

Speaker's bio



Paul Moloney, Partner, Corporate & Securities, Mayer Brown (Moderator)

Paul Moloney is a partner in the Corporate & Securities practice in Mayer Brown's Hong Kong office and a member of the firm's global Fund Formation & Investment Management practice. Paul represents fund sponsors and investors based in Asia in the formation of private equity funds including real estate open-ended and closed-ended funds utilising a variety of investment structures and investment strategies. He is one of the few lawyers in Asia with an active European funds practice and advises clients on European domiciled funds and investment structures.

Paul further advises clients on Hong Kong regulatory and licensing matters with the Securities and Futures Commission and the Companies Registry (Trust and Corporate Services Licenses) including cross-border distribution of funds and the launch of innovative products such as tokenised real estate funds.

Paul is a technical committee member of the Hong Kong Venture Capital and Private Equity Association (HKVCA) as well as several other leading industry associations. A regular speaker at industry events, Paul is widely quoted in the media.



Ken Ng, Managing Director, Head of China Real Estate, Angelo, Gordon Asia

Ken Ng is a Managing Director based in Hong Kong and is the head of Angelo, Gordon's real estate activities in China. Prior to joining the Asia real estate team in 2006, Ken was responsible for sourcing and executing non-performing loan portfolios and distressed real estate investments for China market with different Banks. Ken holds M.B.A. degree from The Chinese University of Hong Kong and an M.S. degree from New York University and The Hong Kong University of Science and Technology. He is fluent in Mandarin, Cantonese and English.



Dr. Charles Lam, Co-Head of APAC Diversified Funds, EQT Exeter

Dr. Charles Lam is Co-Head of APAC Diversified Funds in the EQT Exeter team. Charles worked for BPEA (Baring Private Equity Asia) from Nov 2011 until Oct 2022, when the company joined forces with EQT.

Dr. Lam joined BPEA Real Estate in 2011 as Managing Director (also as an Investment Committee member) with primary focus in Greater China real estate investments. A veteran in Real Estate investment industry, Dr. Lam was previously the Managing Director, Greater China of Pramerica Real Estate Investors (PREI, now renamed as PGIM), a subsidiary of Prudential Financial U.S. and one of the largest real estate investors in the world, where he opened its Hong Kong office in 2007. During his 4-year stay with PREI, Dr. Lam has completed over US\$1 billion of real estate investments, refinancing, and disposition projects in China and in Hong Kong.

Dr. Lam was formerly the Director, Head of Real Estate Investment of China Ping An Trust based in Shenzhen from 2005 to 2007, where he spearheaded the real estate

investment business for the company. At Ping An, he was responsible for investing more than US\$900 million in hard assets and development projects across China and built an acquisition and execution team of 15 professionals.

Prior to his employment with Ping An, Dr. Lam was an Associate Director of AIG Global Real Estate Investment (Asia) from 1998 to 2005 based in Hong Kong, working on real estate investment and financing deals in Greater China and South Korea with total investment value of more than US\$1.5 billion. Dr. Lam began his real estate career with Sun Hung Kai Properties Group of Hong Kong in 1992 with a major focus in China real estate projects.

Dr. Lam received a Doctor of Business Administration degree (DBA) from The Hong Kong Polytechnic University, an MBA in Finance from Cleveland State University, Ohio, USA. Dr. Lam is a CFA charter holder and a Fellow of the Royal Institution of Chartered Surveyors (FRICS). Besides, Dr. Lam is the Permanent Honorary President of the China Real Estate Chamber of Commerce Hong Kong & International Chapter (CRECCHKI), an Advisor of Our Hong Kong Foundation (OHKF), and an Adjunct Professor of PolyU's School of Accounting and Finance.



Tony Lo, Managing Director, Principal - Investments, Member of Investment Committee, Gaw Capital

Prior to joining Gaw Capital, Tony Lo served as Director of Wachovia Bank, in charge of real estate debt and equity investments in the Greater China. He worked as Head of Investments for both Jones Lang LaSalle and DTZ in Hong Kong for over 15 years. Mr. Lo graduated from the Hong Kong Polytechnic University and has been a Chartered Surveyor since 1989.



Wilfred Ma, Executive Director, Head of Hong Kong Investments, Phoenix Property Investors

Wilfred Ma is an Executive Director and Head of Hong Kong Investments at Phoenix Property Investors. He is responsible for the origination of equity and debt investments in HK and has executed and managed multiple real estate transactions totalling over US\$3 billion in asset value. Prior to joining Phoenix, Wilfred worked at Vermilion Capital Management, a private equity real estate fund based in Tokyo, where he was responsible for underwriting and execution of opportunities in Japan.

Wilfred holds a Bachelor of Science degree in Management from the London School of Economics and a Master's degree in Real Estate from the University of Hong Kong. He also studied at Keio University in Japan. He currently serves on the Steering Committee of UrbanPlan program of the HK Urban Land Institute, an experiential learning workshop for Hong Kong secondary school students.