

Yunsoo Kim, CFA, MAI, CRE

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EXPERIENCE

Managing Director, FTI Consulting *New York* *12/18 – Present*

▪ **Fair Value Measurements & Disclosure (ASC 820)**

Lead the review of investment values for 120+ positions for one of the largest sovereign funds. Asset values \$40B+ located throughout the U.S. Europe, Asia, Australia

▪ **Valuation Lead for Restructuring/Litigation**

Director, Duff and Phelps, LLC *New York* *3/06 – 12/18*

Real Estate Valuation and Consulting conducted for the following purposes:

▪ **Fair Value Measurements & Disclosure (ASC 820)**

Provide independent estimation of Fair Value on the real estate investments on a quarterly basis. Clients are some of the world's largest private equity and hedge funds. Directly manage over 100 marks per quarter, exceeding \$20 billion in equity value (\$60 billion in asset value), assets located throughout the U.S., Europe, and Asia.

▪ **Purchase Price Accounting Analysis (ASC 805), Valuation & Consulting**

Lead numerous valuations and analyses for all property types for major institutional clients.

▪ **Fairness Opinion for Transactions and Acquisitions**

Provided opinions as to the fairness, from a financial point of view, of the asset values for proposed transactions including IPOs; total real estate asset value exceeding \$5 billion.

▪ **Policies and Procedure Review**

Reviewed and provided commentary on the client's valuation policies and procedure; typical process involves suggesting the appropriate valuation methodology, emphasizing consistency and reasonableness.

Director of Corporate Finance, CNL Income Corp *Orlando, FL* *10/04-3/06*

▪ **Financial Planning & Analysis**

Lead the development of corporate financial model, reviewed asset models with the underwriting and acquisition team to ensure that transactions achieve the Company's overall investment objectives.

Regional Pricing Analyst, GE Capital Real Estate *Seoul, Korea* *1/01-9/04*

▪ **Real Estate Acquisitions**

Lead the pricing strategy and investment approval process for 17 deals totaling in asset value of approximately \$1 Billion. Issues included asset risk (physical quality, amenity), investment structuring risk (JV investments), market risk (submarket and country risk), legal risk (ownership status and rights), tenant risk (financial status, concentration). Also lead the closing and funding process for investments totaling \$200MM – process involved ensuring all legal, operational and financial requirements are met in order to close the transaction; including executing FX trade, swap transaction and interest rate hedging.

▪ **Non-performing Loan Acquisitions**

Lead the real estate underwriting for acquiring secured and unsecured non-performing loans in Korea, Taiwan, and Japan. Involved in loan pricing strategy, deal structuring, and modeling – nine deals in total, in excess of USD \$4.6 Billion in outstanding principal balance

Manager, PricewaterhouseCoopers *New York, LA, Seoul* *7/97 – 12/00*

▪ **Real Estate Underwriting & Due Diligence**

▪ **Mortgage Backed Securities, Performing and Non-Performing Loan Analysis:**

▪ **Project Financing**

PROFESSIONAL DESIGNATION & EDUCATION

▪ Member, CFA Institute

▪ Member of Appraisal Institute (MAI); State licensed General Appraiser in NY, NJ, MA, CO, IL

▪ Member of Counselor of Real Estate

▪ **Cornell University**, M.M.H., School of Hotel Administration, Concentration in Real Estate Finance

▪ **Yonsei University**, Seoul, Korea; B.S., College of Life Science, Housing and Interior Design