

3RD EDITION

LATIN AMERICA GRI 2018

CONNECTING LATIN AMERICAN &
GLOBAL REAL ESTATE LEADERS

&

1ST EDITION

GRI HOSPITALITY LATAM 2018

CHECK IN AT THE MOST QUALIFIED HOSPITALITY
MEETING IN LATIN AMERICA



NEW YORK CITY, 11-12 APRIL | LE PARKER MERIDIEN



Some tips on how to make the most of the meeting

There are no presentations in GRI discussions. They are just like a chat after dinner in a friend's house, everyone takes part in the discussions on the same basis, not only the discussion co-chairs.

There is no distinction among participants. In fact, the co-chair's mission is to encourage everyone to take part in the discussions.

If you believe that connecting with new partners is something of interest for you, we encourage you to actively participate in the discussions. This

way, you will allow other participants to get to know you even better.

Moderators will question the participants directly, and not the audience at large.

All participants are welcome to ask questions, disagree and comment appropriately.

Feel free to come and leave any of the discussion rooms of your choice at their scheduled time.

The rooms start to fill up only after the discussions start and there is no need to worry about the empty ones, as they fill up quickly.

Some participants speak very low and that may matter for some who listen. Speak clearly and let the speaker know whenever he is not being understood.

Avoid monopolizing conversations, self-promotion and advertising. This will not be accepted by the moderators.

Algunos consejos sobre cómo aprovechar al máximo la reunión

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, ámate 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.



Henri



Leonardo

Welcome Bienvenido

Welcome to Latin America GRI 2018

It's a pleasure to welcome you to the third edition of the Latin America GRI and GRI Hospitality Latam, which will focus on the main challenges and opportunities in the real estate market of the region.

Considered as one of the industry's most important events, Latin America GRI 2018 will provide strategic analysis of the key sector issues with the active participation of its decision-makers.

There will be two intense days with many discussion rooms that cover the outlook across individual real estate sectors, investments, new trends and products for the coming months, allowing a sharing of experiences that is unique and in-depth.

Throughout the conference, GRI promotes an informal atmosphere, aiming to strengthen relationships and debate solutions. To enhance the business opportunities, and in addition to ad hoc networking, we are offering a matchmaking platform to get closer to others executives with aligned interests.

If you believe relationships are crucial for your business, live the GRI experience. Join us and make the most of the event, whose main attraction is you.

Best regards,

Henri Alster
Chairman
GRI Club

Bienvenido al Latin America GRI 2018

Es un placer recibirte en la tercera edición del Latin America GRI y GRI Hospitality Latam 2018, que se centrará en los principales desafíos y oportunidades del sector inmobiliario en la región.

Considerado uno de los más importantes eventos del segmento, el Latin America GRI 2018 promoverá un análisis sólido acerca de las cuestiones centrales de esa industria con la participación activa de los tomadores de decisiones.

Serán dos días intensos con muchas discusiones sobre las perspectivas del mercado, inversiones, tendencias y los productos para los próximos meses, permitiendo un gran intercambio de experiencias.

Al largo de la reunión, el GRI promocionará un ambiente informal, direccionado al fortalecimiento de las relaciones y la búsqueda por soluciones. Además del networking real, para expandir negocios, ofrecemos una plataforma matchmaking, que permitirá el encuentro de ejecutivos con los mismos intereses.

Si crees que la relación es la base para tu negocio, viva la experiencia GRI. Júntate a nosotros y obtengas el máximo del evento, donde tú será el principal actor.

Saludos cordiales,

Leonardo Di Mauro
Head of Real Estate - Latam
GRI Club

GRI Club Advisory Board

Latin America GRI 2018 and GRI Hospitality Latam 2018 are part of the GRI Club Real Estate series, a global Club composed of leaders of the real estate sector. Founded in 1998, the GRI Club operates in more than 20 strategic countries. In Latin America, it has been operating since 2010. The GRI mission is to connect market leadership and to contribute to the construction of privileged relationships and real business opportunities. In this context, more than 4,000 executives participate annually in Club activities worldwide. Club guidelines are designed by the Advisory Board, composed by the most influential names in Latin America's different asset classes: offices, industrial & logistics, shopping & retail, residential, land development and hotels.

GRI Club Advisory Board

Latin America GRI 2018 y GRI Hospitality Latam 2018 son parte del programa del GRI Club Real Estate, un Club global compuesto por líderes del sector inmobiliario. Fundado en 1998, el GRI Club opera en más de 20 países estratégicos. En Latinoamérica, ha estado operando desde 2010. La misión de GRI es conectar los líderes del mercado y contribuir a la construcción de relaciones privilegiadas y oportunidades comerciales reales. En este contexto, más de 4,000 ejecutivos participan anualmente de las actividades del Club en todo el mundo. Las pautas del club son diseñadas por el Advisory Board, compuesto por los nombres más influyentes en las diferentes clases de activos de Latinoamérica: oficinas, industria y logística, shopping centers & retail, residencial, desarrollo de tierras y hoteles.



Brazil Advisory Board



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FAUZE ANTUN
Partner Real Estate
PÁTRIA INVESTIMENTOS



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CEO Banca de Inversión
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JLL



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MABEL DELGADILLO
Managing Director Head of
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Gerente General
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SANTIAGO PORTA
Principal Investment Officer
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Head of South East
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Presidente
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Principal Housing Specialist
Latin America
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CEO
PLAZA LOGÍSTICA



FEDERICO GAGLIARDO
Presidente & CEO
VITRIUM CAPITAL



MICHAEL TEICH
Founder & Managing Director
AVENIDA CAPITAL



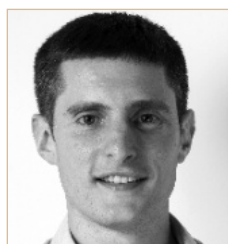
HORACIO J PARGA
Executive Director
GRUPO EDISUR



ISEL KIPERSZMID
Presidente
DYPISA INTERNATIONAL



JERÓNIMO BOSCH
Managing Partner
GRUPO PEGASUS



GONZALO DE LA SERNA
CFO
CONSULTATIO



RODRIGO MILLÁN
Regional Director, South Latin
America
JLL



WILLIE MARTIN
Network Development Head,
LATAM
REGUS

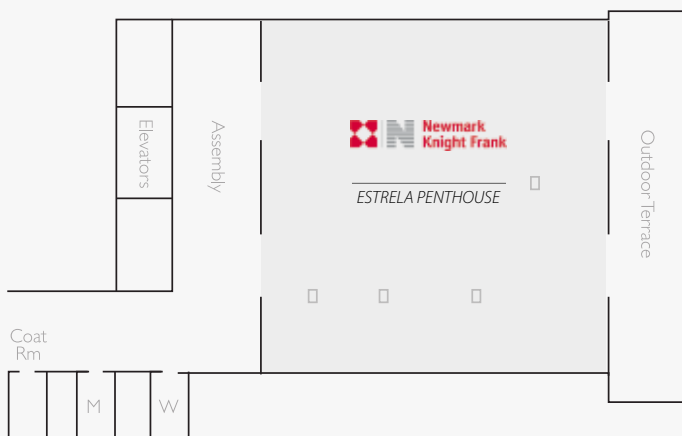
Le Parker Meridien

119 W 56th Street, New York, NY 10019, EUA

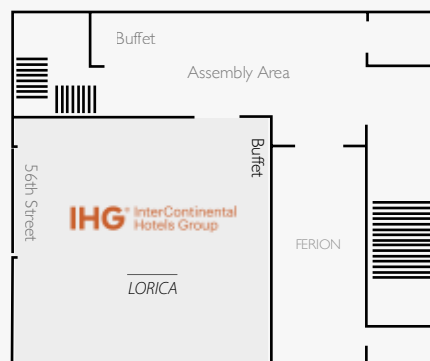
The meeting rooms for Latin America GRI 2018 are located at the 1st, 2nd and 3rd floors of the hotel.

Las salas de reuniones para Latinoamérica GRI 2018 están ubicadas en los pisos 1°, 2° y 3° del hotel.

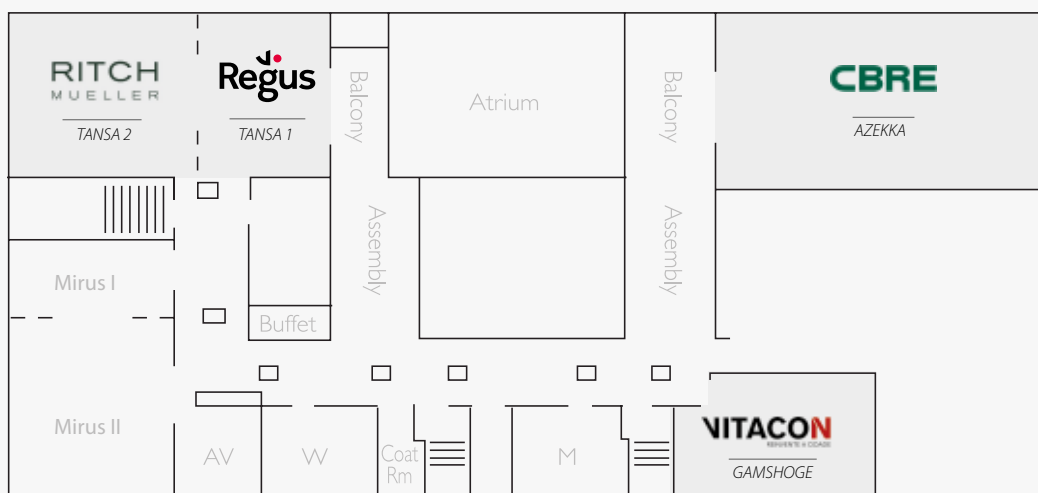
Estrela Penthouse



2nd Floor



3rd Floor



AGENDA

Wednesday 11th Miércoles 11

- ▶ 13:30 - 14:00 Registration // Registro
- ▶ 14:00 - 14:05 Special Session
- ▶ 14:05 - 15:00 Keynote Speaker
- ▶ 15:00 - 15:30 Networking // Coffee Break
- ▶ 15:30 - 16:30 Master Session
- ▶ 16:30 - 17:15 Networking // Coffee Break
- ▶ 17:15 - 18:15 Discussions // Discusiones
- ▶ 18:15 Closing Drinks

Thursday 12th Jueves 12

- ▶ 08:30 - 09:00 Registration // Registro
- ▶ 09:00 - 10:00 Talk Show
- ▶ 10:00 - 10:45 Networking // Coffee Break
- ▶ 10:45 - 11:45 Discussions // Discusiones
- ▶ 11:45 - 12:15 Networking // Coffee Break
- ▶ 12:15 - 13:15 Discussions // Discusiones
- ▶ 13:15 - 14:45 Lunch // Almuerzo
- ▶ 14:45 - 15:45 Discussions // Discusiones
- ▶ 15:45 - 16:15 Networking // Coffee Break
- ▶ 16:15 - 17:15 Discussions // Discusiones
- ▶ 17:15 Farewell Drinks // Cóctel de despedida

Argentina, the moment is now

Discover landmark opportunities in Real Estate

ROOM
NEWMARK
14:00 - 14:05

During the first two years in office, the Government of the Republic of Argentina successfully implemented key economic and institutional reforms striving to improve the business climate and set the basis for sustainable growth.

As a result, macro indicators are improving markedly: in 2017, for the first time in a hundred years, Argentina's GDP grew (2.9%) while primary fiscal deficit reduced (from 4.2% to 3.8%), tax pressure lowered (1.5 pp approx.), and inflation sharply fell (from 36% to 25%). Notably, the engine for this growth was investment, growing 4x faster than GDP (at 11.3%) and setting the conditions for the sustainability of this trend.

Looking forward, several upcoming (in addition to the recently approved Integral Tax Reform) reforms, including the new law of Productive Financing, the new Urbanization Code for the city of Buenos Aires and the ongoing Bureaucratic Simplification, among many other initiatives, are expected to further improve the business environment.

Moreover, in a context of growing demand and a boom of mortgage finance (+107% in 2017), the Argentine real estate market is significantly undersupplied across all segments: Buenos Aires only accounts for a third of the AAA/A+ stock of Santiago de Chile despite Argentina's GDP being over 2x bigger than that of our Andean neighbor; when looking at commercial, industrial and residential segments, reaching regional penetration rate averages commands a doubling of the existing inventory.

To contribute to market normalization and after having successfully auctioned 289,300 sqm of land for \$342 MM in 2017, the continuing execution of the public land auctioning plan will entail the offering of iconic sites representing over \$513 MM in investment opportunities and over 536,000 sqm to be developed in some of the most attractive areas of Buenos Aires.

We are glad to invite you to meet the Government officials leading these projects that will be offered through public auctions during 2018.



RÁMON LANÚS
President



FEDERAL LAND & PROPERTY AGENCY

AABE is the federal government agency in charge of the administration of all government land and properties. The agency objective is to promote an efficient use of government estate for different purposes, by:

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

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



ALEJO RODRÍGUEZ CACIO
Director



ALEJANDRO HEIMANN
Director



INVESTBA & ARGENTINA INVESTMENT AND TRADE PROMOTION AGENCY

Established in 2017 and 2016 respectively, InvestBA and AAICI contribute 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 improving business climate and regulatory environment.
- Generating detailed market information and insights that add value to investors and Argentine companies.

We aim to be the strategic partner and single point of contact for companies, facilitating streamlined and transparent processes.








Catalinas











Catalinas Norte view

Wednesday 11th Miércoles 11

| | | |
|-------------------------|---|---|
| 13:30 - 14:00 | REGISTRATION* REGISTRO * | |
| 14:00 - 14:05 | SPECIAL SESSION ROOM  | ARGENTINA, THE MOMENT IS NOW DISCOVER LANDMARK OPPORTUNITIES IN REAL ESTATE |
| 14:05 - 15:00 | ROOM  KEYNOTE SPEAKER | REAL ESTATE AND EMERGING ECONOMIES - HOW ARE THE INVESTORS LOOKING AT THE MARKET? REAL ESTATE Y MERCADOS EMERGENTES - ¿QUÉ ESTÁ MIRANDO EL INVERSOR INTERNACIONAL? |
| 15:00 - 15:30 | NETWORKING COFFEE BREAK | |
| 15:30 - 16:30 | ROOM  MASTER SESSION | INVESTING IN LATIN AMERICA WHAT ARE INVESTORS LOOKING FOR? HOW MUCH RISK ARE THEY WILLING TO TAKE? INVERSIONES EN LATINOAMÉRICA ¿QUÉ ESTÁN BUSCANDO, Y HASTA DÓNDE VA LA DISPOSICIÓN PARA EL RIESGO? |
| 16:30 - 17:15 | NETWORKING COFFEE BREAK | |
| 17:15 - 18:15 | ROOM  | ROOM  |
| DISCUSSIONS DISCUSIONES | Argentina outlook - Are conditions for the real estate market getting better? Argentina Outlook - ¿Las condiciones para el mercado inmobiliario van en la creciente? | Mexico outlook - Trump, earthquakes and elections... What next for investors? México - Trump, terremotos y elecciones... ¿Y ahora, inversor? |
| 18:15 | CLOSING DRINKS CÓCTEL DE CIERRE | |

Thursday 12th Jueves 12

| | | |
|-------------------------|---|---|
| 08:30 - 09:00 | REGISTRATION* REGISTRO * | |
| 09:00 - 10:00 | ROOM  TALK SHOW | AT WHAT STAGE OF THE CYCLE IS THE LATIN AMERICAN MARKET? TALK SHOW - ¿EN QUÉ FASE DEL CICLO SE ENCUENTRA EL MERCADO LATINOAMERICANO? |
| 10:00 - 10:45 | NETWORKING COFFEE BREAK | |
| 10:45 - 11:45 | ROOM  | ROOM  |
| DISCUSSIONS DISCUSIONES | Retail / Shopping Center - What challenges will we face and what are the short and long-term advances? Retail / Shopping Center - ¿Qué retos tenemos por delante y cuáles avances a corto y largo plazo? | Residential - Is this segment still the market star? Residencial - ¿El segmento sigue siendo la estrella del mercado? |
| 11:45 - 12:15 | NETWORKING COFFEE BREAK | |
| 12:15 - 13:15 | ROOM  | ROOM  |
| DISCUSSIONS DISCUSIONES | Financing - Traditional sources vs. alternatives, where will funding originate? Financiación - Fuentes tradicionales vs. alternativas, ¿de dónde van a venir los recursos? | Joint-venture - What does it take to be successful in Latam? Joint-ventures - ¿Qué elementos son decisivos para el éxito en Latinoamérica? |
| 13:15 - 14:45 | LUNCH ALMUERZO | ROOM  |
| 14:45 - 15:45 | ROOM  | |
| DISCUSSIONS DISCUSIONES | Non-traditional investments - What are the trends in Latam? Inversiones no tradicionales - ¿El futuro es huir de lo mismo? | |
| 15:45 - 16:15 | NETWORKING COFFEE BREAK | |
| 16:15 - 17:15 | | ROOM  |
| DISCUSSIONS DISCUSIONES | | Are the biggest markets in the region still the most inviting? ¿Los mayores mercados de la región aún son los más interesantes? |

SAM ZELL
Chairman
EQUITY INTERNATIONAL



ROOM **Regus**

Andean countries - Time to move forward?
Países andinos – ¿Es hora de avanzar?

ROOM **CBRE**

Brazil outlook - What to expect from the current real estate market cycle?
Brazil outlook – ¿Qué esperar del nuevo ciclo del sector inmobiliario?

ADAM GALLISTEL
Managing Director
and Head of
Americas
GIC



ALFONSO MUNK
Managing
Director & CIO
PGIM REAL ESTATE
PARTNERS



RICHARD WEISSMANN
Partner
KSL CAPITAL
PARTNERS



RON RAWALD
Head of International
Real Estate
CERBERUS CAPITAL
MANAGEMENT



ROOM **Regus**

Offices - Where are the opportunities?
Oficinas – ¿Dónde están las oportunidades?

ROOM **CBRE**

Industrial & Logistics - Trends for the coming months?
Industrial & logística – ¿Cuáles las tendencias y avances para los próximos meses?

ROOM **IHG** InterContinental
Hotels Group

Investing in hotels - A chance to do business?
Inversiones en Hoteles – ¿Oportunidad para hacer negocios?

ROOM **Regus**

New era - How will technology change the real estate in the near future?
Nuevos tiempos – ¿Cómo la tecnología va cambiar el sector en la región en un futuro cercano?

ROOM **CBRE**

Mixed-use - Does it work everywhere? One size fits all? What is the ideal combination?
Mixed-use – ¿Cuál la combinación perfecta? ¿Cuáles son las mejores regiones para eso producto?

ROOM **IHG** InterContinental
Hotels Group

Lessons learned - Dos and don't to ensure the best IRRs in the region for the hospitality sector
Lecciones aprendidas – ¿Lo que hacer y lo que hay que evitar para garantizar mejores retornos a las inversiones hoteleras en la región?

ROOM **Regus**

Investing directly or via local partner - What is the right strategy?
Inversión directa o con socio comercial – ¿Cuál la estrategia más asertiva?

ROOM **CBRE**

Right opportunity vs. right asset class - What to look for in the region?
¿Dónde están las oportunidades? - ¿En activos específicos o clases de activos?

ROOM **IHG** InterContinental
Hotels Group

Resorts - What are the opportunities and challenges for Latin America?
Resorts - ¿Cuáles son las oportunidades y desafíos de Latinoamérica?

ROOM **CBRE**

Greenfield vs acquisition - Which one is the right strategy and where?
Greenfield x adquisición - ¿Cuál la táctica correcta para cada mercado?

ROOM **IHG** InterContinental
Hotels Group

Hospitality sector segmentation - What is the potential of each segment?
Segmentación del sector hotelero - ¿Cuál el potencial de cada segmento?

Real Estate and Emerging Markets

How are the investors looking at the market?

Real Estate y Mercados Emergentes – ¿Cómo está la mirada del inversor internacional?

ROOM



14:05 - 15:00



SAM ZELL

Chairman

EQUITY INTERNATIONAL

Sam Zell is a global, opportunistic, often contrarian, investor. He specializes in identifying market anomalies and emerging trends, and has a long track record in turning around troubled companies and assets, leading industry consolidations, and bringing companies to the public markets. The majority of his investment portfolio is in energy, logistics, transportation, manufacturing, communications, healthcare, and real estate. Sam founded and chairs Equity Group Investments and Equity International, serving on Equity International's Investment Committee. He also chairs five public companies and is an active philanthropist with a focus on entrepreneurial education.



equity international

Sam Zell es uno de los principales inversores globales, reconocido por todo el sector inmobiliario en Latinoamérica. Se especializa en identificar las oportunidades del mercado y las tendencias emergentes. Tiene un largo historial en la transformación de empresas y activos en problemas, liderando las consolidaciones de la industria y llevando a las empresas a los mercados públicos. La mayoría de su cartera de inversiones se basa en energía, logística, transporte, fabricación, comunicaciones, healthcare y bienes raíces. Fundó y preside Equity Group Investments y Equity International, que prestan servicios en el Comité de Inversiones de Equity International.

INTERVIEWER



CAMILLE DOUGLAS

Senior Managing Director
LEFRAK ORGANIZATION

CAMILLE J. DOUGLAS is a senior executive in the real estate industry with over 30 years' experience in development and finance, executing transactions and financial strategy. Her work has included corporate and project based acquisitions, dispositions and financing, including pioneering work on commercial mortgage back securities and cross border equity investment. Camille is currently a Senior Managing Director, Acquisitions and Capital Markets, at LeFrak.

CAMILLE J. DOUGLAS es una ejecutiva senior en la industria de bienes raíces con más de 30 años de experiencia en desarrollo inmobiliario y finanzas, ejecutando transacciones inmobiliarias y estrategia financiera. Su trabajo ha incluido adquisiciones basadas en proyectos, disposiciones y financiación, incluido el trabajo pionero en valores respaldados por hipotecas comerciales e inversiones de capital transfronterizas. Actualmente, Camille es Directora Ejecutiva Senior de Adquisiciones y Mercados de Capital en LeFrak.

Investing in Latin America

What are investors looking for? How much risk are they willing to take?

Inversiones en Latinoamérica – ¿Qué están buscando, y hasta dónde va la disposición para el riesgo?

ROOM



15:30 - 16:30

- ▶ Elections – How is this changing competitive attractiveness among countries? To what extent?
- ▶ Investor challenges in Latin America?
- ▶ International investors vs. local investors – Competitors or partners? Who will take advantage of this moment?
- ▶ ¿El escenario electoral altera la preferencia por países? ¿En qué medida?
- ▶ En esta coyuntura, ¿cuáles los desafíos para se invertir en Latinoamérica?
- ▶ Inversionista internacional x inversionista local – ¿Competidor o compañero? ¿Quién saca ventaja en el actual contexto?



ANDRES MARTINEZ
Business Development
Manager
**PENINSULA
INVESTMENTS GROUP**



BRIAN FINERTY
CIO
**EQUITY
INTERNATIONAL**



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



FERNANDO GUARDIA
CFO
CM REALTY



JOSHUA PRISTAW
Senior Managing Director
GTIS PARTNERS



KEN WAINER
Founding Partner
VBI REAL ESTATE



MARCELO FEDAK
Managing Director
BLACKSTONE



MAX LIMA
Sócio-diretor
**HSI - HEMISFÉRIO SUL
INVESTIMENTOS**



PAULO GOMES
Senior Portfolio Manager
ADIA



PRABHU RAMAN
Managing Director –
Global Real Estate
MACQUARIE CAPITAL



SANTIAGO PORTA
Principal Investment
Officer
IFC



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

Argentina outlook

Are conditions for the real estate market getting better?

Argentina Outlook

¿Las condiciones para el mercado inmobiliario van en la creciente?

ROOM



17:15 - 18:15

- ▶ Does Macri's government program and his economic policy allow more favorable conditions for sector's growth?
- ▶ What are the main challenges and steps in the opening up of the foreign investment process?
- ▶ Hotels - How is this sector performing?
- ▶ ¿Con el desarrollo del gobierno Macri y su política económica, el sector está en condiciones más favorables para el crecimiento?
- ▶ ¿Cuáles los principales retos y avances en la apertura al capital extranjero?
- ▶ Hoteles – ¿Cómo se está comportando el segmento?



ALEJANDRO GINEVRA
President
GNV GROUP



CRISTIAN FRERS
Director Corporate
TORIBIO ACHAVAL



DOMINGO SPERANZA
CEO
**NEWMARK GRUBB
BACRE**



EDUARDO BASTITTA
CEO
PLAZA LOGÍSTICA



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



FEDERICO GAGLIARDO
Presidente & CEO
VITRIUM CAPITAL



**GONZALO DE LA
SERNA**
CFO
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ISSEL KIPERSZMID
Presidente
**DYPSA
INTERNATIONAL**



LUCAS SALIM
Presidente
GRUPO PROACO



MARCELO ROCA
President
**CAPITALINAS
DESARROLLOS**



**PABLO DAMIAN
LUDMER**
Director
BSD INVESTMENTS



SANTIAGO RIVA
CEO and Chairman
RIVA S.A

Mexico outlook

Trump, earthquakes and elections... What next for investors?

México

Trump, terremotos y elecciones... ¿Y ahora, inversor?

ROOM
RITCH
MUELLER
17:15 - 18:15

- ▶ A possible left-wing government – How might this impact the real estate sector?
 - ▶ Trump and his first 16 months as US president – From promises to reality, what were threats and what has come true?
 - ▶ How have recent earthquakes affected the real estate industry?
 - ▶ Hotels - To what extent is tourism, enterprise occupation, and contributions being affected?
- ▶ ¿Cuál el impacto de un posible gobierno de izquierda sobre el sector?
 - ▶ 16 meses del gobierno Trump – ¿Lo que era solo amenaza y lo que se ha concretizado?
 - ▶ ¿Cuáles los efectos de los recientes sismos sobre la industria de real estate?
 - ▶ Hoteles – ¿En qué medida se están afectando el turismo, la ocupación de los emprendimientos y los aportes?



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Director, Industrial Real Estate
GRUPO STIVA



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Director General
HERCESA FERROCARRIL - MÉXICO



ANDREAS PAPAGEORGE
Vice President
GIC



DAVID GUZMÁN
Socio
TRUST INVESTMENTS



ERNESTO DIECK ASSAD
Director General
DESARROLLOS DELTA



FEDERICO CASTILLO
Director of Acquisitions
MIRA COMPANIES



JAIME FASJA
Founder and Co-CEO
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JAVIER
COO
FIBRA MTY



JAY MULAY
Managing Partner
NEW MARK GRUBB - CIUDAD DE MÉXICO



JUAN CARLOS OSTOS
CEO
INSIGNIA REAL ESTATE



JUAN MONROY
CEO
FIBRA MACQUARIE



LYMAN DANIELS
Presidente - México
CBRE



MIGUEL BORDES
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BANC SABADELL



OSCAR CALVILLO AMAYA
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RICARDO ZUÑIGA MASSIEU
Chairman and CEO
VERTEX REAL ESTATE



RODRIGO DÍAZ ÁLVAREZ
Director General
ACCIONA REAL ESTATE



SALVADOR CAYÓN
CEO
FIBRA SHOP



Andean countries

Time to move forward?

Países andinos

¿Es hora de avanzar?

ROOM
Regus

17:15 - 18:15

- ▶ Will the real estate market take advantage of economic recovery?
- ▶ Should low-income housing be the driving force behind real estate sector growth?
- ▶ Which real estate segments will stand out throughout the year?
- ▶ Hotels - What challenges and opportunities are on the horizon for the segment?

- ▶ ¿El mercado inmobiliario va a aprovechar la buena marcha de la economía?
- ▶ ¿Las viviendas de baja renta deben mantenerse como motor al crecimiento del sector?
- ▶ ¿Cuáles segmentos inmobiliarios se van a sobresalir al largo del año?
- ▶ Hoteles - ¿Qué desafíos y oportunidades tiene por delante el segmento?



ALEJANDRO KRELL
Managing Director
PALADIN REALTY
PARTNERS



**ANDRÉS ALVARADO
ORTIZ**
Managing Director
SURA ASSET
MANAGEMENT



**ANTONIO JALAFF
SANZ**
Director Ejecutivo
GRUPO PATIO



**CLAUDIO CHAMORRO
CARRIZO**
CFO
PARQUE ARAUCO



DAVID AGUIRRE
Director
SURA ASSET
MANAGEMENT



**ESTEBAN
SALDARRIAGA**
Vice President,
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**GONZALO SARMIENTO
GIOVE**
CEO
CENTENARIO



JAIME BENITEZ
President
CONSTRUCCIONES
ARRECIFE S.A



JAIRO CORRALES
Gerente General
PEI ASSET
MANAGEMENT



MARCELO CARRERE
Director
JLL



LUIS RAMÍREZ
President
YELLOWSTONE
CAPITAL PARTNERS
S.A.S



MABEL DELGADILLO
Managing Director, Head
of Andean Region
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MAURICIO VARELA
CEO
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MICHAEL TEICH
Founder & Managing
Director
AVENIDA CAPITAL



NICOLÁS COX
Director Ejecutivo
CBRE - CHILE



RAFAEL LONDOÑO
CEO
QBO



RODRIGO LYON
CEO
ACTUAL INMOBILIARIA



WILLIE MARTIN
Network Development
Head, LATAM
REGUS



Brazil outlook

What to expect from the current real estate market cycle?

Brazil outlook – ¿Qué esperar del nuevo ciclo del sector inmobiliario?

ROOM

CBRE

17:15 - 18:15

- ▶ Is it time to develop again? At what pace?
- ▶ Where are the acquisition opportunities?
- ▶ Which asset classes and cities will resume growth first?
- ▶ Hotels - What are the main strategies for the segment at this juncture?
- ▶ ¿Momento de volver a desarrollar? ¿En qué ritmo?
- ▶ ¿Dónde están las oportunidades de adquisición?
- ▶ ¿Cuáles segmentos y ciudades van a vivir la retomada primer?
- ▶ Hoteles – ¿Cuáles las principales estrategias para el segmento en esta coyuntura?

| | | | |
|---|--|---|--|
|  ANDRÉ FRANKEL Investor Relations Director VITACON |  ANDRÉ FREITAS Partner & CEO HEDGE ALTERNATIVE INVESTMENTS |  CAIMI REIS Partner and Head of Real Estate BRASIL PLURAL |  ERIC STALEY Principal, Real Estate BLACKSTONE |
|  FABRÍCIO MITRE CEO MITRE REALTY |  FREDERICO AZEVEDO Diretor-Presidente CONSTRUTORA ALTANA |  GUSTAVO NICOLAU Diretor AKYLA PATRIMONIAL |  GUSTAVO PELLICCIARI Diretor de Incorporação CCDI |
|  MARCELO DA COSTA SANTOS CEO & Sócio-diretor NAI BRAZIL |  MARCELO MICHALUÁ CEO RB CAPITAL |  MARINA CURY Presidente NEWMARK GRUBB KNIGHT FRANK |  PRABHU RAMAN Managing Director – Global Real Estate MACQUARIE CAPITAL |
|  RODRIGO ABBUD Managing Principal VBI REAL ESTATE |  WALTER CARDOSO Presidente CBRE | | |

Thursday 12th Jueves 12

TALK SHOW

At what stage of the cycle is the Latin American market?









¿En qué fase del ciclo se encuentra el mercado latinoamericano?

ROOM

Newmark Knight Frank

09:00 - 10:00

- ▶ Where are the opportunities? And the main challenges?
- ▶ Is it a good time for the sector?
- ▶ What are the prospects for the coming months?
- ▶ ¿Dónde están las oportunidades? ¿Y los principales retos?
- ▶ ¿Es buen momento para el sector?
- ▶ ¿Cuáles las perspectivas para los próximos meses?

| | | | |
|--|---|---|---|
|  ADAM GALLISTEL Managing Director and Head of Americas  |  ALFONSO MUNK Managing Director & CIO  |  RICHARD WEISSMAN Partner  |  RON RAWALD Head of International Real Estate  |
|--|---|---|---|

Retail / Shopping Center

What challenges will we face and what are the short and long-term advances?

Retail / Shopping Center – ¿Qué retos tenemos por delante y cuáles avances a corto y largo plazo?



ROOM
10:45 - 11:45

- ▶ What are the challenges of this sector and how to reduce vacancy rates?
 - ▶ What's next for malls? Are power centers, strip centers and outlet centers the new trends?
 - ▶ Technology, omnichannel and entertainment – What will the mall of the future will look like?
- ▶ ¿Cuáles los desafíos del segmento y cómo disminuir la tasa de vacancia?
 - ▶ Power Centers, Strip Centers o Outlet Centers - Hora de pensar en nuevos modelos?
 - ▶ Tecnología, Omnichannel y entretenimiento – ¿Lo que se está haciendo frente a este desafío?



ALEJANDRO GINEVRA
President
GNV GROUP



CARLOS LEFF
Director de Finanzas y
Relación con Inve
PLANIGRUPO -
CIUDAD DE MÉXICO



**CLAUDIO CHAMORRO
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Diretor de Gestão e
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Imobiliário
IGUATEMI EMPRESA DE
SHOPPING CENTERS



**DIEGO CHEVALLIER
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EDSON FERRARI
Diretor de Investimento
& Asset Management
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**JUAN CARLOS
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JUAN MONROY
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SERIS RETAIL
HOLDINGS



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Director de
Comercial Real Estate
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PHILIPP BRAUNFELS
Director - Invest. Manager
Andean Region
JAMESTOWN



RUSSELL MARKS
Director - Real Estate -
North & South A
L'ORÉAL



SALVADOR CAYÓN
CEO
FIBRA SHOP



WILLIAM DORE
CEO
SOHO REALTY
PARTNERS



Residential – Is this segment still the market star?

Residencial – ¿El segmento sigue siendo la estrella del mercado?

ROOM
RITCH
MUELLER
10:45 - 11:45

- ▶ Is the housing deficit an opportunity? What are the challenges and possibilities to develop in the region?
- ▶ Were the recovery expectations confirmed? How might new platforms such as Airbnb boost the market?
- ▶ Market segmentation in Latin America – What are the best options for investment and development?
- ▶ ¿El déficit de viviendas es una oportunidad? ¿Cuáles los retos para desarrollar y posibilidades en la región?
- ▶ ¿Expectativas de recuperación se confirmaron? ¿Nuevas plataformas, como Airbnb, ayudan al mercado?
- ▶ Segmentación en Latinoamérica - ¿Cuáles las mejores opciones para inversión y desarrollo?



ALVARO CASTRO
Director
FRAHER GROUP



CARLOS LOMELÍ
CEO
ION FINANCIERA



DAVID SIMPSON
Head of Colombia
GRAND PEAKS



GONZALO DE LA SERNA
CFO
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GONZALO ESPEJEL
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GUVEN GIRAY
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Director General
ACCIONA REAL ESTATE



RODRIGO LYON
CEO
ACTUAL INMOBILIARIA

Offices – Where are the opportunities?

Oficinas – ¿Dónde están las oportunidades?

ROOM
Regus
10:45 - 11:45

- ▶ What is sustaining growing markets?
- ▶ Where are the acquisition opportunities in oversupplied markets?
- ▶ What can we learn from past experiences and how to act in a more planned, profitable and sustainable way?
- ▶ Coworking - Is it gaining more and more market share?
- ▶ ¿Lo que está sosteniendo los mercados en expansión?
- ▶ ¿Qué oportunidades de adquisiciones existen en los mercados con sobreoferta?
- ▶ ¿Qué podemos aprender con las experiencias pasadas y cómo actuar de forma más planificada, rentable y sostenible?
- ▶ Coworking - ¿Está ganando cada vez más espacio en el segmento?



ANA PELÁEZ
VP Planeación y Desarrollo de Negocios
TERRANUM



DIEGO ESPINOSA
Director Negocio Inmobiliario
AVORA CONSTRUCTORA / GRUPO AVINTIA



ERNESTO DIECK ASSAD
Director General
DESARROLLOS DELTA



FERNANDO FARIA
Vice-Presidente
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FERNANDO SANCHEZ TOCORNAL
Gerente Inmobiliario
INDEPENDENCIA AGF



FRANCISCO LOPES
Diretor de Real Estate
PARTICIPAÇÕES MORRO VERMELHO



HECTOR RIVAS
Director de Planeación y Nuevos Negocios
DINE



ISSEL KIPERSZMID
Presidente
DYPSA INTERNATIONAL



JAVIER
COO
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JAVIER DOMINGUEZ TORRADO
Partner Real Estate
RITCH MUELLER



JORGE GOMÉZ
CEO
OUEST



NESSIM DANIEL SARFATI
Sócio-diretor
BARZEL PROPERTIES



RAFAEL BIRMANN
President
BIRMANN S/A



WILLIE MARTIN
Network Development Head, LATAM
REGUS

Industrial & Logistics – Trends for the coming months?

Industrial & Logística – ¿Cuáles las tendencias y avances para los próximos meses?

ROOM

10:45 - 11:45

- ▶ How to respond to existing demands and increase profitability?
- ▶ E-commerce – Are we ready for a revolution?
- ▶ Self-storage – Market size in Latin America?

- ▶ ¿Cómo actuar frente a las demandas existentes e incrementar la rentabilidad?
- ▶ La evolución del e-Commerce – ¿Estamos listos para una revolución?
- ▶ Self-Storage – ¿Cuál el tamaño del mercado en Latinoamérica?



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GRUPO STIVA



DAVID PASCUAL ALEMANY
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FERNANDO TERRA
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GERARDO ZAMBRANO
Gerente General
PEI ASSET MANAGEMENT



JAIRO CORRALES
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REYES BAEZA
Real Estate Director
AMERICAN INDUSTRIES GROUP



RICARDO ANTONELI
Chief Development Officer
GLP BRASIL



ROBERTO ORDORICA
VP & CFO
FINSA

Investing in hotels – A chance to do business?

Inversiones en Hoteles – ¿Oportunidad para hacer negocios?

ROOM

10:45 - 11:45

- ▶ Funding – Strategies for the sector?
- ▶ Condo hotels – To what extent do they remain attractive for the development of new projects?
- ▶ How to make hospitality more attractive compared to the other asset classes?

- ▶ Funding – ¿Cuáles las estrategias para el sector?
- ▶ Condo hoteles – ¿Hasta qué punto se mantienen atractivos para el desarrollo de nuevos proyectos?
- ▶ ¿Cómo hacer más atractivo el emprendimiento hotelero frente a los otros sectores inmobiliarios?



FRANCISCO LIRA MARIEL
Executive Director
Corporate Banking
BANC SABADELL



GASTÃO VALENTE
Senior Vice President
GIC



JAIME FASJA
Founder and Co-CEO
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JOAN BERTRAN
Global Head of
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MARCELO CONDE
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MAX LIMA
Sócio-diretor
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OSCAR CALVILLO AMAYA
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PIOTR MAJ
Head of Project Management
GREMI INTERNATIONAL S.A.R.L.



RICARDO ZUÑIGA MASSIEU
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Head of Brazil Acquis
GTIS PARTNERS



ROGERIO BASSO
Head of Hospitality & Tourism
IDB INVEST



SALO SMALETZ
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YOSEF WIZNITZER
Principal
WALTON STREET CAPITAL



ZARA KLAFF
International Liaison
KLAFF FAMILY INVESTMENTS

Financing

Traditional sources vs. alternatives, where will funding originate?

Financiación

Fuentes tradicionales vs. alternativas, ¿de dónde van a venir los recursos?

ROOM
VITACON
12:15 - 13:15

- ▶ Do traditional mechanisms still have capacity to sustain the real estate market?
- ▶ What are the credit alternatives?
- ▶ Which specific financing instruments might be exported to neighbours?
- ▶ ¿Los mecanismos tradicionales aún tienen capacidad para sostener el mercado?
- ▶ ¿Cuáles las alternativas de crédito que pueden hacer la diferencia en el mercado?
- ▶ ¿Cuáles instrumentos de financiación específicos se podrían exportar a los vecinos?



CARLOS BACHA
Associate
PARAMIS CAPITAL



CARLOS LOMELÍ
CEO
ION FINANCIERA



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Executive Director
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MAUÁ CAPITAL
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RICARDO ZUÑIGA MASSIEU
Chairman and CEO
VERTEX REAL ESTATE



SANTIAGO PORTA
Principal Investment
Officer
IFC

Joint-venture

What does it take to be successful in Latam?

Joint-ventures

¿Qué elementos son decisivos para el éxito en Latinoamérica?

ROOM
RITCH MUELLER
12:15 - 13:15

- ▶ How to respond to existing demands and increase profitability?
- ▶ E-commerce – Are we ready for a revolution?
- ▶ Self-storage – Market size in Latin America?
- ▶ ¿Cómo actuar frente a las demandas existentes e incrementar la rentabilidad?
- ▶ La evolución del e-Commerce – ¿Estamos listos para una revolución?
- ▶ Self-Storage – ¿Cuál el tamaño del mercado en Latinoamérica?



ANCIZAR GUERRERO
Foreign Investment
Executive Director US
PROCOLOMBIA



ANDRES MARTINEZ
Business Development
Manager
PENINSULA
INVESTMENTS GROUP



CLAUDIA JIMENA MAYA MUÑOZ
Gerente Relación con
Inversionistas
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ROBERTO LIMA
Diretor Presidente
AUTONOMY
INVESTIMENTOS



RODRIGO CONESA LABASTIDA
Head Partner of Real
Estate
RITCH MUELLER



YOSEF WIZNITZER
Principal
WALTON STREET
CAPITAL

New era

How will technology change the real estate in the near future?

Nuevos tiempos

¿Cómo la tecnología va cambiar el sector en la región en un futuro cercano?

ROOM
Regus
12:15 - 13:15

- ▶ Which real estate segments will be most affected?
 - ▶ Have players already started preparing?
 - ▶ Future role of proptech?
- ▶ ¿Cuáles los segmentos inmobiliarios que serán más afectados?
 - ▶ ¿Los players ya empezaron efectivamente a prepararse frente a lo que está por venir?
 - ▶ ¿Cuál será el rol de las proptechs en ese escenario?



ALEXANDRE FRANKEL
CEO
VITACON



CARLOS SÁNCHEZ
Director de Desarrollo de
Negocios
GRUPO ACERTA



FÁBIO CORSINI
CEO
INOVOYO MARKET
INTELLIGENCE



GIANCARLO NICASTRO
CEO
SILLA BRASIL



HERNANI VARELLA JR
Sócio-diretor
TALLENTO
ENGENHARIA



LUCAS VARGAS
CEO
GRUPO ZAP - VIVA
REAL



**RAPHAEL ESPÍRITO
SANTO**
Sócio
VEIRANO ADVOGADOS



WILLIE MARTIN
Network Development
Head, LATAM
REGUS

Mixed-use

Does it work everywhere? One size fits all? What is the ideal combination?

Mixed-use

¿Cuál la combinación perfecta? ¿Cuáles son las mejores regiones para eso producto?

ROOM
CBRE
12:15 - 13:15

- ▶ What are the challenges when it comes to finding prime locations?
 - ▶ Integration and the search for balance – How to achieve greater profitability?
 - ▶ Operational problems – How to act in the face of different interests and the complexities of a multi-manager business?
- ▶ Desafíos de encontrar tierras en prime locations
 - ▶ Integración de usos y la búsqueda del equilibrio – Como lograr mayor rentabilidad?
 - ▶ Problemáticas de operación – ¿Cómo actuar frente a los distintos intereses y la complejidad para un negocio de multigestores?



ALEJANDRO GINEVRA
President
GNV GROUP



**ANTONIO JALAFF
SANZ**
Director Ejecutivo
GRUPO PATIO



FEDERICO CASTILLO
Director of Acquisitions
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FRANCISCO RENCORET
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MABEL DELGADILLO
Managing Director, Head
of Andean Region
JAMESTOWN



RAFAEL LONDOÑO
CEO
QBO

Lessons learned

Dos and don't to ensure the best IRRs in the region for the hospitality sector

Lecciones aprendidas

¿Lo que hacer y lo que hay que evitar para garantizar mejores retornos a las inversiones hoteleras en la región?



12:15 - 13:15

► Do we have successful cases to share?

► ¿Tenemos buenos ejemplos para compartir?



ANDRÉS SANCHEZ
CDO
GHL HOTELES



CLAY DICKINSON
Managing Director
JLL



CRISTIANO GONCALVES
Regional VP Development -
Andean Region
IHG -
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HOTELS GROUP



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Diretor de
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JUAN CORVINOS
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HILTON WORLDWIDE



VÍCTOR VÁZQUEZ
Regional Vice President
MARRIOTT
INTERNATIONAL

Non-traditional investments

What are the trends in Latam?

Inversiones no tradicionales - ¿El futuro es huir de lo mismo?



14:45 - 15:45

- Multifamily for rent, co-living, student housing, senior living, micro-living... Which will generate greatest demand and how are market players adapting to meet it?
- What is the secret to maximizing efficiency and profitability in these projects?
- How big is demand by country?

- Multifamily for rent, co-living, student housing, senior living, microliving... ¿Cuáles modelos deben presentar más demanda y como el sector se está organizando para eso?
- ¿Cuál el secreto para maximizar eficiencia y rentabilidad en esos proyectos?
- ¿Cuál el tamaño de la demanda en los países de la región?



ALBERTO DONOSO
Managing Director
GREYSTAR



ALEJANDRO KRELL
Managing Director
PALADIN REALTY
PARTNERS



ALEXANDRE FRANKEL
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CEO
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ROBERTO ORDORICA
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HASTA CAPITAL



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Managing Director - Chile
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WILLIAM DORE
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Investing directly or via local partner

What is the right strategy?

Inversión directa o con socio local

¿Cuál la estrategia más asertiva?

ROOM
Regus

14:45 - 15:45

- ▶ What is likely to be most attractive in the next 12 months?
- ▶ Which profile do you expect from a local partner?
- ▶ What are the main challenges of direct investments?
- ▶ ¿Lo que se muestra atractivo para los próximos 12 meses?
- ▶ ¿Qué perfil se espera de un socio local?
- ▶ ¿Cuáles los principales desafíos de la inversión directa?



ALEJO CACIO
Director General
INVERTIBA



ERIC STALEY
Principal, Real Estate
BLACKSTONE



FEDERICO GAGLIARDO
Presidente & CEO
VITRIUM CAPITAL



JEREMY STERN
Associate, Investments
JAGUAR GROWTH
PARTNERS



LUIS RAMÍREZ
CEO
YELLOWSTONE
CAPITAL PARTNERS
S.A.S



PHILIPP BRAUNFELS
Director - Invest. Manager
Andean Region
JAMESTOWN



VINAY YARLAGADDA
Assistant Vicepresident
GIC REAL ESTATE



JOSEF WIZNITZER
Principal
WALTON STREET
CAPITAL

Right opportunity vs. right asset class

What to look for in the region?

¿Dónde están las oportunidades? – ¿En activos específicos o clases de activos?

ROOM
CBRE

14:45 - 15:45

- ▶ What is the best approach when it comes to Latin America?
- ▶ Where are the best risk-return relationships concentrated?
- ▶ Exchange rate volatility - How to reduce impacts and maximize revenues?
- ▶ ¿Cuál el mejor abordaje en América Latina?
- ▶ ¿Dónde están concentradas las mejores relaciones riesgo-retorno?
- ▶ Volatilidad cambiaria – ¿Cómo reducir los impactos y maximizar los ingresos?



ANA PELÁEZ
VP Planeación y
Desarrollo de Negocios
TERRANUM



GERSON AMADO
Managing Director, Brazil
NORTHWEST
INTERNATIONAL



JIMMY ARAKANJI
Founder and Co-CEO
THOR URBANA
CAPITAL



JOSE ANTONIO HAGG
Managing Director GCS
Latin America
NKF MEXICO



**LEANDRO BOUSQUET
VIANA**
Partner and Head
of Real Estate
VINCI PARTNERS



MARTIN JACO
CEO
BR PROPERTIES



PABLO HERNANDEZ
Associate, Investments
JAGUAR GROWTH
PARTNERS LLC



**ROBERTO DE ABREU
PEREIRA**
Diretor-presidente
ETOILE

Resorts

What are the opportunities and challenges for Latin America?

Resorts

¿Cuáles son las oportunidades y desafíos de Latinoamérica?



14:45 - 15:45

- ▶ What should we learn from developed countries?
- ▶ Where are the best options for new projects?
- ▶ Casinos – What are the positive and negative impacts?
- ▶ ¿Qué debemos aprender de países desarrollados?
- ▶ ¿Dónde están las mejores opciones para nuevos proyectos?
- ▶ Casinos – ¿Cuáles son los aspectos positivos y negativos de este negocio?



GREG HAJDAROWICZ
President/ Founder
GREMI INTERNATIONAL S.A.R.L



JAVIER SANCHEZ
SVP, Development LATAM & Caribbean
HARD ROCK INTERNATIONAL HOTELS & RESORTS



JORGE HERRERA
CEO - Unlimited Vacation Club
AM RESORTS



JUAN LÓPEZ GONZÁLEZ
CFO
EL CID RESORTS



MAURÍCIO ELIZONDO
Director de Desarrollo Resorts
GRUPO POSADAS



ORLANDO ARROYO MARROQUÍN
CEO
THE SUNSET GROUP

Are the biggest markets in the region still the most inviting?

¿Los mayores mercados de la región aún son los más interesantes?



16:15 - 17:15

- ▶ What is the investor outlook for these locations?
- ▶ Are the strategies for investing in these countries still the same or are they undergoing adjustments?
- ▶ What about the other markets - How can they increase their attractiveness while competing for capital with larger neighbors?
- ▶ ¿Cuál la perspectiva de los inversores para esos países?
- ▶ ¿Las estrategias para invertir en esos países continúan siendo las mismas o pasan por cambios?
- ▶ ¿Además, y los otros mercados, de qué forma pueden potenciar su atracción en la disputa por capital con los vecinos más grandes?



BRIAN FINERTY
CIO
EQUITY INTERNATIONAL



DANIEL CHERMAN
Senior Managing Director
TISHMAN SPEYER



FREDERICO PAGLIA
Associate
MACQUARIE CAPITAL - USA



GASTÃO VALENTE
Senior Vice President
GIC



GERARDO HERRERA
Director de Operaciones
TRUST INVESTMENTS



MARCELO FEDAK
Managing Director
BLACKSTONE



RON RAWALD
Head of International Real Estate
CERBERUS CAPITAL MANAGEMENT



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

Greenfield vs acquisition

Which one is the right strategy and where?

Greenfield x adquisición

¿Cuál la táctica correcta para cada mercado?

ROOM
CBRE
16:15 - 17:15

- ▶ What key factors are being weighed in decision making?
- ▶ Do local and international players follow the same logic?
- ▶ Are there still opportunities for distressed assets?

- ▶ ¿Qué factores clave influyen en la toma de decisión?
- ▶ ¿Players locales e internacionales siguen la misma lógica?
- ▶ ¿Aún hay oportunidades de distressed assets?



ADRIANO MANTESSO
Senior Vice President,
Growth Markets
IVANHOÉ CAMBRIDGE



ANA PELÁEZ
VP Planeación y
Desarrollo de Negocios
TERRANUM



ESTEBAN SALDARRIAGA
Vice President,
Investments
JAGUAR GROWTH
PARTNERS



KARL KREPPNER
Senior Vice President -
Investments
CADILLAC FAIRVIEW



MABEL DELGADILLO
Managing Director, Head
of Andean Region
JAMESTOWN



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



VINAY YARLAGADDA
Assistant Vicepresident
GIC REAL ESTATE



WILLIAM DORE
CEO
SOHO REALTY
PARTNERS

Hospitality sector segmentation

What is the potential of each segment?

Segmentación del sector hotelero

¿Cuál el potencial de cada segmento?

ROOM
IHG InterContinental
Hotels Group
16:15 - 17:15

- ▶ Budget hotels – High turnover and return?
- ▶ Midscale – Where are the opportunities for expansion?
- ▶ Luxury and resorts – Strategies to be more assertive?
- ▶ Local and international chains - Is there room for everyone?

- ▶ Segmento económico – ¿Un concepto de alta rotación y retorno?
- ▶ Midscale – ¿Dónde están las oportunidades de expansión?
- ▶ Lujo y resorts – ¿Cuáles las estrategias más asertivas en la región?
- ▶ Cadenas locales e internacionales – ¿Hay espacio para todos?



ALEJANDRO GINEVRA
President
GNV GROUP



ANDRÉS SANCHEZ
CDO
GHL HOTELES



JOHANN DAHAN
VP Global Transactions
SELINA



JORGE GOMÉZ
CEO
QUEST



JUAN CORVINOS
Vice President
HILTON WORLDWIDE



JUAN FELIPE YARCE
Socio Director
ESTRUCTURACIÓN Y
CONCEPTOS



**LUIS EDUARDO
BARRIOS SÁNCHEZ**
President & CEO
CITY EXPRESS
HOTELES



LUIS MIRABELLI
Partner
CASA CAMPUS



MAURÍCIO ELIZONDO
Director de Desarrollo
Resorts
GRUPO POSADAS



PAULA MUNIZ
Vice President Real Estate
and Development Brazil
and Southern Cone
HYATT HOTELS
CORPORATION



**PAULO FIGUEIREDO
FILHO**
Board
Member
LSH



RICARDO MADER
Managing Director
JLL HOTELS &
HOSPITALITY



RICARDO MANARINI
Regional VP
Development Brazil
IHG -
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HOTELS GROUP



VÍCTOR VÁZQUEZ
Regional Vice President
MARRIOTT
INTERNATIONAL

IHG® InterContinental Hotels Group

www.ihg.com


Ricardo Manarini
Regional VP Development
Brazil

IHG® is a global organization with a broad portfolio of hotel brands, including InterContinental®, Kimpton®, Hotel Indigo®, EVEN® Hotels, HUALUXE®, Crowne Plaza®, Holiday Inn®, Holiday Inn Express®, Holiday Inn Club Vacations®, Holiday Inn Resort®, avid™ hotels, Staybridge Suites® and Candlewood Suites®.



Cristiano Goncalves
Regional VP Development
- Central America, Andean
Region & Southern Cone

IHG franchises, leases, manages or owns more than 5,200 hotels and nearly 780,000 guest rooms in almost 100 countries, with more than 1,500 hotels in its development pipeline. IHG also manages IHG® Rewards Club, our global loyalty program, which has more than 100 million enrolled members. InterContinental Hotels Group PLC is the Group's holding company and is incorporated in Great Britain and registered in England and Wales. More than 350,000 people work across IHG's hotels and corporate offices globally.

Visit www.development.ihg.com for development information.

HG® (InterContinental Hotels Group)[LON:IHG, NYSE:IHG (ADRs)] es una organización global con una amplia cartera de marcas hoteleras, incluyendo InterContinental® Hotels & Resorts, Kimpton® Hotels & Restaurants, Hotel Indigo®, EVEN® Hotels, HUALUXE®Hotels and Resorts, Crowne Plaza® Hotels & Resorts, Holiday Inn®, Holiday Inn Express®, Holiday Inn Club Vacations®, Holiday Inn Resort®, Staybridge Suites® y Candlewood Suites®.

IHG franquicia, arrenda, administra o es propietario de más de 5,300 hoteles y casi 785,000 habitaciones en cerca de 100 países, con más de 1,500 hoteles en su cartera de desarrollo. IHG también maneja IHG® Rewards Club,, nuestro programa de fidelización mundial que tiene más de 100 millones de miembros inscritos. InterContinental Hotels Group PLC es la accionista mayoritaria del grupo y está constituida en Gran Bretaña y registrada en Inglaterra y en el país de Gales. En los hoteles IHG y sus oficinas corporativas a nivel global, trabajan más de 350,000 personas.

Visite www.ihg.com para información y reservaciones

Regus

www.regus.com


Willie Martin
Network Development
Head LATAM

Global leader in flexible solutions of workspaces, with more than 3,000 business centers in 120 countries, provides convenient and high-quality spaces for people work, for minutes or for years. Companies such as Google, Toshiba and GlaxoSmithKline have chosen Regus as their workspace. The key to the flexible working is the convenience and, therefore, Regus is wherever its 2,1 millions members need. Founded in Brussels, in Belgium, in 1989, Regus is headquartered in Luxembourg and is listed on the London Stock Exchange.

Líder mundial en soluciones flexibles de espacios de trabajo, con más de 3.000 centros de negocios en 120 países, ofrece espacios convenientes y de alta calidad para el trabajo de personas, durante minutos o años. Empresas como Google, Toshiba y GlaxoSmithKline han elegido a Regus como su área de trabajo. La clave del trabajo flexible es la comodidad y, por lo tanto, Regus está donde sea que necesiten sus 2,1 millones de miembros. Fundada en Bruselas, Bélgica, en 1989, Regus tiene su sede en Luxemburgo y cotiza en la Bolsa de Londres.



Alex Bortoletti
Diretor Presidente



Cacá Fernandes
Diretor de Marketing

Grupo Souza Lima is recognized in the national market of security and outsourced services (conierge, cleaning and facilities) as a company of operational excellence with complete and innovative solutions and that has a special care with all employees. With 28 years of market and operating in 15 branches in 11 states, it is considered to be the fastest growing company in its segment with more than 18,000 trained and prepared employees who help in the efficient delivery of the services offered using the best market practices. Whether they are Patrimonial Security, Armed Escort, Electronic Security or other services known as facilities. Grupo Souza Lima DNA is directly linked to the commitment with the employees who make the difference in the day to day. In each action they carry all the values that brought the company to the current level of recognition. This attitude, attention and care make Souza Lima a different company. After all, our purpose is People, Caring for People.

Grupo Souza Lima es reconocido en el mercado nacional de seguridad y servicios tercerizados (conserjería, limpieza e instalaciones) como una empresa de excelencia operacional con soluciones completas e innovadoras y que tiene un cuidado especial con todos los empleados. Con 28 años de mercado y operando en 15 sucursales en 11 estados brasileños, es considerada la compañía de más rápido crecimiento en su segmento con más de 18,000 empleados capacitados y preparados que ayudan en la entrega eficiente de los servicios ofrecidos utilizando las mejores prácticas del mercado. Sea seguridad patrimonial, escolta armada, seguridad electrónica u otros servicios conocidos como instalaciones. El ADN de Grupo Souza Lima está directamente relacionado con el compromiso con los empleados que marcan la diferencia en el día a día. En cada acción, están presentes todos los valores que llevaron a la empresa al nivel actual de reconocimiento. Esta actitud, atención y cuidado hacen de Souza Lima una compañía diferente. Al final, nuestro propósito es Personas, cuidar de las personas.



GRUPO PATIO



Antonio Jalaff Sanz
Director Ejecutivo

Grupo Patio is a leading real estate company in Latin America and one of the fastest growing real estate development platforms in the region.

The Company has under administration over US\$1,5 bn, invested in over 70 real estate assets. The Company operates through each of its 5 divisions: Patio Comercial (Retail), Patio Oficinas (office), Patio Industrial (industrial), Patio Residencial (residential) and Patio Capitales (capital markets division).

During its 14 years of operations, the Company has consolidated as a platform with a strong emphasis on value generation through an active management of its portfolio, innovative designs and strong focus on productivity and profitability of its assets.

Grupo Patio es una de las empresas líderes en el mercado de renta inmobiliaria en Latinoamérica y una de las plataformas de más alto crecimiento en la región.

Cuenta con más de US\$1,5 bn de activos bajo administración, invertidos en más de 70 activos inmobiliarios enfocados a renta y operando a través de sus 5 unidades de negocio: Patio Comercial, Patio Oficinas, Patio Industrial, Patio Residencial y Patio Capitales.

Durante sus 14 años de operación se ha consolidado como una plataforma enfocada en la generación de valor en sus activos inmobiliarios mediante una gestión activa de su portafolio, desarrollo innovador de distintos formatos, así como un enfoque en productividad y eficiencias.

CBRE

www.cbre.com.br


Walter Cardoso
Presidente - Brazil

CBRE Group, Inc. is the world's largest commercial real estate services and investment firm, with 2017 revenues of \$14.2 billion and more than 80,000 employees (excluding affiliate offices). CBRE has been included in the Fortune 500 since 2008, ranking #214 in 2017. It also has been voted the industry's top brand by the Lipsey Company for 17 consecutive years, and has been named one of Fortune's "Most Admired Companies" in the real estate sector for six years in a row. Its shares trade on the New York Stock Exchange under the symbol "CBRE."



Lyman Daniels
Presidente - México

CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services.



Nicolás Cox
Director Ejecutivo - Chile

CBRE Group, Inc. es la empresa de inversión y servicios inmobiliarios comerciales más grande del mundo, con ingresos en 2017 de \$ 14.200 millones y más de 80,000 empleados (excluidas las oficinas afiliadas). CBRE ha sido incluido en Fortune 500 desde 2008, ubicándose en el puesto 214 en 2017. También ha sido votado como la mejor marca de la industria por la Compañía Lipsey durante 17 años consecutivos, y ha sido nombrada una de las "Compañías más admiradas" de Fortune en la realidad sector inmobiliario durante seis años seguidos. Sus acciones cotizan en la Bolsa de Valores de Nueva York con el símbolo "CBRE".

CBRE ofrece una amplia gama de servicios integrados, que incluyen instalaciones, gestión de transacciones y proyectos; propiedad administrativa; gestión de inversiones; tasación y valoración; arrendamiento de propiedad; consultoría estratégica; ventas de propiedad; servicios de hipotecas y servicios de desarrollo.


www.latinamerica.jll.com


Marcelo Carrere
Director - Chile

JLL established operations in Latin America in 1992 and currently has 13 corporate offices, operates in 19 countries, manages over 5 million square meters and has a regional workforce of more than 2,600 people. JLL offers in the region a full range of real estate services including Facility and Property Management, Project Management, Sales and Acquisitions, Portfolio Services, Tenant Representation, Agency Leasing, Valuation, Consulting and Research. Main offices include Mexico City and Monterrey in Mexico; São Paulo and Rio de Janeiro in Brazil; Buenos Aires, Argentina; Santiago, Chile; Bogotá, Colombia; Lima, Perú and San Juan, Puerto Rico. For more information, visit jll.com/latinoamerica.



Rodrigo Millán
Regional Director, South Latin America

JLL estableció operaciones en América Latina en 1992 y actualmente cuenta con 13 oficinas corporativas, opera en 19 países, administra más de 5 millones de metros cuadrados y cuenta con una plantilla regional de más de 2.600 personas. JLL ofrece en la región una gama completa de servicios de bienes raíces, incluyendo Facilidad y Gestión de Bienes, Gestión de Proyectos, Ventas y Adquisiciones, Servicios de Cartera, Representación de Inquilinos, Arrendamiento de Agencias, Valoración, Consultoría e Investigación. Las principales oficinas principales incluyen Ciudad de México y Monterrey en México; São Paulo y Río de Janeiro en Brasil; Buenos Aires, Argentina; Santiago, Chile; Bogota Colombia; Lima, Perú y San Juan, Puerto Rico. Para más información visite jll.com/latinoamerica.



Marcelo da Costa Santos
CEO & Sócio-diretor

One of the leading real estate services provider to the Brazilian commercial market, NAI Brazil is a strong force in a growing, vibrant market. With a staff of multidisciplinary, senior-level professionals the company delivers high-quality advisory services, with international-level execution and compliance, enabling clients to maximize returns as well as improve their strategic analysis and decision-making through fast, integrated and creative solutions.



Abiner Oliveira
Diretor Industrial
& Logístico

NAI Brazil has a national coverage in all segments of the Brazilian economy and assists clients with their needs in office and retail, industrial and logistics and asset services, based on market research and the unique combination of financial and real estate expertise.

Uno de los principales proveedores de servicios inmobiliarios en el mercado comercial brasileño, NAI Brazil es una fuerza poderosa en un mercado creciente y dinámico. Con un equipo de profesionales multidisciplinarios y de alto nivel, la compañía ofrece servicios de asesoría de alta calidad, con ejecución y cumplimiento a nivel internacional, permitiendo a los clientes maximizar los retornos y mejorar su análisis estratégico y toma de decisiones a través de soluciones rápidas, integradas y creativas.

NAI Brazil tiene cobertura nacional en todos los segmentos de la economía brasileña y ayuda a los clientes con sus necesidades en servicios de oficina y comercio minorista, industrial & logística y otros activos, basándose en la investigación de mercado y la combinación única de experiencia financiera e inmobiliaria.

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Giovanni D'Agostino
President - Mexico

Newmark Knight Frank (NKF) is one of the world's leading commercial real estate advisory firms. With roots dating back to 1929, our strong foundation makes us one of the most trusted names in the industry. NKF prides itself on delivering the highest level of service to our clients to meet their needs and exceed their expectations.



Domingo Speranza
CEO - Argentina

NKF's fully integrated platform of services provides clients with a single-source solution for every phase of owning or occupying a property. We service prominent multinational corporations and institutional investors across the globe as well as owners, occupiers and developers of real estate. Additionally, as a leader in real estate technology, we utilize the most high-tech tools in the industry along with our deep bench of knowledge, data and research to optimize businesses and properties.

Newmark Knight Frank (NKF) es una de las firmas asesoras de bienes raíces comerciales líderes en el mundo. Con raíces que datan de 1929, nuestra base sólida nos convierte en uno de los nombres más confiables de la industria. NKF se enorgullece de brindar el más alto nivel de servicio a nuestros clientes para satisfacer sus necesidades y superar sus expectativas.

La plataforma de servicios totalmente integrada de NKF ofrece a los clientes una solución de fuente única para cada fase de posesión u ocupación de una propiedad. Prestamos servicios a corporaciones multinacionales e inversores institucionales de todo el mundo, así como a propietarios, ocupantes y desarrolladores de bienes inmuebles. Además, como líder en tecnología de Real Estate, utilizamos las herramientas de más alta tecnología en la industria junto con nuestro amplio banco de conocimiento, datos e investigación para optimizar negocios y propiedades.



Juan López González
CFO



Fernando Sacristán
Real Estate and New Projects
Managing Director

El Cid Resorts is a company that has been listed in the Mexican Stock Exchange since 1997, always pursuing to create value for its shareholders. The company is presently led by Carlos (CEO) and Fernando (RE Managing Director), with a team of executives with broad experience in relevant disciplines. El Cid Resorts has participated in the hospitality and leisure industry since inception, focusing on four segments: Hotels, Timeshare, Real Estate, and Marinas, Tour Agencies and a 27-hole Golf Course. El Cid Resorts owns 7 hotels with more than 1,800 rooms and has presence in three distinct coastal destinations: Mazatlan, Cancun/Riviera Maya and Cozumel. El Anhelito Site - A master plan that features an Arnold Palmer signature golf course, a 360-slip marina, a private beach, seamless access to the Sea of Cortez, approximately 1,500 RE offerings with multiple price points, hotels, retail outlets, as well as authentic resort destination amenities and experiences. All title deeds are in order and key permits and licenses. Favorable topography provides the opportunity to leverage the maximum use of the property in the development of a marina, a golf course and various oceanfront hospitality and residential developments. Located in the East Cape, the next area to gain attention for development in the South Baja.



Javier Dominguez Torrado
Partner Real Estate



Rodrigo Conesa Labastida
Head Partner of Real Estate

Since 1975, Ritch Mueller has actively participated in the development and growth of Mexico's financial and securities markets of private and public sector.

Ritch Mueller is a market leader in its practice areas. We represent and provide sophisticated high value added legal and tax advice to domestic and international clients in respect of their business transactions in Mexico. We work hand in hand with our clients in structuring and implementing solutions that meet their needs.

Our legal and tax team combines seasoned and young legal practitioners and professionals, creating one of the most talented teams of legal professionals in Mexico. We privilege teamwork and efficiency and guide our practice based on the ethics passed down from the firm's founder, the late James E. Ritch.

Desde 1975, Ritch Mueller ha participado de manera activa en el desarrollo y crecimiento de los mercados financieros y de capitales en México, jugando un papel significativo satisfaciendo las necesidades de financiamiento del sector público y privado en México.

Ritch Mueller es una firma multidisciplinaria, líder en cada una de sus áreas de práctica. Ofrecemos asesoría legal y fiscal sofisticada, de alto valor agregado y especializada a clientes nacionales e internacionales respecto a sus operaciones en México. Trabajamos de la mano con nuestros clientes para estructurar e implementar soluciones que atiendan a cada una de sus necesidades.

Nuestro equipo legal y fiscal es una combinación de experiencia y juventud que conjunta uno de los grupos de profesionales más talentosos de México. Privilegiamos el trabajo en equipo y la eficiencia y nos conducimos con base en los principios éticos que nos han caracterizado desde los tiempos de nuestro fundador, James E. Ritch.



Alexandre Frankel
CEO

Brazilian leading home-builder, VITACON is known for innovative developments in Sao Paulo's prime areas.

We believe in a new urban lifestyle. Smart and compact apartments, easy access to public transportation and sharing economy facilities such as coworking spaces, sharing cars, urban lounges are present in every company's project.



André Frankel
Investor Relations
Director

VITACON is recognized to set new market trends and create a more collaborative city that features modern technology with a partnership with IBM and Intel and world class design architecture. VITACON has been co investing with worldwide funds to develop residential buildings in Brazilian major cities. VITACON initiatives includes the pioneer MULTIFAMILY platform to help solving Brazilian huge housing deficit.

El principal constructor de viviendas brasileño, VITACON es conocida por su desarrollo innovador en las principales zonas de Sao Paulo.

Creemos en un nuevo estilo de vida urbano. Los apartamentos inteligentes y compactos, el fácil acceso al transporte público y las instalaciones de economía compartida, así como espacios de coworking, de compartimiento automóbiles, y salones urbanos están presentes en el proyecto de cada empresa.

VITACON es reconocida por establecer nuevas tendencias de mercado y crear una ciudad más colaborativa que presente tecnología moderna con una asociación con IBM e Intel y una arquitectura de diseño de clase mundial. VITACON ha estado invirtiendo junto con fondos en todo el mundo para desarrollar edificios residenciales en las principales ciudades brasileñas. Las iniciativas de VITACON incluyen la plataforma pionera MULTIFAMILY para ayudar a resolver el gran déficit brasileño de vivienda.

CONTRIBUTOR SPONSOR



Juan Pablo Arroyuelo, CEO
www.armoursecure.com

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Abiner Oliveira

Diretor Industrial e Logístico
NAI BRAZIL

REAL ESTATE CONSULTING

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



Abiner antes de ingressar na NAI Brazil, foi gestor nacional na consultoria americana Cushman & Wakefield, obtendo em 2014 o melhor resultado da empresa no segmento de locações industriais. Iniciou carreira em 2008, passando por Coelho da Fonseca, fez a maior transação da empresa em 40 anos, em seguida Brasil Brokers e Century 21. Assumiu a diretoria comercial na NAI Brazil e lidera uma equipe com 11 pessoas especializadas no setor. Atua com pesquisa e inteligência de mercado, com estratégia desenvolve e estrutura cada etapa dos trabalhos. Integra o comitê de real estate da ABRALOG e faz parte da unidade que fomenta o profissionalismo do mercado imobiliário para a Associação Brasileira de Atacadistas e Distribuidores.



Adam Gallistel

Managing Director and Head of Americas
GIC

SOVEREIGN WEALTH FUND

GIC is a sovereign wealth fund established by the Government of Singapore to manage its foreign reserves with the aim to achieve good long-term returns above global inflation. The fund's assets had been estimated at US\$359 billion



Mr Gallistel is responsible for GIC RE's real estate equity and debt investment activities in the Americas. He is a member of both GIC RE's Investment Committee which has oversight for GIC RE's global real estate investments and GIC's Integrated Strategies Group Investment Committee. Adam 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. Adam holds a BA in History from the University of Pennsylvania and an MBA from Columbia Business School.



Adrián Gonzalez Guerra

Director, Industrial Real Estate
GRUPO STIVA

DEVELOPER

We are a real estate development corporation that provides innovative solutions, committed with the needs of our clients.



Adrian Guerra has 8 years of experience in the real estate sector. Worked for Stiva as the Retail Division Director, also worked for Auric Consulting as Management Consultant, Cemex as a New Projects Mmanager for the New Developments Division, Current YPO (Young Presidents Organization) Member and Current Stiva Board Member. He's Graduated from the Massachusetts Institute of Technology with a Master's in Real Estate Development. Also Graduated from the Ross School of Business at the University of Michigan with a Master's in Business Administration and from Northwestern University with a Bachelor in Industrial Engineering and a Major in Economics.



Adriano Mantesso

Senior Vice President, Growth Markets
IVANHOÉ CAMBRIDGE

INVESTMENTS

RE investments focusing in Industrial and Logistics, Retails and Offices



Adriano joined Ivanhoe Cambridge as Senior VP in 2017, and he is mainly responsible for implementing investment and asset management strategies in Brazil. Before that, he joined investment bank BTG Pactual for 5 years, where he became Partner and Head of real estate income producing assets. There, he led BC Fund, the biggest office REIT listed on the Brazilian stock exchange. From 2005 to 2012, he was with Brazilian Capital, an investing company bought by BTG, managing different real estate funds for private and public market investors. He has worked for a variety of firms over the years. Adriano holds an MBA from the University of Pittsburgh and a Business Administration degree from Escola de Administração Mauá.



Alberto Donoso

Managing Director
GREYSTAR

INVESTOR

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



J. Alberto Donoso, Managing Director, Greystar Real Estate Partners ("Greystar") is responsible for portfolio management of Greystar's Latin America ventures. In addition, Mr. Donoso leads Greystar's Global Development Strategy & Innovation group, which supports international development teams in processing and delivering development projects. Prior to joining Greystar, Mr. Donoso was a Director of Development with Kettler in Washington, DC. He earned his MBA from the Darden School of Business at the University of Virginia and his Bachelor of Science in Civil Engineering from the University of Virginia.



Alejandro Ginevra

President
GNV GROUP

DEVELOPER

Nos dedicamos al desarrollo, gerenciamiento y comercialización de proyectos inmobiliarios. En cada emprendimiento nuestro objetivo es generar un clima propicio para vivir, trabajar y disfrutar, teniendo presente la premisa de cuidar el medio ambiente.



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 Krell

Managing Director
PALADIN REALTY PARTNERS

INVESTOR

Paladin Realty Partners is a SEC-registered investment adviser focused solely on institutional-quality RE investments in select markets in Latam.



Alejandro is a Managing Director of Paladin Realty, where he oversees the firm's activities in South and Central America (excluding Brazil). He serves on the firm's investment committee. Mr. Krell has over two decades of management and real estate development experience, including senior executive positions at some of the largest residential development and construction firms in the world. He was previously the Director of Residential Development for the Tourism Development & Investment Company, an Abu Dhabi government-owned development company. Mr. Krell also held executive positions with leading US homebuilders such as KB Home, Shea Homes and Pulte Homes.



Alejandro Vázquez

Director General
HERCESA FERROCARRIL - MÉXICO

RESIDENCIAL

Hercesa y Grupo Inmobiliario Ferrocarril, dos de las principales promotoras españolas se han unido para acometer grandes proyectos residenciales en México.



Director General y Consejero Ejecutivo de Hercesa Ferrocarril México. Alejandro tiene 21 años de Experiencia en el sector de Desarrollos Inmobiliarios, dirigiendo el desarrollo de 11.000 viviendas. Master M.D.I de la Universidad Politécnica de Madrid.



Alejo Cacio

Director General
INVERTIBA

INVESTMENT & TRADE PROMOTION AGENCY

InvestBA is Buenos Aires City's Investment & Trade Promotion Agency, a part of the Undersecretariat of Economic Development, from the Ministry of Modernization, Innovation and Technology



Director of investBA, the City's Investment and Trade Promotion Agency. investBA has a two-goal mission: to position BA as the main FDI destination in Latin America, and to promote BA's talent, products and services globally. Alejo was Senior Policy Advisor in Economics and Finance at the Argentine National Congress, where he was responsible for the analysis of the economic situation and policy reform. In the private sector, has been Chief Economist at Unilever Argentina, Uruguay and Paraguay. He worked at Bank of America Argentina as Supervisor of the Securities and Corporate Actions Departments. He has also been senior consultant of domestic and international financial companies, covering Latin American equity and fixed-income markets.



Alejandro Heimann

Director - RE & Public Infrastructure
AGENCIA ARGENTINA DE INVERSIONES

INVESTMENT & TRADE PROMOTION AGENCY

We help investors and exporters understand the opportunities, identify the obstacles faced when investing and exporting, and efficiently navigate the investment and export processes.



Responsible for the coverage of Public Infrastructure and Real Estate for the Argentine Investment Promotion Agency, working to promote Argentina as an investment destination and helping investors identify specific investment opportunities as well as facilitating their execution. He accounts for a decade of experience in the investment banking industry, specifically in asset management. He worked as a hedge fund manager in Paris and later was in charge of developing the London hedge fund equity brokerage franchise of French #2 banking player, Natixis. Fluent in English and French, Alejandro is a bachelor of International Management from the Instituto Católico de Administración y Dirección de Empresas (ICADE - Madrid).



Alex Bortoletti

Director Presidente
GRUPO SOUZA LIMA

SECURITY AND FACILITIES COMPANY

Grupo Souza Lima is recognized in the national market of security and outsourced services (concierge, cleaning and facilities) as a company of operational excellence with complete and innovative solutions and that has a special care with all employees.



Graduated in one of the first classes of Business Management in Private Security at Anhembi Morumbi University, postgraduate in Business Security by Alvares Penteadó FECAP, with IBM (International Business Master) in International Business Security Management by Universidad Pontificia Comillas of Madrid, and several specializations in the business world such as PGA, a partnership between Dom Cabral Foundation and Insead (France). Mr. Bortoletti started his career as a commercial executive in the Security segment. In 1997 acquired Souza Lima, at that time a small Security company with operations in the City of São Paulo then he made Grupo Souza Lima a highlight in the national Security and Services market.



Alexandre Frankel

CEO
VITACON

DEVELOPER

VITACON is known for innovative developments. Smart and compact apartments, easy access to public transportation and sharing economy facilities.



Alexandre Lafer Frankel is founder and CEO of VITACON S.A, a Brazilian leading home-builder, known for innovative developments in Sao Paulo's prime areas. The company is recognized to set new market trends and create a more collaborative city that features modern technology with a partnership with IBM and Intel and world class design architecture. VITACON has been co investing with worldwide funds to develop residential buildings in Brazilian major cities.



Alfonso Munk

Managing Director & CIO
PGIM REAL ESTATE

INVESTOR

The global RE investment business of Prudential Financial has professionals in 18 cities & gross assets under mgmt of \$62.6 billion (Sept 30 2015)



Responsible for overseeing PREI's Americas transaction activities and partners with the head of the Americas business on the management of PREI's business in the United States and Latin America, with over \$44 Bn of real estate assets under management. Chairman of the Latin America Executive Committee and member of the US Executive Committee, the US and Latin America Investment Committees, the US Debt Committee, the Global Management and Investment Committees and Global Product Committee. Serves on the on the Board of Directors of Terrafina in Mexico.



Alvaro Castro

Director
FRAHER GROUP

DEVELOPER

Fuerte apalancamiento en el desarrollo de proyectos inmobiliarios estratégicos y visionarios, dentro de un mercado de fuerte expansión y gran proyección para los próximos 20 años.



Ana Peláez

VP Planeación y Desarrollo de Negocios
TERRANUM

DEVELOPER AND INVESTOR

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



Ana María Peláez is Business Planning and Strategy Vice President in Terranum, an integrated real estate developer and operator that focuses in offices, industrial and logistic projects in Colombia. Prior to joining Terranum in 2013, Mrs. Pelaez was with JP Morgan in the Investment Banking Coverage & M&A Team Latin America, based in Bogotá, where she worked on mergers and acquisitions, initial public offerings, and debt offerings for Colombian companies. Mrs. Peláez obtained her undergraduate degree in Industrial Engineering from the Universidad de Los Andes in Bogotá, Colombia. A Colombian citizen, she is fluent in Spanish, English and French.



Ancizar Guerrero

Foreign Investment Executive Director US
PROCOLOMBIA

AGENCIA DE PROMOCIÓN DE INVERSIÓN

Agencia de Promoción y atracción de inversión Extranjera Directa que signifique producción de bienes y servicios en Colombia. En este sentido, no contamos con servicios para interesados en comercializar productos o servicios en el país.



Ancizar Guerrero G, is the Executive Director of Foreign Investment in the United States since November 2017. He was Vice President of Foreign Investment for ProColombia since August 2016, he led the design and implementation of a new model of investment attraction for Colombia in the national entity for the promotion of foreign direct investment (FDI), exports and international tourism. ProColombia offers a multifunctional advisory service for foreign investors that facilitates projects in sectors such as manufacturing, Agro-industry, logistics, tourism, energy and IT.



André Frankel

Investor Relations Director
VITACON

DEVELOPER

VITACON is known for innovative developments. Smart and compact apartments, easy access to public transportation and sharing economy facilities.



Mr Frankel is a partner, member of Vitacon's board and IR director. Andre has 16 years of professional experience, held positions in Banco Santander, Safra Bank of NY and UBS International NY. Mr Frankel holds Business Administration degree from IBMEC and is a board member of Interinclusion.org



André Freitas

Partner & CEO
HEDGE ALTERNATIVE INVESTMENTS

INVESTMENT MANAGEMENT



Andre is the CEO and CIO of Hedge Investments, an Asset Management Company founded in 2015 that manages Real Estate Investment Funds (FII), Private Equity (FIP), Hedge Funds (FIM) and managed accounts for institutional investors. Previously, he was a co-founder and senior partner of Hedging-Griffo, from 1983 to 2006, and an MD at Credit Suisse Hedging-Griffo from 2007 to 2016. He is also the chairman of the Real Estate Consulting Committee at B3 and a member of the Real Estate Financial Products Committee at ANBIMA.



André Glogowsky

Membro do Conselho
HTB

ENGINEERING AND CONSTRUCTION

HTB is an Engineering and Construction Company of excellence in Brazil that offers complete services and solutions.



Atualmente, além de atuar como Conselheiro junto à Presidência da HOCHTIEF do Brasil, hoje HTB; participa como Membro do Conselho de diversas empresas como, por exemplo: SIKA Brasil; SH Formas; TEMON Engenharia; OMNI, Marlin Aviation e ENGworks. Além disso, participa do conselho das entidades: SINDUSCON São Paulo; Câmara Brasil-Alemanha; ABEMI – Associação Brasileira de Engenharia e Montagem Industrial. É, ainda, membro do Comitê de Tecnologia e Qualidade do SINDUSCON- SP; Revista Técnica - publicada pela Editora PINI; e membro do YPO/WPO Young/World Presidents' Organization, desde 1999.



Andreas Papageorge

Vice President
GIC

SOVEREIGN WEALTH FUND

GIC is a sovereign wealth fund established by the Government of Singapore to manage its foreign reserves with the aim to achieve good long-term returns above global inflation. The fund's assets had been estimated at US\$359 billion



Andreas Papageorge has been a Vice President with GIC Real Estate since 2014, where he focuses on new investments and portfolio management in U.S. and Mexico. Andreas has 11 years of real estate industry experience. Prior to joining GIC, he was a Vice President with Stockbridge Capital Group, a real estate private equity firm based in San Francisco and prior to that, was with Merrill Lynch's real estate investment banking group in New York.



Andrés Alvarado Ortiz

Managing Director
SURA ASSET MANAGEMENT

PENSION FUND

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



Andrés 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.



Andres Martinez

Business Development Manager
PENINSULA INVESTMENTS GROUP

FUND / INVESTMENT MANAGEMENT

Organización de planificación de activos enfocada en inversiones para el desarrollo de proyectos para venta de bienes raíces. Inversiones en mercados seleccionados de América Latina



Mr. Martinez has been actively involved in institutional real estate since 2007. At Peninsula, Andres is responsible for leading the development of new business in Mexico: from sourcing and evaluating potential deals, to building joint venture partnerships and closing transactions. Prior to Peninsula, Andres worked at Prudential Real Estate Investors (PREI), where he helped to develop the investment plans in Latin America of TMW, a German open-ended fund, and closed two multi-million dollar office building property deals in South America. Andres then helped managing PREI's residential investment programs in Mexico.



Andrés Sanchez

CDO
GHL HOTELES

HOTEL GROUP

Es una de las compañías multilatinas colombianas de mayor prestigio en el sector hotelero y tiene el privilegio de ser considerada una empresa multimarca



Bachelor's Degree in Hospitality & Tourism Business Management with a Master's Degree in Finances both from Externado University Bogota, Colombia. Hotel Development Consultant. Controller for the University's Club House, General Manager for Michelangelo's Club in Bogotá, Operation Manager of A.T. de Colombia, Life Support Camp Manager for Occidental de Colombia Oil Company in Caño Limón field, General Manager for Decameron's San Luis Hotel in San Andrés Island and Development CEO for Grupo GHL since 1993. He has opened more than 70 properties for GHL Hoteles and has participated in the negotiation of several new businesses for Grupo GHL.



Antonio Jalaff Sanz

Director Ejecutivo
GRUPO PATIO

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 Alvaro 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.



Brian Finerty

CIO
EQUITY INTERNATIONAL

PRIVATE EQUITY REAL ESTATE INVESTOR

Equity International, founded by Sam Zell, invests in high quality operating platforms in the emerging markets. EI is recognized as a partner of choice around the world.



Brian Finerty leads Equity International's investments group, responsible for originating, executing, and managing investments. Prior to joining EI in 2009, Brian was vice president at Madison Dearborn Partners, responsible for sourcing and executing transactions across various real estate sectors. Previously, he held positions at Merrill Lynch, ultimately as a vice president in the global commercial real estate group. Brian serves on EI's investment committee and is a director of three EI portfolio companies: Advance Real Estate, Decameron Hotels & Resorts, and Estapar Estacionamentos. Brian earned an MBA from the University of Chicago Booth School of Business, and a BBA from the University of Michigan.



Bruno Laskowsky

Managing Director CSHG Real Estate
CREDIT SUISSE HEDGING-GRIFFO

ASSET MANAGEMENT

Conglomerado Financeiro Suíço operando em vários países no Mundo e no Brasil é um dos principais Bancos do país, focado em Investment Bank, Private Banking e Asset Management. Além disso, é um dos maiores Gestores de Ativos de RE no mundo e no Brasil.



Bruno Laskowsky é Managing Director da CSHG Real Estate, responsável pela área de Investimentos em Real Estate.



Caimi Reis

Partner and Head of Real Estate
BRASIL PLURAL

INVESTMENT BANK / ASSET MANAGEMENT

Banco múltiplo com foco em operações estruturadas de financiamento, assessoria financeira e asset management



Partner and Head de Real Estate do banco Brasil Plural atuando em advisory, M&A, estruturacao de fundos imobiliarios, securitizacao e operacoes de mercado de capitais para o setor imobiliario. Anteriormente foi VP do Deutsche Bank responsável pela cobertura de empresas de real estate na america latina. É formado em engenharia pelo Instituto Militar de Engenharia e possui mestrado em engenharia pela POLI/USP.



Camille Douglas

Senior Managing Director
LEFRAK ORGANIZATION

DEVELOPER

LeFrak is a preeminent, family-owned property company committed to community development and long term ownership. Our principles, consistently applied, have strengthened and deepened the expertise that supports our real estate leadership.



CAMILLE J. DOUGLAS is a senior executive in the real estate industry with over 30 years' experience in real estate development and finance, executing real estate transactions and financial strategy. Her work has included corporate and project based acquisitions, dispositions and financing, including pioneering work on commercial mortgage back securities and cross border equity investment. Camille is currently a Senior Managing Director, Acquisitions and Capital Markets, at LeFrak. Since joining the firm in January 2010, she has been responsible for strategic real estate acquisitions and development outside New York and led the company's expansion into the Miami market in 2011 after focusing on the UK in 2010-2011.



Carlos Bacha

Associate
PARAMIS CAPITAL

REAL ESTATE INVESTMENTS



Carlos Eduardo Bacha is a partner at Paramis Capital, a Brazilian investment boutique, where he is responsible for the full execution of debt and equity capital raising processes to the firm's clients. Prior this, he was vice-president at Patria and BRZ Investimentos, being responsible for the selection and structuring of securities invested by each institution's high yield funds and co-investors. In this capacity, he led the structuring of deals with aggregate value above BRL 1 billion. He has also worked at Gavea Investimentos and Banco Modal with a special focus on RE, finance, energy and agri-business. Bacha is an undergraduate in international affairs and holds an MBA in finance by Pontifícia Universidade Católica de RJ.



Carlos Fainsod

CFO
PLANIGRUPO - CIUDAD DE MÉXICO

DEVELOPER

A leading company in Mexico with 40 years of experience in the development, design, construction, leasing and management of shopping centers.



Carlos Fainsod Leff is Planigrupo's Chief Financial and Investment Officer. He joined Planigrupo in 2012. Carlos is responsible for the investment strategy and for financing the investment projects. In his almost 6 years at Planigrupo, he has participated in the investment of more than Ps. 7.0 billion. Prior to joining us, Carlos worked at a real estate investment fund focused on the residential sector. He has 17 years of experience in the real estate industry. He is a Civil Engineer with a degree from the Iberoamerican University. He also holds an MBA from the University of Chicago's Booth School of Business, with a focus on finance.



Carlos Lomeli

CEO
ION FINANCIERA

INSTITUCIÓN FINANCIERA

INSTITUCIÓN FINANCIERA ESPECIALIZADA EN OTORGAR CRÉDITO
HIPOTECARIO E INMOBILIARIO.

Carlos Lomeli fue miembro del Consejo de Scotiabank en México, en El Salvador y en Costa Rica. Asimismo participó en el Consejo de Empresas Globales de México (CEEG); en la Cámara de Comercio México-Salvadoreña y en la Cámara de Comercio México-Peruana.



Carlos Sánchez

Director de Desarrollo de Negocios
GRUPO ACERTA

DESARROLLADOR Y CONSTRUCTOR

Servicios de Project and Construction Management.

Arquitecto mexicano egresado de ITESM Campus Guadalajara, Politécnico di Torino y Grant McEwan College en Edmonton especializado en el análisis del mercado de Interiores A y A+ en los distintos submercados más importantes de Mexico. Con experiencia de 8 años en el Desarrollo de Negocios del mercado de interiores de distintos sectores: industrial, Hotelero, Corporativo y Comerciales, con una visión del desarrollo sustentable, viabilidad de proyectos y liderazgo en el desarrollo de oportunidades. Gerente de Desarrollo de Negocios y Compras en Alpha Hardin, Factibilidad de Proyectos en Tierra y Armonía, actualmente ocupa la posición de Director Comercial de Grupo ACERTA en sus oficinas de Mexico.



Claudia Jimena Maya Muñoz

Gerente Relación con Inversionistas
PEI ASSET MANAGEMENT

INVESTOR

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

Ingeniera Industrial - Universidad de Los Andes - Colombia Master en Administración de Negocios INALDE. 8 años vinculada a Pei Asset Management en diversas áreas de dirección del Pei, comercial, financiera y administrativa, siendo partícipe de la evolución del vehículo de inversión inmobiliaria líder de Colombia. Actualmente se desempeña como Gerente Relación con los Inversionistas. Experiencia gerencial previa en compañías multinacionales con responsabilidad regional durante 10 años.



Claudio Chamorro Carrizo

CFO
PARQUE ARAUCO

DEVELOPER

Desarrollamos y administramos activos inmobiliarios multiformato, principalmente de uso comercial, orientados hacia distintos sectores socioeconómicos en Chile, Perú y Colombia.

Business Administration degree, Pontificia Universidad Católica de Chile. MBA, University of California (UCLA). Current CFO at Parque Arauco S.A. Former Director of Financial Studies and Analysis at the Superintendencia of Banks and Financial Institutions. Market Risks Manager and later CFO at Corpbanca. Holding Development Corporate Manager at Corpgroup, leading transactions both in acquisition of hotels, shopping centers and banks as an issuer of bonds and securities in general. Board Member at Corpbanca Venezuela and Combank. Has also worked as an advisor to the Ministry of Planning (now the Ministry of Social Development), also linked to university teaching in different areas of Economy at Universidad Católica de Chile



Claudio Dall'acqua Jr

Diretor de Gestão e Desenvolvimento Imobiliário
IGUATEMI EMPRESA DE SHOPPING CENTERS

DEVELOPER - SHOPPING CENTER

Desenvolvimento de Shopping Centers e Desenvolvimento Imobiliário de Entomos

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).



Clay Dickinson

Managing Director
JLL

CONSULTANT

Hotel Strategic Consulting, Investment Sales & Asset Management

Mr. Dickinson is Managing Director of Advisory and Asset Management Services for the Americas Region of JLL. Mr. Dickinson combines deep industry experience and a highly collaborative approach with the global resources of the firm to help clients improve their operating performance and to conceive, plan and execute their strategic business initiatives.

Mr. Dickinson earned his undergraduate degree from The American University School of International Service. He also holds several post graduate degrees, including a dual M.I.M./M.B.A from AGSIM (Thunderbird)/ESADE and an M.S. in the Management of Technology from Georgia Tech.





Cristian Frers

Director Corporate
TORIBIO ACHAVAL

DEVELOPER

Servir con profesionalismo, ética y eficiencia a nuestros clientes, permitiendo el desarrollo integral de nuestra gente y consolidando nuestro liderazgo en el negocio inmobiliario.



Cristian Frers. He has been in the real estate industry for over 18 years and he's a licensed estate agent in Buenos Aires. He has worked in leading companies of the national market such as Toribio Achaval, where he worked as an industrial broker, and L. J. Ramos Brokers Inmobiliarios where he started out as an office broker. He participated in the start-up and was director of the local branch of Cushman & Wakefield, a leading real estate company on a global scale. After more than 3 years performing as associate director in L. J. Ramos Brokers Inmobiliarios, a leader in the sector with over 100 employees, he made the decision continue to grow professionally, staking on his considerable experience to launch his personal project. Frers Tedin Negocios Inmobiliarios.



Cristiano Goncalves

Regional VP Development - Andean Region
IHG - INTERCONTINENTAL HOTELS GROUP

HOTEL MANAGEMENT

IHG franchises, leases, manages or owns nearly 5,200 hotels and 770,000 guest rooms in almost 100 countries, with nearly 1,500 hotels in its development pipeline. IHG also manages the world's first and largest hotel loyalty programme.



Cristiano comenzó su carrera como trainee en 1996 trabajando para InterContinental Hotel & Resorts en Suiza y Hyatt Hotels en San Diego - CA. En 1999 se unió a Accor Hospitality como Asistente de Gerente General por 3 años. En 2002, fue ascendido a Gerente de Desarrollo de Brasil. En 2007 aceptó el cargo de Director de Desarrollo para América Central y la Región Andina. Un año más tarde, acumuló la responsabilidad de Director de Operaciones. A finales de 2008, fue contratado por Hilton Worldwide como Vice Presidente de Desarrollo de la Región Andina, donde trabajó durante 5 años. Cristiano se unió InterContinental Hotels Group en noviembre de 2013, como Vice Presidente Regional de América Central, Región Andina y Cono Sur.



Daniel Cherman

Senior Managing Director
TISHMAN SPEYER

DEVELOPER

First-class real estate owner, developer and manager in both residential and commercial business groups.



Mr. Cherman joined Tishman Speyer in 2001 and is the Country head since 2009, being responsible for all the company's activities in Brazil. Before assuming this role, the executive led several positions in Brazil's team, including Chief Operating Officer, managing the region's acquisitions and leasing efforts, and heading both residential and commercial development groups. In his past experiences, Mr. Cherman worked for twelve years at Birmann S/A Comércio e Empreendimentos, supervising large-scale commercial and residential developments and taking positions as general manager for Latin America operations, responsible for opening offices in Argentina and Chile.



Daniel Katz

Presidente
KATZ CONSTRUÇÕES E PARTICIPAÇÕES

DEVELOPER

Construção e incorporação de imóveis e loteamentos para classe A e AAA.



Daniel Katz é engenheiro civil pós-graduado em Gestão de Negócios pela FGV. É sócio presidente da KATZ Construções e Participações, empresa fundada em 1975 que atua nas áreas de incorporação imobiliária e construção civil. É também sócio fundador da LOCZ Locações de Máquinas e Equipamentos e da HAUZ Construções Personalizadas. Foi presidente do Instituto de Formação de Líderes-BH e é conselheiro do IFL e vice-presidente do Sinduscon Jovem-MG.



Danilo Ferrari Monteiro

Diretor de Desenvolvimento e Investimento
CBRE

COMMERCIAL REAL ESTATE COMPANY

Real estate consultancy services specialized in providing solutions to investors developers occupiers and owners in all lines of business.



Integrando a equipe de Capital Markets desde 2000, atuou em setores estratégicos da empresa gerenciando importantes processos de desmobilização e aquisição, representando grupos investidores nacionais e estrangeiros. Em 2010, assumiu a Diretoria de Desenvolvimento e, em 2016, a área de Hotéis, coordenando projetos de grande complexidade técnica no desenvolvimento de incorporações em diferentes setores do mercado imobiliário, e gerenciando processos de busca de funding e desmobilização de imóveis para novas incorporações. Formado em Engenharia Civil pela Escola Politécnica da Universidade de São Paulo (Poli-USP), o executivo cursou mestrado de Gerenciamento de Empresas e Empreendimentos na Construção Civil na USP.



David Aguirre

Director
SURA ASSET MANAGEMENT

PENSION FUND

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



Colombiano. MSc Investment Management, Cass Business School. Más de 15 años de experiencia en estructuración y administración de activos. Ex-VP de Mercados de Capitales en Banca de Inversión Bancolombia. Ex-Director de Portafolios de Terceros en Bolsa y Renta S.A hoy BTG Pactual Colombia. Desde el año 2014 se desempeña como Head de Activos Alternativos de Asset Management SURA. Actualmente, miembro del Comité de Inversiones del Fondo de Capital Privado FCP 4G Credicorp-Asset Management SURA.



David Guzmán

Socio
TRUST INVESTMENTS

INVESTOR

Real Estate Development and Advisory Firm.



David Pascual Alemany

President
DESARROLLADORA MARABIS

DEVELOPER/INDUSTRIAL

Developer Marabis is a construction and developer company of industrial parks at the heartland of Mexico in Guanajuato, that offers construction of industrial buildings through turnkey projects to own, inventory and built to suit buildings to lease.



Nacido en París en 1972. Estudió filosofía y ciencias políticas en las universidades Hamilton College, Sciences Po Paris, Catholic University of America y Universidad de Navarra. Ejerció como profesor de filosofía en la universidad CEU-Cardenal Herrera. Ha trabajado en los sectores hotelero e inmobiliario en España. Preside desde el año 2006 Desarrolladora Marabis, grupo dedicado al desarrollo y construcción de infraestructura industrial. El Grupo Marabis ha desarrollado 460 Has de parques industriales en la zona del Bajío Mexicano.



David Simpson

Head of Colombia
GRAND PEAKS

DEVELOPER

The background and experience of Grand Peaks runs long and strong. As a Simpson family entity, Grand Peaks draws upon the family's expertise and knowledge which has developed over 69 years of experience.



David Simpson is a graduate of Economics from Loyola University of New Orleans, and has been with Grand Peaks since February 2016 as head of all development and management project in Colombia. In early 2017, he co-founded AUNA S.A.S. With the backing and support of Grand Peaks, AUNA has developed and built a management, development, and financial team creating true Multi-family rental assets in Colombia. Together with local and international partners AUNA structures, develops, finances and manages multi-family projects.



Diego Chevallier Boutell

CEO
RUKAN DESARROLLOS

DEVELOPER

Compañía especializada en la administración de inversiones inmobiliarias con 10 años de trayectoria desarrollando proyectos de diversas escalas y segmentos. Contamos con el respaldo del Grupo Pegasus, empresa líder en la administración de inversiones.



Posee más de 15 años de experiencia en el sector inmobiliario. Previo a Rukan, se desempeñó como Director Senior para Mercados Emergentes en Tishman Speyer, un desarrollador de prestigio internacional con sede en Nueva York. Participó activamente en la expansión de la empresa en Brasil, y en la apertura de los mercados de China e India. En Nueva York participó de transacciones de venta y adquisición de activos por más de US\$ 2.000 millones, y en funciones de asset management del portfolio de activos de Nueva York incluyendo iconos como Rockefeller Center, Chrysler Center, 666 5th Avenue, y 520 Madison Avenue, entre otros.



Diego Espinosa

Director Negocio Inmobiliario
AVORA CONSTRUCTORA / GRUPO AVINTIA

DEVELOPER

AVORA Colombia mantiene un crecimiento constante y un proceso de diversificación basado en dos líneas de negocio: construcción y servicios.



Diego R. Espinosa with 15+ years experience in the industry leads the real estate development division at AVORA, a company of AVINTIA Group, with strategic involvement in the housing, hospitality/hotels and logistics sector in Colombia and Panama. Diego R. has a BA in Management with a minor in Finance from Universidad del Norte in Colombia and holds postgraduate degree (MBA) from Florida International University with emphasis in global markets and finance in the USA. He is also Board Advisor to companies in the technology services space, educational assets, shipyards and tourism.



Domingo Speranza

CEO
NEWMARK GRUBB BACRE

CONSULTANT

Newmark Grubb Bacre es una empresa global de servicios inmobiliarios corporativos líder en el mercado de inversiones, mercado de capitales, valuaciones, atendiendo soluciones de sus clientes en oficinas, retail e industrias en más de 54 países



El Arq. Domingo Speranza fue uno de los fundadores de Buenos Aires Corporate Real Estate (BACRE), una empresa local de servicios inmobiliarios corporativos que en 2014 se asoció con el grupo Newmark Knight Frank, estableciendo finalmente la actual Newmark Grubb BACRE. Con más de 25 años de trayectoria en el mercado inmobiliario, hoy se especializa en relocalizaciones y búsquedas corporativas, participando y liderando un gran número de las más importantes y recientes operaciones del mercado.



Edson Ferrari

Diretor de Inversión & Asset Management
CBRE

COMMERCIAL REAL ESTATE COMPANY

Real Estate Consultancy specialized in providing solutions to investors developers occupiers and owners in all business lines.



Graduated with a degree in civil engineering from Escola Politécnica da Universidade de São Paulo (USP), Edson Ferrari has also attended the Master's Degree in Real Estate at the same school. He has been part of the CBRE Capital Market's team since 2000. He has an extensive experience in working with investors of all kinds, from private-individuals and family office companies to private equity firms, property companies and foreign institutions. In 2007, Mr. Ferrari also assumed the responsibility for Asset Management division, where he and his team are responsible for the management of real estate assets and portfolios.



Eduardo Bastitta

CEO
PLAZA LOGÍSTICA

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.



Eric Staley

Principal, Real Estate
BLACKSTONE

INVESTOR

Blackstone is a leading global alternative asset manager with total AuM of approximately \$371bn as of June 30, 2017 (\$104.0bn in RE, \$100.0bn in PE, \$72.5bn in hedge fund solutions, and \$94.5bn in credit businesses)



Eric Staley is a Principal in the Real Estate Group and is based in São Paulo Mr. Staley's primary responsibilities include evaluating real estate investments across a broad range of property types. Prior to joining Blackstone in 2011, Mr. Staley worked at J.P. Morgan, where he was an Analyst in the Real Estate Investment Banking group and was involved in a variety of debt, equity and M&A transactions. Mr. Staley received a BA in Economics from Princeton University.



Ernesto Davidsohn

Presidente - Fundador
NEWLAND DESARROLLOS INMOBILIARIOS

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.



Ernesto Dieck Assad

Director General
DESARROLLOS DELTA

DEVELOPER

Empresa enfoca en desarrollo, inversión y administración de proyectos inmobiliarios en todo México



Ernesto Dieck es actualmente Director General de Desarrollos Delta. Durante su trayectoria ha participado en diferentes responsabilidades en el Tecnológico de Monterrey como Vicerrector de Administración y Centros Médicos, Director General del hospital San José Tec de Monterrey. Graduado del Tecnológico de Monterrey (ITESM) de la carrera de Ingeniero Industrial y de Sistemas, con maestría en Ciencias en el departamento de Ingeniería Industria en Georgia Institute of Technology en Atlanta Georgia.



Esteban Saldarriaga

Vice President, Investments
JAGUAR GROWTH PARTNERS

PRIVATE EQUITY

Jaguar Growth Partners is a privately-held investment management firm specializing in real estate private equity in growth markets globally.



Esteban Saldarriaga is responsible for investment analysis, structuring and due diligence as well as portfolio company management. Prior to joining Jaguar, Mr. Saldarriaga was associated with Latin American conglomerate Grupo Gloria, executing cross-border M&A and integration strategies in industries as diverse as food and beverages, cement production, agribusiness and corrugated packaging. During his tenure, he evaluated and executed transactions in Colombia, Peru, Chile, Bolivia, Argentina and Brazil in excess of \$700 million. From 2010 to 2013, Mr. Saldarriaga was associated with J.P. Morgan's Latin American Investment Banking and Advisory Group based in Bogota where he covered a broad array of sectors in the Andean economies.



Fábio Corsini

CEO
INOVOY MARKET INTELLIGENCE

MARKET INTELLIGENCE

Inovyo is an innovative platform for Real Estate intelligence. Our business is to generate real-time information, connected with potential buyers, sellers, decision makers, providing assertive strategic decisions for developers and investors.



Fabio is CEO and co-founder at Inovyo Market Intelligence. He has extensive experience of more than 10 years working with market research and data analysis in the Brazilian real estate industry, developing projects for more than 100 developers and investors across the country. Prior to Inovyo, Fabio worked at companies such as Gerdau, Datastore and HSBC. Graduated in Business Administration from PUC, and MBA in Marketing from FGV.



Fábio Tadeu Araújo

Partner
BRAIN CONSULTORIA E PESQUISA

CONSULTING, RESEARCH AND ADVICE

BRAIN is a business intelligence, research and consulting firm, with prominence in real estate in Brazil, having conducted more than 3,000 tailor made studies in more than 400 municipalities.



Master in Urban Management from PUC-PR, Master in Organization and Development from FAE Business School, Post-Graduate in Business Economics and International Business. He is a consultant for the IDB - Inter-American Development Bank - for housing issues in Latin America; advisor of Economy and Market of Ademi Paraná; Professor of postgraduate studies in Economics and Market Research and member an partner of BRAIN. He has conducted several field researches for the most outstanding Brazilian real estate companies. Head of Real Estate Business at Brain.



Fabricio Mitre

CEO
MITRE REALTY

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 Sao Paolo. He has worked for HSBC Macquire Bank BNP Paribas and also Credit Suisse where he covered the Real Estate sector as an Equity Research Analyst.



Federico Castillo

Director of Acquisitions
MIRA

ADMINISTRADORA DE FONDOS

En MIRA administramos fondos de capital privado institucional de origen nacional e internacional bajo los más altos estándares mundiales



Federico Castillo is Director of Acquisition of Mira Companies since May 2014. Mr. Castillo has over seven years of experience in the Mexican Real Estate industry in positions that include VP in JLL Mexico in its Resort Advisory and Development Team, CFO/Director of Investments in Umbral Capital and Associate at Walton Street Capital. Prior to moving to the real estate industry, Mr. Castillo's worked at McKinsey & Co., Protego Asesores and the Bank of Mexico. Mr. Castillo has a B.S. in Economics from ITAM and an MBA from UNC Kenan-Flagler Business School.



Federico Gagliardo

Presidente & CEO
VITRIUM CAPITAL

DESARROLLADOR

Desarrolladora internacional con más de 10 años en el mercado de RE, un equipo de profesionales con amplia experiencia en el sector



Federico Gagliardo, CEO & Founder de Vitrium Capital, tiene más de 25 años de experiencia internacional en negocios, gerenciamiento corporativo y desarrollo de proyectos inmobiliarios. Su trayectoria en el mercado inmobiliario comenzó en 2001 como un miembro de un equipo de inversión. En 2006 fundó Vitrium Capital, con el objetivo de ofrecer propuestas de valor en el mercado a inversores e instituciones calificadas. Desde entonces ha estado involucrado en todos los aspectos del negocio. Actualmente, gestiona una cartera diversificada de inversiones inmobiliarias, con activos en propiedades residenciales, comerciales y de retail en USA/Uruguay/Argentina y México próximamente. Antes ocupó posiciones ejecutivas en Microsoft Corp. NCR y Apple.



Fernando Faria

Vice-Presidente
CBRE

COMMERCIAL REAL ESTATE COMPANY

Real Estate Consultancy specialized in providing solutions to investors developers occupiers and owners in all business lines.



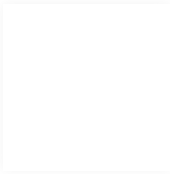
Fernando Faria chegou à CBRE em 1990. Como diretor de Investimentos, dedicou-se a serviços de consultoria para investidores institucionais. Em 1998, tornou-se diretor da divisão de Serviços Corporativos no Brasil, responsável pela coordenação e supervisão de estudos de viabilidade financeira e realocação, assim como site selection, gestão de aquisições e transações de aluguel, representando o interesse dos ocupantes. A partir de 2007, acumulou as duas funções, comandando os times de Corporate Services e Investimentos. Desde 2011, é VP da CBRE Brasil.



Fernando Guardia

CFO
CM REALTY

REIT



Fernando Sanchez Tocornal

Gerente Inmobiliario
INDEPENDENCIA AGF

INVESTMENT FUND

Gestión de Fondos de Inversión y Administración de Activos Reales



Fernando Sánchez Tocornal es Abogado y MBA, miembro del Consejo del Centro de Estudios Inmobiliario de la Universidad de los Andes. Gerente Inmobiliario de Independencia AGF. Responsable de la búsqueda, evaluación financiera, aprobación, negociación y gestión de negocios comerciales relacionados al mercado de oficinas y retail. Encargado de la revisión, procesos de escrituración y aprobación de contratos de arriendo y compraventa de cada proyecto o negocio. Gestión en la colocación y recolocación de superficies disponibles.



Fernando Terra

Director Latam, Industrial & Logistics
CBRE

COMMERCIAL REAL ESTATE COMPANY

Real Estate Consultancy specialized in providing solutions to investors developers occupiers and owners in all business lines.



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 responsibly 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.



Francisco Andragnes

Head of Real Estate
METRO BUILDINGS

DEVELOPER

Metro Buildings, the leading company in the development of multifamily real estate in Latin America.



CEO of Metro Buildings, pioneer in the "apartments for rent" field, has acquired, developed and/or managed 15 multifamily buildings in Mexico City, Monterrey, Buenos Aires, Santiago, Lima and New York City. He has over 25 years of real estate investment experience in the region. Prior to establishing Metro Buildings, he was for twelve in charge of real estate investments for Latin America at Prudential Real Estate Investors, Chief Investment Officer and Chairman of its investment committee. At PREI Mr. Andragnes led, managed, and closed over 300 transactions representing more than US\$8 billion in total investments for its eight managed Latin American funds.



Francisco Lira Mariel

Executive Director Corporate Banking
BANC SABADELL

BANK

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



Es responsable de los sectores de Industria, Comercio y Real Estate en México y de la Región Occidente y Pacífico Norte. Tiene participación en el diseño y modelo de operación y atención a los clientes de Banca Corporativa por parte de Sabadell Capital en México.



Francisco Lopes

Diretor de Real Estate
PARTICIPAÇÕES MORRO VERMELHO

PROPERTY COMPANY



Larga experiência em empresas de grande e médio porte dos setores industrial e de serviços, tais como Manah S.A., Grupo La Fonte/Iguatemi, Grupo Mauricio de Sousa Produções e Grupo Camargo Correa. Atuação em diversos projetos de Real Estate, desenvolvimento, estruturação, implantação e gerenciamento, nos segmentos corporativo e de varejo. Formação: Engenharia Elétrica e administração de Empresas no Mackenzie, MBA Executivo Internacional da FEA/USP. Participação em cursos de especialização no Brasil e Exterior nas principais instituições, USP, FGV, Mauá, Kellogg School of Management, Vanderbilt University, Cambridge University, Lingnan University (China), ICSC.



Francisco Rencoret

Socio
TERRITORIA

MIXED USE

Territoria se enfoca en desarrollos inmobiliarios complejos. Están asociados con inversionistas a nivel global para desarrollar y gestionar activos que ofrezcan mayores y mejores oportunidades de rendimiento.



Mr. Rencoret is the founder of Territoria RE Group. Among his achievements was the creation of Midtown Santiago, today's El Golf District. He had built the first midtown office towers in El Golf and recently finished a world class "Isidora 3000", the first mix use project with a W Hotel and WResidences, offices, Retail and Convention in Latin America. Currently Territoria is a major real estate company with investments over 500USM with expansion on Peru and Colombia on 2019. Territoria's portfolio has a world class collection of assets diversified in office, retail and hotels. He was the author New York City at the Edge of Enigma, published by Princeton Architectural Press. He also was the creator of concept and development of Awasi Hotels



Frederico Azevedo

Diretor-Presidente
CONSTRUTORA ALTANA

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.



Frederico Paglia

Associate
MACQUARIE CAPITAL - USA

INVESTOR

Macquarie is a diversified financial group providing clients with asset management and finance, banking, advisory and risk and capital solutions across debt, equity and commodities.



Frederico joined Macquarie Capital in 2015, and is an Associate in the New York office. At Macquarie Frederico has been focusing on the execution of both principal investments and corporate advisory mandates across the real estate sector, including experience in industrial, multi-family, retail, manufactured housing and senior housing in the US and Brazil. Prior to joining Macquarie, Frederico worked for almost 5 years with RB Capital, in São Paulo, where he commenced his career and built significant on-the-ground experience working in Real Estate in Brazil. Frederico has an MBA at the Wharton School, University of Pennsylvania.



Gastão Valente

Senior Vice President
GIC

SOVEREIGN WEALTH FUND

GIC is a sovereign wealth fund established by the Government of Singapore to manage its foreign reserves with the aim to achieve good long-term returns above global inflation. The fund's assets had been estimated at US\$359 billion



Gastão Valente é senior vice president do GIC desde 2013. Tem mais de 20 anos de experiência profissional, sendo 12 deles em investimentos imobiliários. Foi diretor do BTG Pactual, trabalhou com comércio exterior e na Deloitte Consulting. É economista graduado pela PUC-Rio e tem mestrado em Economia com ênfase em Finanças pela Universidade de Montreal.



Gerardo Herrera

Director de Operaciones
TRUST INVESTMENTS

INVESTOR

Real Estate Development and Advisory Firm.



Gerardo Herrera is a passionate team player with a civil engineering degree from the Institute of Technologies and Higher Studies of Monterrey (Tec de Monterrey), an MBA from IPADE Business School, studies in corporate finance and VC at London Business School. He has over 5 years of experience in the real estate and construction industry and 3 years in VC investments in Mexico, he now serves as managing partner of LabCap Ventures and finance manager at TRUST Investments.



Gerardo Zambrano

VP & CFO
FINSA

DEVELOPER

Desarrollador inmobiliario con 25 parques industriales en 42 diferentes ubicaciones en México, Estados Unidos y Argentina



Gerardo I. Zambrano Martínez, Vicepresidente & Director de Administración y Finanzas. Tiene una trayectoria de más de 15 años en FINSA, donde actualmente participa como miembro del Consejo de Administración. Ha sido el responsable de proponer y ejecutar las directrices financieras de los proyectos en particular y de FINSA en lo general, dándole acceso a la compañía a fondos de Capital Globales Privados del extranjero y a las AFORES, a través de dos CKDs por un monto acumulado de 7,750 Millones de pesos. Se ha encargado de proveer los recursos de Deuda necesaria por más de 900 Millones de dólares para con esto asegurar el crecimiento y la fortaleza financiera. Implementó los procesos y sistemas Administración y en negocios por el IPADE.



Gerson Amado

Managing Director, Brazil
NORTHWEST INTERNATIONAL

INVESTOR

NorthWest International is a specialist healthcare real estate investor that owns a high quality portfolio of medical office and hospital properties located throughout major markets in Canada, Brazil, Germany, Australia & New Zealand.

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 leaders and also as a Senior Analyst at top banking institutions. Mr. Amado received his B.Sc. in I.T. from University Mackenzie (Brazil) and M.B.A. from Escola Superior de Propaganda e Marketing (Brazil).



Giancarlo Nicastro

CEO
SIILA BRASIL

MARKET RESEARCH

Siila Brasil is the leading data, analytics and networking platform for commercial real estate in Brazil.

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



Gonzalo De La Serna

CFO
CONSULTATIO S.A.

DEVELOPER

Por más de 30 años Consultatio Real Estate se ha dedicado exitosamente al desarrollo de emprendimientos inmobiliarios innovadores, de gran categoría en ubicaciones privilegiadas.

Es Licenciado en Economía de la Universidad de Buenos Aires (mención magna cum laude) y Analista Internacional de Inversiones de la ACIIA (Association of Certified International Investment Analysts). Antes de unirse a Consultatio en el año 2010, fue trader de la mesa de dinero de Telecom Argentina y Analista Cuantitativo en el equipo de inversiones de Metlife AFJP.



Gonzalo Espejel

Managing Partner
UMANA CITIES

DEVELOPER

UMANA, firm specialized in development and consulting services for national and multi-national investors

Founder and Managing Partner at UMANA Developments, responsible of the Business Development function. Prior to UMANA, Gonzalo worked at Anida/BBVA and founded Geopolis. Gonzalo's experience includes the successful co-development of more than 3,000 Has., of innovative master planned communities in several States in Mexico as well as 1,500 residential and high-end units. He holds a BA degree in Architecture from Anahuac University, and is a member of the "Asociacion de Desarrolladores Inmobiliarios", as well as a founding member of the ULI Executive Committee Chapter Mexico.



Gonzalo Sarmiento Giove

CEO
CENTENARIO

DEVELOPER

Inversiones Centenario cuenta con más de 80 años de experiencia y trayectoria en los principales negocios inmobiliarios.

CEO de Inversiones Centenario, una de las más grandes inmobiliarias del Perú que cotiza en la Bolsa de Valores de Lima, con más de US\$ 1,200 millones de activos que conforman un portafolio diversificado de bienes raíces que incluye edificios de oficinas, centros comerciales, urbanizaciones residenciales, lotes industriales, vivienda y hoteles. Durante sus 20 años de trayectoria en la empresa, ha tenido una participación muy activa en la gestión y desarrollo de la compañía de mayor crecimiento del país; cumpliendo distintos roles como director y gerente en áreas como Planeamiento, Comercial, Ventas, Property Management y Desarrollo, entre otros. Anteriormente trabajó en Ransa Comercial en las divisiones Frio Ransa y Naviera Santa Sofia.



Greg Hajdarowicz

President/ Founder
GREMI INTERNATIONAL S.A.R.L.

INVESTOR

Grzegorz (Greg) Hajdarowicz - entrepreneur, publisher, film producer. Founder, main shareholder and CEO of GREMI GROUP. Born in 1965. Graduate of the Faculty of Law, the Institute of Political Sciences of the Jagiellonian University in Kraków. In the 1980s and 1990s he worked as a journalist and deputy editor-in-chief of a weekly published in New York and a daily published in Krakow. He was a councilor of the City of Krakow at the beginning of the 1990s. Founder of GREMI (1991). Honorary Consul of the Federative Republic of Brazil in Poland for regions: Malopolska and Silesia. Awarded with the Knight's Cross of the Order of Polonia Restituta. Mr. Hajdarowicz is also involved in film production - by now he has produced six feature films.





Gustavo Nicolau

Diretor
AKYLAS PATRIMONIAL

DEVELOPER / INVESTOR / FAMILY OFFICE

Akylas has been active in several segments of the real estate industry for more than 30 years. Extremely respected, the company has an expertise that positions it as an extremely reliable consultant and partner for buyers, builders, investor and developer



Gustavo Nicolau is an economist graduated from PUC-SP and executive MBA from Ibmec (Insper). He was financial manager of an electrical engineering company with operations in infrastructure, shopping centers, hypermarkets and industries in Brazil, Argentina and Uruguay. He was also financial and administrative consultant for companies related to the real estate industry and family office, focusing on strategic, corporate and succession planning areas. Developed a residential development in partnership with a major player in the real estate market and established Akylas Patrimonial in the real estate development market.



Gustavo Pellicciari

Diretor de Incorporação
CCDI

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.



Guven Giray

President
ATLAS DESARROLLOS

DEVELOPER

Empresa desarrolladora de vivienda; enfocada en la calidad de sus casas e innovadora lotificación, ofreciendo el mejor ambiente para tu familia.



Guven Giray is a founding partner of Casas Atlas, President of the Board of Directors and responsible for business development and corporate finance. Previously Mr Giray served for 10 years in investment banking and was a Managing Director at Alfa Bank Russia (MD) based in London, a Managing Director at Donaldson, Lufkin & Jenrette based in London and New York, and a Managing Director at ING Barings based in London. Mr Giray worked at DG IV of the Commission of the European Union in Brussels and was called to the Bar of England & Wales. Academic qualifications include Barrister-at-Law and LLM Cambridge University.



Hector Rivas

Director de Planeación y Nuevos Negocios
DINE

DEVELOPER

Desarrollos residenciales, espacios corporativos y comerciales



Héctor trabaja desde hace más de 11 años en DINE, empresa dedicada al desarrollo de proyectos inmobiliarios de gran escala enfocados en mercados de alto poder adquisitivo. Actualmente se desempeña como Director de Planeación Estratégica y Nuevos Negocios, tiene a su cargo el control del desarrollo estratégico del portafolio de negocios de la Compañía, así como el crecimiento y expansión del mismo. Anteriormente ocupó puestos de Planeación Financiera y Control de Gestión en Grupo DESC. Héctor es Ingeniero Industrial de la Universidad Anáhuac y cursó una Maestría en Alta Dirección de Empresas en el IPADE.



Hernani Varella Jr

Sócio-diretor
TALLENTO ENGENHARIA

MANAGEMENT COMPANY

26 years managing and getting results in all kind of projects nationwide in the real estate market.



Hernani Varella is founder of Tallento Engenharia, one of the major project management company in Brazil. He is civil engineer (USP – University of São Paulo) specialized in management (FGV – Fundação Getúlio Vargas). Acts in real estate construction in the last 35 years, reducing costs and risks and optimizing results.



Issel Kiperszmid

Presidente
DYP SA INTERNATIONAL

DESARROLLADOR

DYPSA ha desarrollado varios barrios privados, en la mayoría de los casos con housing, edificios residenciales, hopping Centers, edificios de oficinas, hoteles, y demás. En su pipeline actual hay proyectadas 5.000 unidades de vivienda para ser ejecutadas



En la actualidad, Issel Kiperszmid es Presidente de DYPSA, Desarrollos y Proyectos S.A., una de las principales compañías de desarrollos inmobiliarios en la Argentina con más de 1.000.000 de m2 de proyectos realizados; Presidente de Continental Urbana SA Inversora, firma listada en la Bolsa de Buenos Aires, propietaria de activos de renta: Shopping Centers, hoteles, edificios industriales y logística, Presidente de Eurofin de Inversores, sociedad fiduciaria y financiera, Presidente, Director y/o accionista de varias sociedades vinculadas al sector del real estate. Es Vicepresidente y fundador de la Cámara Empresaria de Desarrolladores Urbanos (CEDU), e integra la Cámara de Shopping Centers.



Jaime Benitez

President
CONSTRUCCIONES ARRECIFE S.A

DESARROLLADOR

Dedicada a la gerencia construcción y promoción de proyectos residenciales hoteleros y de oficinas localizados en Bogotá y Barranquilla.



Ingeniero Civil de la Universidad de los Andes con maestrías en Administración y Gerencia de Construcción de MIT. 10 años de experiencia en roles financieros en el sector petrolero y socio de construcciones Arrecife desde su creación en 1976



Jaime Fasja

Founder and Co-CEO
THOR URBANA CAPITAL

INVESTOR AND DEVELOPER

Thor Urbana is a leading real estate investment and development company based in Mexico City.



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.



Jairo Corrales

Gerente General
PEI ASSET MANAGEMENT

INVESTOR

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



Jairo Corrales 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.



Javier

COO
FIBRA MTY

REIT

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



Javier Llaca is the Chief Operating and Investment Officer, and co-founder of Fibra Mty, a diversified office and industrial real estate investment trust, publicly traded in the Mexican Stock Exchange. Mr. Llaca has more than 25 years of experience in the real estate sector, and deep knowledge in the office, industrial, retail and mixed use, including planning, structuring, marketing and operation of real estate projects. Mr. Llaca worked for 14 years at JLL, as Executive Vice President in charge of the firm's operations in Northern Mexico. Before that he worked for 8 years at CBRE.



Javier Artigas

Country Head Mexico
BTG PACTUAL

INVESTMENT BANK / FUND

Somos el principal Banco de inversiones de América Latina con actuación en las áreas de Asset Management, Wealth Management e Investment Bank.



Javier Artigas has over 30 years of experience in the financial sector, during which he has held several positions in the areas of Investment Banking, Research and Equities Sales and Trading. Worked between London and New York for eight years promoting the Mexican Capital Markets. Served as Managing Director of UBS Casa de Bolsa responsible for establishing UBS broker dealer in Mexico. He was a member of the Board of the Mexican Stock Exchange for two years and also served as Senior Vice President of Strategic Planning, responsible for structuring the Fibras and CKD's as listed vehicles. He joined BTG Pactual in 2012 as Country Head, responsible for building the BTG Pactual franchise in Mexico.



Javier Dominguez Torrado

Partner Real Estate
RITCH MUELLER

LAW FIRM

Asesoría legal y fiscal a clientes nacionales e internacionales respecto a sus operaciones en México. Estructuración e implementación de soluciones que atiendan la necesidad de los clientes



Javier Domínguez is a member of the real estate practice group at Ritch Mueller. He has more than 18 years of experience, mainly dealing with real estate transactions and financing, capital and debt offerings in Mexico and abroad, secured and unsecured financing, financing to states and municipalities, and mergers and acquisitions. Javier has advised, the world largest industrial facility developer. He has also advised real estate investment funds and other investors in respect to their investments and developments in. He recently advised FIBRA MTY in its structuring and the structuring of its initial and subsequent portfolios, as well as its financings.



Javier Sanchez

SVP, Development LATAM & Caribbean
HARD ROCK INTERNATIONAL HOTELS & RESORTS

HOTEL MANAGEMENT

Over 199 venues (153+ cafes, 21 hotels & 10 casinos) in 63+ countries.
Hard Rock International is one of the most globally recognized companies



Joining Hard Rock in August 2014 as SVP Development for Hotels – LATAM & the Caribbean, Javier Sanchez is part of the critical team responsible for leading the brand's global growth efforts. In this position, Javier's primary roles include the structuring and implementation of development strategies, seeking and securing new hotel projects and identifying opportunities for hotel and resort acquisitions. Javier's passion for the intersection of real estate and hospitality is evident in his past experience, including Realogy Holdings, Wyndham Hotel Group and Sahara Comercial.



Jay Mulay

Managing Partner
NEW MARK - CIUDAD DE MÉXICO

CONSULTANT

Newmark es una empresa global de servicios inmobiliarios corporativos líder en el mercado de inversiones, mercado de capitales, valuaciones, atendiendo soluciones de sus clientes en oficinas, retail e industrias en mas de 54 países



Jay Mulay has over 15 years of experience in the Mexico Real Estate Market. Mr. Mulay joined the Alles Group in Mexico City as a partner 6 months after the company began operations. His primary responsibilities include strategic planning and direction as well as leading the brokerage area. Mr. Mulay actively participates in business development and projects with the brokerage team. He possesses specific skills in the structuring of deals specifically focusing on financial analysis and negotiating. He has an extensive understanding of the industrial and corporate office markets in Mexico City as well as in the area of capital market.



Jean Pierre Serani Toro

CEO, Investment Banking
GRUPO BANCOLOMBIA

INVESTMENT BANK

Subsidiary of Grupo Bancolombia, Colombia's largest bank, specializing in structured finance, mergers and acquisitions, capital investments and capital markets.



Since May 2016, Jean Pierre Serani is the Head of the Investment Banking division of Bancolombia, where he is in charge of the M&A, DCM/ECM, Project, Corporate and Acquisition Finance, Merchant Banking and Special Situations teams. Previously, for three years he was the CEO of Valores Bancolombia, the bank's brokerage unit and the Head of the Sales & Trading division. Before 2013, he held several positions on the Investment Banking division for more than eight years. Mr. Serani received his undergraduate degree in Business from Universidad EAFIT and his MBA degree from Georgia Institute of Technology as a Fulbright Scholar.



Jeremy Stern

Associate, Investments
JAGUAR GROWTH PARTNERS

PRIVATE EQUITY

Jaguar Growth Partners is a privately-held investment management firm specializing in real estate private equity in growth markets globally.



Jeremy Stern is an Associate and a member of the Investment Team. Mr. Stern is responsible for investment analysis, structuring and due diligence as well as portfolio company management. Prior to joining Jaguar Mr. Stern worked as an asset manager for The Stahl Organization based in New York. Mr. Stern was responsible for overseeing Stahl's portfolio of residential and commercial properties and developing annual strategic plans to maximize property income, cash flow and long term value. Prior to The Stahl Organization, Mr. Stern was a real estate analyst in the commercial mortgage department of Apple Bank for Savings.



Jimmy Arakanji

Founder and Co-CEO
THOR URBANA CAPITAL

INVESTOR AND DEVELOPER

Thor Urbana is a leading real estate investment and development company based in Mexico City.



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
BANC SABADELL

BANK

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. Born in Barcelona, Spain, he earned a Bachelor and Master of Science in Civil Engineering from the Universitat Politècnica de Catalunya. Following his education he 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.



Johann Dahan

VP Global Transactions
SELINA

DEVELOPER

Somos un grupo enfocado en la inversión y desarrollo de una distintiva gama de proyectos inmobiliarios; turísticos, de retail, residenciales, oficinas e industriales.
Adaptando soluciones únicas en base a las exigencias del mercado.

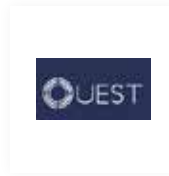


Johann Dahan is a graduate of New York University, HEC Paris and London School of Economics with an Executive MBA. With over ten years of experience in international real estate development he has an extensive global understanding in developing, negotiating, structuring and leading business opportunities, M&As and financing structures. He was previously Director of Global Strategy & Business Development at Bean & Co as well as SVP, Global Business Development at LR Group. He currently holds the position of Vice President of Global Corporate Transactions and is leading Selina's global expansion into new and existing markets.



Jorge Gómez

CEO
OUEST



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.



Jorge Herrera

CEO - Unlimited Vacation Club
AM RESORTS

RESORTS

Jose Antonio Hagg

Managing Director GCS Latin America
NKF MEXICO

CONSULTANT

Newmark es una empresa global de servicios inmobiliarios corporativos líder en el mercado de inversiones, mercado de capitales, valuaciones, atendiendo soluciones de sus clientes en oficinas, retail e industrias en mas de 54 países



Jorge Herrera es Director General y Fundador de Unlimited Vacation Club de AMResorts, una de las empresas de Apple Leisure Group; Cuenta con más de 30 años de experiencia en el Sector Turístico, en donde ha colaborado como Asesor de los Subsecretarios de Planeación y Operaciones en la Secretaría de Turismo; como Director General de Resort Condominiums International (RCI) en México, Centroamérica y el Caribe, y como Director Comercial de Mayan Resorts.



Architect by National University. Appraiser for Banks and Credit Firms. CCIM and MCR designee. +24 year in Real Estate Latin America Market. Borad member for CCIM and Corenet Global Mexico Chapters. GCS Managing Director for NKF, Latam portfolios for Honeywell and Mondelz



Jose Carlos Balcazar

CEO
CAPITAL INMOBILIARIO

INVESTOR

Capital Inmobiliario is a private equity fund manager and investor that specializes in the development and administration of real estate housing projects in Mexico.



José Carlos has extensive knowledge in Financial Services, with over 20 years of experience in banking and credit. He has served as Director for Banco Nacional de Mexico (Banamex) and Grupo Financiero BBVA Bancomer in areas such as Corporate Finance, Commercial Banking and Services Banking. In addition he was part of the Credit Committee and Regional Councils for BBVA Bancomer. Since 2006 José Carlos joined Capital Inmobiliario where he has served as CFO, COO and since 2015 he was appointed CEO. He holds a B.S. in Economics from Universidad Iberoamericana, México City and completed his M.B.A. at the University of Massachusetts.



José Manoel Lopez

Sócio-Diretor
MAUÁ CAPITAL INVESTIMENTOS

ASSET MANAGEMENT

A Mauá Capital é uma empresa de gestão de recursos independente com R\$ 3,3 Bilhões sob gestão, que oferece investimentos alternativos de alto valor agregado para seus clientes. A empresa possui especialização em Macro e Crédito Imobiliário.



Sócio-diretor da Mauá Capital corresponsável pela área de Real Estate Debt com 28 anos de experiência em empresas multinacionais e nacionais de renome. Experiência em Crédito, Transações e Gestão de negócios voltados ao mercado Imobiliário, em empresas como Banco Santander, Citibank, Jones Lang LaSalle, Método Engenharia e Brazilian Capital. Atuação também como Vice-Presidente da ABECIP e como membro do Conselho de Administração da CIBRASEC. Graduado em Engenharia de Produção pela Poli-USP, com pós-graduação em Finanças pela FGV e especialização em negócios pela Kellogg em Chicago, curso coordenado pela Fundação Dom Cabral.



José Paulo Marzagão

Sócio
TAUIL & CHEQUER ADVOGADOS

LAW FIRM

Conta com uma equipe de sócios e associados altamente especializados em diversas áreas do direito empresarial no Brasil, atuando em operações das mais simples e rotineiras às mais complexas e sofisticadas com um nível de excelência ímpar no mercado jurídico.

Formado em Direito pela USP, José Paulo Marzagão é advogado especializado em Direito Imobiliário. Iniciou sua carreira na área no escritório TozziniFreire, tornando-se sócio do departamento de Direito Imobiliário. Foi ainda sócio nos escritórios Navarro e Marzagão Advogados Associados, e Lacaz Martins, Pereira Neto, Gurevich e Schoueri Advogados, e juntou-se depois ao Koury Lopes Advogados. É hoje sócio do Tauil & Chequer Advogados.



Joshua Pristaw

Senior Managing Director
GTIS PARTNERS

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 Carlos Mier y Teran

Commercial Real Estate Sector Head
HSBC MEXICO S.A.

BANK

HSBC is one of the world's largest banking and financial services organizations.

Juan Carlos Mier y Terán (44, Commercial Real Estate Sector Head for HSBC in Mexico) has over 20 years of experience at companies like GE, Citibanamex, Cemex and HSBC. At HSBC he has originated real estate loans for over US\$3 billion and reshaped the portfolio to focus on industrial, retail and office properties and conformed of the top real estate players in Mexico. He made Real Estate a growth target sector for the bank through loans and capital financing and also closed the first real estate loan-on-loan acquisition bank transaction in Mexico. Mr. Mier y Terán has a bachelor's degree in Industrial Engineering from Universidad Anáhuac and an MBA from The Fuqua School of Business at Duke University.



Juan Carlos Moreno

CIO
AMARILO

DEVELOPER

Amarilo empresa Colombiana, líder en promoción, gerencia, venta y construcción de proyectos de vivienda. Reconocida como la No 1 en "Mejor Reputación" del sector Construcción e Infraestructura.

Managing Director of Investments at AMARILO GROUP since 2013. Mr. Moreno has +10 years of professional experience in Private Equity and Real Estate Investments. He leads and manages all aspects of M&A, deal structuring, corporate finance, investment strategy, investor relations and fund management. Between 2008 and 2012 he worked as an Investment Officer at MAS Equity Partners, a pioneer Private Equity Firm in the Andean Region, actively participating in the sourcing, structuring, negotiation, investment, and divestment of private equity transactions, and portfolio company oversight.



Juan Carlos Ostos

CEO
INSIGNIA REAL ESTATE

INVESTOR

Enfocada en inversiones inmobiliarias de forma directa e indirecta en los estados de Puebla, Mérida, Irapuato, Guerrero y Ciudad de México.

Since June 2017, Mr. Ostos is CEO of Insignia Real Estate, an integrated real estate platform. From 2009 to 2017, Mr. Ostos was CFO and COO of MIRA, a mixed-use real estate development and fund management company, where he closed US\$650 mm in equity commitments, including the first CERPI in the Mexican market, and US\$450 mm in debt financing. At MIRA, Mr. Ostos was part of the management team that grew the platform to US\$500 mm of AUM and 20 development projects. Previously, he worked in finance roles at Johnson & Johnson and the Mc-Graw Hill Companies. Mr. Ostos has a BS from Universidad Iberoamericana and an MBA from Stanford GSB.



Juan Corvinos

Vice President
HILTON WORLDWIDE

HOTEL MANAGEMENT

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

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





Juan Felipe Yarce

Socio Director
ESTRUCTURACIÓN Y CONCEPTOS

CONSULTANT

Equipo multidisciplinario dedicado a la estructuración y gestión de proyectos. Nuestra fortaleza es la intermediación entre diferentes públicos alineando los intereses, mitigando los riesgos y maximizando los retornos.



Ingeniero administrador con más de 20 años de experiencia profesional. Después de una larga carrera en sector financiero y de inversiones en el Grupo Santander-ING, fue vicepresidente inmobiliario y de desarrollo del Grupo Éxito y Country manager para un grupo inmobiliario europeo. Estas experiencias consolidan su conocimiento en desarrollos comerciales, logísticos, de vivienda y mixtos.



Juan López González

CFO
EL CID RESORTS

DEVELOPER

El Cid Resorts has participated in the hospitality and leisure industry since inception, focusing on four segments: Hotels, Timeshare, Real Estate, and Marinas, Tour Agencies and a 27- hole Golf Course.



Born in México City, received a Bachelor of Arts with a major in Economics at ITAM (Instituto Tecnológico Autónomo de México). He obtained an MBA with a major in Finance and International Trade at McGill University (Montreal, Canada). Mr. López worked for Banamex in the Actions and Values in Derivative Products division. He worked for more than seven years at Citigroup/Banamex, with his last position as Vice-President, Risk Management Division of the Corporate Division. In July 2007 he joined El Cid Resorts as Chief Financial Officer (CFO).



Juan Monroy

CEO
FIBRA MACQUARIE

REIT

IBRA Macquarie's portfolio consists of 271 industrial properties and 17* retail/office properties, located in 20 cities across 15 Mexican states (as of December 31, 2017).



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 director 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.



Juliano Antunes

CEO & Co-Fundador
ULIVING BRASIL

STUDENT HOUSING



Co-fundador e CEO da ULIVING Brasil desde 2012, empresa especializada em desenvolvimento e operação de empreendimentos voltados para residência de estudantes. Engenheiro Civil formado pelo Instituto Mauá de Tecnologia, com Pós-graduação em Gestão e Estratégia de Empresas pela UNICAMP, e especializações em Direito Imobiliário e Gerenciamento de Projetos. Iniciou sua carreira como engenheiro de obras, possuindo experiência em obras verticais e horizontais de grande porte. Possui uma longa experiência no mercado imobiliário, tendo assumido cargos de liderança em empresas como Rossi Residencial, Inpar S/A, JHSF e outras.



Karl Kreppner

Senior Vice President - Investments
CADILLAC FAIRVIEW

INVESTOR

The Cadillac Fairview portfolio is owned by the Ontario Teachers' Pension Plan. The real estate portfolio also includes investments in retail, mixed-use and industrial real estate in Brazil, Colombia and Mexico.



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.



Ken Wainer

Founding Partner
VBI REAL ESTATE

INVESTOR

Housing Office Development and Retrofit shopping mall development and logistic warehouses developments.



Ken co-founded VBI Real Estate in 2006 and has been involved in all of VBI Real Estate's investments since inception. Prior to the formation of VBI Real Estate Ken was a founding partner of Vision Brazil and was responsible for establishing the real estate private equity practice.



Leandro Bousquet Viana

Partner and Head of Real Estate
VINCI PARTNERS

FUND MANAGER

Vinci is one of Brazil's largest alternative investment firms, with over R\$ 20bi of AUM. The Real Estate area represents R\$1,2bi of this AUM with investments across different asset classes and strategies.



Head of the Real Estate Group of Vinci Partners. Previously, he was the CFO and IRO of BRMalls where he was responsible for investors relations, funding strategy, acquisitions and monitoring financial operations performance of greenfield and brownfield developments. Before, worked for Banco Pactual from 2004 to 2006 in its Investment Banking Division covering the Real Estate sector. From 1999 to 2004, he was Partner and the head of the Real Estate Group at Banco CR2. From 1994 to 1999, he was co-head of the Real Estate Group of Banco BBM. He holds a bachelor's degree in Economics from PUC-Rio and an EP Degree from Stanford University.



Lucas Salim

Presidente
GRUPO PROACO

DESARROLLADOR

Empresa desarrollista líder en el interior del país que avanza construyendo productos de RE de excelente calidad. Elegimos la tierra, diseñamos proyectos innovadores, gestionamos la construcción, la comercialización y financiación de todos desarrollos.



Lucas Salim es fundador y CEO de Grupo Proaco. La compañía más importante del Real Estate en el interior de Argentina con desarrollos de tierra por 800 ha y proyectos de construcción en cartera por 1.000.000 de m2 cubiertos. Con su compañía ha desarrollado todo tipo de proyectos inmobiliarios entre los que podemos destacar: Condominios de lujo / Edificios corporativos/ Housings/ Torres/ Complejos mixtos/ Shoppings. Presidente Grupo Proaco Fiduciaria Director de Fundación Endeavor Córdoba Vocal titular CEDUC (Cámara Empresarial De Desarrollistas Urbanos Córdoba)



Lucas Vargas

CEO
GRUPO ZAP - VIVA REAL

PLATAFORMA DE DATOS IMOBILIÁRIOS

O Grupo ZAP Viva Real, formado pelos dois líderes do mercado imobiliário, os portais ZAP e Viva Real, junto de suas empresas Geomovel, suahouse, sub100 e DataZAP, foi criado em 2017 para revolucionar o segmento de imóveis.



Lucas Vargas é CEO do Grupo ZAP Viva Real. Ele possui MBA pela Harvard Business School e é formado em Administração de Empresas pela Universidade do Rio de Janeiro (UFRJ). Ele também se formou no Instituto de Engenharia Militar (IME), onde estudou Engenharia de Telecomunicações. O executivo possui passagens pelo Groupon Brasil, Bain & Company, Santander e na PwC México. Em 2012, ele ingressou no Viva Real e, desde novembro de 2017, lidera o Grupo ZAP Viva Real.



Luciano Rossi

Sócio
PINHEIRO NETO ADVOGADOS

LAW FIRM

Founded in 1942, Pinheiro Neto Advogados is a Brazilian, independent, full-service firm specializing in multi-disciplinary deals and in translating the Brazilian legal environment for the benefit of local and foreign clients.



Luciano Rossi é graduado pela Faculdade de Direito de São Paulo e tem mestrado em Direito pela Universidade de Oxford. É sócio da área Empresarial imobiliária do escritório Pinheiro Neto Advogados de São Paulo e também já trabalhou como associado estrangeiro no Escritório Cravath, Swaine & Moore, em Nova York. Participou de diversas operações, auditorias e projetos no segmento imobiliário no Brasil, envolvendo, entre outros, aquisição de imóveis, locações, hipotecas, penhores e transações com imóveis rurais. É também especializado em financiamento imobiliário.



Luis Cantú

CEO
SERIS RETAIL HOLDINGS

DESARROLLADOR

Proyectos inmobiliarios de Retail



Con más de 20 años de experiencia en desarrollo inmobiliario y más de 300,000m2 rentables desarrollados, así como con un amplio conocimiento y entendimiento de los aspectos de inversión y gestión.



Luis Eduardo Barrios Sánchez

President & CEO
CITY EXPRESS HOTELES

DEVELOPER

Hoteles City Express contempla dentro de su programa de inversión y plan estratégico en hoteles la adopción continua de medidas y iniciativas sostenibles en las distintas áreas y proyectos de la empresa.



Presidente del Consejo de administración y Director General de la Sociedad desde la fecha de su constitución, y cuenta con más de 25 años de experiencia en la industria hotelera. Antes de participar en la constitución de la Sociedad en 2002, ocupó diversos cargos en Grupo Posadas, una de las operadoras hoteleras más grandes de América Latina, incluyendo los de Director General (1994-1999) y Director de Finanzas (1986-1993), en donde estuvo a cargo de la oferta pública inicial de acciones de la sociedad. Miembro de los Consejos de Administración de Corporación Actinver S.A.B. de C.V., el Consejo Consultivo Metropolitano de NAFINSA, la Asociación Mexicana de Hoteles de la Ciudad de México, A.C. y la Asociación Mexicana de Cadenas de Hoteles.



Luis Mirabelli

Partner
CASA CAMPUS

DEVELOPER

Desarrolladora y operadora en el segmento de co-living y student housing.



Luis is partner at Casa Campus, the thriving Argentina based company that has developed the most comprehensive platform to introduce co-living in Latin America. He is also partner at Passionality, a group of seasoned hospitality professionals with shared values and a strong common denominator, the passion for doing business in the ever changing hospitality arena through creative and innovative concepts. Previously acted as Regional Vice President of Development for Wyndham Hotel Group's responsible for the growth strategy for the Latin American & Caribbean Region. Luis also acted in different responsibility roles previously at RCI, Royal Holiday Club and American Express.



Luis Ramirez

President
YELLOWSTONE CAPITAL PARTNERS S.A.S

INVESTOR

YELLOWSTONE CAPITAL PARTNERS is a Colombia-based Private Equity Real Estate investment firm specialized in large-scale opportunistic development and land banking.



Co-Founder President, and internal Investment Committee Member at YELLOWSTONE CAPITAL. Mr. Ramirez is also Founding Partner at INVEXFUND, a leading Colombia-based investment bank specialized in M&A, capital markets, and investment management. Has over +35 years of professional experience in finance, investments, M&A, and corporate governance, leading transactions for top-tier Latin-American companies, senior experience in Public Sector administration. He was Minister of Defense from 1999 to 2001 under former President Pastrana. His role was instrumental in the signing and execution of Plan Colombia. He served as Chairman of the Board of Directors of Ecopetrol, Colombia's largest Oil & Gas Company and as member of the Board of Grupo Aval.



Lyman Daniels

Presidente - México
CBRE

COMMERCIAL REAL ESTATE COMPANY

Real Estate Consultancy specialized in providing solutions to investors developers occupiers and owners in all business lines.



Lyman Daniels is the President of CBRE Mexico since 2009 and is the executive responsible for operations in Mexico. Mr. Daniels' responsibilities include providing strategic direction as the head of Mexico's market-leading real estate services organization with more than 1,000 employees performing advisory and transaction services, valuations, facility management, project management and asset services. CBRE Mexico, under his leadership, has been recognized as the fastest organic growing office throughout CBRE world-wide for more than five years.



Mabel Delgadillo

Managing Director, Head of Andean Region
JAMESTOWN

INVESTOR

Jamestown Latin America seeks attractive risk-adjusted returns by investing in select residential, retail and office assets in the Andean Region.



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.



Marcelo Carrere

Director
JLL

CONSULTANT

Con presencia en más de 80 países y 78.000 colaboradores alrededor del mundo, JLL es una firma líder global en servicios inmobiliarios y gestión de inversiones en bienes raíces.



Marcelo Carrere lidera la operación de JLL en Chile. A su vez se encarga del desarrollo de la estructuración de transacciones con un enfoque en el mercado de capitales. Marcelo cuenta con más de quince años de experiencia en el mercado de Santiago do Chile,



Marcelo Conde

CEO
STX DESENVOLVIMENTO IMOBILIÁRIO

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.



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. Curso 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

CEO & Sócio-diretor
NAI BRAZIL

REAL ESTATE CONSULTING

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

Marcelo da Costa Santos tem mais de 25 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 CEO e sócio-diretor da NAI Brazil. É bacharel em Economia pela FEA-USP.

NAI Brazil



Marcelo Fedak

Managing Director
BLACKSTONE

INVESTOR

Blackstone is a leading global alternative asset manager with total AuM of approximately \$371 bn as of June 30, 2017 (\$104.0bn in RE, \$100.0bn in PE, \$72.5bn in hedge fund solutions, and \$94.5bn in credit businesses)

Marcelo Fedak is involved in sourcing and analyzing investment opportunities in Latin America and heads the Sao Paulo office. 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.

Blackstone



Marcelo Hannud

Partner
XP INVESTIMENTOS

INVESTMENT BANK

One of the largest investment companies in Brazil. For more than 15 years, XP has been transforming the investment market in the country. Today, we are the reference when it comes to investment advice.

35 years of real estate experience, acted as Investor, and Co-Developer alongside large corporations in residential and Logistics projects in Brazil. In 2006 worked for Major Developers building their land bank nationwide. Mr. Hannud was responsible for the origination, development and consolidation of projects totaling R\$8.5 billion in sales. Mr. Hannud founded in 2007 DEVELOPER Desenvolvimento Imobiliário S.A, a low-income residential Co that was sold to JHS-F, where he became Vice-President. In 2009 "DEVELOPER" was sold and Hannud founded BemCasa, a Development and Advisory that Worked amongst the Major investment funds in Brazil until 2017.

xp investimentos



Marcelo Michalua

CEO
RB CAPITAL

ASSET MANAGEMENT / CAPITAL MARKETS

Brazilian company specialized in Structured Credit and Real Estate and Infrastructure Investments & Fund Management.

Marcelo Michalua is a Managing Partner and CEO of RB Capital.

Prior to joining RB Capital in 2002, Mr. Michalua worked as a Senior Associate in the private equity space for Darby Overseas Investments in Washington, D.C. Before his time at Darby, he served as the Chief Credit Officer for Banco Pactual, a leading credit and bond insurer in Brazil. Mr. Michalua's previous roles also include serving as a consultant in financial re-engineering at Andersen Consulting and as a senior corporate credit analyst at Citibank.

Mr. Michalua earned a business administrator and postgraduate degree in Business from Fundação Getúlio Vargas (FGV).

RB CAPITAL



Marcelo Roca

President
CAPITALINAS DESARROLLOS

DEVELOPER

Capitalinas se propone elevar al hombre en su relación con el entorno, sus pares, la ciudad y el paisaje natural. Su filosofía nace de un verdadero interés sobre la comunidad de la que forma parte, implica su crecimiento y desarrollo integral.

Marcelo Roca es un reconocido empresario de la construcción. Ingeniero Civil de profesión y con más de 35 años de experiencia profesional fundó en 1990 Teximco S.A., empresa con la que ha logrado concretar obras públicas de gran valor y relevancia a nivel nacional. Su pasión por los negocios lo llevó a crear, hace 6 años, Capitalinas, una marca dedicada al desarrollo, construcción y administración de emprendimientos inmobiliarios mixtos. Su proyecto insignia, "Capitalinas Córdoba", que combina Oficinas Ejecutivas Premium, Hotel 5* y Centro de Convenciones, fue muy exitoso y lo convirtió en el complejo corporativo más importante de la Ciudad de Córdoba y uno de los más importantes del país.

CAPITALINAS



María Clara Aristizabal

Head of the Real Estate Business
GRUPO ARGOS

DEVELOPER

Grupo Argos is a holding of sustainable investments in infrastructure and RE. Its legal nature corresponds to a corporation, registered in the Stock Exchange of Colombia, as well as its subsidiaries Argos, Celsia and Odinsa.

María Clara Aristizabal is the Head of the Real Estate Business at Grupo Argos, an infrastructure holding Company with over \$15 billion in assets. She oversees 50.000 Ha of land for urban development and is a member of the investment committee of Pactia, a real estate fund with over 500.000 sqm in retail, office, industrial, self storage and hotels. She has a major in economics, a minor in mathematical economics and holds an MBA from New York University

GRUPO ARGOS



Marina Cury

Presidente
NEWMARK GRUBB KNIGHT FRANK

CONSULTANT

With offices in São Paulo and Rio de Janeiro, Newmark Grubb Brasil is a full-service commercial real estate operation offering services that include tenant representation, landlord representation, real estate and economic consulting services.

Marina Cury serves as president of Newmark Grubb Brasil. Ms. Cury has 20 years of corporate real estate experience, and has worked with national construction and real estate development companies as well as multinationals from the real estate services sector. She will oversee the extension of NGKF's global platform, including its valuation, appraisal, acquisitions, consulting, site selection, project construction and property management services, to local, regional and multinational clients throughout Brazil.



Martin Jaco

CEO
BR PROPERTIES

PROPERTY COMPANY

BR Properties S.A. is one of the main commercial real estate investment companies in Brazil. The Company is focused on acquiring, leasing, managing, developing and selling commercial properties, including office space and warehouses locations.

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, mercado, 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

HOTEL MANAGEMENT COMPANY

Empresa hotelera líder en Mexico

Maurício 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. Maurício is also responsible for the franchise model for new and existing projects in Mexico. Maurício has been head of Revenue Management & Distribution and Director of vacation ownership products, involved in over 70 hotel projects. Maurício lives in Mexico City



Mauricio Varela

CEO
EMPRESAS SOCOVESA

DEVELOPER

Desarrollador inmobiliario en Chile. Ha entregado soluciones habitacionales a través de sus marcas Socovesa, Almagro y Pilares

Mauricio Varela es Ingeniero Comercial de la Universidad Católica de Chile y MBA de Stern School of Business, New York University. Sus áreas de especialidad son las finanzas y la estrategia de negocios. Prácticamente toda su carrera profesional se ha desarrollado bajo el alero de la familia Gras, liderando el desarrollo y fortalecimiento de empresas como Socovesa, Almagro y Montgras. Después de ser Gerente de Finanzas y Planificación Estratégica de la viña Montgras, gerente de Planificación y Desarrollo de Socovesa y Gerente General de Almagro, a partir del año 2010 ejerce como Gerente General de Empresas Socovesa, el principal actor de la industria inmobiliaria nacional, y director de viña Montgras.



Mauro Lima

Partner
XP INVESTIMENTOS

INVESTMENT BANK

One of the largest investment companies in Brazil. For more than 15 years, XP has been transforming the investment market in the country. Today, we are the reference when it comes to investment advice.

Senior Executive, over 30 years of expertise in strategy, investment, companies structuring, construction and management, including relationship with the corporate governance, with career developed in large companies such as XP Investments, Brookfield, Rossi, Camargo Corrêa, Serveng, Parsons Brinckerhoff, CBRE and Birmann.



Max Lima

Sócio-diretor
HSI - HEMISFÉRIO SUL INVESTIMENTOS

INVESTOR

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

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.





Michael Teich

Founder & Managing Director
AVENIDA CAPITAL

INVESTOR

Avenida Capital LLC es una firma de gestión de inversiones inmobiliarias de capital privado con sede en Nueva York. Cuenta con 4 profesionales de inversión en Bogotá.



Mr. Teich is a Founder of Avenida Capital and is responsible for establishing and maintaining local partner relationships, deal sourcing, and investment structuring. In addition, Mr. Teich leads the asset management function of the company. At Avenida, Mr. Teich created a Latin American real estate platform and has underwrote over USD \$500 million in transactions in the region. Prior to founding Avenida, Mr. Teich was a Vice President, Latin America for Global Market Services, Inc., where he was responsible for overseeing the commodities platform selling to the construction sector in Latin America.



Nagib Jabbour

Sócio & Diretor Superintendente
CONSTRUTORA MANARA

DEVELOPER



Engenheiro Civil formado pela UNICAMP, Pós Graduado em Recursos Humanos, Marketing, Teologia e Gestão de Negócios Imobiliários. Foi presidente do Rotary Limeira em 2005-2006. Ministra palestras sobre o Oriente Médio e palestras motivacionais para jovens. Atuou no mercado até 2001 como Diretor Comercial em diversas construtoras quando fundou a construtora Manara ocupando a Presidência.



Nessim Daniel Sarfati

Sócio-diretor
BARZEL PROPERTIES

INVESTOR & DEVELOPER

Barzel Properties is a Real Estate Asset Management firm focused on investing capital from international funds (sovereign wealth, endowments and pension funds) in the Brazilian real estate market. Mainly corporate buildings and industrial/logistics center



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 2015 founded Barzel Properties.



Nicolás Cox

Director Ejecutivo
CBRE - CHILE

COMMERCIAL REAL ESTATE COMPANY

Real Estate Consultancy specialized in providing solutions to investors developers occupiers and owners in all business lines.



Nicolás Cox es el responsable de todas las operaciones de la multinacional CBRE en territorio Chileno desde 2014. Tiene más de 20 años de experiencia en desarrollo de negocios y financiamiento de proyectos en áreas de tecnología y Real Estate. Es Ingeniero Agrónomo y posee un MBA otorgado por la Universidad Adolfo Ibáñez, donde también ha impartido clases de Estrategia Corporativa a alumnos de pre y post grado.



Orlando Arroyo Marroquín

CEO
THE SUNSET GROUP

HOTEL MANAGEMENT COMPANY

Mexican group leading the vacation property industry, with passion for service, competitive and always on the cutting edge, looking to exceed the expectations of our Members and Guests.



Al iniciar su carrera, el Sr. Arroyo fue designado por INFRATUR como una de las personalidades fundadoras de Cancún, por lo que estuvo activamente involucrado en su planeación y construcción durante la década de los setentas. También estuvo encargado del desarrollo de Puerto Juárez y del reposicionamiento de Acapulco como un destino mundial de excelencia. Ocupó el cargo de Director General de Cancún en FONATUR, administrando el continuo desarrollo y construcción de Cancún. Construyó su primer hotel, Sunset Royal en 1988. Sunset World ha crecido hasta alcanzar seis complejos hoteleros, con otros más por venir, y una vasta colección de compañías de servicios turísticos.



Oscar Calvillo Amaya

CEO
FIBRA INN

REIT

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



Director General de Fibra Inn, del Asesor, del Gestor Hotelero y de la Administradora. Tiene más de 24 años de experiencia en la industria de bienes raíces y más de 31 años de experiencia en el área de Finanzas. Responsable de la administración de la fibra y de la adquisición y desarrollo de inmuebles. Se graduó como Ingeniero Mecánico de la Universidad Autónoma Metropolitana; cuenta con Maestría en Administración de Empresas del Instituto Panamericano de Alta Dirección de Empresas (IPADE) y Miembro, Ex Vice-Presidente, Secretario y Presidente del Foro 2003 del Capítulo Monterrey del IMEF, el prestigioso Instituto Mexicano de Ejecutivos de Finanzas, el cual cuenta entre sus miembros con los ejecutivos líderes de México en Finanzas.



Pablo Damian Ludmer

Director
BSD INVESTMENTS

INVESSOR

Fundo de capitais privados que tiene como principal propósito identificar e investir en oportunidades de bienes raíces a nivel regional ofreciendo atractivos retornos a sus inversores.

Pablo Ludmer is a professional with more than 20 years in the RE industry. As Director of BSD Investments, he has structured and managed a wide variety of deals and RE developments in Argentina, US and Uruguay. Pablo has actively participated in the development and construction of over 150,000 square meters in Buenos Aires. He has also participated in the acquisition and management of more than 2,000 residential and commercial units in the United States. He oversees every aspects of the real estate development for each deal he engages with, such as ; strategic planning, location selection, legal and financial structure, short and long term financing, leasing and asset disposition. He is also a Managing Partner at Escribana Ludmer.

BSD
INVESTMENTS



Pablo Hernandez

Associate, Investments
JAGUAR GROWTH PARTNERS LLC

PRIVATE EQUITY

Jaguar Growth Partners is a privately-held investment management firm specializing in real estate private equity in growth markets globally.

Prior to joining Jaguar, Mr. Hernandez worked in the Investment Banking division of Goldman Sachs in New York and Mexico. During his role in New York, Mr. Hernandez was part of the Financial Institutions Group, where he advised banks, insurers and asset managers on financial and strategic opportunities, including corporate M&A, securities offerings and capital structure restructurings for U.S. and LatAm companies. Prior to New York, Mr. Hernandez was part of the LatAm Group based in Mexico, where he advised corporations across multiple industries on M&A, restructurings and equity capital markets transactions.

JAGUAR
GROWTH PARTNERS



Paula Muniz

Vice President Real Estate and Development
Brazil and Southern Cone
HYATT HOTELS CORPORATION

HOTEL MANAGEMENT

Hyatt Hotels Corporation, is a leading global hospitality company with a portfolio of 13 premier brands. As of June 30, 2017, the Company's portfolio included 731 properties in 56 countries. The Company develops, owns, operates, manages, franchises, licen

With almost 25 years of experience in the hospitality industry, Paula joined at Hyatt in September 2015, She is the Vice President of Development & Real Estate for Hyatt Hotels Corporation, responsible for the company expansion in Brazil and Southern Cone. She started her career with Hilton International in Sales & Marketing, since then acted in different senior positions at leading companies such as Hilton Worldwide and IHG. In 2008, she started acting in Real Estate/Hotel Development with Hilton Worldwide. Paula holds a degree in Foreign Commerce and Business Administration from Metodista University in Sao Paulo, a certification in Real Estate Investments and Asset Management at Cornell University (USA) and an Executive International MBA

HYATT



Paulo Figueiredo Filho

Board Member
LSH

DEVELOPER - CONSULTANT

Incorporação imobiliária e hoteleira além de consultoria de desenvolvimento hoteleiro.

Economista, serviu como Assessor Especial na Secretaria Estadual de Turismo e na Prefeitura do Rio de Janeiro. No setor privado, atuou como developer e consultor em projetos envolvendo algumas das maiores operadoras hoteleiras do mundo. É também sócio fundador e membro do Conselho de Administração do LSH Lifestyle Hotel.

LSH



Paulo Gomes

Senior Portfolio Manager
ADIA

INVESSOR

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

Paulo Gomes é Senior Portfolio Manager – Americas Real Estate da ADIA desde 2011. Antes, foi vice-presidente da Prudential Real Estate Investors Latin America. Tem mestrado em Real Estate Development pelo MIT e especialização em Administração de Empresas pela FGV, além de ser graduado em Arquitetura e Urbanismo pela USP.

ADIA



Pedro Mesquita

Diretor - Mercado de Capitais
XP INVESTIMENTOS

INVESTMENT BANK

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Pedro Mesquita, desde 2014 é o sócio responsável pelo setor de Real Estate dentro da área de Mercado de Capitais da XP Investimentos. Anteriormente Pedro trabalhou na RB Capital e no Banco CR2, em ambos com foco em operações estruturadas para o setor de Real Estate. Pedro é formado em Administração pela Fundação Getúlio Vargas -EAESP.

xp investimentos



Pedro Oliva

CEO
SHARE STUDENT LIVING

DEVELOPER

Desenvolve e opera residências estudantis próximas às universidades de excelência no Brasil



CEO da Share Student Living. Foi sócio da gestora Leste onde atuou em private equity e setor imobiliário. Economista formado pela USP, mestre em finanças por Cambridge University e alumni da Harvard Business School.



Piotr Maj

Head of Project Management
GREMI INTERNATIONAL S.A.R.L

INVESTOR



PIOTR MAJ, empresário e diplomata, mais de 14 anos na diplomacia polonesa como consul comercial e Primeiro Conselheiro da Embaixada da Polônia no Brasil. Exerceu também funções de Conselheiro do Ministério de Turismo da Polônia, como também de Diretor do Departamento de Turismo no Ministério de Economia da Polônia. Foi representante da Polônia na Comissão Europeia de Turismo para a América Latina ocupando cargos de Diretor Financeiro e Vice-Presidente. No GRUPO GREMI desde 2009 responsável pelo projeto no Brasil.



Prabhu Raman

Managing Director – Global Real Estate
MACQUARIE CAPITAL

INVESTOR

Macquarie is a diversified financial group providing clients with asset management and finance, banking, advisory and risk and capital solutions across debt, equity and commodities.



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.



Philipp Braunfels

Director - Invest. Manager Andean Region
JAMESTOWN

INVESTOR

Jamestown Latin America seeks attractive risk-adjusted returns by investing in select residential, retail and office assets in the Andean Region.



Philipp Braunfels is a Director 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. He has also worked in Jamestown's German Fund Management department and its US offices in Atlanta and New York. Prior to joining Jamestown Mr. Braunfels worked at Deloitte Consulting in Germany and an early stage venture of Rocket Internet based in Singapore. 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.



Rafael Birmann

President
BIRMANN S/A

DEVELOPER

Rafael Birmann has been a real estate developer since 1978, when he founded Birmann. His office-building projects have had significant impact on the real estate market in São Paulo due to their quality and innovation. Currently, Birmann is coordinating the incorporation of a 50,000 m2 high-end office building in Av. Faria Lima, Sao Paulo, as well as an urbanization project of 16 million m² in Brasília.



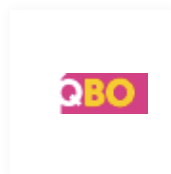
Rafael Londoño

CEO
QBO

DEVELOPER

QBO es una empresa dedicada al desarrollo de proyectos inmobiliarios de uso mixto (residencial y comercial). Actualmente, QBO gerencia ATRIO, el desarrollo inmobiliario más importante de Bogotá.

Gerente General de QBO Constructores





Ramón María Lanús

President
FEDERAL LAND & PROPERTY AGENCY (AABE)

INVESTMENT & TRADE PROMOTION AGENCY

AABE 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).



Raphael Espírito Santo

Sócio
VEIRANO ADVOGADOS

LAW FIRM

Fundado em 1972, Veirano Advogados é um escritório brasileiro que pratica a advocacia com visão de negócios e foco em resultados, desenvolvendo soluções customizadas para empresas multinacionais que operam em setores estratégicos da economia.



Raphael Espírito Santo é advogado especializado em Direito Imobiliário com atuação destacada junto a investidores estrangeiros e nacionais nos setores hoteleiro, de incorporação imobiliária, fundos de investimento e shopping centers. É sócio do Veirano Advogados.



Renan Rodrigues

Mercado de Capitais
XP INVESTIMENTOS

INVESTMENT BANK

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Renan Rodrigues é formado em engenharia civil pela Universidade Presbiteriana Mackenzie. Trabalhou durante 6 anos na RB Capital e era responsável pela área de novos negócios da RB Capital Asset Management. Ingressou na XP Investimentos em 2016 e é um dos sócios responsáveis pelo setor de Real Estate na área de Mercado de Capitais.



Reyes Baeza

Real Estate Director
AMERICAN INDUSTRIES GROUP

DEVELOPER

American Industries Group is a private Mexican company founded in 1976 that has supported the successful establishment of manufacturing operations for over 200 companies in Mexico through Shelter Administrative Services and Industrial Real Estate.



An Architect with a master's degree in urban development. He's been American Industries Real Estate Director for the last three and a half years, where in that time, the company has built more than 13 million sqft of Industrial Buildings and has been giving the property management service to more than 105 buildings. In 2010, Mr Baeza was appointed as Chihuahua city, Urban Development and Environment Director, where he served for 3 years. He's also been a partner since 2004 of the award winning firm Arquitectura en Proceso.

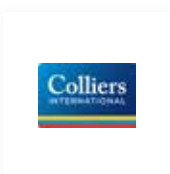


Ricardo Betancourt

President - Brazil
COLLIERS INTERNATIONAL

REAL ESTATE CONSULTING

Portfolio of real estate solutions around the world.



Ricardo Betancourt directs all strategic operations of Colliers in Brazil, with offices in São Paulo, Campinas, Rio de Janeiro, Recife and Fortaleza, with more than 200 employees under his command. On joining the industry in 1992, Betancourt is specialized in Brazilian industrial market, serving multinational corporations and investment firms, such as DHL, Clarion, and Unilever, across the country. Since the purchase of Becorp Cons. Imobiliária by Colliers (1997), Ricardo Betancourt is recognized as the leading industrial real estate expert in São Paulo. First CCIM (Certified Commercial Investment Member) professional in Brazil, Betancourt assumed the position of President in 2002.



Ricardo Antoneli

Chief Development Officer
GLP BRASIL

DEVELOPER & FUND MANAGER

GLP is the leading global provider of logistics solutions. GLP is one of the world's largest real estate fund managers, with over US\$46 billion of assets under management.



Ricardo Antoneli é Chief Development Officer da GLP Brasil. Possui mais de 18 anos de experiência no setor imobiliário. É 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



Ricardo Mader

Managing Director
JLL HOTELS & HOSPITALITY

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.



Richard Weissmann

Partner
KSL CAPITAL PARTNERS

INVESTOR

Dedicated to investing in travel and leisure businesses. Since 2005, KSL has raised four dedicated private equity funds and two dedicated credit funds with over \$7.5 billion in equity commitments across our various investment vehicles.



Mr. Weissmann joined KSL in March 2008. Previously, he was a Managing Director in the Investment Banking Division of Goldman Sachs & Co., where he led Goldman's Hospitality and Gaming Practice. Prior to joining Goldman in 1998, he was an attorney in the real estate and corporate groups with the law firm Paul, Weiss, Rifkind, Wharton & Garrison LLP in New York City. Mr. Weissmann began his career in 1984 as a real estate developer in the New York metropolitan area. He has a B.A. from Tufts University and a J.D. from Columbia University School of Law.



Ricardo Manarini

Regional VP Development Brazil
IHG - INTERCONTINENTAL HOTELS GROUP

HOTEL MANAGEMENT

Rede hoteleira global, com mais de 5000 hotéis em mais de 100 países. Foco na administração, franquia e desenvolvimento de hotéis no Brasil e no Mundo.



Ricardo Manarini está no time de Desenvolvimento da IHG desde 2009. Atualmente, é vice-presidente regional de Desenvolvimento no Brasil. É responsável por todas as atividades de negociação e desenvolvimento de novos hotéis, conversão e renovação de contratos dos hotéis gerenciados e franqueados do grupo. É um profissional com ampla experiência nas áreas de negócios e desenvolvimento hoteleiro, com passagens por empresas internacionais e nacionais. Tem MBA em Marketing de Serviços pela FIA/USP e é graduado em Administração Pública pela UNESP.



Ricardo Zuñiga Massieu

Chairman and CEO
VERTEX REAL ESTATE

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.



Robert McCall

Managing Director, Head of Brazil Acquisitions
GTIS PARTNERS

INVESTMENT AND FUND MANAGEMENT

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



Robert McCall is a Managing Director and Head of Brazil Acquisitions at GTIS, focusing on business development and strategy identification primarily for the company's Brazil business. Mr. McCall's experience in the real estate industry began in 2003. Prior to joining GTIS in 2007, Mr. McCall was with Eastdil Secured in Atlanta, GA where he was an Associate responsible for financial valuation of investment properties ranging from \$10 million to \$600 million using various financial metrics to determine optimal marketing strategy to maximize returns. Before Eastdil Secured, Mr. McCall worked for CB Richard Ellis in the Financial Consulting Group and prior to that he worked as an Analyst with the Wells Fargo Real Estate Group.



Roberto de Abreu Pereira

Diretor-presidente
ETOILE

DEVELOPER

Executa projetos de escritórios, condomínios logístico industrial e administração hoteleira.



Roberto Pereira é fundador e diretor presidente do Etoile, grupo focado em desenvolvimento imobiliário estabelecido em São Paulo e criado em 2004. Antes, Roberto e seus sócios operavam com a marca Serplan, que entregou mais de 40 projetos totalizando 7 milhões de m². Previamente, ele foi gerente de Real Estate do Unibanco, supervisionando projetos de investimento imobiliário.



Roberto Lima

Diretor Presidente
AUTONOMY INVESTIMENTOS

PRIVATE EQUITY REAL ESTATE

Autonomy Investimentos & Affiliates collectively operate as a leading Brazilian real estate firm specialized in acquisition, retrofit, development and management of offices and logistics properties located in Brazil's major markets.

Mr. Lima is the co-founder and CEO of Autonomy Investimentos. Before that, Mr. Lima was Tishman Speyer Brazil's Head of Commercial Developments for nine years and board member at MRV. Mr. Lima received a Civil Engineering degree from the Escola Politécnica of the University of São Paulo and an MBA from Fundação Dom Cabral with an extension program at Kellogg Graduate School of Management (Northwestern University).



Roberto Ordorica

Co-Founder & CEO
ALIGNMEX REAL ESTATE CAPITAL

INVESTOR

ALIGNMEX Capital is independently managed real estate investment firm that provides services to public and corporate pension funds, life insurance companies, endowments, foundations and trusts, high net worth families and sovereign wealth funds in Mexico.

Mr. Ordorica is Co-Founder and Chief Executive Officer of ALIGNMEX Capital. In this capacity, Mr. Ordorica is responsible for the strategic planning and growth of ALIGNMEX Capital. As Chief Executive Officer, Mr. Ordorica sets goals and objectives to ensure that the operation of ALIGNMEX Capital and the performance of its investment initiatives meet and/or exceed the expectations of clients and shareholders. In this regard, Mr. Ordorica is a skilled operating executive who thinks strategically about long-term initiatives in the context of real estate industry cycles.



Rodrigo Abbud

Managing Principal
VBI REAL ESTATE

INVESTOR

Housing Office Development and Retrofit shopping mall development and logistic warehouses developments.

Rodrigo is founding partner at VBI Real Estate a leading Brazilian real estate private equity asset management house managing approximately US\$ 1 Billion of institutional and international long term capital. Prior to that Rodrigo developed his real estate



Rodrigo Bicalho

Sócio-diretor
BICALHO E MOLLICA ADVOGADOS

LAW FIRM

With a highly specialized team and acting in relevant operations in the real estate market, we are recognized as a reference in real estate law in Brazil.

Rodrigo Bicalho é advogado especializado em Direito Imobiliário formado pela USP. Integra o conselho do Secovi-SP e é coordenador geral e professor do curso de especialização em Direito Imobiliário Empresarial do Secovi-SP, professor de Direito Imobiliário do curso de pós-graduação/ MBA da Escola Politécnica da USP 'Tecnologia e Gestão na Construção Civil', diretor do IBDIC, palestrante e autor de artigos publicados em jornais e revistas especializadas nacionais e internacionais. É sócio diretor do Bicalho e Mollica Advogados.



Rodrigo Conesa Labastida

Head Partner of Real Estate
RITCH MUELLER

LAW FIRM

Asesoría legal y fiscal a clientes nacionales e internacionales respecto a sus operaciones en México. Estructuración e implementación de soluciones que atiendan la necesidad de los clientes

Rodrigo Conesa is the leader of the Real Estate practice group at Ritch Mueller. Rodrigo actively participates in transactions involving real estate financings, acquisitions and developments working for lenders and developers. Rodrigo advises pension funds and private equity funds in the formation and investment in real estate private equity funds. He regularly advises real estate investment trusts in respect of their investments in Mexico (including, property acquisition, financing, development and management of the assets). Mr. Conesa is very active in M&A transactions in a variety of sectors, including real estate, financial services, gaming, infrastructure and other industries.



Rodrigo Díaz Álvarez

Director General
ACCIONA REAL ESTATE

DEVELOPER

En 2008, ACCIONA Inmobiliaria adquirió la totalidad de las acciones de Parque Reforma, que desde entonces se encuentra integrada a la división Inmobiliaria de la compañía que desarrolla proyectos en España, Polonia, Brasil y México.

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.





Rodrigo Lyon

CEO
ACTUAL INMOBILIARIA

DEVELOPER

Actividad inmobiliaria, desde la arquitectura, ingeniería, construcción, gestión y ventas. Actúan en Colombia, Chile y Perú.



Rodrigo Lyon Ramirez, es chileno y tiene 47 años. Es casado con 4 hijos. Su profesión es Ingeniero Comercial de la UGM y tiene 20 años dedicados al rubro inmobiliario. Toda su vida profesional ha estado ligado a importantes compañías en Chile. Desde 2011 es socio y CEO de Actual Inmobiliaria, quien tiene una importante operación en Chile, Perú y Colombia. Son expertos en la comercialización de viviendas en zonas urbanas, a la fecha tienen más de 30 proyectos en venta en los 3 países, y venden 200 millones de dólares anuales.



Rodrigo Suárez

Co-Founder and COO
HASTA CAPITAL

INVERSOR/DESARROLLADOR

Empresa global especializada en administración/inversión/desarrollo de inmuebles residenciales en renta.



Rodrigo is Chief Operating Officer and Co-Founder of HASTA Capital, as well as Director General of HASTA Capital Mexico and a member of the firm's Investment Committee. Prior to founding HASTA, Rodrigo was Managing Director for Greystar Real Estate Partners in Latin America, where he was responsible for all of Greystar's business activities in the region, including the company's Investment, Development, and Property Management divisions. Rodrigo was responsible for investing a \$250M USD equity fund and of the sourcing, underwriting, negotiating, and execution of the development deals that made up that fund. Rodrigo was also responsible for the management of a 2,000+ unit portfolio in Mexico.



Rogerio Basso

Head of Hospitality & Tourism
IDB INVEST

INVESTMENT BANK

Financing sustainable enterprises and projects to achieve financial results that maximize social and environmental development for the region



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



Ron Rawald

Head of International Real Estate
CERBERUS CAPITAL MANAGEMENT

INVESTOR



Ron Rawald joined Cerberus in 2006, first working in the firm's Frankfurt and then London offices as the Head of European Real Estate focusing on property related assets and non-performing loans. In 2017, after 13 years in Europe, he returned to New York to assume his current role of Head of International Real Estate. Before joining Cerberus, Mr. Rawald was with Fortress Investment Group from 2004 to 2005, where he was responsible for commercial property investments and special situations in Europe. Prior to moving to Frankfurt for Fortress in 2004, he was a founding partner of Aetos Capital, a private equity real estate fund investing in Japanese assets, where he worked from 2001 to 2004.



Russell Marks

Director RE - North and South America
L'ORÉAL

INVESTOR

L'Oreal Paris is a French brand at the forefront of global beauty brands.



As a Director 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.



Salo Smaletz

VP Development Latin America
IHG INTERCONTINENTAL HOTELS GROUP

HOTEL MANAGEMENT

IHG franchises, leases, manages or owns nearly 5,200 hotels and 770,000 guest rooms in almost 100 countries, with nearly 1,500 hotels in its development pipeline. IHG also manages the world's first and largest hotel loyalty programme.



Salo graduated from Fundacao Armando Alvares Penteado in Sao Paulo, Brazil in 1990 with a bachelor in Business Administration and Marketing. He ran his Tour Operator business in Brazil until 1997 when he moved to Miami, Florida to pursue a Master's Degree in Hospitality and Food Science at Florida International University. Upon his graduation in 1999 he worked for Hilton International as a corporate trainee in Chicago and Toronto and as Development Director in the Miami Area Office until he joined IHG in 2006. Salo oversees development in 18 countries and together with his team has been responsible for the addition/retention of over 45 hotels/7,000 rooms in the past eight ten years.



Salvador Cayón

CEO
FIBRA SHOP

REIT

Es un fideicomiso Mexicano creado principalmente para adquirir, desarrollar y operar un amplio rango de centros comerciales en México.



Salvador Cayón es Director General de Fibra Shop cuenta con más de 15 (quince) años en el sector inmobiliario, principalmente en el área comercial y 3 (tres) años en el sector de vivienda. Su experiencia incluye el desarrollo, construcción, comercialización y venta de los proyectos que desarrolla. Ha participado en el consejo de administración de la empresa perteneciente a la familia Cayón Harinera de Irapuato y Molino Cayón, Industria de Harina de Trigo, y derivados. Contador Público por el Tecnológico de Monterrey (Campus ciudad de México) y cuenta con diversos diplomados en negocios, familia y administración.



Sam Zell

Chairman
EQUITY INTERNATIONAL

PRIVATE EQUITY REAL ESTATE INVESTOR

Equity International, founded by Sam Zell, invests in high quality operating platforms in the emerging markets. EI is recognized as a partner of choice around the world.



Sam Zell is a global, opportunistic, often contrarian, investor. He specializes in identifying market anomalies and emerging trends, and has a long track record in turning around troubled companies and assets, leading industry consolidations, and bringing companies to the public markets. The majority of his investment portfolio is in energy, logistics, transportation, manufacturing, communications, healthcare, and real estate. Sam founded and chairs Equity Group Investments and Equity International, serving on Equity International's Investment Committee. He also chairs five public companies and is an active philanthropist with a focus on entrepreneurial education.



Samuel Sicchierolli

Sócio & CEO
VCI HOLDING

INVESTOR

Holding com foco em investimento hoteleiro



Sócio e Fundador da FISA (Future Investments SA) e sócio e co Fundador da VCI Holding. Graduado em Economia e Administração de Empresas com especialização em Finanças e MBA em Planejamento Estratégico. Participou ativamente do desenvolvimento de mais de 15 operações hoteleiras. Atualmente a VCI está desenvolvendo 5 projetos da HARD ROCK HOTEL no Brasil.



Santiago Porta

Principal Investment Officer
IFC

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 Head 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

DEVELOPER

Constructora de obras privadas de terceros y propias, modernas fábricas y edificios llave en mano, industrias siderúrgicas, químicas, petroquímicas y farmacéuticas y barrios de viviendas sociales



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.



Tal Peri

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

EQUITY INVESTOR

The properties we select for our funds must meet high quality criteria and be able to generate reliable rental income in order to ensure investor returns. A forward-looking investment management approach and active asset management help to create the right conditions.



Tal Peri is Head of US 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 Düsseldorf, Germany



Thomas Livelli

Managing Director - Chile
GREYSTAR

INV. AND PM FOR MULTIFAMILY FOR RENT

Greystar Investment Group, LLC is the real estate investment arm of Greystar Real Estate Partners, LLC. The firm focuses on markets that have strong prospects for population or employment growth.



Thomas Livelli, Managing Director, Chile with Greystar Real Estate Partners ("Greystar"), manages multifamily (for-rent residential) real estate investment and development initiatives for Greystar in Chile and is spearheading the firm's continued growth in the region. Prior to this role, Mr. Livelli was Senior Vice President with Boston Andes Capital, a private equity real estate firm with offices in Boston, Bogotá, and Buenos Aires. Previously, as a Director of Clark Realty Capital, Mr. Livelli was responsible for the financing and development of large scale mixed-use and residential communities with an emphasis on affordable housing in Central America, where he worked closely with the Overseas Private Investment Corporation, a federal a



Tony Argibay

Associate
KSL CAPITAL PARTNERS

INVESTOR

KSL Capital Partners is dedicated to investing in travel and leisure businesses. Since 2005, KSL has raised four dedicated private equity funds and two dedicated credit funds with over \$7.5 billion in equity commitments



Mr. Argibay joined us in May 2016. Previously, Mr. Argibay worked as an investment banking analyst in the Gaming and Leisure group of Guggenheim Securities. Mr. Argibay graduated from Amherst College, where he holds a B.A. in Economics and Political Science.



Víctor Vázquez

Regional Vice President
MARRIOTT INTERNATIONAL

HOTEL MANAGEMENT COMPANY

Hospitality sector with presence worldwide (4,000+ Hotels) & 18 brands, from luxury to select service.



Victor Vazquez is Regional Vice President of Development for the Latin America and Caribbean region. In this role, he is instrumental to expanding Marriott's portfolio and footprint in the region. Victor joined Marriott International following the merger with Starwood Hotels & Resorts in September 2016. He is currently based at Marriott International offices in Miami, Florida.



Vinay Yarlagadda

Assistant Vicepresident
GIC REAL ESTATE

SOVEREIGN WEALTH FUND

GIC is a sovereign wealth fund established by the Government of Singapore to manage its foreign reserves with the aim to achieve good long-term returns above global inflation. The fund's assets had been estimated at US\$359 billion



Vinay joined GIC's real estate team in 2012 and is based in San Francisco. Over the past six years, he has covered real estate investment opportunities across North America spanning all real estate asset classes. More recently, Vinay has worked with GIC's Technology Investment Group evaluating real estate technology related opportunities. Prior to joining GIC, Vinay was a part of Deutsche Bank's Commercial Real Estate platform in New York focused on the acquisition and origination of commercial real estate debt across the United States. Vinay received a B.S. in Economics with concentrations in real estate and finance from the Wharton School at the University of Pennsylvania.



Walter Cardoso

Presidente
CBRE

COMMERCIAL REAL ESTATE COMPANY

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.



William Dore

CEO
SOHO REALTY PARTNERS

INVERSOR

SOHO Realty Partners es una firma privada de inversión inmobiliaria especializada en identificar, evaluar y administrar activos inmobiliarios en Estados Unidos y en toda Latinoamérica.



William Dore es CEO de SOHO Realty Partners y veterano internacional de desarrollo inmobiliario e inversión. Ha logrado éxito a través de una comprensión profunda de las complejidades de hacer negocios en diversas culturas. Dore comenzó su carrera con Mitchell Development Corporation, una filial de Mitchell Energía y Desarrollo, y más tarde con Bentsen Intereses en Houston. Su carrera lo llevó a desarrollar hoteles y propiedades industriales en toda Europa y la antigua Unión Soviética. Antes de fundar SOHO Realty Partners, Dore era un Oficial Superior de Hines México y Mitchell Energy and Development en Woodlands



Willie Martin

Network Development Head, LATAM
REGUS

CO-WORKING

Regus is a global provider of work environments. Its network of more than 3,000 business centers in more than 104 countries. It provides convenient and high-quality spaces for people to work on, whether for minutes or years.



Bring extensive experience in growing businesses thorough M&A and JVs, fundraising for Private Equity and developing businesses organically on a global basis. Over 25-year professional career, closed deals in a variety of sectors in 6 continents with a value of US\$ 10 billion. I've worked for a number of blue chip companies including RELX (UK), PWC (Argentina/Brazil), DrKW (UK), JPMorgan (UK) and HSBC (UK) as well as medium sized advisors and corporations, e.g.: IB Partners (Chile/Argentina/Brazil/Colombia). I joined Regus in August 2017 and my goal is to grow the Latin American network from its current 150 to a possible 500 centres over the coming 3-5 years.



Yosef Wiznitzer

Principal
WALTON STREET CAPITAL

PRIVATE EQUITY

Walton Street Capital is a hands-on private equity real estate firm that seeks to generate attractive risk adjusted returns for its investors.



Yosef Wiznitzer Eilemberg: Principal en Walton Street Capital México con más de 8 años en la compañía. Antes de unirse a Walton Street México, el Sr. Wiznitzer colaboró en las áreas de administración de activos e inversiones en México Retail Properties. Anteriormente, trabajó en Colombia como Asociado en el área de banca de inversión en Capital Advisory Partners y como analista en Violy, Byorum & Partners. Antes de esto, el Sr. Wiznitzer fue analista en la división de bienes raíces en JP Morgan Chase en Nueva York. Es licenciado en Finanzas por la Universidad de Tulane y tiene un MBA de Columbia Business School en Nueva York.



Zara Klaff

International Liaison
KLAFF FAMILY INVESTMENTS

FAMILY OFFICE

Klaff Realty, LP is a privately owned real estate investment company based in Chicago, Illinois that engages in the acquisition, redevelopment and management of commercial real estate throughout the United States, with a primary focus on retail and office.



Ms. Klaff is the International Liaison for Klaff Family Investments and the Coordinator for the Klaff Family Foundation. Ms. Klaff's responsibilities include maintaining multilingual communication between international investors and partners, overseeing and leasing residential properties in Brazil, Uruguay, and the US, and identifying and qualifying opportunities for new commercial, agricultural, and residential acquisitions in Brazil, Uruguay, and other parts of South America. Ms. Klaff also analyzes and invests in myriad of funds and start-up companies that have originated in countries around the world including the US, Israel, the UK, Chile, Uruguay, and Brazil.

MEMBERSHIP

Inscripción al club

Los miembros del Club tienen acceso a todos los club meetings alrededor del mundo. Desde meetings exclusivos para miembros a eventos "abiertos" que reúnen a miembros y no miembros en un ambiente de debates altamente interactivos con participantes de talla global.

MEMBRESÍA

El "membership" está disponible únicamente por invitación y está restringida a inversores, promotores y entidades financieras. Profesionales cualificados (C / Director-level) que consideren beneficioso formar parte de este comunidad global, son bienvenidos a requerir más información.

CONTACT GRI CLUB



Giovana Caravetti
Club Manager - LATAM

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Leonardo Di Mauro
Head of Real Estate - LATAM

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Talita Quirino
Director of Real Estate - LATAM

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E: talita.quirino@griclub.org

Club Inscription

Club members have access to all club meetings around the world. From exclusive member meetings to "open" events that bring together members and non-members in an environment of highly interactive discussions with participants of global standing.

CLUB MEMBERSHIP

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.

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.

Asesorados por los "Advisory Boards", los Club Meetings se centran en temas específicos, sub-sectores o micro-mercados.

OPEN EVENTS

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

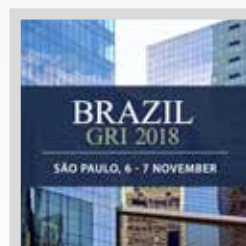
A mayor escala, los eventos "abiertos" reúnen a miembros y no-miembros facilitando debates de alto nivel con participantes a nivel global.

MATCHMAKING

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

Los miembros de GRI se beneficiarán de matchmakings previos y en el día del evento a través de reuniones personales organizadas con otros.

Next Annual conferences

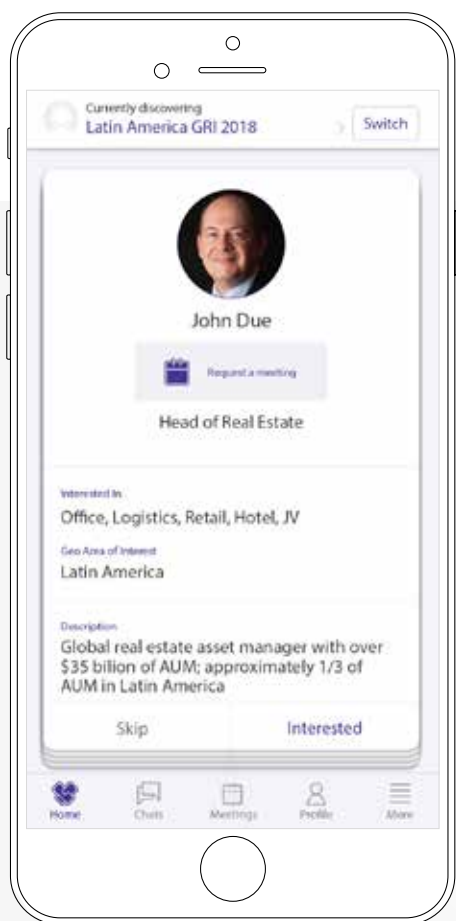


CONNECTIONS MADE EASIER



Via the GRI Club Matchmaking app connecting with the market players who make more sense for your business is easier.

GRI Club members and other attendees of Latin America GRI have access to the app since registration. This benefit allows them to get to know in advance who will be present at the conference in order to start making contacts and scheduling meetings previously to the event, in an organized manner.



Register for Latin America GRI, download the app and meet the attendees who are active in your region and asset classes right now.

- 1. CLICK TO DOWNLOAD THE APP.**
- 2. LOGIN WITH YOUR PERSONAL INFORMATIONS.**
- 3. START CONNECTING.**



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



Finding the right people to meet has never been easier.



Hassle free connections before, during and after the event.



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





MÉXICO

GRI 2018

CONNECTING THE GLOBAL LEADERS OF THE REAL ESTATE SECTOR

GRI HOSPITALITY

MÉXICO 2018

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MEXICO CITY, 20 - 21 JUNE | JW Marriott Polanco

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Leonardo Di Mauro - Head of Real Estate - LATAM
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GRI Club
REAL ESTATE

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