

GRI RESIDENTIAL EUROPE 2018

LONDON, 28 - 29 NOVEMBER

SOFITEL LONDON ST JAMES

CONNECTING GLOBAL REAL ESTATE LEADERS
ACROSS ALL RESIDENTIAL ASSET CLASSES

www.griresidential.org



@GRI Club



#griresidential



Here are a few tips that may be helpful in getting the most out of the GRI...

GRI discussions have no speakers and no presentations. They are much like an after-dinner conversation in one's own living room among good friends, with the guidance of a Moderating Chair.



Participation is equal for everybody; the Moderating Chair and Co-Chairs sit scattered around the room and have no more or less contribution than anyone else. The role of the Moderating Chair is to ensure maximum participation and engagement.



If connecting with new partners is useful, we encourage you to engage as vocally and actively as you might enjoy. This enables others to get to know you and vice versa.



The Moderating Chair will address questions directly to participants by name or by gesturing towards them, not just to anyone in the room at-large, as that is usually greeted with pregnant silence. Even so, you are encouraged to comment, question, dissent or otherwise interject.

As no one will prompt you, please join the discussion room of your choice in good time. Rooms tend to fill up after a discussion starts and you need not be concerned by a near empty room. This will quickly change.



Some participants speak so softly as to be unheard by most. Speak up and remind others to do so if you can't hear them.



Monopolizing conversation, self-promotion and commercial pitches are prohibited, and the Moderating Chair has been urged to cut them short.



The GRI format is designed to enable senior industry leaders to share, learn and make friends in as natural, spontaneous and collegial a setting as possible. We welcome your suggestions as to how we can do better.

MEDIA PRESENCE - While journalists may sometimes take notes during discussions, they only ever do so after signing a "Chatham House" confidentiality agreement under which they commit not to quote for attribution to a person or to a company, except with specific consent from the respective parties. In addition, students or other reporters may summarize most of the discussions and take notes that are subsequently distributed to all participants.



Seniority of a boardroom, intimacy of your living room

Bottled up residential supply and demand across Europe's capital markets appear to be keeping most investors and developers up at night. Even so, the low yielding environment and risk exposure fears in the late cycle have not stopped institutional investors buying up land earmarked for new-built rental and mixed use developments. The evidence of uptake is especially clear in UK, Spain, Italy, Netherlands and Germany.

The question still remaining; Is this new found optimism for an institutional rental asset class in keeping with long term demographic trends, price points and market demand? Or ultimately, are trending new residential assets such as luxury mid-market, co-living, micro living and aparthotels creating too much instability for traditional assets? Is there enough product innovation to satisfy demand and invest-to-scale and are these new trends just a passing fad or here to establish themselves as a core asset class?

We are delighted to welcome you to the 2nd annual GRI Residential conference.

A handwritten signature in black ink that reads "Henri".

Henri Alster
Chairman
GRI Club

A handwritten signature in black ink that reads "Diego".

Diego Tavares
Managing Director
GRI Club

Wednesday 28th

- ▶ 17:00 - 18:00 Registration and Welcome Drinks
- ▶ 18:00 - 19:15 Plenary Talkshow - Europe BTR - Brave business or finally a recognised asset class?
- ▶ 19:15 - 22:00 Networking Dinner*

This is an ideal opportunity to catch up with those you might have missed during the day as well as enjoying the company of your friends and colleagues in a relaxed environment.

DINNER ENTRY*

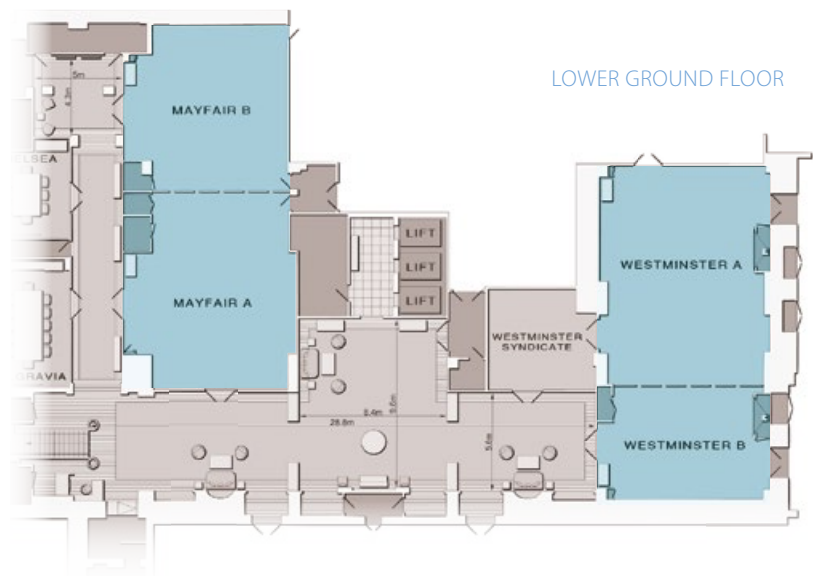
Dinner is open to pre-registered club members, co-chairs, delegates and sponsors. Please refer to your attached dinner ticket and direct any inquiries to the GRI registration desk.

Thursday 29th

- ▶ 09:00 - 09:30 Registration
- ▶ 09:30 - 10:30 Discussions
- ▶ 10:30 - 11:00 Networking Break
- ▶ 11:00 - 12:00 Discussions
- ▶ 12:00 - 13:00 Lunch
- ▶ 13:00 - 14:00 Discussions
- ▶ 14:00 - 14:30 Networking Break
- ▶ 14:30 - 15:30 Discussions
- ▶ 15:30 - 16:00 Networking Break
- ▶ 16:00 - 16:45 Discussions
- ▶ 16:45 - 18:00 Farewell drinks

FLOORPLAN

Sofitel London St James



SCHEDULE

Wednesday 28th

17:00 - 18:00 REGISTRATION & WELCOME DRINKS

18:00 - 19:15 WESTMINSTER SUITE

PLENARY TALKSHOW

EUROPE'S BUILD TO RENT SECTORS - BRAVE BUSINESS OR FINALLY A RECOGNISED ASSET CLASS?



MODERATOR
ANDREW ALLEN
 Global Head - Investment Research RE
ABERDEEN STANDARD INVESTMENTS



HELENA OLIN
 Head of Real Assets
AP2



HORST LIEDER
 Chairman
INTERNATIONAL CAMPUS GROUP



PAUL BASHIR
 President & COO
ROUND HILL CAPITAL



TIM MITCHELL
 Global Head of Real Estate
GSA GROUP

19:15 - 22:00 NETWORKING DINNER | MAYFAIR SUITE

Thursday 29th

09:00 - 09:30 REGISTRATION				
09:30 - 10:30	ROOM WESTMINSTER A	ROOM WESTMINSTER B	ROOM MAYFAIR A	
DISCUSSIONS	<p>UK & Ireland PRS - Full throttle development or over before we've started?</p> <p>—</p> <p>Ryan Prince, Jesse Freitag-Akselrod, Aditya Vikram, Andrew Screen, Eoin Condren, Gareth Blacker, James Boadle, Joanne Cowen, Mark Allnutt, Michael Allen, Raj Kotecha</p>	<p>Retirement Assisted Living and Extra Care - No brainer fundamentals or operational headache?</p> <p>—</p> <p>Michael Voges, Peter Brigham</p>	<p>DACH, Scandinavia & Netherlands - Any new tricks from mature dogs?</p> <p>—</p> <p>Kristian Krogh, Mark Ennis, Michael Bruhn</p>	
10:30 - 11:00 NETWORKING BREAK				
11:00 - 12:00	ROOM WESTMINSTER A	ROOM WESTMINSTER B	ROOM MAYFAIR A	ROOM MAYFAIR B
DISCUSSIONS	<p>Unlocking Spanish Supply - Intelligent growth or expensive chaos?</p> <p>—</p> <p>Mario Chisholm, Alberto López Balbas, Brian Betel, Fausto Vizoso Noval, Manuel Azpiroz Arteche, Manuel Enrich, Oscar Pérez Marcos, Said Hejal</p>	<p>CEE & SEE - Ready, steady, scale up?</p> <p>—</p> <p>Stanislav Kubacek, Christopher Zeuner, Eric Assimakopoulos, David Hay, Dimitar Savov, Michal Melaniuk, Pavel Tatyatin</p>	<p>Dublin & Cork - Yield's victorious or victim of illiquidity and undersupply?</p> <p>—</p> <p>Eoin Condren, Donald MacDonald, John Vaudin, Peter Collins, Robert Booth, Ted Sheils</p>	<p>Ultra Low Yields - Could a rise in rates cause a Europe-wide downturn?</p> <p>—</p> <p>Sam Mellor, David Bennett-Rees, Jay Kwan, Ryan Prince, Simon Laker</p>
12:00 - 13:00 LUNCH				
13:00 - 14:00	ROOM WESTMINSTER A	ROOM WESTMINSTER B	ROOM MAYFAIR A	ROOM MAYFAIR B
DISCUSSIONS	<p>Italy Risk Diversification - Places, Product, Price or People?</p> <p>—</p> <p>Davide Albertini Petroni, Domenico Bilotta, Fabio Carlozzo, Federico Bianchi, Giovanni Benucci, Matteo Cidonio, Roberto Mangiavacchi, Stefano Tellarini</p>	<p>Counter Cyclical & Demographic Investment strategies - Are Millennials the only game changing consideration?</p> <p>—</p> <p>Mark Heighton, Edward Bates, Elle Xu, Farbod Nia, Franck Lirzin, Michael Zerda, Paul Bashir</p>	<p>Past Manchester & Birmingham - Only for the brave?</p> <p>—</p> <p>Will Gibby, Charles Ferguson-Davie, Mark Kitts, Nick Payne, Richard Cowell</p>	<p>Germany A, B or C Locations - Everything depends on demographics, purchasing power or partnerships?</p> <p>—</p> <p>Joseph von Schaesberg, Dr. Andreas Otto, Claas Trenkelbach, Dr. Jürgen Leibfried, Horst Lieder, René Westerheider, Robert C. Waidhaas</p>
14:00 - 14:30 NETWORKING BREAK				
14:30 - 15:30	ROOM WESTMINSTER A	ROOM WESTMINSTER B	ROOM MAYFAIR A	ROOM MAYFAIR B
DISCUSSIONS	<p>Student Housing - Becoming too generic or can one stand out and conquer?</p> <p>—</p> <p>Raj Kotecha, Alberto López Balbas, Franck Lirzin, James Halstead, Michiel Olland, Stanislav Kubacek, Troy Tomasik</p>	<p>Lifestyle, Leisure & Luxury Residential - Competing or complementary?</p> <p>—</p> <p>Matteo Ghedini, Salvatore Leggiero</p>	<p>Future of London - Homes for all or impressively exclusive?</p> <p>—</p> <p>Will Hermann, Charles Mtakati, Christophe de Taurines, Diane Hart, Gareth Blacker, Martin Skinner, Martijn Vos, Tom Goodall</p>	<p>Opportunistic & Value Add Investors - Does residential fit the bill?</p> <p>—</p> <p>Lloyd Lee, Hunt Doering, Kean Hird, Miguel Lainez</p>
15:30 - 16:00 NETWORKING BREAK				
16:00 - 16:45	ROOM WESTMINSTER A	ROOM WESTMINSTER B	ROOM MAYFAIR A	ROOM MAYFAIR B
DISCUSSIONS	<p>Raising Capital for Development - Quenching supply drought or a drop in the ocean?</p> <p>—</p> <p>Laura Denenga, Axel Brinkmann, Chris Parker, Elle Xu, Maroš Stanislav, Mauricio Mesa, Per Wimmer</p>	<p>Build To Sell England - Goldmine for SME developers or washed up has-been?</p> <p></p> <p>—</p> <p>Ian Martin</p>	<p>Co, Micro, Mod & Other Alternatives - Yield magnet or only for the specialised?</p> <p>—</p> <p>Horst Lieder, François Roth, Martin Skinner, Reza Merchant, Zafar Bhunnoo</p>	<p>Dach Affordable housing - Next bulletproof investment or just for the brave?</p> <p>—</p> <p>Berthold Becker, Peter Meindl, Thomas Brand</p>
16:45 - 18:00 FAREWELL DRINKS				

PLENARY TALKSHOW

Europe's Build to Rent Sectors

Brave business or finally a recognised asset class?

ROOM

WESTMINSTER SUITE

18:00 - 19:15

MODERATOR



ANDREW ALLEN
Global Head - Investment
Research RE
**ABERDEEN STANDARD
INVESTMENTS**



HELENA OLIN
Head of Real Assets
AP2



PAUL BASHIR
President & COO

ROUND HILL CAPITAL



HORST LIEDER
Chairman

**INTERNATIONAL CAMPUS
GROUP**



TIM MITCHELL
Global Head of
Real Estate

GSA GROUP

UK & Ireland PRS

Full throttle development or over before we've started?

ROOM

WESTMINSTER A

09:30 - 10:30

MODERATOR



RYAN PRINCE
Vice Chairman
REALSTAR
UK

SPECIAL PRESENTER



**JESSE FREITAG-
AKSELROD**
Senior Vice President
**GREEN STREET
ADVISORS**
UK



ADITYA VIKRAM
Director Investments
Europe
**QUADREAL PROPERTY
GROUP**
UK



ANDREW SCREEN
CIO
CORTLAND PARTNERS
UK



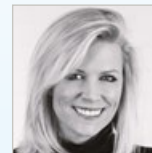
EOIN CONDREN
Executive Committee
Director
U AND I GROUP
UK



GARETH BLACKER
Head of Transactions
**HOMES AND
COMMUNITIES
AGENCY**
UK



JAMES BOADLE
Director, Investments
Europei
**OXFORD PROPERTIES
GROUP**
UK



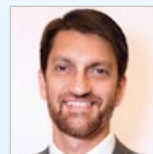
JOANNE COWEN
Director
JO COWEN CAPITAL
UK



MARK ALLNUTT
Senior Managing
Director, UK
GREYSTAR EUROPE
UK



MICHAEL ALLEN
Managing Director, Tipi
QUINTAIN
UK



RAJ KOTECHA
Co-Founder & Managing
Director
**AMRO REAL ESTATE
PARTNERS**
UK

Retirement Assisted Living and Extra Care

No brainer fundamentals or operational headache?

ROOM

WESTMINSTER B

09:30 - 10:30



MICHAEL VOGES
Executive Director
ARCO
UK




PETER BRIGHAM
Founder and CEO
IVERSON CAPITAL
UK


DACH, Scandinavia & Netherlands

Any new tricks from mature dogs?

ROOM
MAYFAIR A
09:30 - 10:30



MODERATOR
KRISTIAN KROGH
Senior Director, Head of Denmark
NIAM
DENMARK



MARK ENNIS
Head of Transaction
VONOVIA SE
GERMANY




MICHAEL BRUHN
Managing Director, PFA Real Estate
PFA PENSION
DENMARK

Unlocking Spanish Supply

Intelligent growth or expensive chaos?

ROOM
WESTMINSTER A
11:00 - 12:00



MODERATOR
MARIO CHISHOLM
Co-Founder & Board Member
UNIQ
SPAIN



ALBERTO LÓPEZ BALBAS
MANAGING PARTNER
BY URBANIA INTERNATIONAL
SPAIN



BRIAN BETEL
Managing Partner
ASG IBERIA ADVISORS
SPAIN



FAUSTO VIZOSO NOVAL
Partner & Head of Real Estate
EVERWOOD CAPITAL
SPAIN




MANUEL AZPIROZ ARTECHE
CEO
TECTUM REAL ESTATE INVESTMENTS
SPAIN



MANUEL ENRICH
Director, Investor Relations
SAREB
SPAIN



OSCAR PÉREZ MARCOS
Investment Director
QUALITAS EQUITY PARTNERS
SPAIN




SAID HEJAL
Founding Partner
KRONOS INVESTMENT GROUP
UK

CEE & SEE

Ready, steady, scale up?

ROOM
WESTMINSTER B
11:00 - 12:00



MODERATOR
STANISLAV KUBACEK
Principal
ROUND HILL CAPITAL
UK



CHRISTOPHER ZEUNER
Head of Europe
AMSTAR
POLAND



DAVID HAY
Founder and CEO
ADD VALUE PARTNERS LTD
ROMANIA



DIMITAR SAVOV
Executive Director
BLD HOMES
BULGARIA



ERIC ASSIMAKOPOULOS
Founder & Managing Partner
REVETAS CAPITAL ADVISORS
UK



MICHAL MELANIUK
Head of Residential Development
CORDIA MANAGEMENT
POLAND




PAVEL TATYANIN
Senior Partner
KEW CAPITAL
UK


Dublin & Cork

Yield's victorious or victim of illiquidity and undersupply?

ROOM
MAYFAIR A
11:00 - 12:00



MODERATOR
EOIN CONDREN
Executive Committee Director
U AND I GROUP
UK




DONALD MACDONALD
Director
HOOKE & MACDONALD
IRELAND



JOHN VAUDIN
MD, Ireland
ROUND HILL CAPITAL
UK



PETER COLLINS
President - Europe
KENNEDY WILSON EUROPE
UK



ROBERT BOOTH
CEO
BRIDGE CAPITAL PARTNERSHIP
IRELAND
UK



TED SHEILS
Investment Manager - Private Equity
IRELAND STRATEGIC INVESTMENT FUND
IRELAND

Ultra Low Yields

Could a rise in rates cause a Europe-wide downturn?

ROOM
MAYFAIR B
11:00 - 12:00



MODERATOR
SAM MELLOR
Head of SREI Europe
BARINGS REAL ESTATE
UK



DAVID BENNETT-REES
Chairman
FREEMASONS PENSION SCHEME
UK



JAY KWAN
Managing Director Real Estate Europe
QUADREAL
UK



RYAN PRINCE
Vice Chairman
REALSTAR
UK



SIMON LAKER
Managing Director
H.I.G. CAPITAL
UK

Italy Risk Diversification

Places, Product, Price or People?

ROOM
WESTMINSTER A
13:00 - 14:00



MODERATOR
DAVIDE ALBERTINI PETRONI
Managing Director
RISANAMENTO
ITALY



DOMENICO BILOTTA
Managing Director
INVESTIRE SGR
ITALY



FABIO CAROZZO
Managing Director
INVESTIRE SGR
ITALY



FEDERICO BIANCHI
MD & Head of Asset Management for Europe
STARWOOD CAPITAL GROUP
UK



GIOVANNI BENUCCI
CEO
FABRICA IMMOBILIARE SGR
ITALY



MATTEO CIDONIO
Managing Partner
GWM GROUP
UK



ROBERTO MANGIAVACCHI
Owner & CEO
MANGIAVACCHI PEDERCINI
ITALY



STEFANO TELLARINI
Partner RE & MA
L&P - LUDOVICI PICCONI & PARTNERS
ITALY

Counter Cyclical & Demographic Investment strategies

Are Millennials the only game changing consideration?

ROOM
WESTMINSTER B
13:00 - 14:00



MODERATOR
MARK HEIGHTON
Partner Head of Real Estate Group
CMS
UK



EDWARD BATES
Managing Director
STAM EUROPE
FRANCE



ELLE XU
Senior Investment Manager
QATARI DIAR
UK



FARBOD NIA
Executive Director
GOLDMAN SACHS INTERNATIONAL
UK



FRANCK LIRZIN
Executive Director Residential
GECINA
FRANCE



MICHAEL ZERDA
Managing Director
BLACKSTONE
UK



PAUL BASHIR
President & COO
ROUND HILL CAPITAL
UK

Past Manchester & Birmingham

Only for the brave?

ROOM
MAYFAIR A
13:00 - 14:00



MODERATOR

WILL GIBBY
Fund Manager - Global
PRS
**HERMES INVESTMENT
MANAGEMENT**
UK



**CHARLES
FERGUSON-DAVIE**
CIO
**MOORFIELD GROUP
LIMITED**
UK



MARK KITTS
Chief Executive
**LIVERPOOL HOUSING
COMPANY**
UK



NICK PAYNE
Managing Director
NIKAL
UK



RICHARD COWELL
Development Planning
Manager
**BIRMINGHAM CITY
COUNCIL**
UK

Germany A, B or C Locations

Everything depends on demographics, purchasing power or partnerships?

ROOM
MAYFAIR B
13:00 - 14:00

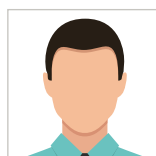


MODERATOR

**JOSEPH VON
SCHAESBERG**
Director
CBRE
GERMANY



DR. ANDREAS OTTO
Partner Head of Real
Estate Practice
CMS
GERMANY



CLAAS TRENKELBACH
Director
BERLINER VOLKSBANK
GERMANY



DR. JÜRGEN LEIBFRIED
Founder & Board
Member
**BAUWERT
KTIENGESELLSCHAFT**
GERMANY



HORST LIEDER
Chairman
**INTERNATIONAL
CAMPUS GROUP**
GERMANY



RENÉ WESTERHEIDER
Head of Transactions
TREI REAL ESTATE
GERMANY

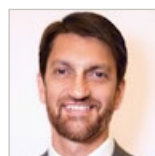


ROBERT C. WAIDHAAS
Managing Partner
**HEUREKA
DEVELOPMENT GMBH**
GERMANY

Student Housing

Becoming too generic or can one stand out and conquer?

ROOM
WESTMINSTER A
14:30 - 15:30



MODERATOR

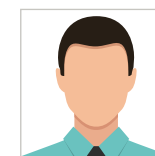
RAJ KOTECHA
Co-Founder & Managing
Director
**AMRO REAL ESTATE
PARTNERS**
UK



**ALBERTO LÓPEZ
BALBAS**
MANAGING PARTNER
**BY URBANIA
INTERNATIONAL**
SPAIN



FRANCK LIRZIN
Executive Director
Residential
GEcina
FRANCE



JAMES HALSTEAD
Vice President
Acquisitions
BLACKROCK
UK



MICHEL OLLAND
Investment
Management Director
COLLEGIATE-AC
UK



STANISLAV KUBACEK
Principal
ROUND HILL CAPITAL
UK




TROY TOMASIĆ
Managing Director,
Investments
GREYSTAR EUROPE
UK

Lifestyle, Leisure & Luxury Residential

Competing or complementary?

ROOM
WESTMINSTER B
14:30 - 15:30



MODERATOR
MATTEO GHEDINI
CEO
BRERA SERVICED APARTMENTS
GERMANY



SALVATORE LEGGIERE
Founder & CEO
LEGGIERO REAL ESTATE
ITALY

Future of London

Homes for all or impressively exclusive?

ROOM
MAYFAIR A
14:30 - 15:30



MODERATOR
WILL HERMANN
Managing Director
WEST ELEVEN
UK




CHARLES MTAKATI
Residential Operations Director
SOHO HOUSING ASSOCIATION
UK



CHRISTOPHE DE TAURINES
Senior Advisor
LONG HARBOUR
UK



DIANE HART
Group Director of Neighbourhoods
LONDON & QUADRANT
UK



GARETH BLACKER
Head of Transactions
HOMES AND COMMUNITIES AGENCY
UK



MARTIN SKINNER
CEO
INSPIRED HOMES & INSPIRED ASSET MANAGEMENT
UK



MARTIJN VOS
Senior Portfolio Manager
Real Estate
APG ASSET MANAGEMENT
NETHERLANDS



TOM GOODALL
Director
ARGENT (PROPERTY DEVELOPMENT) SERVICES LLP
UK

Opportunistic & Value Add Investors

Does residential fit the bill?

ROOM
MAYFAIR B
14:30 - 15:30



MODERATOR
LLOYD LEE
Managing Director
YOO CAPITAL
UK



HUNT DOERING
Managing Director
BAUPOST GROUP INTERNATIONAL
UK



KEAN HIRD
Partner
CATALYST CAPITAL
UK




MIGUEL LAINEZ
Principal
CALE STREET PARTNERS
UK

Raising Capital for Development

Quenching supply drought or a drop in the ocean?

ROOM
WESTMINSTER A
16:00 - 16:45




MODERATOR
LAURA DENENGA
Deal Origination
MASLOW CAPITAL
UK



AXEL BRINKMANN
Managing Director, Europe Head
RBC CAPITAL MARKETS
UK



CHRIS PARKER
Fund Director
ARGENT LLP
UK



ELLE XU
Senior Investment Manager
QATARI DIAR
UK



MAROŠ STANISLAV
Head of Business Development
HELSKE
SLOVAKIA



MAURICIO MESA
General Manager, Cordia
Romania
CORDIA ROMANIA (FUTUREAL GROUP)
ROMANIA



PER WIMMER
CEO
WIMMER FAMILY OFFICE
UK

Build to Sell England

Goldmine for SME developers or washed up has-been?



ROOM
WESTMINSTER B
16:00 - 16:45



MODERATOR
IAN MARTIN
Head of Midlands & NW
SME Investment
**HOMES & COMMUNITIES
AGENCY**
UK

Co, Micro, Mod & Other Alternatives

Yield magnet or only for the specialised?

ROOM
MAYFAIR A
16:00 - 16:45



MODERATOR
HORST LIEDER
Chairman
**INTERNATIONAL
CAMPUS GROUP**
GERMANY



FRANÇOIS ROTH
Co-Founder
COLONIES
FRANCE



MARTIN SKINNER
CEO
**INSPIRED HOMES
& INSPIRED ASSET
MANAGEMENT**
UK



REZA MERCHANT
CEO
THE COLLECTIVE
UK



ZAFAR BHUNNOO
CDO
SPACES
UK

Dach Affordable housing

Next bulletproof investment or just for the brave?

ROOM
MAYFAIR B
16:00 - 16:45



MODERATOR
BERTHOLD BECKER
Managing Director
**TSC REAL ESTATE
GERMANY GMBH**
GERMANY



PETER MEINDL
Vice President
BAYERNLB
GERMANY



THOMAS BRAND
Direktor
BERLINER VOLKSBANK
GERMANY

ROPES & GRAY

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Partner

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Partner

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Partner

E: david.seymour@ropesgray.com

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The firm's market leading real estate practice advises private funds, endowments, sovereign wealth funds and other investors, lenders, sponsors and operating partners on structuring and executing domestic and international transactions including real estate private equity, co-investments, joint ventures, real estate finance, acquisitions and disposals. The team advises across all types of assets, at all points of the risk spectrum and transaction life cycle, and across multiple geographies.

Our global real estate practice comprises over 100 legal professionals, who together handled matters with an aggregate transaction value in excess of \$22 billion in 2017.

CBRE

WWW.CBRE.COM**Joseph von Schaesberg**

Director

E: joseph.vonschaesberg@cbre.com

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WWW.CMS.LAW**Dr. Andreas Otto**

Partner, CMS Germany

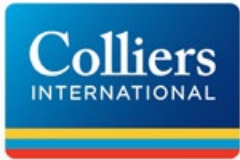
E: andreas.otto@cms-hs.com**Mark Heighton**

Partner, Head of Real Estate CMS UK

E: mark.heighton@cms-cmno.com

With the largest commercial real estate team in Europe and one of the biggest worldwide, CMS is well positioned to help investors, funders, developers, landlords and occupiers navigate all aspects of the real estate market and maximise their assets. Whatever the size and scope of your project or deal, with almost 800 real estate lawyers in 47 countries we have the resources to meet your needs quickly and efficiently, offering expert advice.

We have been active in real estate in our markets for decades, so we understand the culture, the economic context, the local legal context and the history.

WWW.COLLIERS.COM**Luke Dawson**

MD & Head of Capital Markets CEE

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E: monika.rajska@colliers.com

Colliers International is an industry leading global real estate company with more than 16,000 skilled professionals operating in 66 countries, providing full range of services to real estate occupiers, developers and investors on local, national and international basis.

Services include brokerage sales and leasing (landlord and tenant representation), real estate management, valuation, consulting, project management, workplace solutions, project marketing and research. We provide our services across the following core sectors and across many other specialized property including, office, Retail, Hotel, Industrial and Logistics.

With our office in Prague, our clients all around the Czech Republic benefit from the experience and expertise of our specialists. Even in the Czech Republic we are defined by our spirit of enterprise - we take initiative, think creatively, and collaborate to exceed the expectations of our clients.



Andrew Jackson
Sales Director Western Europe
E: ajackson@firsttitle.eu



David Yearn
Business Development Manager
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First Title Insurance plc is a UK regulated insurer, authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority, which commands excellent financial security ratings from all of the major agencies and is authorised and regulated to issue policies in England & Wales, Scotland, Northern Ireland, the Republic of Ireland and many other European countries.

DUFF & PHELPS

Real Estate Advisory Group



Leo Civelli
CEO Europe
E: leo.civelli@duffandphelps.com



Paola Ricciardi
Country Managing Director
E: paola.ricciardi@duffandphelps.com

REAG Real Estate Advisory Group, a division of Duff & Phelps, provides real estate advisory services tailored to meet the requirements of specific jurisdictions and aims to develop and increase the value of individual assets or properties. Headquartered in Italy, REAG has a network of over 750 professionals across Europe. Duff & Phelps is the premier global valuation and corporate finance advisor with expertise in complex valuation, dispute and legal management consulting, M&A, real estate, restructuring, governance and regulatory consulting.

LUDOVICI PICCONE & PARTNERS

WWW.LUDOVICIANDPARTNERS.COM



Paolo Ludovici
Founding Partner

E: paolo.ludovici@lptax.it



Michele Aprile
Partner

E: michele.aprile@lptax.it

L&P is an independent tax law firm providing integrated tax advisory both in domestic and international transactions. The firm has a comprehensive tax practice, encompassing all domestic and cross-border transactional tax work and it is renowned for its expertise in finance and real estate transactions. Professionals structure complex M&A transactions as well as cover all other significant areas such as transfer pricing, tax litigation and VAT. The firm has offices in Milan, London and Rome.



WWW.MFRE.IT

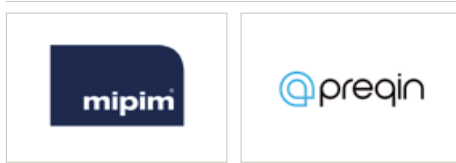


Paolo Magnaschi
Chairman & Managing Director

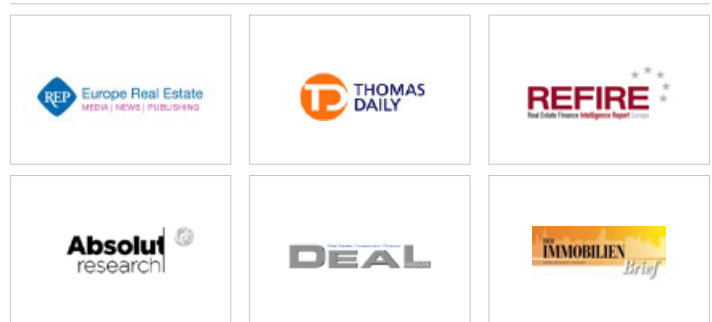
E: paolo.magnaschi@mfre.it

MF Real Estate is a “boutique” company that provides its Clients with a highly specialized advisory service for the sourcing, management and disposal of their real estate portfolio in Italy. MF is the result of multiple synergies between professionals combining expertise in investment, financing, property, facility and asset management in addition to the legal advisory field.

INDUSTRY PARTNERS



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The GRI has limited opportunities to participate in networking through differentiated brand exposure, geared towards players who value our select audience as a key to their business development.

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Upcoming Annual Conferences and Club Activities







Aditya Vikram

Director Investments Europe
QUADREAL PROPERTY GROUP

INVESTMENT, DEVELOPMENT, MANAGEMENT

QuadReal Property Group is a Canadian real estate investment, development and management company operating on a global scale.



QuadReal Property Group is a Canadian real estate investment, development and management company operating on a global scale. QuadReal's C\$24.5 billion portfolio spans 23 cities across 17 countries. Owned by British Columbia Investment Management Corporation, one of Canada's largest institutional investors with C\$135.5 billion of assets under management. Aditya is a Director in QuadReal's International Real Estate team and is based in London. He focuses on real estate transactions across Europe, developing new joint ventures and real estate operating partner relationships. Prior to joining QuadReal, Aditya was a Director at Vårde Partners in their London office. Aditya graduated from London Business School with an MBA.



Alberto López Balbas

Managing Partner
BY URBANIA INTERNATIONAL

DEVELOPER /INVESTOR

Global real estate investment, development and management firm



Co-founder and Managing Director of Urbania international. Founder of Syllabus the student housing company owned by Urbania. Mr. Lopez is directly involved in the execution of all transactions – originating, underwriting, financing and asset managing properties. Mr. Lopez has successfully transacted in several countries and negotiated strategic joint ventures and lead fund raising efforts with hedge funds and PE funds. In addition to co-overseeing all investment and development activities of the firm. He chairs the Board of Syllabus, a first class student living concept with over 2500 beds in Spain and an aggressive growth plan to become the market leader in off-campus residences.



Dr. Andreas Otto

Partner
CMS GERMANY

LAW FIRM

CMS is a full-service top 10 international law firm, with the largest team of real estate lawyers in Europe and longstanding expertise in advising clients on both a local and international level.



Andreas Otto's practice covers all aspects of commercial real estate law. Andreas had been head of the real estate practice group at CMS Germany for eight years. He has been recognised as an expert in the real estate market for many years advising a number of renowned German and international property owners, investors and project developers on transactions and project developments. In addition, Andreas has a strong, internationally focused notary practice, providing notarial services for real estate and corporate transactions.



Andrew Allen

Global Head - Investment Research RE
ABERDEEN STANDARD INVESTMENTS

Aberdeen Standard Investments is a brand of the investment businesses of Aberdeen Asset Management and Standard Life Investments.

Andrew Allen is Global Head of Investment Research, and a member of the Global real estate investment management committee. Andrew manages a team of analysts located in the US, Singapore, Norway, Germany and the UK. He is primarily responsible for the creation and dissemination of real estate investment research. Andrew joined Aberdeen in 2011 from Oriel Securities (now Stifel) where he was a partner and analyst in the real estate securities team. Previously, Andrew was a founding partner and head of research & strategy at Cordea Savills (now Savills Investment Management).



Andrew Screen

CIO
CORTLAND PARTNERS

US MULTIFAMILY DEVELOPER, INVESTOR

Courtland is a US Multifamily property investor, developer and manager that operates circa 50,000 units in the US. Courtland expanded its operations into the UK in 2017.

Andrew has over 25 years experience in property development and finance. He has close relationships with the banks, private equity, opportunistic and sovereign wealth funds, and sets up joint ventures between funders, developers and local authorities to fund real estate development and residential projects. At Courtland Partners, Andrew is currently seeking to invest £4bn to roll out Courtland's 10,000unit build to rent programme across the UK



Axel Brinkmann

Managing Director, Europe Head
RBC CAPITAL MARKETS

LENDER

RECP provides comprehensive mortgage, mezzanine and loan-on-loan portfolio acquisition facilities to real estate sponsors in the US, UK and Europe.

Axel Brinkmann is a Managing Director in Royal Bank of Canada's Real Estate Capital Partners ("RECP") group heading its London based commercial real estate lending team in Europe. RECP provides comprehensive mortgage, mezzanine and loan-on-loan portfolio acquisition facilities to real estate sponsors in the US, UK and Europe. Axel joined from LaSalle Investment Management's Debt Investment and Special Situations group which he helped to grow since 2010 and where he was responsible for originating and investing into various structured debt and equity transactions across the UK and Europe. Axel started his career in Wells Fargo's real estate structured finance team in Frankfurt/London.



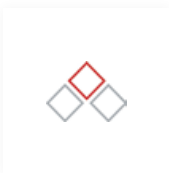


Berthold Becker

Managing Director
TSC REAL ESTATE GERMANY GMBH

FULL-SERVICE INVESTMENT/ ASSET MANAGER

Core to Value Add Real Estate Investments with a focus on Residential and Health Care Properties in Germany with Equity from Family Offices to Institutional Investors, Current AUM approx. 1bn EUR



Since April 2018: MD TSC Real Estate Germany 2013 – 2018: Managing Director and Head of Asset Management Operations, Acrest Property Group being sold to JLL as of end of 2015, subsequently Managing Director and Head of Asset Management Operations of JLL Retail Asset Management GmbH 2008-2013: Managing Director and Head of Asset Management of Internos Global Investors KAG 2008: Associate Director, JLL Asset Management GmbH 2006-2007: Deloitte & Touche, Manager Real Estate Advisory 2005-2006: Acquisitions Manager, Bauhaus München GmbH (Munich based RE developer) 2000 – 2005: Technical Project and Development Manager, Nixdorf Consult Education 2010 – 2011: Real Estate Investment & Finance (ebs) 2005 – 2007: MBA Intern



Brian Betel

Managing Partner
ASG IBERIA ADVISORS

PERE VALUE ADD

ActivumSG Capital Management Limited was founded in 2007 to invest in niche opportunities in European value add, development and corporate real estate opportunities. We do so by identifying high quality, but undervalued assets with unrealized potential.



Brian has worked for 25 years in the RE sector investing and managing assets in 6 countries covering a wide range of products in Private Equity RE including CRE value add, turnarounds and residential, hotel and resort development in addition to alternative asset classes. Brian has a further specialty in debt and NPL acquisitions and workouts navigating insolvency processes to unlock value in distressed special situations. He spent 14 years in North America and Europe at a major PE fund with his final position as MD in Spain before opening the ASG Iberia office in Spain as the Managing Partner and setting up ASG Homes Propcorp as a Founding Partner currently developing multifamily residential projects in ten cities throughout Spain.



Charles Ferguson-Davie

CIO
MOORFIELD GROUP LIMITED

INVESTOR

Moorfield is a UK RE private equity investment and asset manager with a 22 year history and track record of investing across a broad range of established and emerging RE sectors.



Charlie joined Moorfield in 2005 and sits on the Board and Investment Committee as Chief Investment Officer. Charlie oversees both the Traditional and Alternative investment teams who are responsible for the origination, analysis and execution of investments made by Moorfield and its investment partners. As CIO he is also responsible for overseeing investment strategy and portfolio construction and is closely involved in fundraising activities. Prior to joining Moorfield Charlie worked in corporate finance at Lazard in the real estate advisory group. Whilst at Lazard he was part of a market leading team that advised a number of listed property companies on M&A transactions and private equity groups investing in asset-backed transactions.



Charles Mtakati

Residential Operations Director
SOHO HOUSING ASSOCIATION

COMMERCIAL, RESIDENTIAL

An efficient and commercially focussed organisation managing a valuable property portfolio that provides affordable housing to support local communities



Charles is a property management professional with over 15 years of experience at senior level in various roles for some of the largest housing providers in the UK. Charles is the Residential Operations Director at Soho Housing and is responsible for its asset management, property management and customer services.



Chris Parker

Fund Director
ARGENT LLP

PROPERTY DEVELOPMENT

Argent LLP is one of the UK's foremost regeneration specialists with track record of successful delivery of landmark projects nationwide over the last 25 years



Chris joined Argent in 2014 and is responsible for all Capital matters across the Argent and Argent Related UK platforms. Chris has a varied background across both Corporate and Real Estate funding having previously worked in the banking sector for over 10 years.



Christophe de Taurines

Senior Advisor
LONG HARBOUR

INVESTMENT MANAGEMENT

International investment firm focusing primarily on debt and equity investments in RE-related assets and operating companies.



Mr. de Taurines is responsible for the various aspects of investor relations, fund raising and associated activities in Europe. Prior to joining the Colony Capital business in 2015, Mr. de Taurines was Founder and CEO of Capital & Marketing Group, a capital market agency focused on alternative investments. He is a Board Member of Sussex Place Ventures (affiliated to London Business School); a member of YPO/WPO; a Trustee of the Saint Martin in the Fields Trust and a member of Investment Property Forum. Mr. de Taurines received an MBA from the London Business School and a BBA from the George Washington University.



Christopher Zeuner

Head of Europe
AMSTAR

OPPORTUNISTIC PRIVATE EQUITY

Amstar is a Denver-based real estate private equity investor and has over EUR 1.7 billion globally with a €900 million portfolio in Europe. The firm is growing its European business.

Chris is responsible for managing and expanding the company's international platform. He joined Amstar in 2017 and has over 18 years' experience of investing in and managing commercial RE. Most recently, he was head of LaSalle Investment Management's Central European business, where he executed upon all of LaSalle's €350 million of transactions in central Europe since 2012. In addition, he was also Head of Acquisitions at LaSalle for Northern, Central and Southern Europe. Prior to LaSalle, he was Managing Director at JER Partners. Before JER, he was head of CEE acquisitions and business development at GE Real Estate, where he established their Warsaw office and closed over €1.4 billion of transactions.



David Bennett-Rees

Chairman
FREEMASONS PENSION SCHEME

CHARITY, A NON-INCORPORATED BODY.

Former Head of Pensions at London Transport, David has wide experience of all aspects of pensions. He is chairman of Trustees for two pension funds and was an independent Trustee of SAUL (University of London scheme). David graduated from Oxford University with a degree in Mathematics. After qualifying as an Actuary, he spent 15 years as Finance Partner of a stockbroker, specializing in providing investment advice to pension funds, particularly on Bonds. He co-wrote the Institute of Actuaries investment textbook. He is currently working as an Independent pensions / Investment Consultant, chairing pension training courses and is the Chief Examiner and Tutor for Pensions Risk Management for the Association of Corporate Treasurers (ACT).



David Hay

Founder and CEO
ADD VALUE PARTNERS LTD

ASSET MANAGER/INVESTOR

AVP provides in-house services for international investors covering portfolio management, financial management, asset management, property management and development management focusing on Romania, Poland and Czech Republic

David Hay is the Founder and CEO of ADD Value Partners LTD (AVP). AVP provides in-house services for international investors covering portfolio management, financial management, asset management, property management and development management focusing on Romania, Poland and Czech Republic. Before founding AVP, David was the CEO of AFI Europe in Romania, Hungary and Latvia for 7 years and previously served as AFI Europe's CEO in Czech Republic, Germany and Poland. David has over 30 years of experience in international real estate development, management and marketing in Europe, the U.S., Africa and Israel.



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.



Diane Hart

Group Director of Neighbourhoods
LONDON & QUADRANT

DEVELOPER

L&Q is one of the UK's leading housing associations and one of London's largest residential developers. We own or manage over 90,000 homes in London and the South East.

Diane Hart is L&Q's Group Director of Commercial and PRS. Diane has worked at L&Q for over 20 years and joined the Trust after completing a degree in Housing. Diane is a member of the Chartered Institute of Housing and has led on a number of major regeneration projects across London. Diane is responsible for delivering a consistent, high quality and efficient service across L&Q's seven Neighbourhoods.



Dimitar Savov

Executive Director
BLD HOMES

DEVELOPER/INVESTOR

BLD Homes - is investment and development company focused on the construction of modern, functional and high quality residential projects. Part of AG Capital - the largest real estate holding in Bulgaria with 23 years of experience.

Dimitar Savov is the CEO of BLD Bulgaria - the fastest growing residential real estate development company in Bulgaria. Having a financial and banking background, throughout the years Mr. Savov has taken managerial positions in leading Bulgarian real estate companies specialized in office and vacation development and consultancy. Mr. Savov is also a Member of the Board of Directors of AG Capital - the largest real estate holding in Bulgaria.





Domenico Bilotta

Managing Director
INVESTIRE SGR

ASSET MANAGER

Leading independent real estate asset manager with a primary focus on long-term institutional investors and largely focused on the residential sector



Graduated with honours in Economics and Business at "La Sapienza" University in Rome, Professional Accountant and Auditor, he has nearly 25 years of experience in Real Estate and Finance, having held high level positions in the Advisory, Property, Asset and Fund Management sectors with some leading national and international real-estate players.



Donald MacDonald

Director
HOOKE & MACDONALD

CONSULTANCY / BROKER

Founded in 1967, Hooke & MacDonald is the leading consultant, brokerage and manager of PRS developments in Ireland.



Multi-disciplined RE professional with 19 years' experience including property design & development, capital markets, asset management; lending; financial accounting and auditing. 11 years' experience working in current position as director of Hooke & MacDonald, an Irish real estate consultancy, asset management, surveying and brokerage firm. Current focus on large scale residential and mixed use development projects. Qualifications & professional memberships: Fellow of Chartered Accountants Ireland; Masters in Planning & Development; Institute of Professional Auctioneers and Valuers (IPAV); Executive Board of the Urban Land Institute (ULI) in Ireland; ULI European Urban Regeneration Council.



Dr. Jürgen Leibfried

Founder & Board Member
BAUWERT AKTIENGESELLSCHAFT

PROJECT DEVELOPMENT

Development of first class office, residential and high street retail project all over Germany (residential focus Berlin) - existing and new buildings



After finalizing High School and University in Munich Dr.Leibfried founded BAUWERT in 1983 and pursued the maxim of building exclusive projects in best locations. Until today, 330 projects with a total volume of 5 billion Euro were realized by BAUWERT.



Edward Bates

Managing Director
STAM EUROPE

INVESTMENT MANAGER

STAM Europe invests in the main real estate asset classes covering the full range of risk-return investment profiles.



Edward is the CEO of STAM Europe and is responsible for the management and the investment strategies of the firm. Prior to joining STAM, Edward was Co-head of Real Estate at Doughty Hanson and a Founding Member of Orion Capital Managers. He is involved in fund raising, acquisitions, asset management and dispositions across the STAM portfolio.



Elle Xu

Senior Investment Manager
QATARI DIAR

INVESTMENT & DEVELOPMENT

Qatari Diar is a real estate company established by the Qatar Investment Authority in 2005 with headquarters in Doha.



Eoin Condren

Executive Committee Director
U AND I GROUP

DEVELOPER

U+I is a specialist regeneration and property developer recognised for creative vision and entrepreneurial flair. With portfolio of over £7 billion in of complex, mixed-use, community-focused regeneration projects in the London, Manchester and Dublin city region.



I am part of the company leadership team, and report directly to the CEO. I'm in charge of funding our entire pipeline. Because of their mixed use nature, as well as size, complexity and community focus there is a wide range of funding opportunities at our disposal. My background is largely in real estate private equity. Before joining U+I, I held various roles at WP Carey and Brandeaux where I was investing opportunistically into various asset classes throughout the UK and Europe, investing over \$1.5 bn during that period. I have also briefly worked in property technology where I helped launch VTS Inc's platform into Europe.



Eric Assimakopoulos

Founder & Managing Partner
REVETAS CAPITAL ADVISORS

REAL ESTATE INVESTOR

Specialised real estate investment manager targeting value-added and opportunistic assets in Central and Eastern Europe ("CEE")

REVETAS CAPITAL

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.



Fabio Carlozzo

Managing Director
INVESTIRE SGR

FUND MANAGEMENT

Leading independent real estate asset manager (€ 7bn AuM), with primary focus on long-term institutional investors.



Since 2015 Board Member and Managing Director at Investire SGR, a €7.5 billion AUM fund management company with 40+ real estate funds (13 focused on Housing Sociale). He previously served as RE Director (2009) and CEO (2012) in Polaris RE SGR, where he led the start-up and the development of the core Housing Sociale project, contributing a €2.0 billion business in a three-way merger within Investire SGR (2015). Previously, he served as CEO at Amplus Italia (2007-2009), Project Director at Hines Italia (2005-2007), CEO at GE RE Italy (2002-2005) and held positions in Business Development, Strategy and M&A in GE Oil & Gas (1998-2002) and Enel Spa (1993-1997).



Farbod Nia

Executive Director
GOLDMAN SACHS INTERNATIONAL

INVESTMENT BANK

The Real Estate Principal Investment Area (REPIA) arm at Goldman Sachs focuses on investing in debt and equity positions across all forms of real estate.

Goldman Sachs

Farbod is a member of the Merchant Banking Division Real Estate Principal Investment Area, responsible for real estate equity and credit investing across Europe. He joined Goldman Sachs in 2013 since which time he has been principally focused on equity investment in the U.K., France and Spain across various asset classes. Prior to joining Goldman Sachs, Farbod held posts at Citigroup, Dresdner Kleinwort, and Morgan Stanley in various real estate focused roles. Farbod earned a BSc in Economics from the University of Manchester in 2004.



Fausto Vizoso Noval

Partner & Head of Real Estate
EVERWOOD CAPITAL

Everwood Capital is a Spanish investment management company regulated by the CNMV. With over €300 million in assets under management in Renewable Energy, Private Equity and Real Estate, with a strong track record in its target sectors.



Fausto Vizoso Noval: 15 años de experiencia en sector financiero/inmobiliario. Socio de Everwood Capital desde Marzo 2018 y responsable del área inmobiliaria. Aparte de ser Socio Fundador y responsable de Castellana Capital Advisors desde 2017. Anteriormente fue socio de Knightsbridge Partners, multifamily office Latinoamericano, responsable de la oficina de México. Trabajó de 2005 a 2012 en BNP Paribas Real Estate, siendo en su última etapa responsable de inversión Internacional para Sur de Europa y Latam. Inicio su carrera profesional en 2003, en el grupo Marsh Mc Lennan, en la oficina de Madrid, como ejecutivo de riesgos financieros. Ha intervenido en transacciones Inmobiliarias Nacionales e internacionales por valor superior a 1.500 mil



Federico Bianchi

MD & Head of Asset Management for Europe
STARWOOD CAPITAL GROUP

REAL ESTATE

Starwood Capital Group is a private investment firm with a primary focus on global real estate. It has raised over USD45 billion of equity capital and currently has in excess of \$60 billion of assets under management.

STARWOOD CAPITAL GROUP

Federico Bianchi is a Managing Director & Head of Asset Management at Starwood Capital Europe, based in London and responsible for the management of the European assets. Prior to joining Starwood, Federico was a Principal, Asset Management at GreenOak Real Estate (London), where he worked for 4 years with a specific focus on Spain and Italy. Previously, Federico was Italian Country Manager and a Member of the European Board of ISG; at that time he also joined the Executive Committee of ULI in Italy. Prior to that, he served as a Director of Asset Management at Condotte Real Estate and a Director at Tishman Speyer Properties, where he was overseeing deals and projects for a combined value of more than € 1.5 Bn.



Franck Lirzin

Executive Director Residential
GECINA

RESIDENTIAL

France's leading office portfolio & diversification division with residential assets and student residences

gecina
Il più grande metro conto

A Polytechnique and Ecole des Mines graduate, Franck Lirzin has held various positions with the French Ministry of Economy and Finance. His career path since 2006 has taken him to the cabinet of the French Minister for Economic Affairs, Emmanuel Macron. Previously Deputy Chief of Staff for the French Secretary of State for Industry, Digital and Innovation, Franck joined Gecina as Executive Director Residential in 2017.



François Roth

Co-Founder
COLONIES

CO-LIVING OPERATOR

Colonies creates better housing solutions by designing and managing fully-furnished, community-minded quality homes located in large cities. Colonies is looking for new opportunities of development in Germany, Benelux, Switzerland, UK, Spain and Italy.



François graduated from ESSEC and Panthéon Assas university (M2 in notary law). François worked previously at Catella & Unibail-Rodamco (Investment) before launching Colonies with two other cofounders - Amaury Courbon (ex- Jaina Capital) and Alexandre Martin (ex - Rothschild). They had a first entrepreneurship success with Gansky, a society specialized in flats sharing for students. With Colonies, they target to create a new urban housing experience for a broader audience. He is a member of the RICS.



Gareth Blacker

Head of Transactions
HOMES AND COMMUNITIES AGENCY

RESIDENTIAL FINANCE

Government



Gareth is responsible for the Agency's Infrastructure & Complex Projects division which delivers over £2 billion worth of commercially structured funding to the residential development sector principally by way of loans financing infrastructure or private rented sector homes. He led the HCA's involvement on a number of high profile complex real estate transactions including Wood Wharf (Canary Wharf), East Village (Stratford), Greenwich Peninsula and Earl Court. Also a director of English Cities Fund a joint venture between the HCA, Legal & General and Muse.



Giovanni Benucci

CEO
FABRICA IMMOBILIARE SGR

ASSET MANAGER

Italian asset management company that currently manages 12 RE funds for 3,3 Bn € assets, with more than 90% of total AUM related to institutional investors



Lawyer, with a solid experience and an outstanding track record in the real estate sector. He has been, for the last 7 years, general director and, subsequently, Vice President of Sorgente SpA, coordinating an SGR which had an AUM of approx. 2.5 bln €. and experiencing transaction for almost 1,5 bln €. Lately he has been appointed CEO of Domus Italia SpA. During his professional career he has also been Director of Futura SpA, head, in the liquidation phase on a mandate by Bank of Italy, of Sicilcassa SpA (management of NPLs for 4 bln €) and Law professor at the University of Palermo.



Horst Lieder

Chairman
INTERNATIONAL CAMPUS GROUP

INVESTOR, DEVELOPER, OPERATOR

International Campus Group, is the developer, investor and operator of innovative Student and Co-living residences in Central Europe.



Horst Lieder is Founder and Chairman of the International Campus Group. He is an international expert in Micro Living and Student Housing. He has more than 30 years of experience in Real Estate Investment, Development and Operations. Horst Lieder founded International Campus in 2011 and has been its CEO until Fall 2018. The Brookfield backed company and fully integrated real estate platform is specialized on student housing under the brand THE FIZZ and has actually more than 3.500 units in operation and more than 7.500 in construction or under development in central Europe.



Hunt Doering

Managing Director
BAUPOST GROUP INTERNATIONAL

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.



Ian Martin

Head of Midlands & NW SME Investment
HOMES & COMMUNITIES AGENCY



Ian trained as a Town Planner, qualified as a Chartered Surveyor and spent more than a decade working for JLL both in the UK and Hong Kong. In 2005 he joined Lloyds Bank and became responsible for the Corporate Property Finance lending book in the regions. From 2014 he ran a successful Property Development and Investment business before joining Homes England (formerly the HCA) in 2016. Currently he is responsible for originating and structuring development finance in the residential sector for the Home Building Fund across the Midlands and North West.



James Boadle

Director, Investments Europe
OXFORD PROPERTIES GROUP

INVESTOR/DEVELOPER & AM

Oxford Properties Group is one of the world's leading real estate companies. An integrated platform for investment development and asset management.



James has responsibility for leading the execution of Oxford's European investment strategy, with a particular focus on the UK. James's remit extends across all major asset classes as well as leading the European recapitalization program in London. In addition, James has assisted with Oxford's expansion into Asia and is responsible for developing and managing key partner relationships. James has 10 years' experience across a variety of real estate investment, development and funding transactions with an aggregate value of over £8.5 billion. He has led some of Oxford's most strategic, high-profile and complex European transactions, completing in excess of £5.5 billion since joining Oxford at the beginning of 2014.



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.



Jesse Freitag-Akselrod

Senior Vice President
GREEN STREET ADVISORS

REAL ESTATE ADVISORY

Independent research and advisory firm.



Jesse leads Green Street's European Advisory team. He began working with Green Street in 2011 and has more than 17 years of diverse financial and investment experience, including working in mergers & acquisitions with Morgan Stanley, corporate finance with MGM Mirage and equity research with Bear Stearns. Jesse has been active in the European listed real estate market since 2005, working initially as a buy-side investor for Heitman and Cohen & Steers.



Joanne Cowen

Director
JO COWEN CAPITAL

ARCHITECTURE PRACTICE, CAPITAL PLATFORM

Jo Cowen Architects work across residential, commercial and mixed use projects and bring both a personal touch and a wealth of experience to each one



Jo is known worldwide for her architectural practice, Jo Cowen Architects, and her equity introductory platform, Jo Cowen Capital. A driven entrepreneur with a fierce eye for detail, she established the practice in 2012 and became one of London's leading female architects and capital raisers. Under her stewardship, the practice has grown into a multi-dimensional BTR residential and mixed-use architecture platform, producing significant regen projects with commercial viability through rigorous, deliverable design. Jo works with institutions and private clients on a number of high profile projects across the UK and provides thought leadership on alternative investment opportunities such as PRS, Co-Living and Co-working sectors.



John Vaudin

MD, Ireland
ROUND HILL CAPITAL

INVESTMENT MANAGEMENT

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



John has over 25 years of International RE experience, including for the last 18 years, participating in Irish RE investment, asset management and development. John is responsible for managing Round Hill's Irish Development and Investment business. He has previously worked in real estate asset management and development for Thames Water Property, BAA Lynton and Pillar Property in the U.K. and Treasury Holdings Limited, Harcourt Developments Limited and WK Nowlan Real Estate Advisors in Ireland. A Chartered Surveyor, he is a Member of the Royal Institution of Chartered Surveyors, the Society of Chartered Surveyors, Ireland and a former Chair of the Society of Chartered Surveyors, Ireland, Planning and Development Division.



Joseph von Schaesberg

Director
CBRE

RESIDENTIAL INVESTMENT

CBRE is the world's largest commercial real estate services and investment firm.



Joseph von Schaesberg joined CBRE in November 2005 and works as a Director in the Residential Investment Team in Munich. During the last years Mr von Schaesberg participated in all portfolio transactions (buy- and sell-side) advised by CBRE. He has a strong focus on the evaluation of properties and portfolios, the management of due diligence processes as well as investor guidance. Due to several internships Joseph von Schaesberg gained extensive work experience in different branches of the real estate sector prior to joining CBRE.



Kean Hird

Partner
CATALYST CAPITAL

FUND MANAGER

Pan-European re investment and asset management group; focused on retail office and industrial assets.



Kean Hird oversees Catalyst Capital's activities in Germany and Poland along with fund raising and investor relations. Catalyst Capital purchases, develops and manages a significant portfolio of retail, office and industrial assets in Europe. Since its inception, Catalyst Capital has invested more than €5.8 billion in 60 real estate transactions in nine countries and has approximately €1.4 billion of assets under management. Kean began his career at Townsend Thoresen Properties and then subsequently spent 13 years with Imry Group Plc, before becoming MD and principle shareholder of Frame Investments.



Kristian Krogh

Senior Director, Head of Denmark
NIAM

PRIVATE EQUITY REAL ESTATE

NIAM is a leading real estate private equity firm in Northern Europe. Niam offers global institutions to invest in the Nordic property markets.



Kristian Krogh is head of the NIAM activities in Denmark. NIAM has been and continues to be one of the most active foreign investors in the Danish real estate market. Mr. Krogh has successfully been leading NIAM as a first mover in residential investments in Denmark and NIAM is currently pursuing a strategy to aggregate a large residential portfolio in second tier cities. Mr. Krogh has 25 years' experience from different aspects of the real estate industry and has previously been with Aberdeen Property Investors, Skanska, NCC, Colliers and the financial sector.



Laura Denenga

Deal Origination
MASLOW CAPITAL

DEBT INVESTOR

Office, residential, student housing, retail, industrial and hotels development UK and Ireland jurisdiction £5MM - £100MM loans.



Maslow Capital is a real estate debt investment manager focused on providing senior and stretch senior development finance in the UK. Laura is part of Maslow's loan origination department and is responsible for sourcing and structuring new lending opportunities for residential, student accommodation and commercial projects. Prior to Maslow Capital, Laura was a Vice President of Quadrant Real Estate Advisors, an investment management business with \$10 billion under management. Laura led Quadrant's origination of stretch senior development, bridge and mezzanine finance in the UK and Ireland on behalf of an Australian Superannuation Fund.



Lloyd Lee

Managing Partner
YOO CAPITAL

PRINCIPAL INVESTMENT

Yoo Capital is a privately held principal investment firm that invests alongside established capital commitments from major institutional investors.



Mr. Lee serves as Managing Partner of Yoo Capital, where he has been responsible for the investment strategy, origination, structuring of \$1.2 billion in investments since 2011. In 2016, the firm raised \$200M of long-term capital commitments from German institutional investors which is currently being invested. Since inception, Mr. Lee has led on the realization of over 1.0 million square feet of investments across Central London on behalf of the firm.



Manuel Azpiroz Arteche

CEO
TECTUM REAL ESTATE INVESTMENTS

REIM

Tectum is a Spanish limited liability company focused on the development and operation of a portfolio of purpose-built blocks of rental homes in Spain, using standardised construction processes and offering added-value services for tenants.



5 years Degree in Business Administration E3. Currently, CEO at TECTUM REAL ESTATE INVESTMENTS, S.L., investment company BUILD TO RENT. He combines this position with the CEO of Intex, S.A. (textile business).



Manuel Enrich

Director, Investor Relations
SAREB

ASSET MANAGEMENT

Sareb is the Asset Management Company for the real estate assets coming from the banking sector restructuring, created in November 2012



Manuel graduated in Business Administration from Denver University (Colorado, USA) and holds an MBA from the University of Notre Dame. He has worked almost his whole career in Investor Relations. He joins Sareb from the consultancy King Worldwide Investor Relations, where he worked for the past four years. He was also the Founder and Managing Partner of Logical IR Solutions, Director of Strategy and External Relations at Parquesol Inmobiliaria, CEO of Eurocofin Investor Relations, Director of Equities at AB Aseores Bursatiles, Director of Investor Relations at Bankinter, and CEO of Link Securities, among other roles. He founded the Spanish Association of Investor Relations, being an Honorary Member and serving on its Board.



Mark Allnut

Senior Managing Director, UK
GREYSTAR EUROPE

INVESTOR, DEVELOPER, OPERATOR

Greystar is a vertically integrated investment, development and operating firm and the global leader in rental housing.

Mark Allnut is senior managing director and business leader for Greystar in the United Kingdom and is tasked with growing Greystar into the dominant rental housing business in London and regional UK cities. He joined Greystar in 2014 to start the company's multifamily efforts in London, and under his leadership, the UK business has grown to include a pipeline of over 3,800 units with £4.6bn of assets under management. Prior to joining Greystar, Mark was group executive commercial director of Thames Valley Housing (TVH), where he was responsible for originating and managing TVH joint venture vehicles. Mark was a founding director of Fizzy Living, the multifamily subsidiary of TVH backed by a sovereign wealth fund.

GREYSTAR



Mark Ennis

Head of Transaction
VONOVIA SE

GERMAN RESIDENTIAL

2nd largest listed EU Prop. Company by market capitalisation with in excess of €40bn asset value; Mainly German residential w/ footprint in urban regions & in with around 400k own units in Germany, Austria and Sweden.

Mark Ennis is Director responsible for Transactions at Vonovia. He has been with the business for over 20 years and previously held senior finance functions inside and outside the company. Mark is a qualified Chartered Accountant and an economics graduate and is fluent in English and German.

VONOVIA



Mark Heighton

Partner, Head of Real Estate Group
CMS UK

LAW FIRM

CMS is a full-service top 10 international law firm, with the largest team of real estate lawyers in Europe and longstanding expertise in advising clients on both a local and international level.

Mark Heighton is the Joint Practice Group Leader of the CMS Global Real Estate Team and is jointly responsible for managing over 350 fee earners across the UK and internationally. He has been a member of the CMS Board for over 12 years. He focuses on all aspects of the real estate transactional market advising a range of investors, developers and occupiers in relation to, not only the traditional real estate sectors (with particular emphasis on the Central London residential sector) but also the newer real estate asset classes, such as renewable energy and private rented sectors.

C/M/S
Law. Tax



Mark Kitts

Chief Executive
LIVERPOOL HOUSING COMPANY

Mark joined Liverpool City Council in August 2002 and was responsible for Regeneration, Policy and External Funding managing a programme in excess of £1 Billion of Government and European Funds, before becoming Assistant Director for Regeneration in 2012, where he was involved in or responsible for the strategy and delivery of many of the City's highest profile and transformational projects. In 2018 Mark was seconded into the City Councils New Housing Company, Liverpool Foundation Homes Limited. As its CEO Mark is tasked with driving forward the delivery of 10,000 new homes across the City over the next ten years, via an exciting combination of transforming existing communities and creating new sites for high quality housing development.

Foundations
Liverpool Foundation Homes



Maroš Stanislav

Head of Business Development
HELSE

DEVELOPER/OPERATOR

The company based in Slovakia with offices in Czechia, UK. Helse is currently expanding into Germany mainly looking into resi sector.

Mr. Maroš joined Helse Ltd in 2016 as a Head of Sales and Business Development for Europe. By then, he had already accumulated over 20 years of experience in the financial area on roles like: insurance advisor, soft skills and business communication trainer at ING-Nationale Nederlanden, business development, education and training at Mutual Fund company SFM Group, where he was responsible for the Slovakian and Czech Republic market. As addition to that, he also has worked at VUB Banka, as a Head of regional VIP sales advisers. Three years he spent as sales director and area manager in one of the biggest retail advisory company Fincentrum. Since 2011 he worked as a professional consultant, coach and trainer focused on the banking sector.

HELSE



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.

inspired homes



Mario Chisholm

Co-Founder & Board Member
IUNIQ

INVESTOR AND DEVELOPER

IUNIQ. Build your life. Residential developer with a fresh vision, creating spaces for the 21st century urban dweller



Mario started his career in Frankfurt and London working for the ECB, Citi, Goldman Sachs, Benson Elliot and Och-Ziff – always focused on real estate. He covered lending, structured finance and equity investments. In 2014 he founded SVS Real Estate (which developed the Hoxton Paris) and invested in Urban Input (Spanish RE Asset Manager) in which he is a Partner. Also in 2014, together with UI, he Co-Founded IUNIQ Residential. IUNIQ and UI together manage c. €800m of RE. Mario sits on the Boards of two listed REITs, NRE (NYSE) and Tander (MAB) as well as a number of PropTech companies including Mayordomo and Fabriq. Mario speaks Spanish, English, German and French and has a M.Sc in Economics and Econometrics, from Manchester University.



Martijn Vos

Senior Portfolio Manager Real Estate
APG ASSET MANAGEMENT

ASSET MANAGER

APG is a global asset manager with €482 billion (July 2018) in pension assets. APG has offices in Amsterdam, Heerlen, Brussels, New York and Hong Kong.



As Senior Portfolio Manager Martijn sources, underwrites and manages corporate and private RE investments for APG's European Real Estate portfolios, predominantly in the residential, retail and hotel sub-sectors. Martijn as a principal investor has a successful track record built up over the last 13 years. Martijn has completed investments and divestments in numerous RE funds, assets, platforms, companies and JV's with an investment value in excess of Euro 8.5 billion. He currently manages a portfolio of investments with an equity value of in excess of Euro 2.0 billion. Martijn has been a keen supporter and early backer of the UK PRS market for the past 6 years.

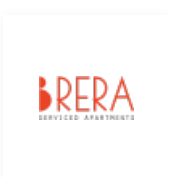


Matteo Ghedini

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 Munich and Frankfurt and manages today ca. 150 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.



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. Aurora is a large secured loan focussed special servicer based in Rome



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.



Mauricio Mesa

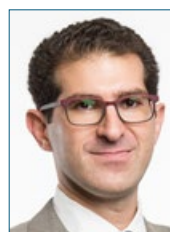
General Manager, Cordia Romania
CORDIA ROMANIA (FUTUREAL GROUP)

DEVELOPER / PRIVATE PROPERTY COMPANY

Cordia is a subsidiary of the highly capitalised, Hungarian-owned Futureal Group, one of Central Europe's 20 largest property development and investment groups.



Mauricio is since 2016 General Director at CORDIA Romania (FUTUREAL GROUP). With studies in law and specialized in real estate law and town planning he has been always focused on the real estate field, first on the consulting and advising side as a partner in Urbanismo Integral in his hometown, Marbella, and later on the investment and development side. His experience in East Europe started back in February 2006, partnering with a group of investors and managing their investments in Bulgaria, where he successfully closed JV agreements for two important complexes in Bansko. After 8 years as GM for Hecesa Romania and Bulgaria, in 2016 he joined CORDIA the residential development company of FUTUREAL GROUP.

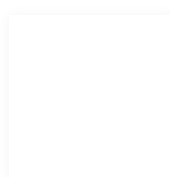


Michael Allen

Managing Director, Tipi
QUINTAIN

PRS DEVELOPMENT & MANAGEMENT

Quintain's significant Build to Rent portfolio is managed by Tipi, our lifestyle focused rental company.



Michael joined Quintain in 2015 to establish Quintain's residential rental platform, Tipi, which launched in 2016. He inspired the rapidly growing Tipi team to create a blueprint for best-in-class purpose built residential rental accommodation as well as a market leading brand. After launching the first two schemes, he was promoted to Director of Build to Rent (BtR) and is responsible for ensuring Tipi is at the forefront of BtR innovation, technology and design. Michael is leading Quintain's BtR strategy both at Wembley Park and off-site expansion and as a leading expert is promoting the business with the British Property Federation, the UK Apartment Association, the Urban Land Institute, and the National Multi-Housing Council in America. Michael is a frequent speaker and often quoted in the press



Michael Bruhn

Managing Director, PFA Real Estate
PFA PENSION

PENSION FUND

Pension Fund

Michael is educated as chartered accountant and holds an M.Sc. (econ.) from Copenhagen Business School. He has held various positions in the real estate industry and was a senior partner in DTZ before joining Valad as Head of Nordics. In 2013 Michael moved, after 9 years with Valad, to the position as CEO of PFA Real Estate – the real estate arm of Denmark's largest private pension fund, PFA Pension.



Michael Voges

Executive Director
ARCO

TRADE ASSOCIATION

ARCO is the trade body for operators of retirement communities offering housing, leisure and care and support services for older people in the UK.

Michael Voges is the Executive Director of the Associated Retirement Community Operators (ARCO), the representative body for housing-with-care providers for older people in the UK. Michael set up ARCO on behalf of its founding members in 2012, and was appointed as ARCO's first Executive Director in August 2013. ARCO's work is focused on tackling issues around regulation and policy, public awareness and supply of high quality retirement communities. Michael was a public sector consultant for 6 years, having previously worked as a journalist in Germany. He holds a BA in Social and Political Sciences from Cambridge University, and an MSc in Comparative Social Policy from Oxford University.



Michael Zerda

Managing Director
BLACKSTONE

NVESTOR

Global real estate 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.



Michal Melaniuk

Head of Residential Development
CORDIA MANAGEMENT

DEVELOPER / PRIVATE PROPERTY COMPANY

Cordia is a subsidiary of the highly capitalised, Hungarian-owned Futureal Group, one of Central Europe's 20 largest property development and investment groups.

Michal Melaniuk joined the Futureal Group as a Board Member of Futureal Management Poland and a Managing Director of Residential projects in Poland. Futureal Group is a Hungarian developer now active in other markets, such as Poland and Romania. Prior to joining Futureal Michal served at Skanska group as the President and previously as Vice-President of Skanska Residential Development Poland.



Michiel Olland

Investment Management Director
COLLEGIATE-AC

INVESTMENT MANAGER

Collegiate AC is a UK based international Student Accommodation operating platform with management, development and investment services. The company is expanding its operating activities in Spain and Portugal and is interested in Western-European markets

Michiel Olland, is an Investment Management Director at Collegiate AC and an Executive Director of BCRE - Brack Capital Real Estate Investments N.V. He is also the principal of MO Real Estate BV, an investment, capital and finance services firm based in the Netherlands. Between 1992 and 2012, he has had Executive Director roles in the international real estate sector, most importantly as global co-head of RE investments with APG Asset Management, Managing Director of Bouwfonds Property Finance International (an ABN Amro subsidiary) and as a real estate lender at ING Group.



Miguel Lainez

Principal
CALE STREET PARTNERS

FUND ADVISOR

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

Miguel is a principal in Cale Street's investment team, involved in sourcing, structuring and executing transactions across asset classes and geographies. Before joining Cale Street, Miguel spent three years at Goldman Sachs, where he was part of the EMEA Real Estate and Leisure M&A team. Miguel has an MBA from Columbia Business School and a BA in Law and in Business from Universidad Pontificia de Comillas – ICADE.





Nick Payne

Managing Director
NIKAL

PROPERTY DEVELOPER



Nick is the CEO of the Nikal Group, which has far reaching property developments and investments throughout the UK. Most recently, the group has focused on residential development, particularly in town and city centres, involving high rise buildings. The group has just started building its latest project in Birmingham, an urban village of 603 apartments. In addition, Nick bought Hillcrest Homes in 2015 in order to broaden the groups activity in the private house building sector. Hillcrest builds luxury housing in the North West with a current pipeline of around 300 homes.



Oscar Pérez Marcos

Investment Director
QUALITAS EQUITY PARTNERS

Qualitas Equity is a Group of asset management companies. Our main purpose is to identify and manage investments in alternative assets globally. Qualitas Equity Partners specializes in private equity, global renewable energy, infrastructure, funds and real estate.



5 years Degree in Business Administration E3 and Law. Currently, Investment Director of Qualitas Equity, Vela Energy and Tectum Real Estate Investments.



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.



Pavel Tatyatin

Senior Partner
KEW CAPITAL

INVESTOR

KEW CAPITAL LLP is a private investment advisor formed in March 2008. Kew advises on a global portfolio of private equity and real estate investments. Kew only advises on group assets and does not provide advice to third parties.



Pavel Tatyatin has over 20 years experience in investment management. He is the Founding Partner of Kew Capital. Prior to Kew Capital he served as the Chief Financial Officer of Evraz plc (formerly Evraz Group S.A.) from 2014 to 2016 and as its Senior Vice President of Finance from 2009 to 2016.



Per Wimmer

CEO
WIMMER FAMILY OFFICE

FAMILY OFFICE

Single Family Office



In 2011 Per Wimmer founded Wimmer Family Office and Wimmer Financial in 2007. Wimmer Financial is a merchant bank/corporate advisory firm. Per co-founded MyHippoSpace, a tech company within the shared economy space. He is also a Board Member of Coda Octopus Group Inc., a global leader in real-time 3D sonar technology. Per was awarded a Master of Public Administration and the Don K. Price Award from Harvard University with concentrations in business, finance and international relations. He worked for Goldman Sachs & Co. in NY and London, including during its IPO. Furthermore, Per has been working for MF Global/Man Group and Collins Stewart/Canaccord. Per is expected to be the first private Dane in space and has three trips to space lined up.



Peter Brigham

Founder and CEO
IVERSON CAPITAL



Peter is Founder and CEO of Iverson Capital, a platform dedicated to multifamily and logistics investments in core European markets. Before that, he was a Principal at GreenOak Real Estate, responsible for acquisitions and asset management for European funds. Prior to that, global Head of Asset Management at Round Hill Capital with over €3bn in assets. Prior to that, Morgan Stanley Real Estate Funds for over 10 years. From 2002 to 2007, Executive Director and COO of Morgan Stanley Properties Japan, responsible for over \$10bn of MSREF real estate in Japan. Over the course of his career, Peter has bought and managed over \$30bn of RE assets globally, with an emphasis on value-add asset management of large diverse portfolios.



Peter Collins

President - Europe
KENNEDY WILSON EUROPE

INVESTOR, DEVELOPER

Kennedy Wilson is a global real estate investment company, focusing on multifamily and office properties located in the Western US, UK, and Ireland.

Peter is President of Kennedy Wilson Europe, having previously held the position of Chief Operating Officer and preceding this, Head of Ireland. Peter joined when Kennedy Wilson acquired the business of Bank of Ireland Real Estate Investment Management in June 2011. Prior to this Peter was responsible for the development of that business from 2003 and brings over thirty years of experience in the financial services and investment industry.

KENNEDY WILSON



Peter Meindl

Vice President
BAYERNLB

BANK

Commercial real estate finance in Germany, Europe and the US. Residential, hotels and health care especially in Germany.

Peter is senior relationship manager and responsible for national and international real estate clients such as Family Offices, not listed and listed real estate companies, especially in the residential sector. He has been working for more than 25 years in the German banking industry and more than 15 years in the commercial and residential real estate lending business.

Bayern LB



Raj Kotecha

Co-Founder & Managing Director
AMRO REAL ESTATE PARTNERS

INVESTOR & OPERATOR

Investor and Operator of Student Housing and Build to Rent real estate assets.

Raj is Co-Founder and Managing Director of Amro Real Estate Partners, a successful real estate investment firm specialising in the purpose built student housing and multifamily residential sectors with a track record of £350M GDV of schemes completed and under development in the UK and Europe. He graduated with a 1st class degree in Economics from the London School of Economics and holds a Masters Degree in Finance from Cambridge University. Raj began his career as a strategy consultant and has been a real estate investor for over twenty years.

AMRO



René Westerheider

Head of Transactions
TREI REAL ESTATE

INVESTOR AND DEVELOPER

Trei Real Estate develops tailor-made solutions in residential and commercial sectors in Germany, Poland and the Czech Republic for its own portfolio.

René Westerheider is Head of Transactions and member of the management team of Trei Real Estate. Prior to joining Trei in 2012, he was responsible for the real estate portfolio management at OBI Group Holding in the Group Corporate Finance division. He began his career in Global Banking at Deutsche Bank, where he worked in various Corporate Finance areas. Mr Westerheider is a certified banker and holds a degree in business administration from the University of Cologne, which he graduated with a diploma.

TREI



Reza Merchant

CEO
THE COLLECTIVE

CO-LIVING PROVIDER

We design and build homes and workspaces for life in the city. Once built we stay involved, building and growing communities alongside our members.

Reza's journey started in his first year at the LSE out of frustration by the lack of high-quality and affordable accommodation for fellow students in London. He created Share in the City which quickly evolved into The Collective, with a focus on developing and operating living space for young professionals. In 2016, The Collective opened the world's largest (546 units) and UK's first co-living building, The Collective Old Oak. Now, at the age of just 29, Reza has his sights set on rapid global expansion starting with three cities in the US and two in Germany. The Collective's second building is due to open in Canary Wharf in Summer 2019. Reza believes that collectively, ordinary citizens can do extraordinary things.

THE COLLECTIVE



Richard Cowell

Development Planning Manager
BIRMINGHAM CITY COUNCIL

GOVERNMENT

Since 2008, Richard has played a central role in the delivery of the City's ambitious growth agenda. In his current role, he leads a portfolio of specialist functions; coordinating, developing and implementing a range of complex development projects and policy initiatives focused on accelerating development and investment actively across the City. Richard remains focused on the implementation of the strategic vision of the Big City Plan, which includes the Curzon HS2 Strategy.



Robert Booth

CEO
BRIDGE CAPITAL PARTNERSHIP, IRELAND

INVESTOR

Bridge Capital has invested over €300 million across different asset classes including residential & student housing, hospitality, office & retail. They've worked with Node Living to bring together Node Ireland, Dublin's first co-living project.

Robert is the CEO of Bridge Capital Partnership Ireland Ltd (BCPI). BCPI has a successful track record investing in real estate in Ireland on behalf international investment funds. The firm has close links with Patron Capital, a European based private equity fund. BCPI has invested over €300 million to date across different real estate asset classes including private and student residential, hospitality, office and retail.



Robert C. Waidhaas

Managing Partner
HEUREKA DEVELOPMENT GMBH

REAL ESTATE DEVELOPMENT

Heureka Real Estate (Heureka) is an owner-managed developer of real estate projects and real estate investor in the Rhine-Main region.

Robert Waidhaas is a co-founder and managing partner of Heureka Real Estate GmbH and Heureka Development GmbH. He is primarily responsible for financing and commercial project controlling. Corporate management and human resources are jointly led by the two managing directors. Before founding Heureka, Robert worked for major international banks. Inter alia, he set up a department for structured equity investments in the German-speaking market for an American bank. Robert Waidhaas has a degree in Business Studies from the Vienna University of Economics and Business Administration. He is also a Real Estate Economist (IREBS).



Roberto Mangiavacchi

Owner & CEO
MANGIAVACCHI PEDERCINI

GENERAL CONTRACTOR, DEVELOPER

Mangiavacchi Pedercini, general contractor and developer, acts also as technical partner, acquiring minority equity shares, in development projects.

Roberto Mangiavacchi is CEO and oversees the strategic direction and overall operations of Mangiavacchi Pedercini SpA. Mr Mangiavacchi is also owner and CEO of Mangiavacchi ing. R. SpA, the holding company of the group, which is specialized in construction and real estate. Mr. Mangiavacchi has been involved in numerous construction projects and real estate developments, with a focus on the residential sector. He has been a member of the board of Cascina Merlata SpA (a JV between Euromilano and Greenway) and Beni Stabili Development Milano Greenway SpA (a JV between Beni Stabili and Greenway). He is also vice president of ANCE Milano and ANCE Lombardia (the local industry association).



Ryan Prince

Vice Chairman
REALSTAR

INVESTOR

A vertically integrated investor, developer and manager with over \$6B AUM. It's UK platform has over 1,200 apartments all operating under its UNCLE brand.

Ryan's property career kicked off when he established the international arm of the Realstar Group of companies in 2002. Since then he has led the firm's overseas efforts in healthcare, hospitality, student housing and professional living sectors. The firm has gone on to acquire or develop in excess of £2bn assets including the UK's largest hotel RE transaction, a £1bn portfolio of Holiday Inn hotels. In 2017 Ryan established the brand UNCLE offering design-savvy apartments combined with a straight-talking, no-nonsense approach for renters. Following several successful launches UNCLE's fourth property will launched in Elephant & Castle in February 2018. Ryan is also Chairman of the UK advisory board of the charity Facing History & Ourselves.



Said Hejal

Founding Partner
KRONOS INVESTMENT GROUP

REAL ESTATE INVESTOR, MANAGER, DEVELOPER

A real estate investment firm with offices in London, Luxembourg, Madrid, Barcelona, Málaga and Lisbon, focused on residential, retail and office development

Said Hejal is a founding partner at Kronos Investment Group, an investment management platform with offices in London, Lisbon, Luxembourg and Madrid. Kronos focuses on the development of residential, office and retail properties. Previous to Kronos, Said was at Fortress responsible for sourcing and executing real estate investments in Spain, France and Greece. Said started his career at Morgan Stanley's real estate group in New York. He holds a Bachelor in Commerce from McGill University and an MBA from Columbia University.



Salvatore Leggiere

Founder & CEO
LEGGIERO REAL ESTATE

DEVELOPER/INVESTOR

LEGGIERO Real Estate SB SpA started working restoring and repositioning buildings of historical and architectural value, to give them a new life.

Salvatore Leggiere, class of '65, is an entrepreneur with a passion for brick and real estate finance. Born in Naples where he nurtured his creativity, he adores old palaces in the centers of Italian cities of art, that he transforms in new amazing buildings.





Sam Mellor

Head of SREI Europe
BARINGS REAL ESTATE

INVESTOR

Barings is a \$306+ billion* global financial services firm dedicated to meeting the evolving investment and capital needs of our clients. We build lasting partnerships that leverage our distinctive expertise across traditional and alternative asset class

Managing Director, Head of SREI Europe, previously worked at Chenavari as Partner, Real estate.

BARINGS



Simon Laker

Managing Director
H.I.G. CAPITAL

PRIVATE EQUITY

H.I.G. Realty Partners makes opportunistic investments and value-add in small and mid-size real estate properties in Europe.

Simon is a Managing Director of H.I.G. Capital based in London and is responsible for Asset Management across the H.I.G. European Real Estate portfolio. Simon has over 20 years of experience working in the European RE market in both advisory and investor roles. As a qualified MRICS surveyor, he has managed a diverse range of RE projects, including retail, offices and industrial portfolios covering acquisition, development, operational management and value add roles. Prior to joining H.I.G. Capital, Simon was Director and Head of Asset Management at Evans Randall Limited, RE investment firm whose holdings included a number of high profile assets such as the Gherkin building in London.

H I G
REALTY PARTNERS



Stanislav Kubacek

Principal
ROUND HILL CAPITAL

INVESTOR

Round Hill is a fully integrated real estate investment and asset management firm.

Sourcing and execution of residential investments in Europe. Formerly responsible for real estate investments at BXR Partners in Prague and in London. Prior to this, he was an investment banker in the Goldman Sachs' European real estate team in London. Stan holds a master's degree in Finance and Business Strategy from Sciences Po University in Paris.



Stefano Tellarini

Partner, RE & MA
L&P - LUDOVICI PICCONE & PARTNERS

TAX FIRM

L&P is an independent tax law firm providing integrated tax advisory both in domestic and international transactions.

Stefano has been a partner at Ludovici Piccone & Partners since its foundation in 2014. He works mainly on taxation of financial instruments and financial transactions, as well as on taxation of real estate. In particular, he advises private and institutional clients, in Italy and abroad, on tax issues regarding different types of real estate and financial investments, as well as the tax treatment of collective investment schemes, financing and capital market transactions, M&A and structured finance. Stefano assists clients (domestic and international) in potential tax controversies and tax dispute resolutions through settlements. He often speaks at tax conferences and lectures on post-graduate specialisation courses.

LUDOVICI PICCONE & PARTNERS



Tim Mitchell

Global Head of Real Estate
GSA GROUP

INVESTOR, DEVELOPER, OPERATOR

GSA develops, manages and invests in best-in-class purpose-built student residences in markets across the world.

Tim is responsible for driving our real estate strategy forward in key target markets and ensuring GSA operates in step with global real estate trends. This includes supporting GSA market teams in identifying and securing profitable development opportunities; ensuring GSA creates the best possible experience for its customers; and leading on global asset valuations. He has worked on many major transactions across GSA's markets, leading to the establishment of new portfolios in Dublin, the UK, Germany and Spain. With 30 years' experience as a chartered surveyor, including 17 in student accommodation, Tim was part of the GSA team which created the Urbanest business. Before joining us, Tim was Group Property Director for The UNITE Group plc.

GSA¹



Ted Sheils

Investment Manager - Private Equity
IRELAND STRATEGIC INVESTMENT FUND

INVESTOR

The Ireland Strategic Investment Fund is the €8.5bn Irish Sovereign Development Fund. We invest on a commercial basis to support economic activity in Ireland. ISIF has made significant investments across the entire spectrum of Real Estate asset classes

Ted Sheils works as an Investment Manager on the Ireland Strategic Investment Fund's Private Equity team, and since joining has focused largely on Real Estate investments by the fund, notably in the residential and commercial development as well as the PRS sectors. Prior to joining ISIF, Ted worked for several years in Singapore in a M&A role with a large Plc. Ted is an ACA Charter holder and is M.Sc. Finance qualified.

Österreichische Bundesbank als Österreichische Nationalbank
National Financial Supervisory Authority
Autoritatea Națională de Supraveghere a Sistemelor
Banque de Belgique - Banque Nationale



Thomas Brand

Direktor
BERLINER VOLKSBANK

REAL ESTATE FINANCING

Largest regional co-operative bank in Germany – financing – residential – development – Berlin and Brandenburg – up to € 100 million.



Mr. Brand has more than 25 years experience in the Real Estate Finance area and has worked for various banks in different functions, including more than 10 years in management positions. After 10 years in the business, Commercial RE Finance Commerzbank AG, he moved in 2002 into the Department "Real Estate Structured Finance" of Aareal Bank AG in Berlin and ran it until 2006. After that, the establishment of a branch office for an American investment bank followed (Wachovia NA Berlin). From 2007 to 2013, Mr. Brand as Head of the Berlin office was responsible for the West Immo German RE Bank AG. Since 2013 Mr. Brand has acquired real estate clients for Berliner Volksbank eG, the market line for the new business.



Tom Goodall

Director
ARGENT (PROPERTY DEVELOPMENT) SERVICES LLP

DEVELOPER

Argent, the respected developer with a track record in creating exemplar new pieces of UK cities, joined forces in March 2015 with Related.



Tom joined Argent in 2012 and is the CEO of the Argent Related Tottenham Hale development, leading the team which will deliver over 1.2m sqft of development including over 1,000 new homes. Prior to this Tom was responsible for the residential product at the King's Cross development including the delivery of the Gasholders apartments. Before joining Argent, Tom worked in project management consultancy and as a practising Architect on numerous large-scale mixed-use schemes including the Shard and the London 2012 Athlete's Village. Tom is a chartered member of the Royal Institute of British Architects and also sits on their Housing Group.



Troy Tomasik

Managing Director, Investments
GREYSTAR EUROPE

INVESTOR, DEVELOPER, OPERATOR

Greystar is a vertically integrated investment, development and operating firm and the global leader in rental housing.



Troy Tomasik is a Managing Director for Greystar, responsible for its UK Investment business including acquisitions and portfolio management. Since joining Greystar in 2013, Troy has led the acquisition and asset management of over £4.5 billion of assets and development opportunities; including 30,000 beds of student accommodation and 2,000 residential units. Prior to joining Greystar, Troy worked in consulting with the Cadmus Group, where he focused on energy efficiency and water related issues for private and public clients. He earned an MBA from Harvard Business School and holds dual bachelor's degrees in chemistry and business management from Taylor University.



Will Gibby

Fund Manager - Global PRS
HERMES INVESTMENT MANAGEMENT

FUND MANAGER

Manages £8bn assets under management and is a wholly owned subsidiary of BT Pension Scheme UK's largest corporate pension scheme.



In his role as Fund Manager for Global PRS, Will Gibby is responsible for implementing Hermes global real estate strategy in this space in conjunction with his wider role as Deputy Fund Manager for non domestic real estate.

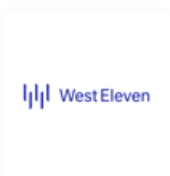


Will Hermann

Managing Director
WEST ELEVEN

DEVELOPMENT

West Eleven is an award-winning design lead property development and investment company focused on exceptional delivery through first-class financial and creative partners



Will has been investing in property development since 1998 and established West Eleven in 2010. His years of experience position him as an expert in finding value in the acquisition of sites where there is more scope to buy well and a ready supply of buyers. His attention-to-detail, design knowledge, creativity and focus on delivery has resulted in impressive financial results for West Eleven and its investment partners.

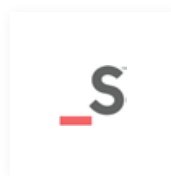


Zafar Bhunnoo

Chief Development Officer
SPACES

CO LIVING PLATFORM

We are Spaces, the early pioneers of the modern coliving revolution. Back in 2006, with seed funds of only £4k, Spaces started a coliving operating model and we bootstrapped all the way to a portfolio of over £250m.



Hailing from an academic background with Physics - entering the property industry, as a graduate, was a pursuit of passion over 11 years ago. A desire to make a lasting change for people who interact with the built environment - everyone. Cutting my teeth as a consultant Development Manager with M3 and gaining RICS Chartership took me to enjoy a high octane role with Blackstone. Ultimately my entrepreneurial itch needed to be scratched...Spaces is now the culmination of years of experience, meeting a passion by delivering an amazing living experience for members in London and eventually the world.

CONNECT MADE EASIER

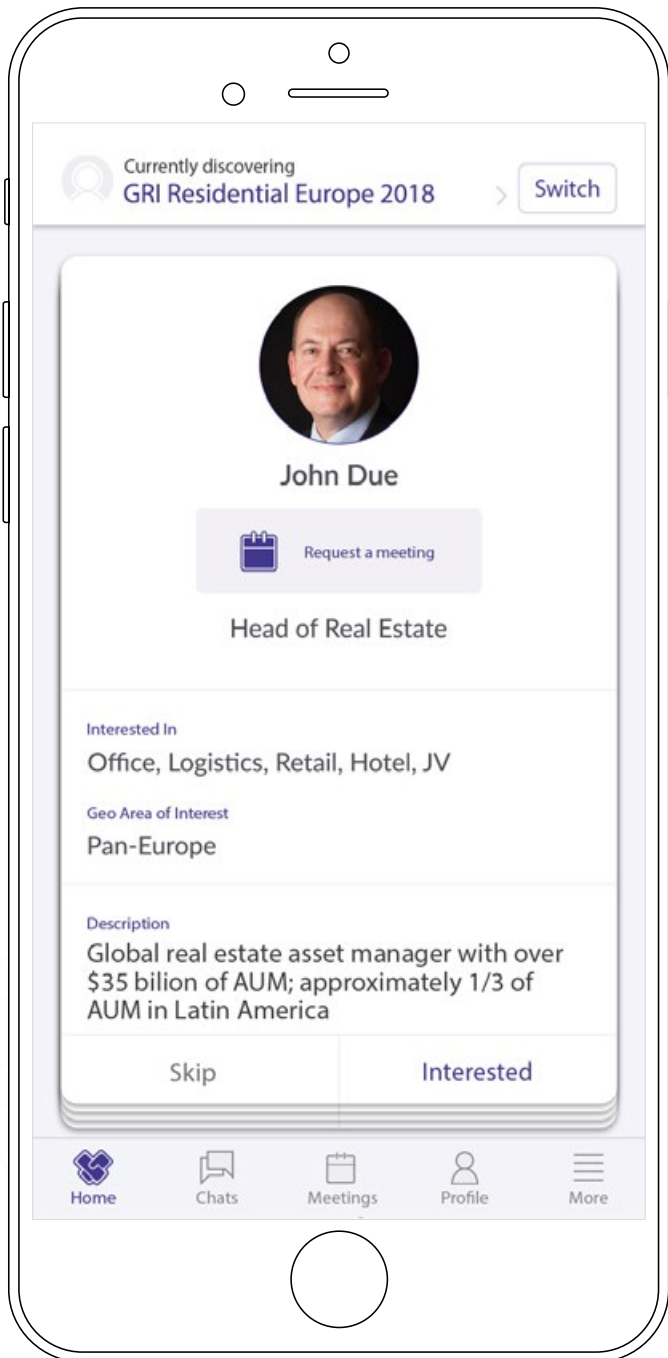


The GRI Club Matchmaking app connects you with the market players relevant to your business.

You have access to the app along with GRI Club members and other attendees of GRI Residential Europe from the moment of registration. This allows you to find out who will be at the conference and start scheduling meetings prior to the event starting.

Download the app and meet the attendees at GRI Residential Europe who are active in your region and/or asset class.





1. **DOWNLOAD THE APP** - GRI CLUB REAL ESTATE
2. **LOGIN WITH YOUR DETAILS**
3. **START CONNECTING**



The first and most advanced matchmaking algorithm for real estate leaders.



Finding the right people to meet has never been easier.



Hassle free connections before, during and after the event.



Schedule meetings, build connections, make the most of your GRI Experience.

ROPES & GRAY

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FirstTitle

DUFF & PHELPS
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real estate advisory

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