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**GRI** *Club*

# THE 2019 GRI CHAIRMEN'S RETREAT

ST MORITZ



BADRUTT'S PALACE HOTEL  
17-20 JANUARY 2019



**BNP PARIBAS**  
**REAL ESTATE**



WELCOME





TOP

INVESTORS  
OWNERS  
DEVELOPERS  
LENDERS  
REAL ESTATE CEOs  
EXCLUSIVELY

*We take great pleasure in welcoming you to the GRI Chairmen's Retreat 2019.*

*As is always the case, the GRI Chairmen's Retreat 2019 is a collegial and informal conversation between friends.*

*It is an opportunity to compare ideas, impressions, concerns and hopes with the best and brightest of your peers.*

*To get close and personal.*

*We encourage you to actively participate, interject, comment, question, dissent and otherwise speak your mind.*

*And, first and foremost, have fun while doing so. Life is too short for anything else.*

*Welcome to St Moritz.*

*Hewitt*







# BNP PARIBAS REAL ESTATE



**THIERRY LAROE-PONT**  
CEO, BNP PARIBAS REAL ESTATE



**ANDREW MARTIN**  
CEO, BNP PARIBAS REAL ESTATE ADVISORY UK



**ETIENNE PRONGUE**  
DEPUTY CEO, BNP PARIBAS REAL ESTATE  
ADVISORY UK



**LARRY YOUNG**  
HEAD OF INTERNATIONAL INVESTMENT GROUP,  
BNP PARIBAS REAL ESTATE FRANCE



**NICO KELLER**  
MANAGING DIRECTOR, CO-HEAD INVESTMENT  
BNP PARIBAS REAL ESTATE HOLDING GMBH

BNP Paribas Real Estate, one of the leading international real estate providers, offers its clients a comprehensive range of services that span the entire real estate lifecycle: property development, transaction, consulting, valuation, property management and investment management.

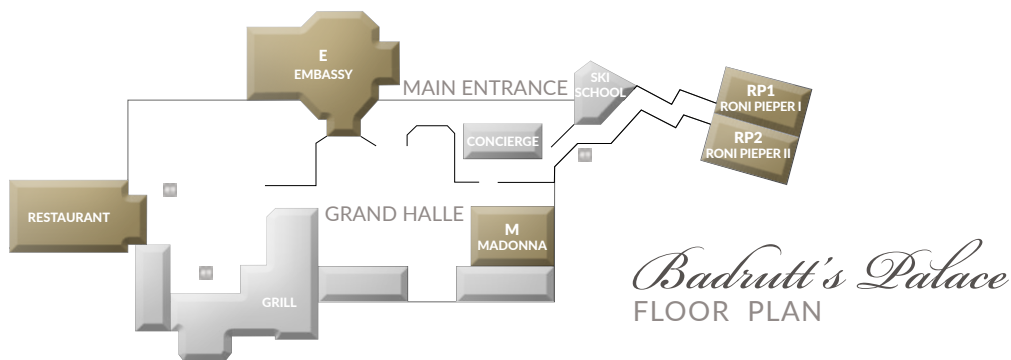
With 5,100 employees, BNP Paribas Real Estate supports owners, leaseholders, investors and communities in their projects thanks to its local expertise across 36 countries (15 through its facilities and 21 through its Alliance network) in Europe, the Middle-East and Asia. BNP Paribas Real Estate generated € 811 m revenues in 2017. In 2017 BNP Paribas Real Estate continued its growth through the acquisition of Strutt & Parker, one of the UK's largest independent property partnerships.

BNP Paribas Real Estate is part of the BNP Paribas Group.

[WWW.REALESTATE.BNPPARIBAS.COM](http://WWW.REALESTATE.BNPPARIBAS.COM)



# PROGRAM



# 17

Thursday

**08:45** WELCOME AND OPENING DISCUSSION  
*All Retreat Members*

**10:00** BREAKOUT DISCUSSIONS - SERIES I (ROOM)  
*Bricks and mortar retail • is entertaining the only survival strategy? (E)*  
*Global real estate • can the cycle rise and rise much longer? (M)*  
*Co-working • a format for the few or universal truth? (RP1)*  
*Development • do the numbers work? (RP2)*

**11:00** BREAK

**11:45** PLENARY BREAKOUT REPORTING AND DISCUSSION

**12:45** LUNCH

**13:45** KEYNOTE  
 10 Outrageous Predictions for 2019  
**Steen Jakobsen**  
 Chief Investment Officer and Chief Economist  
 SAXO Bank

**14:45** BREAK

**15:00** BREAKOUT DISCUSSIONS - SERIES II (ROOM)  
*Europe • powerhouse or full of cracks (E)*  
*Co-living • where does it work a charm? Where not? (M)*  
*Opportunity funds • dinosaurs or dynamite (RP1)*  
*Local operating partners • savvy ploy or better do it yourself? (RP2)*

**16:00** BREAK

**16:45** PLENARY BREAKOUT REPORTING AND DISCUSSION

**17:30** ADJOURN







# PROGRAM

## 18

Friday

**08:00** SKIING, CURLING AND OTHER SUN-DRENCHED ACTIVITIES  
*Retreat Members & Spouses / Partners*

**16:00** KEYNOTE  
Blockchain, AI and Robotics • *overblown hype or brave new world?*

**Graham Richter**  
Managing Director  
Accenture Technology

*This keynote session is open to interested spouses/partners.*

**17:30** WRAP-UP

**18:00** CLOSING DRINKS

**18:30** ADJOURN

## 19

Saturday

**08:00** SKIING AND OTHER SUN-DRENCHED ACTIVITIES  
*Retreat Members & Spouses*

**17:00** FAREWELL DRINKS

**18:30** GRI CHAIRMEN'S RETREAT 2019 CONCLUDES







# OVERALL SCHEDULE

## 16 WEDNESDAY

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|     |               |   |
|-----|---------------|---|
|     | At leisure    | ARRIVAL   |
| All | At leisure    | Skiing & other equipment rental at Palace shop. |
|     | 19:00 - 21:00 | "POP-IN / POP-OUT" WELCOME COCKTAILS            |

## 17 THURSDAY

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|                 |               |                                      |
|-----------------|---------------|--------------------------------------|
| Retreat Members | 08:00 - 08:45 | BADGE PICK-UP                        |
|                 | 08:45 - 17:30 | RETREAT MEMBERS PROFESSIONAL PROGRAM |

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|                      |               |   |
|----------------------|---------------|---|
| Spouses/<br>Partners | 09:00 - 16:00 | SKIING<br>Individually or in GRI groups with guides, lunch at mountain sun terrace. |
|----------------------|---------------|---|

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|     |               |                         |
|-----|---------------|-------------------------|
| All | 19:00 - 22:30 | COCKTAILS & GALA DINNER |
|-----|---------------|-------------------------|

## 18 FRIDAY

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|     |               |  |
|-----|---------------|--|
|     | 08:00 - 15:00 | SKIING<br>Individually or in GRI groups with guides, lunch at mountain sun terrace.  |
| All | 10:30 - 15:00 | or<br>THE KING'S CUP<br>The GRI Annual World Curling Championship, horse and sleigh ride to mountain restaurant for lunch. (Rendezvous at 10:15 in Lobby). |

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|                 |               |                                      |
|-----------------|---------------|--------------------------------------|
| Retreat Members | 16:00 - 18:30 | RETREAT MEMBERS PROFESSIONAL PROGRAM |
|                 | 20:30         | PRIVATE BUSINESS ENTERTAINMENT       |

## 19 SATURDAY

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|     |               |   |
|-----|---------------|---|
|     | 08:00 - 16:00 | SKIING<br>Individually or in GRI groups with guides, lunch at mountain sun terrace. |
| All | 17:00 - 18:30 | FAREWELL COCKTAILS  |
|     | 18:30         | GRI CHAIRMEN'S RETREAT 2019 CONCLUDES   |

## 20 SUNDAY

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|            |  |
|------------|--|
| AT LEISURE | DEPARTURES<br>Late check-out privileges from Palace subject to availability. |
|------------|--|





17

Thursday

## 10 Outrageous Predictions for 2019



### **STEEN JAKOBSEN**

Chief Investment Officer and Chief Economist at Saxo Bank

Steen Jakobsen is the inventor of Saxo Bank's highly publicized and controversial Outrageous Predictions and has further developed a broad following from his popular and often quoted columns distributed on TradingFloor.com.

Alongside his column and media appearances, Steen writes regular ad-hoc commentary focusing on macro-economic trends and financial markets.

Steen has more than 25+ years of experience within the fields of proprietary trading and alternative investment.



# 18

Friday

## Blockchain, AI and Robotics: overblown hype or brave new world?

### GRAHAM RICHTER

Managing Director at Accenture Technology

Graham Richter is a Managing Director with Accenture Technology and leads the Blockchain practice within the UK and Ireland.

Graham has written a number of articles and papers on the disruptive potential of Blockchain and how it will impact various industries and he regularly speaks about the topic in public forums.

Over the past 17 years he has been designing and implementing SAP, Digital and other innovative solutions, including AI, Robotics, and Analytics.









# BETTER HALVES

EDWARD ALDAG & MELINDA ALDAG MEDICAL PROPERTIES TRUST USA  
WILL ANDRICH & IRINA ROZHKOVA RE THALER SWITZERLAND  
ERIC ASSIMAKOPOULOS & ADRIANA ASSIMAKOPOULOS REVETAS CAPITAL UK  
TRISH BARRIGAN & IAN BARRIGAN BENSON ELLIOT CAPITAL MANAGEMENT UK  
NITIN BHANDARI & ANNA BHANDARI LETTERONE TREASURY UK  
JIM BLAKEMORE & GRACE HACKMEIER GREENOAK REAL ESTATE UK

ALEXEY BLANIN & ANNA BLANINA AB DEVELOPMENT RUSSIA  
DIRK BRANDES & ULRIKE BRANDES NATIXIS PFANDBRIEFBANK GERMANY  
KEITH BRESLAUER & LAUREN BRESLAUER PATRON CAPITAL UK  
PHILLIPPE CAMUS & LAUREL POLLEYS SHAFTESBURY ASSET MANAGEMENT LUXEMBOURG  
NUNO COELHO & FERNANDA COELHO RING PROPERTIES PORTUGAL  
CLARK COFFEE & LISA COFFEE TYNDARIS REAL ESTATE UK

JAMES CORL & KRISTA SCHULZ SIGULER GUFF & COMPANY USA  
RICHARD CROFT & GEORGIE CROFT M7 REAL ESTATE UK  
JEFF DISHNER & CATHY DISHNER STARWOOD CAPITAL EUROPE UK  
NIKOLETTA FOUSKA & BO ILSOE LATSIS GROUP SWITZERLAND  
RICHARD GEORGI & SANAE ISHIKAWA ALPINE GROVE PARTNERS USA  
SAUL GOLDSTEIN & LAURA GOLDSTEIN ACTIVUM SG UK

TYLER GOODWIN & VERA GOODWIN SEAFORTH LAND UK  
CHRISTIAN JAMISON & VICTORIA JAMISON VALOR REAL ESTATE PARTNERS UK  
NICO KELLER & ASTRID KELLER BNP PARIBAS REAL ESTATE HOLDING GERMANY  
BERND KNOBLOCH & ELLIE KNOBLOCH CONTINUUM CAPITAL GERMANY  
PHILIP LA PIERRE & ANTOINETTE LA PIERRE LASALLE INVESTMENT MANAGEMENT GERMANY  
AREF LAHHAM & MANON LAHHAM ORION CAPITAL MANAGERS UK

JOSH LAWRENCE & STEFANIE LAWRENCE GLOBAL HOLDINGS MANAGEMENT UK  
ANDY MARTIN & MARTHA MARTIN BNP PARIBAS REAL ESTATE ADVISORY UK UK  
CIARAN MCNAMARA & SUSAN MCNAMARA SIGNATURE CAPITAL IRELAND  
TOM-ERIC MÖLLER & SABINE NASS DIH DEUTSCHE INDUSTRIE-HOLDING GERMANY  
MAHBOD NIA & PARINAZ NIA NORTHSTAR REALTY EUROPE UK  
SCOTT O'DONNELL & ANNE-EMMANUELLE BEGIN HARBERT MANAGEMENT UK

JJ OFER & EPHRAT OFER GLOBAL HOLDINGS MANAGEMENT USA  
RADIM PASSER & BARBORA PASSEROVA PASSERINVEST CZECH REPUBLIC  
ETIENNE PRONGUÉ & ALEXANDRA PRONGUÉ BNP PARIBAS REAL ESTATE ADVISORY UK UK  
RONALD RAWALD & HIROKO RAWALD CERBERUS CAPITAL MANAGEMENT USA  
JORDI ROBINAT & RITA ROSÉS ARUM GROUP SPAIN  
MATTHIAS SCHMITZ & ULRIKE SANDRI 4 FRIENDS INVESTMENT GERMANY

JOHN STRACHAN & MAGDELEINE STRACHAN INTU PROPERTIES UK  
VAN STULTS & SHARON STULTS ORION CAPITAL MANAGERS UK  
LEE TIMMINS & ELENA LEBEDEVA HINES RUSSIA  
MARK TSOCANOS & KIMBERLY TSOCANOS THE BAUPOST GROUP USA  
LARRY YOUNG & LAURA YOUNG BNP PARIBAS REAL ESTATE FRANCE FRANCE





|                                    |             |                          |  |
|------------------------------------|-------------|--------------------------|--|
| TPG                                | UK          | MICHAEL ABEL             | partner                                  |
| ROUND HILL CAPITAL                 | GERMANY     | ROBERT ABT               | managing director                        |
| RISANAMENTO                        | ITALY       | DAVIDE ALBERTINI PETRONI | managing director                        |
| MEDICAL PROPERTIES TRUST           | USA         | EDWARD ALDAG             | chairman/ president and ceo              |
| INOVALIS                           | FRANCE      | STÉPHANE AMINE           | chairman                                 |
| CROSSTREE REAL ESTATE PARTNERS     | UK          | SEAN ARNOLD              | co founder                               |
| RETHALER                           | SWITZERLAND | WILL ANDRICH             | ceo                                      |
| REVETAS CAPITAL                    | UK          | ERIC ASSIMAKOPOULOS      | managing director & founding partner     |
| BENSON ELLIOT CAPITAL MANAGEMENT   | UK          | TRISH BARRIGAN           | managing partner                         |
| RHC EUROPE                         | UK          | PAUL BASHIR              | president & coo                          |
| SIGNA HOLDING                      | AUSTRIA     | RENÉ BENKO               | founder & chairman of the advisory board |
| LETTERONE TREASURY SERVICES        | UK          | NITIN BHANDARI           | head - direct investments                |
| GREENOAK REAL ESTATE               | UK          | JIM BLAKEMORE            | partner                                  |
| AB DEVELOPMENT                     | RUSSIA      | ALEXEY BLANIN            | ceo                                      |
| THE SCP GROUP ADVISORY             | UK          | MARJORIE BRABET-FRIEL    | ceo                                      |
| GREYFRIARS INVESTMENTS             | UK          | PAULINE BRADLEY          | ceo                                      |
| NATIXIS PFANDBRIEFBANK             | GERMANY     | DIRK BRANDES             | executive board member                   |
| KSL CAPITAL PARTNERS               | UK          | COLEY BRENNAN            | partner head of europe                   |
| PATRON CAPITAL                     | UK          | KEITH BRESLAUER          | managing director & senior partner       |
| SHAFTESBURY ASSET MANAGEMENT GROUP | LUXEMBOURG  | PHILLIPPE CAMUS          | ceo                                      |
| CITYSTAR                           | FRANCE      | JEAN-LOUIS CHARON        | chairman                                 |
| GWM GROUP                          | UK          | MATTEO CIDONIO           | managing partner                         |
| STEPSTONE                          | UK          | JOSHUA CLEVELAND         | partner                                  |
| RING PROPERTIES                    | PORTUGAL    | NUNO COELHO              | partner                                  |
| TYNDARIS REAL ESTATE               | UK          | CLARK COFFEE             | partner head of real estate              |
| KAUST INVESTMENT MANAGEMENT        | USA         | DAVID COLLETT            | managing director real estate            |



# RETREAT MEMBERS 2019



James Corl



Cyril Courbage



Bryan York Cowell



Richard Croft



Miles D'Arcy-Irvine



Daniel Dejanovic



Jeffrey Dishner



Hunt Doering



Nikoleta Fouska



André Freitas



Gábor Futó



Richard Georgi



Saul Goldstein



Dan-David Golla



Tyler Goodwin



John Grassi



Christo Iliev



Christian Jamison



Neil Jones



Barnaby Kelham



Nico Keller



Kamal Khetan



Sascha Klaus



Audrey Klein



Bernd Knobloch



Alexander Koblicsek

SIGULER GUFF & COMPANY USA

FORTRESS INVESTMENT GROUP UK

LCN CAPITAL PARTNERS USA

M7 REAL ESTATE UK

SHAFTESBURY ASSET MANAGEMENT GROUP LUXEMBOURG

CERBERUS GLOBAL INVESTMENTS NETHERLANDS

STARWOOD CAPITAL EUROPE UK

BAUPOST GROUP INTERNATIONAL UK

LATSIS GROUP SWITZERLAND

HEDGE INVESTMENTS BRAZIL

FUTUREAL HUNGARY

ALPINE GROVE PARTNERS USA

ACTIVUM SG UK

AVIARENT CAPITAL MANAGEMENT LUXEMBOURG

SEAFORTH LAND UK

SPEAR STREET CAPITAL USA

LION'S HEAD INVESTMENTS BULGARIA

VALOR REAL ESTATE PARTNERS UK

TEMPRANO CAPITAL PARTNERS SPAIN

BNP PARIBAS REAL ESTATE HOLDING GERMANY

UK AND EUROPEAN INVESTMENTS UK

SUNTECK REALTY INDIA

BERLIN HYP GERMANY

CORESTATE CAPITAL PARTNERS UK

CONTINUUM CAPITAL GERMANY

RFR MANAGEMENT GERMANY

JAMES CORL managing director

CYRIL COURBAGE md head of real estate europe

BRYAN YORK COLWELL co-founder & managing partner

RICHARD CROFT ceo

MILES D'ARCY-IRVINE chairman

DANIEL DEJANOVIC md, head of european real estate

JEFF DISHNER senior md & global head re acquisitions

HUNT DOERING managing director

NIKOLETTA FOUSKA director

ANDRÉ FREITAS partner and ceo

GÁBOR FUTÓ founder & owner

RICHARD GEORGI founder & managing partner

SAUL GOLDSTEIN ceo

DAN-DAVID GOLLA managing partner

TYLER GOODWIN ceo

JOHN GRASSI chairman & ceo

CHRISTO ILIEV ceo

CHRISTIAN JAMISON managing partner

NEIL JONES founding partner

NICO KELLER managing director, co-head investment

BARNABY KELHAM ceo

KAMAL KHETAN chairman and managing director

SASCHA KLAUS ceo

AUDREY KLEIN managing director

BERND KNOBLOCH founding partner

ALEXANDER KOBLISCHEK managing director





Zsolt Kohalmi



Jay Kwan



Philip La Pierre



Aref Lahham



Josh Lawrence



Seth Lieberman



Fabio Longo



Andy Martin



Nicolas Massiere



Petar Matić



Ciaran McNamara



Raj Menda



Manoj Menda



Tom-Eric Möller



John Nacos



Mahbod Nia



Gustavo Nicolau



Krysto Nikolic



Brian Niles



Sándor Nyúl



Scott O'Donnell



Jonathan Ofer



Gumersindo Oliveros



Radim Passer



Luis Pereda Espeso



Etienne Prongué

PICTET ALTERNATIVE ADVISORS SWITZERLAND  
 QUADREAL UK  
 LA SALLE INVESTMENT MANAGEMENT GERMANY  
 ORION CAPITAL MANAGERS UK  
 GLOBAL HOLDINGS MANAGEMENT UK

STENDÖRREN FASTIGHETER SWEDEN  
 BAIN CAPITAL CREDIT UK  
 BNP PARIBAS REAL ESTATE ADVISORY UK UK  
 CALE STREET PARTNERS UK  
 MPC HOLDING SERBIA

SIGNATURE CAPITAL IRELAND  
 RMZ CORP INDIA  
 RMZ CORP INDIA  
 DIH DEUTSCHE INDUSTRIE-HOLDING GERMANY  
 EG REAL ESTATE ADVISORS RUSSIA

NORTHSTAR REALTY EUROPE UK  
 AKYLAS PATRIMONIAL BRAZIL  
 STARWOOD CAPITAL EUROPE UK  
 MORGAN STANLEY UK  
 GRANIT POLUS DEVELOPMENT HUNGARY

HARBERT MANAGEMENT UK  
 GLOBAL HOLDINGS MANAGEMENT USA  
 KAUST INVESTMENT MANAGEMENT USA  
 PASSERINVEST GROUP CZECH REPUBLIC  
 GRUPO LAR SPAIN  
 BNP PARIBAS REAL ESTATE ADVISORY UK UK

ZSOLT KOHALMI global head of real estate co ceo  
 JAY KWAN managing director real estate europe  
 PHILIP LA PIERRE head of continental europe  
 AREF LAHHAM founding partner & managing director  
 JOSHUA LAWRENCE managing director

SETH LIEBERMAN executive chairman  
 FABIO LONGO managing director  
 ANDY MARTIN ceo  
 NICOLAS MASSIERE managing director  
 PETAR MATIĆ ceo

CIARAN MCNAMARA co founder & managing director  
 RAJ MENDA corporate chairman  
 MANOJ MENDA corporate chairman  
 TOM-ERIC MÖLLER managing shareholder  
 JOHN NACOS partner

MAHBOD NIA ceo  
 GUSTAVO NICOLAU director  
 KRISTO NIKOLIC managing director  
 BRIAN NILES head of rei europe  
 SÁNDOR NYÚL chairman board of directors

SCOTT O'DONNELL senior managing director  
 JJ OFER ceo  
 GUMERSINDO OLIVERO ceo/cio  
 RADIM PASSER founder & ceo  
 LUIS PEREDA executive chairman  
 ETIENNE PRONGUÉ deputy ceo



# RETREAT MEMBERS 2019



Jeff Pym



Robert Rackind



Sharon Raingold



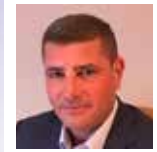
Ron Rawald



Jordi Robinat



Bernd Ruck



Gary Sacks



Matthias Schmitz



Gregorio Schneider



Pedro Silveira



Edward Siskind



Martin Skinner



Srinath Sridharan



John Strachan



Van Stults



Anand Tejani



Lee Timmins



Árpád Török



Mark Tsocanos



Jon Vaccaro



Tijana Vujovic



Philipp Westermann



Sascha Wilhelm



Larry Young



Michael Zerda

DELIN CAPITAL ASSET MANAGEMENT UK

EQT PARTNERS UK

GCI FRANCE

CERBERUS CAPITAL MANAGEMENT USA

ARUM GROUP SPAIN

SAX CONCEPT GERMANY

CITY & DOCKLANDS GROUP UK

4 FRIENDS INVESTMENT GERMANY

TC LATIN AMERICA PARTNERS USA

SILCOGE PORTUGAL

CALE STREET PARTNERS UK

INSPIRED HOMES UK

WADHAWAN GLOBAL CAPITAL INDIA

INTU PROPERTIES UK

ORION CAPITAL MANAGERS UK

TPG EUROPE UK

HINES RUSSIA

TRIGRANT DEVELOPMENT CORPORATION HUNGARY

THE BAUPOST GROUP USA

V4 PARTNERS USA

CONFLUENCE PROPERTY MANAGEMENT SERBIA

PROPRIUM CAPITAL PARTNERS USA

X+BRICKS AG LUXEMBOURG

BNP PARIBAS REAL ESTATE FRANCE FRANCE

BLACKSTONE UK

JEFF PYM cio/director

ROBERT RACKIND partner head of real estate

SHARON RAINGOLD managing director

RONALD RAWALD senior managing director, head international re

JORDI ROBINAT president

BERND RUCK co founder

GARY SACKS ceo

MATTHIAS SCHMITZ managing partner

GREGORIO SCHNEIDER managing partner

PEDRO SILVEIRA chairman

EDWARD SISKIND founder & ceo

MARTIN SKINNER founder & ceo

SRINATH SRIDHARAN member group management council

JOHN STRACHAN chairman

VAN STULTS founding partner & managing director

ANAND TEJANI partner

LEE TIMMINS ceo hines eurasia

ÁRPÁD TÖRÖK ceo

MARK TSOCANOS partner

JON VACCARO managing partner

TIJANA VUJOVIC ceo

PHILIPP WESTERMANN partner

SASCHA WILHELM founder

LARRY YOUNG head of international investment group

MICHAEL ZERDA managing director





THE GRI ANNUAL  
World Curling Championship

curling novices whose knowledge and familiarity of this sport amounts  
to certified total ignorance are invited to fiercely compete in...

THE KING'S CUP

Friday 18 January • rendezvous 10:15 in Lobby



# THE KING'S CUP







#### **ARRIVAL**

Wednesday arrival, however late, is strongly advised, as the program starts at 08:45 on Thursday and St Moritz is a long journey from anywhere.

#### **PARTNERS**

About half of Retreat Members bring their partners.

#### **DRESS CODE**

The Retreat dress code is casual throughout, except for cocktails and dinner, which is jacket & tie.

#### **RETREAT CHECK-IN**

Badges and Program can be picked up from the GRI desk at the Palace:

- a. on Wednesday from 19:00 to 21:00, Grand Halle
- b. on Thursday from 08:00 to 08:45, Le Restaurant

#### **BADGES**

As a facility for other Retreat Members, badges should be remembered and worn during the sessions. They need NOT be worn at other times.

#### **ONGOING SELF-INTRODUCTION**

During the sessions, Retreat Members are urged to (re-) introduce themselves every time they comment, question or otherwise speak, briefly stating their

name and company. This helps put their comments in perspective as well as helping everyone getting themselves better known.

#### **LANGUAGE**

The Retreat language is "international" English and all grammar, syntax and other vocabulary rules are suspended. Native English speakers are urged to articulate slowly and avoid colloquialisms. As Anglo-Americans have a natural language advantage, they are encouraged to help non-native English speakers articulate their views. All are encouraged to help with occasional translation, where appropriate.

#### **SALUTATION**

Retreat and GRI etiquette calls for all to address each other on a first-name basis.

#### **INTRODUCTIONS**

Retreat etiquette encourages any Retreat Member to freely introduce themselves to whoever he or she wishes to meet and, conversely, to welcome such self-introductions from others. Nevertheless, Henri Alster, GRI Chairman, is expressly available and delighted to make introductions between Retreat Members upon request.



# INFORMATION

## **PARTICIPATORY**

The Retreat format is entirely interactive. Retreat Members are encouraged to voice their views unsolicited and, conversely, moderators may elicit spontaneous comments from any Retreat Member unannounced.

## **HOSTS AND WELCOMERS**

The GRI ethic calls for all Retreat Members to consider themselves hosts rather than guests of the Chairmen's Retreat and act accordingly as insiders. As such, they are encouraged to welcome unacquainted new members as if hosting them in their own home. This ethic applies at all times and especially in making it a point to greet, warmly welcome and liberally introduce other members entering a room or spotted by themselves.

## **RETREAT MEMBER PROFILES**

All Retreat Members and Expert Commentators are listed as such on the GRI website [www.griclub.org](http://www.griclub.org). Corporate profiles and personal biographies are similarly listed under each Retreat Member as soon as they are provided, with links to their respective websites. To the extent these will remain listed after the Retreat on the GRI website, the GRI encourages all Retreat Members to provide any and all information that can be helpful in communicating to the world at large what business one is after.

## **WELCOME DRINKS - WEDNESDAY 16**

All Retreat Members and their partners are cordially invited by the Retreat Sponsors to drop in and out any time for casual welcome drinks on Wednesday 16 in the Grand Halle, Palace Hotel, 19:00 to 21:00

## **GALA DINNER - THURSDAY 17**

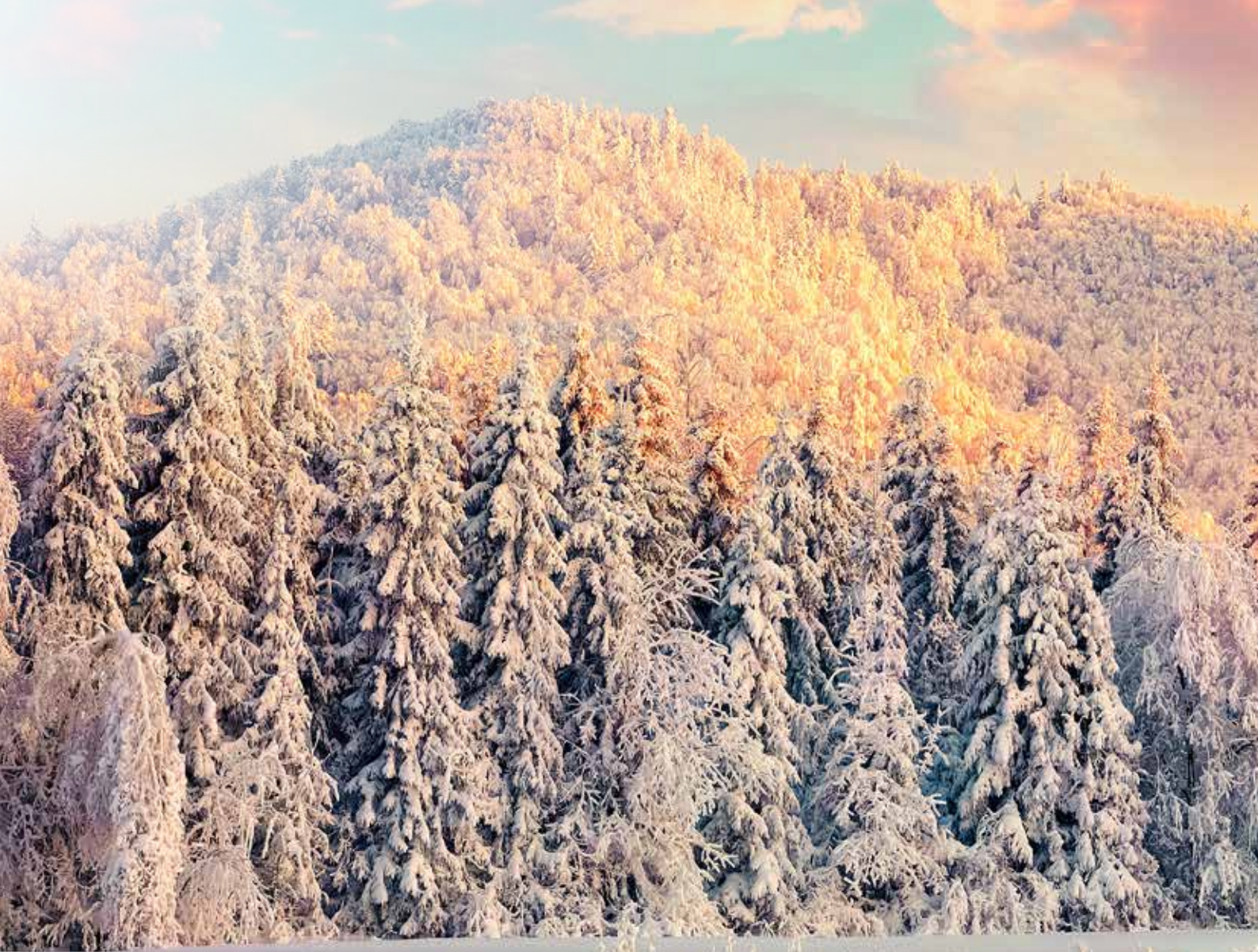
All Retreat Members and their partners are cordially invited to the GRI Chairmen's Retreat Gala Drinks & Dinner, Thursday 19:00 (drinks) 20:00 (dinner).

## **GROUP ACTIVITIES**

Weather permitting, skiing in small GRI groups has been arranged with guides from the Swiss ski school for interested Retreat Members and partners on Friday & Saturday and for partners only on Thursday. Guides, lift passes and lunch are courtesy of the GRI. Prior sign-up is necessary for all group activities.

The GRI has scheduled group activities as a facility for Retreat Members and has enlisted the Swiss ski school and other such qualified guides to help organize them. Retreat Members sign up for any such activity at their own responsibility and release the GRI and any Retreat-related sponsors from any responsibility or potential liability.





#### SKI & EQUIPMENT HIRE

In order to maximize skiing time and avoid last-minute gridlock, Retreat Members and their partners are encouraged to hire ski equipment as soon as possible upon arrival or during lulls in the program before the actual ski date. The GRI suggests one may find hiring of equipment preferable to lugging one's own, as the Palace's own ski shop is particularly convenient. Equipment rental will be charged for days used, even if one should rent it one or more days before actual use. The sports store opening hours during the Chairmen's Retreat will be as follows:

- |                |               |
|----------------|---------------|
| • Wednesday 16 | 08:00 - 19:30 |
| • Thursday 17  | 08:00 - 19:00 |
| • Friday 18    | 08:00 - 19:00 |
| • Saturday 19  | 08:00 - 19:30 |
| • Sunday 20    | 08:00 - 18:00 |

#### SKIING – SPOUSES/PARTNERS PROGRAM THURSDAY 17

GRI spouses/partners can obtain GRI ski passes from the Palace Front Office. Spouses/partners may ski in self-formed independent groups or in GRI groups under the guidance of a Swiss ski school guide. GRI groups for spouses/partners will be formed from 09:00 to 10:00 in the Palace ski school, with ongoing departures by GRI shuttle to the mountain. The last GRI group shuttle will depart at 10:00 promptly. Ski passes need to be obtained prior to this, to avoid delays.

Some skiing proficiency is assumed as the guides will not be functioning as teachers. Beginner skiers are advised to arrange for private instructors and see Erich at the Palace ski school. Swiss ski school guides will form groups, according to skiing proficiency, and guide them individually through one of the world's most wonderful skiing domains. Lunch will be with ski guide at convenient restaurant location. Those who prefer to ski independently in self-formed groups without guides can of course be shuttled to the mountain anytime, though they are advised to do so away from the group rendez-vous times if they wish to avoid congestion.

Lunch in GRI skiing groups is on the GRI, as long as cost is not extravagant, or, if so, one can choose to pay personally, judgement being guided by Honor System.

#### SKIING - RETREAT MEMBERS & SPOUSES/PARTNERS FRIDAY 18 & SATURDAY 19

GRI Retreat Members and spouses/partners can obtain GRI ski passes from the Palace Front Office. They may ski in self-formed independent groups or in GRI groups under the guidance of a Swiss ski school guide, at their discretion. GRI groups will be formed from 08:30 to 10:30 in the Palace ski shop with ongoing departures by GRI shuttle to the mountain. The last GRI group shuttle will depart at 10:30 promptly. Ski passes need to be obtained prior to this, to avoid delays.



# INFORMATION

Some skiing proficiency is assumed as the guides will not be functioning as teachers. Beginner skiers are advised to arrange for private instructors and see Erich at the Palace ski school. Swiss Ski School guides will form groups, according to skiing proficiency, and guide them individually through one of the world's most wonderful skiing domains. Lunch will be with ski guide at convenient restaurant location. Those who prefer to ski independently in self-formed groups without guides can of course be shuttled to the mountain anytime, though they are advised to do so away from the group rendez-vous times if they wish to avoid congestion.

## **THE KING'S CUP - THE GRI CHAIRMEN'S RETREAT WORLD CURLING TOURNAMENT**

**FRIDAY 18** (10:15 in Lobby).

Curling novices whose knowledge and familiarity of this fierce sport amounts to certified total ignorance are invited to fiercely compete in the GRI Chairmen's Retreat World Curling Tournament, an instantaneous classic. The event will be hydrated with cocktails and coffee and the sporting spirit will be nurtured with assorted pastries, this will be followed by a horse & sleigh ride to a mountain restaurant for lunch. Instructors from the St Moritz Curling Centre will be on hand at all times to ensure curling stones are made to glide on the ice and not used as projectiles. Dress code: short jacket or ski jacket, hat, gloves and scarf.

## **DINNER - FRIDAY 18**

Friday night is earmarked for private dinners and entertainment.

## **LATE CHECK-OUT**

Upon request, the Palace will provide late check-out privileges to Retreat Members on Sunday, availability permitting.

## **BADRUTT'S PALACE HOTEL**

Via Serlas 27 CH-7500 St Moritz, Switzerland  
Tel: +41 81 837 1000 Fax: +41 81 837 2999

## **GRI CHAIRMEN'S RETREAT CONTACTS**

|                      |                  |
|----------------------|------------------|
| Henri Alster, GRI    | +44 7768 392 892 |
| Gustavo Favaron, GRI | +44 7880 030 122 |
| Erica Smith, GRI     | +44 7985 080 706 |

## **Head Office:**

511 Avenue of the Americas - Ste 4100, New York, NY 10011, USA

## **Americas:**

Rua Gustavo Ambrust 464, Campinas - SP, CEP 13092-106, Brazil

## **Europe | Asia:**

2 Eastbourne Terrace, Suite 02B137, London, W2 6LG, UK



# RETREAT MEMBERS 2019

## MICHAEL ABEL

Partner  
TPG



### INVESTOR

TPG is a leading global private investment firm with approximately \$79 billion of assets under management.

Michael is a Partner and a member of TPG Real Estate's Investment Committee and is based in London. He joined TPG from Europa Capital and started his career in the Private Equity Real Estate divisions of J.P.Morgan and Lehman Brothers. He holds a Diplome de Grande Ecole and MSc in Management from ESCP Europe, and speaks German, Spanish, English,

Portuguese and French. He currently serves on the Board of Directors of TriGranit and A&O Hotels and Hostels, and is also a member of the board at Great Ormond Street Hospital Charity, a non-profit organization that supports seriously ill children.

mabel@tpg.com tel +44 20 7544 6500

UK

## ROBERT ABT

Managing Director  
ROUND HILL CAPITAL



### PRIVATE EQUITY

Round Hill Capital was founded in 2002 and is a Pan-European real estate Investor and Asset Manager.

Robert has over 17 years of experience in M&A and Corporate Finance. He has advised on real estate transactions in excess of €5bn. Transactions include the acquisitions of shopping malls as well as large residential portfolios, financings of such acquisitions with German mortgage banks (Pfandbriefbanks) as well as with commercial banks and the

CMBS (pre-Lehman as well as CMBS 2.0). Robert started his career with the investment bank Lazard and worked as a lawyer and partner for international law firms in Frankfurt, Munich, London and New York. Robert received a law degree from Heidelberg University.

rabt@roundhillcapital.com tel +49 3070 0172 0500

GERMANY

## DAVIDE ALBERTINI PETRONI

Managing Director  
RISANAMENTO



### PROPERTY DEVELOPMENT COMPANY

Listed on the Italian stock exchange, Risanamento Spa plays a key role across Italian Real Estate market as Developer and Property Company.

Born in 1962, he graduated in Civil Engineering in 1988. Since 2009, he is Managing Director of Risanamento S.p.A. He was CEO of Immobiliare Cascina Rubina owning Sesto Project designed by Renzo Piano for 963.500 sqm and is still CEO of all the subsidiaries of the Group. He sold assets for € 4.0 billion: Paris properties' portfolio for €1,5 billion, a prestigious building in New York for €0,4 billion and other Italian assets.

He is managing the mixed-use Development Project in Milan - 440,000 sqm to be built. Previously, he headed the Real Estate Development by IPI (Fiat Group), being Director of the subsidiaries. Until 2000, he worked for a Construction Company, dealing with the construction of infrastructures in Europe.

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ITALY



# RETREAT MEMBERS 2019

## EDWARD ALDAG. JR

Chairman/ President and CEO  
MEDICAL PROPERTIES TRUST



Medical Properties Trust is the world's preeminent source of real estate capital for hospitals.

With deep experience in healthcare real estate and finance, Ed Aldag launched Medical Properties Trust in 2003 as the world's only real estate investment trust focusing exclusively on hospitals. Today, MPT's portfolio encompasses 276 facilities across the U.S. and Western Europe. Client relationships include seven of the top ten U.S. hospital operators, as well as Germany's leading rehabilitation provider. Company assets

approach \$10 billion and the number of hospital beds owned exceeds 32,000. A business and finance graduate of the University of Alabama, Ed serves on the boards of Children's of Alabama, the Alabama Children's Hospital Foundation and Nareit (the National Association of Real Estate Investment Trusts). He also is a guest lecturer at the University of Alabama and the University of Alabama at Birmingham (UAB).

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USA

## STÉPHANE AMINE

Chairman  
INOVALIS



### REAL ESTATE & WEALTH MANAGEMENT

Real Estate Management and services, Wealth Management, Fund Raising France and Germany

Stéphane Amine is the Chairman of Inovalis REIT along with his duties as Chairman of Inovalis SA and Advenis. He has over 25 years of management experience in the European real estate markets. Since founding Inovalis in 1998, Mr. Amine has built the company into one of Western Europe's leading privately own real estate investment management companies.

Under his stewardship, Inovalis SA, has grown to manage commercial real estate properties, operating in France, Germany, Spain, in wealth management investment and real estate services with AUM € 7 milliards. Stéphane holds a Masters in Management from Reims Management School.

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FRANCE

## WILL ANDRICH

CEO  
RETHALER



### PRIVATE EQUITY

Re-development, special situations, EU, CIS

CEO of ReThaler, the pan-European Real Estate Investment Platform based in Switzerland with a focus on Office, Residential and Logistics market segments in EU. For over 20 years Mr Andrich has been active in Investment Banking and Real Estate, working in London, New York, San

Francisco and Zurich with Morgan Stanley, LCF Rothschild, Astor Capital Group and ReThaler. Mr Andrich holds an MBA degree from Haas Business School, UC Berkeley.

wa@rethaler.com tel +41 79832 0878

SWITZERLAND



# RETREAT MEMBERS 2019

## SEAN ARNOLD

Founding Partner  
CROSSTREE REAL ESTATE PARTNERS



### INVESTOR

UK focused private real estate investor across sectors and capital structure

Prior to forming Crosstree, Sean was with Starwood Capital Group, most recently as Head of European Acquisitions based in London. Sean's experience includes corporate, asset and portfolio acquisitions, distressed and performing debt and joint ventures. Prior to joining

Starwood in 2003, Sean worked in mortgage and asset backed finance. Sean received an AB in Economics from Dartmouth College and an MBA from Stanford University.

sarnold@crosstree.com tel + 44 20 7016 4178

UK

## ERIC ASSIMAKOPOULOS

Founder & Managing Partner  
REVETAS CAPITAL

REVETAS CAPITAL



### REAL ESTATE INVESTOR

Revetas Capital Advisors LLP ("Revetas") is a specialised real estate manager that actively manages value oriented, opportunistic real estate investments in Europe with a present focus on CEE markets.

Eric has over 22 years of experience in the real estate sector, principally as a developer and investor. He is a US national and spent the majority of the last 15 years in Europe, initially investing in Belgium, Germany, and the Slovak Republic. Eric has completed over €1 billion of real estate transactions throughout US and Europe. In 2002, he launched and built Bifrost Investment Group (predecessor to Revetas Capital) into a

leading CEE investment and asset manager. Since 2009, he has actively developed a platform to restructure and recapitalise distressed real estate in CEE, leading to the formation of Revetas Capital. Since then, Eric successfully restructured and recapitalised over €600 million worth of real estate assets in the region.

ea@revetas.com tel +44 203 205 3840

UK

## TRISH BARRIGAN

Managing Partner  
BENSON ELLIOT CAPITAL MANAGEMENT



### FUND MANAGER

Leading, independent pan-European private equity real estate fund manager

Trish has over 20 years industry experience. Co-founded Benson Elliot with Marc Mogull in 2006. Prior to Benson Elliot, Trish spent two years within the Dubai Holding Group as Chief Strategy Officer and Head of Global Real Estate Investments for Dubai Investment Group. Ten years at Goldman Sachs, primarily in real estate principal investing and portfolio management for the Whitehall Funds in New York, Paris and London.

Trish earned a BA degree, summa cum laude, from Boston College. Benson Elliot is a specialist European real estate private equity firm applying decades of investment experience, deep market knowledge and in-house operational expertise to generate sustained investment outperformance.

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UK



# RETREAT MEMBERS 2019

## PAUL BASHIR

President & COO  
ROUND HILL CAPITAL



### INVESTMENT MANAGER

Round Hill Capital is a fully integrated global real estate investment manager.

Paul has over 20 years of experience in Real Estate Investment management in a wide range of operationally intensive real estate sectors including Residential, Commercial, Student housing and Hospitality. His career includes 8 years at KPMG working on global M&A, Restructuring and Transaction Service engagements worldwide. Paul

later moved into an operational career, becoming COO at North Bridge Capital Partners. As President & COO - Paul has operational oversight of the entire Round Hill Capital Group and also heads up the Round Hill Group Executive Committee.

pbashir@roundhillcapital.com tel +44 207 349 1396

UK

## NITIN BHANDARI

Head of Direct Investments  
LETTERONE TREASURY SERVICES



### INVESTOR & DEVELOPER

LetterOne Treasury invests in and manages investments in public securities, private equity, real estate, hedge funds, and direct lending.

Nitin Bhandari is Head of Direct Investments at LetterOne Treasury Services LLP, (LTS), responsible for private equity, direct lending and special situations investments. LTS manages financial investments in excess of \$10 billion. Nitin is also a Partner of Pamplona Capital Management LLP and responsible for direct lending and special situation

investments in the Credit Opportunities Fund. Nitin has been involved in the European real estate and asset backed markets for over 20 years and has previously led the European Real Estate and Principal Finance businesses of Nomura and Bear Stearns.

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UK

## JIM BLAKEMORE

Partner  
GREENOAK REAL ESTATE ADVISORS



### INVESTOR/LENDER

GreenOak Real Estate - partner owned \* principal investing \* lending \* board level strategic advisory

Jim is a Partner for GreenOak in London and oversees European fixed income strategies. GreenOak is an active lender on commercial real estate properties located in the UK and across Western Europe. Jim was previously European Head of Lehman Brothers Global Real Estate Group for EMEA. In this role, Jim oversaw Lehman Brothers European

on-balance sheet real estate activities including commercial mortgage and mezzanine lending. At Lehman Brothers, Jim served on its European Operating Committee, European Fixed Income Executive Committee as well as its Global Fixed Income Operating Committee.

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UK



# RETREAT MEMBERS 2019

## ALEXEY BLANIN

CEO  
AB DEVELOPMENT

AB Development



### DEVELOPMENT COMPANY

AB Development has been successfully operating on the commercial and residential real estate markets in Moscow and Saint-Petersburg. Being a CEO of the company, Alexey Blatin has 20 years of experience in development, he has developed more than 1 mn sqm of quality commercial and residential projects with a total budget exceeding USD 2 bn and net

operating income amounting more than USD 500 mn. Alexey started his career in well-known international development company Hines. In 2005-2009 Alexey headed Horus Capital, one of the major players of Moscow commercial real estate market.

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RUSSIA

## MARJORIE BRABET-FRIEL

CEO & Member of the Board  
SCP GROUP



### INVESTOR

REAL ESTATE PRIVATE EQUITY EUROPE US AND RUSSIA

SCP is Sistema's dedicated private equity Real Estate platform. It invests Sistema's own capital in domestic and international Real Estate markets while also acting for institutional and high-net-worth co-investors from around the world. Ms Brabet-Friel has, since 2009, overseen the real estate investments of Russian and Western institutional real estate investors in Russia and abroad, including Sistema's deployment

in international Real Estate, and the management of Arista SICAV-SIF, a Luxembourg regulated RE Fund fully invested in Moscow commercial real estate. She was previously in charge of the USD1.5bn portfolio of Sistema's listed property company, Sistema-Hals. Prior to that, Ms. Brabet-Friel worked for Skadden in New York and Paris. She is a Harvard Law School graduate.

ea@thescpgroup.com tel +44 20 33 55 7700

UK

## PAULINE BRADLEY

CEO  
GREYFRIARS INVESTMENTS

Greifriars Investments Limited



### PRIVATE INVESTOR

Greifriars Investments Ltd manages funds on behalf of private investors with a focus on value add, asset backed opportunities

Former Corporate Banker who rose to Executive level before leaving the industry in 2006. Led two high performing transacting teams that became market leaders in PFI and Real Estate. Member of the Bank's Credit and Investment Committees and held Board positions in Housebuilding, Real Estate and Hotel & Leisure sectors. Became CEO of a pan European Property Company where she implemented a major restructure before

moving to set up the UK office for a European Private Equity company. Formed Greifriars in 2008 as a co-investing advisory business, working with US funds and HNWI sourcing debt and equity opportunities in the UK Real Estate sector. Greifriars were the lead financial advisor on the delivery of a £300M Regional PRS portfolio.

pauline.bradley@greifriarsinvestments.co.uk tel 0131 220 6719

UK



# RETREAT MEMBERS 2019

## DIRK BRANDES

Executive Board Member  
NATIXIS PFANDBRIEFBANK AG



### BANK

Arranger for larger Real Estate loans in Germany, France, Italy, Spain and USA

Dirk Brandes is Member of the Executive Board and Head of Real Estate Finance at NATIXIS Pfandbriefbank AG based in Frankfurt am Main. The Bank combines the special abilities of a Pfandbrief bank with the commercial business resources of Natixis S.A., the corporate and investment bank of Groupe BPCE. The main markets are Germany,

France, Italy, Spain and United States. Prior to joining NATIXIS in 2016, Dirk Brandes was Head of Business Origination at HSH Nordbank AG, Hamburg. Previously, he was Head of Commercial Real Estate at DG HYP, Hamburg.

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GERMANY

## COLEY BRENNAN

Partner, Head of Europe  
KSL CAPITAL PARTNERS



### INVESTOR

KSL is a private equity fund investing in travel and leisure businesses

Coley Brennan, Partner & Head of Europe, KSL Capital Partners. KSL is a leading private equity firm with \$7.0 billion of equity capital commitments raised since 2005 and a 20-year track record of making investments exclusively in travel and leisure businesses. Through its

investment vehicles, KSL has owned and operated some of the largest and most renowned hotel and resort properties in the United States and Europe, comprising 15,500 hotel rooms, 500 restaurants, 350 retail stores 250 golf courses and 630,000 members.

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UK

## KEITH BRESLAUER

Managing Director & Senior Partner  
PATRON CAPITAL



### INVESTMENT, REAL-ESTATE

Distressed. Private Equity. Property. Corporate. Financial Institutions. Debt Portfolios. Pan-European. Equity. Mezzanine

Mr. Breslau is the Managing Director of Patron Capital (including Patron Capital Captive Fund, Funds I-V). Total capital under management represents approximately €3.4 billion and focuses on investments in European companies and assets associated with property related activities.

Mr. Breslau is active as a Patron of numerous charities. He has an MBA degree from University of Chicago and a BSc degree from NYU School of Business. He is an experienced Alpinist and Skier.

keith@patroncapital.com tel +44 207 629 9417

UK



# RETREAT MEMBERS 2019

## PHILIPPE CAMUS

CEO  
SHAFTESBURY ASSET MANAGEMENT GROUP



### FUND MANAGEMENT

Asset Management and Fund Management in all types of real estate related assets (from NPL to development).

CEO of the Shaftesbury Asset Management Group (SAM Group), Philippe has over 25 years experience in Continental European real estate. The Group is qualified as an Alternative Investment Fund Manager in

Luxembourg and is creating a family of Continental European real estate investment funds, ranging from opportunistic to core plus. The Group is actively seeking acquisitions in Spain, Germany, Ireland and France.

pcamus@shaftesbury.eu tel +352 2638 7825

LUXEMBOURG

## JEAN-LOUIS CHARON

Chairman  
CITYSTAR



### INVESTOR

Jean-Louis Charon started in the Real Estate Industry as Managing Director of Nexity, the biggest French developer. He launched his own investment funds under the Citystar Brand in 2005. Citystar is an Investment and Investment Management Company active in Property as well as in Industry both in Europe and Asia.

jlc@citystar.fr tel +33 1 53 64 22 00

FRANCE

## MATTEO CIDONIO

Managing Partner  
GWM GROUP



### FUND MANAGER AND NPL SPECIAL SERVICER

Based in London and Luxembourg, GWM is an independent fund and asset manager with a specific focus on real estate investments in Europe.

Matteo has over 25 years' experience in the real estate investments and finance sector. Prior to joining GWM Matteo was managing director of BNP Paribas, CIB division, heading the RE division for Europe ex-France and before that he held a similar role within the global RE group of Lehman Brothers. Matteo executed over €20 bn of RE transactions

in Europe, including investments in offices, healthcare, retail, and residential asset classes and private and public debt and equity fund raisings. Matteo has executed over €15 bn of RE transaction in Italy, with counterparties including institutional investors, property companies, public entities, and professional investors.

mcidonio@gwmholding.com tel +44 20 7355 0605

UK



# RETREAT MEMBERS 2019

## ROGER CLARKE

Head of Corporate Finance  
M7



### INVESTOR

M7 is a Pan-European investment and asset management platform focused on higher yielding multi-let regional property.

Roger is currently overseeing a number of M7's projects across Europe. He was previously the CEO of Tunstall Asset Management, and has gained 25 years' experience in European investment banking and capital markets, 12 of which were focused on real estate. After qualifying as a Chartered Accountant with Arthur Andersen he joined Dresdner Kleinwort Wasserstein's M&A department. He began to focus on real estate in 2004 and held senior positions at JP Morgan Cazenove as Director and ING Real Estate as Managing Director, UK Head of Capital Advisors.

roger.clarke@m7re.eu tel +44 20 3750 6080

UK

## JOSH CLEVELAND

Partner  
STEPSTONE GROUP EUROPE



### INVESTOR

StepStone is a global private markets firm providing customized investment and advisory solutions. With more than \$250 billion of total capital allocations, including over \$46 billion in assets.

Prior to joining StepStone in 2014, Mr. Cleveland was a partner of Clairvue Capital Partners, a real estate investment manager which integrated with StepStone to establish StepStone Real Estate. At Clairvue, Mr. Cleveland focused on originating and executing investments in the US and Europe. Before Clairvue, he was a director at Liquid Realty

Partners, an investment manager focused on real estate private equity secondaries. He has also served as a vice president at Capital Dynamics, a Swiss-based private equity manager, and worked in the debt capital markets divisions of Credit Suisse First Boston & Bank of America. Josh received a BA from University of South Carolina.

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UK

## NUNO COELHO

Partner  
RING PROPERTIES



### INVESTOR & DEVELOPER

Nuno Coelho is partner of Ring Properties, a Real Estate company based in Portugal and an investor in several Real Estate projects in Brazil.

Nuno Coelho is electrical engineer with 2 MBAs in Management and Real Estate and speaks English, Spanish and Portuguese.

He is entrepreneur since before graduation and acted as a commercial head of Multinationals until he decided to gather the acquired knowledge to pursue his own goals becoming a specialist in identifying good real estate opportunities to investors, partners and himself in the right market time.

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PORTUGAL



# RETREAT MEMBERS 2019

## CLARK COFFEE

Partner Head of Real Estate  
TYNDARIS

TYNDARIS



### CREDIT INVESTOR

Tyndaris Real Estate provides bespoke capital solutions to owners and operators of commercial real estate across Europe.

Clark is the Head of Tyndaris Real Estate and a Partner of Tyndaris LLP. He joined Tyndaris in 2012 and has been responsible for the development and execution of the real estate strategy since that time. Clark has extensive experience in corporate and real estate finance, the majority

of which has been focused on Europe. Prior to Tyndaris, he served as co-head of origination for Deutsche Bank's European real estate business, established its €250 million mezzanine debt investment program and oversaw the restructuring of a €2 billion legacy loan portfolio.

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UK

## DAVID COLLETT

Managing Director - RE  
KAUST IMC

KAUST Investment  
Management Company



### INVESTMENT MANAGER

David Collett joined KAUST Investment Management Company in 2009 as Managing Director of Real Estate. Prior to that, he was Principal Portfolio Manager for Real Estate at the World Bank Pension Plan, Manager of Private Markets at the CPP Investment Board, a REIT analyst at TD Securities, and started his real estate career in acquisitions,

development and asset management at CIBC Development Corporation and London Life. Mr. Collett received his BA with honors in Economics from Queen's University, Canada, and an MBA from Richard Ivey Business School, University of Western Ontario, Canada.

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USA

## BRYAN YORK COLWELL

Co-Founder & Managing Partner  
LCN CAPITAL PARTNERS

LCN  
Capital Partners



### PRIVATE EQUITY

\$2.2 billion AUM Credit/Real Estate hybrid investing via parallel \$- and €-denominated blind pool private equity funds

Mr. Colwell is Co-Founder and Managing Partner at LCN Capital Partners, a real estate private equity firm based in New York, London, and Luxembourg, with over \$2.2 billion in AUM, where he jointly oversees all the aspects of the firm's investment activities and operations globally. Previously, Mr. Colwell was a senior corporate finance/M&A executive

at Goldman Sachs for 18 years. Mr. Colwell received his M.B.A. from Columbia Business and his B.A. in History and Science from Harvard College where he graduated with Honors. He also studied at Pontificia Universidade Catolica in Rio de Janeiro, Brazil. Mr. Colwell divides his time between New York, London, and St. Moritz.

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USA



# RETREAT MEMBERS 2019

## JAMES CORL

Managing Director  
SIGULER GUFF & COMPANY, LP



### VALUE INVESTING

Multi-strategy private equity firm with \$12Bn AUM and distressed investment focus

James Corl serves as Managing Director and Head of Real Estate at Siguler Guff & Company, a private equity investment firm. Since its inception in 2009, he has overseen the real estate investment team, which has closed on \$3 billion of real estate equity investments. Prior to that, Mr. Corl spent 13 years in the REIT investment industry, most recently as Chief Investment Officer at Cohen & Steers, Inc. a leading investor in global

real estate securities. He was directly responsible for over \$30 billion of client assets invested in mutual funds and institutional separate accounts around the world. Mr. Corl holds a B.A. from Stanford University and an M.B.A. from the Wharton School of Business, the University of Pennsylvania.

jcort@sigulerguff.com tel + 1 212 634 5944

USA

## CYRIL COURBAGE

Managing Director  
FORTRESS INVESTMENT GROUP



### INVESTOR

Leading Diversified Investment Mgt Firm-1,400+ Institutional, Private Investors Worldwide-Private Equity, Credit, Liquid Markets, Traditional Fixed Income

Cyril Courbage joined as a Managing Director of the Credit and Real Estate Funds in the London office in February of 2012. Mr. Courbage is responsible for debt and equity investing across the Credit and Real Estate Funds in Europe. Prior to joining Fortress in February 2012, Mr. Courbage spent 10 years at Deutsche Bank in London where he was

the European head of the Commercial Real Estate group, an activity encompassing financing and special situation principal investments. Prior to that, Mr. Courbage spent six years at Merrill Lynch, initially in the Distressed Debt group and subsequently as a director of the real estate Global Principal Investment business.

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UK

## RICHARD CROFT

CEO  
M7 REAL ESTATE



### ASSET MANAGER

Pan-European investment and asset management platform focussed on higher yielding multi-let regional property

Richard Croft is CEO of M7 Real Estate. M7 manages over 1,000 properties with a value of c.€4.8 billion. Richard is responsible for the strategic direction of the company, capital raising and leads the real estate fund management function. He sits on the board and Investment Committees of all of M7's funds in addition to numerous other M7 JV boards. Prior

to M7, Richard was CEO and co-founder of Halverton REIM (latterly GPT Halverton) and before that, International Investment Director of Teesland iOG (now Valad). He has been involved in over 5bn euros of transactions across the UK and Europe during his 25 years of real estate experience.

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UK



# RETREAT MEMBERS 2019

## RICCARDO DALLOLIO

MD & Head of Real Estate Europe  
H.I.G. EUROPEAN CAPITAL PARTNERS



### INVESTOR

Real Estate Private Equity

Riccardo is MD and Head of H.I.G. Realty Partners in Europe. He is responsible for investment origination, transaction structuring and oversight of the European portfolio. With over 19 years in the real estate industry, Riccardo has extensive investment and transactional experience across a number of jurisdictions in Europe. Prior to H.I.G., he was at AXA RE, where he was Head of Alternatives and Special Situations;

he also held the position of Head of Transaction Europe and Head of Asset Management and Transactions in France. Prior to AXA RE, he worked at Grove International Partners, and before that in the JPMorgan Partners Real Estate Group. He holds an MSC in Finance from Bocconi University and studied at The Wharton School of Business.

rdallolio@higcapital.com tel + 44 (0)20 7409 4639

UK

## DANIEL DEJANOVIC

Head of European Real Estate & Senior MD  
CERBERUS GLOBAL INVESTMENTS



### GLOBAL ALTERNATIVE INVESTMENT FIRM

Cerberus Capital Management, L.P. is a global alternative investment firm with over \$30 billion under management.

Mr. Dejanovic joined Cerberus in June 2006. Prior to joining Cerberus, Mr. Dejanovic worked in the corporate finance arm of Ernst & Young in their London business modeling and valuation team from 2005 to 2006. From 2004 to 2005 Mr. Dejanovic worked for the Australian subsidiary of China Light and Power (CLP) in Business Development and Project Finance.

From 1998 to 2004, Mr. Dejanovic worked for the Australian subsidiary of Cheung Kong Infrastructure Holdings Limited and Hong Kong Electric Holdings Limited in various roles across Corporate Treasury, Financial Accounting, Management Accounting and Commercial Analysis.

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NETHERLANDS

## JEFFREY DISHNER

Senior Managing Director  
STARWOOD CAPITAL EUROPE



### INVESTOR

Jeffrey G. Dishner is the Senior Managing Director of Starwood Capital Group and the Head of Global Acquisitions. He currently serves on the Executive and Investment Committees at Starwood and is primarily responsible for the origination and due diligence process. Mr. Dishner is also a board member of Starwood Property Trust a NYSE listed

mortgage REIT and on its Investment Committee. Mr. Dishner received a Bachelor's degree in economics from the Wharton School of Finance at the University of Pennsylvania and an MBA from the Amos Tuck School at Dartmouth College.

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UK



# RETREAT MEMBERS 2019

## HUNT DOERING

Managing Director  
BAUPOST GROUP INTERNATIONAL

The Baupost Group, L.L.C.



### VALUE INVESTOR

Founded in 1982, Baupost is a long-term, value-oriented investment firm, which currently manages approximately \$30 billion of capital on a discretionary basis.

Hunt is a Managing Director in Baupost's Private Investment Group and focuses on European real estate investment opportunities including property and loan acquisitions, development, distressed debt investments and other real estate related activities. Hunt is also responsible for new joint venture partner and real estate operating

partner relationships. Prior to joining Baupost, Hunt was a Managing Director at Northwood Investors. Hunt graduated from Cornell University magna cum laude with a B.A. in Economics and from Harvard Business School with an MBA.

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UK

## ANDRE FREITAS

Partner & CEO  
HEDGE INVESTMENTS



### INVESTMENT MANAGEMENT

Andre is the CEO and CIO of Hedge Investments, an Asset Management Company founded in 2015 that manages Real Estate Investment Funds (FII), Private Equity (FIP), Hedge Funds (FIM) and managed accounts for institutional investors. Previously, he was a co-founder and senior

partner of Hedging-Griffo, from 1983 to 2006, and an MD at Credit Suisse Hedging-Griffo from 2007 to 2016. He is also the chairman of the Real Estate Consulting Committee at B3 and a member of the Real Estate Financial Products Committee at ANBIMA.

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BRAZIL

## NIKOLETTA FOUSKA

Director  
LATIS GROUP



### INVESTOR

Family-owned private group, investment, development, asset and fund management in major European locations

Nikoleta heads Family Office investments for the Latis Group, across asset classes, with a strong emphasis on Real Estate. She holds a BSc and MSc from MIT and an MBA from Harvard Business School. Latis Group is a private group active in Real Estate, Shipping, Aviation, Energy and Financial Services (EFG Bank). Real Estate activities include investment, development, asset and fund management in major

European locations (London, Paris, Geneva, Athens and Eastern Europe). LAMDA Development SA (listed on the Athens Stock Exchange) is the market leader in retail development in South-Eastern Europe. Hardstone Services (Swiss affiliate) manages third-party funds investing in Switzerland, France and Greece.

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SWITZERLAND



# RETREAT MEMBERS 2019

## GÁBOR FUTÓ

Founder & Owner  
FUTUREAL

**FUTUREAL**



### DEVELOPMENT PARTNER

Joint venture partner for retail, office and residential developments in Europe

Gabor Futo is founder of Futureal Group. Under his leadership Futureal has become one of the leading real estate developer and investor in the CEE region with a team of over 300 top professionals and with project pipeline of over 1.6 billion Euro, including more than 6,000 residential

units and over 500,000 sqm of commercial space. Cordia, its residential arm, is the number one residential developer in Hungary and is also active in Poland, Romania, Germany and the USA.

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HUNGARY

## RICHARD GEORGI

Founder & Managing Partner  
ALPINE GROVE PARTNERS



### INVESTOR

Global real estate private equity business | \$5 billion of total original commitments

Richard Georgi began his career at Goldman Sachs in 1987 where he eventually headed up the Whitehall Funds in Europe. In 1999, Mr Georgi partnered with George Soros to raise a global real estate fund which became Grove International Partners in 2004 and raised successive funds totaling over \$5 billion. Grove invested in 26 platforms which controlled over \$20 billion of real estate around the world. More recently, Grove

formed a separate account business called Alpine Grove with a focus on Europe. Mr Georgi is a graduate of Harvard Business School with distinction and Williams College cum laude where he was NCAA Division 1 ski racer. Mr Georgi actively supports Habitat for Humanity and Human Rights Watch among other non-profit organizations.

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## DAN-DAVID GOLLA

Managing Partner  
AVIARENT CAPITAL MANAGEMENT



### FUND MANAGER

Social infrastructure ; nursing homes, assisted living facilities, student living, micro-apartments, german real estate fund, Spezialfonds, € 1 Billion, Germany, existing and developments.

Dan-David Golla and Mathias Giebken, the founders and owners of AviaRent Capital Management S.à r.l. , have each more than 25 years' experience in the investment banking and real estate industry. AviaRent is a Luxembourg-based independent non-listed fund manager which focuses on social infrastructure such as nursing homes, micro-

apartments and assisted living facilities. The company is investing in "sustainable, ethically sound property", and has more than 1 billion euros under management. The funds are regulated in a SICAV-FIS Spezialfonds structure under Luxembourg law. The company has been voted 3 times as investor of the year.

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LUXEMBOURG



# RETREAT MEMBERS 2019

## SAUL GOLDSTEIN

CEO  
ACTIVUM SG



### FUND MANAGER

European fund manager whose portfolio includes commercial and residential redevelopment, mezzanine loans and special corporate situations

ActivumSG manages more than 1 billion euros of discretionary capital investing in Germany and Spain. Prior to establishing ActivumSG, Saul headed the European real estate investment team which advised the Cerberus Capital Management companies on German and European

investment opportunities. In a nine-and-a-half year career at Cerberus, Saul helped to open and run investment advisory offices for the Cerberus management companies in 4 countries. He advised on investments in real estate, real estate debt, NPLs and operating businesses.

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UK

## TYLER GOODWIN

CEO  
SEAFORTH LAND



### ASSET MANAGEMENT

Seaforth Land is a real estate operating partner for professional and institutional investors. We focus exclusively on Central London commercial property investing across the risk-return spectrum.

Tyler is the Founder and CEO of Seaforth Land, a London specialist investment manager that partners with institutional capital. He has 30 years of global real estate experience including 20 years in Asia working through both the Asian Financial Crisis and the Global Financial Crisis. Tyler has worked in property development, advisory and investment

banking, principal investment, and investment management and has lived and worked in North America, Asia and Europe. He has a deep knowledge and understanding of sovereign and institutional real estate investors. Tyler was listed in the "Estates Gazette 2014 Power List 50" as one of the 50 most influential people in the UK property industry.

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UK

## JOHN GRASSI

Chairman & CEO  
SPEAR STREET CAPITAL



### INVESTMENT FUND

Tech oriented office real estate in U.S. and Canada above \$35 million in total value.

John Grassi is the CEO of Spear Street Capital, an office investment fund with holdings primarily in the major tech markets in the U.S. and Canada. Total acquisitions have encompassed over nineteen million square feet

and \$5.0 billion in total value since 2001. Prior to Spear Street, Mr. Grassi was a vice chairman and CIO with the Shorenstein Company and earlier a vice president in the real estate department of Goldman, Sachs & Co.

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USA



# RETREAT MEMBERS 2019

## CHRISTO ILIEV

CEO  
LION'S HEAD INVESTMENTS



### INVESTOR, DEVELOPER

Commercial and residential development and investment in Bulgaria and the Balkans

Christo Iliev is an entrepreneur with over 25 years of experience in real estate. He is the founder of AG Capital – the largest Bulgarian group of companies with real estate investment, development and asset management capabilities. Christo has also recently co-founded Lion's

Head Investments, a regional commercial property investor and asset manager. He is an alumni of Harvard Business School and holds a PhD degree in Real Estate Investments.

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BULGARIA

## CHRISTIAN JAMISON

Managing Partner  
VALOR REAL ESTATE PARTNERS



### INVESTOR

Investment and asset management platform focussed on logistics & industrial real estate across Europe

Christian Jamison is the managing partner of Valor Real Estate Partners LLP, an investment and asset management platform focussed on logistics & industrial real estate in Europe. Christian formed Valor in 2016 with Jeffrey Kelter & Robert Savage, the founders of KTR Capital. Previously Christian established and served as CEO until 2016 of Delin Capital Asset

Management and he was formerly an Executive Director within the RE structured finance group at JP Morgan. Christian began his career in 1997, he was an M&A banker at Credit Suisse First Boston before specialising in RE investment at GE Capital from 2002.

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UK

## NEIL JONES

Founding Partner  
TEMPRANO CAPITAL PARTNERS



### INVESTOR - DEVELOPER

Retail: Iberian Peninsular High-end Residential: Madrid region Student Housing: Spain & Portugal

Neil has spent nearly 30 years working in the real estate industry. In 1997, he was appointed Chief Executive of Grosvenor Europe. He ran this business from Paris for 12 years investing heavily in Spain and Portugal as well as in France, Italy and Belgium through a variety of proprietary investments, partnerships and own-managed funds. By 2007, he had largely implemented Grosvenor's exit from the Spanish market. He

remains an advisor to Grosvenor Group Ltd. Since 2009, focused on establishing new businesses in sectors where he sees value. In 2010, co-founded Almacantar, the London-focused developer, of which he remains a shareholder. In 2012, co founded Temprano Capital Partners which has been focusing on Iberian markets for the last 5 years

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SPAIN



# RETREAT MEMBERS 2019

## PETER JUN

Founder  
ARMINIUS FUNDS MANAGEMENT



### INVESTOR

Specializing in German real estate - loans and direct real estate

Peter is a co-founder of Arminius. Since 2006, Arminius has organised private equity funds and co-investment vehicles with equity commitments from university endowments, pension funds and family offices. To 31 December 2018, the firm completed approximately €4.7 billion of transactions exclusively in Germany. Prior to Arminius, Peter was at Lone Star Europe and a partner in Lone Star Fund V. Additionally, Peter

served as a Supervisory Board Member of Allgemeine HypothekenBank Rheinboden AG, (Corealcredit Bank AG). Prior to Lone Star, Peter was with The Pradium Group in New York and Lehman Brothers in London. Peter received a BA cum laude in Government from Harvard University and an MA with honors from the University of Amsterdam.

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UK

## BARNABY KELHAM

CEO  
UK & EUROPEAN INVESTMENTS

UK EUROPEAN  
INVESTMENTS



### INVESTOR

Private real estate investor and developer UK, Europe and US

Barney Kelham is CEO of UK & European, the real estate business of the Lewis Trust Group. He joined in 2003 and progressively took responsibility for the worldwide real estate activities of LTG. The business invests in all value add real estate sectors both directly and with local partners in the gateway cities of the UK, Spain, Germany, France and USA.

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UK

## NICO KELLER

Managing Director, Co-Head Investment  
BNP PARIBAS REAL ESTATE HOLDING GMBH

BNP PARIBAS  
REAL ESTATE



### REAL ESTATE ADVISER

Leads and advises on large commercial transactions

Nico is Head of BNP Paribas Real Estate's National Investment Group and is responsible for large commercial real estate investment transactions across Germany. With a team of dedicated experts for each of the Top Six German Centres, Nico leads the transaction team and coordinates the investment advisory services at BNP Paribas Real Estate. Nico advises domestic and international investors across our whole range of

investment services and has personally being involved in over EUR10bn of investment transactions in the last few years.

He has been at BNP Paribas Real Estate for 7 years and previously worked for SEB Asset Management and KPMG

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GERMANY



# RETREAT MEMBERS 2019

## KAMAL KHETAN

Chairman and Managing Director  
SUNTECK REALTY



### DEVELOPER

**Sunteck Realty Limited (SRL) is a Mumbai-based real estate development company, catering to the ultra-luxury and luxury residential segment.**

Kamal Khetan, CMD Sunteck Realty Ltd. is a first generation entrepreneur who founded the Group in 2000. His vision is depicted in being the foremost to anticipate an opportunity in the premium residential space of 4 acres in India's most promising commercial hub - Bandra Kurla Complex, Mumbai. These high end properties of BKC today hosts the top business honchos making it one of the most prestigious and

Iconic project in the country. Mr.Khetan has also identified places like Goregaon & Airoli and invested to develop spaces to cater the needs of the customers. Under his Leadership, Sunteck Realty today manages a development portfolio catering to the ultra-luxurious and Premium segment of over 23 mn.sq.ft spread across 25 projects.

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INDIA

## SASCHA KLAUS

CEO  
BERLIN HYP



### LENDER

**Berlin Hyp is a leading Commercial Real Estate lender in Germany, operating also in foreign markets incl. France, Benelux, Poland, Czech Republic**

Sascha Klaus was appointed CEO of Berlin Hyp AG as of October 2016. He most recently worked at Hypothekbank Frankfurt (formerly Eurohypo) as a Member of the Board of Management from 2012. At the same time, he was Divisional Board Member for non-core assets at Commerzbank. The Franco-German joined Deutsche Bank Group in 1990, moved on in 2000 to Dresdner Kleinwort, New York, where he held the position of

Head of Financial Institutions—Risk Management. 2008, he returned to Europe, where, after various national & international managerial positions at the Dresdner Bank/Commerzbank Group, he was appointed to the Board of Management in the Eastern European holding company. He received a MSc degree in business administration.

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GERMANY

## AUDREY KLEIN

Managing Director  
CORESTATE CAPITAL PARTNERS (UK)



### INVESTOR, ASSET MANAGER

**CORESTATE Capital Group is an investment manager and co-investor with approximately € 22bn in assets under management.**

Managing Director for Equity Raising for Institutional Investors globally (ex-Germany), Responsible for Establishing (new) client contacts for the Corestate Group within institutional investors outside of Germany; advising, supporting and implementing product ideas; leading our London-based client relations team; Supporting, assisting and advising

the Corestate Group with respect to back-to-frontprocess (in particular related to sourcing of the right deals, structuring of deals in line with the needs of the client base and preparing and implementing sales and after sales activities in relation to aforementioned functions); developing new standards.

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UK



# RETREAT MEMBERS 2019

## BERND KNOBLOCH

Founding Partner  
CONTINUUM CAPITAL

Continuum Capital



### INVESTOR

Continuum Capital is an investment manager specialized in the creation, acquisition and management of ground rent properties.

Knobloch studied Law & Business Administration and is admitted to the German Bar. From 1979 until 1991 he was a Managing Partner of Allgemeine Baustraeger GmbH Cederbaum. In 1991 he joined the Frankfurter Hypothekenbank and was Chairman of the Managing Board of Directors of Eurohypo AG until 2008. From 2006 until 2008 he was Member of the Board of Managing Directors of Commerzbank AG.

From November 2008 until August 2009 Knobloch was Member of the Supervisory Board of Hypo Real Estate Holding AG. From 2009 until 2012 Knobloch was Board Member of Josef Schörghuber Foundation. He is Non Executive Director of Palatium Investment Management Ltd. and Deputy Chairman of Citycon and Gem. Hertie Stiftung. He is also Partner at Continuum Capital.

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GERMANY

## ALEXANDER KOBLISCHEK

Managing Director  
RFR MANAGEMENT GMBH

RFR



### REAL ESTATE

The RFR Group oversees USD 14 billion worth of real estate assets worldwide (US and Germany).

Dr. Alexander I. Koblischek, Attorney at law, admitted in Germany and California (USA). Head of RFR Germany, overseeing the RFR investments in Germany RFR Management GmbH, headquartered in Frankfurt / Main, is responsible for the property and asset management of the RFR Group's entire German real estate portfolio, with spaces covering over

700,000 m<sup>2</sup>. RFR Holding GmbH belongs to the RFR Group of the two German-born real estate investors Aby Rosen and Michael Fuchs. RFR portfolio comprises commercial and residential real estate, including office towers, ultra-luxury condominiums, hotels and high-end retail developments.

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GERMANY

## ZSOLT KOHALMI

Global Head of Real Estate and CO-CEO  
PICTET ALTERNATIVE ADVISORS

PICTET



### INVESTMENT & ASSET MANAGEMENT

Global Investor

Zsolt is global head of Real Estate and Co-CEO of PAA. Zsolt has invested in excess of \$20 billion into various real estate asset classes throughout several investment cycles. Previously he was Managing Director and

Head of European Acquisitions at Starwood Capital, prior to that he was CIO and Co-founder of Meyer Bergman. He holds an M.S. degree in economics from the University of Budapest and an MBA from INSEAD.

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SWITZERLAND



# RETREAT MEMBERS 2019

## JAY KWAN

Managing Director Real Estate, Europe  
QUADREAL



### INVESTOR

Real Estate – Private Equity

Jay Kwan joined QuadReal as Managing Director, Europe in February 2018. His focus is on building the international portfolio, with an emphasis on investing in Global Cities in the U.K. and Europe. Jay was formerly a MD at TPG Real Estate, the real estate investment group of private equity firm TPG, specifically focused on European investments. Prior to joining TPG in 2016, Jay was a Partner at Grove International

Partners, where he spent 13 years investing in three continents across all asset classes at both the corporate and asset level. Jay began his career at Lehman Brothers Real Estate Partners in New York in 2001. Jay graduated with a BA in Economics and Political Science from Columbia University in New York.

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UK

## PHILIP LA PIERRE

Head of Continental Europe  
LASALLE INVESTMENT MANAGEMENT



### INVESTMENT MANAGEMENT

One of the world's leading real estate investment managers with approximately US\$70 billion of private and public equity and private debt investments under management.

Philip La Pierre is Head of Continental Europe of LaSalle Investment Management and based in Munich since September 2018. He oversees all operations and strategies in Europe ex-UK. Philip is responsible for

the acquisitions, asset management and fund management teams across all of Continental Europe, and report in to the Chief Executive for Europe, Simon Marrison. He is a member of the European Management Board.

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GERMANY

## AREF LAHHAM

Founding Partner & Managing Director  
ORION CAPITAL MANAGERS



### INVESTOR

Targets diversified pan-European real estate investments; single assets, developments, large portfolios, corporate divestitures and sale/lease-backs

Aref Lahham is Founder and Managing Director of Orion. He is located primarily in Orion's London office and acts as Orion's Chief Executive Officer, setting the strategy and leading the Orion Fund's acquisition team. He has been responsible for over €5.0 billion of property acquisitions throughout Europe. Aref has 30 years of real estate investment and development experience in the US and Europe.

He has served on the board of French public quoted company Société Foncière Lyonnaise as well as on the investment committee of a Bulgari sponsored private equity fund called Opera. Mr. Lahham has a BSc in Civil Engineering from Purdue University, a Masters of Engineering in Civil Engineering from Cornell University and an MBA from INSEAD.

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UK



# RETREAT MEMBERS 2019

## JOSH LAWRENCE

Managing Director  
GLOBAL HOLDINGS MANAGEMENT GROUP



### INVESTOR

Global Holdings Management (UK) Ltd. is an investment/developer advisor and asset manager in London and Amsterdam

Josh Lawrence is the Managing Director of Global Holdings Management Group (UK), the investment/development advisor covering London and Amsterdam for Eyal Ofer's Global Holdings Group. Global Holdings Group is a private real estate holding conglomerate that specializes in investment and development of office, hotel, and residential assets in prime locations across North America, the United Kingdom and Europe.

Global's current portfolio consists of over 10 million square feet of real estate, comprising over 100 properties and 2,500 hotel rooms. Josh holds a BA from Brown University (Honors, magna cum laude), a JD from Northwestern University (Order of the Coif), and an MBA from the Kellogg School of Management.

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UK

## SETH LIEBERMAN

Executive Chairman  
STENDÖRREN FASTIGHETER



### REAL ESTATE INVESTMENT MANAGEMENT

Real Estate investment focused on the Stockholm region

Seth is Chief Investment Officer for AC Private Equity real Estate. Seth has 30 years of real estate industry experience in both the US and in Europe. Seth has a wide range of industry experience ranging from business development, senior and mezzanine finance, and equity investments, to restructuring of distressed properties and debt. Mr Lieberman has held senior positions with UBS Investment Bank (MD), Hypo Real Estate

(Joint MD), Lehman Brothers International (ED), Credit Suisse Praedium Funds (Principal) & GE Capital (Director). Mr Lieberman earned a B.A. in Economics (Cum Laude) from Tufts University and is a member of the Urban Land Institute Europe Executive Committee, its Advisory Board and ULI Global Audit Committee.

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SWEDEN

## FABIO LONGO

Managing Director  
BAIN CAPITAL CREDIT



### NPLS & REAL ESTATE, DISTRESSED & SPECIAL SITUATIONS

Independently managed affiliate of Bain Capital, leading global credit specialist

Mr. Longo joined Bain Capital Credit in 2013. He is a Managing Director in the Non-Performing Loan and Real Estate team that is part of Distressed and Special Situations and is based in Bain Capital Credit's London office. Previously, Mr. Longo was a Principal in the European Principal Finance Fund at Apollo investing in non-performing loan portfolios and

real estate assets being disposed by European financial institutions. Mr. Longo started his career in the Investment Banking group at Goldman Sachs.

Mr. Longo received an M.Eng. from University of Cambridge and MIT.

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UK



# RETREAT MEMBERS 2019

## ANDY MARTIN

CEO  
BNP PARIBAS REAL ESTATE ADVISORY UK



### REAL ESTATE ADVISOR

Prior to becoming CEO of BNP Paribas Real Estate Advisory UK Andy Martin was senior partner of Strutt & Parker since 2009. Andy's areas of expertise lie in funding, investment, development, master planning and place making with particular emphasis on developing market positions and strategies with clients such as the Arlington Business Parks Partnership which led him to create the Business Parks Index with the IPD now regarded as a benchmark for the Industry. He also advised the first UK investors into Prologis European Distribution Fund. He was appointed

Trustee of the Urban Land Institute in April 2015. He is also a trustee of the ULI Foundation Board and became a member of the ULI Global Exchange Council in 2017. He was formerly Chairman and Board member of the Investment Property Forum, and is now a life member. Andy set up the Strutt & Parker Charity initiatives which have raised over £500,000 since 2011 and is Vice President of the Muscular Dystrophy Campaign. Andy graduated from Reading University in Estate Management and studied Corporate Finance at London Business school.

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UK

## NICOLAS MASSIERE

Managing Director  
CALE STREET PARTNERS



### FUND INVESTOR

European-focused real estate capital provider creating "one-stop" solutions to best-in-class developers, operators and institutions.

Nicolas is a principal in Cale Street's investment team. Before joining Cale Street he was a Vice President in the real estate principal Group of Oaktree Capital Management in London where he spent 3 years focussing on pan-European direct asset and portfolio acquisitions as well as NPL and distressed debt purchases. Prior to that he was an Associate at Benson Elliot Capital Management.

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UK

## PETAR MATIC

Chairman  
MPC HOLDING



### INVESTOR

Investments, development, property management and asset management

Petar Matic is the founder and owner of MPC Holding and MPC Properties. MPC Properties is a dedicated real estate platform that delivers fully integrated solutions through every stage of the real estate process: from Investment and Development business, to providing Asset Management and Property Management companies, as well Facility Management Services.

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SERBIA



# RETREAT MEMBERS 2019

## CIARAN MCNAMARA

Co-founder and Managing Director  
SIGNATURE CAPITAL LTD

Signature Capital



### REAL ESTATE INVESTOR AND DEVELOPER

Ciaran is Managing Director of, and co-founded Signature Capital with Enda Woods in 2004. He was previously a director of Investec Bank Ltd. and Gandon Capital Markets plc, and has more than 25 years experience in Real Estate Investment and investment banking. Ciaran is a Civil/Structural Engineering Honours Graduate of University College Dublin. Signature Capital, with offices in Dublin, Berlin and Luxemburg, has €1bn of AUM with c75% German based. The company has also successfully invested in Ireland, the UK and Boston. Signature co-invests and JVs with Funds, institutions and family offices in both investment and

development transactions, predominantly in Office and Retail Asset classes. Signature Capital plays in the opportunistic, value-add and Core plus space and leverages off its extensive experience and expertise in property acquisitions and disposals, banking, structuring and active Asset Management.

Ciaran has been an active and successful investor in technology companies over the years. He was a significant investor in and a director of cloud computing company Feed Henry, which was recently sold to Red Hat Technology.

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IRELAND AND GERMANY

## MANOJ MENDA

Corporate Chairman  
RMZ CORP



### DEVELOPER

**RMZ Corp is one of the leading owners, developers, operators and fund managers with an unmatched portfolio of world-class commercial real estate space in India.**

Manoj Menda is the firm's Corporate Chairman. He leads the firm's Executive Committee and sits on the Investment Committee. Responsible for the strategic client and business relationships globally. He contributes to business development and transaction strategy. He

serves on the Investment and Advisory Committees of all RMZ private fund programs. Founder and Trustee of RMZ Foundation whose vision is to actively contribute to the social and economic development of the communities in which we operate.

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INDIA

## RAJ MENDA

Corporate Chairman  
RMZ CORP



### REAL ESTATE DEVELOPER

**RMZ Corp is one of the leading owners, developers, operators and fund managers with an unmatched portfolio of world-class commercial real estate space in India.**

Raj Menda is the Co-Owner & Corporate Chairman of RMZ Corp. RMZ Corp is one of the most successful South Asian real estate development firms, with an unmatched portfolio in India. The organization has developed, acquired or holds an interest in over 24 M sqft. of commercial properties. Its prestigious and prolific portfolio includes over \$ 3 billion in real estate assets. Headquartered in Bangalore. At RMZ, we are constantly thinking about the Future. This time it's about the Future of Space and

we have chartered our course to look at creating communities. In our new manifesto we are using technology coupled with experiences to build connected communities in our spaces. We transform our buildings into beautiful, collaborative workspaces and provide infrastructure, services, events and tech so our members can focus on their passions. We are the Future of Space. Raj is the first Indian to be on the Jury of the Urban Land Institute-Awards for Excellence. He is a past member of the Global Jury.

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INDIA



# RETREAT MEMBERS 2019

## TOM-ERIC MÖLLER

Managing Shareholder  
DIH DEUTSCHE INDUSTRIE-HOLDING

Deutsche | Industrie | Holding



### INVESTOR

Industrial- and commercial assets, special opportunities

Dr. Tom-Eric Möller is a managing shareholder in a privately-owned M&A and real estate company and is based in Frankfurt. He is responsible for the investments in the real estate sector of the group and the management of the existing portfolio. Prior to DIH, Dr. Möller was working as Vice President for the Commercial Real Estate Group of

Deutsche Bank in London and Frankfurt. Before joining Deutsche Bank he was practicing as senior associate in the law firm Hengeler Mueller in Frankfurt. He holds a law degree from University Hamburg and received a doctorate in law by the University of Hannover.

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GERMANY

## JOHN NACOS

Partner  
EG REAL ESTATE ADVISORS



### INVESTOR/ASSET MANAGER

Investment manager with the focus on commercial real estate.

John Nacos is one of the Co-Founding Partners at EG Real Estate Advisors - a commercial real estate-focused investment manager. EG Real Estate Advisors unlocks complex, undervalued opportunities and invests in and develop operating platforms with growth potential.

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RUSSIA

## MAHBOD NIA

CEO & President  
NORTHSTAR REALTY EUROPE



### OFFICE REIT

NORTHSTAR REALTY EUROPE CORP, is a New York listed REIT focused on European Investments.

Mr. Nia has served as Chief Executive Officer and President of NorthStar Realty Europe Corp. since June 2015. Mr. Nia also serves as Managing Director at Colony NorthStar, Inc., a position he has held since January 2017 and served as Managing Director and Head of European Investments

at NorthStar Asset Management Inc. (NSAM), a position he held from July 2014 to January 2017. Mr. Nia holds a Masters in Economics and Finance from the University of Warwick and a First Class Honors degree in Economics for Business.

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UK



# RETREAT MEMBERS 2019

## GUSTAVO NICOLAU

Director  
AKYLAS PATRIMONIAL



### DEVELOPER / INVESTOR / FAMILY OFFICE

Akylas has been active in several segments of the real estate industry for more than 30 years. Reliable consultant and partner for buyers, builders, investor and developer

Gustavo Nicolau is an economist graduated from PUC-SP and executive MBA from Ibmecc (Insper). He was financial manager of an electrical engineering company with operations in infrastructure, shopping centers, supermarkets and industries in Brazil, Argentina and Uruguay. He was also financial and administrative consultant for companies related to the

real estate industry and family office, focusing on strategic, corporate and succession planning areas. Developed a residential development in partnership with a major player in the real estate market and established Akylas Patrimonial in the real estate development market.

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BRAZIL

## KRSTO NIKOLIC

Managing Director & Head of Europe Real Estate  
STARWOOD CAPITAL GROUP



### INVESTOR

Krsto Nikolic is a Managing Director and Head of Real Estate, Europe, at Starwood Capital Group. In this role, he is responsible for helping the Firm continue to expand its presence in Europe by originating, structuring, underwriting and closing investments in the region. Mr. Nikolic serves on Starwood Capital's European Investment Committee. Previously, Mr. Nikolic was a Partner at TPG Real Estate, where he served on its Investment and Management Committees. Mr. Nikolic has also

worked with Apollo Real Estate (now Ares Management), and started his career at Goldman Sachs International. Mr. Nikolic has served on the boards of multiple real estate companies across several asset classes and geographies, and has completed over \$7 billion of real estate transactions in Europe. Mr. Nikolic received B.A. and M.A. degrees from Cambridge University.

knikolic@starwood.com tel +44 207 016 3650

UK

## BRIAN NILES

Head of REI Europe  
MORGAN STANLEY

Morgan Stanley



### INVESTOR

Global real estate asset manager with \$43 billion of AUM – approximately 1/3 in Europe

Brian Niles is a Managing Director and Head of Europe for Morgan Stanley Real Estate Investing. In addition, he is a member of the Global Investment Committee and serves as Portfolio Manager for MSREF III - V International Funds. Prior to joining Morgan Stanley in 2006, Brian

worked for nine years at Goldman Sachs, primarily in the Real Estate Principal Investment Area. Brian is married with 3 children and has lived in London since 1999.

brian.niles@morganstanley.com tel +44 20 7425 8965

UK



# RETREAT MEMBERS 2019

## SÁNDOR NYÚL

Chairman of the Board of Directors  
GRANIT POLUS DEVELOPMENT



### PROPERTY MANAGER

Fully integrated real estate development and management company with successful retail, office and residential projects

Mr Nyúl has been working with Granit Polus Group since its foundation. He has substantial knowledge in international investments, capital placement, property development and management, crisis management, financial consultancy, retail and wholesale and foreign trade. Granit Polus Group, now encompassing a fully integrated real estate

development and management business, was established 20 years ago. Granit Polus possesses a track record for developing complex mixed-use schemes, in addition to regional shopping and entertainment centres, Class A office buildings, residential apartment buildings and hotels.

nyulsandor@granitpolus.com tel +36 1 374 5600

HUNGARY

## SCOTT O'DONNELL

VP - Senior Managing Director  
HARBERT MANAGEMENT CORPORATION



### INVESTMENT MANAGEMENT

Office, retail, industrial/logistics, residential – existing and development

Scott O'Donnell is Senior Managing Director of Harbert Management Corporation ("HMC"), an investor in alternative investment strategies. Scott is head of Europe and responsible for HMCs European real estate investment activities. Prior to joining HMC, Scott served as a Managing

Director of Credit Suisse in London and as the European Head and Investment Committee Member (International) of DLJ Real Estate Capital Partners.

sodonnell@harbert.net tel +44 20 7408 4120

UK

## JONATHAN OFER

CEO  
GLOBAL HOLDINGS MANAGEMENT GROUP



### INVESTOR

Investor & Developer of Office, Hotel and Residential in London, New York, Amsterdam and Washington DC

Jonathan J. Ofer is CEO of Global Holdings Management (US) Group, an investment/developer advisor and asset manager, with over 10 million square feet of real estate, comprising over 100 properties and 2,500 hotel rooms across Europe and the United States.

Jonathan's real estate experience covers acquisitions and developments with a focus on office, residential and hotel assets. Before 2016 Jonathan was Managing Director of Global Holdings Management Group (UK) for

ten years. Under his leadership the company began a hotel development and management business and in-house development business.

Jonathan holds a BA from Dartmouth College, a JD from Northwestern University and an MBA from the Kellogg School of Management.

Currently Jonathan is a member of the Presidents Leadership Council (PLC) at Dartmouth College, Partnership for New York City and the Real Estate Board of New York.

jj.ofer@gh-mgmt.com tel +1 212 355 1500

USA



# RETREAT MEMBERS 2019

## GUMERSINDO OLIVEROS

CEO/CIO  
KAUST INVESTMENT MANAGEMENT COMPANY



### INVESTMENT MANAGER

**KAUST Investment Management Company, an entity responsible for the investment strategy of the King Abdullah University of Science and Technology (KAUST) in Saudi Arabia**

Sindo Oliveros is the CEO and CIO of the endowment for KAUST, an international graduate-level university for scientific research in Saudi Arabia with faculty and students from more than 80 countries. Prior to that he managed the World Bank's Pension, Medical Plan and Endowments, headed the WB's Capital Markets and Financial Engineering Department, worked for nine years at the International Monetary Fund

and was Assistant Professor at the University of Minnesota. He holds a PhD and CFA and is a member of several Boards including the Rockefeller Foundation, the Investment Fund For Foundations (TIFF), Sequoia Heritage Fund, the Public Welfare Foundation, the UN Pension Plan and the MSCI Barra and EDHEC's Advisory Boards.

[gumersindo.oliveros@kaust-imc.org](mailto:gumersindo.oliveros@kaust-imc.org) tel + 1 571 482-1610

USA

## RADIM PASSER

Founder & CEO  
PASSERINVEST GROUP



### DEVELOPMENT AND INVESTMENT

**Development of multipurpose project BB Centrum in Prague. One of the largest business parks in Europe, area 25 hectares. The overall investment into BB Centrum will amount EUR 1,1 billion**

Radim Passer was born in 1963. In 1991, he went into business and set up PASSERINVEST GROUP, which has ranked among the most recognized development companies on the Czech market ever since. His company has built up its reputation thanks to its correct and fair behaviour, client

orientation and constant effort to work to top quality standards. Radim Passer is grateful to God for his success in business. He is also behind a number of missionary and charity projects, along with founding Maranatha Civic Association. Radim Passer is married and has 3 sons.

[radim.passer@passerinvest.cz](mailto:radim.passer@passerinvest.cz) tel +420 221 582 111

CZECH REPUBLIC

## LUIS PEREDA ESPESO

Executive Chairman  
GRUPO LAR



### DEVELOPER/INVESTOR

**Grupo Lar is a developer, investor and asset manager in Europe and Latin America.**

Luis Pereda Espeso is Executive Chairman of Grupo Lar, a Spanish developer and investor currently active in Europe and Latin America, and manager of Spanish REIT Lar España Real Estate. Luis has a BA in Law and a BS in Econometrics from the University of Madrid, and postgraduate

degrees from IESE, MIT and Harvard. He is Professor of Management at the Instituto de Empresa in Madrid, Advisor to the Board of Grupo Barceló and Member of the Advisory Board of GED Fund Management.

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SPAIN



# RETREAT MEMBERS 2019

## ETIENNE PRONGUÉ

Deputy CEO  
BNP PARIBAS REAL ESTATE ADVISORY UK



### REAL ESTATE ADVISER

**Advises Investors, Developers, Private Individuals, Occupiers and Public Sector clients on the full real estate lifecycle of services**

Until October 2017 Etienne Prongué headed the International Investment Group, which he grew from three people in 2013 to 28 investment specialists situated in Europe, Middle East and Asia and which today advises on all types of assets across Europe. In addition, Etienne was responsible for the relationship between Real Estate and Wealth Management and CIB. Since 2012, the team has concluded 70 deals with

Wealth Management clients with a volume of €1.5bn, and €5.6bn of deals with CIB clients in the last two years. Etienne advised BNP Paribas Real Estate Property Development division on the sale of its £320m Kings Cross development to AXA REIM in 2012, the acquisition of the RISANAMENTO prime Paris portfolio for €1.225bn and the sale of 9 Place Vendôme to NBIM for €1bn in 2016.

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UK

## JEFF PYM

CFO/Director  
DELIN CAPITAL ASSET MANAGEMENT



### INVESTMENT

**Delin is an investor and asset manager specialising in European logistics investment and development assets in the UK, The Netherlands, Spain and Germany. AUM is c€1bn**

Jeff is responsible for looking after our finances and banking relationships, and, also, is directly involved with raising capital with the team to grow the business. Jeff was previously consultant CFO for Tritax Big Box REIT, being part of the management team that launched the REIT in 2013, before becoming Chief Financial Officer for Tritax Management

LLP in 2015. He has a wealth of experience having spent the last 24 years working across a range of real estate sub-sectors. He qualified as a Chartered Accountant with Moore Stephens in 1989 and holds a degree in Management Science and Physics from Keele University.

jeff.pym@dc-am.co.uk tel +44 207 487 1244

UK

## ROBERT RACKIND

Partner, Head of Real Estate  
EQT PARTNERS



### INVESTMENT MANAGEMENT

**EQT is a Swedish private equity group of 20 funds with EUR 30 billion in raised capital.**

Mr. Rackind joined EQT Partners in January 2015 and is Partner and Co-Head of EQT Real Estate. Prior to joining EQT Partners, Mr. Rackind was co-founder and Managing Director of Wainbridge Limited, a private real estate investment, development and asset management company. Previously, he held management positions for leading real estate

investment, development and private equity companies where he was responsible for investing in and developing in excess of 500,000 sqm of commercial and residential space in cities such as London, Paris, Milan & Helsinki.

rob.rackind@eqtpartners.com tel +44 208 432 5410

UK



# RETREAT MEMBERS 2019

## SHARON RAINGOLD

Managing Director  
GÉNÉRALE CONTINENTALE INVESTISSEMENTS



### INVESTOR/DEVELOPER

**Investment in office and other commercial real estate in France and Europe**

Sharon Raingold, Managing Director, joined Générale Continentale Investissements in 1998. Since then she has been involved in major spheres of the company's activities : acquisition, asset management, development and investor relations. Générale Continentale Investissements has invested in and developed over 1,500,00 m2 of

offices and other commercial property mainly in the Paris Region and other major cities in France with top quality Partners. Tenants have included major national and international companies as well as the French Administration.

sraingold@gci-site.com tel +33 1 56 68 48 00

FRANCE

## RON RAWALD

Head of International Real Estate  
CERBERUS CAPITAL MANAGEMENT



### INVESTOR

**Founded in 1992, Cerberus is a global leader in alternative investing with over \$35 billion in assets across complementary credit, private equity, and real estate platforms**

Ron Rawald joined Cerberus in 2006, first working in the firm's Frankfurt and then London offices as the Head of European Real Estate focusing on property related assets and non-performing loans. In 2017, after 13 years in Europe, he returned to New York to assume his current role of Head of International Real Estate. Before joining Cerberus, Mr. Rawald

was with Fortress Investment Group from 2004 to 2005, where he was responsible for commercial property investments and special situations in Europe. Prior to moving to Frankfurt for Fortress in 2004, he was a founding partner of Aetos Capital, a private equity real estate fund investing in Japanese assets, where he worked from 2001 to 2004.

rrawald@cerberuscapital.com tel +1 212 894 5300

USA

## JORDI ROBINAT

Presidente  
ARUM GROUP



### RESIDENTIAL RESORTS

**Restructuring, developing, managing of financially successful resorts in Spain - Combines strong leisure component with lodging & residential elements**

Jordi Robinat is the founder & CEO of Arum Group, a company which offers design, development, management and restructuring services for both leisure and residential planned communities in Spain, providing true end-to-end solutions for its clients. Jordi also controls Rambla

Capital, the investment arm of the group in Spain, and Grupo Barcelona, which develops housing for the growing middle class in South America. In 2002 Jordi founded Alda Foundation, a charitable organization whose aim is to improve children's education in Paraguay, South America.

jrobinat@arumgroup.es tel +34 933 633 661

SPAIN



# RETREAT MEMBERS 2019

## BERND RUCK

Co Founder  
SAX HOLDING GMBH



### INVESTOR, REAL ESTATE DEVELOPMENT JV

Focus in the German real estate market, Micro-Living, Senior-Residences, Residential, Office, Retail, Logistics, Hotel, Longstay Apartments, 15 – 150 million EUR project size - Mezzanine Investment

Bernd Ruck is the Co-Founder of SAX Group with more than 30 years of experience as entrepreneur in the real estate market. He is responsible for corporate strategy, raising of capital, as well as sales and acquisitions. Bernd holds a degree from the University of Tübingen and the University of Phoenix. Following the successful sale of his first company he established SAX Group in 1994.

SAX Group is a privately held Real Estate Development Joint Venture

Company. Investing in real estate projects in Germany SAX is an experienced co-investor with profound real estate development knowledge that enables its project partners to successfully realise their projects. Since 1994 SAX group successfully realized more than 100 real estate projects. Currently SAX has a development pipeline of more than 10 projects with a total volume of more than 450 mn EUR.

bernd.ruck@sax-gruppe.de tel +49 7071 / 68886-33

GERMANY

## GARY SACKS

CEO  
CITY & DOCKLANDS GROUP



### BUILD TO RENT

A London centric Developer and Management company combining to build a vertically integrated build to rent PRS operator.

Gary Sacks is managing director of the City and Docklands Group. Born in and educated in South Africa, graduating with a B.Comm, Gary emigrated to the UK in 1987. He has built up the City and Docklands Group into a mid sized developer and investor. The group includes Life Residential which is the rentals and management operating arm of the company.

CD Group has developed over 3000 units in London and Life is currently renting and managing 4500 units with 12 branches. CD Group growth is now fixed on developing and retaining its stock with 800 units in the pipeline.

gsacks@cityanddocklands.com tel +44 (0)20 8953 1170

UK

## MATTHIAS SCHMITZ

Managing Partner  
4 FRIENDS INVESTMENT



### INVESTOR, MANAGER

Distressed, Value-Add, Core +, Europe, Sweet Spot 5 to 50 mn EUR equity.

Matthias is co-founder of ACREST Property Group, Germany's leading retail real estate asset manager, acquired by JLL in 2016. 4 Friends Investments invests into and manages value-add real estate across Europe, also with joint venture partners. Matthias holds an architectural degree.

msc@4-fi.de tel +49 30 889 2789 0

GERMANY



# RETREAT MEMBERS 2019

## GREGORIO SCHNEIDER

Managing Partner  
TC LATIN AMERICA PARTNERS



### INVESTOR

Real Estate Fund focused on low/middle income residential development in Latin America.

Gregorio is the Founder and Managing Partner of Terranum Capital, a specialized Latin American alternative asset management firm with offices in Bogota, Lima and New York. Terranum Capital invests in residential and retail RE projects in Colombia, Peru, Brazil and Mexico. Prior to Terranum Capital, Gregorio was Managing Director and Head of Emerging Markets at Och-Ziff Capital Management, Portfolio Manager

at Rohatyn Group (TRG) and worked at Spinnaker Capital. Gregorio has served on the boards of various Latin American companies and has been recognized by the World Economic Forum for his work with developing countries. He holds a B.A. in Business Administration from (ITAM) and received his M.B.A. from Columbia University Business School.

gschneider@tclatam.com tel +1 347 289 3262

USA

## PEDRO SILVEIRA

Chairman  
SILCOGE



### INVESTOR & DEVELOPER

ILCOGE, Grupo Sil's main development company, was founded in 1949. Through SILCOGE, the Group develops turnkey projects, offering the client a complete service from site acquisition to final occupation. The Group also renovates existing buildings, converting these into investment assets.

SILCOGE is currently developing over 250,000 sqm of property in the Greater Lisbon Area.

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PORTUGAL

## EDWARD SISKIND

Founder & CEO  
CALE STREET PARTNERS LLP



### LENDER AND INVESTOR

European focused property investor providing senior and mezzanine debt as well as joint venture equity capital.

Ed is the Founder and CEO of Cale Street Partners LLP ("CSP"). CSP is a European focused property investor providing senior and mezzanine debt as well as joint venture equity capital. CSP was founded in 2014 and seeded with €1.1 billion from a sovereign wealth investor with a long term, patient approach to investing. Prior to founding CSP, Ed enjoyed

a 23 year career at Goldman, Sachs & Co., where he held a variety of leadership positions including Global Head of the Real Estate Principal Investment Area and Co-Head of European Merchant Bank. He also served as Chairman of the Global Real Estate Investment Committee and on the European Management and Mortgage Capital Committees.

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UK



# RETREAT MEMBERS 2019

## MARTIN SKINNER

CEO  
INSPIRED HOMES & INSPIRED ASSET MANAGEMENT



### PROPERTY DEVELOPER

**Developer of affordable high tech, high spec micro-apartments for private sale**

Martin is Founder and Chief Executive of multi award-winning homebuilder Inspired Homes and property investment and development company Inspired Asset Management. Specialising in micro-apartments, Inspired boasts a completed and pipeline GDV of over £500m with developments in Croydon, Sutton, Epsom, Crawley, Chertsey and

Manchester. Martin has been campaigning for the relaxation of the nationally described space standard to enable the delivery of new-build micro-apartment schemes as well as a new 'co-living' model within the Sui Generis category to make it easier to rent student-style shared living accommodation to non-students.

[martin@inspiredassets.com](mailto:martin@inspiredassets.com) tel +44 20 7495 0523

UK

## SRINATH SRIDHARAN

Member Group Management Council  
WADHAWAN GLOBAL CAPITAL



### CIC (CORE-INVESTMENT-COMPANY)

**A non-operating holding company of primarily financial businesses and is registered with the Reserve Bank of India as a Core Investment Company**

Wadhawan Global Capital (WGC) is one of the leading financial services group managing over US\$ 20 billion of assets through its Lending, Investment and Insurance platforms. WGC is the parent company to some of the prominent brands like Dewan Housing Finance Limited (market leader in financing affordable housing), Aadhar Housing Finance, Avanse Financial Services, DHFL Pramerica Life Insurance, DHFL Pramerica Asset

Managers and DHFL General Insurance. It has a London-based wholly-owned subsidiary Wadhawan Global Capital (UK) Ltd. WGC is in the process of setting up wealth management platform. Group has partnered with leading financial institutions such as International Finance Corporation and Prudential Financial Inc, United States.

[anuja@wgcms.com](mailto:anuja@wgcms.com) tel 0091 22 6600 6952

INDIA

## JOHN STRACHAN

Chairman  
INTU PROPERTIES



John Strachan is Chairman of intu properties plc, the London based REIT, with retail property assets in the United Kingdom, Spain and India. He is also on the Board of TRUE, the private equity vehicle investing across the retail sector, and owner of The HUB. John is Vice Chairman of the European Board of the International Council of Shopping Centres,

former member of the Global Board and President of the British Council. Before joining the Board of intu, he was Global Head of Retail Services at Cushman & Wakefield. John is a Fellow of the Royal Institution of Chartered Surveyors.

[john.strachan@intu.co.uk](mailto:john.strachan@intu.co.uk) tel +44 20 7960 1200

UK



# RETREAT MEMBERS 2019

## VAN STULTS

Founding Partner & Managing Director  
ORION CAPITAL MANAGERS



### INVESTOR

**Targets diversified pan-European real estate investments; single assets, developments, large portfolios, corporate divestitures and sale/lease-backs**

Van Stults is a Founding Partner of Orion Capital Managers, a pan-European RE private equity investment firm. He has over 30 years of real estate investment management experience. Van, with his partners, created the opportunistic Orion European Real Estate Funds I, II, III, IV and V and the core fund, Orion Income Return Partners, which combined have €15 billion of investment capacity. The Orion Funds target a wide

range of RE investments throughout EU. Prior to Orion, Van spent 15 years with LaSalle Partners in the US and EU where he was a Main Board Member and a Managing Director. He is a Global Trustee of the Urban Land Institute and received his MBA from the University of Chicago Booth Graduate School of Business

vstults@orioncapman.com tel +44 20 7199 2000

UK

## ANAND TEJANI

Partner  
TPG EUROPE



### PRIVATE EQUITY

**Platform investments requiring in excess of \$100 million of equity capital**

Mr. Tejani is a Partner based in London and is a member of TPG Real Estate's investment committee. Prior to joining TPG, served as a Director at Lion Capital LLP and worked at Morgan Stanley Capital Partners and Morgan Stanley's Mergers, Acquisitions and Restructuring Department. Mr. Tejani received an A.B. in applied mathematics with economics from Harvard College. TPG Real Estate is the real estate platform of TPG, a

leading global private investment firm with \$74 billion of assets under management. TPGRE includes both TPG Real Estate Partners, its equity investment platform, and in TPG Real Estate Finance Trust, its debt origination and acquisition platform. Collectively, the two platforms have over \$7 billion of assets under management

atejani@tpg.com tel +44 20 7544 6543

UK

## LEE TIMMINS

CEO, Eurasia Region  
HINES



### INVESTMENT, MANAGEMENT

**Founded in 1957; more than 1000 properties: office, residential, mixed-use, commercial, land development; CEE since 1991**

Mr. Timmins joined Hines in 1988. He currently serves as CEO of Hines Eurasia and serves on the firm's Executive Committee. Mr Timmins has developed, acquired and managed more than \$5.0 billion of real estate.

In recent years Mr. Timmins has been instrumental in establishing development and acquisition funds totalling \$1.5 billion of capital targeting investments in Central and Eastern Europe and India.

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RUSSIA



# RETREAT MEMBERS 2019

## ÁRPÁD TOROK

CEO  
TRIGRANIT DEVELOPMENT CORPORATION

TRIGRANIT



### REAL ESTATE PLATFORM

The company's focus is on mixed-use "City Center", office and retail developments in strategic urban locations.

Árpád has been in the international real-estate business for more than 2 decades including 16 years with Trigranit. Previously he held senior management positions at Cushman & Wakefield in Europe. Was appointed to CEO of Trigranit in 2009, the company has since succeeded to obtain

over 1 billion Euros in financing and refinancing to develop around 950,000 m<sup>2</sup> of projects completed or currently under construction. Trigranit - one of the largest fully integrated real estate investment, development and management platforms in CE.

atorok@trigranit.com tel +36 1 374 5607

HUNGARY

## MARK TSOCANOS

Partner  
THE BAUPOST GROUP

THE BAUPOST GROUP



### INVESTMENT MANAGER

The Baupost Group is a value-oriented investment organization and is an experienced investor in a wide range of securities and asset classes.

Mark is a Partner in Baupost's Private Investment Group, focusing on real estate investments in Europe and the United States. Prior to joining Baupost, Mark served as an investor, asset manager, lender and workouts officer at Apollo Real Estate Advisors, Wexford Management,

The Yarmouth Group and Citicorp Real Estate. Mark received his MBA from Columbia Business School and studied architecture at the Yale Graduate School of Art and Architecture. He earned a B.A. with a major in architecture from Columbia College.

mat@baupost.com tel +1 617 210 8310

USA

## JON VACCARO

CEO and Managing Partner  
V4PARTNERS

V4Partners



In early 2018, established V4 Partners to invest and advise in real estate opportunities. Presently, a senior advisor to: Resolution Recovery Partners, Spring 11, Revetas Capital Partners, West Dallas Investments, and others. General Partner in the development of mixed-use properties in Fairfield County, Connecticut. From 2014-2018, founded Cantor Real

Estate to build a real estate asset management business. From 2010-2014 founded Ranieri Real Estate Partners as a merchant bank and asset manager. Former Global Head of Commercial Real Estate for Deutsche Bank (1997-2010). During that time was a senior partner on the Deutsche Bank Global Banking Group Executive Committee.

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USA



# RETREAT MEMBERS 2019

## TIJANA VUJOVIC

CEO  
CONFLUENCE PROPERTY MANAGEMENT



### PROPERTY MANAGEMENT

**Confluence Property Management is the leading independent asset and property management company in the Balkans providing advanced real estate solutions.**

Prior to joining Confluence Property Management as Head of Retail and later C.E.O., Mrs. Vujovic was an employee of Balkans Real Estate, where she focused on evaluating and identifying potential investment opportunities for the joint venture with Merrill Lynch. Before moving to Belgrade, Mrs. Vujović worked with GE Real Estate in both Prague

and Milan. She is a graduate of Bocconi University, with a degree in International Economics and Management. Mrs. Vujovic's next achievement is Executive Global Master degree in Management at the London School of Economics and Political Science (LSE).

tijana.vujovic@confluence.rs tel +381 11 285 45 10

SERBIA

## PHILIPP WESTERMANN

Partner/ Head of Europe  
PROPRIUM CAPITAL PARTNERS



### ASSET/FUND/INVESTMENT MANAGER (REIM)

**Proprium is focused on providing investment advisory services with respect to opportunistic investments in Real Estate.**

Philipp Westermann is Head of Europe and a Partner of Proprium Capital Partners. Prior to joining Proprium as a founding team member, Philipp was Co-CEO and Geschäftsführer of Motel One, Germany's second largest budget hotel chain. Motel One operates over 40 hotels generating 2012 revenues of €175 million and EBITDA of €62 million. Until 2010, Philipp

was a Managing Director at Morgan Stanley, where he was European Portfolio Manager for Morgan Stanley's Real Estate Special Situations Fund and headed the UK Real Estate Investing business. Prior to joining Morgan Stanley in 2002, Philipp was a Vice President at Lazard, where he spent seven years in Mergers and Acquisitions in London and New York.

philipp.westermann@proprium.com tel +1 203 883 0355

USA

## SASCHA WILHELM

CEO  
X+BRICKS AG



### INVESTOR

**Retail parks, supermarkets, discounters in Germany**

Sascha Wilhelm launched the real estate company x+bricks AG in August 2018. The company is initially focusing on the German market and investing in food-oriented properties such as supermarkets, discount stores, and retail parks. Sascha Wilhelm studied law at Ludwig Maximilian University in Munich and obtained an MBA in International Real Estate Management in Germany, London and Zurich. Wilhelm was

CEO of Corestate Capital Group until April 2018. Under his leadership, Corestate's assets under management increased from less than EUR 5 billion to over EUR 20 billion. In 2016, he successfully took the investment management company public on the Frankfurt Stock Exchange, where it is now listed in the S-SDAX.

smw@andbricks.com tel +352 2663 72 44

LUXEMBOURG



# RETREAT MEMBERS 2019

## LARRY YOUNG

Head of International Investment Group  
BNP PARIBAS REAL ESTATE FRANCE



### REAL ESTATE ADVISER

**Advises Investors, Developers, Private Individuals, Occupiers and Public Sector clients on the full real estate lifecycle of services**

Larry is Head of BNP Paribas Real Estate's International Investment Group which partners with global investors to manage their investment strategies and portfolios across Europe. With dedicated local experts for Asia and Middle East, Larry leads the team and also links together with BNP Paribas' banking and wealth management teams to offer the client a full range of investment services as well as assisting international

capital flows across Europe. Larry has over 17 years of experience in real estate advisory and investment. Larry joined BNP Paribas Real Estate Transaction in 2017 as Director of International Investment. Larry holds a BA in Political Science and a Masters in Real Estate Law and Valuation. Member of the RICS since 2004.

[larry.young@bnpparibas.com](mailto:larry.young@bnpparibas.com) tel tel +33 147 59 20 11

FRANCE

## MICHAEL ZERDA

Managing Director  
BLACKSTONE



### INVESTOR

**Global real estate debt platform focused on whole loan and mezz loan origination and loan acquisitions**

Blackstone's global business platform encompasses private equity and real estate funds, hedge fund solutions and credit funds. Michael Zerda is Head of Europe for Blackstone Real Estate Debt Strategies, based in London. Prior to joining Blackstone, Mr. Zerda spent six years at LaSalle Investment Management overseeing the set-up and growth of its debt

investment and special situations group. Prior to that, Mr. Zerda worked in Merrill Lynch's real estate private equity group focused on pan-European equity investments and at Archon, Goldman Sachs' real estate and distressed loan management platform.

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UK



# RETREAT MEMBERS 2019





# PRE-BOOKING FORM 2020



Members of the GRI Chairmen's Retreat 2019 that wish to rebook for the Retreat 2020 before Thursday 24 Jan are welcome to use this reserved registration form.



BY INVITATION  
ONLY



**1. Fax**  
Tear out & fax this form to  
+44 20 7388 8740



**2. Email**  
Scan & email this form to:  
retreat@griclub.org



**3. Tel**  
Call & talk to us on:  
+44 20 7121 5060

# GRI CHAIRMEN'S RETREAT 2020

ST. MORITZ • 16 -19 JANUARY

Membership Registration

## ■ DETAILS

FULL NAME

JOB TITLE

COMPANY

ADDRESS

CITY

STATE/PROVINCE/COUNTRY

POSTCODE

COUNTRY

EMAIL

TEL

ASSISTANT EMAIL

ASSISTANT NAME

*I understand this registration is not effective without payment, details of which are provided below.*

## ■ INVOICE RETREAT FEES (please tick)

### GRI STATE MEMBERS

### OTHER

Prior to 24 January 2019:

☐ € 0

☐ € 6,980

Prior to 2 December 2019:

☐ € 0

☐ € 7,380

After 2 December 2019:

☐ € 320

☐ € 8,180

☐ My spouse/partner will join me at Annual Reunion (complimentary)

My spouse/partner's name is: \_\_\_\_\_

*(Rate that applies is as of date of payment, not of registration. The higher rate applies for payments received after cutoff dates).*

## ■ PAYMENT DETAILS (please tick) A receipt will be returned.

BY CARD

☐ Visa

☐ Master

☐ AmEx

Card Number

CSC/CVV (MANDATORY)

Name on Card

Expiry

Signature

CREDIT CARD BILLING ADDRESS, if different from above (Important, please provide)

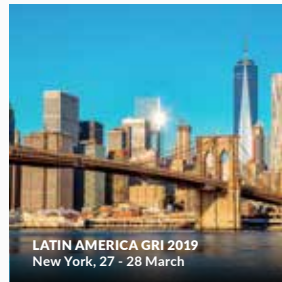
Street Address

City

State/Country

Postcode







# GRI MEETINGS 12 MONTHS



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[www.griclub.org](http://www.griclub.org)



GRI Club



@realestateGRI



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**BNP PARIBAS  
REAL ESTATE**

LEAD SPONSOR



INVITATION  
BELOW





**GRI** *Club*

A PERSONAL

*Invitation*

# THE 2019 GRI CHAIRMEN'S RETRREAT

ST MORITZ

BADRUTT'S PALACE HOTEL

17-20 JANUARY 2019



**BNP PARIBAS  
REAL ESTATE**





TOP

INVESTORS  
OWNERS  
DEVELOPERS  
LENDERS  
REAL ESTATE CEOs  
EXCLUSIVELY



## WELCOME

*We take great pleasure in welcoming you to the GRI Chairmen's Retreat 2019,  
St Moritz 17-20 January 2019*

*By personal invitation only, the GRI Chairmen's Retreat is a 3-day, living-room  
discussion reserved for the global real estate head within any organization or the  
immediate #2.*

*This private get-together is on a first name basis and is limited to the top real estate  
investors, owners, developers, lenders and hotel companies (principals only, neither  
service providers, nor press are invited).*

*Over 60% bring their spouses.*

*There is no more senior gathering of the global property industry's leadership.*

*If being part of it could be useful, we would be delighted to welcome you.*

*Hewi*





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## KEYNOTES

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### 10 OUTRAGEOUS PREDICTIONS FOR 2019

**STEEN JAKOBSEN**

CHIEF INVESTMENT OFFICER AND CHIEF ECONOMIST

SAXO BANK

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BLOCKCHAIN, AI AND ROBOTICS

*Overblown hype or brave new world ?*

**GRAHAM RICHTER**

MANAGING DIRECTOR

ACCENTURE TECHNOLOGY



## BREAKOUTS



### The champagne vote

Members that do vote will be greeted with champagne on ice upon arrival.

To vote see registration form.

### Bricks and mortar retail

*Is entertaining the only survival strategy?*

### Co-living

*Where does it work a charm? Where not?*

### Co-working

*A format for the few or universal truth?*

### Development

*Do the numbers work?*

### Finding skilled staff

*Impossible challenge or wrong incentives?*

### Hotels

*Checkered past, bright future?*

### Local operating partners

*Savvy ploy or better do it yourself?*

### Opportunity funds

*Dinosaurs or dynamite?*

### Prop tech

*Transformative innovations or hype?*

### Asia

*Lands of promise or lost illusions?*

### Seeking yield

*Has any format not been over-discovered already?*

### Successful cities

*Historical accident, clever leadership or winning formula?*

### USA

*Has the cycle run its course?*

### Europe

*Powerhouse or full of cracks?*

### Global real estate

*Can the cycle rise and rise much longer?*

Depending on member vote, 8 to 10 of these topics will be retained for breakout discussions

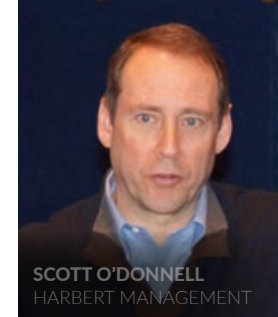




FABIO LONGO BAIN CAPITAL  
LARRY YOUNG BNPPRE  
RADIM PASSER PASSERINVEST  
RAMÓN CAMIÑA MENDIZÁBAL CALE STREET PARTNERS  
TRAVIS PRITCHETT HARBERT MANAGEMENT



NITIN BHANDARI LETTERONE TREASURY SERVICES  
JJ OFER GLOBAL HOLDINGS MANAGEMENT GROUP



SCOTT O'DONNELL  
HARBERT MANAGEMENT



MATTHIAS SCHMITZ 4 FRIENDS INVESTMENT  
BERND RUCK SAX HOLDING



EDWARD SISKIND CALE STREET PARTNERS  
TRISH BARRIGAN BENSON ELLIOTT







EDWARD SISKIND  
CALE STREET PARTNERS  
JORDI ROBINAT ARUM GROUP



LUIS PEREDA GRUPO LAR    ERIC ASSIMAKOPOULOS REVETAS    ANAND TEJANI TPG



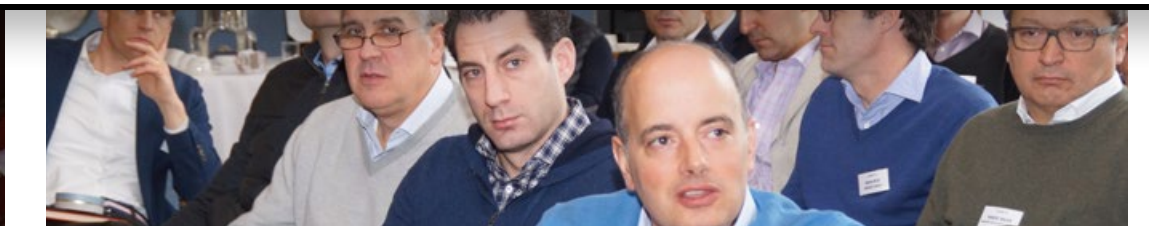
GARY SACKS  
CITY & DOCKLANDS GROUP



GUMERSINDO OLIVEROS KAUST IMC  
PEDRO SILVEIRA SILCOGE



ANDY MARTIN BNPPRE ADVISORY  
FRANZ COLLOREDO-MANSFIELD  
CABOT PROPERTIES



RON RAWALD CERBERUS



ZSOLT KOHALMI STARWOOD CAPITAL EUROPE  
ÁRPÁD TOROK TRIGRANIT DEVELOPMENT

## IMAGINE

### What if?

*What if one had an opportunity to get sparks of inspiration from spending three days in secluded collegiality and unhurried conversations building easy friendships with the world's foremost real estate investment decision-makers looking for partners and investment ideas?*

*What if one was a property company looking at exciting new projects requiring greater financial resources than one had available?*

*Or what if one was looking to place capital in the most profitable way possible across a world where competition is ever more abundant and good product ever scarcer?*

### What if... ?

*The GRI Chairmen's Retreat brings together the greatest concentration of creative and capital firepower in the property investment industry.*

*It represents a unique occasion for investors, lenders and property company chiefs to get to know each other, brainstorm where the world is going and explore opportunities to do business together, make a mark and leave a legacy.*

*If you think such personal friendships could be useful, we would be delighted for you to join us.*





WEDNESDAY  
16

12:00 - 24:00

Arrivals

19:00 - 21:00

Welcome drinks



## SCHEDULE

### THURSDAY 17

8:45 - 17:30

Members-only  
professional  
program

9:00 - 16:00

Spouses/partners  
skiing

19:00 - 22:00

Drinks and gala  
dinner

### FRIDAY 18

9:00 - 15:00

Members & spouses  
skiing | curling

15:30 - 18:30

Members-only  
professional  
program

### SATURDAY 19

9:00 - 16:00

Members & spouses  
skiing

17:00 - 18:30

Members-only  
farewell drinks

### SUNDAY 20

08:00 - 14:00

Departures





**BRYAN COLWELL** LCN CAPITAL PARTNERS  
**ROBERT ABT** ROUND HILL CAPITAL



**TRISH BARRIGAN** BENSON ELLIOTT  
**RICHARD GEORGI** GROVE INTERNATIONAL  
**DAVID COLLETT** KAUST IMC

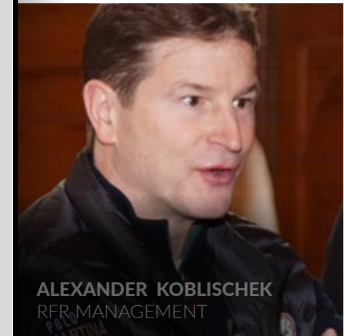


**DAVIDE ALBERTINI PETRONI**  
RISANAMENTO



RETREAT MEMBERS 2018 (PAST)

|                                    |            |                          |                                      |
|------------------------------------|------------|--------------------------|--------------------------------------|
| TPG                                | UK         | MICHAEL ABEL             | partner                              |
| ROUND HILL CAPITAL                 | GERMANY    | ROBERT ABT               | managing director                    |
| RISANAMENTO                        | ITALY      | DAVIDE ALBERTINI PETRONI | managing director                    |
| ST MODWEN PROPERTIES               | UK         | MARK ALLAN               | ceo                                  |
| INOVALIS                           | FRANCE     | STÉPHANE AMINE           | chairman                             |
| ASTOR CAPITAL GROUP                | RUSSIA     | WILL ANDRICH             | president                            |
| REVTAS CAPITAL                     | UK         | ERIC ASSIMAKOPOULOS      | managing director & founding partner |
| OAK HILL ADVISORS                  | UK         | ALEXIS ATTESLIS          | managing director                    |
| DELIN CAPITAL ASSET MANAGEMENT     | UK         | EKATERINA AVDONINA       | managing director                    |
| BAUMONT REAL ESTATE PARTNERS       | UK         | ROBERT BALICK            | managing partner                     |
| BENSON ELLIOT CAPITAL MANAGEMENT   | UK         | TRISH BARRIGAN           | managing partner                     |
| LETTERONE TREASURY SERVICES        | UK         | NITIN BHANDARI           | head - direct investments            |
| HEITMAN                            | UK         | GORDON BLACK             | senior md co head europe             |
| GREENOAK REAL ESTATE               | UK         | JIM BLAKEMORE            | partner                              |
| AB DEVELOPMENT                     | RUSSIA     | ALEXEY BLANIN            | ceo                                  |
| NATIXIS PFANDBRIEFBANK             | GERMANY    | DIRK BRANDES             | executive board member               |
| KSL CAPITAL PARTNERS               | UK         | COLEY BRENAN             | partner head of europe               |
| PATRON CAPITAL                     | UK         | KEITH BRESLAUER          | managing director & senior partner   |
| CALE STREET PARTNERS               | UK         | RAMÓN CAMIÑA MENDIZÁBAL  | founding partner                     |
| SHAFTESBURY ASSET MANAGEMENT GROUP | LUXEMBOURG | PHILIPPE CAMUS           | ceo                                  |
| H.I.G. REALTY PARTNERS             | UK         | SANJOY CHATTOPADHYAY     | managing director                    |
| GWM GROUP                          | ITALY      | MATTEO CIDONIO           | managing partner                     |
| STEPSTONE                          | UK         | JOSHUA CLEVELAND         | partner                              |
| TYNDARIS REAL ESTATE               | UK         | CLARK COFFEE             | partner head of real estate          |
| KAUST INVESTMENT MANAGEMENT        | USA        | DAVID COLLETT            | managing director real estate        |
| CABOT PROPERTIES                   | USA        | FRANZ COLLOREDO-MANSFELD | president & ceo                      |



**ALEXANDER KOBLISCHEK**  
RFR MANAGEMENT



**GORDON BLACK** HEITMAN  
**MARKUS REINERT** IC IMMOBILIEN



**GÁBOR FUTÓ** FUTUREAL  
**KINO LAW** K&K PROPERTY HOLDINGS







DAVID COLLETT KAUST IMC  
AREF LAHHAM ORION  
STÉPHANE AMINE INOVALIS  
ANDREAS-NORBERT FAY FAY PROJECTS



MICHAEL ZERDA BLACKSTONE  
AREF LAHHAM ORION  
KEITH BRESLAUER PATRON CAPITAL



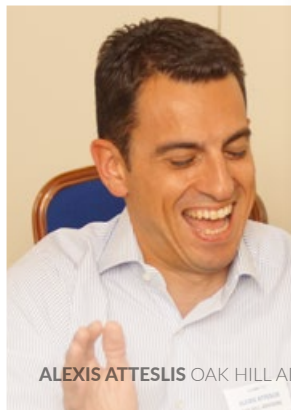
RAINER GÖBEL GLL REAL ESTATE PARTNERS



BRIAN NILES MORGAN STANLEY  
JIM BLAKEMORE GREENOAK REAL ESTATE

RETREAT MEMBERS 2018 (PAST)

|                                    |             |                      |   |
|------------------------------------|-------------|----------------------|---|
| LCN CAPITAL PARTNERS               | USA         | BRYAN COLWELL        | co-founder & managing partner           |
| SIGULER GULF & COMPANY             | USA         | JAMES CORL           | managing director                       |
| M7 REAL ESTATE                     | UK          | RICHARD CROFT        | ceo                                     |
| HIG EUROPEAN CAPITAL PARTNERS      | UK          | RICCARDO DALLOLIO    | md & head of european real estate       |
| SHAFTESBURY ASSET MANAGEMENT GROUP | LUXEMBOURG  | MILES D'ARCY-IRVINE  | chairman                                |
| CERBERUS GLOBAL INVESTMENTS        | NETHERLANDS | DANIEL DEJANOVIC     | md, head of european real estate        |
| STARWOOD CAPITAL EUROPE            | UK          | JEFF DISHNER         | senior md & global head re acquisitions |
| FAY PROJECTS GMBH                  | SWITZERLAND | ANDREAS-NORBERT FAY  | chairman of the advisory board          |
| LATSIS GROUP                       | SWITZERLAND | NIKOLETTA FOUSKA     | director                                |
| FUTUREAL                           | HUNGARY     | GÁBOR FUTÓ           | founder & owner                         |
| GROVE INTERNATIONAL PARTNERS       | USA         | RICHARD GEORGI       | founder & managing partner              |
| AVIARENT CAPITAL MANAGEMENT        | LUXEMBOURG  | MATHIAS GIEBKEN      | managing partner                        |
| GLL REAL ESTATE PARTNERS           | GERMANY     | RAINER GÖBEL         | managing director                       |
| ACTIVUM SG                         | UK          | SAUL GOLDSTEIN       | ceo                                     |
| AVIARENT CAPITAL MANAGEMENT        | LUXEMBOURG  | DAN-DAVID GOLLA      | managing partner                        |
| PNB HOUSING FINANCE                | INDIA       | SANJAYA GUPTA        | managing director                       |
| EURAZEO                            | FRANCE      | RENAUD HABERKORN     | managing partner                        |
| THOR EQUITIES                      | UK          | JARED HART           | managing director                       |
| IVESTCORP                          | UK          | NEIL HASSON          | managing director                       |
| AG CAPITAL                         | BULGARIA    | CHRISTO ILIEV        | executive chairman                      |
| VALOR REAL ESTATE PARTNERS         | UK          | CHRISTIAN JAMISON    | managing partner                        |
| BNP PARIBAS REAL ESTATE            | GERMANY     | NICO KELLER          | head of national investment team        |
| BERLIN HYP                         | GERMANY     | SASCHA KLAUS         | ceo                                     |
| CORESTATE CAPITAL PARTNERS         | UK          | AUDREY KLEIN         | managing director                       |
| CONTINUUM CAPITAL                  | GERMANY     | BERND KNOBLOCH       | founding partner                        |
| RFR MANAGEMENT                     | GERMANY     | ALEXANDER KOBLISCHEK | managing director                       |



ALEXIS ATTESLIS OAK HILL ADVISORS







RAJ MENDA RMZ CORP  
MARTIN SKINNER INSPIRED ASSET MANAGEMENT



SASCHA KLAUS BERLIN HYP



PHILIPPE CAMUS  
SHAFTESBURY ASSET MANAGEMENT



RICCARDO DALLOLIO H.I.G.  
VAN STULTS ORION



EDWARD SISKIND  
CALE STREET PARTNERS  
JAMES CORL  
SIGULER GUFF



NIKOLETTA FOUSKA LATSI GROUP

RETREAT MEMBERS 2018 (PAST)

|                                     |                |                         |                                      |
|-------------------------------------|----------------|-------------------------|--------------------------------------|
| STARWOOD CAPITAL EUROPE             | UK             | ZSOLT KOHALMI           | md head of european acquisitions     |
| ORION CAPITAL MANAGERS              | UK             | AREF LAHHAM             | founding partner & managing director |
| CORESTATE CAPITAL HOLDING           | LUXEMBOURG     | THOMAS LANDSCHREIBER    | chief investment officer             |
| K&K PROPERTY HOLDINGS               | HONG KONG      | KINO LAW                | ceo                                  |
| OCH ZIFF REAL ESTATE                | UK             | DAVID LAW               | managing director, real estate group |
| GLOBAL HOLDINGS MANAGEMENT GROUP    | UK             | JOSHUA LAWRENCE         | managing director                    |
| BAIN CAPITAL CREDIT                 | UK             | FABIO LONGO             | managing director                    |
| BNP PARIBAS REAL ESTATE ADVISORY    | UK             | ANDY MARTIN             | ceo                                  |
| MPC HOLDING                         | SERBIA         | PETAR MATIC             | ceo                                  |
| SIGNATURE CAPITAL                   | IRELAND        | CIARAN MCNAMARA         | managing director                    |
| RMZ CORP                            | INDIA          | RAJ MENDA               | corporate chairman                   |
| DIH DEUTSCHE INDUSTRIE-HOLDING      | GERMANY        | TOM-ERIC MÖLLER         | managing shareholder                 |
| DAVIDSON KEMPNER CAPITAL MANAGEMENT | USA            | JOSHUA MORRIS           | managing member                      |
| EG REAL ESTATE                      | CAYMAN ISLANDS | JOHN NACOS              | partner                              |
| NORTHSTAR REALTY EUROPE             | UK             | MAHBOD NIA              | ceo & president                      |
| CA IMMOBILIEN ANLAGEN               | AUSTRIA        | FRANK NICKEL            | ceo                                  |
| MORGAN STANLEY                      | UK             | BRIAN NILES             | head of re investing - europe        |
| GRANIT POLUS DEVELOPMENT            | HUNGARY        | SANDOR NYÚL             | chairman of the board of directors   |
| HARBERT MANAGEMENT CORPORATION      | UK             | SCOTT O'DONNELL         | vp & senior managing director        |
| GLOBAL HOLDINGS MANAGEMENT GROUP    | USA            | JJ OFER                 | ceo                                  |
| KAUST INVESTMENT MANAGEMENT         | USA            | GUMERSINDO OLIVEROS     | ceo/cio                              |
| INVEL REAL ESTATE PARTNERS          | UK             | CHRIS PAPACHRISTOPHOROU | managing partner                     |
| PASSERINVEST                        | CZECH REPUBLIC | RADIM PASSER            | founder & ceo                        |
| FUNDAMENTAL                         | GERMANY        | CHRISTIAN PAUL          | ceo                                  |
| GRUPO LAR                           | SPAIN          | LUIS PEREDA             | executive chairman                   |
| P&P GRUPPE BAYERN                   | GERMANY        | MICHAEL PETER           | ceo                                  |







LEE TIMMINS HINES  
MARK TSOCHANOS BAUPOST GROUP



COLEY BRENNAN KSL  
JOSHUA LAWRENCE GLOBAL HOLDINGS



SÁNDOR NYÚL GRANIT-POLUS DEVELOPMENT  
CHRISTO ILIEV AG CAPITAL



RENAUD HABERKORN EURAZEO  
BRIAN NILES MORGAN STANLEY  
ROBERT BALICK BAUMONT REAL ESTATE

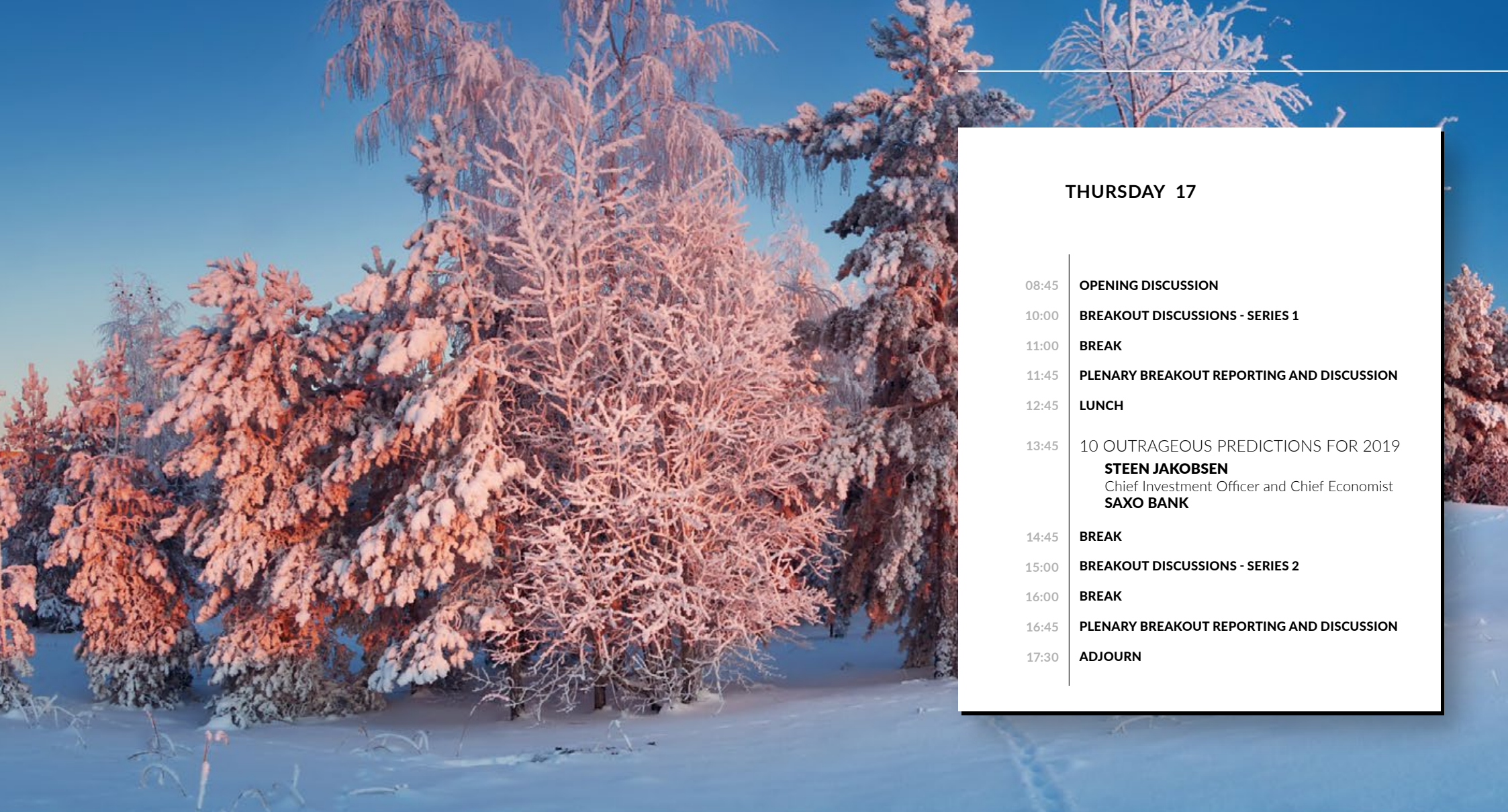
RETREAT MEMBERS 2018 (PAST)

|  |   |
|--|---|
| HARBERT MANAGEMENT CORPORATION USA     | TRAVIS PRITCHETT senior md head of real estate              |
| BNP PARIBAS REAL ESTATE ADVISORY UK UK | ETIENNE PRONGUÉ deputy ceo                                  |
| EPPOF CAPITAL FRANCE                   | GIULIO RASETTA managing partner                             |
| CERBERUS CAPITAL MANAGEMENT USA        | RON RAWALD head of international real estate                |
| IC IMMOBILIEN HOLDING GERMANY          | MARKUS REINERT chairman & ceo                               |
| ARUM GROUP SPAIN                       | JORDI ROBINAT president                                     |
| SAX HOLDING GERMANY                    | BERND RUCK co founder                                       |
| CITY & DOCKLANDS GROUP UK              | GARY SACKS ceo  |
| 4 FRIENDS INVESTMENTS GERMANY          | MATTHIAS SCHMITZ managing partner                           |
| LANDESBANK BADEN-WÜRTTEMBERG GERMANY   | THORSTEN SCHÖNENBERGER member of executive management board |
| SILCOGE PORTUGAL                       | PEDRO SILVEIRA chairman                                     |
| CALE STREET PARTNERS UK                | EDWARD SISKIND founder & ceo                                |
| INSPIRED ASSET MANAGEMENT UK           | MARTIN SKINNER ceo & founder                                |
| WADHAWAN GLOBAL CAPITAL INDIA          | SRINATH SRIDHARAN member group management council           |
| ORION CAPITAL MANAGERS UK              | VAN STULTS founding partner & managing director             |
| SUNLEY HOLDINGS UK                     | JAMES SUNLEY ceo  |
| TPG EUROPE UK                          | ANAND TEJANI partner  |
| HINES RUSSIA                           | LEE TIMMINS ceo hines eurasia                               |
| TRIGRANIT CORPORATION HUNGARY          | ÁRPÁD TÖRÖK ceo   |
| THE BAUPOST GROUP USA                  | MARK TSOCHANOS partner                                      |
| CANTOR REAL ESTATE USA                 | JON VACARRO ceo   |
| CONFLUENCE PROPERTY MANAGEMENT SERBIA  | TIJANA VUJOVIC ceo  |
| PROPRIUM CAPITAL PARTNERS UK           | PHILIPP WESTERMANN partner head of europe                   |
| BNP PARIBAS REAL ESTATE FRANCE         | LARRY YOUNG director of international investment            |
| BLACKSTONE UK                          | MICHAEL ZERDA managing director                             |
| 4 FRIENDS INVESTMENTS GERMANY          | STEFAN ZIMMERMANN managing partner                          |



BERND KNOBLOCH CONTINUUM CAPITAL





## THURSDAY 17

|       |   |
|-------|---|
| 08:45 | OPENING DISCUSSION  |
| 10:00 | BREAKOUT DISCUSSIONS - SERIES 1   |
| 11:00 | BREAK   |
| 11:45 | PLENARY BREAKOUT REPORTING AND DISCUSSION   |
| 12:45 | LUNCH   |
| 13:45 | 10 OUTRAGEOUS PREDICTIONS FOR 2019<br><b>STEEN JAKOBSEN</b><br>Chief Investment Officer and Chief Economist<br><b>SAXO BANK</b> |
| 14:45 | BREAK   |
| 15:00 | BREAKOUT DISCUSSIONS - SERIES 2   |
| 16:00 | BREAK   |
| 16:45 | PLENARY BREAKOUT REPORTING AND DISCUSSION   |
| 17:30 | ADJOURN   |



## PROFESSIONAL PROGRAM

### FRIDAY 18

- 09:00 RETREAT NETWORKING
- 16:00 BLOCKCHAIN, AI AND ROBOTICS  
*Overblown hype or brave new world?*  
**GRAHAM RICHTER**  
Managing Director  
**ACCENTURE TECHNOLOGY**  
(interested spouses/partners welcome)
- 17:30 WRAP-UP
- 18:00 CLOSING DRINKS
- 18:30 ADJOURN

### SATURDAY 19

- 09:00 RETREAT NETWORKING
- 17:00 FAREWELL DRINKS
- 18:30 GRI CHAIRMEN'S RETREAT 2019 CONCLUDES





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## THURSDAY KEYNOTE

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### 10 OUTRAGEOUS PREDICTIONS FOR 2019

**STEEN JAKOBSEN**

Chief Investment Officer and Chief Economist at Saxo Bank

Steen Jakobsen is the inventor of Saxo Bank's highly publicized and controversial Outrageous Predictions and has further developed a broad following from his popular and often quoted columns distributed on TradingFloor.com.

Alongside his column and media appearances, Steen writes regular ad-hoc commentary focusing on macro-economic trends and financial markets.

Steen has more than 25+ years of experience within the fields of proprietary trading and alternative investment.



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## FRIDAY KEYNOTE

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### BLOCKCHAIN, AI AND ROBOTICS

*Overblown hype or brave new world ?*

**GRAHAM RICHTER**

Managing Director at Accenture Technology

Graham Richter is a Managing Director with Accenture Technology and leads the Blockchain practice within the UK and Ireland.

Graham has written a number of articles and papers on the disruptive potential of Blockchain and how it will impact various industries and he regularly speaks about the topic in public forums.

Over the past 17 years he has been designing and implementing SAP, Digital and other innovative solutions, including AI, Robotics, and Analytics.











## BNP PARIBAS REAL ESTATE

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BNP Paribas Real Estate, one of the leading international real estate providers, offers its clients a comprehensive range of services that span the entire real estate lifecycle: property development, transaction, consulting, valuation, property management and investment management.

With 5,000 employees, BNP Paribas Real Estate supports owners, leaseholders, investors and communities in their projects thanks to its local expertise across 36 countries (15 through its facilities and 21 through its Alliance network) in Europe, the Middle-East and Asia. BNP Paribas Real Estate generated 704 m revenues in 2016. In 2017 BNP Paribas Real Estate continued its growth through the acquisition of Strutt & Parker, one of the UK's largest independent property partnerships.

BNP Paribas Real Estate is part of the BNP Paribas Group.

[WWW.REALESTATE.BNPPARIBAS.COM](http://WWW.REALESTATE.BNPPARIBAS.COM)

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## ST MORITZ

St. Moritz is not just a holiday resort. It was the birthplace of the 'white winter holiday' in 1864 and has the oldest Tourism Board in Switzerland. St. Moritz is the only place in Switzerland to have hosted the Olympic Winter Games, in 1928 and 1948.

The Alpine Ski World Championships took place in St. Moritz in 2017, as they did previously in 1934, 1948, 1974 and 2003.

In addition to downhill skiing, snowboarding and cross-country skiing, St. Moritz offers numerous attractions throughout the winter - the quality, diversity and quantity of which cannot be found anywhere else in the world: the world's only Cresta Run, the world's first bobsled run, the tobogganing run on Muottas Muragl as well as horse and greyhound races, polo, cricket and curling tournaments on the frozen lake, ski jumping, the famous Engadin cross-country ski marathon with over 12,000 participants, the St. Moritz Gourmet Festival and the St. Moritz Music Festival 'Snow & Symphony'.





## THE PALACE

Badrutt's Palace Hotel, situated amidst breathtakingly beautiful and unspoiled scenery, has long been hailed as a landmark in the center of St. Moritz and is the ultimate expression of the Swiss Alps region.

A favorite of celebrities and royalty alike since its opening in 1896, the Palace Hotel offers 157 guestrooms including 37 luxury suites with stunning views of the Swiss Alps.

Badrutt's Palace is a celebration of style, sports, cuisine and fashion, with discreet service and traditional elegance evoking an atmosphere of pampered luxury for all. An ideal destination in both winter and summer, the hotel is located in one of the most challenging ski areas in the world and offers a host of summer alpine activities. Guests find the ultimate in relaxation at the spa, exciting nightlife at the Kings Club, and world-renown cuisine in the hotel's restaurants and nearby Chesa Veglia.







## ACTIVITIES

### THE GRI WORLD CURLING TOURNAMENT AND RETREAT SKIING.

Networking activities at the GRI Chairmen's Retreat include skiing in GRI groups under the guidance of Swiss ski school instructors, curling, and other group activities as weather and conditions permit.

Disclaimer: The GRI has scheduled group activities as a facility for Retreat Members and has enlisted qualified instructors to organize them. Retreat Members sign up for any such activity at their own responsibility and release the GRI and any Retreat-related sponsors from any responsibility or potential liability. Personal travel insurance is advised.











## TRANSPORT

### **TRAVEL BETWEEN AIRPORTS (ZURICH, MILAN OR BERGAMO) AND ST MORITZ.**

For the convenience of Retreat Members, travel alternatives are listed below. This constitutes neither endorsement nor responsibility on the part of the GRI. Retreat Members should make travel and hotel arrangements directly.

#### **TRAINS (ZURICH ONLY)**

Train travel is available between the airport and St Moritz and is the old, dependable and scenic way many people choose. Fares vary depending on class and approximate 150 euros roundtrip. It requires 2 changeovers (Zurich Central Station and Chur) and total travel time is about 4 hours.

(Schedule: see [www.sbb.ch](http://www.sbb.ch)) Courtesy Hotel Limousines will pick-up arriving guests from St Moritz train station upon notification.

#### **CAR RENTAL**

Car travel is about 3 hours. Rental at the airport from the usual suspects. Specify snow tires and spare snow chains (if heavy snow conditions) and favour 4-wheel drive. Ask car rental counters for maps and road conditions info. From Zurich, if heavy snow or the Julier pass is closed, favour the convenient Thusis-Samedan car-train tunnel.

#### **LIMOUSINE SERVICE**

Call Palace concierge (+41.81 837-2629).

#### **FLIGHTS (ZURICH ONLY)**

Private flights are available between Zurich Airport and Samedan, next to St Moritz. Samedan closes however at nightfall (last landing about 16h30) and in poor weather conditions (30% of the time).

The Palace concierge (+41.81 837-2629) will be happy to provide contact numbers upon request and can make reservations.







## HOTELS

### HOTELS & LODGING COSTS

Hotel costs are in addition to Retreat fees and to be booked separately.

#### **BADRUTT'S PALACE \*\*\*\*\***

(request "GRI" rate) +41.81 837-1100

Badrutt's Palace Hotel is the GRI Chairmen's Retreat Hotel. Retreat Members should make their own hotel arrangements independently, quoting "GRI" group rate. Space is limited, the Palace invariably sells out early and arrangements before December 1 are strongly advised.

Rooms and GRI rates are only available through hotel directly, NOT through travel agents.



#### **Badrutt's Palace Hotel**

Tel +41.81 837 1100 Fax +41.81 837 2999  
reservations@badruttspalace.com

GRI rates (in CHF: CHF 1 = Euro 0.92 = \$1.02 = £0.79):  
Single 550 • Double 675 ~ 895  
Jr Suite 1145 • Suite 2630 • 3rd bed 190

|                           |               |                  |
|---------------------------|---------------|------------------|
| <b>Five stars nearby:</b> | Carlton ★★★★★ | +41. 81 836 7000 |
|                           | Kulm ★★★★★    | +41. 81 836 8000 |

|                           |                   |                  |
|---------------------------|-------------------|------------------|
| <b>Four stars nearby:</b> | Schweizerhof ★★★★ | +41. 81 837 0707 |
|                           | Steffani ★★★★★    | +41. 81 836 9696 |





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## PRACTICAL INFORMATION

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### ARRIVAL

Wednesday arrival, however late, is strongly advised, as the program starts at 08h45 on Thursday and St Moritz is a long journey from anywhere.

### DRESS CODE

The Retreat dress code is casual throughout, except for Cocktails and Gala Dinner, which is jacket & tie.

### SALUTATION

Retreat and GRI etiquette calls for all to address each other on a first-name basis.

### LANGUAGE

The Retreat language is “international” English and all grammar, syntax and other vocabulary rules are suspended. All native English speakers are urged to articulate slowly and avoid colloquialisms. As Anglo-Americans have a natural language advantage, they are encouraged to help non-native English speakers articulate their views. All are encouraged to help with occasional translation, where appropriate.

### RETREAT MEMBER PROFILES

All Retreat Members’ photos and profiles are listed on [www.griclub.org](http://www.griclub.org). Retreat Members agree that photos and information provided may be used by the GRI at its discretion in its communication activities.

### PARTNERS

About half of Retreat Members bring their spouses/partners.

### CHILDRENS PROGRAM

3 years old and under (additional fee):  
Arts • Craft • Walk • Play/Games

3 to 12 years old (additional fee):  
Dog and horse slay ride • skating • skiing  
and more

For more information, contact  
[erica.smith@griclub.org](mailto:erica.smith@griclub.org)  
or tel: +44 20 7121 5078



**RETREAT EXTENSION**

January 14-16 or 20-23 by special arrangement with Palace, Retreat Members are invited to extend their stay at Retreat's special room rates. No formal program is planned.

**EQUIPMENT RENTAL**

Ski & Equipment Hire - The Palace sports store (tel: +41 81 833 7585) In order to maximize skiing time and avoid last-minute gridlock, Retreat Members and their partners are encouraged to hire ski equipment as soon as possible upon arrival or during lulls in the program before the actual ski date. The GRI suggests one may find hiring of equipment preferable to lugging one's own, as the Palace's own ski shop is particularly convenient. Equipment rental will be charged for days used, even if one should rent it one

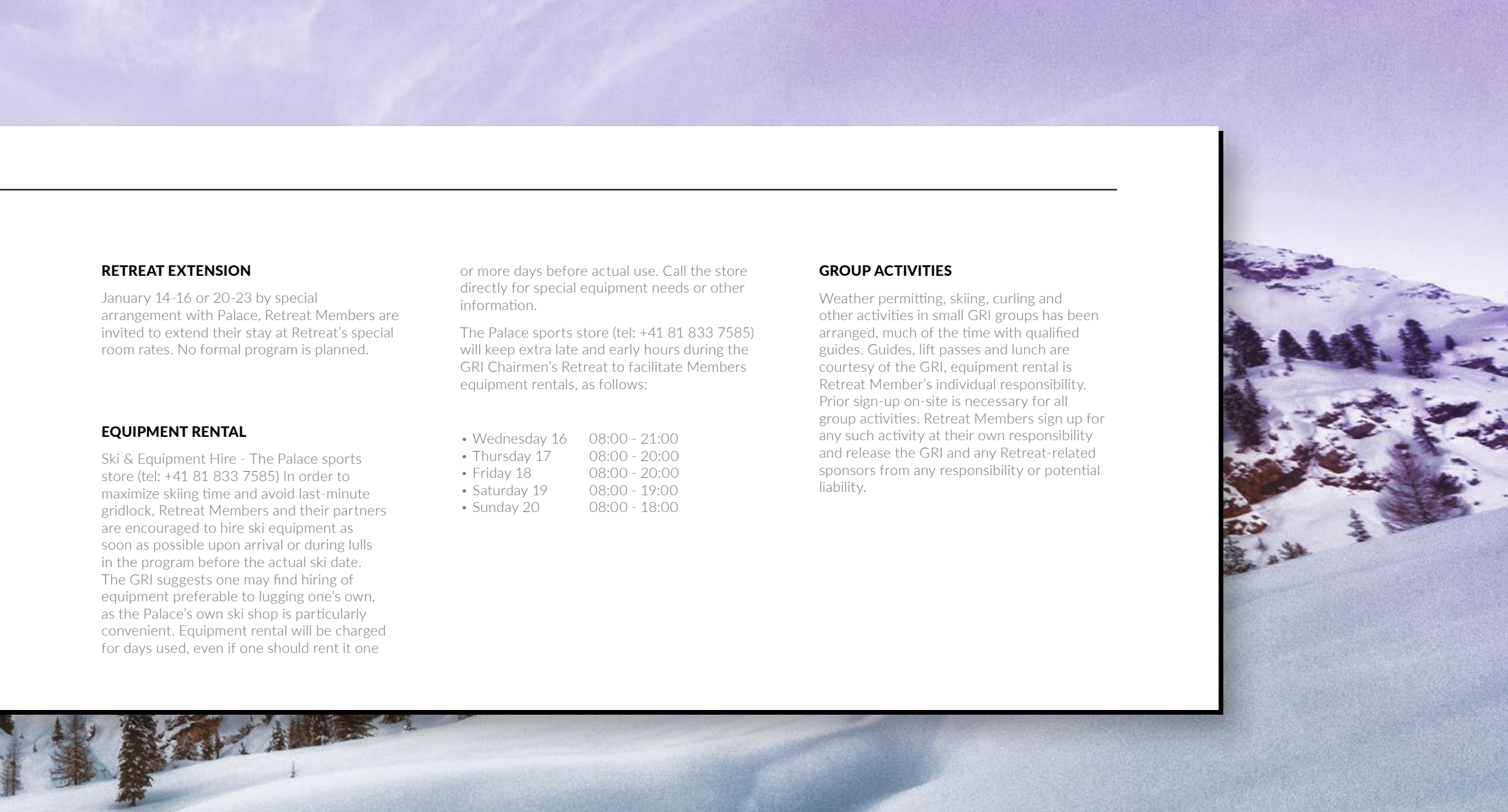
or more days before actual use. Call the store directly for special equipment needs or other information.

The Palace sports store (tel: +41 81 833 7585) will keep extra late and early hours during the GRI Chairmen's Retreat to facilitate Members equipment rentals, as follows:

- Wednesday 16 08:00 - 21:00
- Thursday 17 08:00 - 20:00
- Friday 18 08:00 - 20:00
- Saturday 19 08:00 - 19:00
- Sunday 20 08:00 - 18:00

**GROUP ACTIVITIES**

Weather permitting, skiing, curling and other activities in small GRI groups has been arranged, much of the time with qualified guides. Guides, lift passes and lunch are courtesy of the GRI, equipment rental is Retreat Member's individual responsibility. Prior sign-up on-site is necessary for all group activities. Retreat Members sign up for any such activity at their own responsibility and release the GRI and any Retreat-related sponsors from any responsibility or potential liability.





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## UPCOMING EVENTS 2018 AND 2019

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### THE GRI IS A GLOBAL CLUB OF SENIOR REAL ESTATE INVESTORS, DEVELOPERS AND LENDERS

Its mission is to help its members build personal relationships and work together in creating better places as a legacy to our children. Founded in 1998, its core constituency consists of the world's leading real estate players. The GRI runs its activities through a series of annual meetings focused on different regions of the world. If building close relationships with the driving elite of the real estate industry at the most senior levels can be useful, we welcome you to join us.

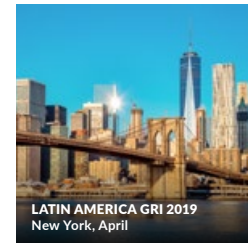
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Tel: +44 20 7121 5060

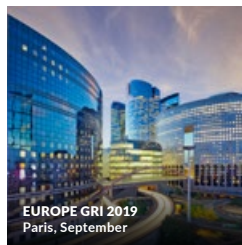
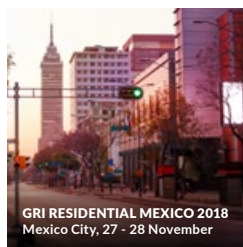
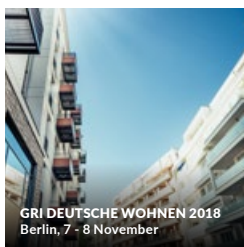
Fax: +44 20 7388 8740

info@griclub.org

[www.griclub.org](http://www.griclub.org)









## REGISTRATION NOTES

### FEES

Includes Annual Reunion Fees (including Swiss VAT at 7.7%) and Membership Fees.

Excludes travel and lodging.

Spouses/Partners come free.

### (\*) GRI CLUB STATE MEMBERSHIP

The GRI Club is a global organization reserved for members that consider it useful to be part of a private community of senior real estate industry leaders.

Members maintain an ongoing conversation throughout the year at members-only meetings and other connections.

State Membership is reserved for the chief real estate officer of substantial asset-owning organizations.

Membership is by invitation and qualified industry leaders that believe they could benefit from being part of such a global community are welcome to inquire.

For more information, please contact Erica Smith on [erica.smith@griclub.org](mailto:erica.smith@griclub.org)

### CANCELLATION

Prior to 30 November 2018: 1 year carry forward of full fee to the next Retreat or 90% refund.

Prior to 21 December 2018: 1 year carry forward of 50% of fee to the next Retreat.

Prior to 2 January 2019: 1 year carry forward of 25% of fee to the next Retreat.

No refunds or carry-forwards after 2 January 2019.

Retreat Members participating in the Annual Reunion should make their own travel arrangements independently & book hotel directly (Badrutt's Palace tel +41 81 837 1100), requesting "GRI" rate.

Reunion fees do not include travel, lodging or other incidental costs.

The GRI rate is not available through travel agents, please book hotel directly.

For "Membership" only or "Annual Reunion" only registration forms, please call +44.20 7121 5078

### TERMS

Annual Membership in the "GRI Chairmen's Retreat" is by invitation only.

Membership runs from January 1 to December 31.

Membership Invitations are personal and not transferable to colleagues.

The Annual Reunion is only open to Members

Fee breakdown:

*(After 19 November 2018)*  
*Membership €7,033.00*  
*Retreat reunion €1,065.00*  
*Swiss VAT @ 7.7% €82.00*



## **PAYMENT**

Pay 'GRI'. Payment must be settled in full before the Annual Reunion.

## **DATES OF THE ANNUAL REUNION**

Officially:  
Thursday, January 17 to Saturday 19, 2019

Practically:  
Wednesday, January 16, late evening arrivals,  
to Sunday, January 20, anytime departure.

Note: As the Annual Reunion program starts at 08.45 on Thursday morning and St Moritz is not a short journey please make arrangements to arrive Wednesday evening, January 16, however late.

## **INSURANCE**

Retreat Members participating in the Annual Reunion are advised to arrange their own travel and accident insurance. While the GRI has made arrangements to facilitate matters, Members register for the Annual Reunion and sign up for activities at their own responsibility and release the GRI and any sponsors from any responsibility or potential liability.

## **TRAVEL ARRANGEMENTS**

Retreat Members participating in the Annual Reunion should make their own travel arrangements independently. Closest airports are Zurich, Milan and Bergamo.

(Scenic) Train time is 3 to 4 hours from Zurich Airport with 2 train changes.

Rental Car: 2 1/2 to 3 hours depending on snow conditions from Zurich, Milan Linate or Bergamo airports.

Limousine service: from any airport. Group (up-to-3 passengers) Service is available.

Flights or helirides from Zurich can be arranged by Palace concierge. 45 minutes, subject to weather conditions.

## **GRI CHAIRMEN'S RETREAT**

henri.alster@griclub.org  
Tel: +44.20 7121 5080

erica.smith@griclub.org  
Tel: +44.20 7121 5078

www.griclub.org  
Tel: +44.20 7121 5060  
Fax: +44.20 7388 8740

USA: 511 Avenue of the Americas - # 4100,  
New York, NY 10011  
Europe: 2 Eastbourne Terrace, London W2 6LG

## **MEMBERSHIP PRIVILEGES**

Official Listing as Member of the GRI Chairmen's Retreat on website and in GRI literature (with opt-out provisions on request).

On demand rights to "Discussion Chair" treatment at any GRI Meeting across the World.

Invitation to the Annual Reunion.





## Fax

Tear out & fax this form to

+44 20 7388 8740



## Email

Scan & email this form to:

retreat@griclub.org



## Tel

Call & talk to us on:

+44 20 7121 5078

### ■ DETAILS

FULL NAME

JOB TITLE

COMPANY

ADDRESS

EMAIL

TELEPHONE

ASSISTANT NAME

ASSISTANT EMAIL

*I understand this registration is not effective without payment details, which are provided below.*

### ■ INVOICE RETREAT FEES (please tick)

GRI STATE RETREAT MEMBERS

OTHER

After 19 November 2018:

☐ € 320

☐ € 8,180

☐ My spouse/partner will join me at Annual Reunion (complimentary). My spouse/partner's name is:

(Rate that applies is as of date of payment, not of registration. The higher rate applies for payments received after cutoff dates).

### ■ PAYMENT DETAILS (PLEASE TICK) A receipt will be returned.

BY CARD: ☐ VISA ☐ MASTER ☐ AMEX

CARD NUMBER

NAME ON CARD

CSC/CVV (MANDATORY)

EXPIRY

SIGNATURE

STREET ADDRESS CREDIT CARD BILLING ADDRESS, IF DIFFERENT FROM ABOVE (IMPORTANT, PLEASE PROVIDE)

CITY

STATE/COUNTRY

POSTCODE

# GRI CHAIRMEN'S RETREAT 2019

## Membership Registration

ST. MORITZ • 17 - 20 JANUARY

### ■ CHAMPAGNE VOTE

Depending on number of signups, 8 to 10 of the following topics will be retained for breakout discussions. Please mark your top preferences from 1 to 6 and leave the other boxes blank.

*As a thank you for helping to set the agenda, members who rank and provide their preferences below will greeted in their room by champagne on ice.*



☐ **BRICKS AND MORTAR RETAIL**  
IS ENTERTAINING THE ONLY SURVIVAL STRATEGY?

☐ **CO-LIVING**  
WHERE DOES IT WORK A CHARM? WHERE NOT?

☐ **CO-WORKING**  
DO THE NUMBERS WORK?

☐ **DEVELOPMENT**  
GREAT FOR SOME MARKETS, FAILURE IN OTHERS?

☐ **FINDING SKILLED STAFF**  
IMPOSSIBLE CHALLENGE OR WRONG INCENTIVES?

☐ **HOTELS**  
CHECKERED PAST, BRIGHT FUTURE?

☐ **LOCAL OPERATING PARTNERS**  
SAVVY PLOY OR BETTER DO IT YOURSELF?

☐ **OPPORTUNITY FUNDS**  
DINOSAURS OR DYNAMITE?

☐ **PROP TECH**  
TRANSFORMATIVE INNOVATIONS OR HYPE?

☐ **SEEKING YIELD**  
HAS ANY FORMAT NOT BEEN OVER-DISCOVERED ALREADY?

☐ **SUCCESSFUL CITIES**  
HISTORICAL ACCIDENT, CLEVER LEADERSHIP OR WINNING FORMULA?

☐ **ASIA**  
LANDS OF PROMISE OR LOST ILLUSIONS?

☐ **USA**  
HAS THE CYCLE RUN ITS COURSE?

☐ **EUROPE**  
POWERHOUSE OR FULL OF CRACKS?

☐ **GLOBAL REAL ESTATE**  
CAN THE CYCLE RISE AND RISE MUCH LONGER?

☐ I am happy to moderate a breakout discussion (of up to 30 members)

☐ Conceivably yes

☐ Rather not

☐ I am happy to take notes and report on a breakout discussion to the subsequent plenary

☐ Conceivably yes

☐ Rather not

☐ I am happy to lead a plenary discussion (of the full membership - about 100)

☐ Conceivably yes

☐ Rather not



## INFORMATION TO PROVIDE

### PROFILE IN OFFICIAL PROGRAM

For inclusion in the Official Program Book distributed at the GRI Chairmen's Retreat, please provide separately

#### 1. COMPANY SPECIALTY: Maximum 16 words:

- INVESTORS/LENDERS: criteria

(type • where • amount range • existing vs development...)

Example:

"office, hotels, bulk sales • Germany, CEE, China • US\$100-500million • existing or development • major metros only"

- DEVELOPERS: product specialty

(type • where • size range • existing vs development...)

#### 2. COLOR PORTRAIT PHOTO: Very High Resolution .JPG

#### 3. LOGO: Color • B/W • Inverse (.EPS format)

#### 4. PERSONAL BIOGRAPHY

#### 5. PROPERTY DIVISION'S PROFILE

For biography and profile

- 80 words maximum combined total.
- Division's profile: division's specific activity (more relevant & useful than company's overall).







**BNP PARIBAS  
REAL ESTATE**

LEAD SPONSOR