



WELCOME

GRI Global Committee  
HOSPITALITY CHAPTER

GRI Club

# GRI CLUB

## KEY NUMBERS



FOUNDED 1998

### OFFICES

- London
- New York
- São Paulo
- Mexico City
- Mumbai

### 4000+ MEMBERS

- 92% Principals:  
Institutional Investors,  
Property Owners,  
Developers, Family  
Offices. (C-Level)
- 8% Advisors

### 25+ COUNTRIES



### 4 CONTINENTS



### ONLINE & OFFLINE

- meaningful relationships

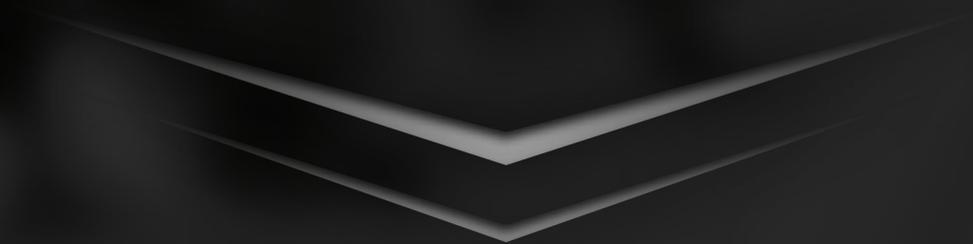


MEMBERS

**GRI Global Committee**

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HOSPITALITY CHAPTER





CHAIRPERSON

## Lissa Engle

Founder, MD

**Berkeley Capital Group**

### Investor, Developer

Berkeley Capital Group is a specialist real estate firm which invests in and develops high-quality hotels and mixed-use schemes in the UK and Europe.

Lissa Engle is Founder and Managing Director of Berkeley Capital Group, specialist real estate firm investing in and developing inside the hospitality sector in the UK and Europe. Berkeley Capital partners with land and property owners, and investors including institutional funds, private equity firms and family offices. Lissa guides the strategic direction of the firm's investments, including critical aspects of origination, underwriting, execution and asset management. Prior to real estate, Lissa worked in the US and across Europe in Strategy Consulting and Private Equity. She speaks French, German and Italian and holds a BA from Dartmouth College and MBA from INSEAD.



VICE-CHAIR

## Peter Plaut

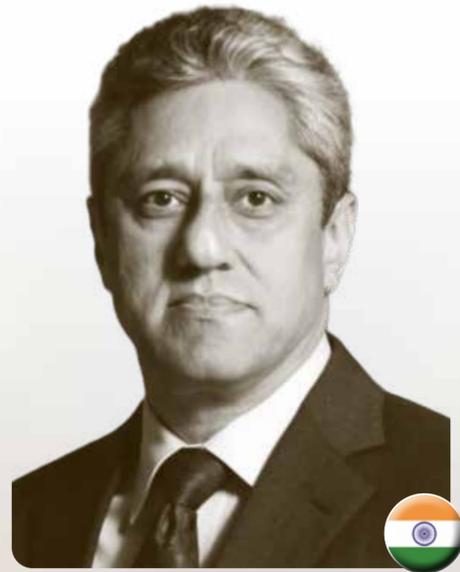
Executive Director

**Wimmer Family Office**

### Investor - Family Office

Wimmer Family Office offers both bespoke investment portfolio solutions for family offices and high net worth individuals as well as its core investment trend following strategy through the Wimmer Wealth Protection Fund.

Peter Plaut is an Executive Director at Wimmer Family Office focused on origination, researching and structuring private debt and equity transactions across a broad range of industries including specializing in real estate across the residential, office and hotel and hospitality sectors. Minimum transaction size is \$100mm to well over \$1 billion. Mr. Plaut is consistently recognized as a leader in the industry. Among his many achievements and awards, he was ranked as one of the Top 20 Rising Stars of Hedge Funds during the 2008 financial crisis – a recognition of his ability to manage through crisis and create positive investment opportunities in all environments.



VICE-CHAIR

## Sanjay Sethi

Managing Director & CEO  
Chalet Hotels Limited



### Hospitality

Chalet Hotels Limited (CHL) is an owner, developer and asset manager of high-end hotels in key metro cities in India.

Sanjay is a hotel management graduate from IHM Pusa. He is the Managing Director and CEO of Chalet Hotels Ltd, a leading hospitality asset owner in India. In February of 2019, Sanjay took Chalet Hotels public. The company was listed on the Indian Stock Exchanges through a successful Initial Public Offering. Chalet owns six hotels with ~2,550 keys spread across markets of Mumbai, Navi Mumbai, Pune, Bengaluru and Hyderabad. New greenfield hotel projects underway, will add an additional ~600 keys. The company also owns co-located non-hotel real estate assets in Bengaluru and Mumbai.



VICE-CHAIR

## Marloes Knippenberg

CEO  
Kerten Hospitality



### Hotel Management

Kerten Hospitality, a specialist mixed-use operator, is dedicated to the operation of mixed-use projects that transform development projects into lifestyle destinations by combining branded residences, serviced apartments, luxury and mid-market hotels.

Marloes continuously pioneers the role of innovation across the larger ecosystem with the aim to establish an industry platform where technology, hospitality and sustainability coexist and evolve for the benefit of consumers, investors and businesses. She is on the Advisory Boards of flagship events and she has been a mentor for students in hospitality schools. Marloes has been listed in the Hotelier Middle East Power List 2019 ranking the region's most influential industry professionals. Most recently, she was listed in Hotelier Middle East 25 'women in hospitality power list' is a result of those women who are making waves in the industry. She is the Winner of CEO Today's 2020 Business Women of the Year recognition in hospitality.



## Alex Andjel

VP Development  
Virgin Hotels



### Hotel Management

Virgin Hotels is a lifestyle hospitality brand that combines heartfelt service, straightforward value and a seamless, personalized hotel experience with the track record of innovation and smart disruption attached to the global Virgin Group.

With 17 years' experience in Hospitality and Real Estate, Alex has accumulated a track record in the sector. Currently, Alex is responsible for leading the expansion of Virgin Hotels in EMEA with the first project being VH Edinburgh (opening summer 2021). Virgin Hotels expect to announce a further two to three properties in Europe this year. Prior to Virgin Hotels, Alex was SVP Development at YOTEL, and previously as SVP Development of Orient-Express Hotels Ltd (Belmond) where he managed more than \$500 million of acquisition, financing and dispositions of non-core assets. He successfully helped the company transition to third party hotel management agreements with its first hotel being the Belmond Cadogan Hotel.



## Alinio Azevedo

Managing Director and COO  
The Little Nell Hotel Group



### Hotel Acquisition & Development

The Little Nell Hotel Group is a privately held hotel investment and management platform owned by Aspen Skiing Company.

Twenty year career includes hotel/resort acquisitions and development for Loews Hotels, the opening of a Miami development office and brand expansion in the Americas for Four Seasons Hotels and Resorts, real estate advisory services for Ernst and Young LLP in Miami. An internationally-experienced industry professional, including investor relations and projects in North America, Latin Americas, Europe. As a former adjunct Professor in the Hospitality Management Master's Program at Florida University, has an MBA from Duke University's Fuqua School of Business and a Bachelor of Science in Engineering from the Universidade Federal in Brazil and also attended the École Supérieure des Sciences Économiques et Commerciales (ESSEC) in Paris.



## Andrew Miele

Head of Development, Americas  
Six Senses Hotels Resorts Spas



### Hotel Operator

From its beginning, in the early 1990s Six Senses quickly became recognized as the hospitality industry's pioneer of sustainable practices, demonstrating that responsibility can be successfully wedded to uncompromised high-end facilities.

As Head of Development, Americas, based in Miami, Andrew has responsibility for growing the Six Senses portfolio of hotels, resorts, and spas across the Americas. He believes strongly in the pillars and values of the Six Senses brand, lives by them harmoniously, and applies them to shape how he looks at each new opportunity. As the world recalibrates the focus on well-being and sustainability will no doubt be amplified. Prior to joining Six Senses he spent over 12 years at Four Seasons Hotels and Resorts, where he oversaw and led the growth and due diligence on a number of projects and openings internationally such as, Megeve, Bogota, Sao Paulo, Surf Club (Florida), Los Cabos, Montreal, Rio de Janeiro, and New Orleans.



## Andriy Gulakov

COO  
easymalon



### Operator

Hotel management company - exclusive franchisee for the development and operation of easyHotel Plc.

I'm the COO of easyMalon and exclusive representative of easyHotel in Israel. Our goal is to open seven franchised properties across Israel with the next ten years, Andriy responsible for overall program management, investor relations, and fundraising. I started in hospitality 15 years ago with the development and sales of wellness products. In 2010 I transitioned to the event business as a co-founder and CEO of the event management company, which I led until moving to Tel Aviv, Israel. Here, I joined a local company rendering purchasing and supply chain management services to electronic device manufacturers. Though I'm currently working as a COO for two companies, my primary focus is on bringing very first easyHotels to Israel.



## Asli Kutlucan

Chief Development Officer  
**Cycas Hospitality**



**cycas.**  
hospitality

### Hotel Management

Pan-European, multi-brand, all-segment hotel operator, our diverse portfolio covers full and select-service properties as well as extended-stay hotels.

Asli Kutlucan is a hotel development professional who has worked in the global hospitality for over 25 years. Specialising in full & limited service and extended stay hotels acquisition, negotiation and execution of deals, focusing on the UK and continental Europe. Since joining Cycas Hospitality in 2011, she has been responsible for the acquisition, negotiation and execution of deals across the UK and continental Europe, including overseeing the hotel openings and technical services team. Before Cycas, Asli was a hospitality and entrepreneurship lecturer in Rwanda, where she also developed and opened the country's first boutique hotel. While a member of the Rwanda Development Board, she helped the governmental think tank maximise tourism.



## Bettina Graef-Parker

MD - Special Property Finance  
**Aareal Bank AG**



**Aareal**

### Bank Lender

As the leading provider of smart financing, software products and digital solutions for the property sector and related industries we support our clients on three continents with our finance expertise and managing real estate projects.

Mrs. Bettina Graef-Parker is Head of Hotel Properties at Aareal Bank AG, one of the leading providers of debt financing to the hospitality industry worldwide. With her team, she is responsible for the structuring and origination of various forms of loans to the lodging industry. Aareal Bank AG provides property finance solutions in more than 25 countries across Europe, North America and Asia.



## Camil Yazbeck

Senior Vice President, Head of  
Development - Europe

**Accor**



### Hotel Operator

Accor is a leading hospitality group offering experiences in more than 5,000 hotels across the world. The Group has been acquiring expertise for 50 years, with 39 hotel brands, from luxury to economy, supported by ALL, the new loyalty program.

Camil is responsible for the development and expansion of all of Accor's brands throughout Europe, working closely with investors, owners and partners and leading the development teams to increase Accor's market share of new deal signings in Europe.

Prior to joining Accor, Camil was Partner and Investment Director - Hospitality & Leisure at Patron Capital, a leading Pan-European private equity real estate investor representing approximately €4.0 billion of equity across several funds and related investments including 60+ multi-branded hotels throughout Europe. Camil led all aspects of origination, acquisition, underwriting, execution and asset management of Hospitality related investments.



## Carlos Hernandez Garcia

Chief Executive Officer  
**Pellas Development Group**



### Real Estate Developer

Pellas Development's vision is to become the leader of Central America in development and responsible operation of planned communities and exclusive resorts. With a focus in Modern and sustainable planning, design and construction.

Carlos Hernández has extensive experience in developing innovative and sustainable concepts in the urban planning, luxury hotels and real estate development sectors in remote or emerging destinations. As CEO of Pellas Development, he oversees a portfolio of development and investment of lands and resorts in Nicaragua, Costa Rica and Panama; for more of 1,000 million dollars. Among its most significant projects is the Development of the Mukul Hotel, Beach Golf & Spa (Auberge Resorts in Nicaragua) and the Hotel Dreams Las Mareas Resort & Spa (AMResorts in Costa Rica). Also has experience in various projects in Bahamas, Mexico, Panama, Costa Rica and USA.



## Cristina García-Peri

Managing Partner  
Azora Capital



### PE investment and Asset Management

Is an independent asset manager, leader in Spain, which has raised over €3.7Bn of capital since its inception in 2003. Azora specializes in investments in different real estate classes, such as hotels or residential under rent, renewable energy and others.

Cristina García-Peri is Head of Corporate Development and Strategy for the Azora Group, an independent investment and asset management group with more than €3.7bn of equity raised. Prior to joining the Azora Group in 2011, she worked for 16 years in the investment- banking sector at both Merrill Lynch (2 years) and JP Morgan (14 years), where she held various positions in the area of M&A for 4 years and for 10 years was MD responsible for Corporate Equity Derivatives for EMEA. Her last two years in investment banking took place at Merrill Lynch where, in addition to continuing to lead Corporate Equity Derivatives she also was responsible for Equity Capital Markets for Spain and Portugal.



## Dieter Kornek

Head of Project Scouting  
TUI Hotels & Resorts



### Hotel owner and operator

TUI is the world's leading tourism group – an integrated business that operates in all stages of the customer's holiday journey. TUI Hotels & Resorts as part of TUI Group operate more than 430 own hotels and resorts worldwide.

Nearly 25 years of experience in hotel development in various senior management positions. From 1995 to 2003 Director Development of ACCOR Hotels in Germany and Austria, from 2003-2011 Director Development of Motel One Group for European development of these Budget Design Hotels. In 2011 I joined TUI Hotels & Resorts, but after strategic change in hotel business I started in 2013 as Managing Director Development for Vienna based Falkensteiner Hotels & Residences, being responsible for the growth of Falkensteiner in CEE. In 2017 I returned to TUI Group to manage the growth of Tui own hotels & resorts worldwide, especially TUI Blue, Club Robinson and Club Magic Life



## Federico Moreno-Nickerson

VP Development Mexico & LatAm  
Apple Leisure Group



### Hotel Management Company

Leading North American travel, hospitality and leisure management group serving travelers and destinations worldwide. Is the only vertically integrated travel company in the US with over 3.2 million passengers with 2.3 million of them travelling to LatAm.

Joined ALG in July 2017 to support the expansion of the company's footprint for AM Resorts in Mexico, the Caribbean and Latin America. Federico has over 30 years of experience in luxury hotel management, operations, destination / hotel marketing, and travel product development in the luxury space. Before joining ALG, he spent 13 years as director of product development at Classic Vacations, Expedia's luxury brand, responsible for Caribbean and Mexico. During this time he lead the Classic Caribbean portfolio to become the top selling travel region within the company. Before that, in his role as Senior Director of Marketing at Four Seasons Hotels & Resorts, for nearly a decade, he successfully opened the hotel in Mexico City and Punta Mita.



## Felicity Black

VP Acquisitions and Development  
Hyatt Hotels Corporation



### Hotel Management

Hyatt Hotels Corporation, headquartered in Chicago, is a leading global hospitality company. Hyatt's purpose to care for people so they can be their best informs its business decisions and growth strategy and is intended to create value.

Felicity Black-Roberts joined Hyatt in 2016 in her current role as Vice President of Development. She is based in London and leads a team of five members responsible for the development of Hyatt's diverse brand portfolio across Western Europe. Since joining Hyatt, Felicity's team has achieved significant milestones for the company including market entries in Dublin, Madrid, Biarritz and Barcelona along with brand debuts in London, Paris and Frankfurt. Felicity brings more than 25 years of hospitality experience working for brands such as Forte, Le Méridien, Starman and Starwood Hotels and Resorts.



## Frank Croston

Founding Partner  
Hamilton Hotel Partners



### Hotel advisory

An independent, world-class hotel advisory company offering hotel asset management, hotel management, and development services across EMEA.

Frank Croston is one of the two founding Partners of Hamilton Hotel Partners. His career progression combines a unique blend of senior executive positions in operations, asset management and strategic advisory services. Prior to setting up Hamilton in 2004 Frank was President UK & Ireland, for IHG; Partner in charge of Hospitality Advisory for Arthur Andersen EMEA and Managing Director PKF. Hamilton recently completed a merger with Pyramid Hotel Group out of the US and the combined group now manages 140 hotels across the US and Europe with AUM in excess of \$5bn.



## Irene Hoek

VP - Global Residential Development  
Rosewood Hotel Group



### Hotel Management

Rosewood Hotel Group is one of the world's leading hotel companies. Its combined portfolio consists in more than 40 hotels in 19 countries. The group's expansion is distinguished by its approach to creating strong, modern, and differentiated brands.

Well-rounded hotel development executive with more than 20 years of industry experience. Extensive track record of growing the footprint of luxury hotel brands via acquisitions and management agreements, including Aman, Dorchester Collection, InterContinental, and St Regis. In-depth understanding of branded residential structures and complex hotel management agreements. Wide-ranging international experience including Europe, Middle East, United States, Caribbean, and Mexico.



## Jan Hazelton

VP - Global Business & RE Development  
**Kerzner International**



### Hotel Management

Our brands reflect who we are at our core. They embody our mission, vision and values. With properties all over the globe, each Kerzner brand offers a different experience within the same vision.

Ms. Hazelton joined Kerzner International in 2017 and is responsible for the growth of the Atlantis and One & Only brands in Europe and the Americas. As a seasoned hotel investment and development executive, her experience includes all aspects of hotel investment including banking, asset management, finance, development, feasibility and investment analysis.



## Jared Melnik

Principal  
**KSL Capital Partners**



### Investor

KSL Capital Partners is dedicated to investing in travel and leisure businesses. Since 2005, KSL has raised four private equity funds and two credit funds with approximately \$9 billion in equity commitments.

Mr. Melnik joined KSL Capital Partners in September 2006. Previously, he worked as an investment banker in the Gaming and Leisure Group of Merrill Lynch. He holds a B.S. in Finance and International Business (magna cum laude) from New York University's Stern School of Business. Additionally, he is a CFA Chartholder.



## Joan Bertran

Global Head of Commercial RE & Hotels  
Banco Sabadell



### Bank

Banco Sabadell is the fourth Spanish private banking group made up of different brand banks, subsidiary companies and investee companies.

Joan Bertran joined Banco Sabadell in 2008 to manage the Group's Real Estate portfolio (\$15bn). Since then he served in different executive positions and today he is the Banco Sabadell's Group Global Head of Commercial Real Estate & Hotels. Based in Miami, he is in charge of the CRE & Hotels Group's financing activity with teams in America and Europe. Previously, Joan served as Business Manager at 'Logispark', a Banco Sabadell JV with a RE developer, where he managed investments for \$400M to develop more than 700.000sqm of CRE in Europe. He started his professional career in 1999 as Construction Manager at Ferrovial.



## Joanna Ayala Quintana

Asset&Development Director South America  
NH Hotel Group



### Hotel Chain

The NH story is one of growth, growth in establishments, quality and prestige over its 40-year track record. Today it is a benchmark operator of city hotels in Europe and Latin America.

Joanna Ayala responsible for the development and assets of the multiple brands for NH-Hotels Group for South America. She joined the group on 2019, after working for more than 5 years at AccorHotels as Development manager for different countries. Between 2010 and 2014 she worked for the Synergy Group owned by Germán Efromovich, where she was part of the group that created Movich Hotels in Colombia and she later led its development in the country. Joanna has a BA degree at CESA University in Colombia and she followed her studies at the University of Kansai Gaidai in Hirakata, Japan.



## John Brennan

Chairman  
Amaris Hospitality



### Hotel Investment & Management

Amaris Hospitality is a leading hotel investment and management company, owned by LRC Group. We currently manage a portfolio of 30 hotels in the UK and Ireland trading under prestigious, international brands such as Hilton, Mercure and Ibis Styles.

John Brennan is non-Executive Chairman of leading hotel investment and management group, Amaris Hospitality. He is also Founder and Managing Director of Cloubrook Partners, a boutique investment and advisory firm that provides advice to investors in the hospitality sector. Between 2015 and 2018, John was Chief Executive Officer of Amaris Hospitality which grew to comprise 89 hotels, over 14,000 rooms and 8,000 employees. Established by Lone Star, the business was subsequently sold to a range of international investors realising over €1.7 billion for its owners.



## Juan Corvinos-Solans

VP Development - Latin America & Caribbean  
Hilton

### Hotel Management

Hilton Worldwide is a 95 year old leading global hospitality company, with more than 715,000 rooms in 94 countries and territories.

Responsible for corporate development for Hilton Worldwide's brands in the Central America, Andean & Hispanic Caribbean regions and for supporting the overall Americas development team. Juan's main role is to drive the growth of Hilton Worldwide's portfolio of brands in the region. Juan started his career within the company in 2010 in human resources in Malaysia, before joining the Iberian Peninsula development team in September 2010 and transferring to the European HQ in March 2011 where he was Manager for development for Europe & Africa. A short span as Luxury and Corporate Development Manager Americas based in the Global HQ took him to his current role.



## Justin Magazine

SVP, Development and Acquisitions  
**Aimbridge Hospitality**



### Hotel Management

Aimbridge Hospitality leads the industry with its systematic approach to the acquisition and development of hotel properties. With an ownership-centric approach, we excel in identifying and maximizing opportunities for the best investment returns.

Justin oversees retention for Aimbridge Hospitality. His team focuses on retaining management contracts for Aimbridge's strategic hotels that are placed for sale by their respective owners. During his tenure at Interstate, his team nearly doubled the company's retention success rate. As Aimbridge's ownership base continues to grow and diversify, Justin adds further acumen to the Development team focusing on communicating Aimbridge's value proposition and leveraging relationships with investors, hotel owners, and brokers to increase retention. Additionally, he specializes in key strategic business development opportunities for strategic ownership groups.



## Justin Smathers

SVP Development - Europe  
**Four Seasons Hotels & Resorts**



### Luxury Hotel Group

Four Seasons Hotels and Resorts is dedicated to perfecting travel through continual innovation and the highest standards of hospitality.

Justin is Senior Vice President Development - Europe for Four Seasons Hotels and Resorts since June 2016. In this role, Justin is responsible for all development activities across the European region. Prior to joining Four Seasons, Justin was with Starwood Hotels for 14 years in a number of operational and corporate roles in the U.S. and Europe, including within the Finance and Treasury team in the U.S. and Europe, notably overseeing Starwood's extensive capital deployment program across its owned and leased portfolio in Europe as well as leading the EMEA portfolio management group. Justin moved into Starwood's development group in 2012 and, as VP Acquisitions & Development, oversaw new development activities across Starwood's Southern European region.



## Keith Evans

Chief Investment & Development Officer  
Ennismore



### Hotel Development & Investment

London-based owner and developer of unique hospitality properties and experiences around the world.

Keith leads the global investment and development team at Ennismore. This includes new acquisitions as well as expanding the management platform with investment partners from all over the world. Prior to joining Ennismore, Keith was SVP of European Hotel Acquisitions at Starwood Capital. He has transacted on >2bl USD of hotel real estate across the globe in his numerous investment roles from institutional funds



## Leanne Harwood

Managing Director Australasia and Japan  
Intercontinental Hotels Group



### Developer

IHG® is one of the world's leading hotel companies, with a promise to provide True Hospitality for everyone; making everyone feel welcome and cared for, recognised and respected, whoever and wherever they are in the world.

As Managing Director for Australasia & Japan, I am accountable for developing and executing the market strategy for our hotels in Australia, New Zealand, PNG, South Pacific and Japan markets, including in-year performance and the continued health and growth of our brands. Our brands across this diverse region range from the luxury InterContinental Hotels & Resorts to the midscale Holiday Inn and Holiday Inn Express.



**Lloyd Lee**  
Managing Partner  
Yoo Capital



**yooCAPITAL**

#### Principal Investment

Yoo Capital is a discretionary fund manager specialising in transformational real estate, placemaking and special opportunities with £2 billion of AUM. The firm is currently investing on behalf of Yoo Capital Fund II.

Lloyd Lee, serves at the Managing Partner of Yoo Capital Management with overall responsibility for the firm's investment strategy as well as for originating and negotiating its major transactions. He also chairs the firm's Investment Committee. Lloyd brings over 24 years' experience in real estate private equity and principal investing and has been involved in \$12 billion of real estate acquisitions, public and private corporate opportunities, special situations and asset management turnarounds across the UK, EU, US and emerging markets in Turkey, India and Latin America.



**Lorcaín Egan**  
Head of Lending  
Starwood Capital



#### Investor

Starwood Capital Group is a 26-year-old private investment firm specialising in real estate with assets under management of more than \$51 billion.

Lorcaín Egan is Head of Lending, Europe for Starwood. Mr. Egan is responsible for debt origination and asset management for Starwood's lending platform in Europe. Since joining Starwood in 2013, Mr. Egan has structured and executed financings totaling \$1.8bn and whilst working in Capital Markets for Starwood between 2013 and 2017 he secured \$4.4bn of financing for Starwood's equity acquisitions across Europe. Prior to joining Starwood Capital, Mr. Egan was a Vice President at Barclays Bank where he worked in their Structured Property, Debt Finance team. In this team, Mr. Egan focused on originating real estate debt opportunities for Barclays. Mr. Egan holds a degree in Law & Economics from the University of Ulster.



## Marc-Olivier Assouline

Head of Hotel Investment  
**Benson Elliot Capital Management**



### Private Equity RE

Benson Elliot Capital Management LLP, founded in 2005, is a leading independent private equity real estate fund manager with over €1.5 billion of equity under management.

Marc-Olivier has 16 years of industry experience and joined Benson Elliot in 2007 to cover acquisitions and asset management for France and hotels in Europe.

Prior to that, he was a member of the acquisitions team at London-based Starwood Capital, where he was involved in various projects in the hospitality sector, and also worked on office transactions in the UK and France. Before joining Starwood, Marc-Olivier was at Goldman Sachs in Paris, where he focused on M&A in the real estate sector.

Marc-Olivier graduated from ESSEC Business School in Paris with a specialisation in Finance and Real Estate. Marc-Olivier is a native French speaker and fluent in Spanish.



## Mariapia Intini

Development & Investment Director Europe  
**citizenM hotels**



### Hotel Owner-Operator

citizenM is an integrated investor, developer and operator of “affordable luxury” hotels around the world. Participated by APG, GIC and KRC Capital, citizenM currently counts 20 open hotels and over 20 under development across Europe, USA and Asia.

Mariapia Intini is Development and Investment Director at citizenM hotels, where she is responsible for securing new acquisitions in target cities in Europe. Prior to joining citizenM, she was Associate Director at Cushman & Wakefield’s EMEA Hospitality, where she valued over €1.5bn worth of single assets and portfolios (including NPLs) across Europe, and, before then, Senior Consultant at Colliers International’s EMEA Hotels. She started her real estate career at the global architectural firm Design International. She is a MRICS Chartered Surveyor and holds a Master’s Degree in Hotel Real Estate Finance from Cornell University School of Hotel Administration, NY, when she completed a rotational programme at Marriott International’s US HQs.



## Matteo Ghedini

CEO

Brera Serviced Apartments



### Serviced apartments operator

Serviced Apartments Operator and Developer, looking for properties of 2000-8000m2 to lease or buy in the top European cities.

Matteo Ghedini is the founder and CEO of Brera Serviced Apartments. Matteo started Brera in 2013 by opening the first location in Nuremberg. Since then Brera expanded in many German cities and manages today ca. 700 Apartments. Born in Italy, Matteo started his career as a consultant at the Boston Consulting Group, attended an MBA at INSEAD and thereafter successfully completed the turnaround of a Real Estate Family Office in Germany. Passionate about Interior Design and about unleashing People's talent, Matteo's goal is to develop Brera to one of the most important long stay players in Europe.



## Mauro Rial

CFO South America

Accor



### Hotel Operator

Accor is a leading hospitality group offering experiences in more than 5,000 hotels across the world. The Group has been acquiring expertise for 50 years, with 39 hotel brands, from luxury to economy, supported by ALL, the new loyalty program.

Mauro RIAL joined AccorHotels in 2017 as Chief Financial Officer for South America, in charge of leading all financial and administrative activities and supporting all the development challenges in the region. Seasoned executive with extensive experience in restructurings, ERP implementations, process reengineering and M&As. Previously worked for Arthur Andersen, Ernst & Young and Suez Group, where he fulfilled for more than 13 years executive financial positions in Puerto Rico, Chile, Argentina, France, Spain and Brazil. Holds a Public Accountant degree by Universidad Nacional del Sur, Argentina, a Master of Finance from Universidad del CEMA, Argentina, and a specialization on Mergers & Acquisitions from London Business School.



## Oscar Calvillo

CEO  
Fibra Inn



### REIT

Fibra Inn is a Mexican REIT formed primarily to acquire, develop and rent a wide group of hotel properties in Mexico.

CEO of Fibra Inn, Advisor, Hotel Manager and Administrator. He has more than 27 years of experience in the real estate industry and more than 34 years of experience in the area of Finance. Responsible for REIT management, property acquisition and development. He graduated as a Mechanical Engineer from the Universidad Autónoma Metropolitana; He has a Masters in Business Administration from the Instituto Panamericano de Alta Dirección de Empresas (IPADE) and Member, Former Vice-President, Secretary and President of the 2003 Forum of the Monterrey Chapter of IMEF, the prestigious Mexican Institute of Finance Executives, which has among its members with Mexico's leading finance executives.



## Paula Menis Dyksztein

COO  
SITUR / Excem Real Estate



### REIM

Excem Real Estate manages, co-invests and operates in the Spanish & Portuguese Real Estate markets. The company's diversified portfolio includes hospitality, shared accommodation, co-working and residential asset classes.

Experienced Real Estate professional with a track record of 18 years in the Banking sector, Family Office business and Investment firms. Lived and worked in Argentina, Singapore and Madrid. Currently leading the company's Joint Venture with the Private Equity firm KKR to scale Excem's hostel brand CATS HOSTELS in Western Europe.



## Pedro Seabra

Partner  
Explorer Investments



### Private equity, Asset Management

Explorer is Portugal's leading independent management firm for Private Equity across different asset classes. Explorer currently manages and advises over 1.3BN€ in assets across 4 Business Areas: Private Equity, Growth Capital, Real Estate and Tourism.

Joined Explorer in 2012 and currently is the Partner in the Real Estate Business Area. He worked at CBRE in Madrid in 1987 and opened the Portuguese office in 1988, leading it until 2012. Pedro has a degree in Systems Engineering from Instituto Superior de Matemáticas Aplicadas and a master in Finance and Company Financial Management from ISCTE-INDEG. He is a Fellow of the Royal Institute of Chartered Surveyors (RICS) and appraiser certified by the CMVM.



## Pranav Bhakta

Managing Partner  
Bhakta Capital



### REIM in Hospitality

Bhakta Capital is a data-driven real estate investment firm focused on developing, operating, and acquiring limited and select-service hospitality assets nationwide.

Pranav's transactional track record includes negotiating over US \$3 Billion of transactions (M&A, Distressed Dispositions, Restructuring), capital markets (debt and equity/fund raising/VC), developments (ground up and conversion), in an international context. Unlike many professionals, he brings a 360-degree, cross-functional and multi-disciplinary perspective to the table – innovation and strategy through business model canvassing, principal investor, third party advisor, developer, and operator/asset manager – that collide into one objective: delivering shareholder value.



## Rainer Stampfer

President - Hotel Operations, APAC  
Fourseasons



### Operator

We have chosen to specialize within the hospitality industry by offering only experiences of exceptional quality. We create properties of enduring value using superior design and finishes, and support them with a deeply instilled ethic of personal service.

Rainer joined Four Seasons in 2001 for the Boston food and beverage division and spent time in Los Angeles before taking on the first post of Managing Director with the opening of the Four Seasons Resort Koh Samui; moved to Bangkok to run all Four Seasons properties in the country as Regional Vice President in 2008, then moved to Shanghai to open what was then the city's second Four Seasons in Pudong, in 2011, directing several other properties in China and Southeast Asia. Rainer was promoted to his current position, residing in Singapore in 2016.



## Rami Badr

Managing Director  
Orion Capital Managers



### Investor

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

Rami is a Partner & MD of Orion located in London. Since joining Orion in 2002, he has been involved in acquisitions, asset mgmt and realizations for the Orion European RE Funds across Europe with a particular focus on larger corporate transactions, pan-European portfolios, debt acquisitions, restructurings, hotel & retail investments. This includes active involvement in investments such as Infracity in Stockholm, Puerto Venecia or Sotogrande in Spain, the equity participation in Société Foncière Lyonnaise or the debt acquisition & restructuring of the Spanish company Inmobiliara Colonial. Before joining Orion he was an associate at Arthur Andersen within the transaction support team, advising large corporations on their RE strategies.



## Ramsey Mankarious

Founder & CEO

Cedar Capital Partners



### Investor in Hospitality sector

Cedar Capital Partners invests exclusively in the hospitality sector. The firm, which was founded in 2004, invests in and asset manages full service and luxury hotels.

Ramsey is Chief Executive of London based Cedar Capital Partners, a specialist hotel investment firm. Cedar has acquired hotels with a value in excess of €3 bln. Prior to Cedar, Ramsey was EVP of Acquisitions and Development for Kingdom Holding, a major investor in the tourism industry with sizeable holdings in both hotel real estate and management companies (Four Seasons, Fairmont and Mövenpick). Ramsey was previously Associate Director at HVS International in their London and NY offices. Ramsey received his MA in Property Valuation and Law from City University in London and his BA in Hotel and Restaurant Management from Michigan State University in the U.S. He has published numerous articles and sits on several tourism-related boards.



## Ravi Govada

Head of Growth Capital

Selina



### Hotel Management & Co-Working

Selina is one of the world's fastest-growing hospitality brands, blending beautifully-designed accommodation with coworking, recreation, wellness, and local experiences.

Mr. Ravi K. Govada has over 5 years experience working on urban development, planning, and research projects. He has worked as project manager and technical editor on a diverse range of projects for private and public sector clients including RE developers, government agencies and non-governmental organizations.

Govada has been a part of research initiatives focusing on sustainable development, rebranding projects for boutique firms and website development projects. Govada has a degree in Communications specializing in Public Relations and Rhetorical Advocacy from Purdue University. He is now also pursuing a Master of Arts Degree at Parsons School of Design in Theories of Urban Practice in New York City.



## Robert Mangan

VP Head of Hotels  
Bain Capital



### Asset Management

A leading global credit specialist with \$39.7 billion in assets under management. We invest across the full spectrum of credit strategies, including leveraged loans, high-yield bonds, distressed debt and special situations.

Robert has over 14 years experience in hotel real estate. His experiences range from limited-service through to high-end luxury hotel real estate, and include both branded and non-branded assets across UK, US, Caribbean, South America, Europe and Eastern Europe.



## Rogerio Basso

Head of Hospitality & Tourism  
IDB Invest



### Development Financial Institution

IDB Invest is a multilateral development bank committed to promoting the economic development of its 26 member countries in Latin America and the Caribbean across a broad range of industry sectors.

With over 20 years of real estate and hospitality experience, Rogerio leads all initiatives related to hospitality and tourism in Latin America and the Caribbean for IDB Invest, the private sector division of the Inter-American Development Bank Group. In his capacity as Head of Tourism, he is responsible for origination, transactions and for executing IDB Invest's strategy in the region, offering a variety of financial instruments including debt, mezzanine and equity.



## Rohan Thakkar

SVP, Development & Strategy EMEA  
Yotel

### Hotel Operator

YOTEL has translated the language of luxury airline travel into smartly-designed cabins. YOTEL's 'cabins' are uncompromisingly designed around guests, taking the essential elements of luxury hotels in smaller, smart spaces.

Rohan is responsible for overseeing the development efforts for all Yotel brands across EMEA along with the global corporate strategy including feasibility and portfolio management. He joined YOTEL from Starwood Hotels and Resorts where he spent four years on the Real Estate Investment Management team responsible for the corporate owned assets. Over his time with Starwood, Rohan worked towards transacting over USD700M in asset sales to support the overall 'asset light' brand strategy. In addition to asset sales, Rohan worked on the asset management and renovation planning of existing properties across all brands in the North America portfolio. Previous to Starwood, Rohan was with E&Y on the Transaction & Hospitality Advisory team.



## Rohit Kapoor

CEO - India & South Asia  
OYO

### New Real Estate Business

OYO Hotels & Homes is the world's third-largest chain of hotels, homes, managed living and workspaces. The portfolio combines fully operated real estate comprising more than 23,000 hotels and 125,000 vacation homes present in 800 cities in 80 countries.

Rohit is currently the CEO for India & South Asia business across Hotels, Homes, LIFE & Workspaces at OYO. Started in 2013, OYO Hotels & Homes, a young hotel startup, today is one of the world's leading chain of hotels and homes. OYO today operates in over 800 cities in 80 countries, including the U.S., Europe, U.K., India, Middle East, Southeast Asia, and Japan. A seasoned professional with over 20 years of experience, Rohit has worked in various leadership positions across sales and finance in several companies such as Max India Limited and McKinsey & Company. Prior to joining OYO, Rohit was the Executive Director & Board Member at Max Healthcare for close to 4 years. He has also been Senior Director-Strategy & Business Performance at Max.



## Steffen Doyle

Co-Head EU RE Investment Banking  
Credit Suisse



### Investment Bank

Our strategy builds on Credit Suisse's core strengths: its position as a leading wealth manager, its specialist investment banking capabilities and its strong presence in our home market of Switzerland.

Steffen has over 20 years of experience in investment banking; including long tenures at Bank of America Merrill Lynch, Jefferies and Credit Suisse where he is the Co Head of European Real Estate and Head of Lodging Investment Banking. Based in London, he is recognised as a leading investment banker in the Real Estate, Lodging and Leisure industries. His industry knowledge and transaction experience cover all sub-sectors, public and private, in the real estate, lodging, and leisure sectors, as well as industry specialized financial sponsors and fund managers. Steffen has acted as an adviser on many prominent transactions for a diverse range of clients in Europe and the US involving M&A, debt and equity capital raising.



## Vincent Mezard

Head of Hospitality  
AXA Investment Managers



### Investment Management

AXA IM - Real Assets currently manages a c. €10 billion residential portfolio spanning Europe, Asia and the U.S. Alongside this, it manages an 11,000-bed student accommodation portfolio in Europe and in the U.S, in partnership with leading operators.

Vincent Mezard joins AXA IM - Real Assets from AccorInvest, where he was Head of Development, and oversaw the development of the real-estate focused platform of AccorHotels. Prior to that, he was Opening General Manager of the iconic Hotel Molitor Paris, MGallery by Sofitel, having also worked for Colony Capital and Bouygues Construction.



## Willemijn Geels

Vice President Development  
Intercontinental Hotels Group



### Developer

IHG® is one of the world's leading hotel companies, with a promise to provide True Hospitality for everyone; making everyone feel welcome and cared for, recognised and respected, whoever and wherever they are in the world.

Willemijn brings to the role 20 years of experience in the hospitality industry and holds an MBA in International Hospitality Management. Prior to joining IHG in 2015, Willemijn was Development & Acquisitions Director for Europe at Louvre Hotels Group. She also gained experience in Deloitte's Transport, Hospitality and Leisure team in Paris, where she led multiple hotel valuations, feasibility studies, and transaction and strategic advisory assignments.



## Zsolt NAGY

CEO  
NIRO Investment Group



### Investor and developer

NIRO Investment Group is a fully privately owned Romanian group of companies with over 25 years of expertise in investments, development and asset mgmt. Portfolio of developed projects spanning over 500,000 sq m built and amounting to over €400,000,000.

1994 – 1995 Head of office, Hungarian Student Assn in Cluj.  
1995 – 1999 Vice-president for Youth, Democratic Alliance of Hungarians in RO (DAHR).  
1998 – 2009 Rep of DAHR in EU People's Party, member of Steering Committee.  
1999 – 2004 Vice-president for local organizations and public administration DAHR.  
2004 – 2007 Minister for Communication and IT– Government of RO.  
2007 – 2010 Head of Sigma Tower (multifunctional tower building, including a 5\* international hotel brand).  
2009 – 2012 Head of dev team, renewable energy projects – 3 wind farms, 1 solar plant.  
2007 – 2017 Strategic political consultant in Local/National/Presidential elections.  
2007 – 2017 Consultant in IT&C, M&A.  
2017 – CEO NIRO Investment Group

# GRI VISION

**IN** everything we do we believe in creating meaningful relationships - we believe in celebrating what makes each of us unique and bridging gaps.

We do this by designing experiences that bring bright minds together to help them build meaningful relations. We connect the dots between individuals and businesses understanding what makes them tick. We believe in the power of the relationship in an era of digitalisation.



# GRI VISION

**We are the essence of global leadership; we are minds connected shaping the future; together, we generate economic growth, we move economies.**

Being a leader is having the ability to translate ideas into attitudes, transform thoughts into new projects, bring the future to the present, forge new paths where they don't exist. That's leadership, that's your GRI Club.

# THE CONCEPT

# GLOBAL COMMITTEES

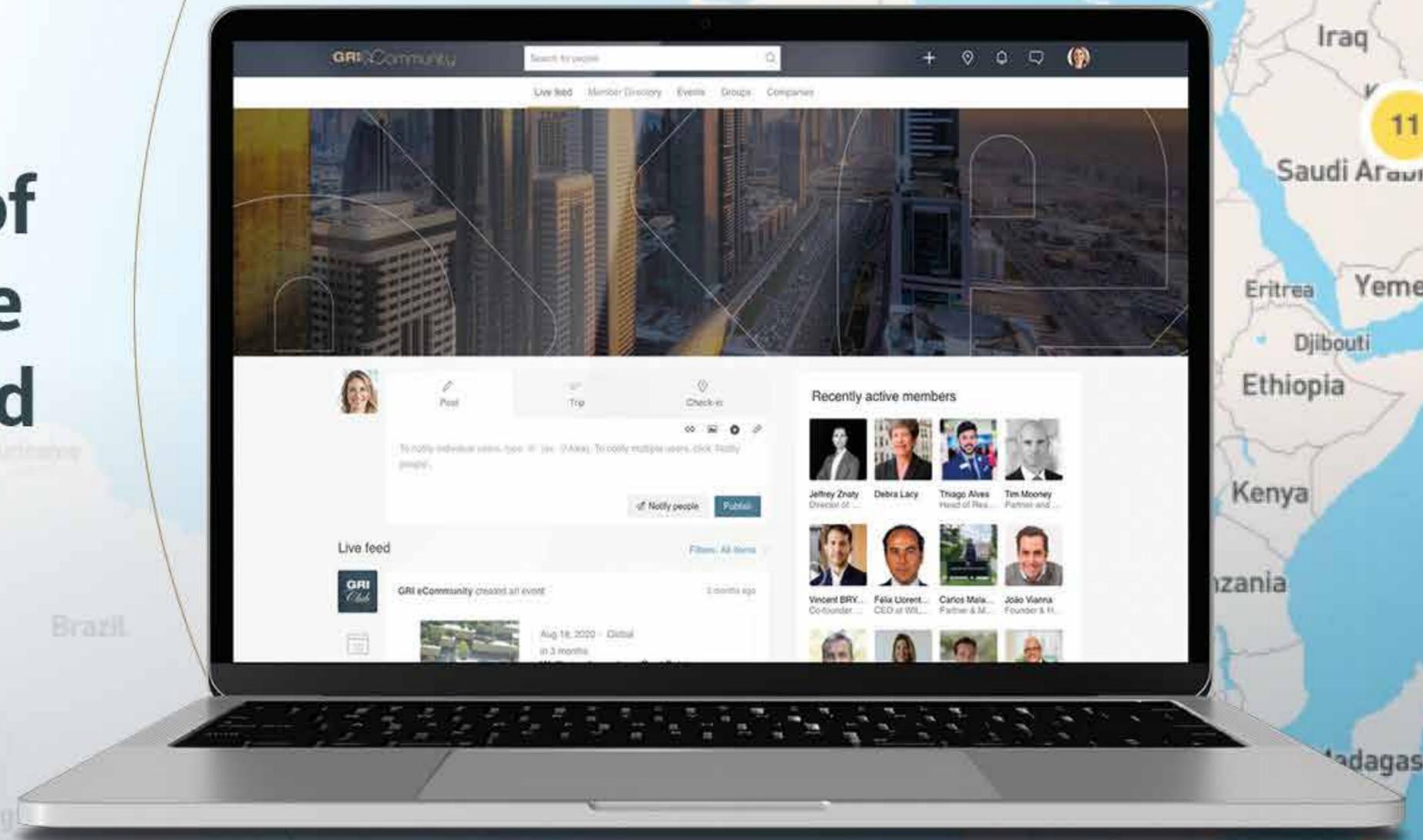
**GRI Club's Global Committees** set the professional standard for peer-to-peer knowledge sharing in order to identify new trends, capitalise on growth opportunities and aid dealflow discovery worldwide.

Curated purely by members, spanning 4 continents, 25+ countries, and across all asset classes, each global committee meets once per month via video calling to share current sentiment, investment appetite and debate where the market is going.



**Members of the Committee have a dedicated Group inside of the eCommunity to share documents, thoughts and opportunities.**

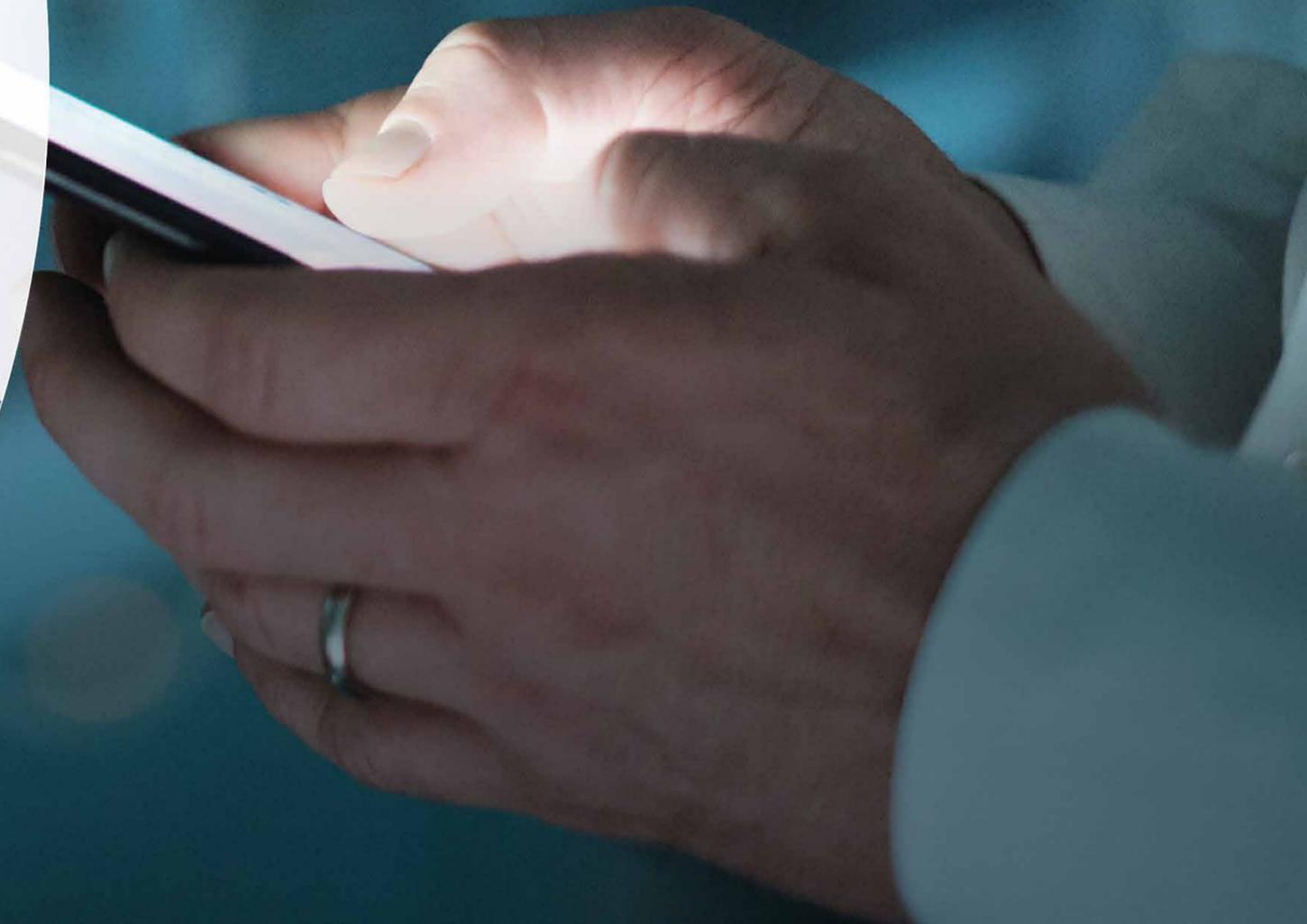
Get insights and share experiences [here](#)



**PRIVATE**

WHATSAPP GROUP

**GRI** Committees use a dedicated WhatsApp group to keep in touch with industry leaders. Topics are restricted to business and this can be a great tool to make the most of our special network.



# RUNNING

# OUR COMMITTEES

**OUR** Committees eMeetings will also have one of our members moderating the discussion (Chairperson). In the absence of the chairperson, one of the 2 vice-chairs will ensure the conversation is fluid and everyone can join.



# TOPICS

# AND DISCUSSIONS

**DISCUSSIONS** will always gravitate around the main agenda of the group, relevant to investment, development and deal trends impacting the sector growth as well as macro topics, trends and opportunities. The content for the meetings is curated by the members, to suggest themes and drive forward the discussion.



# SPECIAL

# GUESTS

**THE** Committee might decide to invite a **special guest to add more value to a specific topic** to be addressed during one of the eMeetings. This can include; LP's or significant investors to join as a delegate to the session, thought leaders to deliver a presentation, industry leaders, movers and shakers to join as a featured discussion 'co-chair' (leading the discussion with the members).





**RIGHT TO INVITE**

**INDUSTRY FRIENDS**

**EACH** member of the committee has the right to invite up to 3 industry friends to join as a guest in one eMeeting per year. The invitee must be pre-approved by the GRI; acceptance is more widely accepted for the immediate number 1 or number 2 representative of their asset class in a real estate company that has assets under management, invests, operates, lends or develops.



**GRI**

SENIOR REPRESENTATIVE

The GRI has designated **Thiago** to represent our organization in this committee.

Other than that, Brenda Salas, Production & Content Director and Gustavo Favaron, Group CEO, will often take part in the discussion and be ready to help the committee to achieve the best results.

**THIAGO ALVES**, Senior Director, GRI Club

[thiago.alves@griclub.org](mailto:thiago.alves@griclub.org)



# 2020

# UPCOMING GRI GLOBAL COMMITTEES EMEETINGS

The **eMeetings** will always take place on the second Wednesday of each month at 15:00h London Time.

June, 10<sup>th</sup>

July, 8<sup>th</sup>

August, 12<sup>th</sup>

September, 9<sup>th</sup>

October, 14<sup>th</sup>

November, 11<sup>th</sup>

December, 9<sup>th</sup>





GRI Club is a global club bringing together key players in the real estate and infrastructure sectors. Founded in 1998 in London, it is present in more than 20 strategic countries.

The mission of GRI is to connect leaders from these markets and contribute to the building of privileged relationships and real business opportunities. In this context, more than six thousand businessmen, senior executives and investors participate annually in the club's programming in the world.

## Our Offices

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Suite 308  
New York, NY 10011

### **Europe** - London

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+44 20 7121-5060

### **Brazil** - São Paulo

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14º andar, Paraíso,  
São Paulo - SP  
  
+55 11 4810-5698

### **Mexico** - Mexico City

Bld. Miguel de Cervantes  
Saavedra, 301 - Miguel Hidalgo  
Ciudad de México

### **India** - Mumbai

C - 20, G Block Rd, G Block BKC,  
Bandra Kurla Complex, Bandra East,  
Mumbai