

INAUGURAL MEETING

# LATIN AMERICA

## GRI 2017

**CONNECTING LATIN AMERICAN & GLOBAL  
REAL ESTATE LEADERS**

CONECTANDO A LOS LÍDERES DEL SECTOR  
INMOBILIARIO DE AMÉRICA LATINA Y EL MUNDO

NEW YORK CITY, 30-31 MARCH

DREAM DOWNTOWN HOTEL

★★★★★







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

GRI discussions are not panels. They are like after-dinner conversations in one's own living room with good friends, under the guidance of a moderating Chair.

Everyone participates equally, not just the Discussion Chair & Co-Chairs. The job of the moderating Chair is to make everybody talk and engage. Discussion Co-Chairs sit scattered around the room and participate no more and no less than anyone else in the room.

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

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.

Avoid monopolizing conversation, self-promotion or commercial pitches, as the Moderating Chair has been urged to cut them off.

The GRI format was 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. addition, students or other reporters may summarize most of the discussions and take notes that are subsequently distributed to all participants.

# Algunos consejos útiles para aprovechar mejor EL GRI ...

Las sesiones de GRI no son paneles, son como una conversación después de una cena con amigos en el salón de tu casa, bajo la guía de un moderador.

Todo el mundo participa por igual, no sólo los moderadores y copresidentes. El trabajo del moderador es hacer que la conversación fluya. Los co-presidentes se sientan alrededor de la sala y participan igual que cualquier otro asistente.

Si conectarte con otros participantes puede serte útil, te recomendamos que seas lo más activo posible. Esto te permitirá darte a conocer y viceversa.

El moderador involucrará a los participantes con preguntas directas, nombrándoles o dirigiéndose a ellos. No se dirigirá a toda la sala, ya que esto suele ser recibido con un silencio por parte de los participantes. Aún así, animate a comentar, preguntar e intervenir.

Como nadie te avisará, por favor acude puntual a la discusión en la cual quieres participar. Las salas tienden a llenarse en cuanto la sesión empieza, no te preocupes si hay poca gente en la sala, se llenará enseguida.

Algunos participantes hablan tan bajo que la mayoría no les oyen. Habla alto y anima al resto a hacerlo si no puedes oírles.

Evita monopolizar la conversación, promocionar o comercializarte, ya que el moderador ha sido avisado para cortar estas situaciones.

El formato de GRI fue diseñado para permitir a los líderes de la industria compartir, aprender y hacer relaciones de negocio en un ambiente informal y lo más relajado posible. Estamos abiertos a cualquier consejo sobre cómo podemos mejorarlo.

**PRESENCIA DE MEDIOS** - Mientras que los periodistas a veces toman notas durante los debates, sólo lo hacen después de haber firmado un "Chatham House" de confidencialidad donde se comprometen a no atribuir los comentarios a una persona o compañía, excepto bajo consentimiento de ambas partes.



## Seniority of a board room, intimacy of your living room

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Although a recovery in Latin America's economic outlook was expected, the US presidential election and the political consequences have impacted the region. The new US protectionist policies have begun trade wars, which not only impact China and Mexico, but also the rest of Latin America.

While the slowdown threatens to turn the region back to recession, it remains to be seen how these Latin nations deal with these challenges. How necessary is the search for greater regional integration? What extent will this impact investment and development in real estate in the region? ... Despite the uncertainty, will Latin America remain an attractive destination for investments in real estate?

Latin America GRI gathers together senior international and local real estate investors, lenders and developers for small group discussions. Our attendees find this useful in identifying business partners and investment opportunities.

**Leonardo Di Mauro**  
Head of Real Estate - LATAM  
GRI Club

## El nivel de una junta directiva, como en la intimidad de tu sala

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Cuando se esperaba una recuperación en la perspectiva económica de América Latina, las elecciones presidenciales de EEUU y las consecuencias políticas han impactado a la región. Las nuevas políticas proteccionistas de Estados Unidos han iniciado guerras comerciales, que no sólo afectan a China y México, sino también al resto de América Latina.

Si bien el nuevo escenario amenaza con golpear a la región con una afincada desaceleración económica, queda por ver cómo los países enfrentan estos desafíos. Entonces, ¿Cuán necesaria es la búsqueda de una mayor integración regional? ¿En qué medida esto afectará la inversión y el desarrollo inmobiliario en la región? A pesar de la incertidumbre, ¿Seguirá siendo América Latina un destino atractivo para las inversiones inmobiliarias?

Latin America GRI reunirá a los altos directivos del sector inmobiliario activos en la región. Durante la reunión podrán intercambiar sus puntos de vista acerca del sector y explorar oportunidades de negocios con potenciales socios extranjeros y locales.

**Loredana Carollo**  
Club Director, LATAM  
GRI Club



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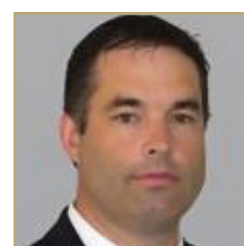
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# GRI Club Advisory Board Members from Latam

GRI Club Real Estate is a global club of leaders from the real estate sector. Its meetings offer a unique platform for the construction and deepening of relationships, development of partnerships, and fostering business. They are also a stage for high level debates on strategic market themes, recognizing the different perspectives of the industry as a whole, and of each sub-sector: offices, hotels, industrial & logistics, land development, residential and shopping centers & retail.

# GRI Club Consejos Ejecutivos de América Latina

GRI Club Real Estate es un club global de líderes del sector inmobiliario. El formato de las reuniones proporciona una plataforma única para la construcción y establecimiento de relaciones, el desarrollo de sociedades y de estímulo de negocios. Los debates son de alto nivel y abarcan temas estratégicos para el mercado, considerando cada uno de los segmentos: oficinas, hoteles, industrial y logística, urbanizaciones, residencial y centros comerciales & retail.



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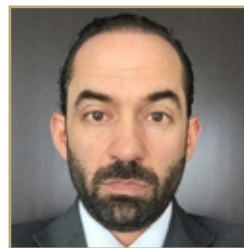
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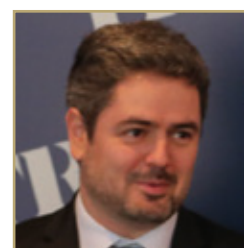
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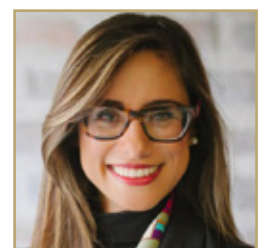
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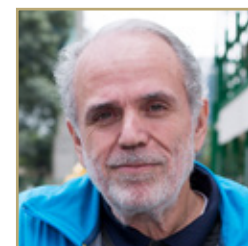
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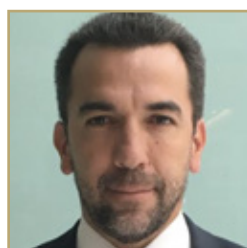
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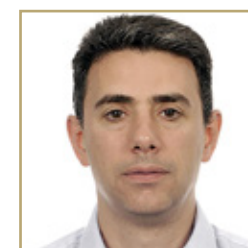
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# Argentina, open to the world

Discover landmark opportunities in Real Estate

THE GALLERY  
9:45 am - 9:50 am

After almost a decade of isolation, Argentina is implementing several reforms to rebuild trust and confidence, return to the global business and investment community, and pave the way for sustainable growth.

As part of the country's return to the investment world, the Government of Argentina is offering iconic land sites to private investors. These sites represent over \$2.0 bn in investment opportunities and over 600,000 sqm to be developed in some of the most attractive areas of the city of Buenos Aires.

We are glad to invite you to meet with the Government officials leading these projects that will be offered through public auctions during 2017.



**RAMON LANUS**  
President  
FEDERAL LAND & PROPERTY AGENCY (AABE)

**FEDERAL LAND & PROPERTY AGENCY**

We are the federal government agency in charge of the administration of all government land and property. We work from a federal perspective to promote an efficient use of government estate for different purposes:

- To produce urban land within a well-planned and sustainable development of the cities.
- To provide land for public policies over the country (i.e. housing, production, renewable energy, infrastructure, among other items).
- To structure and contribute with public - private investment projects.

Thus, we collaborate with the invigoration of regional and local economies by encouraging the creation of sources of employment.



**ANDRES ONDARRA**  
Executive Vice President  
ARGENTINA INVESTMENT AND TRADE PROMOTION AGENCY

**ARGENTINE INVESTMENT AND TRADE PROMOTION AGENCY**

Established in 2016, the Argentine Investment and Trade Promotion Agency contributes to the social and economic development of Argentina by:

- Attracting and facilitating high-quality investment in strategic sectors.
- Helping Argentine companies expand their businesses in international markets.
- Promoting an improved business climate and regulatory environment.
- Generating detailed market information and insights that add value to investors and Argentine companies.

Our mission is to contribute to the creation of quality jobs in Argentina by promoting investment and international trade. We aim to be the strategic partner and single point of contact for companies, facilitating streamlined and transparent processes.



Catalinas



Catalinas Norte view

# Discussions | Thursday 30th

Discusiones | Jueves 30

13:00 - 13:30 REGISTRATION . REGISTRO

THE GALLERY  
13:30 - 14:20

## MASTER DISCUSSION SESSION . SESIÓN DE DISCUSIÓN MAGISTRAL

INSTITUTIONAL INVESTORS - HOW FAR UP THE RISK CURVE MAKES SENSE FOR LATAM INVESTING?  
INVERSIONISTAS INSTITUCIONALES - ¿HASTA QUE PUNTO LA CURVA DE RIESGO TIENE SENTIDO PARA INVERTIR EN LA REGIÓN?

TIME / ROOM  
HORA / SALA



WEST ROOM

EAST ROOM

14:20 - 14:40 NETWORKING

14:40 - 15:30 DISCUSSION . DISCUSIÓN

**Brazil Outlook** - Time for bargains?  
Panorama Brasileño - ¿Momento para "gangas"?

Alexandre Frankel, André Freitas, André Kissajikian, Elie Horn, Fabricio Mitre, Gerson Amado, Joshua Pristaw, Leandro Bousquet Viana, Luiz Augusto F. do Amaral, Marcelo Fedak, Martin Jaco, Mauro Dias, Max Lima, Moise Politi, Nessim Sarfati, Rita-Rose Gagné, Thomas McDonald

**Mexico** - The biggest loser from Trump's presidency?  
México - ¿El mayor perdedor a raíz de la administración de Trump?

Federico Martin Del Campo, Ignacio Bezares del Cueto, Jaime Fasja, Javier Barrios, Jimmy Arakanji, Jorge Ávalos, Jorge Gomez, Jose Shabot, Juan Carlos Ostos, Juan Monroy, Luis Gutierrez, Manuel Gutierrez Salorio, Mark Hafner, Oscar Calvillo Amaya, Ricardo Zúñiga Massieu, Rodrigo Díaz Álvarez, Salvador Cayón, Santiago Porta, Tal Peri, Vicente Naves

**Colombia, Chile, Peru & Argentina**  
Enough scale? Enough liquidity?  
Colombia, Chile, Perú y Argentina - ¿Razonable escala? ¿Suficiente liquidez?

Adriana Hurtado Uriarte, Alfredo Rizo, Andrés Alvarado Ortiz, Carlos Isaza, Christian Lesmes Abril, Cristián Menichetti Pilasi, Gabriel Florez, German Rojas, Gregorio Schneider, Jairo Corrales Castro, Jean Pierre Serani Toro, Juan Felipe Yarcé Villa, Juan Lavaud, María Clara Aristizábal, Misael Shimizu, Philipp Braunfels, Santiago Riva, Thait Chang-Say

TIME / ROOM  
HORA / SALA



WEST ROOM

EAST ROOM

THE LIBRARY

15:30 - 15:50 NETWORKING

15:50 - 16:50 DISCUSSION . DISCUSIÓN

**Industrial & Logistics** - Boring but sexy returns?  
Industrial y Logística - ¿Aburrido... pero con atractivos retornos?

Alfredo Rizo, Claudio Ramon, Eduardo Bastitta, Fernando Terra, Gerardo Ruiz, Guilherme Palocci, José Alves Neto, Juan Monroy, Luis Gutierrez, Reyes Baeza, Ricardo Antoneli

**Offices** - Under threat or a safe haven?  
Oficinas - ¿Bajo amenaza o refugio seguro?

Andrés Ceballos, Antonio Jalaff Sanz, Camila Dias, Fernando Didziakas, Fernando Gallino, Fuad Velasco Juri, Gabriel Florez, Giancarlo Nicastro, Marcelo da Costa Santos, Marco Antonio Canaes, Rafael Birmann, Rafael Marcos, Santiago Vásquez Obando, Sidnei Cosme

**Residential** - What pricepoint in which markets?  
Residencia - ¿Qué precios, en qué mercados?

Anthony James DiBiase, Asterio Safatle, Carolina Burg, Eduardo Gutiérrez, Ernesto Davidsohn, Frederico Azevedo, Gregorio Schneider, Pedro Oliva, Rafael Álvarez, Ricardo Santa Cruz, Rodrigo Díaz Álvarez, Santiago Collada Chavez, Sergio Pino, Vicente Naves

**Capitals** - Overpriced? Will the eyes turn to secondary cities?  
Capitales - ¿muy caras? ¿Se desviarán las miradas hacia las ciudades secundarias?

Horacio J Parga, Jorge Gomez, Juan Cadena, Norma Giese

17:00

DRINKS RECEPTION . COCKTAIL DE BIENVENIDA

## Thursday 30th Jueves 30

13:00 - 13:30  
Registration Registro

13:30 - 14:20  
Master Discussion Session  
Sesión de Discusión Magistral

14:40 - 16:50  
Discussions Discusiones

17:00  
Drinks Reception  
Cocktail de Bienvenida

Dream Downton Hotel

355 W 16th St, New York, NY 10011

## Friday 31st Viernes 31

09:15 - 09:45  
Registration Registro

09:45 - 09:50  
Special Session

09:50 - 10:45  
Keynote Panel

10:45 - 12:45  
Discussions Discusiones

12:45 - 14:00  
Lunch Almuerzo

14:00 - 16:30  
Discussions Discusiones

16:30  
Farewell Drinks Cocktail de Despedida



09:15 - 09:45 REGISTRATION . REGISTRO

THE GALLERY  
09:45 - 09:50

**SPECIAL SESSION**  
ARGENTINA, OPEN TO THE WORLD. DISCOVER LANDMARK OPPORTUNITIES IN REAL ESTATE

**RAMON LANUS**  
FEDERAL LAND & PROPERTY  
AGENCY AABE

**ANDRES ONDARRA**  
ARGENTINA INVESTMENT AND  
TRADE PROMOTION AGENCY

THE GALLERY  
09:50 - 11:45

**KEYNOTE PANEL**  
INVESTING IN LATIN AMERICA - HUNGRY FOR RETURNS...BUT WHERE TO FEAST?  
INVIRTIENDO EN AMÉRICA LATINA - HAMBRIENTO POR RETORNOS... PERO, ¿DÓNDE DARSE EL BANQUETE?

**ADAM GALISTEU** (GIC),  
**ELIE HORN** (CYRELA), **LUIS PEREDA** (GRUPO LAR),  
**GARY GARRABRANT** (JAGUAR GROWTH PARTNERS)

TIME / ROOM  
HORA / SALA



WEST ROOM

EAST ROOM

THE LIBRARY

11:45 - 12:45 DISCUSSION . DISCUSIÓN

**Retail** - New formats or keep it simple?  
**Retail** - ¿Nuevos formatos o mantenerlo simple?

Claudio Dall'acqua Jr, Cristián Menichetti Pílasí, Daniel Elsztain, Jaime Fasja, Jimmy Arakanji, Juan Monroy, Misael Shimizu, Nicolás Jaramillo, Salvador Cayón, Susana Balbes Pazos, Vicente Naves

**Trump effect** - Cry or sell tissues? Identifying opportunities during challenging times  
**Efecto Trump** - ¿Llorar o vender pañuelos? Identificar oportunidades en tiempos de crisis

Anthony James DiBiase, Carlos Angulo, Christian Lesmes Abril, Eduardo Orozco, Eduardo Romero, Prabhu Raman

**Global Equity & Local Partners** - Is it working?  
**Capital Extranjero & Socios Locales** - ¿Está funcionando?

Cliff Payne, Jean Pierre Serani Toro, Jim Worms, Mabel Delgadillo

**Hospitality** - Where are the juiciest opportunities?  
**Hotels** - ¿Dónde se encuentran las más jugosas oportunidades?

Alejandro Ginevra, Andrés Ceballos, Diogo Bustani, German Ongay, Luis Mirabelli, Marcelo Conde, Mauricio Elizondo, Pablo Botero, Paul Adan, Paulo Pena, Rafael Marcos, Ricardo Mader, Santiago Collada Chavez

12:45 - 14:00 LUNCH . ALMUERZO

14:00 - 15:00 DISCUSSION . DISCUSIÓN

**Brazil** - Which sectors will deliver the best returns?  
**Brasil** - ¿Cuáles sectores darán mayores retornos?

Camila Dias, Giancarlo Nicastro, Guilherme Palocci, Gustavo Pellicciari, Jim Worms, José Alves Neto, Ricardo Antonelli

**Financing & the Capital Stack** - What's the ideal structure?  
**Financiación & Pila de Capital** - ¿Cuál es la estructura ideal?

Bernardo Cueva, Fernando Rubín, Joan Bertran, Juan Carlos Mier y Teran, María Rengifo, Moise Politi, Nicolás Jaramillo, Thiago Oliveira

**Mixed Use Projects** - Worth the risk?  
**Proyectos de Usos Mixtos** - ¿Vale la pena el riesgo?

Alejandro Gawianski, Alfredo Rizo, Carlos Rousseau, Fuad Velasco Juri, Rafael Álvarez, Santiago Vásquez Obando

**Multifamily for Rent** - Growing sector, but in which markets?  
**Vivienda para la Renta** - Sector en crecimiento, pero ¿en cuáles mercados?

Bob Batting, Eduardo Orozco, Mark Hafner, Sidnei Cosme

15:00 - 15:30 NETWORKING

15:30 - 16:30 DISCUSSION . DISCUSIÓN

**Mexico** - Are FIBRAs getting stronger or is the grip loosening?  
**México** - ¿Se están fortaleciendo Las FIBRAs o están perdiendo terreno?

Alejandro Vázquez González, Carlos Rousseau, Federico Martín Del Campo, Ignacio Bezares del Cueto, Jaime Fasja, Jimmy Arakanji, Jorge Ávalos, Juan Carlos Mier y Teran, Juan Lavaud, Juan Monroy, Luis Gutierrez, Manuel Gutierrez Salorio, Oscar Calvillo Amaya, Ricardo Zúñiga Massieu, Salvador Cayón, Vicente Naves

**Argentina Outlook** - Is the Resurrection delayed?  
**Argentina** - La esperada resurrección ¿está demorada?

Alejandro Gawianski, Alejandro Ginevra, Andrés Ondarra, Daniel Elsztain, Eduardo Bastitta, Eduardo Gutiérrez, Fernando Rubín, Horacio J Parga, Jerónimo Bosh, Paul Adan, Ramón María Lanús, Santiago Riva

**Housing Deficit** - Who should learn from who?  
**Déficit Habitacional** - ¿A quién seguirle los pasos?

Alejandro Vázquez González, Bruno Sindona, Bryan Dragoo, Douglas Grayson, Gilberto Rocha de Freitas, Jose Shabot, Juan Felipe Yarce Villa, Marcelo Willer, María Clara Aristizábal

**New Markets** - Where are the hidden gems?  
**Nuevos Mercados** - ¿Dónde están las joyas escondidas?

Eduardo Romero, Luis Mirabelli, María Rengifo, Norma Giese, Pablo Botero, Renzo Berrocal

16:30 FAREWELL DRINKS . COCKTAIL DE DESPEDIDA



# Investing in Latin America - Hungry for returns...but where to feast?

## Invirtiendo en América Latina - Hambriento por retornos... pero ¿dónde darse el banquete?

THE GALLERY  
09:50am - 10:45am

- ▶ Political risks  
Riesgos políticos
- ▶ Brazil recovery  
Recuperación de Brasil
- ▶ Mexico uncertainty  
México y la incertidumbre
- ▶ Contrarian plays across the continent  
Oportunidades en una diversa región



### ADAM GALLISTEL

Managing Director and Head for Americas  
GIC

Adam Gallistel is Managing Director and Regional Head – Americas of GIC Real Estate (GIC RE). Mr Gallistel has more than 19 years of experience in the real estate industry. Prior to GIC, he held positions at LaSalle Investment Management and The Concord Group, a real estate consulting firm. Adam holds a BA in History from the University of Pennsylvania and an MBA from Columbia Business School.



### ELIE HORN

Chairman  
CYRELA BRAZIL REALTY

Low-profile real estate Builder Elie Horn founded Cyrela Brazil. Realty in 1978 and built it into the largest publicly traded developer of high-end residential buildings in Sao Paulo and Rio de Janeiro. It operates in 17 states and 66 cities in Brazil. The company has existed for 50 years and has over dozens of thousand clients. A workaholic, he was born in Syria, arrived in Brazil when he was 11, and started working when he was 19. He reportedly still works 16 hours a day but respects Shabbat. He told the Brazilian press years ago that he planned to give away most of his fortune in his lifetime; he reportedly gives 60% of his to charity. Since 2006, Horn has been on the list of Forbes billionaires.



### GARY GARRABRANT

Managing Partner  
JAGUAR GROWTH PARTNERS

Prior to co-founding Jaguar Growth Partners with Thomas McDonald in 2013, Mr. Garrabrant co-founded and was Chief Executive Officer of Equity International since 1999. He was a principal architect of Equity International, providing strategic direction and overseeing all of the company's activities and investment portfolio. Over the course of 15 years, Equity International was transformed from an entrepreneurial enterprise to an institutional investment management company, recognized as setting a new standard as an investor and builder of companies in the emerging markets. Mr. Garrabrant served as a director for a number of portfolio companies, vice chairman of Homex (NYSE: HXM) and chairman of Gafisa (NYSE: GFA).



### LUIS PEREDA ESPESO

Executive Chairman  
GRUPO LAR

Luis Pereda is Executive Chairman of Grupo Lar, a developer and investor with current activities in seven countries of Europe and Latin America. Grupo Lar is also the manager of Lar España Real Estate, a Spanish REIT that trades on the Madrid stock exchange. Luis graduated from the University of Madrid with a BA in Law and a BS in Econometrics. He holds postgraduate degrees from IESE, MIT and Harvard. He is also a Professor of Management at the Instituto de Empresa in Madrid, Advisor to the Board of Grupo Barceló and Member of the Advisory Board of GED Fund Management.





# Institutional Investors - How far up the risk curve makes sense for Latam investing?

## Inversionistas institucionales - ¿Hasta qué punto la curva de riesgo tiene sentido para invertir en la región?

THE GALLERY  
 01:30pm - 2:20pm

- ▶ Local and foreign appetite  
Apetito local y extranjero
- ▶ Return expectation vs reality  
Expectativas de retorno vs realidad
- ▶ Regulations & restrictions  
Regulaciones y restricciones
- ▶ Long term outlook  
Perspectiva a largo plazo



**ANDRÉS ALVARADO ORTIZ**  
 Managing Partner,  
 Real Estate  
 SURA ASSET  
 MANAGEMENT



**BERNARDO SAMPAIO**  
 Investment Manager  
 ADIA - ABU DHABI  
 INVESTMENT  
 AUTHORITY



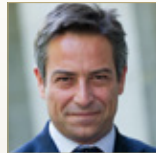
**CARLOS ANGULO**  
 Socio- Consejo  
 Ejecutivo  
 TERRANUM  
 INVERSIÓN  
 COLOMBIA



**CLIFF CHANDLER**  
 Senior Managing  
 Director Investment  
 Mana  
 GREYSTAR  
 INVESTMENT GROUP



**KARL KREPPNER**  
 Senior Vice President/  
 Investments  
 CADILLAC FAIRVIEW



**MANUEL MARTIN**  
 Head of South East  
 Region US and Latam  
 TH REAL ESTATE



**PRABHU RAMAN**  
 Managing Director -  
 Global Real Estate  
 MACQUARIE CAPITAL  
 - USA



**RITA-ROSE GAGNÉ**  
 Executive Vice  
 President, Growth  
 Markets  
 IVANHOÉ  
 CAMBRIDGE



**ROBERT BATTING**  
 Managing Director  
 BLACK CREEK GROUP



**SANTIAGO PORTA**  
 Principal Investment  
 Officer  
 IFC



**TAL PERI**  
 Head of US East Coast  
 and Latin America  
 UNION INVESTMENT  
 REAL ESTATE



**THOMAS MCDONALD**  
 Managing Partner  
 JAGUAR GROWTH  
 PARTNERS

# Brazil Outlook - Time for bargains?

## Panorama Brasileiro - ¿Momento para "gangas"?

TRX  
 02:40pm - 3:30pm

- ▶ Foreign investors - staying positive for much longer?  
Inversores extranjeros - ¿permanecerán positivos por más tiempo?
- ▶ Will 2017 bring a deeper fall?  
¿Traerá el 2017 una caída más profunda?
- ▶ Opportunities in times of crisis  
Oportunidades en tiempo de crisis



**ALEXANDRE FRANKEL**  
 CEO  
 VITACON



**ANDRÉ FREITAS**  
 Partner and CEO  
 HEDGE ALTERNATIVE  
 INVESTMENTS



**ANDRÉ KISSAJIKIAN**  
 Presidente  
 AK REALTY



**ELIE HORN**  
 Presidente do  
 Conselho de  
 Administração  
 CYRELA BRAZIL  
 REALTY



**FABRICIO MITRE**  
 CEO  
 MITRE REALTY



**GERSON AMADO**  
 Managing Director,  
 Brazil  
 NWHRET



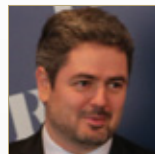
**JOSÉ NETO**  
 Presidente do  
 Conselho de  
 Administração  
 JHSF PARTICIPAÇÕES  
 S.A.



**JOSHUA PRISTAW**  
 Senior Managing  
 Director  
 GTIS PARTNERS



**LEANDRO BOUSQUET VIANA**  
 Partner  
 VINCI PARTNERS



**LUIZ AUGUSTO DO AMARAL**  
 CEO  
 TRX GROUP



**MARCELO FEDAK**  
 Managing Director  
 BLACKSTONE



**MARTIN JACO**  
 CEO  
 BR PROPERTIES



**MAURO DIAS**  
 President  
 GLOBAL LOGISTIC  
 PROPERTIES



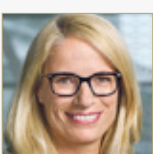
**MAX LIMA**  
 Sócio Diretor  
 HSI



**MOISE POLITI**  
 Senior Advisor RE  
 Asset Management  
 UBS BRAZIL



**NESSIM SARFATI**  
 Sócio-Diretor  
 BARZEL PROPERTIES



**RITA-ROSE GAGNÉ**  
 Executive Vice  
 President, Growth  
 Markets  
 IVANHOÉ  
 CAMBRIDGE



**THOMAS MCDONALD**  
 Managing Partner  
 JAGUAR GROWTH  
 PARTNERS



**WALTER CARDOSO**  
 President  
 CBRE BRAZIL

# Colombia, Chile, Peru & Argentina - Enough scale? Enough liquidity?

## Colombia, Chile, Perú y Argentina - ¿Razonable escala? ¿Suficiente liquidez?

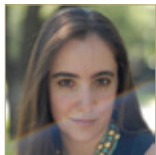
**EAST ROOM**  
02:40pm - 03:30pm

▶ Asset classes  
Clases de activos

▶ Scale  
Escala

▶ Liquidity  
Liquidez

▶ Exit Strategy  
Estrategias de salida



**ADRIANA HURTADO  
URIARTE**  
Vicepresidente  
NEXUS CAPITAL  
PARTNERS



**ALFREDO RIZO**  
Presidente & CEO  
TERRANUM



**ANDRÉS ALVARADO  
ORTIZ**  
Managing Partner –  
Real Estate  
SURA ASSET  
MANAGEMENT



**CARLOS ISAZA**  
CEO  
AKTIVOS  
INMOBILIARIOS  
S.A.S.



**CHRISTIAN LESMES  
ABRIL**  
Director of Market  
Intelligence  
KANDEO INVESTMENT  
ADVISORS COLOMBIA



**CRISTIÁN  
MENICHETTI PILASI**  
Gerente General  
Corporativo  
GRUPO PATIO



**GABRIEL FLOREZ**  
Gerente General  
PÉNTACO



**GERMAN ROJAS**  
Co-Founder & Partner  
KIRUNA CAPITAL  
PARTNERS



**GREGORIO  
SCHNEIDER**  
Managing Partner  
TC LATIN AMERICA  
PARTNERS



**JAIRO CORRALES  
CASTRO**  
Gerente General -  
Investor Real Estate  
TERRANUM  
INVERSIÓN



**JEAN PIERRE SERANI  
TORO**  
CEO of Banca de  
Inversión  
GRUPO  
BANCOLOMBIA



**JUAN FELIPE YARCE  
VILLA**  
Country Head -  
Colombia  
GRUPO LAR



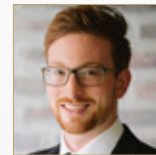
**JUAN LAVAUD**  
Gerente General  
W CAPITAL SAFI



**MARÍA CLARA  
ARISTIZÁBAL**  
Managing Director,  
Corporate Strategy  
GRUPO ARGOS



**MISAEI SHIMIZU**  
VP Real Estate  
INRETAIL



**PHILIPP BRAUNFELS**  
Vice President  
Investment Manager  
Andean  
JAMESTOWN LATIN  
AMERICA



**SANTIAGO RIVA**  
CEO and Chairman  
RIVA S.A



**THAIT CHANG-SAY**  
CEO  
ARMANDO PAREDES





# Mexico - The biggest loser from Trump's presidency?

## México - ¿El mayor perdedor a raíz de la administración de Trump?

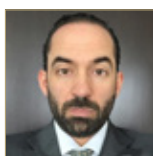
WEST ROOM  
02:40pm - 03:30pm

▶ Trump & the wall  
Trump & el Muro

▶ Peso volatility  
Volatilidad del Peso

▶ Economic slowdown  
Desaceleración económica

▶ Local government  
contingency plan  
Plan de contingencia del  
gobierno local



**FEDERICO MARTIN DEL CAMPO**  
CEO - Mexico  
WALTON STREET CAPITAL



**IGNACIO BEZARES DEL CUETO**  
Director General México  
GRUPO LAR



**JAIME FASJA**  
Founder and Co-CEO  
THOR URBANA



**JIMMY ARAKANJI**  
Founder and Co-CEO  
THOR URBANA CAPITAL



**JORGE ÁVALOS**  
CEO  
FIBRA MTY



**JORGE GOMEZ**  
Chief Executive Officer  
OUEST - OCCIDENTAL CORPORATIVO



**JOSE SHABOT**  
Director General  
QUIERO CASA



**JUAN CARLOS OSTOS**  
Chief Financial & Operations Officer  
MIRA COMPANIES



**JUAN MONROY**  
CEO  
MACQUARIE



**LUIS GUTIERREZ**  
President  
PROLOGIS



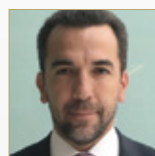
**MANUEL GUTIERREZ SALORIO**  
Managing Director  
CREDIT SUISSE



**MARK HAFNER**  
CEO & Co-founder  
HASTA CAPITAL



**OSCAR CALVILLO AMAYA**  
Director General  
FIBRA INN



**RICARDO ZÚÑIGA MASSIEU**  
Chairman and CEO  
VERTEX REAL ESTATE



**RODRIGO DÍAZ ÁLVAREZ**  
Director General  
ACCIONA REAL ESTATE



**SALVADOR CAYÓN**  
Chief Executive Officer  
FIBRA SHOP



**TAL PERI**  
Head of US East Coast and Latin America  
UNION INVESTMENT REAL ESTATE



**VICENTE NAVES**  
Director General  
GRUPO FREL - DESARROLLOS



## Capitals - Overpriced? Will the eyes turn to secondary cities?

Capitales - ¿Muy caras? ¿Se desviarán las miradas hacia las ciudades secundarias?

THE LIBRARY  
03:50pm - 04:50pm

- ▶ Land availability  
Disponibilidad de tierras
- ▶ Population growth and migration  
Crecimiento y migración poblacional
- ▶ Where can the biggest and juiciest opportunities be found?  
¿Dónde se pueden encontrar las oportunidades más grandes y jugosas?



**HORACIO J PARGA**  
Director  
GRUPO EDISUR



**JORGE GOMEZ**  
Chief Executive Officer  
OUEST - OCCIDENTAL  
CORPORATIVO



**JUAN CADENA**  
Sócio Gestor  
KIRUNA CAPITAL  
PARTNERS



**NORMA GIESE**  
Directora de Desarrollo  
de Proyectos  
ORANGE  
INVESTMENTS

## Industrial & Logistics - Boring but sexy returns?

Industrial y Logística - ¿Aburrido... pero con atractivos retornos?

TRX  
03:50pm - 04:50pm

- ▶ Trends in the different markets  
Tendencias en los diferentes mercados
- ▶ Technology shaping the future of the industrial and logistic parks  
Tecnologías modelando el futuro de los parques industriales y logísticos



**ALFREDO RIZO**  
Presidente & CEO  
TERRANUM



**CLAUDIO RAMON**  
President  
AMISTAD  
INDUSTRIAL  
DEVELOPERS



**EDUARDO BASTITTA**  
CEO  
PLAZA LOGISTICA



**FERNANDO TERRA**  
Director - Latin  
America  
CBRE



**GERARDO RUIZ**  
Managing Partner  
ADVANCE REAL  
ESTATE



**GUILHERME  
PALOCCI**  
Vice President  
CLARION PARTNERS



**JUAN MONROY**  
CEO  
MACQUARIE



**LUIS GUTIERREZ**  
President  
PROLOGIS



**REYES BAEZA**  
Real Estate Director  
AMERICAN  
INDUSTRIES GROUP



**RICARDO ANTONELLI**  
Chief Development  
Officer  
GLP



# Offices - Under threat or a safe haven?

## Oficinas - ¿Bajo amenaza o refugio seguro?

WEST ROOM  
03:50pm - 04:50pm

► Supply and demand across key markets  
Oferta y demanda en mercados clave

► Integration into Mixed Use - Magic Combination?  
Integración en desarrollos de uso mixto - ¿Combinación mágica?

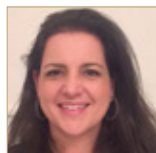
► 'New' investment locations  
Nuevas ubicaciones de inversión



**ANDRÉS CEBALLOS**  
Vicepresidente  
Negocios Corporativos  
PACTIA



**ANTONIO JALAFF SANZ**  
Executive Director  
GRUPO PATIO



**CAMILA DIAS**  
Diretora Executiva  
GRUPO ARCEL



**FERNANDO DIDZIAKAS**  
Business Director  
BUILDINGS



**FERNANDO GALLINO**  
CEO  
HIT GROUP



**FUAD VELASCO JURI**  
Partner  
NEXUS CAPITAL  
PARTNERS



**GABRIEL FLOREZ**  
Gerente General  
PÉNTACO



**GIANCARLO NICASTRO**  
CEO  
SIILA BRASIL



**MARCELO DA COSTA SANTOS**  
Sócio Diretor  
ENGEBANC REAL  
ESTATE



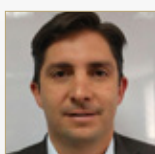
**MARCO ANTONIO CANAES**  
Managing Director  
AK REALTY



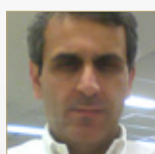
**RAFAEL BIRMANN**  
President  
BIRMANN S/A



**RAFAEL MARCOS**  
CEO  
GRUPO FREL



**SANTIAGO VÁSQUEZ OBANDO**  
CFO  
AKTIVOS  
INMOBILIARIOS  
S.A.S.



**SIDNEI COSME**  
New Business  
Development Director  
CAMARGO CORRÉA  
DESENVOLVIMENTO  
IMOBILIÁRIO - CCDI

# Residential - What pricepoint in which markets?

## Residencial - ¿Qué precios, en qué mercados?

**EAST ROOM**  
03:50pm - 04:50pm

► Luxury vs mid-market  
Luxury vs mid -market

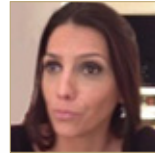
► Student housing vs senior living  
Residencia estudiantil vs residencia senior



**ANTHONY JAMES  
DIBIASE**  
Principal  
CA VENTURES LLC



**ASTERIO SAFATLE**  
Partner  
TALLENTO  
ENGENHARIA



**CAROLINA BURG**  
Partner  
JFL REALTY



**EDUARDO  
GUTIÉRREZ**  
Presidente  
GRUPO FARALLÓN



**ERNESTO  
DAVIDSOHN**  
Presidente - Fundador  
NEWLAND  
DESARROLLOS  
INMOBILIARIOS



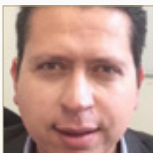
**FREDERICO  
AZEVEDO**  
Diretor Presidente  
CONSTRUTORA  
ALTANA



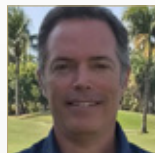
**GREGORIO  
SCHNEIDER**  
Managing Partner  
TC LATIN AMERICA  
PARTNERS



**PEDRO OLIVA**  
Diretor de Novos  
Negócios  
MITRE REALTY



**RAFAEL ÁLVAREZ**  
VP Business  
Development  
OSPINAS & CIA



**RICARDO SANTA  
CRUZ**  
CEO  
RASALAND  
INVESTORS



**ROBERT BATTING**  
Managing Director  
BLACK CREEK GROUP



**RODRIGO DÍAZ  
ÁLVAREZ**  
Director General  
ACCIONA REAL  
ESTATE



**SANTIAGO  
COLLADA CHAVEZ**  
CIO  
ARTHA CAPITAL



**SERGIO PINO**  
President, CEO  
CENTURY  
HOMEBUILDERS  
GROUP



**VICENTE NAVES**  
Diretor General  
GRUPO FREL -  
DESARROLLOS



THE GALLERY  
09:45 - 09:50

**SPECIAL SESSION**  
ARGENTINA, OPEN TO THE WORLD. DISCOVER LANDMARK OPPORTUNITIES IN REAL ESTATE

**RAMON LANUS**  
FEDERAL LAND & PROPERTY  
AGENCY AABE

**ANDRES ONDARRA**  
ARGENTINA INVESTMENT AND  
TRADE PROMOTION AGENCY

THE GALLERY  
09:50 - 11:45

**KEYNOTE PANEL**  
INVESTING IN LATIN AMERICA - HUNGRY FOR RETURNS...BUT WHERE TO FEAST?  
INVIRTIENDO EN AMÉRICA LATINA - HAMBRIENTO POR RETORNOS... PERO, ¿DÓNDE DARSE EL BANQUETE?

**ADAM GALISTEU** (GIC),  
**ELIE HORN** (CYRELA), **LUIS PEREDA** (GRUPO LAR),  
**GARY GARRABRANT** (JAGUAR GROWTH PARTNERS)

## Global Equity & Local Partners - Is it working? Capital Extranjero & Socios Locales - ¿Está funcionando?

**EAST ROOM**  
11:45am - 12:45pm

► **Choosing partners**  
Elección de socios

► **Deal structuring**  
Estructuración de acuerdos

► **Sharing war stories**  
Compartiendo historias de guerra



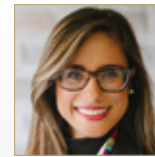
**CLIFF PAYNE**  
Senior Vice President  
EQUITY  
INTERNATIONAL



**JEAN PIERRE SERANI  
TORO**  
CEO of Banca de  
Inversión  
GRUPO  
BANCOLOMBIA



**JIM WORMS**  
Chairman and CEO  
PALADIN REALTY  
PARTNERS



**MABEL DELGADILLO**  
Managing Director  
Head of Andean  
Region  
JAMESTOWN LATIN  
AMERICA

## Hospitality - Where are the juiciest opportunities? Hoteles - ¿Dónde se encuentran las más jugosas oportunidades?

**THE LIBRARY**  
11:45am - 12:45pm

► **Right segment for the  
right market**  
Segmento correcto para cada  
mercado

► **Upscale vs Midscale**  
Alta vs media gama

► **Airbnb & disruptive tech**  
Airbnb & tecnologías disruptivas

► **Markets on the up - Argentina?  
Ecuador? Peru? ... Cuba, even?**  
Mercado crecientes - ¿Argentina?  
¿Ecuador? ¿Perú?.. incluso ¿Cuba?



**ALEJANDRO  
GINEVRA**  
President  
GNV GROUP



**ANDRÉS CEBALLOS**  
Vicepresidente  
Negocios Corporativos  
PACTIA



**DIOGO BUSTANI**  
Investments  
HSI



**GERMAN ONGAY**  
Regional VP de  
Desarrollo  
IHG



**LUIS MIRABELLI**  
VP, Development  
Latam & Caribbean  
WYNDHAM HOTEL  
GROUP



**MARCELO CONDE**  
CEO  
STX  
DESENVOLVIMENTO  
IMOBILIÁRIO



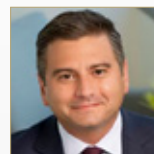
**MAURÍCIO  
ELIZONDO**  
Director de Desarrollo  
Resorts  
GRUPO POSADAS



**PABLO BOTERO**  
Director Acquisitions  
and Development  
VICEROY HOTEL  
GROUP



**PAUL ADAN**  
VP, Development Latin  
America & Caribbean  
MARRIOTT  
INTERNATIONAL



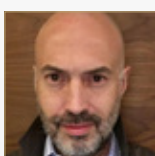
**PAULO PENA**  
President LATAM  
WYNDHAM HOTEL  
GROUP



**RAFAEL MARCOS**  
CEO  
GRUPO FREL



**RICARDO MADER**  
Managing Director  
JLL



**SANTIAGO  
COLLADA CHAVEZ**  
CIO  
ARTHA CAPITAL

## Retail - New formats or keep it simple?

Retail - ¿Nuevos formatos o mantenerlo simple?

TRX  
11:45am - 12:45pm

► Consumer nuances across Latam  
Comportamiento del consumidor a lo largo de Latinoamérica

► Experiential and destination shopping  
Compras experimentales y de destino

► Malls vs outlets vs stripcentres vs lifestyle  
Malls vs outlets vs stripcentres vs lifestyle

Web & bricks 'n' mortar working as one  
Integración era digital con los ladrillos y mortero



**BRUNO LASKOWSKY**  
Managing Director  
Real Estate  
CREDIT SUISSE  
HEDGING-GRIFFO



**CLAUDIO DALL'ACQUA JR**  
Diretor de Gestão e Desenvolvimento  
IGUATEMI - EMPRESA SHOPPING CENTERS



**CRISTIÁN MENICHETTI PILASI**  
Gerente General Corporativo  
GRUPO PATIO



**DANIEL ELSZTAIN**  
General manager of Real Estate Operation  
IRSA



**JAIME FASJA**  
Founder and Co-CEO  
THOR URBANA



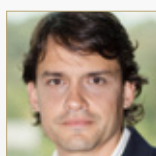
**JIMMY ARAKANJI**  
Founder and Co-CEO  
THOR URBANA CAPITAL



**JUAN MONROY**  
CEO  
MACQUARIE



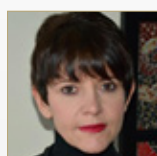
**MISAEEL SHIMIZU**  
VP Real Estate  
INRETAIL



**NICOLÁS JARAMILLO**  
Present  
PACTIA



**SALVADOR CAYÓN**  
Chief Executive Officer  
FIBRA SHOP



**SUSANA BALBES PAZOS**  
Head of Real Estate Americas  
L'ORÉAL



**VICENTE NAVES**  
Director General  
GRUPO FREL - DESARROLLOS

## Trump effect - Cry or sell tissues? Identifying opportunities during challenging times

Efecto Trump - ¿Llorar o vender pañuelos? Identificar oportunidades en tiempos de crisis

WEST ROOM  
11:45am - 12:45pm

► US- Latin America relations  
Relaciones entre USA y América Latina

► Foreign investors perspective on Latam- Will their investment strategy change?  
Perspectiva del inversor norteamericano - ¿Cambiarán de estrategia?

► How to mitigate the impact of Trump's policies and not die in the attempt?  
¿Cómo mitigar el impacto de las políticas de Trump y no morir en el intento?

► Will a greater regional integration be needed? Beyond Mila, Pacific Alliance...  
¿Será necesaria una mayor integración regional? - Más allá del Mila, Alianza del Pacífico...



**ANTHONY JAMES DIBIASE**  
Principal  
CA VENTURES LLC



**CHRISTIAN LESMES ABRIL**  
Director of Market Intelligence  
KANDEO INVESTMENT ADVISORS COLOMBIA



**EDUARDO OROZCO**  
Managing Director,  
Latin America  
GREYSTAR - MÉXICO



**EDUARDO ROMERO**  
Head of Merchant Banking  
BTG PACTUAL



**PRABHU RAMAN**  
Managing Director -  
Global Real Estate  
MACQUARIE CAPITAL - USA



**CARLOS ANGULO**  
Socio- Consejo Ejecutivo  
TERRANUM INVERSIÓN - COLOMBIA



## Brazil - Which sectors will deliver the best returns?

### Brasil - ¿Cuáles sectores darán mayores retornos?

**TRX**  
02:00pm - 03:00pm

- ▶ What are the expected IRRs?  
¿Cuáles serán las TIR?
- ▶ Is it time for greenfield projects?  
¿Llegó el momento para proyectos greenfield?
- ▶ Which traps must be avoid when entering the country?  
¿Cuáles trampas hay que evitar al entrar en el país?



**CAMILA DIAS**  
Diretora Executiva  
GRUPO ARCEL



**GIANCARLO NICASTRO**  
CEO  
SIILA BRASIL



**GUILHERME PALOCCI**  
Vice President  
CLARION PARTNERS



**GUSTAVO PELLICCIARI**  
Diretor de  
Incorporação  
CAMARGO CORRÊA  
DESENVOLVIMENTO  
IMOB



**JIM WORMS**  
Chairman and CEO  
PALADIN REALTY  
PARTNERS



**RICARDO ANTONELI**  
Chief Development  
Officer  
GLP

## Financing & the Capital Stack - What's the ideal structure?

### Financiación & Pila de Capital - ¿Cuál es la estructura ideal?

**WEST ROOM**  
02:00pm - 03:00pm

- ▶ Banks vs alternative lenders  
Bancos vs prestamistas alternativos
- ▶ Mezz and bridging financing Fees and kickers  
"Mezzanine" y financiación puente Tasas



**BERNARDO CUEVA**  
Director,  
Administración de  
Propiedades  
FIBRAMTY



**FERNANDO RUBIN**  
Gerente General  
BANCO  
HIPOTECARIO



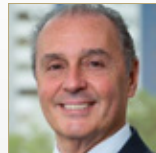
**JOAN BERTRAN**  
Global Head of  
Commercial Real  
Estate FI  
BANC SABADELL



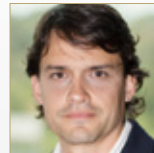
**JUAN CARLOS MIER  
Y TERAN**  
Sector Head Real  
Estate - Global Banking  
HSBC MEXICO S.A.



**MARIA RENGIFO**  
Director  
CREDIT SUISSE



**MOISE POLITI**  
Senior Advisor RE  
Asset Management  
UBS BRAZIL



**NICOLÁS  
JARAMILLO**  
Present  
PACTIA



**THIAGO OLIVEIRA**  
Board Member, CFO  
& IRO  
JHSF PARTICIPAÇÕES  
S.A.

## Mixed Use Projects - Worth the risk?

### Proyectos de Usos Mixtos - ¿Vale la pena el riesgo?

**EAST ROOM**  
02:00pm - 03:00pm

- ▶ Population shifts  
Cambio poblacional
- ▶ Land scarcity  
Escasez de tierras
- ▶ Uses integration & the pursuit of balance. How to achieve greater profitability?  
Integración de usos y la búsqueda del equilibrio. ¿Cómo lograr mayor rentabilidad?
- ▶ Potential management difficulties  
Potenciales problemáticas de gestión



**ALEJANDRO GAWIANSKI**  
President  
HIT GROUP



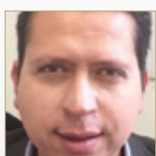
**ALFREDO RIZO**  
Presidente & CEO  
TERRANUM



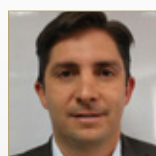
**CARLOS ROUSSEAU**  
Senior Partner  
ORANGE  
INVESTMENTS



**FUAD VELASCO JURI**  
Partner  
NEXUS CAPITAL  
PARTNERS



**RAFAEL ÁLVAREZ**  
VP Business  
Development  
OSPINAS & CIA



**SANTIAGO VÁSQUEZ OBANDO**  
CFO  
AKTIVOS  
INMOBILIARIOS  
S.A.S.

# Multifamily for Rent - Growing sector, but in which markets?

## Vivienda para la Renta - Sector en crecimiento, pero ¿en cuáles mercados?

THE LIBRARY  
02:00pm - 03:00pm

- ▶ Demographic & socio-economic trends  
Tendencias demográficas y socioeconómicas
- ▶ Legal feasibility  
Viabilidad jurídica
- ▶ Rent evolution & revolution  
Evolución y revolución de la renta



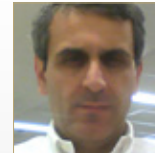
**EDUARDO OROZCO**  
Managing Director,  
Latin America  
GREYSTAR - MÉXICO



**MARK HAFNER**  
CEO & Co-founder  
HASTA CAPITAL



**ROBERT BATTING**  
Managing Director  
BLACK CREEK GROUP



**SIDNEI COSME**  
New Business  
Development Director  
CAMARGO CORRÉA  
DESENVOLVIMENTO  
IMOBILIÁRIO - CCDI

# Argentina Outlook - Is the Resurrection delayed?

## Argentina - La esperada resurrección ¿está demorada?

WEST ROOM  
03:30pm - 04:30pm

- ▶ Last year's expectation vs results  
Expectativas del 2016 vs resultados
- ▶ Upcoming elections  
Elecciones Legislativas
- ▶ Inflation rates  
Tasa de Inflación
- ▶ Ready to satisfy foreign investor's wishes?  
¿Listos para satisfacer los deseos del inversionista extranjero?
- ▶ Opportunities - Buenos Aires vs Secondary Cities  
Oportunidades en Buenos Aires vs ciudades secundarias



**ALEJANDRO GAWIANSKI**  
President  
HIT GROUP



**ALEJANDRO GINEVRA**  
President  
GNV GROUP



**ANDRÉS ONDARRA**  
Executive Vice  
Presidente  
ARGENTINA  
INVESTMENT AND  
TRADE PROMOTION  
AGENCY



**DANIEL ELSZTAIN**  
General manager of  
Real Estate Operation  
IRSA



**EDUARDO BASTITTA**  
CEO  
PLAZA LOGÍSTICA



**EDUARDO GUTIÉRREZ**  
Presidente  
GRUPO FARALLÓN



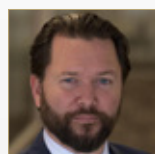
**FERNANDO RUBIN**  
Gerente General  
BANCO  
HIPOTECARIO



**HORACIO J PARGA**  
Director  
GRUPO EDISUR



**JERÓNIMO BOSH**  
Partner  
GRUPO PEGASUS



**PAUL ADAN**  
VP, Developmen Latin  
America & Caribbean  
MARRIOTT  
INTERNATIONAL



**RAMÓN MARÍA LANÚS**  
Presidente  
FEDERAL LAND &  
PROPERTY AGENCY  
(AABE)



**SANTIAGO RIVA**  
CEO and Chairman  
RIVA S.A

# Housing Deficit - Who should learn from who?

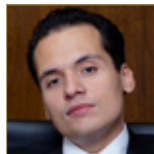
## Déficit Habitacional - ¿A quién seguirle los pasos?

**EAST ROOM**  
03:30pm - 04:30pm

- ▶ Financing of affordable housing projects  
Financiación de proyectos de interés social
- ▶ Government policies and Incentives for private sector  
Política Habitacional e incentivos para el sector privado
- ▶ Credit lines for low income families; realistic?  
Líneas de créditos para familias de bajos recursos; ¿realistas?
- ▶ Un-tapping the huge opportunities of countries with unmet demand  
Descubriendo las enormes oportunidades en países con demandas no cubiertas



**ALEJANDRO VÁZQUEZ GONZÁLEZ**  
Director General  
HERCESA  
FERROCARRIL



**BRUNO SINDONA**  
CEO  
SINDONA  
INCORPORADORA



**BRYAN DRAGOO**  
Managing Director  
LOGAN VALUATION



**DOUGLAS GRAYSON**  
Principal Housing  
Specialist Latin Ameri  
IFC



**GILBERTO ROCHA DE FREITAS**  
Diretor de Operações  
GRAN VIVER  
URBANISMO



**JOSE SHABOT**  
Director General  
QUIERO CASA



**JUAN FELIPE YARCE VILLA**  
Country Head -  
Colombia  
GRUPO LAR



**MARCELO WILLER**  
Diretor-presidente  
ALPHAVILLE  
URBANISMO



**MARÍA CLARA ARISTIZÁBAL**  
Managing Director,  
Corporate Strategy  
GRUPO ARGOS

# Mexico - Are FIBRAs getting stronger or is the grip loosening?

## México - ¿Se están fortaleciendo las FIBRAs o están perdiendo terreno?

**TRX**  
03:30pm - 04:30pm

- ▶ Time to sell or buy?  
¿Momento para vender o comprar?
- ▶ Investment and Development Strategies  
Estrategias de inversión y desarrollo
- ▶ Growth perspectives  
Perspectivas de crecimiento
- ▶ NAFTA - Automotive industry and Mexican Real Estate  
TCLAN - Industria Automotriz y el Sector Inmobiliario.
- ▶ The effect on the industrial FIBRAs  
El efecto en las FIBRAs Industriales.



**ALEJANDRO VÁZQUEZ GONZÁLEZ**  
Director General  
HERCESA  
FERROCARRIL



**CARLOS ROUSSEAU**  
Senior Partner  
ORANGE  
INVESTMENTS



**FEDERICO MARTIN DEL CAMPO**  
CEO - Mexico  
WALTON STREET  
CAPITAL



**IGNACIO BEZARES DEL CUETO**  
Director General  
México  
GRUPO LAR



**JAIME FASJA**  
Founder and Co-CEO  
THOR URBANA



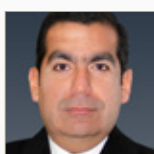
**JIMMY ARAKANJI**  
Founder and Co-CEO  
THOR URBANA  
CAPITAL



**JORGE ÁVALOS**  
CEO  
FIBRA MTY



**JUAN CARLOS MIER Y TERÁN**  
Sector Head Real Estate - Global Banking  
HSBC MEXICO S.A.



**JUAN LAVAUD**  
Gerente General  
W CAPITAL SAFI



**JUAN MONROY**  
CEO  
MACQUARIE



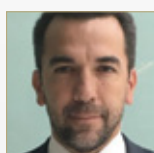
**LUIS GUTIERREZ**  
President  
PROLOGIS



**MANUEL GUTIERREZ SALORIO**  
Managing Director  
CREDIT SUISSE



**OSCAR CALVILLO AMAYA**  
Director General  
FIBRA INN



**RICARDO ZÚÑIGA MASSIEU**  
Chairman and CEO  
VERTEX REAL ESTATE



**SALVADOR CAYÓN**  
Chief Executive Officer  
FIBRA SHOP



**VICENTE NAVES**  
Director General  
GRUPO FREL -  
DESARROLLOS



# New Markets. Where are the hidden gems? Nuevos Mercados. ¿Dónde están las joyas escondidas?

THE LIBRARY  
03:30pm - 04:30pm

- ▶ Heavy bouncers (Brazil and Mexico) causing the smaller neighbors' upswing?  
El sube y baja. ¿Impulsará la caída de los dos grandes vecinos latinoamericanos el alza en los mercados de menor escala?
- ▶ Cuba - The Untapped Market, for much longer?  
Cuba - Mercado inexplorado, ¿por mucho tiempo más?
- ▶ Opportunities in Central America and the Caribbean  
Oportunidades en Centro América y el Caribe



**EDUARDO ROMERO**  
Head of Merchant  
Banking  
BTG PACTUAL



**LUIS MIRABELLI**  
VP, Development  
Latam & Caribbean  
WYNDHAM HOTEL  
GROUP



**MARIA RENGIFO**  
Director  
CREDIT SUISSE



**NORMA GIESE**  
Directora de Desarrollo  
de Proyectos  
ORANGE  
INVESTMENTS



**PABLO BOTERO**  
Director Acquisitions  
and Development  
VICEROY HOTEL  
GROUP



**RENZO BERROCAL**  
CFO  
ARMANDO PAREDES





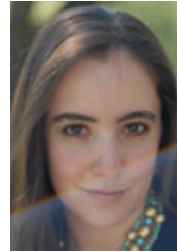
**Adam Gallistel**

Managing Director and Head of Americas  
**GIC**  
 USA

**INVESTMENT FUNDS**

As one of the world's leading investment funds, we offer a wide range of career opportunities, from scholarships and internships to openings for mid-career professionals.

Adam Gallistel is Managing Director and Regional Head – Americas of GIC Real Estate (GIC RE). Mr Gallistel has more than 19 years of experience in the real estate industry. Prior to GIC, he held positions at LaSalle Investment Management and The Concord Group, a real estate consulting firm. Adam holds a BA in History from the University of Pennsylvania and an MBA from Columbia Business School.



**Adriana Hurtado Uriarte**

Vicepresidente  
**NEXUS CAPITAL PARTNERS**  
 Colombia

**PRIVATE EQUITY MANAGER**

Nexus acts as financial advisor for relevant real estate projects in Colombia and also invests real estate assets in the country.

Mrs Hurtado has a Bachelor's degree both in Economics and Business from Universidad de los Andes in Colombia, with an MBA in corporate finance and real estate from the University of North Carolina at Chapel Hill. In 2015 Adriana joined Nexus Capital Partners as a Vice-president of the Real Estate Fund, where she is responsible for the execution of the asset allocation strategy of the stabilized fund. She has more than 10 years of experience in the financial sector and in real estate development, working in different capacities. Before joining Nexus, Adriana was CFO of a Colombian developer company Hitos Urbanos, Project Director of Nogal Asesorías Financieras and Financial Director for Mill Creek Residential Trust in Dallas, United



**Alejandro Gawianski**

President  
**HIT GROUP**  
 Argentina

**DEVELOPER**

HIT develops and manages large corporate building in Argentina. Our strategy is base in holding and managing the assets we develop with 30k m2 in performing assets and more than 50k m2 under development. We are integrated, having the capacity to develop, construct, rent and manage the assets.

Alejandro is President of HIT -Technology Industry Hotels, a pioneering network of several office buildings and Co-working spaces intended for rent. He is also President of AG3 Developments, a Corporate Architecture, Building Development and Construction company, and of Open Office, an office equipment company, that designs, manufactures and integrates projects and has the exclusive representation in Argentina of Steelcase.



**Alejandro Ginevra**

President  
**GNV GROUP**  
 Argentina

**DEVELOPER**

Alejandro Ginevra es uno de los desarrolladores inmobiliarios más reconocidos del mercado y su prestigio ha trascendido las fronteras del País. A lo largo de tres décadas ha realizado una fructífera labor profesional. Su pasión por el urbanismo, una personalidad emprendedora incomparable y su liderazgo, aunado a la tradición familiar, lo han llevado a concretar obras de gran relevancia y siempre de carácter innovador. Supo detectar las tendencias del sector, introduciendo un nuevo concepto en Argentina, el Shopping Center, participando en la realización integral de proyectos comerciales en todo el país. La construcción del Edificio Malecón, ubicado en el Dique 1 de Puerto Madero, marcó un hito en la Ciudad de Buenos Aires.



**Alejandro Vázquez González**

Director General  
**HERCESA FERROCARRIL**  
 México

**DEVELOPER**

Residencial

Consejero Ejecutivo de Hercesa Ferromex. 18 años de Experiencia en el Sector. Master M.D.I de la Universidad Politécnica de Madrid. Licenciado en Empresariales



**Alexandre Frankel**

CEO  
**VITACON**  
 Brazil

**INCORPORADOR**

Desenvolvimento Residencial e Comercial de Unidades Compactas de Alto Padrão

Fundador e CEO da Vitacon Engenheiro Civil Co-autor do Livro Como Viver em São Paulo Sem Carro eleito Cidadão Sustentável em 2014 e Empreendedor Lide de 2014.





**Alfredo Rizo**

Presidente & CEO  
**TERRANUM**  
Colombia

**DEVELOPER**

Estructura desarrolla y promueve proyectos inmobiliarios corporativos de oficinas logísticos e industriales



Mr. Rizo is the Chief Executive Officer and co-founder of Terranum Corporate Properties (TCP). Prior to his current position Mr. Rizo was the Corporate Vice-President of Terranum where he played a critical role in the definition and implementation of the investment planning and strategy as well as the definition of the capital structure the corporate strategy and the corporate governance.



**André Freitas**

Partner and CEO  
**HEDGE ALTERNATIVE INVESTMENTS**  
Brazil

**INVESTMENT MANAGEMENT**

Hedge Alternative Investments is an investment management company focused on Real Estate and Commodities. The company currently manages 5 investment funds.



Andre began his career in 1983 at Hedging-Griffo, as founder and later senior partner, where he was responsible for the development and management of the agricultural commodities trading desk, of which he was director between 1989 and 2001. Subsequently, he was the director responsible for operations with the BM&F (between 2001 and 2007), and throughout the brokerage firm (between 2007 and 2011) at Hedging-Griffo Corretora de Valores S.A. (later Credit Suisse Hedging-Griffo). He was the first portfolio manager of Verde Hedge Fund (1997) and HG CAFE Hedge Fund (2000). André created the Real Estate Division in 2003, which he managed until December 2016, when he left CSHG to become CEO and managing partner at Hedge Alternative Investments.



**André Kissajikian**

Presidente  
**AK REALTY**  
Brazil

**DEVELOPER**

AK Realty is a private company with real estate developments and investments, has a solid presence in the corporative triple A, residential and commercial segments, during it's 50 years.



Shareholder and Director of Induscred Investment Bank also, Shareholder and Chairman of AK Realty, part of the Induscred Group, it's a private company with real estate developments and investments, has a solid presence in the corporative triple A, residential and commercial segments, also acting in hotel, mixed use and shopping center segments, for more than 50 years. AK Realty has more than 1.5 million m<sup>2</sup> of constructed area and a development potential over 20 thousand apartments on its own property.



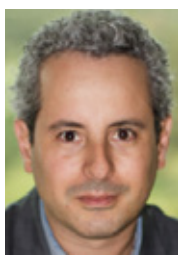
**Andrés Alvarado Ortiz**

Managing Partner – Real Estate  
**SURA ASSET MANAGEMENT**  
Colombia

**PENSION FUND MANAGER**

SURA Asset Management is the leading pension fund manager in LatAm with over US\$100 bn of AUM and 17 million clients across the continent

Andres Alvarado is the Managing Partner charged with leading the real estate group of SURA Asset Management in Colombia. Mr. Alvarado was the founding partner of Abacus Real Estate, one of the early entrants in the market and the first manager to raise a local institutional real estate development fund in Colombia. Mr. Alvarado has over 20 years of experience in real estate and investment banking in Colombia, LatAm and the US. He holds an MA in Social Sciences from UC Berkeley and an MBA from Florida International University.

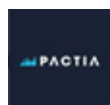


**Andrés Ceballos**

Vicepresidente Negocios Corporativos  
**PACTIA**  
Colombia

**REAL ESTATE FUND**

Fondo Inmobiliario propiedad de Grupo Argos y Concreto dedicado a Centros Comerciales y Negocios Corporativos



Mr. Ceballos is the Vice President of PACTIA, a real estate fund dedicated to commercial and corporate businesses. He has over 15 years of experience in the real estate industry, with a focus on commercial and corporate real estate. He is currently the Vice President of PACTIA, where he is responsible for the fund's operations and investments. He has also worked for several years in the real estate industry, where he was responsible for the development and management of several real estate projects.



**Andrés Ondarra**

Executive Vice Presidente  
**ARGENTINA INVESTMENT AND TRADE PROMOTION AGENCY**  
Argentina

**GOVERNMENT AGENCY**

La Subsecretaría de Promoción Comercial y Desarrollo de Inversiones promueve la radicación de inversiones productivas en Argentina, apoya el proceso de internacionalización de las empresas nacionales e impulsa el incremento y la diversificación de las exportaciones argentinas para contribuir al desarrollo sustentable y a la competitividad de la economía local.



Mr. Ondarra is an Executive Vice President at the Argentina Investment and Trade Promotion Agency, responsible for advising investments in several industries including Real Estate, Oil & Gas, Energy and Financial Services. Before joining the Agency, Mr. Ondarra was based in New York where he spent 12 years advising in M&A and Capital Market transactions for over \$70 billion in deal value. Most recently, he was a Senior Director at Bank of America Merrill Lynch's investment banking division, where he was in charge of covering Financial Institutions for Latin America and also clients from the Caribbean and Central American region.





### Anthony James DiBiase

Principal  
CA VENTURES LLC  
USA

INVESTOR/ DEVELOPER

Real estate investment, development & management firm focused exclusively on creating & maximizing value through Real Estate investments.



As Principal of CA Internationa, Tony DiBiase focuses on international student housing investment and development opportunities primarily in Canada and Latin America. In business over 25 years, Tony has spent 15 years growing operating companies and working with large-scale real estate projects in international markets such as Latin America. His real estate experience includes commercial management and leasing, property and facility management, retail and mixed-use properties, student housing, receiverships, start-up operations and business unit sales.



### Antonio Jalaff Sanz

Executive Director  
GRUPO PATIO  
Chile

DEVELOPER

Una empresa líder en el mercado inmobiliario dinámica y vanguardista con una trayectoria de diez años en la industria.



Antonio Jalaff Sanz es Director Ejecutivo de Grupo Patio. Junto a su padre y su hermano Álvaro fueron fundadores de Grupo Patio, empresa que se ha convertido en una de las principales de renta inmobiliaria en el país y líder en centros comerciales vecinales. A fines de 2014 Grupo Patio se reestructura en 4 divisiones: Patio Comercial, Patio Oficinas, Patio Industrial y Patio Capitales. Antonio lidera la división especializada en el desarrollo de proyectos para el arriendo de oficinas, que cuenta con tres edificios emblemáticos, emplazados en las más exclusivas ubicaciones de la ciudad: Patio Foster, Patio Apoquindo y Alonso by Grupo Patio.



### Asterio Safatle

Partner  
TALLENTO ENGENHARIA  
Brazil

CONSTRUCTOR

Fundado em 1989, o Grupo Tallento foca suas atividades nas áreas de construção civil, mercado imobiliário, edificações e gestão de energia, tendo participado em mais de 1.000 obras entre gerenciamento, construção e stands em todo o país.



### Bernardo Cueva

Director, Administración de Propiedades  
FIBRAMTY  
Mexico

REIT

Primer fideicomiso de inversión en bienes raíces administrado y asesorado 100% internamente. Cuenta con una Área Bruta Rentable de 406,264 m2 y presencia en los estados de Nuevo León, Sinaloa, Chihuahua, Coahuila, Guanajuato, Querétaro y EDOMEX.



Mr. Bernardo Cueva Peña has over 11 years of experience in the real estate sector. Is currently Director of Operations at Fibra Mty, where he has worked since July 2013. Prior to working in Fibra Mty, Mr. Cueva was the property portfolio manager at Grupo San Jerónimo, a private real estate investment company. Mr. Cueva holds a degree in Business Administration from St. Edwards University, Texas and is currently pursuing an MBA from Instituto Panamericano de Alta Dirección (IPADE).



### Bernardo Sampaio

Investment Manager  
ADIA - ABU DHABI INVESTMENT AUTHORITY  
UAE

SOVEREIGN WEALTH FUN/ INVESTOR

Since 1976, the Abu Dhabi Investment Authority has been prudently investing funds on behalf of the Government of Abu Dhabi with a focus on long-term value creation. ADIA manages a global investment portfolio that is diversified across more than two dozen asset classes and sub-categories.



Bernardo Sampaio currently works as an Investment Manager at the Abu Dhabi Investment Authority's Real Estate Department. Mr Sampaio has worked in ADIA since Sep/14 and is primarily focused on the sourcing, execution and management of ADIA's Real Estate Portfolio in Latin America. Prior to joining ADIA, Mr Sampaio worked at Brasil Plural in its investment banking division. Prior to that, Mr Sampaio including Head Underwriter for Latin America, Portfolio Manager and Research Analyst over more than 5 years. Mr Sampaio has been working in the Real Estate / Finance Industry since 2005 and has executed investments in Brazil, Mexico and Chile. Mr Sampaio holds a bachelor degree in Eco.



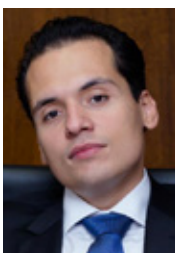
### Bruno Laskowsky

Director  
CREDIT SUISSE HEDGING-GRIFFO  
Brazil

INCORPORADOR (REAL ESTATE)



Bruno Laskowsky é Managing Director da Credit Suisse Hedging-Griffo (CSHG), responsável pela área de Fundos Imobiliários. Possui mais de 27 anos de experiência nos setores financeiro e imobiliário. Ingressou na CSHG em dezembro de 2016. Antes disso (entre 2012 e 2016), foi CEO da Inpar/Viver S.A. Em 2016, foi Senior Advisor do Boston Consulting Group. Entre 2015 e 2016, atuou como membro do conselho do Grupo Sonae Sierra, no Brasil. Entre 2014 e 2016, foi membro do Conselho Deliberativo da Abrainc. De 2010 a 2011, foi CEO da WTorre Properties. Entre 2007 e 2010, atuou como CEO da Cyrela Commercial Properties (CCP) e membro do Comitê Executivo da Cyrela Residencial. É formado em urbanismo, com mestrado em administração de empresas pela Universidade Federal do Rio de Janeiro. Atualmente, cursa o programa Owners/Presidents Management (OPM), na Harvard Business School.



### Bruno Sindona

CEO  
**SINDONA INCORPORADORA**  
Brazil

**DEVELOPER AND CONSTRUCTION**

Imóveis econômicos de 2 e 3 dormitórios na região Oeste da Grande SP.



Assumi o negócio da família aos 18 anos, transformando a companhia de construção em desenvolvedora. Sua trajetória se funde a trajetória da Sindona, empresa especializada na construção de imóveis econômicos, otimizados e inovadores. Após 10 anos de estruturação e crescimento, esta trajetória o coloca em posição estratégica para uma forte expansão em seu setor.



### Bryan Drago

Managing Director  
**LOGAN VALUATION**  
Colombia

**VALUATION**

Logan Valuation focuses on serving the real estate valuation needs of investment funds, private equity groups, and financial institutions.



Bryan is an MAI Designated Appraiser and serves as the Managing Partner of Logan Valuation, an institutional real estate valuation and consulting firm. Over more than 10 years he has completed valuations and consulting assignments throughout the U.S. and Latin America, covering asset classes such as corporate offices, distribution centers, shopping centers, limited service hotels, residential and mixed-use developments. Bryan provides first class customer service and applies international valuation standards in order to provide confidence to clients when making investment decisions and for their annual financial reporting needs.



### Camila Dias

Diretora Executiva  
**GRUPO ARCEL**  
Brazil

**INVESTOR/FAMILY OFFICE**

Family Office da família de Armando Dias, são responsável pelo Royal Palm Hotels & Resorts em Campinas e da Tempo Veículos.



Acionista do Grupo Arcel, empresa sediada em Campinas e que tem negócios na área de hotelaria; concessionárias e imóveis para locação. Gestora na área de imóveis para locação nos segmentos de Logística; Varejo e Lajes comerciais. Formada em Administração de Empresas pela PUCC, e MBA nos Estados Unidos, Boston College. Membro do Conselho de Administração do Grupo Arcel



### Carlos Angulo

Socio- Consejo Ejecutivo  
**TERRANUM INVERSIÓN (PEI) - COLOMBIA**  
Colombia

**REIT**

Terranum Inversión es el gestor y administrador del PEI (Patrimonio Estrategias Inmobiliarias) y se encarga de la conservación, custodia y administración de los bienes objeto de la titularización, así como el recaudo y transferencia al agente de manejo de los flujos provenientes de los activos.



### Carlos Isaza

CEO  
**AKTIVOS INMOBILIARIOS S.A.S.**  
Colombia

**DEVELOPER**

Empresa del sector inmobiliario que estructura y origina activos y proyectos inmobiliarios en rentas propios o asociados con fondos e inversionistas



Experiencia de 30 años en la promoción, administración, desarrollo y comercialización de activos inmobiliarios. Socio fundador de Terranum Administración, Arquitectura e Inmobiliario. Gerente de Terranum Inmobiliario por 7 años. Arquitecto de la Universidad de los Andes con Especialización en Alta Gerencia de la misma universidad.



### Carlos Rousseau

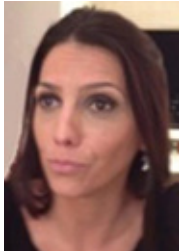
Senior Partner  
**ORANGE INVESTMENTS**  
Mexico

**DEVELOPER**

Orange Investments is a full-service RE development and advisory firm focused on mixed-use, multifamily, retail, and office projects.



Carlos is President and founding partner of Orange Investments, responsible for evaluating investment opportunities, relationships with institutional investors and strategic expansion. Previously, he worked as a consultant for multinational companies in the field of cement, glass, mining and finance. Then acted as COO of Desarrollos Delta, a leading real estate development company based in Monterrey. Carlos is also founding partner of Maple, a distinguished company in property management in Mexico. He graduated from ITESM for Industrial Engineer, has a MBA from Duxx and postgraduate studies at the University of Virginia Darden School and the Harvard Graduate School.



### Carolina Burg

Partner  
**JFL REALTY**  
 Brazil

#### INVESTMENT BANK

Investment banking advisory (M&A and Capital Markets)  
 Securitization and Real Estate Investments.



Carolina has solid experience in corporate finance with passages in several banks and multinationals such as Alcoa, Citibank and Braskem, and made her debut in the real estate market in 2006. From 2007 to 2011 she participated in the IPO movement of the industry as VP of strategic planning and Investor Relations of both Rossi and Brookfield. Carolina joined Brasil Plural in 2011 as a IB partner responsible for the Real Estate area at the bank. Currently, is founding partner of JFL Realty.



### Christian Lesmes Abril

Director of Market Intelligence  
**KANDEO INVESTMENT ADVISORS COLOMBIA**  
 Colombia

#### PRIVATE EQUITY / INVESTOR



Christian currently serves as the Director of Market Intelligence & Investor Development in Kandeo. He has consulting experience at Forbes Marshall & Vyncke, a joint venture of Indian and Belgium renewable energy companies, where he was responsible for identifying the main challenges that a new division was facing in becoming a major actor in the Indian market. Christian has also been a Specialist in the Investment Department of Old Mutual Pension Fund, a financial advisor at "Acciones y Valores". He holds a B.A. in Economics from Universidad de Los Andes (Colombia), with a specialization in Social and Financial Valuation of Projects, and an MBA from the Vlerick Business School (Belgium).



### Claudio Dall'acqua Jr

Diretor de Gestão e Desenvolvimento  
**IGUATEMI - EMPRESA SHOPPING CENTERS**  
 Brazil

#### DEVELOPER

Desenvolvimento de Shopping Centers e Desenvolvimento Imobiliário de Entornos



Claudio é Diretor de Gestão e Desenvolvimento Imobiliário na Iguatemi Empresa de Shopping Centers e possui mais de vinte anos de experiência profissional. Atualmente responsável pelo desenvolvimento e gestão de Greenfields, Expansões, M&A e Desenvolvimento imobiliário e urbano no entorno dos Shoppings. Antes da Iguatemi, foi Diretor de Incorporações na Odebrecht Realizações Imobiliárias, responsável pela gestão de um portfólio de R\$ 2.5 bn em Projetos Imobiliários. Anteriormente, desempenhou o papel de Diretor Técnico e Comercial na Dall'Acqua Engenharia Construções e Incorporações, atuou dois anos como CEO da Visual Desenvolvimento Imobiliário, e trabalhou na Odebrecht Construção Pesada (CNO).



### Claudio Ramon

President  
**AMISTAD INDUSTRIAL DEVELOPERS**  
 Mexico

#### DEVELOPER

Amistad has grown to enjoy a presence throughout much of Mexico, and we are poised for further expansion, nationally and internationally.



Founded and Directs Amistad Global Development, a company that is a Division of Amistad Industrial Developers Group that specializes in industrial real estate market. It oversees several joint ventures with fortune 500 companies with a current investment of approximately \$250 USD million and a current portfolio of 6 million square feet under management in Mexico. Responsible for all strategic direction, and direct capital creation efforts for approve capital value that supervise over 60 properties throughout the country.



### Cliff Chandler

Senior Managing Director Investment Manager  
**GREYSTAR INVESTMENT GROUP**  
 USA

#### INVESTOR

Greystar's global business model fully integrates the management, investment, and development disciplines of the multifamily industry.



As senior managing director of investments for Greystar, Cliff is responsible for leading the company's investment management business in Latin America, including capital relationships, investment strategy, execution, and dispositions. In addition, Cliff is responsible for leading a US regional team focused on acquisitions and dispositions in the Pacific Northwest, Northern California, and Minneapolis. During his tenure with Greystar, Cliff has led the acquisition of over \$2.5 billion of multifamily properties. Prior to joining Greystar, Cliff was an acquisition associate with TA Associates Realty. During his tenure at TA, he assisted with sourcing, underwriting, and closing \$750 million of value-add acquisitions in 23 transactions.



### Cliff Payne

Senior Vice President  
**EQUITY INTERNATIONAL**  
 USA

#### PRIVATE EQUITY

Investments in real estate and real estate related operating companies in emerging markets



Mr. Payne is a senior vice president in Equity International's investments group and is primarily responsible for originating, executing and managing investments. He is actively involved with and serves as a director for various Equity International portfolio companies, including Advance Real Estate, Terranum Corporate Properties and Acosta Verde. Prior to joining Equity International in 2008, Mr. Payne was with Merrill Lynch's real estate investment banking group in New York where he worked on initial public offerings, mergers and acquisitions, and equity and debt offerings for private and public real estate companies.





**Cristián Menichetti Pilasi**

Gerente General Corporativo  
**GRUPO PATIO**  
 Chile

**DEVELOPER**

Somos una empresa líder en el mercado inmobiliario, dinámica y vanguardista, con una trayectoria de diez años en la industria. Con un sólido crecimiento en la industria de desarrolladores comerciales en Chile, preocupados de entregar plusvalía, servicio, venta y desarrollo a quienes buscan transformar su inversión en un negocio sustentable.

Gerente general corporativo y socio fundador de Grupo Patio, cuenta con más de 10 años de experiencia en la industria de renta inmobiliaria. Es ingeniero comercial de la Pontificia Universidad Católica de Chile y Magister en economía financiera de la misma casa de estudios.



**Daniel Elsztain**

General manager of Real Estate Operation  
**IRSA**  
 Argentina

**DEVELOPER**

Leading Real Estate Developer from Argentina

Argentina's largest, most well-diversified real estate company. IRSA's shares are listed on both the Bolsa de Comercio de Buenos Aires and The New York Stock Exchange. IRSA manages an expanding top portfolio of 16 shopping centers and 6 office buildings, primarily in Buenos Aires. The company also develops residential subdivisions and apartments (specializing in high-rises and loft-style conversions) and owns three luxury hotels.



**Diogo Bustani**

Investments  
**HSI**  
 Brazil

**INVESTMENT FUND**

Hemisferio Sul Investimentos is a leading investment management company focused on real estate investments throughout Brazil.

Delete this and add: Diogo Bustani faz parte da equipe de investimentos da HSI. É responsável pelas atividades de loteamento, urbanização e hotelaria, além de participar diretamente da captação de recursos e do relacionamento com os investidores. Antes, passou dez anos na Euristates, em Nova York, responsável pelo desenvolvimento e pela gestão de uma carteira de US\$ 350 milhões em investimentos imobiliários globais. É formado em Física e possui mestrado em Engenharia (Física Aplicada), ambos na Universidade de Cornell.



**Douglas Grayson**

Principal Housing Specialist Latam  
**IFC**  
 USA

**BANK**

The World Bank Group is a vital source of financial and technical assistance to developing countries. Established in 1944, its mission is to fight poverty with passion and professionalism, for lasting results.

Doug has over 25 years of experience in investment funds, retail and investment banking. He is a Principal Financial Specialist at International Finance Corporation, responsible for business development, structuring and appraising investments, providing technical advice and portfolio management for housing finance investments in Latin America. Since joining IFC, he has worked on transactions in housing companies, banks, and private equity funds around the globe. Prior to joining IFC, Doug was founding member and managing director at US-based real estate hedge fund where he led business development, financial operations and key member of fund's capital raising team. He has also worked at CIG International, a regional private equity fund.



**Eduardo Bastitta**

CEO  
**PLAZA LOGÍSTICA**  
 Argentina

**DEVELOPER**

Plaza Logística es una empresa que se encuentra a la vanguardia en el desarrollo de Infraestructura Logística en Argentina

CEO de Plaza Logística, Argentina. Eduardo Bastitta es Licenciado en Economía Empresarial, egresado de la Universidad Torcuato Di Tella. En 2009 co-fundó y asumió el cargo de Gerente General de Plaza Logística, una empresa pionera en la provisión de infraestructura industrial y logística en el país y la región. El señor Bastitta es miembro del Consejo Consultivo de CIPPEC y asesor de la Coalición Cívica.



**Eduardo Gutiérrez**

Presidente  
**GRUPO FARALLÓN**  
 Argentina

**DEVELOPER**

Construcción de obras, tanto pública como privada; y al desarrollo de obras privadas y su comercialización.

Presidente de Grupo Farallón Desarrollos Inmobiliarios S.A., sociedad continuadora de Pulte Homes Argentina. La compañía está dedicada al desarrollo de tierras, urbanizaciones cerradas y abiertas, complejos de viviendas unifamiliares, desarrollo de edificios de oficinas y edificios para sectores medio y alto. A su vez se dedica a la construcción de obras de infraestructura y arquitectura, para el sector público y privado.





## Eduardo Orozco

Managing Director, Latin America  
**GREYSTAR - MÉXICO**  
 Mexico

### INVESTMENT MANAGER

Greystar is the leading investment manager, developer, and operator of multifamily apartments in the US, UK, Netherlands, and Mexico.



Eduardo is responsible for leading Latin America investment activities for Greystar, including pipeline generation, fundraising activity, and the development of the region's investments team. Eduardo joined Greystar in 2015, and has been active in the multifamily industry since 2009. During his tenure with Greystar, he has been responsible for deal-sourcing and managing relationships with key partners in Mexico, Chile, and other countries, and has also participated in capital-raising activities. Prior to Greystar, Eduardo worked for the Black Creek Group as part of its Mexico investments team. Before that, he was with a large family office in Dallas conducting investments in real estate assets.



## Eduardo Romero

Head of Merchant Banking  
**BTGPACTUAL**  
 Colombia

### INVESTMENT BANK/ FUND

BTGP Actual is an innovative global financial company focused on Investment Banking, Corporate Lending, Sales & Trading, Wealth Management and Asset Management.



Mr. Romero is the Head of the Merchant Banking Team in Colombia, and a member of the Private Equity, Real Estate and Infrastructure LatamTeams. Eduardo joined BTG in October 2013. Prior to joining BTG, Eduardo founded North Shore Venture Partners, a venture capital advisory firm and CHG in Chicago, a private equity real estate company focus on value-add commercial transactions in main metropolitan areas in the United States. Prior to CHG, Eduardo was Managing Director for NationsBank, and Bank of America's country manager for Colombia and Venezuela responsible for corporate finance, investment banking and proprietary investments in the region. Prior to Bank of America, Eduardo worked six years at P&G in several financial positions in Cincinnati and Sao Paulo.



## Elie Horn

Presidente do Conselho de Administracao  
**CYRELA BRAZIL REALTY**  
 Brazil

### DEVELOPER

Cyrela Brazil Realty is the largest homebuilder and real estate company by revenue and market value in Brazil. Considered one of the most solid of the civil construction sector, currently operates in 17 states and 55 cities in



Low-profile real estate Builder Elie Horn founded Cyrela Brazil Realty in 1978 and built it into the largest publicly traded developer of high-end residential buildings in Sao Paulo and Rio de Janeiro. It operates in 17 states and 66 cities in Brazil. The company has existed for 50 years and has over dozens of thousand clients. A workaholic, he was born in Syria, arrived in Brazil when he was 11, and started working when he was 19. He reportedly still works 16 hours a day but respects Shabbat. He told the Brazilian press years ago that he planned to give away most of his fortune in his lifetime; he reportedly gives 60% of his to charity. Since 2006, Horn has been on the list of Forbes billionaires



## Ernesto Davidsohn

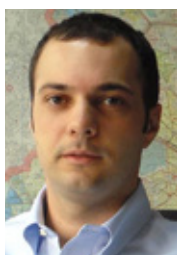
Presidente - Fundador  
**NEWLAND DESARROLLOS INMOBILIARIOS**  
 Argentina

### DESARROLLADOR

Conformamos un equipo de trabajo con consultores y asesores de distintas áreas: Proyectual, Comercial, Técnica y Administrativa



Presidente - Fundador de Newland Desarrollos Inmobiliarios (2005) Ernesto Davidsohn posee el título de Arquitecto (FADU) de la Universidad de Buenos Aires (1999) y una Maestría en Dirección de Empresas (UCA 2001) ; Executive MBA en IAE (2006). Otro cursos UTDT, y participación en Vistage Argentina. Ernesto ha gestionado activos en más de 30 proyectos inmobiliarios de aproximadamente 150.000 metros cuadrados, con un valor actual de aproximadamente u\$s350M, en Argentina y Uruguay. En consecuencia a los cambios de contexto que han impactado en el mercado inmobiliario, es parte de su misión la responsabilidad y el compromiso en el análisis y selección de las mejores Estrategias.



## Fabricio Mitre

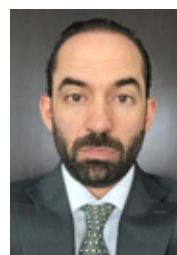
CEO  
**MITRE REALTY**  
 Brazil

### DEVELOPER

Multi-family Residential and Commercial buildings for middle and mid-high income classes in the Metropolitan Region of Sao Paulo.



CEO and owner of Mitre Realty. Prior to that Fabricio has worked in Investment Banking in both London and São Paulo. He has worked for HSBC Macquarie Bank BNP Paribas and also Credit Suisse where he covered the Real Estate sector as an Equity Research Analyst.



## Federico Martin Del Campo

CEO - Mexico  
**WALTON STREET CAPITAL**  
 Mexico

### PRIVATE EQUITY

Walton Street was founded in 1994 and is a private real estate investment firm that has invested and/or committed to invest approximately \$7 billion of equity in approximately 250 separate transactions in U.S. and international real estate, including the development and acquisition of office, hotel, retail, industrial, multi-family, for-sale residential, senior and student housing, and golf assets through both individual, portfolio and company-level transactions with a gross asset cost of approximately \$19 billion.





### Fernando Didziakas

Business Director  
**BUILDINGS**  
Brazil

**CONSULTING**

Real Estate research company providing information from almost 8,000 commercial and industrial properties in Brazil to most relevant players

Didziakas holds a degree in Business Administration from Mackenzie University. Passing through consulting firm, has been in real estate since 2009, supporting developers, investment funds, real estate consultants and other businesses in their intelligence and data needs.



### Fernando Gallino

CEO  
**HIT GROUP**  
Argentina

**DEVELOPER**  
HIT develops and manages large corporate buildings in Argentina. Our strategy is based in holding and managing the assets we develop with 30k m2 in performing assets and more than 50k m2 under development. We are integrated, having the capacity to develop, construct, rent and manage the assets.

CFO at DRIDCO (La Nacion Group) (12-'15)  
CFO at TGLT (PDG Realty) (Lead IPO in 2010)  
MBA: Kellogg, Northwestern University



### Fernando Rubin

Gerente General  
**BANCO HIPOTECARIO**  
Argentina

**BANK**  
Banco Hipotecario está constituido fundamentalmente por el diálogo entre las personas y el compromiso de su gente con la comunidad. De esta interacción surgen proyectos sociales que modifican la vida de las personas y a través de los cuales honramos nuestra misión social: acompañar a las familias argentinas en su crecimiento y progreso a lo largo de los últimos 130 años.

Fernando Rubin es Gerente General de Banco Hipotecario desde enero de 2009. Anteriormente, ocupó la gerencia de Recursos Humanos y de Servicios Corporativos de la entidad financiera. También fue gerente corporativo de Recursos Humanos en IRSA, director de recursos humanos en Louis Vuitton & Moët Hennesy en el país y de Bodegas Chandon, en Argentina y Brasil. También se desempeñó como gerente de la división de recursos humanos de la consultora Roland Berger & Partner-International Management Consultants. Es Licenciado en Psicología (UBA) y realizó un postgrado en Recursos Humanos y Análisis Organizacional en E.P.S.O.



### Fernando Terra

Director – Latin America  
**CBRE**  
Brazil

**CONSULTING**  
CBRE operates with specialized departments which are equipped to provide the best services to all our clients throughout the National Territory.

Fernando Terra has been with CBRE since May 2000, having initially focused in Tenant Representation services throughout Brazil, Fernando lead the Occupier Services division in Brazil until the end of 2012. Since January 2013, Fernando assumed the responsibility of overseeing CBRE's Brazilian Industrial & Logistics Services platform, providing services to Landlords, Investors and End Users, managing a national team of more than 30 professionals. More recently Fernando assumed the responsibility of leading CBRE's Industrial & Logistics Services platform in Latin America.



### Frederico Azevedo

Diretor Presidente  
**CONSTRUTORA ALTANA**  
Brazil

**DEVELOPER**

Residential real estate development in the affordable, entry-level and low-mid markets.

Mr. Azevedo is Managing Principal (Diretor Presidente) and Co-founder of Altana, established in 2,004. He has 19 years of experience in the real estate industry in construction management, finance, and project development, with an extensive background in the affordable, entry-level market. Mr. Azevedo graduated in economics from Universidade Federal de Minas Gerais, holding graduate degrees in real estate from FUMEC and marketing from Fundação Getulio Vargas (FGV). He also attended the Real Estate Management Program at Harvard Business School.



### Fuad Velasco Juri

Partner  
**NEXUS CAPITAL PARTNERS**  
Colombia

**PRIVATE EQUITY MANAGER**

Nexus acts as financial advisor for relevant real estate projects in Colombia and also invests real estate assets in the country.

Economista de la US Air For Academy y tiene un MBA de la Universidad de Maryland y realizó CEO Management Program en Northwestern University – Kellogg School of Management y Strategic Thinking for a Competitive Environment de Wharton School, University of Pennsylvania. Actualmente es Socio en Nexus Capital Partners. Cuenta con más de 18 años de experiencia en el sector financiero. Trabajó en Bancolombia como Presidente de la Gestión de Activos/Fideicomisos, donde dirigió, los comités de inversión, de riesgo y de negocios.







**Gabriel Florez**

Gerente General  
**PÉNTACO**  
Colombia

**FUND MANAGER**

Colombian focus, specialized in existing assets with a value add component

Mr. Flórez is Managing Partner at Péntaco. He has over 11 years of experience in the real estate industry. Prior to co-found Péntaco he worked for 5 years in Terranum Investments, a company owned by the Santodomingo Group where he worked as the Asset Manager and Structuring Managing Director. Gabriel has participated in real estate transactions worth over USD\$800 million. Mr. Flórez is an Architect from the Ecole Polytechnique Fédérale de Lausanne (EPFL) with a Masters in Architecture from the same institution as well as a Masters in Real Estate Development from Columbia University in New York.



**Gerardo Ruiz**

Managing Partner  
**ADVANCE REAL ESTATE**  
Mexico

**DEVELOPER**

Advance is a leading developer in Central Mexico



Gerardo Ruiz (45, Founder & Managing Partner) Mr. Ruiz has over 19 years of experience at companies including Hines, Carlyle and LaSalle Investment. He has invested in and managed funds over \$1 billion in assets under management in the industrial, office, retail and residential segments. He is a co-founder of the Advance and is a principal in the Company, leading the capital markets team. Mr. Ruiz received his bachelor's degree in Architecture from Universidad Anáhuac and his MBA from University of Michigan



**German Ongay**

Regional VP de Desarrollo  
**IHG**  
Mexico

**HOTEL MANAGEMENT**

Mr. German Ongay was born in Merida, Yucatan and he currently lives in Guadalajara. Graduated from the University of Guadalajara for Business Administration, he also completed the Advanced Management Program at Cornell and the Executive Service Management Program at the Instituto Tecnológico y de Estudios Superiores de Monterrey. With more than 47 years of hospitality industry experience, Mr Ongay is the Regional Vice President Franchise Sales & Development for IHG in Mexico. Most recently he served as the CEO of Optima Hoteles de Mexico in Monterrey. During the past 11 years, he has developed and managed hotels under the Marriott, Hilton and IHG portfolios.



**German Rojas**

Co-Founder & Partner  
**KIRUNA CAPITAL PARTNERS**  
Colombia

**ASSET/FUND/INVESTMENT MANAGER**

Kiruna Capital Partners es una compañía especializada en la estructuración, gestión y administración de vehículos de inversión inmobiliaria con base en Bogotá, Colombia. Sus socios cuentan con más de 25 años de experiencia combinada en estrategia, desarrollo de proyectos financieros y administración de fondos de inversión inmobiliarios en el mercado local e internacional.



German is a Managing Partner and Co-founder of Kiruna Capital Partners. Until April 2013, he was the Managing Director of Terranum Investments, Country Manager of Terranum Capital and Portfolio Manager of Patrimonio Estrategias Inmobiliarias (PEI), one of the first real estate investment vehicle in Colombia. Prior to his involvement with Terranum, he worked for AIG Global Real Estate and for KBS Realty Advisors in New York. During this period he actively participated in structuring different transactions in the United States and Mexico for a value close to US\$350 million. German is an architect from Universidad Javeriana and has a master's degree in Real Estate Development and Advance Architectural Design, both from Columbia University.



**Gerson Amado**

Managing Director, Brazil  
**NWHRET**  
Brazil

**REIT**

NorthWest Healthcare Properties REIT provides investors with access to a portfolio of high quality healthcare real estate comprised of interests in a diversified portfolio of 136 income-producing properties and 9.2 million square feet of gross leasable area located throughout major markets worldwide.



Mr. Amado is Managing Director, Brazil for NorthWest since 2011. Mr. Amado led NorthWest to leadership in the Brazilian healthcare real estate market. Prior to joining NorthWest, Mr. Amado was Brazil Country Manager for Konica Minolta U.S.A. from 2003 until 2011. Prior to that, Mr. Amado held senior sales and marketing positions in IT industry at Xerox/Tektronix and also as a Senior Analyst at top banking institutions. Mr. Amado received his B.Sc. in IT, from University Mackenzie (Brazil) and M.B.A. from Escola Superior de Propaganda e Marketing (Brazil).



**Giancarlo Nicastro**

CEO  
**SIILA BRASIL**  
Brazil

**REAL ESTATE DATA PLATFORM**

SiilA's mission is to provide the highest quality market intelligence to Latin America's commercial real estate sector. SiilA's "System" is a cloud-based data platform supported by the best researchers, advanced statistical methodology, and cutting edge technology.



Civil Engineer with over 10 years of experience working in Brazil's commercial real estate industry. Mr. Nicastro has managed the acquisition of various types of commercial properties assets, effectively generating over \$500M in revenue to date. His qualifications include acquisitions, drafting and negotiating partnership agreements, construction, development, planning, and real estate development contracts



### Gilberto Rocha de Freitas

Diretor de Operações  
**GRAN VIVER URBANISMO**  
Brazil

**DEVELOPER**

Expansão de espaços urbanos incorporando de forma ordenada.



Gilberto, Economista Formado pela Faculdade de Economia e Finanças do Rio de Janeiro – 1972 e Pós-Graduação em Administração Financeira – FACE/UFMG – 1974, com mais de 40 anos de experiência em administração/gerência de empresas de grande porte, sendo 32 anos em nível de Diretoria, além de 14 anos de experiência em comércio internacional. Na Gran Viver, uma Empresa de parcelamento de solo (expansão urbana) do GRUPO SECULUS, com atuação em 32 cidade dos Estados de Minas, Espírito Santo, Rio de Janeiro e São Paulo, tendo hoje em carteira um "banco de terrenos" de mais de R\$ 4,0 bilhões. São 36 empreendimentos imobiliários já executados e em execução, num modelo de "parceria financeira" com proprietários de terrenos.



### Gregorio Schneider

Managing Partner  
**TC LATIN AMERICA PARTNERS**  
USA

**INVESTMENT FUND**

Real Estate Fund focused on low/middle income residential development in Latin America. US\$5-15 MM per project



Gregorio is the Founder and Managing Partner of Terranum Capital, a specialized Latin American alternative asset management firm with offices in Bogota, Lima and New York. Terranum Capital invests in residential and retail RE projects in Colombia, Peru, Brazil and Mexico. Prior to Terranum Capital, Gregorio was Managing Director and Head of Emerging Markets at Och-Ziff Capital Management, Portfolio Manager at Rohatyn Group (TRG) and worked at Spinnaker Capital. Gregorio has served on the boards of various Latin American companies and has been recognized by the World Economic Forum for his work with developing countries. He holds a B.A. in Business Administration from (ITAM) and received his M.B.A. from Columbia University Business School.



### Guilherme Palocci

Vice President  
**CLARION PARTNERS**  
Brazil

**INVESTMENT MANAGER**

Leading real estate investment manager with more than US\$ 43 billion in AUM offering a broad range of real estate strategies across risk/return spectrum to its investors.



Guilherme Palocci is a Vice President at Clarion Partners and is the Portfolio Manager for Brazil, with responsibility for the strategy and management oversight of activities in Brazil. Guilherme is a native of that country and is based in Sao Paulo. His background experience in the real estate industry includes transactions of more than USD 1.5 billion US dollars for the acquisition, developing, retrofitting, financing, asset management and disposition of real estate assets and real estate operating companies, in all property types and risk strategies, across the market in Brazil. He joined Clarion Partners in 2012 and began working in the real estate industry in 2007. He holds a B.A. in Business Administration from Ibmec São Paulo.



### Gustavo Pellicciari

Diretor de Incorporação  
**CAMARGO CORRÊA DESENVOLVIMENTO IMOBILIÁRIO**  
Brazil

**DEVELOPER**

Desenvolvimento imobiliário com atuação em residencial de média e alta renda edifícios corporativas e logística.



Gustavo Pellicciari é engenheiro civil formado pela Escola Politécnica da USP, com especialização em Administração de Empresas pela FGV. Tem mais de 20 anos de experiência em real estate, construção racionalizada, planejamento estratégico, fusões e aquisições. É hoje diretor de Incorporação da CCDI.



### Horacio J Parga

Director  
**GRUPO EDISUR**  
Argentina

**DEVELOPER**

Empresa cordobesa líder del sector desarrollista, dedicada al desarrollo de grandes emprendimientos inmobiliarios residenciales. Cuenta con una amplia experiencia en: casonas, edificios, countries, urbanizaciones, casas y oficinas.



Horacio J. Parga está a cargo de la Dirección Administrativa y de Finanzas. Cuenta con experiencia en el análisis y factibilidad económica y financiera de nuevos negocios. Obtiene, gestiona y controla los fondos, herramientas, mecanismos, recursos humanos y financieros de la empresa que hacen posible su viabilidad económica y la creación de valor para sus inversores.



### Ignacio Bezares del Cueto

Director General México  
**GRUPO LAR**  
Mexico

**DEVELOPER**

Desarrollador, inversor y gestor de proyectos inmobiliarios residenciales, comerciales, de oficinas y logísticos



Ignacio Bezares del Cueto, 47 años. Licenciado en Administración de Empresas por la Universidad CEU de Madrid y MBA por el IESE. Tiene una amplia experiencia en la industria de real estate, como desarrollador de proyectos residenciales y empresariales y gestor de fondos de inversión europeos de vivienda, oficinas y centros comerciales. Ha trabajado en España y México, ocupando puestos de responsabilidad en Sacyr, Banco Santander y Grupo LAR. Desde el año 2008 es director general de Grupo LAR en México.



## Jaime Fasja

Founder and Co-CEO  
**THOR URBANA**  
Mexico

DEVELOPER

Thor Urbana es una compañía líder en inversión y desarrollo inmobiliario, con oficinas centrales en la Ciudad de México. El objetivo principal de Thor Urbana es capitalizar el sólido crecimiento económico de México en el mercado de los bienes raíces.

Co-founder and Co-CEO: Mr. Fasja oversees the sourcing, acquisition and development of the company's projects. Previously as Director of Acquisitions and New Development at GfA, Mr. Fasja was involved in the construction and financing of over 7 million sqf of residential, resort, and retail real estate property in Mexico. While at GfA, Jaime oversaw the development and construction of more than 3 million sqf of projects.

THOR URBANA



## Jairo Corrales Castro

Gerente General - Investor Real Estate  
**TERRANUM INVERSIÓN (PEI)**  
Colombia

REIT

Terranum Inversión es el gestor y administrador del PEI (Patrimonio Estrategias Inmobiliarias) y se encarga de la conservación, custodia y administración de los bienes objeto de la titularización, así como el recaudo y transferencia al agente de manejo de los flujos provenientes de los activos.

Jairo Corrales asumió la gerencia de Terranum Inversión en abril de 2013; es responsable de liderar los esfuerzos de estructuración y gestión de vehículos de inversión en el sector inmobiliario. Previamente, Jairo se desempeñó como Gerente del fondo de inversión inmobiliaria Patrimonio Estrategias Inmobiliarias. Desde finales de 2009, fue Gerente de Gestión de Activos de dicha unidad de negocio. Jairo tiene amplia experiencia en la planeación, estructuración y desarrollo de negocios del sector inmobiliario. Adicionalmente, cuenta con más de 22 años de experiencia en la gestión de proyectos y más de 11 años en la gestión de activos.

TERRANVM



## Javier Barrios

Director General & Presidente  
**MIRA COMPANIES**  
Mexico

DEVELOPER

MIRA Companies, is a fully-integrated real estate investment and development platform focused on commercial and residential assets in Mexico.

Javier Barrios es cofundador y Director General de MIRA Companies, empresa enfocada en el desarrollo de proyectos de usos mixtos de gran escala. MIRA tiene presencia en 6 estados del país, desarrollando y operando comunidades de usos mixtos que representan alrededor de 780,000m2 de suelo urbano, 18,000 viviendas y 230,000 m2 de espacios comerciales. Javier fue fundador y Director General de BCBA Impulse, la cual constituyó en 1991 y vendió en 2006. En ese lapso, BCBA creció a una empresa de desarrollo con más de 42 proyectos en su portafolio. Adicionalmente cofundó MetrosCubicos.com, el portal residencial más grande de Latinoamérica. Es expresidente del ADI.

MIRA



## Jean Pierre Serani Toro

CEO of Banca de Inversión  
**GRUPO BANCOLOMBIA**  
Colombia

BANK

Productos y servicios de Banca, Fiducia, Leasing, Renting, Bolsa, Factoring, Banca de Inversión, Financiamiento, además del portafolio ofrecido por las entidades del exterior en Panamá, Cayman, Puerto Rico, Renting Perú, Leasing Perú, Fidu Perú y Valores Bancolombia Panamá.

Jean Pierre Serani Toro, Presidente Banca de Inversión Bancolombia. Jean Pierre es Administrador de Negocios de EAFIT, tiene un MBA con énfasis en finanzas del Georgia Institute of Technology y cuenta con 17 de años de experiencia en el sector financiero. En su recorrido por la organización se ha desempeñado como Presidente de Valores Bancolombia, Vicepresidente de Origenación de Negocios, Gerente Senior y Gerente de Finanzas Corporativas en la Banca de Inversión de Bancolombia. Además, administró el portafolio de deuda pública interna de Corfinsura y fue bróker institucional en la Mesa de Dinero de dicha entidad.

Grupo Bancolombia



## Jerónimo Bosh

Partner  
**GRUPO PEGASUS**  
Argentina

INVESTOR & DEVELOPER

Leading investment firm focused on real estate & corporate private equity in Latin America, with offices in Buenos Aires & Bogotá

Joined Pegasus in 2003. Over 20 years of experience in real estate, private equity and venture capital investments, mergers and acquisitions in Latin America and the US. Previous experience include Morgan Stanley and Salomon Brothers. Has a BS in Economics (UdeSA, Buenos Aires).

PEGASUS



## Jim Worms

Chairman and CEO  
**PALADIN REALTY PARTNERS**  
USA

INVESTMENT FUND MANAGER

With regional offices in São Paulo, Bogota and Mexico City, Paladin Realty has been a leading investor in Latin America for nearly 20 years, having invested nearly \$1 billion of equity in over \$5 billion of investments in the region, including the development of more than 25,000 for-sale housing units as well as a number of commercial properties.

James R. Worms is Chairman and Chief Executive Office of Paladin Realty Partners, LLC, an SEC-registered investment advisor headquartered in Los Angeles. Prior to forming the firm in 1995, Mr. Worms was a Managing Director of Salomon Brothers, where he co-managed the firm's worldwide real estate investment banking activities. Before joining Salomon Brothers, Mr. Worms was a principal at Eastdil Realty, and prior to Eastdil, Mr. Worms worked as a CPA at Coopers & Lybrand. Mr. Worms graduated from UCLA with a Bachelor's degree in Economics, from the Anderson School of Management at UCLA with a Master's degree in Business Administration, and from Hastings College of Law with a J.D. degree. He is a licensed attorney.

PALADIN





### Jimmy Arakanji

Founder and Co-CEO  
**THOR URBANA CAPITAL**  
Mexico

**DEVELOPER**

Thor Urbana Capital is a leading real estate investment and development company based in Mexico City aimed to capitalize on Mexico's strong economic growth and real estate fundamentals.



Jimmy Arakanji is Co-founder and Co-CEO of Thor Urbana. Mr. Arakanji oversees the acquisition, leasing, management and repositioning of the company's assets, as well as the origination and assessment of investment opportunities that as of today represent capital commitments of more than US\$750 million of equity. Under his leadership, the company has amassed a portfolio of more than 3 million sq ft of retail leasable area in operation and development in the main cities and tourist destinations of the country. Mr. Arakanji has been a key figure in the company's growth and institutionalization, enabling it to grow at an accelerated pace over the last five years.



### Joan Bertran

Global Head of Commercial Real Estate & Hotels  
**BANC SABADELL**  
Spain

**BANCO**

Banco Sabadell es el cuarto grupo bancario privado español integrado por diferentes bancos marcas sociedades filiales y Sociedades participadas.



Joan has over 17 years of experience in Real Estate gained in various positions in different companies, covering the whole Real Estate value chain: starting in Construction and Project Management, and ending with a prime focus on Asset Management, Investment and Finance. Joan started his professional career in 1999 as Construction Manager at Ferrovial. After some years in the construction sector, in 2004 he earned an MBA from ESADE. Then he started working as Business Manager at 'Logispark', a Banco Sabadell JV with a RE developer, where he managed investments for almost \$400M to develop more than 700.000sqm of CRE space in Europe. In 2008, just at the beginning of the Real Estate and financial crisis in Spain, he joined Banco Sabadell to manage the Group's Real Estate portfolio (\$15bn). In 2016, he was appointed to his current position as Banco Sabadell's Group Global Head of Commercial Real Estate & Hotels. Based in Miami, USA, he is in charge of the CRE & Hotels financing activity with teams in America and Europe.



### Jorge Ávalos

CEO  
**FIBRA MTY**  
Mexico

**REIT**

Fibra Mty is a Mexican diversified real estate investment trust that has the first internally managed structure in the Mexican REIT market.



Jorge Ávalos is Founding Partner and CEO of Fibra MTY, which went public in its initial public offering in December 2014. With more than 27 years of experience in the Finance Sector, Jorge was previously a Member of the Administrative Council of Banco Inxev, and further acted as General Director of the bank's Northern Region. Jorge serves on the board of directors of several public and private companies and additionally participates in several trade associations, such as the Asociación Mexicana de Fibras (AMEFI), where he serves as a Member of the Communications and Marketing Committee.



### Jorge Gómez

Chief Executive Officer  
**OUEST - OCCIDENTAL CORPORATIVO**  
Mexico

**DEVELOPER**

Somos un grupo enfocado en la inversión y desarrollo de una distintiva gama de proyectos inmobiliarios; turísticos, de retail, residenciales, oficinas e industriales.



Empresario mexicano con experiencia en evaluación, desarrollo y generación de proyectos en el sector inmobiliario por más de 15 años. Ha emprendido importantes proyectos en conjunto con firmas reconocidas a nivel internacional como Sanaa (Sejima + Nishizawa y Asociados), Herzog & de Meuron y SOM (Skidmore, Owings and Merrill). Su trayectoria comprende una amplia variedad de proyectos residenciales, turísticos y de urbanización e infraestructura, principalmente en los Estados de Jalisco y Nayarit (Punta de Mita). Actualmente desarrolla "Distrito la Perla"; proyecto de usos mixtos de clase mundial, ubicado en el terreno de la Antigua Planta Kodak en la Zona Metropolitana de Guadalajara.



### José Neto

Presidente do Conselho de Administração  
**JHSF PARTICIPAÇÕES S.A.**  
Brazil

**DEVELOPER**

JHSF é líder no setor imobiliário de alta renda no Brasil, com expressiva atuação nos mercados de incorporações residenciais e comerciais, desenvolvimento e administração de shopping centers, hotéis de alto padrão e aeroporto executivo internacional.



José Auriemo Neto is currently the Executive Chairman of JHSF Participações and served as the Chief Executive Officer from 2006 to May 2014. He is also the Chief Executive Officer of JHSF Par (the holding company which controls JHSF) since 2003. Mr. Auriemo Neto joined the group companies in 1993, and in 1997 founded its services department. In 1998, he began the shopping center department by obtaining the rights to develop Shopping Santa Cruz and became responsible for implementing and managing it. He has been a Member of the Board of Directors since JHSF was formed in 2006. He has been also a Member of the YPO since 1999 and served as an Executive Officer from 2003 to 2005.



### Jose Shabot

Director General  
**QUIERO CASA**  
Mexico

**DESARROLLADOR Y CONSTRUCTOR**

Empresa desarrolladora mexicana. Experiencia en vivienda, corporativos y uso mixto. Premio Nacional de Vivienda 2015.



Actualmente se desempeña como Director General de Inmobiliaria Quiero Casa y como presidente del Patronato de Construyendo y Creciendo, institución que opera programas educativos para trabajadores de la industria de la construcción. En su exitosa carrera ha trabajado en: Hand in Hand, Belmont Village LLP, HSF Participações SA, Habitavi Constructora SA de CV, Semeaj S.C, consolidando su visión empresarial, con empuje, firmeza y asertividad. Este dinámico joven empresario y filántropo ha demostrado eficazmente su gran capacidad de negociador. Estudió ingeniería civil en la Universidad Iberoamericana en la ciudad de México y un MBA en la Universidad de Stanford.



## Joshua Pristaw

Senior Managing Director  
**GTIS PARTNERS**  
 USA

**FUND MANAGER**

Investor in value-added and opportunistic investments in residential, office, industrial and hotel - U.S. and Brazil.



Josh Pristaw is a Senior Managing Director at GTIS Partners and a member of the firm's Investment Committee. Mr. Pristaw is a co-founder of GTIS with 20 years of real estate experience. He co-runs the firm's Brazil business and is global head of capital markets.



## Juan Cadena

Socio Gestor  
**KIRUNA CAPITAL PARTNERS**  
 Colombia

**INVESTMENT MANAGER**

Kiruna Capital Partners es una compañía especializada en la estructuración, gestión y administración de vehículos de inversión inmobiliaria con base en Bogotá, Colombia.



Juan is a Managing Partner and Co-founder of Kiruna Capital Partners. Before joining Kiruna in 2013, Juan was the Strategy and BD Director for the Andean Region at Diageo PLC. He was a member of the Latam executive committee and Latam leadership team. Prior to his involvement with Diageo, Juan served as Senior Vice-president of the Global Consumer Banking Strategy Group and Vice-president of the Latin American Corporate Development Group at Citibank based in New York City and Miami respectively. Additionally, he worked as a consultant at McKinsey & Co. and Deloitte Consulting. Juan is an economist from Universidad de Los Andes, and has an MBA from the University of Rochester with emphasis on finance and corporate & organizational strategy.



## Juan Carlos Mier y Teran

Sector Head Real Estate - Global Banking  
**HSBC MEXICO S.A.**  
 Mexico

**BANK**

Nuestra perspectiva global y experiencia local están diseñadas para hacer más eficiente la transacción para ambas partes, para que usted pueda enfocarse en la producción, comercialización y fortalecimiento de las relaciones de su cadena de suministro.



## Juan Carlos Ostos

Chief Financial & Operations Officer  
**MIRA COMPANIES**  
 Mexico

**MIXED-USE DEVELOPER**

MIRA Companies, founded in 2007, is a fully-integrated real estate investment and development platform focused on mixed-use residential communities in Mexico.



Mr. Ostos joined the MIRA team in February 2009, currently he is CFO, COO and member of the company's Board of Directors. Mr. Ostos is responsible for financial planning, comptroller, financing, human resources, systems, legal and operations of the group. Before joining MIRA, he worked as a Financial Controller at Johnson & Johnson Mexico. Mr. Ostos is part of the management team that in six years grew MIRA from a Company with 5 employees to one of 300, from not having assets under management to a group with USD \$600 million assets under management in 20 projects and to become a Company that generates annual income of USD \$215 million.



## Juan Felipe Yarce Villa

Country Head - Colombia  
**GRUPO LAR**  
 Colombia

**DEVELOPER & INVESTOR**

Desarrollador e inversor de proyectos inmobiliarios residenciales, comerciales y de oficinas.



El Sr. Yarce es responsable por realizar todas las gestiones para garantizar el cumplimiento del plan de expansión en Colombia. Promover, estructurar y aprobar todos los negocios inmobiliarios de Grupo Lar en Colombia. Realizar alianzas y promover negocios que permitan cumplir con el plan estratégico de Grupo Lar en Colombia. Liderar el equipo humano hacia el logro de los objetivos propuestos. Proponer nuevos negocios que optimicen el capital de Grupo Lar en Colombia y que cumplan con los criterios de rentabilidad establecidos. Liderar la expansión de los negocios inmobiliarios de Grupo Lar en Colombia. Responsable de la estrategia inmobiliaria y de la operación de Grupo Lar en Colombia.



## Juan Lavaud

Gerente General  
**W CAPITAL SAFI**  
 Peru

**INVESTOR**



Juan Jose Lavaud, CEO. Working at w capital safi, ceo, since 2013 with fund portfolio design, fund strategy, fund raising, aum: \$ 155 million. Before, he worked at cubica, development & commercialization of real estate projects for rent (office & retail) over \$ 300 mm developed with less than 5% vacancy rate; also, Juan was in fibra as ceo & fund manager from 2007 until 2010 as multi-strategy real estate fund responsible, with aum of \$ 100 million. Worked in Colliers international as investment director from 1997 until 2007. It was consulting, tenant representation, investment advisory Got the name of top broker LATAM in 2006.



### Juan Monroy

CEO  
**MACQUARIE**  
Mexico

REIT

FIBRA Macquarie México is a real estate investment trust targeting industrial, office and retail real estate opportunities in Mexico with a primary focus on stabilized income-producing properties.



Mr. Monroy joined Macquarie in 2012 and has a total of 18 years of real estate investment and development experience. Prior to joining Macquarie, he was a partner in a real estate development and investment firm focused on residential and retail real estate development, primarily in Mexico City. He is a former president of acquisitions at Acadia Realty Trust, a former vice president of international at Loews Cineplex Entertainment, and a former private equity professional at Onex Investment Corp.



### Karl Kreppner

Senior Vice President/ Investments  
**CADILLAC FAIRVIEW**  
Canada

INVESTOR

Cadillac Fairview is one of the largest owners, operators and developers of best-in-class office, retail and mixed-use properties in North America. The company also invests in retail, mixed-use and industrial real estate in Brazil, Colombia and Mexico.

Cadillac Fairview has been wholly owned by the Ontario Teachers' Pension Plan since 2000.



Karl Kreppner is responsible for the execution of strategic acquisitions, dispositions and management of investments across the emerging markets. Prior to re-joining Cadillac Fairview in 2013, Karl worked three years for Morgan Stanley Real Estate Investing (MSREI) in their Mexico City office. Karl is a Chartered Financial Analyst and holds a Master of Business Administration from McMaster University.



### Leandro Bousquet Viana

Partner  
**VINCI PARTNERS**  
Brazil

FUND

Investimento em imóveis comerciais para renda em seus principais segmentos, como escritório, shopping centers, centros logísticos e hotéis.



Leandro Bousquet é sócio e responsável pela área de Real Estate da Vinci Partners. Foi CFO e IRO da BRMalls. Também integrou o Banco Pactual na divisão de Investment Banking. De 1999 a 2004, foi sócio e head da equipe de Real Estate do Banco CR2. Antes, foi co-head do time de Real Estate do Banco BBM. É formado em Economia pela PUC-Rio e possui um EP Degree pela Stanford University.



### Luis Gutierrez

President  
**PROLOGIS**  
Mexico

DEVELOPER

Prologis is the global leader in industrial logistics real estate across the Americas, Europe and Asia. They develop and manage a world-class portfolio of high-quality logistics and distribution facilities, serving customers and investors as an integral part of the global supply chain.



Mr. Gutiérrez has been in the real estate sector since 1989, including President for Latin America for Prologis where he is responsible for all Brazil and Mexico related activities including operations, investments, acquisitions and industrial property development. Mr. Gutiérrez was co-founder of "Fondo Opción" (formerly G. Acción), the first public real estate company in Mexico, where he acted as Chief Executive Officer and is currently a member of the Executive Committee of Consejo de Empresas Globales. He is also a member of the board of directors of Finaccess and Central de Estacionamientos. He also served as President of the AMPIP (The Mexican Association of Private Industrial Parks) from 2005 to 2006.



### Luis Mirabelli

VP, Development Latam & Caribbean  
**WYNDHAM HOTEL GROUP**  
Argentina

HOTEL MANAGEMENT

Wyndham Hotel Group is the world's largest hotel company based on number of hotels and is one of three hospitality business units of Wyndham Worldwide



Luis is responsible for leading Wyndham Hotel Group's development efforts in Latin America and the Caribbean. This includes executing strategic deals in key markets, establishing and maintaining a strong network of multi-unit development partners and strengthening synergies between Wyndham Hotel Group and sister company RCI to help further growth in the region. Mirabelli joins Wyndham Hotel Group from RCI Latin America, where he served as Vice President of business development for South America. He is based in Buenos Aires, Argentina.



### Luis Pereda Espeso

Executive Chairman  
**GRUPO LAR**  
Spain

INVESTOR & DEVELOPER

Real Estate Investment Management (REIM) and Developer



Luis Pereda is Executive Chairman of Grupo Lar, a developer and investor with current activities in seven countries of Europe and Latin America. Grupo Lar is also the manager of Lar España Real Estate, a Spanish REIT that trades on the Madrid stock exchange. Luis graduated from the University of Madrid with a BA in Law and a BS in Econometrics. He holds postgraduate degrees from IESE, MIT and Harvard. He is also a Professor of Management at the Instituto de Empresa in Madrid, Advisor to the Board of Grupo Barceló and Member of the Advisory Board of GED Fund Management.





## Luiz Augusto F. do Amaral

CEO  
**TRX GROUP**  
Brazil

**DEVELOPER**

Gerar valor através da aquisição desenvolvimento e financiamento de ativos reais empregando nosso conhecimento financeiro de engenharia e gestão.



Luiz Amaral é sócio fundador e CEO da TRX, consolidando mais de 30 operações de BT&S e 15 de sale & lease-back. Originou e desenvolveu 1,5 milhão de m<sup>2</sup> em área bruta locável e mais de R\$ 5,2 bilhões em ativos imobiliários. Foi responsável pela estruturação de R\$ 1,5 bilhão em operações de crédito, financiamento à produção e securitização de recebíveis, além da captação de mais de 14 mil investidores. É formado em Engenharia Civil pela Universidade Mackenzie e pós-graduado pela FGV.



## Mabel Delgadillo

Managing Director Head of Andean Region  
**JAMESTOWN LATIN AMERICA**  
Colombia

**INVESTOR**

Jamestown Latin America seeks attractive risk-adjusted returns by investing in select residential, retail and office assets in the Andean Region. The team sources acquisition and development opportunities from its local office in Bogotá, Colombia.



Ms. Delgadillo is Managing Director and Head of the Andean Region at Jamestown. She has over 14 years of experience including 9 years as Vice President for LAEFM Colombia a Private Equity General Partner and 5 years with Ernst & Young, KPMG and Banca de Inversión Bancolombia spanning Central America, Brazil and Colombia. Ms. Delgadillo also worked as private advisor for various social infrastructure projects in the form of Public Private Partnerships. She is a former board member of the Colombian Association of Private Equity Funds, the LAVCA Public Policy Council and the Cadena Forestal - Ministry of Agriculture.



## Manuel Gutierrez Salorio

Managing Director  
**CREDIT SUISSE**  
Mexico

**INVESTMENT BANK**

A leading global private bank and wealth manager with distinctive investment banking capabilities

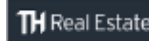


## Manuel Martin

Head of South East Region US and Latam  
**TH REAL ESTATE**  
USA

**INVESTOR & ASSET MANAGER**

TH Real Estate, an investment affiliate of Nuveen (the investment management arm of TIAA), is one of the largest real estate investment managers in the world with c.\$96.8bn in AUM. Managing a suite of nearly 80 funds and mandates spanning both debt and equity across diverse geographies, sectors, investment styles and vehicle types, we provide access to every aspect of real estate investing.



With more than 15 years' experience, Manuel is Head of the South East Region in US and Latin America, and is responsible for leading all investment activities in these regions as well as overseeing all regional operations including acquisitions, dispositions and asset management for the local equity and debt portfolio. He relocated to the US in 2016 to set up TH Real Estate's Miami office. Prior to this move, Manuel was responsible for all operations in Spain, Portugal and Latin America, which included overseeing client relations, as well as business development and investment activities.



## Marcelo Conde

CEO  
**STX DESENVOLVIMENTO IMOBILIÁRIO**  
Brazil

**DEVELOPER**

A STX é uma empresa de desenvolvimento imobiliário e tem como principal foco a incorporação de projetos nas áreas de Condo-hotéis, Hotéis e Hotéis-residência. Sua atuação privilegia projetos especiais, antecipando tendências para o mercado.



Marcelo Conde é o fundador e presidente da STX Desenvolvimento Imobiliário. Foi diretor e superintendente da STA Arquitetura e fundador da LPC Construções, além de ter atuado como diretor do Council on Tall Buildings and Urban Habitat e diretor do Sinaeco. Cursou Economia na PUC-RJ e possui mais de 30 anos de experiência no mercado imobiliário. Atuou no conselho de diversas empresas, como Hispamar e CHN



## Marcelo da Costa Santos

Sócio Diretor  
**ENGEBANC REAL ESTATE**  
Brazil

**CONSULTING**

Assessoria imobiliária presente em 25 cidades brasileiras provém soluções de negócios e consultoria para proprietários inquilinos e investidores.



Marcelo da Costa Santos tem mais de 20 anos de experiência nos setores financeiro, de private equity e imobiliário. Foi VP da Cushman & Wakefield, diretor e sócio da Stratus Investimentos e diretor e sócio da MaxCap. Também fundou e foi diretor da VCF, foi head de Corporate Finance do Banco Santos, diretor adjunto de M&A do UBS Warburg e analista de Investimentos Buy-side do ABN Amro. Atualmente, é sócio diretor da Engebanc Real Estate. É bacharel em Economia pela FEA-USP.



### Marcelo Fedak

Managing Director  
**BLACKSTONE**  
Brazil

**PRIVATE EQUITY FIRM**

Largest real estate private equity firm in the world with \$102 billion of assets under management. Blackstone operates globally. They seek to generate attractive risk-adjusted returns for their investors across cycles and over the long term. The Blackstone Real Estate platform encompasses investments across the risk spectrum from opportunistic to core+ to debt.



Marcelo Fedak is involved in sourcing and analyzing investment opportunities in Latin America. Prior to joining Blackstone in 2015, Mr. Fedak was at BTG Pactual where he was a Partner and Head of Real Estate, overseeing over \$3 billion of assets under management across Latin America. Prior to that, Mr. Fedak worked at Goldman Sachs and Credit Suisse and was involved in various M&A and capital market transactions across multiple industries.



### Marcelo Willer

Diretor-presidente  
**ALPHAVILLE URBANISMO**  
Brazil

**DEVELOPER**

Líder nacional em empreendimentos horizontais, bairros planejados e núcleos urbanos, a Alphaville Urbanismo é a principal urbanizadora do país e está presente em 22 estados brasileiros com projetos que reúnem infraestrutura e urbanismo de qualidade superior e consciência ambiental.



Arquiteto e urbanista de formação, em 2000, Willer deu início a sua trajetória na Alphaville Urbanismo quando foi contratado para assumir a posição técnica de Diretor de Projetos. Dessa forma, era responsável pelo desenvolvimento e manutenção da qualidade urbanística dos projetos da companhia. Willer presenciou a aquisição da Alphaville pela Gafisa em 2006. Em 2010, a nova controladora o convidou para assumir a posição de CEO. Dada as exigências que tal cargo carregam, despreendeu-se da formação puramente de arquiteto e urbanista e passou a ampliar as habilidades que haviam sido adquiridas em toda sua carreira: gestão de pessoas e processos. Em 2013, os grupos de investimentos Blackstone e Pátria Investimentos passaram a assumir o controle d



### Marco Antonio Canaes

Managing Director  
**AK REALTY**  
Brazil

**DEVELOPER**

AK Realty is a private company with real estate developments and investments, has a solid presence in the corporative triple A, residential and commercial segments, during it's 50 years.



Managing Director of AK Realty, he leads the prospecting and development of new business. With more than 1.5 million m<sup>2</sup> of constructed area and a development potential over 20 thousand apartments on its own property, AK Realty develops qualified positioning projects: residential, corporate triple A and commercial.



### María Clara Aristizábal

Managing Director, Corporate Strategy  
**GRUPO ARGOS**  
Colombia

**INVESTOR**

Grupo Argos, holding with sustainable investments on infrastructure. Its legal nature corresponds to a corporation, listed in the Colombia Stock Exchange, which is also the case of Argos (cement) and Celsia (energy), its two most important subsidiaries.



### Maria Rengifo

Director  
**CREDIT SUISSE**  
USA

**INVESTMENT BANK**

Credit Suisse Group is a leading global private bank and wealth manager with distinctive investment banking capabilities.



Maria Rengifo is a Director in the Latin American Investment Banking group where she covers the Real Estate and Retail and Consumer sectors.



### Mark Hafner

CEO & Co-founder  
**HASTA CAPITAL**  
Mexico

**INVESTOR & DEVELOPER**

A fully integrated RE company offering expertise in IM development and property management of multifamily rental residential properties in Latam



Mark is Chief Executive Officer and co-founder of HASTA Capital, as well as a member of the firm's Investment Committee. Prior to founding HASTA, Mark was Senior Managing Director at Greystar, the largest operator of apartments in the U.S. In over 12 years at Greystar, Mark held multiple leadership roles across the company, most recently leading Greystar's international expansion into Europe and Latin America where he oversaw the investment and development of over 30,000 residential units in Europe and Mexico. During his tenure with Greystar, Mr. Hafner led the investment, acquisition and development of over \$9.0 Billion USD of multifamily rental properties and student housing.



## Martin Jaco

CEO  
**BR PROPERTIES**  
Brazil

### DEVELOPER

Aquisição desenvolvimento e operação de imóveis comerciais em portfólio próprio.

BRProperties

Martin Jaco iniciou sua carreira na Andrade Gutierrez e na Método Engenharia. Depois, foi para a CBRE, onde liderou o departamento de Investimentos por 11 anos. Em 2007, juntou-se à startup BR Properties como CIO, com o objetivo de estruturar o departamento de Investimentos da companhia, responsável por aquisições, desenvolvimento e locação. Em 2010, a BR Properties fez seu IPO e hoje é uma das mais importantes empresas de commercial real estate no Brasil. Atualmente, Martín responde como CEO da companhia.



## Maurício Elizondo

Director de Desarrollo Resorts  
**GRUPO POSADAS**  
Mexico

### HOTEL MANAGEMENT COMPANY

Spanning four decades, our history has been written with passion and hard work. We are proud that, as we met challenge in the pursuit of our goals, we have become leaders in Mexico's hotel industry.

POSADAS.

Mauricio Elizondo - Development Director Resorts A high executive within the hotel industry in Mexico with over 12 years of experience, currently holds the position of Development Director within Grupo Posadas, overseeing all Resort projects for Mexico and the Caribbean, under which they offer several brands and Resort Concepts to fit every project. Mauricio is also responsible for the franchise model for new and existing projects in Mexico. Mauricio has been head of Revenue Management & Distribution and Director of vacation ownership products, involved in over 70 hotel projects. Mauricio lives in Mexico City



## Mauro Dias

President  
**GLOBAL LOGISTIC PROPERTIES**  
Brazil

### DEVELOPER & REIT

GLP is a fund manager, developer and owner-operator of modern logistics facilities and solutions. Own and operate a US\$38 billion global portfolio of 53 million sqm in China, Japan, USA and Brazil

GLP

Mauro Dias é presidente da GLP Brasil e membro do comitê executivo global da empresa. Possui 30 anos de experiência nas áreas de logística e infraestrutura, na Vale S/A, Log-In Logística Intermodal e Synergy Group. É graduado em Engenharia Mecânica e Economia pela UFES (Universidade Federal do Espírito Santo) e tem MBA pela UCLA (Universidade da Califórnia - Los Angeles).



## Max Lima

Sócio Diretor  
**HSI**  
Brazil

### INVESTOR

Hemisferio Sul Investimentos is a leading investment management company focused on real estate investments throughout Brazil.

HSI

Max Lima é sócio fundador da HSI e da Prosperitas Investimentos, responsável pela gestão de aproximadamente US\$ 2,5 bilhões em ativos aplicados fundamentalmente no mercado imobiliário. Também é presidente do conselho da Cipasa Urbanismo e membro do conselho da Saphyr Holdco Serviços de Shopping Centers. É formado em Economia pela Universidade de Chicago.



## Misael Shimizu

VP Real Estate  
**INRETAIL**  
Peru

### PROPERTY MANAGER

InRetail is a multi-format retailer operating exclusively in Peru with nationwide presence and leading market positions in our three business segments: supermarkets, pharmacies and shopping centers.

InRetail  
PERU COOP



## Moise Politi

Senior Advisor RE Asset Management  
**UBS BRAZIL**  
Brazil

### INVESTMENT BANK

O UBS é uma empresa global que presta serviços financeiros a pessoas físicas, empresas e instituições. Estamos presentes em todos os principais centros financeiros e temos escritórios em mais de cinquenta países.

UBS

Moise Politi é engenheiro civil formado pela Escola de Engenharia de Mauá e participou diversas vezes do One Week YPO President Seminar da London Business School e da Harvard Business School. Atualmente, é senior advisor to Real Estate Asset Management do UBS Brazil. Antes, ocupou posições de liderança nas instituições BTG Pactual, Banco Pan, Brazilian Finance & Real Estate, Banco Ourinvest, EITSA Serviços de Consultoria, Blocker Assessoria de Investimentos e Chase Manhattan Bank.





### Nessim Sarfati

President and Founder  
**BARZEL PROPERTIES**  
Brazil

**INVESTOR DEVELOPER (GP)**

Barzel is a real estate company focused on investment, development and management of Class A properties in Brazil, mainly offices and logistics warehouses in the Greater São Paulo region

Civil Engineer & MBA For 30 years having initiated and managed Cyrela Real Estate Group, the Office and Logistics investments, development, leasing and property management. In 2016, founded Barzel Properties



### Nicolás Jaramillo

Presidente  
**PACTIA**  
Colombia

**FUND**

El Fondo de Capital Privado Pactia Inmobiliario invierte, desarrolla y opera proyectos inmobiliarios en los sectores de comercio, industria, oficinas, hoteles y auto-almacenamiento. Cuenta con un portafolio de más de 65 activos, que representan cerca de COP 3,2 billones y 720.000 m2 de área arrendable, posicionándose como una de las compañías inmobiliarias más grandes de Colombia y con mayor proyección de crecimiento.

Presidente de Pactia SAS, gestor profesional del FCP Pactia Inmobiliario. Ingeniero Civil de la Escuela de Ingenieros de Antioquia y Especialista en Finanzas Corporativas. Cuenta con una experiencia de más de 10 años en el sector inmobiliario y de la construcción.



### Norma Giese

Vicepresidencia de Operaciones  
**ORANGE INVESTMENTS**  
Mexico

**DEVELOPER**

Servicios de Desarrollo Inmobiliario, contamos con la versatilidad de encargarnos del proceso completo, desde la concepción de una iniciativa hasta la entrega final, así como manejarlo en fases específicas como son la capitalización y comercialización del inmueble, así como la optimización del portafolio de activos inmobiliarios y su administración.

Norma tiene a su cargo la Vicepresidencia de Operaciones en Orange Investments. Tiene amplia experiencia en el desarrollo de proyectos inmobiliarios, en la administración de portafolio de proyectos de inversión. Ha consultado distintas compañías inmobiliarias en el diseño de procesos hasta la implementación de éstos



### Oscar Calvillo Amaya

Director General  
**FIBRA INN**  
Mexico

**REIT**

Fibra Inn es un fideicomiso mexicano formado primordialmente para adquirir, desarrollar y rentar un amplio grupo de propiedades hoteleras en México.



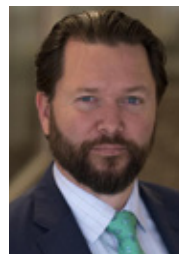
### Pablo Botero

Director Acquisitions and Development  
**VICEROY HOTEL GROUP**  
USA

**HOTEL MANAGEMENT**

Viceroy Hotels and Resorts deliver one-of-a-kind lifestyle experiences that bring together provocative design and intuitive service in some of the world's most sought-after destinations. Viceroy Hotels and Resorts redefine the very concept of boutique and luxury hospitality.

Pablo Botero covers Latin America for Viceroy Hotel Group. Within his role he leads identifying potential hotel management opportunities throughout the region, both for new developments and existing operations. Viceroy Hotel Group is a modern luxury hotel brand owned by Mubadala from the UAE. Prior to Viceroy, Pablo led new business efforts for a Colombian real estate firm and an American family office, both focused on mixed-use hospitality anchored projects. He earned his A.B. from Harvard University.



### Paul Adan

VP, Development Latin America & Caribbean  
**MARRIOTT INTERNATIONAL**  
USA

**HOTEL MANAGEMENT**

Marriott International is a leading lodging company with more than 6,000 properties and nearly 1.2 million rooms in over 120 countries and territories.

Paul Adan is the VP of Lodging Development for Marriott International Inc. and The Ritz-Carlton Hotel Company for the Caribbean & Latin America region. Mr. Adan is responsible for hotel development of all the brands for Central and South America. Mr. Adan began his career with Hilton International, working with their Board of Directors on the development of the group's properties in Brazil. Since then, Paul has held executive positions with Meliá Inversiones Americanas, Sol Meliá, NH Hoteles, CB Richard Ellis, and Amerisud working on development deals from all perspectives. Paul has focused his career on hospitality development in Latin America and the Caribbean.





**Paulo Pena**

President, LATAMC  
**WYNDHAM HOTEL GROUP**  
USA

**HOTELIER**

Wyndham Hotel Group is elevating the experience of the everyday traveler, ensuring every traveler – no matter how much they spend or how they like to travel – has an extraordinary experience.

Paulo Pena is president and managing director, Latin America and Caribbean for Wyndham Hotel Group. In this role, he is responsible for leading the company's development efforts in Latin America and the Caribbean, integral regions in Wyndham Hotel Group's international plans, as well as providing operational, marketing, revenue management and sales services to the company's franchisees and robust network of multi-unit development partners.



**Pedro Oliva**

Director  
**MITRE REALTY**  
Brazil

**DEVELOPER**

Traditional home builder and real estate developer from São Paulo (Brazil) with over 55 years of solid track record. Pioneer in student housing business in Brazil.



Masters in Finance by University of Cambridge and Economics degree from University of São Paulo. Harvard Business School alumni (PLD) and Executive Negotiation Workshop at Wharton. He was Vice President and board member of oil and gas, energy and micro credit companies. As one of the founders of Urbem accumulated experience in the development of large urban and real estate projects in São Paulo. He was Partner of Leste (asset management firm) where he worked in private equity and real estate.



**Philipp Braunfels**

Vice President Investment Manager Andean  
**JAMESTOWN LATIN AMERICA**  
USA

**INVESTOR**

Jamestown Latin America seeks attractive risk-adjusted returns by investing in select residential, retail and office assets in the Andean Region. The team sources acquisition and development opportunities from its local office in Bogotá, Colombia.



Philipp Braunfels is a Vice President and Investment Manager for the Andean Region at Jamestown, focusing on Latin American investments and asset management out of the local office in Bogotá, Colombia. Upon joining Jamestown, he supported the German retail fund management team in Cologne, Germany and also worked for the Acquisitions and Asset Management departments out of the US offices in Atlanta and New York. Mr. Braunfels graduated Cum Laude from Maastricht University with a Master of Science in International Business Finance and also holds a Bachelor of Science in International Business Economics. He is fluent in German, English and Spanish.



**Prabhu Raman**

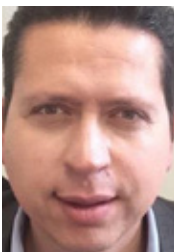
Managing Director – Global Real Estate  
**MACQUARIE CAPITAL - USA**  
USA

**INVESTOR**

Macquarie Capital Real Estate raises capital for real estate developers by investing in operating platforms and raising capital from institutions at the asset-level



Managing Director at Macquarie Capital's Global Real Estate Group. Prabhu joined Macquarie Capital in 2016. Prabhu Commenced his career in Australia as a real estate and finance lawyer which he continued in New York from 2001 in the real estate groups of Shearman & Sterling and Kaye Scholer representing clients in a wide range of real estate debt and joint venture investments across all asset classes and investment strategies. From 2007 to 2013 he was at Merrill Lynch's global real estate principal investments group initially as chief operating officer of Latin America then eventually global chief operating officer and portfolio manager focused on the establishment and management of real estate investment platforms.



**Rafael Álvarez**

VP Business Development  
**OSPINAS & CIA**  
Colombia

**DEVELOPER**

Ospinas & Cia. es una compañía integral en servicios inmobiliarios que reúne una larga experiencia y un profundo conocimiento del sector.



Responsible for Finance, Planning and HR functions of one of the leading retail developers in Colombia. Accountable for the overall finance strategy and for the development of the corporate strategy of a business with annual sales of +\$200m.



**Rafael Birmann**

President  
**BIRMANN S/A**  
Brazil

**DEVELOPER**



Rafael Birmann atua como incorporador imobiliário desde 1978, quando fundou a Birmann, tendo realizado projetos de edifícios de escritórios com significativo impacto no mercado imobiliário de São Paulo por sua qualidade e inovação. Atualmente, coordena a incorporação de um edifício de 50 mil m<sup>2</sup> de escritórios de altíssimo padrão na av. Faria Lima, em São Paulo, e um projeto de urbanização em área de 16 milhões m<sup>2</sup> em Brasília.



**Rafael Marcos**

CEO  
**GRUPO FREL**  
Mexico

**DEVELOPER**

Somos un desarrollador inmobiliario de excelencia. Nuestra amplia experiencia y larga trayectoria tiene como resultado múltiples proyectos en diferentes regiones de México.



Trayectoria académica y profesional:  
1988 – 1992 Universidad Iberoamericana. Arquitectura  
2003 – 2009 Fundador y Director de Mar del Este  
2009 – Actual Director General de Grupo FREL  
2012 – Actual Fundador e Investment Committe Chair en Ethika  
2013 – Actual Fundador y Board Member de Fibra Shop



**Ramón María Lanús**

Presidente  
**FEDERAL LAND & PROPERTY AGENCY (AABE)**  
Argentina

**GOVERNMENT**

ABBE is the federal government agency in charge of the administration of all government land and property.



Ramón Lanús finished his law degree at the Austral University (Buenos Aires) in 2002. He obtained a master's degree in Public Policies at Georgetown University (Washington, DC) in 2009. He worked in several law firms and class companies and as legal counsel of the Inter-American Development Bank in Washington, DC. He was appointed as member of the board of directors of several energy companies and co-founded the non-profit organization "Fundación Enseñá por Argentina" (Teach for All Network). He later worked for the City of Buenos Aires government as counsel of the City's Chief of Staff and for the Ministry of Social Development. He is now the president of the Federal Land & Property Agency (AABE)



**Renzo Berrocal**

CFO  
**ARMANDO PAREDES**  
Peru

**DEVELOPER**

Armando Paredes está enfocada en el desarrollo urbano, creando más departamentos, lofts y edificios de oficinas que permitan la renovación y evolución de la ciudad.



**Reyes Baeza**

Real Estate Director  
**AMERICAN INDUSTRIES GROUP**  
Mexico

**DEVELOPER**

More than 40 years providing high quality, value added services that facilitate the successful establishment and operation of international companies in Mexico.



**Ricardo Antoneli**

Chief Development Officer  
**GLP**  
Brazil

**FUND MANAGER, DEVELOPER AND OWNER-OPERATOR**

GLP is a fund manager, developer and owner-operator of modern logistics facilities and solutions. Own and operate a US\$38 billion global portfolio of 53 million sqm in China, Japan, USA and Brazil.



Ricardo Antoneli é Chief Development Officer da GLP Brasil. Possui 15 anos de experiência no setor imobiliários, com formação no Brasil, Estados Unidos e Reino Unido. Graduado em Engenharia Civil pela Escola de Engenharia Mauá, com pós-graduação em Investimento Imobiliário pelo The College of Estate Management - RICS - Reading e MBA pela Eaesp/FGV e pela Universidade da Carolina do Norte. Foi CEO da BNCorp, diretor de Operações na Scopel e diretor de Real Estate, Inteligência de Mercado e Planejamento da subsidiária brasileira do Walmart, além de ter passagens pela matriz da própria varejista nos EUA e pela consultoria imobiliária CBRE.



**Ricardo Mader**

Managing Director  
**JLL**  
Brazil

**HOTEL CONSULTANT**

Hotel Strategic Consulting, Investment Sales & Asset Management



With over 30 years experience in the consulting field, Ricardo Mader Rodrigues has developed comprehensive expertise in the hospitality and tourism industries in 10 countries in Latin America and other regions, including investment sales, market research and analysis, development of marketing strategies and marketing plans, hotel companies selection and contract negotiation, asset management. Mr. Rodrigues is a member of ISHC and is a graduate of the Business Administration School of FGV, Sao Paulo, Brazil. Specialized in Hotel Administration by Cornell University, USA. Mr. Rodrigues has been a guest speaker on numerous topics in hospitality seminars, including market analysis and the state of the lodging industry in Brazil.





## Ricardo Santa Cruz

CEO  
**RASALAND INVESTORS**  
Mexico

DEVELOPER

Ricardo has more than 12 years of experience in land acquisition and real estate development in México. He is a managing partner of RLD properties. RLD is currently developing two large real estate developments on the Pacific Coast of Mexico which include a One & Only and Rosewood Hotel. Ricardo holds a Bachelor's Degree in International Business from the University of Colorado at Boulder. He is binational (U.S. and Mexican citizen), has a bicultural background and is totally fluent in both English and Spanish.



## Ricardo Zúñiga Massieu

Chairman and CEO  
**VERTEX REAL ESTATE**  
Mexico

INVESTMENT FUND

Private Equity Fund focused on hotels retail industrial office and residential within Mexico.

Mr. Ricardo Zúñiga is Founding Partner, Chairman and CEO of Vertex Real Estate Investors, a private equity real estate platform focused on investing third party institutional capital in Mexico's Real Estate Sector. Prior to his current responsibilities he was CEO of BCBA, Principal at O'Connor Capital Partners, Director at Hines Interests, Associate at Marriott Hotels and Operations Manager for Hardin Construction Group. Over his more than 23 years of real estate experience Mr. Zúñiga has been involved in either the construction, development, or financing of more than USD 3 billion of real estate property in Mexico including all asset classes.



## Rita-Rose Gagné

President  
**IVANHOÉ CAMBRIDGE**  
Canada

INVESTOR, DEVELOPER, OPERATOR

Invests in high-quality properties and real estate companies in select cities around the world, consisting primarily in residential, office, retail and logistics real estate.

Rita-Rose Gagné is responsible for the investment, operational, leasing, asset management and development activities for Ivanhoé Cambridge's Growth Markets Platform. She is a leading board member of Ancar Ivanhoe, one of Brazil's largest retail real estate companies



## Robert Batting

Managing Director  
**BLACK CREEK GROUP**  
USA

INVESTOR

Real estate investment firm specializing in investments in the United States and Mexico. It was founded in 1993 and is based in Denver, Colorado.

Bob Batting is a Managing Director of Black Creek Group, and is currently Managing Partner of Gran Ciudad. Mr. Batting previously was the Chief Investment Officer for MIRA and was responsible for managing MIRA's acquisition, investment and strategic disposition activities through 2015. Mr. Batting has been responsible for managing Black Creek Group's Mexico investments since 2007, and is a member of the firm's executive management committee. Mr. Batting has over 8 years of experience in real estate investment management and development, including over 9 years of experience in Mexico.



## Rodrigo Díaz Álvarez

Director General  
**ACCIONA REAL ESTATE**  
Mexico

DEVELOPER

ACCIONA es una de las principales corporaciones empresariales españolas, líder en la promoción y gestión de infraestructuras (construcción, industrial, agua y servicios) y energías renovables.

Rodrigo Díaz is currently General Director at Inmobiliaria Parque Reforma, Acciona's Real Estate Division in Mexico. He is responsible for overseeing all ongoing developments, as well as expanding the company into new segments. He has over 12 years of experience in the industry, where he has held different roles, most recently as Director of Portfolio Management at Prudential Real Estate Investors. Rodrigo has executed an aggregate of over \$1 billion US dollars in transactions. Rodrigo has a B.S. in Industrial Engineering from the Universidad Iberoamericana in Mexico City and holds an MBA and a Master in Finance from Boston College.



## Salvador Cayón

Chief Executive Officer  
**FIBRA SHOP**  
Mexico

REIT

Es un fideicomiso Mexicano creado principalmente para adquirir, desarrollar y operar un amplio rango de centros comerciales en México. Somos la primera Fibra en México especializada exclusivamente en centros comerciales. Fibra Shop tiene como objetivo principal proporcionar retornos atractivos con riesgo ajustado a largo plazo a los tenedores, mediante distribuciones de efectivo estables y la apreciación de sus bienes inmuebles.





**Santiago Collada Chavez**

CIO  
**ARTHA CAPITAL**  
Mexico

**PENSION FUND**

Artha Capital – Private Equity Real Estate Fund / AUM MX\$ 11,600 MM (US\$ 650 MM)



Artha Capital – Private Equity Real Estate Fund / AUM US\$ 800 MM Chief Investment Officer and Member of the Board of Directors. Design short and long term investment strategy for the Fund. Source, structure and close complex equity real estate investments in a timely manner. Establish and structure new joint venture relationships. Run quantitative and qualitative analysis of investment transactions for the entire cycle of the assets (source, close, develop, asset manage and dispose). Direct the preparation of investment memorandums and Investment Committee presentations. Develop and implement appropriate debt strategies. Formulate appropriate exit strategies for businesses. Confirmed



**Santiago Porta**

Principal Investment Officer  
**IFC**  
USA

**DEVELOPMENT BANK**

IFC, a member of the World Bank Group, is the largest global development institution focused exclusively on the private sector in developing countries.



Santiago Porta is the IFC's Global Sector Leader for Commercial Property. He has over 13 years in banking, leading investments and client relationships with key private sector partners across all property subsectors and emerging markets regions -including Latin America, Africa, Middle East, Eastern Europe and Asia. He lives in Washington DC, US, and, before joining IFC, he worked in the structured finance and corporate finance groups at Enron and Price Waterhouse Coopers respectively. Santiago holds an MBA from IESE Business School and an Industrial Engineering Degree at Instituto Tecnológico de Buenos Aires.



**Santiago Riva**

CEO and Chairman  
**RIVA S.A**  
Argentina

**DEVELOPER**

Con responsabilidad, seriedad y vocación, RIVA se destaca por asumir los más variados desafíos y cumplir sus compromisos con sus Comitentes, en tiempo y forma con excepcional rapidez.



Santiago is currently CEO and Chairman of the Board of RIVA SA, having joined the company in 2004. Previously, Santiago worked for Techint in Argentina and Saudi Arabia, and for John Holland in Australia. Santiago holds a Civil Engineering Degree from Universidad de Buenos Aires and an MBA from IAE ; he also seats on the board of the Argentine Construction Chamber and is Vice President of the Ciudad de Buenos Aires Chapter.



**Santiago Vásquez Obando**

Managing Director  
**AKTIVOS INMOBILIARIOS S.A.S.**  
Colombia

**INVESTOR, DEVELOPER**

Our company specializes in the Real Estate industry. We structure and originate Assets and Real Estate projects as rental property, self owned or in association with investment funds. Our main focus is to bring together the Real Estate and Capital Markets sectors. We are sale and purchase agents of Real Estate. We are the project's investors that align all the actors main interests.



Has 12 years of financial experience structuring Real Estate Assets. As Asset Manager he developed Real Estate investments through Trusts and Private Equity Funds. Holds a Business Management degree from Los Andes University and an MBA from Babson College.



**Sergio Pino**

President, CEO  
**CENTURY HOMEBUILDERS GROUP**  
USA

**DEVELOPER**

Century has built over 15,000 homes for South Florida families, making it the largest residential home builder in Miami-Dade County. With numerous distinctive communities in prime locations surrounded by established businesses and great schools, Century has earned the trust and respect of homebuyers who understand that "value" involves more than just affordable prices.



Sergio Pino is the President and founder of Century Homebuilders Group, LLC, one of the largest Hispanic Homebuilders in the nation established in 1995. Century Homebuilders Group is a diversified real estate operating company that focuses on the acquisition, development, construction, and management of residential communities and commercial land. In two decades, the company has acquired, developed and/or managed over 50 multi-family and condominium communities. These properties account for over 15,000 homes throughout Miami-Dade and Broward Counties.



**Sidnei Cosme**

New Business Development Director  
**CAMARGO CORRÊA DESENVOLVIMENTO IMOBILIÁRIO**  
Brazil

**DEVELOPER & CONSTRUCTOR**

Residential, Offices, Malls , Mixed Use, Logistic & Industrial Real Estate Developments





**Susana Balbes Pazos**

Head of Real Estate Americas  
**L'ORÉAL**  
 USA

**RETAILER**

As Head of Real Estate for Americas my role is to provide professional assistance management coordination to the zone business units in tendering and choosing partners for all our Real Estate transactions and Architectural and Construction Projects, liaise and coordinate with brokers, contractors and internal clients for property transactions or building validation, lead the role representative for all operation matters as well as oversee all project stages, investment planning, site location, layout concept, project implementation, architectural and engineering design and work execution, delivery and commissioning, as well as integrate FM procedures, quality standards and energy performance.



**Tal Peri**

Head of US East Coast and Latin America  
**UNION INVESTMENT REAL ESTATE**  
 USA

**EQUITY INVESTOR**

Union Investment Real Estate is Germany's largest open-ended real estate fund manager with approximately USD 36.5 billion under management in 23 countries.



Tal Peri is Head of U.S East Cost & Latin America for Union Investment Real Estate. He joined Germany's largest open-ended real estate fund in 2010 in the New York office and has since closed \$3.5 billion in acquisition & disposition transactions in four countries. Prior to this role, Tal was an Associate Director at WestLB, New York, where he was responsible for \$1.3 billion in real estate acquisition & development finance transactions in the same regions. Tal holds a Master Degree in Finance, Accounting & Management from Heinrich-Heine University in Dusseldorf, Germany



**Thait Chang-Say**

CEO  
**ARMANDO PAREDES**  
 Peru

**DEVELOPER**

Armando Paredes está enfocada en el desarrollo urbano, creando más departamentos, lofts y edificios de oficinas que permitan la renovación y evolución de la ciudad.



**Thiago Oliveira**

Board Member, CFO & IRO  
**JHSF PARTICIPAÇÕES S.A.**  
 Brazil

**DEVELOPER**

HSF is a leading high-end Real Estate developer in Brazil with recognized capacity to developed and manage unique mixed-use and out-of-the-box projects.



Experiences includes equity and debt capital markets transactions, M&A/business integration, restructuring processes and commercial development in companies such as General Electric, TCW – Trust Company of the West, Price Waterhouse.



**Thomas McDonald**

Managing Partner  
**JAGUAR GROWTH PARTNERS**  
 USA

**INVESTOR**

Jaguar Growth partners is a privately-held investment management firm specializing in real estate private equity in growth markets globally. Jaguar invests in and develops scaleable real estate-related operating platforms and companies poised to grow in emerging economies. The Firm invests through managed funds including Jaguar Real Estate Partners, exclusively focused in Latin America.



Thomas McDonald is Managing Partner and Co-Founder of Jaguar Growth Partners. Headquartered in New York with an office in Sao Paulo, Jaguar is a privately-held investment management firm specializing in real estate private equity in growth markets globally. Founded in 2013 with Gary Garrabrant, Jaguar invests in and develops scaleable real estate-related operating platforms and companies poised to grow in emerging economies. The Firm invests through managed funds including Jaguar Real Estate Partners, exclusively focused in Latin America. Mr. McDonald is currently a Director of the Advisory Board of Jaguar Growth Partners and a director of Aliance Shopping Centers (BZ: ALS3 ) and Latam Logistics Properties



**Vicente Naves**

Director General  
**GRUPO FREL - DESARROLLOS**  
 Mexico

**DEVELOPER**

Somos un desarrollador inmobiliario de excelencia. Nuestra amplia experiencia y larga trayectoria tiene como resultado múltiples proyectos en diferentes regiones de México. Los desarrollos de la compañía son iconos arquitectónicos del país, habitados y ocupados por quienes buscan productos exclusivos de primera calidad y funcionalidad.



Vicente Naves Ramos, Es Ingeniero Civil graduado con Mención Honorífica por la Universidad La Salle, cuenta con un MBA (Master in Business Administration) por el IPADE, además de diversos cursos. El Ingeniero Naves cuenta con 31 años de experiencia de trabajo, más de 25 años en desarrollo inmobiliario, siempre con una carrera ascendente. Cuenta con amplia experiencia como Director General en empresas desarrolladoras líderes y concesionarias de infraestructura. Fue Miembro del Consejo de Administración de Consorcio ARA (2008-2011) Liderazgo y dirección de equipos multifuncionales y de alto desempeño y Vicepresidente de la Cámara Nacional de la Industria de Promoción y Desarrollo de Vivienda (CANADEVI), 2000 a 2011.



### Walter Cardoso

Presidente  
CBRE  
Brazil

**COMMERCIAL REAL ESTATE COMPANY**

Area de Atuação: Real Estate Consultancy  
Especialidade da Empresa:  
Real Estate Consultancy specialized in providing solutions to  
investors developers occupiers and owners in all business lines.



Walter Cardoso iniciou sua carreira na Richard Ellis em 1985. Entre 1991 e 1994, ocupou a posição de diretor de Investimentos. Em 1994, tornou-se managing director e, em 1998, chegou à presidência, após a fusão com a American CB Commercial. Participou das principais operações de investimento no mercado brasileiro. Consolidou as linhas de negócios da companhia, apoiando a implementação de diversos departamentos. Também expandiu a empresa para várias cidades.





# Club Membership

Club Members gain access to a global community through gatherings held across the world. Events range from exclusive member-only meetings to 'open' events that bring non-members and members together for high level debates with global participants.

Membership is by invitation only and reserved exclusively for investors, lenders and developers. Qualified individuals (C / Director Level) that believe they could benefit from being part of such a global community are welcome to further details.

## REQUEST MEMBERSHIP

Those wishing to put their name forward for membership can contact the regional Club Director (see overleaf) or do so using the consideration form on page 47.

### CLUB MEETINGS

Reserved exclusively for GRI Club Members, 'Club Meetings' are guided by local and regional advisory boards, and focus on a theme, sub-sector or micro-market.



### MATCHMAKING

GRI members will benefit from pre-event and on site matchmaking through pre-arranged one to one meetings with peers.

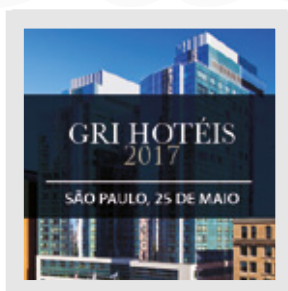


### OPEN EVENTS

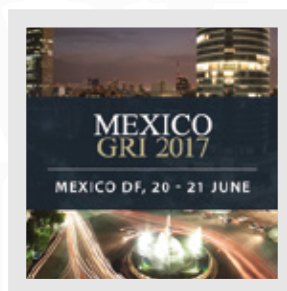
On a larger scale, 'Open Events' bring non-members and members together for high level debates with global participants.



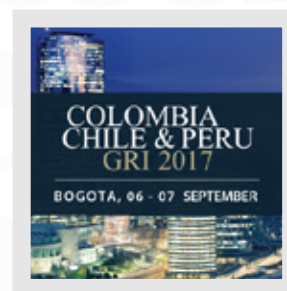
## UPCOMING MEETINGS



**GRI Hotéis 2017**  
May, São Paulo



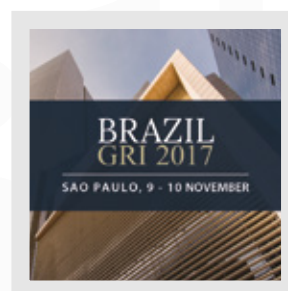
**Mexico GRI 2017**  
June, Mexico City



**Colombia, Chile & Peru GRI 2017**  
September, Bogotá



**Argentina GRI 2017**  
November, Buenos Aires



**Brazil GRI 2017**  
November, São Paulo

# CBRE

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