

Dickson, LAM

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E-Mail: dicksonclam@gmail.com
Nationality: British (Citizen), Chinese (Hong Kong and China)
Languages: English, Cantonese, Mandarin
Hobbies: Endurance Sports (marathon / ultramarathon), Golf

University of Cambridge (2022 - 2024; Part-time; Downing College)
- Masters in Real Estate
London School of Economics (2016 - 2018)
- Masters in China in Comparative Perspective (Merit)
Tsinghua University School of Finance Summer Programme (2016)
- Full scholarship to attend the programme
University of Birmingham (2013 - 2016)
- Bachelors in International Relations w. Economics (Upper-second Class)
Concord College, Shrewsbury, UK (2010 - 2012)
Wah Yan College, Hong Kong (2005 - 2010)

Mirae Asset Securities / Global Investments | Principal Investments - Real Estate | Associate | London **May 22 - Present**

- Support the deal sourcing and underwriting of direct/co-investments (equity and debt) real estate opportunities, from core/core-plus to value-add risk spectrum, across various asset classes, incl. offices, logistics, living, etc., at single-asset, portfolio and corporate levels
- Responsibilities include initial review and formulate recommendation of opportunities, end-to-end investment underwriting, due diligence review, regular reports drafting to the Asia-based LPs, etc.

JLL Capital Markets | Corporate Finance M&A Advisory - Real Estate | Analyst | London **June 21 - May 22**

- Supported the origination and execution of M&A (private and public) and equity placement transactions across all real estate asset classes
- Responsibilities included corporate and asset/portfolio-level valuations, marketing materials drafting, deal process management, etc.
- Advised Thailand-based Central Group and Austria-based Signa Holding, via a JV, on the acquisition of Selfridges Group, from the Weston family, for \$5.4bn of real estate assets and retail operations
- Advised Host Student Housing (major UK student accommodations platform) on a \$1.2bn programmatic JV with Partners Group
- Advised GIC/Greystar on the acquisition of Student Roost (third largest UK student accommodation platform), from Brookfield, for \$3.9bn
- Advised a pan-European logistics developer on a JV equity raise of 85 assets of GDV \$7.9bn (at completion)
- Advised a global real-assets investment manager on the acquisition of a UK-based value-add RE investment manager
- Advised a Germany and Poland-based self-storage developer/operator on a corporate sale
- Advised a UK-based self-storage developer/operator on a strategic review and a subsequent corporate sale
- Advised a German residential RE investment platform on a programmatic development JV in the senior living sector
- Advised a global insurance company on the structuring of a co-investment vehicle for an office portfolio in the UK
- Advised a global RE PE firm on a take-private initiative, with three Pan-European listed retail companies as targets

Stout (Global American Mid-market IB) | Investment Banking - Industrials and TMT | Analyst | London **Nov 19 - Apr 21**

- Supported the origination and execution of M&A, capital raising and restructuring transactions for corporates and PE funds
- Responsibilities included financial modelling/valuations, teasers/info memo drafting, dataroom management, DD process support, etc.
- Advised Braemar Plc on its restructuring, followed by the sale of its LNG business and resulted in a MBO, for an undisclosed sum
- Advised Braemar Plc on a strategic review, which led to the sale of its logistics division to Vertom, a Netherlands-based shipping company
- Advised Clipper Group, an international shipping company, on the sale of its vessel-performance SaaS business to Kongsberg Digital, a Norwegian maritime solution provider, for an undisclosed sum
- Advised a commodities-trading SaaS platform on its Series-A capital raise; led the discussions between European client and Asian investors

Societe Generale | Investment Banking - Mining, Metals & Industrials | Analyst Trainee | London **Mar 19 - Sep 19**

- Supported the origination and execution of metals & mining transactions, i.e. financial advisory and private debt/project financing
- Responsibilities included financial modelling, teaser/info memo drafting and technical due-diligence reports review, etc.
- Assisted the structuring of an acquisition financing transaction, alongside the M&A product team on strategic equity initiatives
- Advised a global diversified miner on a debt advisory transaction, supported the deal structuring and commercial advisory workstreams

Cambridge University Real Estate Finance & Investment Society | Director of Events **Nov 22 - Present**

- Lead a team of eight to organise the annual Real Estate Conference; oversee sponsorships outreach, speakers invitations, event logistics
- Co-organise the inaugural Real Estate case competition with overseas universities (Tsinghua University and University of Hong Kong)