Canada.



Dr. Saima Hussain (Faculty)

Assistant Professor & Director, Quality Enhancement Cell (QEC), IBA Karachi

Dr. Saima Husain is an Assistant Professor in the Department of Marketing and the Director, Quality Enhancement Cell (QEC) at the Institute of Business Administration, Karachi. She has previously served as the Chairperson, Dept of Marketing at IBA, Karachi.

She completed her Ph.D. in consumer research from the University of Southampton, UK and is an MBA (Marketing) from the Institute of Business Administration, Karachi. Her research interest revolves around consumption in the non-Western cultural and religious context. She has published case studies and research papers in local and international journals. Dr. Saima continues her research work in collaboration with both local and international colleagues. In addition to research, she has been engaged in some industry assignment with corporates like Khaadi, SMEDA, Khushhali Bank Ltd. and UEP. Her recent assignments include corporate trainings from the platform of Center for Executive Education, IBA.

Dr. Saima has been associated with the IBA Karachi in a teaching role since August 2006. She has been teaching Marketing courses such as Brand Management, Marketing Management, Consumer Behavior and Marketing issues in Pakistan in the undergraduate, graduate and executive education programs. Her administrative role with the QEC involves ensuring compliance with the policies of Higher Education Commission (HEC) and contributing in the national level deliberations



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Program Registration & Fees

Limited vacancies are available on first come first serve basis only.

Program Fee – Rs. 150,000/- +5% SST
Registration Fee – Rs. 1,000/-
Total Payable – Rs. 158,500/-

Discounts

20% early bird discount will be offered for the registrations.

Payment

Diploma fee to be paid in advance via pay order in the name of IBA Karachi.

Payment can be made via cheque. Bank draft payable to the "Institute of Business Administration, Karachi" at the following address:

Centre for Executive Education (CEE), IBA, City Campus, Garden/Kayani Shaheed Road, Karachi.

For online payments via credit cards:

<https://onlinepayment.iba.edu.pk> (From payment type, select CEE)

An aerial photograph of Karachi, Pakistan, taken during the 'golden hour' of sunset. The city's skyline is visible in the background, with several prominent skyscrapers, including the Blue Tower. The foreground shows a mix of urban development and open land, with a body of water on the left side. The sky is a gradient of orange, yellow, and blue.

For Further Details

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