

4th EDITION

LATIN AMERICA GRI 2019

&

2nd EDITION

GRI HOSPITALITY LATIN AMERICA 2019

&

1st EDITION

GRI RESIDENTIAL LATIN AMERICA 2019

NEW YORK, **MARCH 27th & 28th** | THE ROOSEVELT HOTEL



#GRICLUB

#LATINAMERICAGRI2019

www.latamgri.org



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

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 the 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.

Media Presence

Journalists eventually may take notes during the discussions, they are only allowed to take part in the event after signing "Chatham House", a confidentiality agreement under which they commit not to quote for attribution to a person or to a company, except with specific consent from the respective parties.



Welcome

GRI Club presents the 4th edition of the Latin America GRI, the 2nd of the GRI Hospitality Latin America, and the 1st of the GRI Residential Latin America.

The most important real estate meetings from the Latin American real estate industry will host the leading senior executives from the market, on their 4th, 2nd, and 1st edition, happening on March, 27th & 28th (The Roosevelt Hotel New York). The main objective is to identify investors for new projects, business opportunities and provide networking.

GRI meetings are unique opportunities to relate with investors, developers, banks and other active players from the sector.

Our meetings will have around 30 discussion rooms, divided by the most relevant and strategic themes, and business rounds to heat up our debates and interactions between the participants.

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,



Leonardo Di Mauro
Head of Real Estate - Latam
GRI Club



Henri Alster
Chairman
GRI Club

Latin America GRI 2019, GRI Hospitality Latin America 2019, and GRI Residential Latin America 2019 are part of GRI Club Real Estate agenda, a global club composed by the real estate global leaders. Founded in 1998, GRI Club is present in more than 20 strategic countries. The Club is active in Latin America since 2010. The GRI Mission is to connect the leading executives from the real estate market, provide privileged relationships and real business opportunities. More than 4 thousand executives take part in our global club activities, annually. The club directrices are traced by the Advisory Board, which is integrated by the most relevant names in each of their segments: residential, offices, industrial & logistics, shopping & retail and hospitality.



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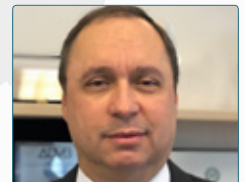
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WALTER CARDOSO
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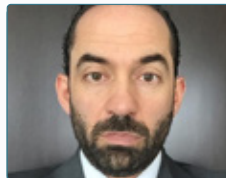
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JAIME FASJA
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JORGE AVALOS
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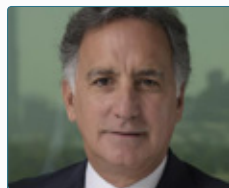
JUAN MONROY
FIBRA MACQUARIE



RODRIGO DÍAZ ÁLVAREZ
ACCIONA REAL ESTATE



SALVADOR CAYÓN CEBALLOS
FIBRA SHOP



SERGIO ARGÜELLES GONZÁLEZ
FINSA



TAL PERI
UNION INVESTMENT
REAL ESTATE

Last Event



The Roosevelt Hotel

45 E 45th St, New York, NY 10017, USA

The meeting rooms for Latin America GRI 2019 are located at the Mezzanine, and 2nd floor of The Roosevelt Hotel, in New York City.

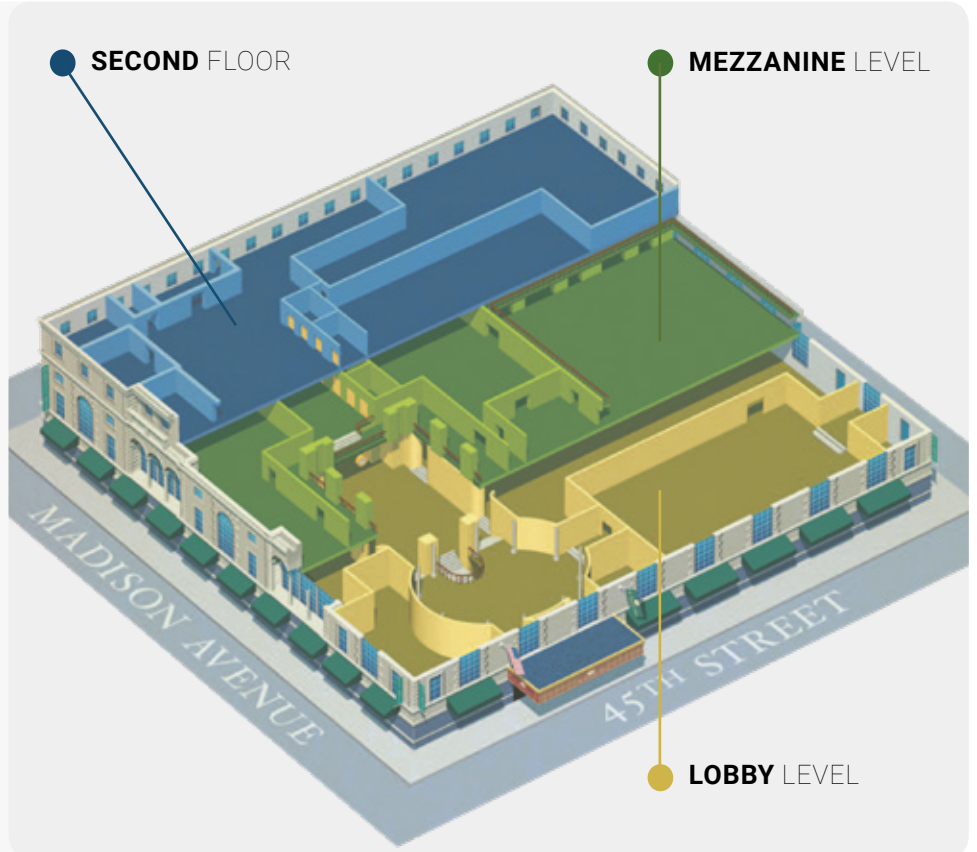
LEGEND

FLOORS

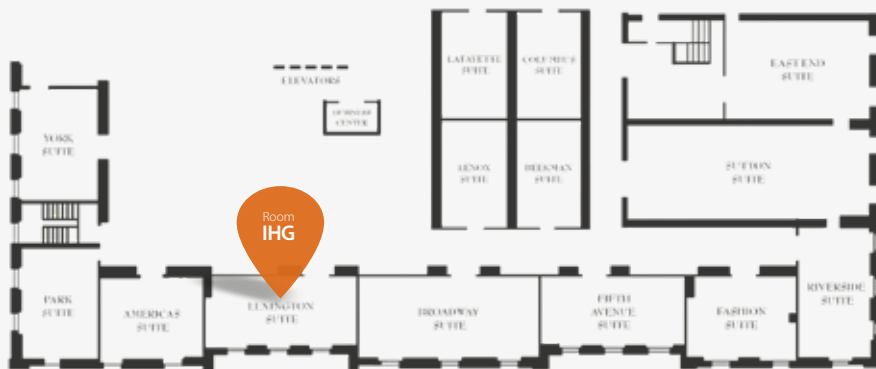
- LOBBY LEVEL
- MEZZANINE LEVEL
- SECOND FLOOR

ROOMS

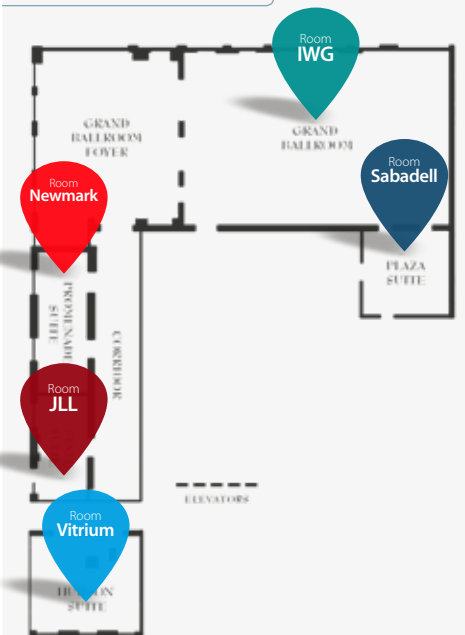
- ROOM IHG
- ROOM IWG
- ROOM JLL
- ROOM **NEWMARK**
- ROOM **SABADELL**
- ROOM **VITRIUM**



Second Floor



Mezzanine Level



March
27th

13:30 - 14:00 | REGISTRATION

14:00 - 15:00
KEYNOTE
PRESENTATION

The Future of the Real Estate Market

Are we prepared to the future generations needs?

15:00 - 15:45 | COFFEE BREAK

15:45 - 16:45

ROOM |  **Sabadell**
Estar donde estés

Mexico
USMCA/T-MEC, elections... Now what, investor?

ROOM |  **Newmark Knight Frank**

Brazil outlook
What to expect from the new real estate cycle?

16:45 - 17:15 | COFFEE BREAK

17:15 - 18:15

ROOM |  **Sabadell**
Estar donde estés

Offices
Where are the opportunities?

ROOM |  **Newmark Knight Frank**

Retail / Shopping Center
What challenges do we face and what are the short and medium term advances?

18:15 - 19:30 | WELCOME DRINKS

08:30 - 09:00 | REGISTRATION

09:00 - 10:00
KEYNOTE
PANEL

Building the 21st-century city

10:00 - 10:45 | COFFEE BREAK

10:45 - 11:45

ROOM |  **Sabadell**
Estar donde estés

Investor preferences
Stuck in a mindset or willing to change?

ROOM |  **Newmark Knight Frank**

Mixed-use
What is the perfect match? What are the best regions for this product?

11:45 - 12:15 | COFFEE BREAK

12:15 - 13:15

ROOM |  **Sabadell**
Estar donde estés

Financing
Traditional vs. alternative sources: Where will the resources come from?

ROOM |  **Newmark Knight Frank**

Lessons learned
Dos and don'ts to ensure the best IRRs in the region for the RE sector

13:15 - 14:45 | LUNCH

14:45 - 15:45

ROOM |  **Sabadell**
Estar donde estés

Family offices
What is the best kind of business for this type of investor?

ROOM |  **Newmark Knight Frank**

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

15:45 - 16:15 | COFFEE BREAK

16:15 - 17:15
MASTER
SESSION

REITs

What to expect from the model in 2019?

17:15 - 18:30 | CLOSING DRINKS

March
28th

ROOM |



WAYNE BERGER
IWG

ROOM |



Colombia
Paradise for opportunistic investors?

ROOM |



Chile and Peru Outlook
The gold mines of the Latin American Real Estate market?

ROOM |



Argentina Outlook
Do real estate market conditions tend to improve?

ROOM |



Residential
Is the segment still the star of the market?

ROOM |



Industrial & Logistics
What are the trends for the next 12 months?

ROOM |



Investing in Hotels
Opportunity to do business?

ROOM |



MARK GRINIS
EY



MAX LIMA
HSI



ROELOF OPPERMAN
FIFTH WALL

ROOM |



Residential market
Is the future to avoid the traditional model?

ROOM |



Greenfield vs. Acquisition
What is the best strategy for each market?

ROOM |



Resorts
What are the opportunities and challenges in Latin America?

ROOM |



Product type
Economy, medium standard or luxury?

ROOM |



Joint-ventures
What elements are decisive for success in Latin America?

ROOM |



How to drive hotel development profitability?

ROOM |



Real Estate brokers
Allies or obstacles?

ROOM |



Segmentation in new times
Do we need to rethink strategies?

ROOM |



Program | March 27th, Wednesday

KEYNOTE PRESENTATION

The Future of the Real Estate Market Are we prepared to the future generations needs?



WAYNE BERGER
CEO

Wayne Berger is the CEO of IWG Canada and Latin America, the global coworking and workspace leader. The company harnesses the power of flexible working through its companies Regus, Spaces, No. 18, Open Office, HQ, and Signature by Regus. Wayne is a leader and advocate for the transforming world of work. With almost 20 years helping companies improve the way they maximize their office and communities, Wayne is helping lead the acceleration of the workplace revolution— evolving from traditional office space to the new flexible work world.

Mexico USMCA/T-MEC, elections... Now what, investor?



- Political Uncertainty - What impact does the leftist government have on the industry? How to ensure foreign investor confidence?
- New free trade agreement - Was it what was expected?



AUGUSTO ARELLANO OSTOA
CEO
EVERCORE PARTNERS



EMILIO CADENA
President & CEO
GRUPO PRODENSA MONTERREY



ERIC STALEY
Principal, Real Estate
BLACKSTONE



EDUARDO GUÉMEZ
CIO
WALTON STREET CAPITAL



FRANCISCO LIRA MARIEL
Executive Director Corporate Banking
BANCO SABADELL



JAIME FASJA
Founder and Co-CEO
THOR URBANA CAPITAL



JAVIER DOMÍNGUEZ TORRADO
Partner Real Estate
RITCH MUELLER



JORGE AVALOS
CEO
FIBRA MTY



JUAN CARLOS OSTOS
CEO
CINUK



JUAN PABLO ARROYUELO
CEO
ARMOUR SECURE



LUIS GUTIERREZ
President
PROLOGIS



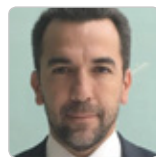
MIGUEL SÁNCHEZ NAVARRO
Director General
FORTEM CAPITAL



MOISES ARAF
Director General
OR-B



RAÚL GALLEGOS
Managing Director
CREDIT SUISSE MÉXICO



RICARDO ZUÑIGA MASSIEU
Chairman and CEO
VERTEX REAL ESTATE



RODRIGO DÍAZ ÁLVAREZ
Director General
ACCIONA REAL ESTATE



SALVADOR CAYÓN
CEO
FIBRA SHOP



VICENTE NAVES
Managing Director
Plataf. Inmobiliaria
ARTHA CAPITAL

Brazil outlook

What to expect from the new real estate cycle?

ROOM



15:45 - 16:45

- Is it time to start developing again? At what pace?
- Where are the acquisition opportunities?
- Which segments and cities will experience the fastest recovery?



FÁBIO TADEU ARAÚJO
Managing Partner
BRAIN
CONSULTORIA
E PESQUISA



FRANCISCO LOPES
Diretor de Real Estate
PARTICIPAÇÕES
MORROVERMELHO



GASTÃO VALENTE
Senior Vice President
GIC



GERSON AMADO
Managing Director, Brazil
NORTHWEST
INTERNATIONAL



LEANDRO BOUSQUET VIANA
Partner and Head of Real Estate
VINCI PARTNERS



MARCELO MICHALUÁ
CEO
RB CAPITAL



MARINA CURY
Presidente
NEWMARK
GRUBB KNIGHT
FRANK



RODRIGO ABBUD
Managing Principal
VBI REAL ESTATE



RODRIGO CAGALI
CFO
MITRE REALTY



WALTER CARDOSO
President
CBRE

Colombia

Paradise for opportunistic investors?

ROOM



15:45 - 16:45

- How do political changes affect the sector?
- What is the size of the investor's appetite for the country?
- What type of project is in focus?



ALEJANDRO KRELL
Managing Director
PALADIN REALTY
PARTNERS



ANCIZAR GUERRERO
Foreign Investment Executive Director
US
PROCOLOMBIA



ANDRÉS ALVARADO ORTIZ
Managing Director
SURA ASSET
MANAGEMENT



CAMILO VARELA
Vicepresidente
EQUITY
INTERNATIONAL



CLAUDIA ROBLEDO
Adquisitions and Asset Management
LATAM
GLL INVESTMENT
PARTNERS



ESTEBAN SALDARRIAGA
Vice President, Investments
JAGUAR GROWTH
PARTNERS



JAIRO CORRALES
Gerente General
PEI ASSET
MANAGEMENT



JOSEF PRESCHL
Managing Director/
North
PENINSULA
INVESTMENT
GROUP



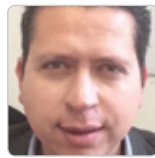
JUAN CARLOS MORENO
CIO
AMARILO



JUAN DE BEDOUT
Managing Director of Investment Banking
DAVIVIENDA
CORREDORES



LUIS FERNANDO RAMIREZ
Presidente
YELLOWSTONE
CAPITAL
PARTNERS S.A.S



RAFAEL ÁLVAREZ
Presidente
IC
CONSTRUCTORA



RAFAEL LONDOÑO
CEO
QBO



SANTIAGO URIBE LÓPEZ
Gerente CFP Fondo Inmobiliario
FIDUCIARIA
BANCOLOMBIA

Chile and Peru Outlook

The gold mines of the Latin American Real Estate market?

ROOM


15:45 - 16:45

- Political Landscape - Does it favor the growth of the Real Estate industry?
- How to attract international investment to smaller markets?
- Which segments and cities are experiencing the best opportunities?



ALONSO ANDUJAR

Gerente de
Planeamiento y
Estrategia
LIBERTADOR HOTEL.
RESORTS & SPAS



**CARLOS O'RIAN
HERRERA**

Presidente
KMA ASSET
MANAGEMENT



**CRISTIAN
ARMAS MOREL**

CEO
EMPRESAS
ARMAS



**DIEGO
DURRUTY**

Presidente
URBANA GRUPO



**FERNANDO
IBÁRCENA**

Gerente General
PIONERO GRUPO
INMOBILIARIO



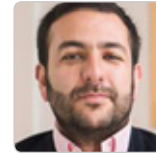
**GABRIELA
BARRETO
SAYAN**

Socia de Inversiones
Inmobiliarias
CAPIA



**GEORGETTE
MONTALVÁN**

Central Finance
Manager
INVERSIONES
CENTENARIO S.A.A.



**GUILLERMO
CARBONEL
CARRILLO**

VP Gestión de
Activos
FIBRA PRIME



**MARCELO
CARRERE**

National Director
JLL



NICOLÁS COX

President
Argentina - Chile
CBRE



**RICARDO
SENERMAN**

Director Ejecutivo
GRUPO SENCORP



**RODOLFO
BRAGAGNINI
ZAMORA**

Managing
Director - Owner
SU KSA PERÚ
PADOVA
INMOBILIARIA



**RODRIGO
ARRÓSPIDE**

Managing Partner
W CAPITAL SAFI



TIM GIFFORD

Managing Director,
Capital Advisors,
Latin America
CBRE

Argentina Outlook

Do real estate market conditions tend to improve?

ROOM


15:45 - 16:45

- Politics and economy - Do they favor the growth of the industry?
- Has there been any progress in the opening to foreign capital?
- Change of Government - Positive Expectations?



**ALEJANDRO
GINEVRA**

President
GNV GROUP



ALEJO CACIO

Director General
INVESTBA



**DOMINGO
SPERANZA**

CEO
NEWMARK
GRUBB BACRE



**FEDERICO
GAGLIARDO**

Presidente & CEO
VITRIUM CAPITAL



**GONZALO DE
LA SERNA**

CFO
CONSULTATIO
S.A.



**MARIANO
MENKES**

Vice President
EQUITY
INTERNATIONAL



**RAMÓN GARCÍA
LLORENTE**

Director Nacional
FEDERAL LAND
& PROPERTY
AGENCY (AABE)



**RAMÓN MARÍA
LANÚS**

President
FEDERAL LAND
& PROPERTY
AGENCY (AABE)



**SANTIAGO
RIVA**

CEO and Chairman
RIVA S.A



**SEBASTIÁN
SOMMER**

Founder & Director
TAYRON CAPITAL

Offices

Where are the opportunities?

ROOM
Banco Sabadell
Estar donde estás
17:15 - 18:15

- What is sustaining the expanding markets?
- What acquisition opportunities are there in saturated markets?
- What do we learn from past experiences? How to act in a more planned, profitable, and sustainable manner?
- Coworking - Is it gaining space?



ADRIAN AGUILERA
Co-Founder & Managing Partner
VERTEX REAL ESTATE



ALFONSO BARROILHETH
Gerente de Desarrollo de Negocios
SENCORP



ANTONIO JALAFF
Director Ejecutivo
GRUPO PATIO



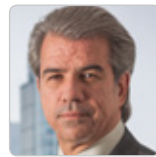
ARY KRIVOPIISK
Director of Real Estate Latam
WEWORK



DANIEL MALHEIROS
Investimentos Internacionais
RBR ASSET MANAGEMENT



FELIPE CAMET
CEO
CRES - COMMERCIAL REAL ESTATE SERVICES



FERNANDO FARIA
Vice President
CBRE



JAVIER LLACA GARCÍA
COO
FIBRA MTY



JOSÉ CARLOS ALEMÁN
General Manager
SIILA MEXICO



JOSÉ RUBÉN VELARDE
Vice-presidente de Inversiones Alternati
CREDICORP CAPITAL



MARCELO CARRERE
National Director
JLL



NICOLÁS DEL POZO
Network Development Manager
IWG



SERGIO PEREZ CASTILLEJA
Executive Managing Director
NEWMARK KNIGHT FRANK

Retail / Shopping Center

What challenges do we face and what are the short and medium term advances?

ROOM
Newmark Knight Frank
17:15 - 18:15

- How to reduce the vacancy rate?
- Power Centers, Strip Centers or Outlet Centers - Time to think about new models?
- Technology, Omnichannel and Entertainment - What is being done in the face of these changes?



ALFONSO ARCEO
COO
FIBRA UNO



ANDRÉ FREITAS
Partner & CEO
HEDGE INVESTMENTS



CLAUDIO CHAMORRO CARRIZO
CFO
PARQUE ARAUCO



EDUARDO GUÉMEZ
CIO
WALTON STREET CAPITAL



JIMMY ARAKANJI
Founder and Co-CEO
THOR URBANA CAPITAL



LUIS CANTÚ
CEO
SERIS RETAIL HOLDINGS



MISAEI SHIMIZU
VP Real Estate
INRETAIL



RAMON NUÑEZ NOGUEIRA
CEO
MALLSANDLEISURE



ROBERTO GARCÍA
CEO
CAPITAL REAL ESTATE PARTNERS



RODRIGO CONESA LABASTIDA
Head Partner of Real Estate
RITCH MUELLER



SALVADOR CAYÓN
CEO
FIBRA SHOP



TIAGO EIRÓ
Gerente General - Colombia
SONAE SIERRA

Residential

Is the segment still the star of the market?

ROOM



17:15 - 18:15

- Is the housing deficit still an opportunity?
- What are the best investment and development options? Large cities or secondary cities?
- Do new platforms, such as Airbnb, help the market?



ALEJANDRO VÁZQUEZ
Director General
HERCESA
FERROCARRIL -
MÉXICO



ALFONSO HERNÁNDEZ
Director General
CIUDAD
MAYAKOBA



DAVID SIMPSON
Development
Administrator - LA
GRAND PEAKS



FRANCISCO PEREZ VARGAS
Gerente General
EMPRESAS FPY



GUSTAVO PELLICCIARI
Diretor de
Incorporação
CCDI



GONZALO ESPEJEL
Managing Partner
UMANA CITIES



GUVEN GIRAY
President
ATLAS
DESARROLLOS



JOSE CARLOS BALCAZAR
CEO
CAPITAL
INMOBILIARIO



JUAN CARLOS MORENO
CIO
AMARILO



RAFAEL LONDOÑO
CEO
QBO



VITOR BIDETTI
CEO
INTEGRAL BREI
REAL ESTATE

Industrial & Logistics

What are the trends for the next 12 months?

ROOM



17:15 - 18:15

- How to work with existing demand and increase profitability?
- The evolution of E-commerce - Are we ready for a revolution?
- Self-Storage - How big is the Latin American market?



ANTONIO RUIZ GALINDO
Director General
GRUPO IGS



BRUNO ACKERMANN
Vice President,
Industrial Investments
BROOKFIELD



CINTIA GUIMARÃES
Managing Director
CADILLAC
FAIRVIEW BRASIL
PARTICIPAÇÕES



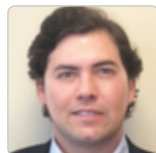
CLAUDIO ALGRANTI
Partner
RED - REAL
ESTATE
DEVELOPMENT



ESTEBAN SaldARRIAGA
Vice President,
Investments
JAGUAR GROWTH
PARTNERS



FERNANDO TERRA
Director Latam,
Industrial & Logistics
CBRE



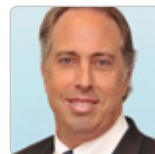
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Associate
BLUE WATER
ADVISORS



OLTMANN AHLERS
Aquisitions / Asset
Management
GLL REAL ESTATE
PARTNERS



RICARDO ANTONELI
Chief Development
Officer
GLP BRASIL



RICARDO BETANCOURT
President - Brazil
COLLIERS



SALOMÓN NOBLE
CEO
INTERMEX



TIM GIFFORD
Managing Director,
Capital Advisors,
Latin America
CBRE

Investing in Hotels

Opportunity to do business?

- Funding – What are the strategies for the sector?
- How to make hotel projects more attractive to other sectors?
- How to attract qualified investments?


CRISTIANO GONCALVES

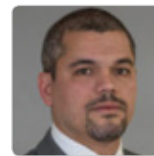
Regional VP Development
Andean Region
IHG -
INTERCONTINENTAL
HOTELS GROUP


FELIPE IRAGORRI

Business Advisor
GHL HOTELES


GREG HAJDAROWICZ

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


GUSTAVO MARCHESINI

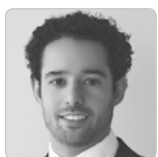
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Manager
EB5 CAPITAL


IRMA INIGUEZ

Vice President
at Artifex
Development
ARTIFEX
DEVELOPMENT


LAURENT DE KOUSEMAEKER

Chief Development
Officer Caribbean & La
MARRIOTT
INTERNATIONAL


LEON RODRIGUEZ

Vice President
BK PARTNERS


MARCELO CONDE

CEO
STX
DESENVOLVIMENTO
IMOBILIÁRIO


OSCAR CALVILLO AMAYA

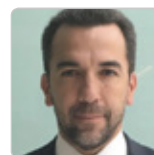
CEO
FIBRA INN


RAPHAEL ESPÍRITO SANTO

Partner
VEIRANO
ADVOGADOS


RICARDO MADER

Managing Director
JLL HOTELS &
HOSPITALITY


RICARDO ZUÑIGA MASSIEU

Chairman and CEO
VERTEX REAL
ESTATE


ROGERIO BASSO

Head of Hospitality
& Tourism
IDB INVEST


SAMUEL SICCHIEROLI

Sócio & CEO
VCI HOLDING


TAL PERI

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


TERRY SANDERS

CDO Americas
RADISSON
HOTELS &
RESORTS


TONY ARGIBAY

Associate
KSL CAPITAL
PARTNERS

Program | March 28th, Thursday

KEYNOTE PANEL

Building the 21st-century city

ROOM


09:00 - 10:00



Investor preferences Stuck in a mindset or willing to change?

ROOM


10:45 - 11:45

- Lands of opportunity - Which countries and what segments are in favour?
- Big or small - Does scale still matter or are smaller markets getting more attention?
- Global or local - Is local demand still attractive compared to other parts of the world?
- Exchange rate volatility - How do you mitigate its impact and time investment decisions?



DAVID ARTHUR
Managing Partner
BROOKFIELD
ASSET
MANAGEMENT



DAVID HENRY
Chairman
PEACEABLE
STREET CAPITAL



JOHN LAMB
Managing Director
Real Estate
Corporate
BANK OF AMERICA
MERRILL LYNCH



KARL KREPPNER
Senior Vice President -
Investments
CADILLAC
FAIRVIEW



LUIS RAÚL SOLÁ
VP & General Manager
GRUPO FERRE
RANGEL



**LUKE
ROTTMANN**
VP, Client Relations
PROLOGIS



**MARCELO
FEDAK**
Managing Partner
BLUEMACAW



**MARIANO
MENKES**
Vice President
EQUITY
INTERNATIONAL



**PATRICIO
DESENTIS**
Managing Partner
GRUPO BURSÁTIL
MEXICANO



**RICARDO
GOLDBERG**
Vice President,
Investments
CCLA MULTIFAMILY
/ CIM GROUP



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LABASTIDA**
Rodrigo Labastida
COLOCA



RON RAWALD
Head of International
Real Estate
CERBERUS
CAPITAL
MANAGEMENT



**SANTIAGO
PORTA**
Global Head
- Commercial
Property
IFC



**THOMAS
LIVELLI**
Managing Director
- Chile
GREYSTAR



WILLIAM DORE
CEO
SOHO REALTY
PARTNERS

Mixed-use

What is the perfect match? What are the best regions for this product?

ROOM



10:45 - 11:45

- Challenges to find well-located land?
- Use integration and the search for balance - How to secure greater profitability?
- Operating issues - How to act in the face of different interests?



ANTONIO JALAFF
Director Ejecutivo
GRUPO PATIO



CARLOS ROUSSEAU
Senior Partner
ORANGE INVESTMENTS



EMILE GERARD
Vice President
ROUND HILL CAPITAL



FEDERICO CASTILLO
Director of Acquisitions
MIRA



JORGE MARGAIN
Vice President
IVANHOÉ CAMBRIDGE



JUAN CARLOS OSTOS
CEO
CINUK



LUIS SADA
Principal & CFO
ONE DEVELOPMENT GROUP



NATALIA LOZANO
Senior Managing Director
NEWMARK KNIGHT FRANK



YAMAL CHAMOUN
Fundador y Presidente
ESCALA INTERNATIONAL, INC.

Residential market

Is the future to avoid the traditional model?



10:45 - 11:45

- Multifamily for rent, co-living, student housing, senior living, microliving, etc. Which models may be in greater demand and how is the industry preparing to meet them?
- What is the secret to having high efficiency and profitability in these projects?
- What are the challenges to operate the project?



ALBERTO DONOSO
Managing Director
GREYSTAR



ALEJANDRO KRELL
Managing Director
PALADIN REALTY PARTNERS



ALFREDO MARIN PASOS
CEO
URBANHUB MEXICO



ARIEL RAPPAPORT
CEO
RALEI DEVELOPMENT GROUP



CAMILO VARELA
Vicepresidente
EQUITY INTERNATIONAL



CARLOS ROUSSEAU
Senior Partner
ORANGE INVESTMENTS



EMILE GERARD
Vice President
ROUND HILL CAPITAL



FEDERICO GAGLIARDO
Presidente & CEO
VITRIUM CAPITAL



GERARDO CARRILLO
Shareholder
GREENBERG & TRAURIG



GUVEN GIRAY
President
ATLAS DESARROLLOS



JOANNA FRAZIER
Director of Operations, Mexico
GREYSTAR



JULIANO F. ANTUNES
CEO e Co-fundador
ULIVING BRASIL



LUIS SADA
Principal & CFO
ONE DEVELOPMENT GROUP



PEDRO OLIVA
CEO
SHARE STUDENT LIVING



RICARDO AMACK
Senior Director of Invest Development
GREYSTAR



ROBERTO ORDORICA
Co-Founder & CEO
ALIGNMEX REAL ESTATE CAPITAL



RODOLFO BRAGAGNINI SALMON
Director & Commercial Manager
SU KSA PERÚ PADOVA INMOBILIARIA



RODRIGO SUÁREZ
Co-Founder and COO
HASTA CAPITAL

Greenfield vs. Acquisition

What is the best strategy for each market?



10:45 - 11:45

- What key factors influence decision making?
- What are the challenges and opportunities for development at the moment?
- Are there still opportunities for distressed assets?



ADRIAN AGUILERA
Co-Founder & Managing Partner
VERTEX REAL ESTATE



ARIEL RAPPAPORT
CEO
RALEI DEVELOPMENT GROUP



GERMÁN AHUMADA
Socio-Director y Co-Fundador
ARTHA CAPITAL



GIOVANNI D'AGOSTINO
President
NEWMARK KNIGHT FRANK



GONZALO ESPEJEL
Managing Partner
UMANA CITIES



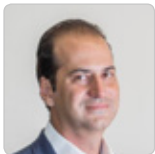
JUAN CARLOS SOTOMAYOR
Managing Director
Capital Markets
ARTHA CAPITAL



MAURICIO REITER
Vice President
BLUE WATER WORLDWIDE



MAURO DIAS
Presidente
GLP BRASIL



MAX LIMA
Sócio-diretor
HSI - HEMISFÉRIO SUL INVESTIMENTOS



ROBERT MCCALL
Head of Brazil
Acquisitions
GTIS PARTNERS

Resorts

What are the opportunities and challenges in Latin America?

ROOM



10:45 - 11:45

- What should we learn from developed countries?
- Where are the best options for new projects?
- How to maintain occupancy year-round?
- Casinos - What are the positives and negatives of this business?



CHRISTIAN GLAUSER BENZ
VP of Development
Latam & Carib
DREAM DOWNTOWN HOTEL



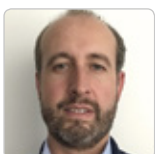
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Partner
TALLENTO ENGENHARIA



JUAN CORVINOS
Vice President
HILTON



LAURENT DE KOUSEMAEKER
Chief Development Officer
Caribbean & La
MARRIOTT INTERNATIONAL



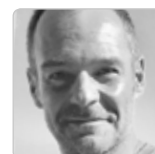
MAURÍCIO ELIZONDO
Director de Desarrollo
Resorts
GRUPO POSADAS



PIOTR MAJ
Head of Project Management
GREMI INTERNACIONAL S.A.R.L



TONY ARGIBAY
Associate
KSL CAPITAL PARTNERS



WALDEMAR FRANCO
Presidente
RODAVENTO HOTELS

Financing

Traditional vs. alternative sources: Where will the resources come from?

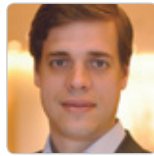
ROOM
Banco Sabadell
Estar donde estás

12:15 - 13:15

- Traditional mechanisms: Are they still able to sustain the market?
- What credit alternatives can make a difference?
- What funding instruments can be used in neighbouring countries?



ANDRÉ DE ASSUMPÇÃO
Director, Investment Banking
BRADESCO BBI



AUGUSTO MARTINS
Head Real Estate
CSHG
CREDIT SUISSE
HEDGING-GRIFFO



CARLOS LOMELÍ
CEO
ION FINANCIERA



DIEGO LAREGOITI
Managing Director
BK PARTNERS



GIRARD BENOIT
Director, Investments, Growth Markets
IVANHOÉ
CAMBRIDGE



GONZALO COLUCCI
Director
THE ALLY GROUP



JAVIER ARTIGAS
Country Head Mexico
BTG PACTUAL



JEAN PIERRE SERANI TORO
CEO, Investment Banking
GRUPO BANCOLOMBIA



JOHN LAMB
Managing Director Real Estate Corporate
BANK OF AMERICA
MERRILL LYNCH



JUAN CARLOS MIER Y TERAN
Commercial Real Estate Sector Head
HSBC MEXICO S.A.



MARTÍN HURTADO CASTILLO
Vicepresidente de Inversiones
INTERSEGUROS INSURANCE COMPANY



MAURICIO LEVITIN
Managing Director
PENINSULA INVESTMENT GROUP



MIGUEL BORDES
Director de Comercial Real Estate
BANCO SABADELL



MIGUEL SÁNCHEZ NAVARRO
Director General
FORTEM CAPITAL



RAÚL GALLEGOS
Managing Director
CREDIT SUISSE - MÉXICO

Lessons learned

Dos and don'ts to ensure the best IRRs in the region for the RE sector

ROOM
Newmark Knight Frank

12:15 - 13:15

- Do we have successful cases to share?
- What can we learn from our neighboring countries?



ALEJO CACIO
Director General
INVESTBA



ANDREA DEVIS FOCKE
Investor Relations Manager - Latin America
EB5 CAPITAL



ESTEBAN SALDARRIAGA
Vice President, Investments
JAGUAR GROWTH PARTNERS



FERNANDO IBÁRCENA
Gerente General
PIONERO GRUPO INMOBILIARIO



JUAN CARLOS SOTOMAYOR
Managing Director Capital Markets
ARTHA CAPITAL



MARCELO FEDAK
Managing Partner
BLUEMACAW



RICARDO GOLDBERG
Vice President, Investments
CCLA MULTIFAMILY / CIM GROUP



RODRIGO SUÁREZ
Co-Founder and COO
HASTA CAPITAL



SEBASTIÁN SOMMER
Founder & Director
TAYRON CAPITAL

Product type

Economy, medium standard or luxury?

ROOM



12:15 - 13:15

- How much demand is there for these products?
- Residential for income - does it work in all segments?
- Risk vs Return - What is the best kind of investment?



ALFONSO HERNÁNDEZ
Director General
CIUDAD
MAYAKOBA



ANTONIO RUIZ GALINDO
Director General
GRUPO IGS



BRUNO SINDONA
Co-CEO
SINDONA
INCORPORADORA



CARLOS JOHANNPETER
Diretor Presidente
DOMUS POPULI
PARTICIPACOES



DIEGO SANCHEZ NAVARRO
CEO
GRUPO QUESTRO



FÁBIO TADEU ARAÚJO
Managing Partner
BRAIN
CONSULTORIA
E PESQUISA



FEDERICO GAGLIARDO
Presidente & CEO
VITRIMUM CAPITAL



LUIZ PICCINI
Diretor
INKOA
INCORPORADORA



MIGUEL CHAPA
Owner & CEO
MACH
CONSTRUYE



ROBERTO KELLEHER
CEO
INMOBILIA
DESARROLLOS

Joint-ventures

What elements are decisive for success in Latin America?

ROOM



12:15 - 13:15

- Do the markets in the region impose particularities on partnerships?
- What are the challenges and advantages of this type of strategy?
- Is there an ideal formula? What have we learned from recent success stories?



ADRIAN GAY LASA
Senior Counsel
HOLLAND &
KNIGHT LLP



ANTONIO DIEZ
Shareholder
GREENBERG &
TRAURIG



EDUARDO GUÉMEZ
CIO
WALTON STREET
CAPITAL



JAVIER DOMINGUEZ TORRADO
Partner Real Estate
RITCH MUELLER



JAVIER LLACA GARCÍA
COO
FIBRA MTY



JUAN CARLOS MORENO
CIO
AMARILLO



LUISA GONZÁLEZ
Gerente de
Adquisiciones
PEI ASSET
MANAGEMENT



RODRIGO ROJO DE LA VEGA
Rodrig Rojo de la
Vega
COLOCA



OLTMANN AHLERS
Aquisitions / Asset
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GLL REAL ESTATE
PARTNERS

How to drive hotel development profitability?

ROOM

IHG InterContinental
Hotels Group

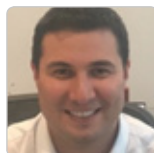
12:15 - 13:15

- Given the lack of occupation elasticity in several locations, is it feasible to implement daily increases?
- Can big networks lead this movement?
- What other ways can be adopted to increase margins?
- Alternative sales channels - Decolar, Booking and Expedia - Allies or obstacles?



ABEL CASTRO

Senior VP South
America
ACCOR HOTELS



**ALONSO
ANDUJAR**

Gerente de
Planeamiento y
Estrategia
LIBERTADOR HOTEL.
RESORTS & SPAS



**ANTONIO
MAZZAFERA**

CEO e Co-Fundador
FERA
INVESTIMENTOS



**CLAY
DICKINSON**

Managing Director
JLL - FL



**CHRISTIAN
GLAUSER BENZ**

VP of Development
Latam & Carib
DREAM
DOWNTOWN HOTEL



**CRISTIANO
GONCALVES**

Regional VP Development
Andean Region
IHG -
INTERCONTINENTAL
HOTELS GROUP



**JUAN
CORVINOS**

Vice President
HILTON



**ROGERIO
BASSO**

Head of Hospitality
& Tourism
IDB INVEST



SALO SMALETZ

VP Development
Latin America
IHG
INTERCONTINENTAL
HOTELS GROUP



**SKYLAR
SIKIOS**

President
PALISADES
HOSPITALITY
GROUP



**TERRY
SANDERS**

CDO Americas
RADISSON
HOTELS &
RESORTS

Family offices

What is the best kind of business for this type of investor?

ROOM

Banco
Sabadell
Estar donde estés

14:45 - 15:45

- Investments on the outside: Why is Florida so attractive?
- The moment for Greenfield or for Acquisitions? What is the best strategy?
- Corporate Governance and patrimonial succession - What must be observed?



**ANDREA DEVIS
FOCKE**

Investor Relations
Manager - Latin
America
EB5 CAPITAL



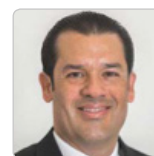
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NICOLAU**

Diretor
AKYLAS
PATRIMONIAL



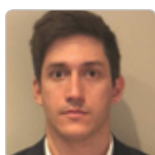
JOSEF PRESCHL

Managing Director/
North
PENINSULA
INVESTMENT
GROUP



LUIS RAÚL SOLÁ

VP & General Manager
GRUPO FERRE
RANGEL



**LUIZ
HERNANDEZ**

Diretor Comercial
LOTUS CAPITAL



**MARCELO
GUTIERREZ
GUTIERREZ**

Co-Founder
MARAND
CAPITAL



**PATRICK
FREEMAN**

President
CISNEROS REAL
ESTATE



**VICENTE
NOGUEIRA**

Partner
HABITASEC



ZARA KLAFF

Principal
KLAFF FAMILY
INVESTMENTS

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

ROOM



14:45 - 15:45

- 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?



ALBERTO DONOSO
Managing Director
GREYSTAR



DAVID ARTHUR
Managing Partner
BROOKFIELD
ASSET
MANAGEMENT



ERIC STALEY
Principal, Real
Estate
BLACKSTONE



GASTÃO VALENTE
Senior Vice
President
GIC



GREGORIO SCHNEIDER
Managing Partner
TC LATIN
AMERICA
PARTNERS



KARL KREPPNER
Senior Vice President
- Investments
CADILLAC
FAIRVIEW



LUIS FERNANDO RAMIREZ
Presidente
YELLOWSTONE
CAPITAL
PARTNERS S.A.S



SANTIAGO PORTA
Global Head
- Commercial
Property
IFC



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

Real Estate brokers Allies or obstacles?

ROOM



14:45 - 15:45

- Are real estate brokers prepared or do they lack the technical capability to make sales?
- What strategies have developers adopted to drive new projects?
- Virtual reality and big data - Favorable tools in buying and selling real estate assets?



JOSEPH MANSUR METTA
Director General
M&M
CONSULTORES
INMOBILIARIOS



LUCAS VARGAS
CEO
GRUPO ZAP -
VIVA REAL



ROBERTO ORDORICA
Co-Founder & CEO
ALIGNMEX REAL
ESTATE CAPITAL



RODRIGO E. MILLÁN
Regional Director,
South Latin
America
JLL



RODRIGO LYON
CEO
ACTUAL
INMOBILIARIA

Segmentation in new times

Do we need to rethink strategies?

ROOM

IHG InterContinental
Hotels Group

14:45 - 15:45

- Economic, midscale and luxury - What are the future characteristics of the segment? How big is the market?
- What is the future of midscale in a scenario where more and more occupants opt for economy?
- How to justify rate differences and manage cost pressure in this reality?



ALEJANDRO GINEVRA
President
GNV GROUP



FELIPE IRAGORRI
Business Advisor
GHL HOTELES



MAURÍCIO ELIZONDO
Director de
Desarrollo Resorts
GRUPO POSADAS



PAULA MUNIZ
Vice President, RE
Brazil and STHN
Cone
HYATT HOTELS
CORPORATION



RAFAEL ALMEIDA
CEO
GRUPO NATOS



RICARDO MANARINI
Regional VP
Development Brazil
IHG
INTERCONTINENTAL
HOTELS GROUP



TERRY SANDERS
CDO Americas
RADISSON
HOTELS &
RESORTS

MASTER SESSION

REITs

What to expect from the model in 2019?

ROOM

IWG International
Workplace
Group

16:15 - 17:15

- How to replicate the Mexican success in other countries?
- What elements are decisive for the dissemination of this instrument in the region?
- How has it evolved in Colombia, Peru, Argentina, and Brazil?



ALBERTO CHRETIN
CEO
TERRAFINA



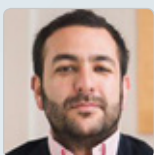
ANDRÉ FREITAS
Partner & CEO
HEDGE
INVESTMENTS



DIEGO ISITA PORTILLA
CEO
FIBRA STORAGE



GONZALO ROBINA
CEO
FIBRA UNO



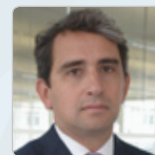
GUILLERMO CARBONEL CARRILLO
VP Gestión de
Activos
FIBRA PRIME



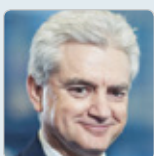
JAIRO CORRALES
Gerente General
PEI ASSET
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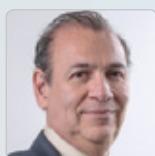
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CEO
FIBRA MTY



LEANDRO BOUSQUET VIANA
Partner and Head of
Real Estate
VINCI PARTNERS



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KAHTALIAN**

Managing Partner



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Partner



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CEO, Canada and
Latin America - IWG



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CEO, Brasil - REGUS



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www.bancsabadell.com**FRANCISCO LIRA MARIEL**

Executive Director Corporate Banking

Banco Sabadell is Spain's fourth largest private banking group, which is comprised of different banks, brands, subsidiaries and part-owned companies covering all areas of the financial business sector under a common denominator: professional performance and quality.

A young, highly-qualified team, with the most modern, up-to-date technological and commercial resources and a multi-brand, multi-channel organisation focusing on the client enable Banco Sabadell to occupy an outstanding position in the personal and business banking markets.

**MIGUEL BORDES**

Director Comercial Real Estate

www.ihg.com**CRISTIANO GONCALVES**Regional VP Development -
Andean Region

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®.

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.

**RICARDO MANARINI**Regional VP Development
Brazil



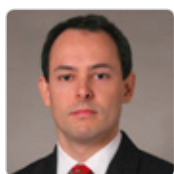
www.latinamerica.jll.com



MARCELO CARRERE
National Director

We're a world leader in real estate services, powered by an entrepreneurial spirit. We want the most ambitious clients to work with us, and the most ambitious people to work for us. It's as simple as that.

We buy, build, occupy and invest in a variety of assets including industrial, commercial, retail, residential and hotel real estate. From tech startups to global firms, our clients span industries including banking, energy, healthcare, law, life sciences, manufacturing and technology.



RODRIGO E. MILLÁN
Regional Director, South
Latin America



www.vitriumcapital.com



FEDERICO GAGLIARDO
Presidente & CEO

Vitrium Capital is an international Real Estate developer with more than 13 years in the Americas market, a team of highly experienced professionals and multinational expertise in the analysis of financial instruments and the economic feasibility of real estate projects.

At Vitrium Capital our main aim is to develop and administer a solid investment portfolio of individuals and family offices that decided to allocate part of their assets to the local and international real estate business.

To meet this goal, since 2006 we have been building a diversified portfolio for our investors, combining projects with different degrees of exposure, volatility, return rates and placement periods.

In turn, we offer our clients development and consultancy services for projects' execution, integrating all the parties of the process.

Playing a similar role to a private investment bank, Vitrium Capital offers products and services to support its clients along the complete real estate value chain.



**VIVIANA
MAISTERRA**
Business Manager

CBRE

Brazil

www.cbre.com.br

**WALTER
CARDOSO**

President



**FERNANDO
FARIA**

Vice President



**FERNANDO
TERRA**

Director Latam,
Industrial & Logistics

**ADRIANO
SARTORI**

Vice President

Globally recognized as the best and biggest real estate consulting firm, CBRE established in Brazil in 1979 and became one of the largest business platforms in Latin America. The company operates throughout the whole national territory through equipped and specialized departments to provide the best service to all its customers. Within an aggressive international policy, through acquisitions of several companies around the world, the company expanded its operations both to office and industrial users and occupiers, in Brazil and outside the country. CBRE offers a broad range of integrated services, the growing number of transactions and expertise acquired during its 238 years of existence in the world, provide CBRE a differentiated market knowledge, allowing the identification of the best opportunities and providing excellence to its consulting services, whether its clients are investors, developers, builders, occupants or owners.

www.gruposouzalima.com

**ALEX
BORTOLETTI**

President



**CACÁ
FERNANDES**

Marketing Director

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.

With 29 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 22,000 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.



ANTONIO JALAFF

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.



GIANCARLO NICASTRO

CEO - Brazil

SiiLA Mexico's mission is to provide market intelligence of the commercial real estate sector with the highest quality standards. SiiLA Mexico is a cloud-based platform backed by the best technology, reliable methodology and advanced statistics. This has successfully positioned us in Latin America as a provider of objective data and specialized consulting that allows our clients to make informed decisions.



JOSÉ CARLOS ALEMÁN

General Manager - México


www.ngkf.com

GIOVANNI D'AGOSTINO

President - México

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.

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.

RITCH
 M U E L L E R

www.ritch.com.mx

**JAVIER DOMINGUEZ
 TORRADO**

Partner 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.


**RODRIGO CONESA
 LABASTIDA**

Head Partner of Real Estate

COMPANY MEMBERS



Mexico GRI 2019

June 18th - 19th, Mexico City

Keynote Speaker

**Economic projections for Mexico and the impacts
on the Real Estate sector**



ALONSO CERVERA

Managing Director,
Emerging Markets Economics Research



www.mexicogri.org



Abel Castro

Senior VP South America
ACCOR HOTELS

HOTEL OPERATOR

The world's leading hotel operator and market leader in Europe. Accor is unique in offering an extensive range of accommodations from luxury to budget.



Abel Castro é Vice-Presidente Senior de Desenvolvimento na Accor Hotels para Americas e Caribe, sendo o principal responsável pela expansão da rede em todas as marcas: Sofitel, Pullman, Novotel, Mercure, Adagio e Ibis. Formado em Turismo e Hotelaria, iniciou sua carreira desempenhando diferentes funções nas áreas operacionais de hotéis independentes. Trabalhou como Consultor Hoteleiro e Diretor Executivo da FOHB, entidade que reúne as principais redes hoteleiras presentes no Brasil. Possui MBA em Marketing pela ESPM/SP, além de ter realizado cursos de extensão sobre Gestão Hoteleira e Turismo na Austrália e Espanha. Atua na área acadêmica como professor convidado da FGV-SP.



Adrian Aguilera

Co-Founder & Managing Partner
VERTEX REAL ESTATE

PRIVATE EQUITY

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



Más de 26 años de experiencia en el sector financiero. Ha realizado operaciones financieras en el sector de Bienes Raíces que suman \$3,500 millones de dólares en México y Estados Unidos. Antes de fundar Vertex en el año 2009, fue director del área de Bienes Raíces en Credit Suisse. Previamente, fue director en GE Real Estate. Ingeniero Industrial por la Universidad Iberoamericana Ciudad de México. Cuenta con una Maestría en Negocios (MBA) de Georgetown University en Washington D.C. Actualmente es Miembro del Consejo de Administración de Vertex y también Miembro del Comité de Inversiones de Vertex. Miembro del Consejo de Administración de Olimpiadas Especiales.



Adrian Gay Lasas

Senior Counsel
HOLLAND & KNIGHT LLP

LAW FIRM

Holland & Knight is a global law firm with more than 1,300 lawyers and other professionals in 28 offices throughout the world. Holland & Knight provides representation in litigation, business, real estate and governmental law.



Adrián Gay is an attorney in Holland & Knight's Mexico City office. Mr. Gay advises Mexican and international companies and financial institutions on matters related to financial and corporate finance transactions, including public bids, mergers and acquisitions, joint ventures, real estate, REITs and general corporate matters. He has broad experience in domestic and cross-border asset-backed securitizations, Mexican real estate investment trusts, and future flow transactions involving accounts receivable, toll-road fees derived from federal and state concessions, commercial leases and tax contributions.



Adriano Sartori

Vice President
CBRE - BRAZIL

COMMERCIAL REAL ESTATE COMPANY

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



Adriano Sartori, Vice Presidente da CBRE Brasil e Diretor das áreas de Locação, Brokerage Services, Agency e Marketing. Responsável pela equipe que já realizou a locação de mais de 3,0 milhões de m² de escritórios, ou R\$ 20 bilhões em receita para seus clientes. Com experiência adquirida em diversas áreas da CBRE desde 1994, esteve presente nas maiores negociações imobiliárias das duas últimas décadas e sua equipe mais de uma vez reconhecida mundialmente como "top producers" da CBRE Group. Formado em Arquitetura e Urbanismo (USP) com curso de extensão em Urbanismo pela Concordia University, Canadá, é membro fundador do Green Building Council Brasil e MRICS pelo Royal Institution of Chartered Surveyors.



Alberto Chretin

CEO
TERRAFINA

REIT

Real Estate investment trust anchored by an industrial portfolio and constituted to acquire, own, develop and manage industrial real estate in Mexico.



Before joining Terrafina, Mr. Chretin was Minister of Economy for the state of Chihuahua. Earlier, he was an Executive Advisor of Prudential Real Estate Investors in connection with Terrafina's portfolio. Prior to working for PREI®, he was Managing Director at Verde Corporate Realty Services. Mr. Chretin has been CEO at Intermex, Chihuahua, and Executive Director of Parques Industriales de Chihuahua. Mr. Chretin was President of the Mexican Association of Industrial Parks (AMPIP by its acronym in Spanish) from 2009 to 2010. AD-2 program at the IPADE Business School.



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

DEVELOPER

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
INVESTBA

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.



Alfonso Arceo

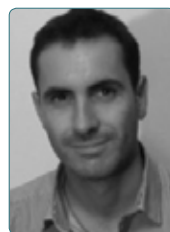
COO
FIBRA UNO

REIT

Fibra Uno is a Mexico-based company, which is engaged in the investment in commercial and industrial real estate properties.



Alfonso Arceo is our Vice President of Operations. He has more than 17 years of experience in operations management and business development. Formerly, Mr. Arceo was VP of Operations for Mexico Retail Properties (MRP) where he developed and implemented processes, manuals, and procedures needed for an institutional operation. Before that he was New Business Director of Blockbuster Mexico where he developed the first "Blockbuster Cinema". Mr. Arceo also was CEO of Multimax, the fourth largest movie theater chain in Mexico at that time. He has also experience in corporate banking and markets with BBVA Bancomer. He holds a BA in business administration from Universidad Anáhuac and earned his MBA from the Instituto de Empresa in Madrid.

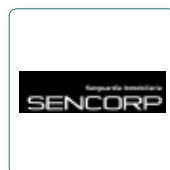


Alfonso Barroilhet

Gerente de Desarrollo de Negocios
SENCORP

DEVELOPER

Sencorp es una Empresa de Desarrollo Inmobiliario que desde hace más de 50 años ha contribuido al crecimiento del país.



Alfonso es arquitecto de la Universidad Católica de Chile con estudios de arquitectura en Oxford Brookes University y Sophia University en Tokyo, un MBA en la UAI en Chile y Babson College en Boston además de ser uno de los primeros LEED AP en Chile. Ingresó a SENCORP en 2006 donde ha participado directamente en el desarrollo de edificios como Titanium La Portada y Parque Titanium, entre otros. Fue Gerente General de SENCORP Desarrollos con foco en el desarrollo de proyectos de oficinas y actualmente es el Gerente de Desarrollo de Negocios de SENCORP.



Alfonso Hernández

Director General
CIUDAD MAYAKOBA

DEVELOPER

La primera comunidad planeada, integral y sustentable en la Riviera Maya, comprometida con la calidad de vida de sus habitantes y el entorno natural.



Desarrollador inmobiliario desde 1993, actualmente es Director General de Ciudad Mayakoba, la primera comunidad planeada sustentable en Riviera Maya. Fue Socio Fundador y Director General de Arther Arquitectos, Director de Proyectos en la Región Occidente y Bajo para Abilia Consultoría Inmobiliaria y Subdirector Regional de G. Acción en la zona occidente del país. A lo largo de 25 años de carrera, se especializó en Desarrollo Inmobiliario y Alta Dirección de Proyectos, donde participó en proyectos inmobiliarios de gran envergadura, desde la conceptualización de la idea inicial hasta su término. Es Arquitecto formado en el Instituto Tecnológico y de Estudios Superiores de Occidente en Guadalajara, con post-gradados complementarios.



Alfredo Marin Pasos

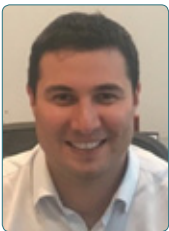
CEO
URBANHUB MEXICO

DEVELOPER

Empresa de capital privado la cual es desarrolladora y operadora de comunidades residenciales para renta en México. La empresa se enorgullece en el desarrollo de soluciones altamente diferenciadas en cada uno de sus proyectos



Ingeniero Industrial con Maestría en Administración de Empresas por la universidad de Thunderbird en Arizona. Alfredo tiene una amplia y variada experiencia en desarrollo inmobiliario en México. Actualmente es Director General y fundador de UrbanHub en CDMX. Anteriormente fue Director General y cofundador de ONE development group en San Pedro Garza García. Su área de enfoque principal es en entender, desarrollar, y posicionar productos diferenciados en el mercado inmobiliario.

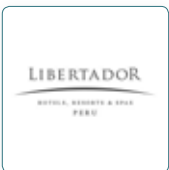


Alonso Andujar

Gerente de Planeamiento y Estrategia
LIBERTADOR HOTEL. RESORTS & SPAS

HOTEL MANAGEMENT

Ofrecemos una colección de hoteles de lujo en los principales destinos del Perú, incluyendo actividades para descubrir los atractivos más importantes, spas y tratamientos de salud y belleza, y una rica propuesta gastronómica.



Alonso Andujar is the head of Strategy and Business development at Intursa, which owns 11 hotels in Perú. Before joining Intursa, he worked at Corporacion Breca (the largest business conglomerate in Perú), acting as a Value Creation Manager. Alonso holds a MBA from Wharton (University of Pennsylvania) and a Bachelor's degree in Economics from Universidad del Pacifico.

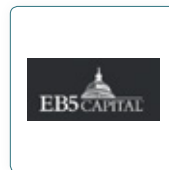


Andrea Devis Focke

Investor Relations Manager - Latin America
EB5 CAPITAL

INVESTOR

We raise capital from foreign investors to finance job-creating projects across the United States under the EB-5 Immigrant Investor Program.



As an Investor Relations Manager, Andrea manages EB5 Capital's Latin American markets, helping to expand and strengthen the company's connections with investors, agencies, and EB-5 professionals. She has a rich professional background with experience in due diligence and risk management. She's also lived abroad in Germany and France, and speaks Spanish, German, French, and English. Born in Columbia and raised in the Washington, DC metro area, Andrea holds a Bachelor of Arts degree in International Affairs with a focus on Economics from George Washington University, as well as an LL.M. in International Business Law. Andrea is currently finishing a Masters in Real Estate Finance at Georgetown University.

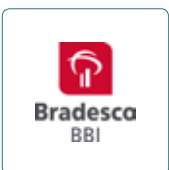


André de Assumpção

Director, Investment Banking
BRDESCO BBI

INVESTMENT BANK

Responsible for the origination, structuring, execution and distribution of operations in the equities, fixed income, structured operations, mergers and acquisitions and project finance segments.



Director at Bradesco BBI, being currently one of the responsible for the coverage of the Real estate, Infrastructure & transportation and Agribusiness sectors. Mr. Assumpção has more than 8 years of experience in Investment Banking. Prior to Bradesco BBI, Mr. Assumpção has worked as M&A associate at Brasilpar and as Investment Banking analyst at Banco Itaú BBA. André has a BS in Management from Fundação Getulio Vargas.



André Freitas

Partner & CEO
HEDGE INVESTMENTS

GESTÃO DE ATIVOS

A Hedge já nasceu com mais de R\$ 1 bil sob gestão, comprovando a confiança dos investidores em sua estrutura.



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.



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.



Antonio Diez

Shareholder
GREENBERG & TRAURIG

LAW FIRM

Greenberg Traurig, LLP (GTLaw) has more than 2,000 attorneys in 38 offices in the United States, Latin America, Europe, Asia and the Middle East.



José Antonio Diez de Bonilla Martínez focuses his practice on real estate matters, with an emphasis on mergers & acquisitions, joint ventures and development transactions across various industries, including hospitality and retail. His experience spans the negotiation, documentation and closing of the sale, purchase, financing, construction, development and operation of residential, commercial, mixed use, industrial and resort projects, including hotels, golf courses and marinas, among others. Diez de Bonilla Martínez has been recognized by several publications, including Chambers & Partners. In 2018, he was recognized in real estate by Chambers Latin America, The Legal 500, and Latinvex.



Antonio Jalaff

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

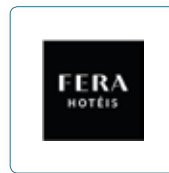


Antonio Mazzafera

CEO e Co-Fundador
FERA INVESTIMENTOS

HOSPITALITY

A Fera Hotéis é uma rede de hotéis boutique que oferece alto padrão de serviço a preços acessíveis, numa fiel tradução da descontração e hospitalidade brasileira. Nós prezamos também pela identidade dos lugares onde estamos.



Graduou-se em Administração de Empresas e recebeu seu MBA pela Universidade de Harvard, nos EUA. Após o MBA, atuou como Diretor de Turismo na VISA do Brasil, responsável por todas as operações da bandeira de cartão de crédito junto às empresas.



Antonio Ruiz Galindo

Director General
GRUPO IGS

DEVELOPER

IGS Group is a leading developer and manager of industrial, housing and hotel properties in Mexico with \$450 Musd AUM



Founder/chairman of AMEXCAP, Chairman/CEO of IGS Group. In 1997 he founded Industrial IGS Group, a Private Equity Fund specialized in RE and manages an investment Funds; "Mexico Real Estate Investments, L.P. IGS has a joint venture with international investors such as "PREI", "Morgan Rio Investments", AIG Global Real Estate and TERRANUM Capital. IGS Group issued two CKDs (certificates of capital for development) in the Mexican Stock Exchange to invest on the Industrial, Retail and Low Income Housing sectors. He is Chairman of the Asociación Mexicana de Capital Privado A.C, and Grupo RGT, S.A. de C.V.; and member of the board of CCE, AVANCE, FIMEDER, and Parque Agrologístico del Sureste.

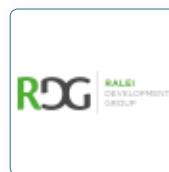


Ariel Rappaport

CEO
RALEI DEVELOPMENT GROUP

DEVELOPER

Referente del sector y una de las principales empresas desarrolladoras de Santiago. Hoy están operando el primer Multifamily con otros 2 proyectos en desarrollo y varias adquisiciones en carpeta con más de 2.000 departamentos a operar.



Ingeniero Civil Industrial de la Universidad de Chile y MBA de la Pontificia Universidad Católica de Chile. Fue director comercial, luego director financiero y finalmente fue gerente general en Ralei hasta junio de 2016. En dicho período estuvo dedicado al desarrollo residencial para la venta, con alrededor de \$380 millones en transacciones y con cerca de 3.300 unidades desarrolladas. Desde mediados de 2016 lideró una reestructuración de la compañía. Socio y CEO de Ralei Development Group junto a Calzada Capital Partners e inician el desarrollo y adquisición de proyectos Multifamily.



Ary Krivopisk

Director of Real Estate Latam
WEWORK

CO-WORKING

WeWork is an American company that provides shared workspaces for technology startup subculture communities, and services for entrepreneurs, freelancers, startups, small businesses and large enterprises.



Ary Krivopisk is an economist with a strong background in investment analysis, including considerable experience of emerging markets. Since 2016 he overseas WeWork Real Estate LatAm helping with the expansion in the region. From 2012 to 2015 he joined FSA Group, a Libra Group Company, to oversee the group's expansion in Brazil. There he managed the joint venture with Hyatt Hotels Corporation for a US\$300 million investment and development program to build and establish the Hyatt Place brand in Brazil.



Augusto Arellano Ostoa

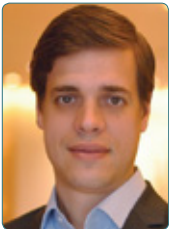
CEO
EVERCORE PARTNERS

INVESTMENT BANKING ADVISORY

Evercore's Investment Banking business advises its clients on mergers and acquisitions, divestitures, restructurings, financings, public offerings, private placements and other strategic transactions.



CEO of Evercore Partners Mexico. Prior to his current role as CEO, Mr. Arellano was the Senior Managing Director responsible for Evercore Partners Mexico's Real Estate group. Mr. Arellano pioneered the Fibra (REIT) market in Mexico, structuring the first Fibra in the real estate market (FUNO), the first lodging Fibra (FibraHotel) and the first Fibra in the country specializing in premier quality assets (Danhos). In the past six years, under the direction of Mr. Arellano, Evercore Mexico has participated in several important investment banking transactions in the Mexican real estate market. Mr. Arellano received a B.A. in Economics from ITAM and a Ph.D in Economics from the Carlos III University in Madrid, Spain.



Augusto Martins

Head Real Estate CSHG
CREDIT SUISSE HEDGING-GRIFFO

INVESTMENT BANK

O Credit Suisse atua no Brasil com Private Banking & Wealth Management, Asset Management; operações de crédito, emissão de ações e títulos, abertura de capital (IPO), fusões e aquisições de empresas (M&A), corretagem, tesouraria.



Augusto Martins é responsável pela área de Fundos Imobiliários da Credit Suisse Hedging-Griffo (CSHG). O executivo possui 17 anos de experiência profissional, sendo 10 anos dedicados aos fundos de investimento imobiliário. Uniu-se ao time em 2017 como gestor do portfólio de escritórios e responsável pelo time de operações da área, vindo da Rio Bravo Investimentos, onde era o sócio responsável pela área imobiliária da gestora. Augusto é diretor estatutário da CSHG desde outubro de 2017, administrador de carteira de valores mobiliários autorizado pela CVM e tem o certificado CGA da Anbima.



Bruno Bagnariolli

Membro do Comitê Executivo/Head of Real
MAUÁ CAPITAL INVESTIMENTOS

GESTÃO DE RECURSOS - CRÉDITO IMOBILIÁRIO

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.



Tem mais de 7 anos de experiência em gestão de investimentos. Antes de se juntar a Mauá, foi co-head de Relações com Investidores, Planejamento Estratégico e M&A na Tupy S.A. (empresa listada). Mudou-se para Mauá como Equity Research de Real Estate, em seguida, para Originação em Real Estate. Posteriormente, tornou-se Gestor Imobiliário. Formado em Engenharia Química da Universidade Federal de Santa Catarina e CFA Charterholder.



Bruno Ackermann

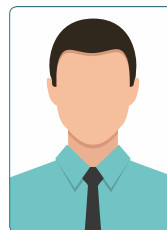
Vice President, Industrial Investments
BROOKFIELD PROPERTY GROUP BRAZIL

PROPERTY COMPANY

Invest in Real Estate projects from land acquisition all the way to development lease sale and property management using third-party capital.



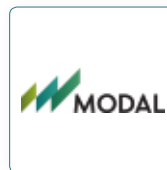
Bruno Ackermann tem mais de uma década de experiência em real estate e trabalhou na Cyrela Commercial Properties (CCP), tendo sido responsável por aquisição de terrenos e financial underwriting para projetos de escritórios e industriais. Em seguida atuou, por vários anos, na joint venture Prologis CCP liderando a alocação de capital e o time comercial. Em 2015 foi co-fundador da Barzel Properties onde atuou como diretor de Novos Negócios por três anos. Atualmente é responsável pela área de investimentos em propriedades industriais da Brookfield Properties.



Bruno Jose De Castro

Partner
MODAL

PRIVATE EQUITY FUND MANAGER



Bruno Castro has been at Banco Modal since 2002 and has more than 15 years of experience in the financial market, with the last 3 years focused in Banco Modal's Private Equity Division, dedicated to manage 06 assets (05 Real Estate and 01 Utilities), develop exit strategy and lead the full (or partial) divestment. Before joining the Private Equity Division, Bruno Castro worked for 10 years in the Investment Banking Division, dedicated to Mergers & Acquisitions and Corporate Finance, when he was responsible for prospect and develop relationship with clients across multiple sectors, including Real Estate and Financial Sponsors. Current Real Estate portfolio includes: 2 Hospitality; 1 Residential; 1 Brokerage Firm; Structure Debt (CRIs).

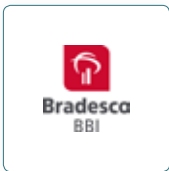


Bruno Mascia

Investment Banking Associate
BRADESCO BBI

INVESTMENT BANK

Bradesco BBI é responsável pela originação, estruturação, execução e distribuição de operações nos segmentos de renda variável, renda fixa, operações estruturadas, fusões, aquisições e financiamento de projetos.



Bruno Mascia é Associate no Bradesco BBI e atua na cobertura dos setores de Real Estate, Agronegócios, Proteínas animais, Varejo e Consumo. Bruno se juntou ao Bradesco BBI em 2011 e possui um track record de mais de 7 anos em Investment Banking. Bruno possui bacharel em Economia pelo Insper (Ibmec-SP)



Bruno Sindona

CO-CEO
SINDONA INCORPORADORA

DEVELOPER

Somos uma empresa que busca, através da construção, promover mudanças sociais e de vida.



Fundador e CEO da Sindona, grupo de desenvolvimento que possui braços de Incorporação, Construção, Saneamento e Vendas. Lançou seu primeiro empreendimento aos 19 anos e obteve seu amadurecimento profissional em conjunto com o crescimento de sua companhia. Nascido na periferia de Osasco, Bruno Sindona se tornou especialista em produtos e atendimento para as classes C e D. Acredita que o desenvolvimento imobiliário pode ser a grande força motriz do Desenvolvimento Humano de suas regiões de atuação.



Camila Dias

Executive Director
GRUPO ARCEL

FAMILY OFFICE

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



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



Camilo Varela

Vicepresidente
EQUITY INTERNATIONAL

PRIVATE EQUITY

Equity International (E) is an institutional investment management company focused on accelerating growth for world-class companies in the most compelling emerging and frontier markets.



Vicepresidente del Grupo de Inversiones de Equity International y es responsable principalmente de originar, ejecutar y gestionar inversiones. Se unió a Equity International desde Balyasny Asset Management, donde fue el único analista del grupo global de propiedades, un fondo de cobertura enfocado en bienes raíces donde gestionaba más de \$1 mil millones en activos. También se desempeñó en forma conjunta en Colony Capital LLC en determinadas transacciones de capital privado. Anteriormente ocupó cargos en Bank of America Merrill Lynch en el grupo inmobiliario mundial, Jones Lang LaSalle y Lend Lease. Comenzó su carrera como gerente de proyectos y estimador principal en Construcciones Maja, basados en Cali, Colombia.



Carlos Johannpeter

Diretor Presidente
DOMUS POPULI PARTICIPACOES

RESIDENTIAL DEVELOPMENT

Focada no desenvolvimento de soluções habitacionais, oferecer soluções habitacionais aliando qualidade e custo através do sistema construtivo industrializado de pré-fabricados, com investimentos em pesquisa e desenvolvimento de tecnologia construtivas.



Carlos Bier Gerdau Johannpeter é um empresário brasileiro, além de vários programas executivos no Brasil, Carlos cursou o programa de Gestão da Universidade de Toronto, o Programa Internacional da Wharton School da Universidade da Pensilvânia e o Programa Avançado da Harvard Business School. Em 2002 decidiu criar a sua própria empresa a Domus Populi focada em habitação popular e desenvolvimento de sistemas construtivos. Depois abriu uma empresa dedicada ao desenvolvimento de loteamentos de alto padrão, a Domus Urbanismo. Em 2009 adquiriu parte da BRASITHERM, uma empresa detentora de uma tecnologia de industrialização de sistemas construtivos, cujo sistema foi testado no IPT e aprovado pelo CDHU e pela CEF.



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 O'Rian Herrera

Presidente
KMA ASSET MANAGEMENT

INVESTOR

Somos una administradora de fondos de inversión, que invierte principalmente en el mundo real y en proyectos que puede gestionar.



Con más de 20 años de experiencia en la industria financiera, ha ocupado cargos gerenciales en empresas como Citibank NA, -Larraín Vial CB-, Compass Group y como socio en NEVASA AGF.

Actualmente lidera KMA Administradora de Fondos, entidad que está enfocada en la inversión, gestión en empresas y proyectos del mundo real, en tres grandes áreas: Tecnologías para el transporte, e-commerce e Inmobiliaria, en ésta última en proyectos de venta y de renta habitacional.



Carlos Rousseau

Senior Partner
ORANGE INVESTMENTS

CONSULTANT

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



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



César Pascual García

Director General México
GRUPO ACERTA

PROJECT MANAGEMENT

Services of the Project and Construction Management.



Profesional Ingeniero Técnico Superior Industrial con Especialidad en Construcción, con amplia experiencia como Project & Design Manager en Multiproyectos a nivel internacional, forma parte de Grupo ACERTA como Director de General desde 2013 Cuenta con amplia experiencia en dirección de obra, coordinación de Sys, control de contrataciones y producción, supervisión de los trabajos, supervisión de coste y planificación, facturación, planificación, coordinación de dirección facultativa, logística del material suministrado por la propiedad, elaboración de adjudicaciones y contrataciones obra civil e instalaciones, planificación y control de costes de ejecución de obra, organización de equipos, facturación y liquidación.



Christian Glauser Benz

VP of Development Latam & Caribbean
DREAM DOWNTOWN HOTEL

HOTEL MANAGEMENT

Dream Hotel Group is a 30 year old company, known around the world for leading the lifestyle hospitality segment by pushing the boundaries of guest experiences and redefining the much talked about Food & Beverage and Entertainment from the industry.



Christian Glauser Benz is the Vice President of Development for the Dream Hotel Group where he heads the company's growth across all regions with a focus to the South East US, Latin America and the Caribbean. Originally from Switzerland, Christian is based in Miami and holds a Masters from Columbia University and a Graduate Degree in Finance & International Management from the University of Geneva, Switzerland. Dream Hotel Group has recently announced in Mexico 3 new luxury resorts and lifestyle hotels within the last 12 months in some of the best destinations including Valle de Guadalupe, San Miguel de Allende and Tulum. The group is nearing the announcement of an additional 3 locations for Mexico for 2019.



Cintia Guimarães

Managing Director
CADILLAC FAIRVIEW BRASIL PARTICIPAÇÕES

INVESTOR

Cadillac Fairview is an owner operator and developer of best-in-class office, retail and mixed-use properties.



Cintia Guimarães é responsável por supervisionar a gestão e a operação dos investimentos da Cadillac Fairview no Brasil e buscar novas oportunidades de investimentos, aquisições, desenvolvimento e alocação no País. Antes, foi sócia do TozziniFreire Advogados em São Paulo e aconselhou transações de M&A, private equity e real estate, tanto domésticas como internacionais. É formada em Direito pela USP e tem mestrado em Direito pela University of New York.



Claudia Robledo

Acquisitions and Asset Management LATAM
GLL INVESTMENT PARTNERS

INVESTOR

GLL Real Estate Partners GmbH (GLL) is a real estate fund manager, providing institutional investors with access to investment opportunities in office, retail, and industrial property.



Over 16 years of International Corporate Real Estate experience, 13 of which were in Europe. Claudia began her career as a Project Manager in 1999 when she joined EC Harris, a leading European Project Management and Consultancy firm servicing the construction industry. After an intensive career in Europe, in 2011, decided to return to Bogota to join Bancolombia as the Investment Director of the Bancolombia Real Estate Fund. During the time at Bancolombia managed to close deals worth USD 200M as well as facilitate numerous corporate lease transactions. Most recently, in 2014, she decided to start up her own company CREA Management to structure investment projects.



Claudio Algranti

Partner
RED - REAL ESTATE DEVELOPMENT

DEVELOPER

A RED é uma empresa de serviços, gestão e participações imobiliárias que desenvolve e gerencia empreendimentos corporativos.



É sócio da RED desde 2014. É responsável pela área de assessoria e produtos estruturados. Anteriormente foi diretor de produtos imobiliários na Claritas Investimentos. Foi gerente geral de M&A e novos negócios na Cyrela. Foi sócio na Rosenberg Partners, atuando na área de assessoria em M&A. Foi sócio na Cloc Embalagens, responsável pelas áreas de finanças e comercial. Trabalhou também nas empresas Citibank e Trevisan Auditores. É graduado em Economia pela PUC/SP e MBA em Finanças pela FGV/SP



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 Superintendence 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 Combanc. 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



Clay Dickinson

Managing Director
JLL - FL

CONSULTANT

JLL is a leading professional services firm that specializes in real estate and investment management. Our vision is to reimagine the world of real estate, creating rewarding opportunities and amazing spaces where people can achieve their ambitions.



Clay Dickinson is a Managing Director of JLL's Hotels & Hospitality Group, responsible for Advisory and Asset Management Services in the Latin America region. Based in Miami, Clay combines deep industry experience and a highly collaborative approach with the global resources of the firm to help clients continually improve their operating performance and to conceive, plan and execute their strategic business initiatives.



Constanza Perez Vargas

Gerente de Administracion y Finanzas
EMPRESAS FPY

DEVELOPER

Empresas FPY es uno de los grupos de construcción e inmobiliarios más importantes de Chile, dedicado principalmente a la construcción de viviendas de interés público y sectores medios, con 40 años de experiencia y más de 120 mil viviendas construidas.



Constanza Perez es Ingeniero Comercial por la Pontificia Universidad Católica de Chile, y en 2012, cursa AMP en ESE Business School. Comienza su carrera profesional en el área de retail, para luego incorporarse a Empresas FPY, empresa que fundó su padre en 1978, en el área Inmobiliaria y Construcción. Comenzó su carrera en la empresa en el área de Marketing y actualmente es Gerente de Administración y Finanzas. Empresas FPY ha consolidado su liderazgo en el mercado inmobiliario y construcción con presencia en gran parte del territorio nacional, desde la segunda a la décima región. Actualmente Inmobiliaria PY (www.py.cl) está comercializando más de 35 proyectos residenciales de extensión y altura.



Cristian Armas Morel

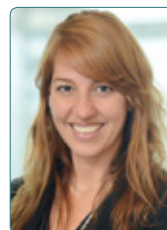
CEO
EMPRESAS ARMAS

DEVELOPER

Empresa desarrolladora de proyectos de vivienda y usos mixtos en Chile como en Perú y también en Colombia



Presidente Ejecutivo de Empresas Armas y Director en la Cámara Chileno de la Construcción (CChC). Cristian es Ingeniero Civil de la Universidad Católica de Chile, Master en Administración y Marketing de la Universidad de Chile y MBA AB Freeman School of Bussines, Tulane.



Cristiane Mamprin de C. Guerra

Partner
BMA ADVOGADOS

LAW FIRM

Fundado em 1995, é um dos escritórios de advocacia mais reconhecidos no Brasil. Presente em parte substancial das operações de fusões e aquisições realizadas nas últimas duas décadas, a BMA participou da criação de grupos empresariais com atuação global.



Cristiane Mamprin é sócia do BMA na área de Imobiliário, possuindo também ampla experiência na área de Direito Societário.

Já atuou em vários negócios imobiliários de destaque, envolvendo empresas norte-americanas, europeias e brasileiras. Sua atuação abrange assessoria na aquisição de ativos imobiliários e de carteiras de ativos, desinvestimentos, locações comerciais, contratos de administração de ativos, estruturação e assessoria no desenvolvimento de projetos imobiliários, e a estruturação de investimentos imobiliários, inclusive investimento através de estruturas de private equity, joint ventures, fundos de investimento, e outros veículos de investimento, em operações envolvendo imóveis urbanos ou rurais.



Cristiano Goncalves

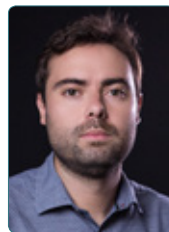
Regional VP Development - Andean Region
IHG - INTERCONTINENTAL HOTELS GROUP

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.

IHG InterContinental
Hotels Group

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, fué 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, fué 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 Malheiros

Investimentos Internacionais
RBR ASSET MANAGEMENT

ASSET MANAGEMENT

RBR is an independent asset management firm, 100% focused on the real estate market. We execute investment strategies in Development, Income, Real Estate Credit, Listed FIs (REITs) and USA Real Estate Market. Currently, RBR Asset manages R\$ 1.5 billion

RBR
ASSET MANAGEMENT

Daniel Malheiros is a partner at RBR Asset Management, in charge of International Investments, with a special focus on the NY market. Prior to joining RBR, he worked at Empiricus as the Head of Real Estate – specialized in real estate funds. He began his career at a family office, moved on to an asset management firm (buy side), then to brokerage firms, a real estate developer and ultimately a bank (sell side). He has 15 years of experience in the financial market, of which nearly 10 years were spent working in and covering the real estate sector (developers, properties and FIs). Daniel has also conducted roadshows, investor education in Brazil, U.S. and Europe.



David Henry

Chairman
PEACEABLE STREET CAPITAL

INVESTOR

Preferred equity lender for income producing commercial real estate properties

PEACEABLE
STREET
CAPITAL

Mr. Henry is also the Co-Founder of Peaceable Street Capital, a preferred equity lender for income producing commercial real estate properties. Mr. Henry is past trustee and served as 2011-2012 Chairman of ICSC, and was a former Vice-Chairman of the Board of Governors of NAREIT and a former member of the Executive Board of the Real Estate Roundtable. Mr. Henry also currently serves on the real estate advisory boards of New York University, Baruch College and ALTO Real Estate Funds.



David Simpson

Development Administrator - LA
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.

GRANDPEAKS

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 Durruty

Presidente
URBANA GRUPO

DEVELOPER

Compañía chilena con más de 20 años en el mercado y con presencia en las principales ciudades de Latinoamérica. El portafolio de proyectos en desarrollo, finalizados, adquiridos o administrados para terceros, consiste en más de 150 propiedades.

Urbana
GRUPO

Arquitecto y MBA por la Pontificia Universidad Católica de Chile. Es fundador y Director General de Urbana Grupo (Urbana Management, Urbana Investment, Urbana Development, PIX Partners). Tiene más de 20 años de experiencia internacional en inversiones de real estate, administración de activos y desarrollo inmobiliario.

Antes de fundar Urbana, fundó y PIX Partners, una firma de consultoría de real estate con clientes como Prudential, Equity International, Kimco Realty, entre otros. Durante la gestión de Diego, PIX Partners se expandió a Argentina, Brasil, Chile, Colombia, México, Perú, Venezuela y Estados Unidos. PIX Partners fue vendida después al grupo Auguste Thouard, el grupo francés con el tercer mayor volumen de ventas en real estate.



Diego Isita Portilla

CEO
FIBRA STORAGE

REIT

Has performed the turnkey development services for more than 25 facilities and currently manages more than 1.3M SQFT with a robust pipeline focused in flagship properties in the Mexico City Metropolitan Area.

Fibra
Storage

Diego Isita Portilla is a Mexican businessman and entrepreneur. He founded and is currently the CEO of U-Storage Group, a Mexican based development and management platform focused on the establishment and expansion of the self-storage market. In 2008 he partnered with Kenneth T. Woolley and Extra Space Storage, a self-storage REIT that owns and operates more than 1,000 facilities in the US. In 2018 U-Storage became the first self-storage focused REIT (FIBRA) in Mexico - Fibra Storage. This vehicle accelerates growth and encourages small and medium developers, as well as landowners to look for ways of contribution or association with Fibra Storage, allowing them to co-participate in the development of new U-Storage facilities.



Diego Laresgoiti

Managing Director
BK PARTNERS

INVESTOR

Leading investment firm dedicated to the creation of investment vehicles for different sectors providing own equity and attracting specialized investor for its development. Has more than US\$2.5B of assets under management.



Diego has over 11 years of experience in the finance and real estate industry. He joined BK Partners in 2008 and currently serves as Managing Director. Diego co-lead the IPO and various capital increases of BK's hotel vehicle, RLH Properties. Prior to BK Partners, he worked in Citigroup Investment Research.



Diego Sanchez Navarro

CEO
GRUPO QUESTRO

DEVELOPER

Somos una empresa fundada en el 2010, dedicada al desarrollo de Proyectos Inmobiliarios mayormente residenciales nivel plus. Entre los Proyectos Desarrollados se encuentran Club de Golf Bosques, Club Residencial Bosques, Club Residencial Interlomas y El Palmar Tres Vidas.



Ha sido miembro del Consejo de Administración desde agosto de 2011 y previamente fue miembro del Consejo de Administración de GAM desde 2006. En 2005, se hizo socio y Director General del Proyecto Club Residencial Bosques, en 2006 fue nombrado Director General Adjunto de Grupo Questro y en 2007 se hizo socio y Director General del Proyecto El Palmar Tres Vidas. Posteriormente, en 2010, se independizó formando Grupo Desarrolla, empresa que preside y es socia/co-desarrolladora de Club Residencial Bosques y el Palmar Tres Vidas, entre otros proyectos. Es consejero fundador de Crediamigo, y participa también en el Consejo de Administración de Grupo Questro.



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 mas de 54 países



Domingo Speranza has a degree in Architecture with more than 25 years' experience in Corporate Real Estate. He is the CEO and co-founder of BACRE the Argentinean partner of Newmark Knight Frank. Mr Speranza also participate as MD of Cushman & Wakefield and in the 90's was a member of Banco Hipotecario Nacional the leader institution in residential development in Argentina.



Eduardo Berto

Founding Partner
NEW HOUSE

STRATEGIC MANAGEMENT AND MARKETING

New house is a company specialized in strategic management, marketing and sales force of the real estate market in Latin America.



Graduated in Systems Management with several specializations in the real estate market. His national and international experience accredit him as one of the strongest names of the real estate segment in Latin America and in the world. Entrepreneur in the Real Estate Market, specialist in marketing and commercial strategies for real estate launches. In recent years, he has specialized in several countries abroad, among them the USA. Diamond Member of the GRI Club, and Speaker and Advisor of Smartus, both companies of the GRI Group. Founding Partner of the biggest real estate launch company in Latin America.



Emile Gerard

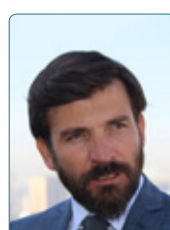
Vice President
ROUND HILL CAPITAL

INVESTOR

Founded in 2002, Round Hill is a fully integrated real estate investment and management firm leading the way in the real estate accommodation sector



Emile Gerard is a Vice President at Round Hill Capital overseeing real estate development and private equity investments in the U.S., Canada, and Latin America. Emile was formerly a Vice President at TPG Capital and has executed over US \$2.5 billion of real estate transactions. Prior to TPG, Emile was an investment banker at Goldman Sachs and UBS Investment Bank where he advised clients on over \$10.0 billion of M&A and capital markets transactions. Emile has a BBA in Corporate and Investment Finance from The University of Texas at Austin.



Emilio Cadena

President & CEO
GRUPO PRODENSA- MONTERREY

INDUSTRIAL SOLUTIONS

Solution Provider for the Manufacturing Sector. Start Up and Shelter Services, Human Resources Services, Environmental, Health and Safety Services, Construction Management, Government Consulting, International Trade Compliance, Industrial Real Estate.



Mechanical Engineer from the ITESM, MBA from the University of Hartford Connecticut. Has 20 years of experience bringing foreign investments to Mexico. As President and CEO of Grupo Prodensa, he has contributed in the attraction of key projects in the Center and Northern regions of Mexico. He is a Special Advisor for Special Economic Zones.



Enrique Lavín

Managing Director & Country Head
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)

PGIM Real Estate

Mr. Lavín is responsible for the business development as well as the implementation of equity and debt strategies of different Prudential Real Estate Investors' Latin America investment platforms. During his tenure at PREI, Mr. Lavín has executed an aggregate of US\$4.5 billion of transactions, both in public and private markets, and including debt, equity and M&A. His responsibilities also include managing PREI Latin America's relationships with investment banks, investors, commercial banks and financial institutions. Mr. Lavín has a degree in Industrial Engineering from ITESM in Mexico City and holds an MBA from the University of Texas at Austin, where he was recipient of the Global Star Award.



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)

Blackstone

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.



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.

JAGUAR
GROWTH PARTNERS

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.



Ewelyn Rastelli

Founding Partner
NEW HOUSE

STRATEGIC MANAGEMENT AND MARKETING

New house is a company specialized in strategic management, marketing and sales force of the real estate market in Latin America.

NEW HOUSE
Strategic Management, Marketing and Real Estate Sales Force

With an academic background in Psychology and Law, as well as MBA in Marketing, Process Management, Projects and People, NLP training, Coaching with Hypnosis, Master Coaching, Executive and Life Coaching in institutions such as FGV, ESPM, SLAC among others. 10 years as an entrepreneur and consultant specialized in real estate and business management. Diamond Member of the GRI Club and Board Member of Smartus, both companies of the GRI Group. Lecturer in the areas of real estate marketing, entrepreneurship, conflict management, oratory and leadership. Extensive experience in leadership, strategic, commercial, administrative and legal planning. Founding Partner of the largest real estate launch company in Latin America.



Fábio Tadeu Araújo

Managing 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 3,500 tailor made studies in more than 400 municipalities.

BRAIN

Fábio Tadeu Araújo is Master in Urban Management from PUC-PR, Master in Organization and Development from FAE Business School, MBA in Project Management from IBMEC-RJ, Post-Graduate in Business Economics and International Business. Paraná Prize of Economy of 2002, by CORECON-PR. He is a consultant for the IDB - Inter-American Development Bank - for housing issues in Latin America; Director of Market Research at ADEMI-PR; a post-graduate professor in Economics and Market Research and a senior partner at BRAIN.



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

MIRA

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

DEVELOPER

Desarrolladora internacional con más de 13 años en el mercado de Real Estate y con 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 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. Previamente, ocupó posiciones ejecutivas en Microsoft Corp. NCR y Apple.



Felipe Camet

CEO
CRES - COMMERCIAL REAL ESTATE SERVICES (PERU)

DEVELOPER

Empresa líder en la industria de servicios inmobiliarios. Mantenemos alianzas estratégicas y atendemos a los clientes referidos por las principales multinacionales globales en bienes raíces. Actuamos en el sector comercial, industrial y residencial.



Fundó CRES en el Perú en el año 2002. Especializado en representar a clientes corporativos locales y Multinacionales en servicios integrales en Bienes Raíces en todo el país. Garantizando calidad y transparencia en todas las operaciones en las que ha participado, empleando estándares operativos globales.



Felipe Encinales

Socio Fundador
INVERLINK

INVESTMENT BANK

Inverlink Estructuras Inmobiliarias is the most profitable private equity real estate fund in Colombia



Socio fundador de Inverlink— M.B.A., Harvard Business School, Economía Industrial, Universidad de Los Andes. El Señor Encinales fue el encargado de lanzar a Inverlink al mercado. Tiene más de 25 años de experiencia en banca de inversión. En su calidad de socio de Inverlink, ha dirigido un amplio número de transacciones de compañías entre las que se incluyen Progreso Corporación Financiera, Progreso Leasing, Progreso Reforestadora, Agrifim de Colombia, Rapistan de Colombia, Seguridad Móvil, Colcomp, Gameco, Crump América, CDM de Colombia, Café Almendra Tropical, Ofá, Calox, IFC, J.E. Rueda y Cia., Ospinas y Cia. S.A. Computec S.A., Luminex., entre otras.



Felipe Iragorri

Business Advisor
GHL HOTELES

HOTEL GROUP

It is one of the most prestigious Colombian multitalinas companies in the hotel sector and has the privilege of being considered a multi-brand company.



Mr. Iragorri has more than 20 years of experience in debt capital markets and private equity industry. Before joining GHL as Head of Investments, he was a founding partner and Investment Director at Tribeca Asset Management, a leading Colombian multi sector private equity fund manager. Previously he worked as an Investment Banking Manager at Banca de Inversión Bancolombia, where he participated in bond and equity public offers of more than \$700 M, and as an Associate Director at Fitch Ratings. He holds a BA in Economics from Universidad de los Andes in Colombia and earned his MBA from IE Business School in Spain. Mr. Iragorri has been a director in 20 organizations between private companies, industry associations and foundations.



Fernanda Mustacchi

Partner
MUSTACCHI ADVOGADOS

LAW FIRM

Especializado nas áreas de Direito Imobiliário, Direito Societário, Direito Empresarial e Contencioso Cível.



Fernanda Mustacchi foi responsável pelo departamento jurídico da Kara José Incorporadora de 2004 a 2009, ano em que foi integrar a equipe de Real Estate do escritório Navarro Advogados. Em 2011, fundou o escritório Mustacchi Advogados, trazendo para a equipe outras advogadas que possuem seus mesmos ideais. Hoje, os clientes de real estate equivalem a 70% da movimentação do escritório, focado em empresas de pequeno e médio portes.

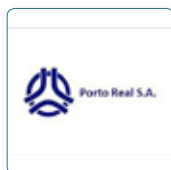


Felipe Monteiro

Diretor
PORTO REAL S.A

HOLDING FAMILIAR

Holding de capital fechado que mantém um portfólio de negócios diversificado, com atuação focada atualmente nos setores de Desenvolvimento Imobiliário e Agropecuário. Conta com um land bank de mais de 20 milhões de metros quadrados na região (2000ha).



Formado em Economia (Tufts University), cursando MBA Executivo – TRIUM – (NYU, HEC, LSE) e atualmente Diretor e Presidente do Conselho Porto Real S/A.



Fernando Faria

Vice President
CBRE - BRAZIL

COMMERCIAL REAL ESTATE COMPANY

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



Fernando Faria graduated in 1984 with a BSC Honors Degree from the University of Surrey, England, and subsequently enhanced his studies at the University College of Estate Management, England, having obtained in 1994 a Diploma in Surveying (Real Estate Management) and is a Fellow of the Royal Institute of Chartered Surveyors (FRICS). He joined CBRE in 1990 is currently Vice President for CBRE-Brazil, having previously during his career been in charge of our Occupier/Corporate Services and Capital Markets divisions. He has a vast experience having over the years represented the interests of several local international corporations and investors.



Fernando Ibárcena

Gerente General
PIONERO GRUPO INMOBILIARIO

DEVELOPER

Grupo Inmobiliario enfocado en proyectos residenciales en Perú.



Fernando Ibárcena is the CEO and Founder of Pionero Grupo Inmobiliario, a Peruvian Real Estate Developer whose core business is the development of residential for sale and mixed use rental projects. His previous working experience was developed in Europe in the plastics blowmoulding, mineral water and banking industries. Mr. Ibárcena has a Civil Engineering degree from Pontificia Universidad Católica del Perú and a MBA from IESE, Barcelona, Spain.



Fernando Terra

Director Latam, Industrial & Logistics
CBRE - BRAZIL

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 responsibility of overseeing CBRE's Brazilian Industrial & Logistics Services platform, providing services to Landlords, Investors and End Users, managing a national team of more than 30 professionals. More recently Fernando assumed the responsibility of leading CBRE's Industrial & Logistics Services platform in Latin America.



Francisco Lira Mariel

Executive Director Corporate Banking
BANCO 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 Maurício 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 Perez Vargas

Gerente General
EMPRESAS FPY

DEVELOPER

Empresas FPY es uno de los grupos de construcción e inmobiliarios más importantes de Chile, dedicado principalmente a la construcción de viviendas de interés público y sectores medios, con 40 años de experiencia y más de 120 mil viviendas construidas.



Francisco Pérez es Ingeniero Civil de la Universidad Católica de Chile y en 2010, luego de cursar un MBA en UCLA Anderson, volvió a la empresa que fundó su padre en 1978. Luego de 2 años de estar a cargo del área comercial asume la Gerencia General de Empresas FPY. Durante este tiempo, Empresas FPY ha consolidado su liderazgo en el mercado inmobiliario y su presencia en gran parte del territorio nacional, desde la segunda a la décima región. Actualmente Inmobiliaria PY (www.py.cl) está comercializando más de 35 proyectos residenciales.



Gabriela Barreto Sayan

Socia de Inversiones Inmobiliarias
CAPIA

FONDOS DE INVERSIÓN Y BANCA DE INVERSIÓN

CAPIA se enfoca en Gestión de Fondos y Banca de Inversión. CAPIA Inversiones Inmobiliarias es una plataforma de asesoramiento e inversión inmobiliaria recién lanzada, enfocada en equity y deuda en inmuebles de calidad. Levantando un 1er Fondo de Vivienda



Gabriela Barreto Sayán socia responsable del desarrollo y gestión de los Negocios Inmobiliarios. Previo a esto, fue Directora de inversiones inmobiliarias en Credicorp Capital (Perú), Gerente de Desarrollo en Goodman para el Sur de Europa, Funcionaria de Negocios para empresas del sector Inmobiliario en el Banco Sudamericano (Perú) y miembro del equipo de análisis de proyectos residenciales y comerciales de Urbi Propiedades (Perú). Es Ingeniero Industrial de la Universidad de Lima con un MBA en Vlerick Leuven-Gent Management School en Lovaina (Bélgica) y tiene una especialización en Negocios Internacionales en la Universidad de Berkeley (EE.UU.).



Gastão Valente

Senior Vice President
GIC

FUNDO SOBERANO

O GIC é um fundo soberano estabelecido pelo governo de Cingapura para administrar suas reservas internacionais com o objetivo de obter bons retornos de longo prazo acima da inflação global. Os ativos do fundo foram estimados em US\$ 359 bilhões.



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.



Georgette Montalván

Central Finance Manager
INVERSIONES CENTENARIO S.A.A.

INVESTOR / DEVELOPER

Corporate responsibility over the finance, legal, IT and procurement areas. Permanent attendant to the Corporate Board of Directors, as well as to the audit and executive committees.



Corporate CFO with ample local & regional experience in finance, risk management, legal, human resources, IT, and administrative services. Deep knowledge of diverse sectors such as pharma wholesale & retail, energy, oil & gas, real estate, and infrastructure. Extensive international trajectory in investment banking. Oriented to value creation for shareholders through successful M&A processes, corporate governance implementation, bottom line profitability strategies, and optimal business risk management.



Gerardo Carrillo

Shareholder
GREENBERG & TRAUIG

LAW FIRM

Greenberg Traurig, LLP (GTLaw) has more than 2,000 attorneys in 38 offices in the United States, Latin America, Europe, Asia and the Middle East.



Gerardo Carrillo Valadez focuses his practice on real estate, development, and mergers & acquisitions transactions. He has more than 17 years of experience within the Mexican market, and brings wide-ranging knowledge of residential, commercial, industrial and hospitality projects. He also possesses a unique understanding of mixed use and multifamily properties. Additionally, Carrillo Valadez has participated in multiple engagements across other industries. In 2018, he was recognized in real estate by Chambers Latin America, The Legal 500, and Latinex.



Germán Ahumada

Socio-Director y Co-Fundador
ARTHA CAPITAL

PRIVATE EQUITY FUND MANAGER

Artha Capital es un administrador de capital privado, enfocado en originación, desarrollo, adquisición y operación de activos reales en bienes raíces, infraestructura y energía. Artha Capital tiene MXN \$22,800 MM de pesos en activos bajo administración.



Co-Presidente y socio fundador de Artha Capital. Germán supervisa la planeación, operación construcción, desarrollo y estrategias de los proyectos en conjunto con entidades del gobierno y disposiciones de cartera clave. Fue Vicepresidente del consejo de administración y Director General Adjunto de Consorcio ARA. Germán Ahumada ha sido consejero de BBVA Bancomer desde el 2004. Formó parte del consejo de administración de Hipotecaria Vanguardia y participó en el Comité de Crédito de la misma. Cursó la maestría en alta dirección de empresas (AD-2) en el Instituto Panamericano de Alta Dirección de Empresas (IPADE) y tiene diversos diplomados de Administración por parte de Wharton School for Management y la Universidad de Stanford.



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



Giovanni D'Agostino

President
NEWMARK KNIGHT FRANK

CONSULTANT

Newmark Knight Frank (NKF) es una de las firmas más importantes de bienes raíces a nivel mundial y líder en consultoría inmobiliaria.



Mr. Giovanni D'Agostino is President of Mexico and Regional Managing Director of Latin America of Newmark Knight Frank, one of the world's leading commercial real estate advisory firm. He has more than two decades of experience in commercial real estate, delivering the highest level of service. In the last two years, he has led the exponential growth of NKF Mexico, positioning the company in more than 9 countries throughout Latin American while turning the company as the most disruptive leader in the region.



Girard Benoit

Director, Investments, Growth Markets
IVANHOÉ CAMBRIDGE

INVESTOR

Ivanhoé Cambridge develops and invests in high-quality real estate properties.

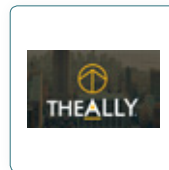


Gonzalo Colucci

Director
THE ALLY GROUP

INVESTOR

The Ally Group is a company founded by the partners of Uppergrowth, an alternative investments firm specialized in the design and implementation of alternative strategies to catalyze and democratize growth in key sectors.



Gonzalo is Partner and Head of Strategy at The Ally Group, a real estate asset manager focused on shifting the quality and service frontiers for private and institutional investors in LatAm, expanding comprehensive and scalable strategies under international investment and development best practices. Previously, Gonzalo was Partner and Head of Alternative Investments at Compass Group, leading the regional development of its real estate platform.



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 Cities, a real estate development firm focussed on large master-planned communities, residential and mixed-use projects. UMANA also provides consulting and development-partnership at singular projects. Experience includes co-development of more than 3,000 Has, of innovative communities as well as 1,500 residential and high-end units. Prior to UMANA, he was MD at Anida, the RE development division of BBVA Group. Holds a B.A degree in Architecture from Anahuac University; member of the ADI (Asociacion de Desarrolladores Inmobiliarios), and co-founder of the ULI Executive Committee Chapter Mexico



Gonzalo Robina

CEO
FIBRA UNO

REIT

Fibra Uno is a Mexico-based company, which is engaged in the investment in commercial and industrial real estate properties.



Mr. Gonzalo Pedro Robina Ibarra serves as Chief Executive Officer of Fibra Uno. He has over 30 years of experience in the real estate sector. Before joining Fibra Uno, he was founder and Chairman of MexFund Private Investmetn Fund created in 2007. He was Chairman of Fenix Capital Group, a real estate fund owned by Deutsche Bank with over 7,000 real estate assets in Mexico and 14,000 properties under its management.



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 councillor 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.



Gregorio Schneider

Managing Partner
TC LATIN AMERICA PARTNERS

INVESTOR

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



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



Guillermo Carbonel Carrillo

VP Gestión de Activos
FIBRA PRIME

REIT

Fideicomiso peruano creado para la adquisición o desarrollo de bienes inmuebles (oficinas, centros comerciales, centros industriales/logísticos, almacenes, hoteles) para destinarlos a su arrendamiento y ofrecer a sus inversionistas retornos en dividendos.



Vicepresidente de Gestión de Activos de ADMINISTRADORA PRIME, cuenta con más de 20 años de trayectoria empresarial, dentro de los cuales +15 han sido dedicados a la industria inmobiliaria en diversas áreas (Comercial, Marketing, Desarrollo y Operaciones) dentro de compañías de Real Estate de primer nivel (Mall Aventura Plaza, Urbanova, Jockey Plaza). Durante su carrera administró de manera exitosa más de 566,000 m2 de ABL conformado por 40 activos inmobiliarios Guillermo tiene una Maestría en Dirección de Empresas y ha realizado cursos de especialización de administración de activos retail en la Escuela John T. Riordan de International Council of Shopping Centers (ICSC).



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 Ibmecc (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.

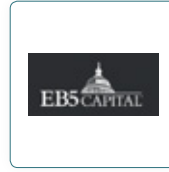


Gustavo Marchesini

Investor Relations Manager
EB5 CAPITAL

INVESTOR

We raise capital from foreign investors to finance job-creating projects across the United States under the EB-5 Immigrant Investor Program.



As an Investor Relations Manager, Gustavo manages EB5 Capital's Brazilian markets, helping to expand and strengthen the company's connections with investors, agencies and EB-5 professionals. He has a diverse professional background covering areas like hospitality, customer service and commercial real estate.

Originally from Rio de Janeiro, Brazil, Gustavo attended the Pontifical Catholic University of Rio de Janeiro, where he earned his Bachelor of Science in Psychology.



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

Founded in 2002, Atlas Desarrollos is a Mexican real estate development company focused on the middle income and residential market segments.



Guven Giray is a founding partner of Atlas Desarrollos, 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.



Henry Gonzalez Duarte

Partner-Bienes Raíces, Hosp. y Constr.
EY

REAL ESTATE CONSULTANT

EY Real Estate, Hospitality & Construction practice has the ability to mobilize a team of seasoned professionals to address complex and demanding challenges and provide seamless service on a global basis.



Henry González Duarte, es Socio Director de Ernst & Young y responsable por el sector Real Estate, Hospitalidad y Construcción de la empresa em Mexico.



Hércules Nolasco

Diretor Proprietário
ÂNCORA ENGENHARIA

CONSTRUCTION COMPANY

A Âncora Engenharia presente no mercado há 25 anos, atua em todos os segmentos do mercado privado de edificação, com operações em todo o território nacional, fornecendo soluções completas de engenharia, com mais de 1 Milhão de m² e mais de 170 empreendime



Hércules Nolasco Fundou e Preside há 24 anos a Âncora Engenharia. Atualmente é Chairman do conselho de administração da Holding Formada pelas empresas Âncora Engenharia, Âncora Empreendimentos e Âncora Energia. Atuou junto a entidades patronais do setor de construção como Vice-Presidente do Sinduscon-GO e Presidente do Seconci-GO. Graduado em Engenharia Civil pela UFG em 1990, e pela Harvard Business School (OPM) em 2012.



Henrique Cordeiro Guerra

Managing Partner
ONE BRIDGE CAPITAL

GESTORA DE INVESTIMENTOS

Empresa independente, exclusivamente dedicada a investimentos no setor imobiliário. Buscamos trabalhar e apoiar equipes de gestão e desenvolvimento de projetos com expertise na execução de suas estratégias de negócios.



Henrique é gestor do FII LOBMs. Possui 20 anos de experiência no setor imobiliário, liderando a estruturação de mais de 70 transações envolvendo shoppings, terrenos e projetos de uso-misto, representando cerca de US\$ 2.5 bilhões.

Antes de fundar a One Bridge Capital em 2016, ele participou em 2004 na formação da Aliance Shopping Centers. Na Aliance, foi Diretor Executivo (2004-16) e de Relação com Investidores (2010-16). Henrique é Trustee da The Thacher School (2012-presente) e membro do Conselho do Steers Center for Global Real Estate da Georgetown University (2016-presente).

Henrique fundou em 1999 com o Bank Boston Capital o portal imobiliário E-Imoveis. Ele começou sua carreira em Nova York no Credit Suisse (1994-99).



Hernani Varella Jr

Managing Partner
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 Talento 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.



Ignacio Mariategui

Founder & Managing Partner
FIBRA PRIME

REIT

FIBRA Prime, constituido por Administradora Prime (APSA), es la primera FIBRA en el Perú y colocará certificados de hasta US\$ 500 millones, los mismos que serán transados en la Bolsa de Valores de Lima. Estamos clasificados por Class y Equilibrium.



Ignacio es Gerente General y Socio Fundador de ADMINISTRADORA PRIME, empresa dedicada a la gestión de inmuebles y propiedades adquiridas por EL FIBRA Cuenta con una trayectoria empresarial de 20 años, dentro de los cuales +9 años han sido dedicados a la industria inmobiliaria, adquiriendo satisfactoriamente activos comerciales por más de USD 50 MM, los cuales generan flujos positivos y estables. Cuenta con un MBA en la Universidad Adolfo Ibañez de Chile y también uno en Deusto School of Business, así como cursos de educación continua en el programa Real Estate en Oxford University en el SAID Business School.



Irma Iniguez

Vice President at Artifex Development
ARTIFEX DEVELOPMENT

DEVELOPER

Artifex Development es una empresa de soluciones de Real Estate para inversionistas: Planeación, Desarrollo y Dirección de Proyectos Turísticos Hoteleros y Residenciales de Lujo, Asesoría en Hospitality (Preoperación y Operación) Owners Representati



Experienced Vice President with a demonstrated history of working in Design and Construction Industry. Expert in the Luxury Hospitality Industry (Hotel and Residential) New hotel openings and renovations. Strong program and project management professional with a Diploma focused in Project Management from Tecnológico de Monterrey.



Jack Levy Hasson

CEO
GRUPO VEQ

DEVELOPER

Con 14 años de experiencia, tiene presencia en 7 ciudades mexicanas y una ciudad en EUA. Aproximadamente 2500 millones de pesos en ventas de proyectos en construcción y relación 3 fondos de inversion importantes. Cuenta con un equipo de 90 profesionales.



Jack es un apasionado por el talento humano y por descubrir lo que es posible en el mundo si pones esfuerzo y dedicación. Lo que mas presume es la calidad de su equipo de trabajo y las relaciones personales que ha logrado construir. En el 2002 empezó a incursionar en los desarrollos inmobiliarios siendo uno de los primeros aventureros en abrir brecha en el negocio de edificaciones verticales en Guadalajara, Jalisco. Hoy en día además de dirigir Grupo VEQ, le dedica gran parte de su tiempo a la educación y fundó una escuela que apoya los valores de aprender haciendo, con la misión de enseñar a los niños a enfocarse en quienes son y como deciden, para así formar personas consideradas de otros y con un pensamiento critico.



Jairo Corrales

President
PEI ASSET MANAGEMENT

REIT

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



Jairo Corrales es el Presidente de Pei Asset Management, administrador del Pei, vehículo de inversión inmobiliaria líder en Colombia. Cuenta con más de 20 años de experiencia en la industria y desde 2009 hace parte de la organización.

Al frente de Pei Asset Management ha estructurado la adquisición de más de 500,000 m2 en diferentes categorías de inmuebles como comerciales, corporativos, logísticos y de usos especializados. Participó en la estructuración de la Sede Corporativa Isagen en Medellín, el Centro Comercial Plaza Central y la torre Atrio entre otros.



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.



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 Dominguez 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.

**RITCH
MUELLER**



Javier Llaca García

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.

fibramty



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.

**Grupo
Bancolombia**



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.

THOR URBANA



Joanna Frazier

Director of Operations, Mexico
GREYSTAR

INVESTOR

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

Joanna Frazier is the Managing Director of Operations for Greystar Mexico. She joined Greystar in 2013 to oversee the multifamily portfolio in Mexico City, Monterrey, Cancun, and Guadalajara. She is responsible for the strategy and execution of operational assets; supporting capital partnerships with market expertise; and oversight across business lines. She holds an MBA from Chicago Booth School of Business and a BBA and BA from the University of Georgia. Prior to Greystar Ms. Frazier worked as a management consultant at Bain & Co. in Mexico City.

GREYSTAR



John Lamb

Managing Director Real Estate Corporate
BANK OF AMERICA MERRILL LYNCH

INVESTMENT BANK

We're uniquely equipped to meet the needs of real estate companies. What would you like the power to do?

John Lamb is head of Real Estate Corporate Banking (RECB) for Bank of America Merrill Lynch. His team is responsible for a client base focused on REITs, fund sponsors, public homebuilders, lodging companies and real estate service companies. The RECB team focuses on client management/advisory services for global debt and traditional banking products in close coordination with the Real Estate Investment Banking team. Mr. Lamb has been with Bank of America predecessor banks since 1986. He previously held leadership roles in Real Estate Syndications. He received a BA in Economics from Bowdoin College and a MBA from Thunderbird.

**Bank of America
Merrill Lynch**



Jorge Avalos

CEO
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.



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



Jorge Gómez

CEO
OUEST

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.



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 Zeltzer Faba

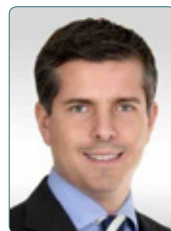
General Manager Investments & Commercial
INMOBILIARIA INGEVEC

DEVELOPER / INVESTOR

Leading company in construction, RE and hotels developments in Chile. We handle more than 50 constructions projects and more than 40 residential projects in the country. Also, we invest and develop multifamily building and hotels in Chile and Peru.



CEO of Inversiones y Rentas Ingevec, the commercial real estate and Income Producing Assets arm of Ingevec S.A. Jorge brings a deep experience in investment banking, asset management, real estate and hotel industry, having held positions with IM Trust, as the Head of Infrastructure, and with Compass Group, as an Investment Manager. In addition, Jorge head various investment positions at investment bank Santander GBM, based in Chile and Spain, where he was involved with more than \$3.5 billion in deals in different countries in Latin America.

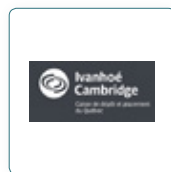


Jorge Margain

Vice President
IVANHOÉ CAMBRIDGE

INVESTOR

Ivanhoé Cambridge develops and invests in high-quality real estate properties.



Jorge has extensive experience in the real estate industry and more specifically in the management of real estate funds in Mexico. Prior to joining Ivanhoé Cambridge, he worked for PGIM Real Estate (Prudential), a real estate private equity firm where he was Head of Transactions for Mexico. Before that, Jorge was a Senior Director at Tishman Speyer and also worked for real estate development and investment firms Tresalia Capital, Apollo Real Estate and AMB Property Corporation (now Prologis). Jorge holds an MBA from Wharton School of Business and a Bachelor's Degree in Economics from Instituto Tecnológico Autónomo de México (ITAM). He speaks fluent English and Spanish.



José Carlos Alemán

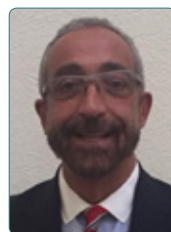
General Manager
SIILA MEXICO

MARKET RESEARCH

La misión de Siila México es proporcionar inteligencia de mercado del sector inmobiliario comercial con los más altos estándares de calidad.



José Carlos is responsible for increasing the reach and scope of Siila's services in Mexico. As general manager some of his responsibilities include: strategically growing Siila coverage across Mexico. Business development, and managing the marketing and administrative departments. Prior to joining Siila México, José Carlos worked at Orange Investments and executed real estate investment projects. He coordinated the team responsible for collecting and analyzing data. This data was used for the creation of in-depth market research, conceptualization and financial projections.



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 México (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 Rubén Velarde

Vice-presidente de Inversiones Alternati
CREDICORP CAPITAL

ASSET MANAGEMENT

Credicorp is Peru's largest financial holding company. Through its subsidiaries, Credicorp provides commercial banking, microlending, insurance, pension fund management and financial advisory services at an international level.



Real Estate Professional, with extensive experience in the Real Estate industry, both institutionally and as an entrepreneur. With experience in acquisitions, development, re-development, and repurposing residential, commercial, retail and industrial assets.



Josef Preschel

Managing Director/ North
PENINSULA INVESTMENT GROUP

INVESTOR

Asset planning company focused on real estate investments. Investment for development and rental of real estate in selected markets for Latin America and United States.



He began working in the real estate sector in 2003 as President in Rain Forest Tram Ltd with operations in the US, Mexico, Central America and Caribbean. He was involved in the creation, site selection, development and project management. Working in the region, he identified a shortage of housing and therefore an opportunity to invest in real estate developments and in 2006 he created Peninsula. He is responsible for the relationship with investors and the portfolio allocation for projects in Mexico, Central America and Colombia.



Joseph Mansur Metta

Director General
M&M CONSULTORES INMOBILIARIOS

DEVELOPER

Fundada en 1997, con mas de mil propiedades en cartera y socio de 7 desarrollos residenciales. Unica empresa en el giro certificada como GPTW. 1er lugar en International Property Awards 2015 y 2017. 5 años con premio a Empresa Mexicana del Año por LAQUI.



Joseph Mansur Metta, 39 años, director general y fundador de M&M Consultores Inmobiliarios. Más de 16 especialidades en Administración, Finanzas y Negocios Inmobiliarios. Juego golf, ciclismo, y box, soy un apasionado de los coches y de los relojes, tengo curiosidad por el arte.



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 is the leading residential, retail, office, and industrial RE development and investment group in Colombia, engaging in the sourcing, structuring, investment, construction, sale, and management of real estate development projects in Colombia.



CIO at AMARILO GROUP, the premier Real Estate group in Colombia, and Co-Founder & CIO at YELLOWSTONE CAPITAL PARTNERS. He has 10+ years of professional experience in Private Equity and Real Estate Investments & Development. Since 2013, has overseen all aspects of M&A, investment strategy & management, capital markets, financial structuring, and deal-making for AMARILO, where he has also been a Board Member since 2008. Has led the structuring, commitment, execution, and deployment of over US\$ 300 million in institutional investor capital for AMARILO, and also the deal team leader accountable for the successful of a 30% ownership stake in the AMARILO platform by PSP INVESTMENTS, with US\$ 153 billion in AUM.



Juan Carlos Ostos

CEO
CINUK

INVESTOR / DEVELOPER

CINUK es un fondo inmobiliario y plataforma integrada que se dedica al desarrollo end to end de proyectos de Real Estate, principalmente proyectos de vivienda vertical, centros comerciales, usos mixtos y oficinas.



Since June 2017, Mr. Ostos is CEO of CINUK, 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 Carlos Sotomayor

Managing Director Capital Markets
ARTHA CAPITAL

PRIVATE EQUITY FUND MANAGER

Artha Capital es un administrador de capital privado, enfocado en originación, desarrollo, adquisición y operación de activos reales en bienes raíces, infraestructura y energía. Artha Capital tiene MXN \$22,800 MM de pesos en activos bajo administración.



I am long-tenured financial services industry executive, with more than 22 years of experience in various leadership positions, most recently in Private Equity specializing in Real Estate Development and Energy/Infrastructure. Currently responsible for Alternative Investment Fund formation, Investment & Strategic Joint Venture structuring. Direct the firm's capital raising efforts and shape its strategy to better service financial advisors and wealth managers, as well as expand distribution opportunities.



Juan de Bedout

Managing Director of Investment Banking
DAVIVIENDA CORREDORES

INVESTOR

Investment bank and brokerage house reaching over 135,000 customers through 8 offices in Colombia and Panama. Subsidiary of Banco Davivienda. Our Real Estate Investment Fund has COP 450 billion in assets.



Has more than 20 years of experience in the Colombian financial markets structuring and leading transactions including: tender offers, auctions, loan syndications, de-listings, IPOs, bonds, securitisations and structured notes in excess of USD20billion. He has also led and participated in multiple M&A transactions of both private and public companies in the Andean region. He was a Partner at Corredores Asociados, the birth place of Davivienda Corredores, and worked with the Rothschild Group and the Bancolombia Group. Juan holds a BA in Economics from Universidad de Los Andes and a M.Sc. in Finance from The London School of Economics and Political Science. He is fluent in English, French and Spanish.



Juan Hinestrosa Gallego

Director General
ARTICULAR - INVERSIÓN INMOBILI

BANCA DE INVERSIÓN

Banca de Inversión especializada en inversiones inmobiliarias.



Fundador de ARTICULAR INVERSIONES INMOBILIARIAS. Cuenta con más de 20 años de experiencia en roles financieros e inmobiliarios. Antes de fundar ARTICULAR INVERSIONES, se desempeñó como vicepresidente inmobiliario y de desarrollo del Grupo Éxito, donde lideró operaciones de Sale & Lease Back así como el plan de inversiones, tanto del negocio retail como del inmobiliario. También fue vicepresidente de inversiones y negocios internacionales en Conconcreto, participando en varias operaciones Built to Suit & Lease y gerente de proyectos de finanzas corporativas en banca de inversión Bancolombia. Ingeniero civil de la Escuela de Ingeniería de Antioquia (Medellin, COL) y cuenta con un Msc en finanzas e inversiones de la Universidad de York (UK).



Juan Pablo Arroyuelo

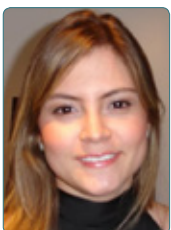
CEO
ARMOUR SECURE

INSURANCE

Armour is a privately held insurance group. It has many interests in the insurance market, including title insurance, reinsurance, run –off solutions and risk and claims management services.



Juan Pablo is President and CEO for "Armour Secure Insurance & Escrow" before known as "Fidelity National Title de Mexico" a wholly owned subsidiary of Fidelity National Financial. He was Executive Director for "Stewart Title Guaranty de Mexico" for 6 years, starting its Mexican branch in 2001. He has been credited with helping to bring title insurance into the commercial mainstream in Mexico during his tenure in the Real Estate Industry over the last 10 years. He has participated in the due diligence and assurance of more than \$15 billion dollars across Mexico.



Juliana Gómez

Gerente Promoción de Inversión
PROCOLOMBIA

TRADING AGENCY

PROCOLOMBIA is entity in charge of promoting international tourism foreign direct investment non-traditional exports & the Country Brand of Colombia



Juliana Gómez has been Director for FDI since 2010. PROCOLOMBIA is an organization responsible for the commercial promotion of Colombia as direct foreign investment destination foreign tourism and as a vendor of non-traditional goods & services. Close to



Juliano F. Antunes

CEO e Co-founder
ULIVING BRASIL

STUDENT HOUSING

Fundada em 2012 a Uliving Brasil foca no desenvolvimento e administração de empreendimentos voltados ao público estudantil universitário



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.



Laurent de Kousemaeker

Chief Development Officer Caribbean & La
MARRIOTT INTERNATIONAL

HOTEL MANAGEMENT

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

Mr. Laurent De Kousemaeker has been Chief Development Officer of Caribbean & Latin America region at Marriott International, Inc. since March 2010. Mr. De Kousemaeker leads the hotel development team for all the brands for the Caribbean, Mexico, Central America and South America, which includes Bulgari Hotels & Resorts, Edition, JW Marriott, Renaissance, Courtyard, AC by Marriott, Marriott Executive Apartments, Residence Inn, Fairfield Inn and the Autograph Collection



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.



Leopoldo Landy

Associate
BLUE WATER ADVISORS

INVESTOR

Private equity firm focused on acquiring and developing real asset-based businesses. Manages a portfolio of companies which includes Plaza Logística, one of the largest logistic real estate platforms in Argentina.

From 2013 to 2017 Leopoldo worked for Citi Investment Banking, LatAm M&A Group (NY). Since then, he is Associate in Blue Water Advisors, Private Equity (NY).



Leon Rodriguez

Vice President
BK PARTNERS

INVESTOR

Leading investment firm dedicated to the creation of investment vehicles for different sectors providing own equity and attracting specialized investor for its development. Has more than US\$2.5B of assets under management.

has over 8 years of experience in the real estate and private equity industry. León joined BK Partners in 2012 and currently serves as Vice-President. León has worked on all of BK's public and private real estate investment vehicles - leading fundraising, exits, acquisitions, and development. Prior to BK, León worked at Mira Companies as an investments analyst. León holds an MBA from the Haas School of Business from the University of California, Berkeley.



Lucas Vargas

CEO
GRUPO ZAP - VIVA REAL

REAL ESTATE TECH AND DATA.

The leading Brazilian real estate marketplaces, ZAP and Viva Real, as well as their companies Geomovel, suahouse, sub100, and DataZAP, connect buyers, sellers, renters, other individuals, and institutions involved in the real estate transaction.

Lucas Vargas has been the CEO of ZAP Viva Real Group since November 2017, when the company was established following the merger ZAP and Viva Real. Prior to that, he was the CEO of Brazilian real estate portal VivaReal since June 2016. He first joined the company in 2012 as VP of Sales. Over time, the scope of his responsibilities expanded to other areas and at the end of 2015 he was promoted to COO. Prior to VivaReal, Lucas was co-CEO of Groupon Brazil. Lucas also worked at Bain&Company, Santander Bank and PwC Mexico. Lucas completed his MBA at Harvard. He holds a Business Administration degree from the University of Rio de Janeiro. He also graduated from the Military Engineering Institute.





Luciano Rossi

Partner
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 has a law degree from the University of São Paulo Law School and a masters' degree from the University of Oxford. As an international experience, he worked at Cravath, Swaine & Moore in New York. He has been working at Pinheiro Neto Advogados since 1991 and became a partner in the real estate area in 2005. He leads a specialized team within the firm, offering advice on complex cases ranging from property acquisitions and leases to more specialized matters such as parceling/development, shopping centers, rural properties, construction, hotels/tourism and real estate financing.

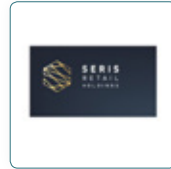


Luis Cantú

CEO
SERIS RETAIL HOLDINGS

DEVELOPER

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 Fernando Ramirez

Presidente
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.



Luis Gutierrez

President LatAm
PROLOGIS

REIT

Prologis provides efficient logistics real estate solutions to the world. In partnership with top manufacturing and distribution companies.



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



Luis Raúl Solá

VP & General Manager
GRUPO FERRE RANGEL

DEVELOPER

Kingbird Investment Management is a wholly owned company of Grupo Ferré Rangel. Kingbird utilizes both its own family office capital and that of third-party investors to identify properties in the multifamily and student-housing sectors



Luis Raúl Solá is the Chief Operating Officer of Kingbird Investment Management, a wholly owned company of Grupo Ferré Rangel, a 100 years Family Office in Puerto Rico. Luis Raúl is responsible for overseeing portfolio and asset management, financial reporting and investor relations. He monitors financial performance to maximize investor returns in the U.S. and Latin America portfolios. Luis Raul's real estate career started in 2001, by managing the Ferré Rangel Group's commercial real estate portfolio in Puerto Rico. He was responsible for consolidating the family's real estate assets and establishing strategic plans to enhance the asset performance and value. Luis Raúl has completed over \$700 million in real estate transactions



Luis Sada

Principal & CFO
ONE DEVELOPMENT GROUP

DEVELOPER

ONE Development Group is a Mexican company focused on creating revolutionary real estate spaces with memorable experiences that change the way people live, work and interact with their communities. Our utmost priority is to create a positive impact on the



Luis has more than 17 years of experience in the development, management, acquisition and financing of real estate across multiple assets classes. Over the past five years, Luis has led ONE Development Group and its team in the development and management of one of the largest high-end mixed-used developments in Mexico, including residential, retail, office and hospitality assets. Currently, in addition to the execution of existing projects, Luis is leading the company in its growth and expansion efforts into other asset classes and markets across Mexico. Prior to joining ONE Development Group, he held several senior leadership positions at two major industrial real estate development firms in Mexico, FINSA and Stiva, with management respons



Luisa González

Gerente de Adquisiciones
PEI ASSET MANAGEMENT

REIT



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



Luiz Hernandez

Diretor Comercial
LOTUS CAPITAL

FAMILY OFFICE/INVESTOR/DEVELOPER

Family office focado na área imobiliária em Brasília e Miami.



Luiz Felipe Hernandez cresceu no ambiente jurídico e imobiliário. Desde novo acompanhou os investimentos imobiliários feitos por sua mãe, advogada Fernanda Hernandez. Pelo fato de sempre estar no ambiente jurídico, trabalhou no escritório de sua família e optou em focar na área imobiliária. Hoje é responsável por todo desenvolvimento imobiliário de sua família em Brasília e Miami/FL.



Luiz Piccini

Diretor
INKOA INCORPORADORA

DEVELOPER

De espírito jovem, nasce com o propósito de buscar o melhor de cada etapa do processo de incorporação e melhorar a relação das pessoas e a cidade.



Arquiteto e advogado pela Belas Artes e Fundação Armando Alvares Penteado, respectivamente, com MBA em Desenvolvimento Imobiliário pela FUPAM em 2010, Piccini iniciou sua carreira como advogado na área societária de um escritório boutique de São Paulo. Transferiu-se posteriormente para a área de incorporação dedicando seu tempo de 2007 a 2012 a 4 empresas no mercado imobiliário: Cyrela Brazil Realty, REM Construtora, MZero Desenvolvimento Imobiliário e Sabiá Residencial. Em 2012, fundou a INKOA Incorporadora, onde é diretor executivo.



Luke Rottmann

VP, Client Relations
PROLOGIS

INVESTOR

Prologis provides efficient logistics real estate solutions to the world. In partnership with top manufacturing and distribution companies, we ensure timely delivery of the products that make modern life possible.



Luke Rottmann is a vice president, client relations, and is focused on relationships with institutional investors and consultants in the United States. Mr. Rottmann joined Prologis in 2012 and has over ten years of real estate industry experience. Prior to joining Prologis, he was with JER Partners where he was part of a team managing client relations across six real estate funds focused on the U.S. and Europe. Mr. Rottmann received his B.A. from the State University of New York at New Paltz.



Marcelo Carrere

National 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. Cursou Economia na PUC-RJ e possui mais de 30 anos de experiência no mercado imobiliário. Atuou no conselho de diversas empresas, como Hispamar e CHN.



Marcelo Fedak

Managing Partner
BLUEMACAW

PRIVATE EQUITY

We strive to achieve superior risk-adjusted returns through diligent analysis, creativity, and an idea meritocracy



Marcelo Fedak is the Managing Partner at Bluemacaw and is responsible for the overall strategy of the firm. Mr. Fedak founded the company after opening the office and running Blackstone's Real Estate activities in Latin America for 4 years. Before that, until 2014, 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, from 2005 to 2009, Mr. Fedak worked at Goldman Sachs, Credit Suisse and Bain and was involved in over \$30bn of various M&A and capital market transactions across multiple industries. Mr. Fedak received a BA in business from FGV - Escola de Administracao de Empresas de Sao Paulo.



Marcelo Hannud

Especialista Imobiliário XP Asset - FIIs
XP ASSET MANAGEMENT

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.



Marcelo Gutierrez Gutierrez

Co- Founder
MARAND CAPITAL

INVESTOR

Marand Capital is a firm based out of Monterrey, Mexico. Marand focuses on managing investments primarily in the real estate and education industries.



Marcelo M. Gutierrez is Co-Founder of Marand Capital which is a firm based out of Monterrey, Mexico. Marand focuses on managing investments primarily in the real estate and education industries. His work in the past 5 years has been about restructuring the investments of Multigama Capital, his family's company, and structuring an Education Fund for buying schools in Mexico. He operates a real estate investments company in the United States in several sectors, and a housing real estate company owned by Multigama. Currently he is involved in the structuring of an investment vehicle for industrial real estate in the US. Before that he was director of operations and expansion for a supermarket chain for lower income areas in Mexico.



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)



Marcelo Vainstein

Managing Director
BROOKFIELD PROPERTY GROUP

INVESTOR

Empresa dedicada a investimentos em imóveis, aquisição e construção de escritórios e galpões industriais com foco em renda.



Marcelo Vainstein atuou por mais de 20 anos como diretor de importantes instituições. Foi head de Real Estate do Morgan Stanley e do JPMorgan. Foi responsável por diversas emissões de ações e dívidas no mercado de capitais, estruturação de operações de fusões e aquisições e assessoria estratégica a investidores nacionais e estrangeiros com destaque no setor imobiliário. Em 1995, foi eleito o melhor analista de equity da América Latina pela revista Institutional Investor. Atualmente, é managing director da Brookfield Property



María Clara Aristizábal

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.



Maria 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



Mariano Menkes

Vice President
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.



Mariano Menkes is a Vice President in Equity International's Investments group, primarily responsible for Latin American investment origination and execution, and portfolio management of three EI portfolio companies. Prior to joining Equity International in 2013, Mariano worked in Citigroup's Latin American investment banking group in New York. Mariano serves on EI's investment committee and is a director of two EI portfolio companies: ARG Realty and Decameron Hotels & Resorts. Mariano earned an MBA from the University of Chicago Booth School of Business, and a BS in Economics from Universidad de San Andrés.



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.



Mark Grinis

Global Real Estate, Hosp. & Construction
ERNST & YOUNG

REAL ESTATE CONSULTANT

EY Real Estate, Hospitality & Construction practice has the ability to mobilize a team of seasoned professionals to address complex and demanding challenges and provide seamless service on a global basis.



Mr. Grinis is the Global Real Estate, Hospitality & Construction Leader. He also leads the firm's global Real Estate Private Equity practice and has been the lead audit Partner for the firm's largest global accounts overseeing the firm's 1,000 professionals globally that provide lead advisory, M&A and restructuring services to investors, creditors and sponsors for EY's real estate equity clients. Prior to this role Mr. Grinis served as the Central Region Real Estate, Hospitality, and Construction (RHC) Market Segment Leader and led the firm's Transaction Real Estate Group.



Marcos Lopes Prado

Partner
CESCON BARRIEU ADVOGADOS

LAW FIRM

Um dos principais escritórios de advocacia do Brasil. Somos referência em disputas e operações estratégicas.



Marcos Lopes Prado é advogado em São Paulo/SP e sócio da área imobiliária do escritório Cescon, Barrieu, Flesch & Barreto Sociedade de Advogados. Formado em Direito pela Universidade de São Paulo (USP), em 2000. Especialista em Direito Contratual, pela Pontifícia Universidade Católica de São Paulo (PUC-SP), em Direito Urbanístico, pela Sociedade Brasileira de Direito Público (SBDP) e, em Direito Notarial e Registral Imobiliário, pelo Instituto de Registro Imobiliário do Brasil (IRIB). Membro da Mesa de Debates de Direito Imobiliário (MDDI), do Instituto Brasileiro de Direito da Construção (IBDIC), do GRI Club Real Estate Brazil, da International Bar Association (IBA) e da Comissão de Direito Notarial e de Registros Públicos da OAB-SP.



Mario Maia

Diretor Operacional
IRB INVESTIMENTOS E PARTICIPAÇÕES IMOBILIÁRIAS

INVESTOR

Somos líderes do mercado ressegurador brasileiro. Temos também negócios em diversos países, com foco especial na América Latina.



Mario Maia é diretor Operacional do IRB Investimentos e Participações Imobiliárias, desde 2016. O executivo iniciou sua trajetória no ressegurador IRB Brasil RE em 2015 e foi responsável pelo projeto de reorganização societária que originou as cinco empresas que constituem o braço imobiliário do grupo. Engenheiro civil formado pela Universidade Federal do Rio Grande do Norte (UFRN), Mario também é bachelor em business management pela Oklahoma Baptist University e possui MBA em finanças pelo Ibmec. Com mais de dez anos de experiência, Mario teve passagens por empresas do mercado de serviços e construção civil e atuou nas áreas de orçamento, consultoria e viabilidade de projetos.



Martín Hurtado Castillo

Vicepresidente de Inversiones
INTERSEGUROS INSURANCE COMPANY

INSURANCE COMPANY

Interseguro Compañía de Seguros is one of the largest insurance companies in Perú. Provides annuities, individual life and disability insurances and survivor benefits. Is a subsidiary of IFS PE, a financial conglomerate, and manages USD3.3 Bi. in assets.



Martín Hurtado Castillo, has served as Interseguro's Chief Investment Officer since 2016. Prior to joining Interseguro, Mr. Hurtado served as a Partner at Capia Servicios Financieros, a local M&A Boutique. He also worked as a Manager – Real Estate Strategy at Urbanova Inmobiliaria (Grupo Breca). He has also served as a Partner in Banco Brasil Plural (Sao Paolo, Brasil) and as a Securities Analyst at Invesco's Global Real Estate Securities Division (Dallas, Texas). Mr. Hurtado holds a degree in economics from Universidad de Lima and a Master's degree of Business Administration from University of Texas at Austin.



Maurício Elizondo

Director de Desarrollo Resorts
GRUPO POSADAS

HOTEL MANAGEMENT COMPANY

Empresa hotelera líder en México



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



Mauricio Levitin

Managing Director
PENINSULA INVESTMENT GROUP

INVESTOR

Peninsula's strategy is to create value by investing in Real Estate development projects in Latin America targeted to the mid & low income segment where there is a deficit of more than 20 million homes.



Mr. Levitin has been actively involved in Real Estate investment since 1996. He co-founded Peninsula in 2005, an asset management firm focused on Real Estate investments across the Americas. Mauricio was a management consultant with McKinsey & Co. for seven years. At McKinsey, he led a wide range of engagements in corporate strategy, business acceleration, turnaround and M&A. With McKinsey, Mauricio worked in various markets, including Argentina, Brazil, Chile, Colombia, Mexico, Peru, Spain, the United States, Uruguay and Venezuela. Mauricio worked at Lehman Brothers in London as a Summer Associate in the Real Estate Investment Banking division and developed M&A strategies for companies across Europe.



Mauricio Reiter

Vice President
BLUE WATER WORLDWIDE

INVESTOR

Private equity firm focused on acquiring and developing real asset-based businesses.



Director at Blue Water Advisors LP, a private equity firm focused on acquiring and developing real asset-based businesses. Blue Water Advisors manages a portfolio of companies which includes Plaza Logística, one of the largest logistic real estate platforms in Argentina. Prior experience includes The Boston Consulting Group and Goldman Sachs. He holds a B.S. from Tec de Monterrey and received his MBA from Stanford University Graduate School of Business.



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 Dias

Presidente
GLP BRASIL

DESENVOLVEDOR & GESTOR DE FUNDOS

A GLP é líder em instalações logísticas modernas com presença na China, Japão, EUA, Europa e no Brasil. São 60 milhões de m², atendendo mais de 4 mil clientes. No Brasil, gerencia uma rede de ativos imobiliários com 4,9 milhões de m² em 36 cidades.



Mauro Dias é presidente da GLP Brasil e membro do comitê executivo global da empresa. Possui 31 anos de experiência na área de logística e infraestrutura. É graduado em Engenharia Mecânica e Economia pela Universidade Federal do Espírito Santo, e MBA pela UCLA (Universidade da Califórnia - Los Angeles).



Mauro Lima

Diretor Executivo
EXCELIA REAL ESTATE

PLATAFORMA DE INVESTIMENTOS

A Excelia Real Estate é uma plataforma independente de investimentos, gestão e soluções imobiliárias, com ampla experiência e reconhecimento do mercado.



Sócio fundador e CEO da Excelia Real Estate, com profundo conhecimento do mercado imobiliário, cuja carreira foi desenvolvida em grandes empresas como Brookfield, XP, Rossi, CCDI, Serveng, Ernst & Young, Parsons Brinckerhoff, CBRE e Birmann. Com mais de 30 anos de experiência em investimento e desenvolvimento imobiliário, acumulou expertise em planejamento, estratégia, estruturação e implantação de empresas, desde o startup até entrega de resultados, incluindo relações com a governança corporativa e administração, gerenciamento e manutenção de patrimônios. É Conselheiro de Administração Certificado pelo IBGC, Membro do The Royal Institution of Chartered Surveyors, formado em Engenharia Civil e Administração de Empresas, com MBA - FIA/USP



Max Lima

Sócio-diretor
HSI - HEMISFÉRIO SUL INVESTIMENTOS

INVESTOR

A Hemisfério Sul Investimentos é uma empresa líder em gestão de investimentos com foco em investimentos imobiliários em todo o Brasil.

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.



Miguel Bordes

Director de Comercial Real Estate
BANCO SABADELL

BANK

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

Director de Real Estate con 15 años de experiencia en el sector financiero. Estuvo en otras empresas como HSBC, JLL y Prudential Real Estate Investors. Licenciatura en Administración (ITAM)



Miguel Chapa

Owner & CEO
MACH CONSTRUYE

DEVELOPER

Desde hace 20 años MACH Construye ha tenido la oportunidad de trabajar en más de 100 obras, como edificios de departamentos, corporativos hasta complejos de usos mixtos. Actualmente nos encontramos desarrollando más de 30 proyectos de gran escala.

El ingeniero Miguel Ángel Chapa Garza es actualmente uno de los empresarios en construcción y desarrollos más sobresalientes de la ciudad de Monterrey. Obtuvo su licenciatura en el Instituto Tecnológico de Monterrey de ingeniero civil con estudios en Administración de la Construcción (Diplomado en el IPADE en el programa AD2). Tras 20 años de arduo trabajo como constructor decide convertirse en Desarrollador, logrando en el año 2013 colocar sus proyectos de vivienda vertical en el gusto y preferencia de los regiomontanos, acaparando un mercado exclusivo por lo novedoso y moderno de sus diseños. Actualmente es Director de la empresa Mach Construye.



Miguel Sánchez-Navarro

Director General
FORTEM CAPITAL

ADMINISTRADORA DE FONDOS PRIVADOS

empresa administradora de fondos privados, cuyo objetivo consiste en desarrollar programas de inversión inmobiliaria en México de forma integral

Director General de Fortem Capital I, S.C. es el principal responsable del diseño de la estrategia de inversión del Grupo. A su vez sus funciones también incluyen detectar, negociar y estructurar las oportunidades de inversión para el Fideicomiso. Antecedentes: Director General en Inmobiliaria Península de la Baja, Plaza Comercial Chimalhuacán, Península Motors (Distribuidor Honda), Grupo Península Motors (Distribuidor Toyota). Trabajó durante 5 años en Noriega y Escobedo. Durante el periodo 2005-2007, participó como Director General de México de las Editoras Desconocido On Line y Libros, Libros Books, Books. Integrante del consejo en Club Campestre San José. Consejero Regional de BBVA Bancomer y Banorte.



Misael Shimizu

VP Real Estate
INRETAIL

PROPERTY MANAGER

Leading Peruvian multi-format retailer, with leadership positions in three business segments: Food Retail, Pharma and Shopping Malls. We are present across all regions in Peru and Ecuador, Colombia and Bolivia through the pharmaceutical business.

Misael Shimizu is the Vicepresident of Real Estate at InRetail Peru Corp since January 2012. He also serves as a Partner at Nexus Group, a private equity firm, which he joined in 2005. Prior to this, he was an Associate Consultant with Apoyo Consultoria (Lima, Peru) and Booz Allen & Hamilton Colombia. Mr. Shimizu received a Bachelor degree in Economics from Universidad del Pacífico (Lima, Perú) and a Master's degree in Business Administration from the Tuck School of Business at Dartmouth College (Hanover, NH).



Moises Araf

Director General
OR-B

DEVELOPER

Grupo desarrollador de proyectos inmobiliarios creado en 2010, dedicados a la arquitectura, desarrollo, coordinación y supervisión de obras.

Moisés Araf es el fundador y director general de Or-B Desarrolladora, una empresa Mexicana de desarrollo inmobiliario. Previo a Or-B, Moisés fue socio de Ideurban, una empresa de desarrollo urbano con más de 40 años de experiencia en el mercado. Araf tiene más de 23 años de experiencia en desarrollo inmobiliario, a través de los cuales ha sido responsable de dirigir equipos de profesionales (nacionales y extranjeros) para el desarrollo de más de 35 proyectos, incluyendo vivienda (en venta y renta), comercio, y proyectos hoteleros. Algunos de los proyectos más relevantes que ha llevado a cabo incluyen: Mítikah, St. Regis Cd. de México y Punta Mita, Vista Norte, Vyve Lago Alberto y Santa Fe, Residencial Laureles, entre muchos otros.





Natalia Lozano

Senior Managing Director
NEWMARK KNIGHT FRANK

CONSULTANT

Newmark Knight Frank (NKF) es una de las firmas más importantes de bienes raíces a nivel mundial y líder en consultoría inmobiliaria.



Mrs. Lozano is a top producer broker at Newmark Knight Frank, one of the world's leading commercial real estate advisory firm, based in Mexico City.

She has 15 years of experience in commercial real estate, delivering best in class service. Natalia focuses in both Tenant Representation Services as well as in marketing Landlords buildings. Some of her main clients are International Organizations, as well as private companies.



Nicolás Cox

President
CBRE - ARGENTINA AND 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.



Oltmann Ahlers

Aquisitions / Asset Management
GLL REAL ESTATE PARTNERS

FUND MANAGER

GLL Real Estate Partners GmbH (GLL) is a real estate fund manager, providing institutional investors with access to investment opportunities in office, retail, and industrial property.



Oltmann Ahlers is responsible for acquisitions for the south cone of Latam. His previous experience includes asset management at GLL in Lima and New York and project development at Metro de Santiago. He holds a MSc of Real Estate Development from Columbia University.



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.



Paulo Gomes

Senior Portfolio Manager
ADIA

INVESTOR

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.



Paulo Roberto Almeida Lima

Founding Partner
PATRINVEST

ASSET MANAGEMENT

Administração de investimentos para o mercado imobiliário



Paulo Roberto Almeida Lima - Sócio-fundador do Patrinvest IAP - é formado em Direito pela Pontifícia Universidade Católica de Santos, com pós-graduação em direito imobiliário pela Escola Politécnica da USP e em investimentos imobiliários pela FGV, graduação em real estate pelo Insper e fundos de investimento pelo INFI - Febraban.

PRAL foi por 10 anos diretor de assuntos corporativos de Bamberg, responsável por negociações de mais de 500.000 metros quadrados de áreas industriais e comerciais para grandes corporações. Em maio de 2007, o PRAL fundou a Patrinvest, que ao longo de 11 anos se tornou especialista na gestão de portfolios imobiliários admo mais de 2.000 contratos para redes de varejo, fundações e fundos de investimento



Patricio Desentis

Managing Partner
GRUPO BURSÁTIL MEXICANO

INVESTOR

Inversorista y Operador de Fondos con mas 15 años de experiencia en el Sector Inmobiliario en diferentes ciudades y tipos de proyecto a lo largo del Mercado de Real Estate.

Egresado de la Licenciatura en Actuaría y con un Diplomado en finanzas corporativas por el Instituto Tecnología Autónomo de México (ITAM) cuenta con más de 12 años de experiencia en el sector inmobiliario. Previamente trabajo en un fondo inmobiliario desde 2007 y desde entonces ha revisado más de US\$10Bn en transacciones inmobiliarias con un valor total de más de US\$1.3Bn. De 2005 a 2007 colaboró en el área de Finanzas Corporativas de Grupo México



Patrick Freeman

President
CISNEROS REAL ESTATE

FAMILY OFFICES

Cisneros Real Estate develops strategic, innovative and responsible real estate and tourism projects around the world. With headquarters in Miami, Florida, Cisneros Real Estate's long-view development portfolio is built upon relationships with partners th

As President of Cisneros Real Estate Patrick is responsible for the consolidation, development, and strategic positioning of the company's global real estate portfolio. The principle focus of Cisneros Real Estate today is the development of Tropicalia, a sustainable luxury development encompassing thousands of acres and miles of coastline on the Bay of Samaná in the Dominican Republic. In 2018 he secured \$119.5 million in development bank financing with IFC and IDB Invest for the Four Seasons Tropicalia, leveraging the project's sustainability and positive development impact



Paula Muniz

Vice President, RE Brazil and STHN 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.

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



Pedro Mesquita

Diretor - Mercado de Capitais
XP INVESTIMENTOS

BANCO DE INVESTIMENTO

Uma das maiores empresas de investimento do Brasil. Há mais de 15 anos, a XP vem transformando o mercado de investimentos no país. Hoje, somos a referência quando se trata de consultoria para investimentos.

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.



Piotr Maj

Head of Project Management
GREMI INTERNACIONAL 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 Ministro 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.



Rafael Almeida

CEO
GRUPO NATOS

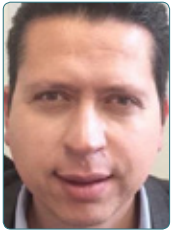
INCORPORAÇÃO, HOSPITALIDADE

Criado em 2012, exclusivamente focado em incorporações de Hotéis & Resorts destinados a venda de Cotas por Tempo Compartilhado.

Estamos realizando o sonho de mais de 30.000 famílias que são proprietárias de sua Casa de Férias em nossos empreendimentos.

Adm. de Empresas e Arquiteto, mais de 15 anos de experiência em projetos de Hotéis e Resorts no Brasil. Um dos fundadores e CEO do Grupo Natos, criado em 2012 para realizar incorporações imobiliárias voltadas a multipropriedades - Fractional. Presidente do Conselho de Turismo de Olímpia/SP. Desde 2007, integra o Conselho de Gestão da ADIT Brasil. Membro do GRI Club - Gathering the world's leading real estate & infrastructure players é congressista em vários eventos internacionais. Em 2017, a convite do Ministério do Turismo participou da 20ª Ed. do International Hotel Investment Forum (IHIF). Evento que reuniu, na Alemanha, representantes de 70 países





Rafael Álvarez

Presidente
IC CONSTRUCTORA

DEVELOPER

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



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



Rafael 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.



Rafael es fundador, socio y CEO de QBO Constructores SAS empresa dedicada al desarrollo inmobiliario desde 2003. Es Administrador de Empresas de la Universidad EAFIT con estudios en el London School of Economics. Ha desempeñado cargos relevantes en la industria financiera Colombiana en su paso por la Corporación Financiera del Valle (Corfivalle) y en la industria de la aviación durante sus 5 años en Avianca donde fue Vicepresidente Comercial de la aerolínea para América Latina.



Ramón García Llorente

Director Nacional
FEDERAL LAND & PROPERTY AGENCY (AABE)

GOVERNMENT

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



Ramón María Lanús

President
FEDERAL LAND & PROPERTY AGENCY (AABE)

INVESTMENT & TRADE PROMOTION AGENCY

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



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



Ramon Nuñez Nogueira

CEO
MALLS AND LEISURE

DEVELOPMENT & EXPANSION

Malls & Leisure born to change the status quo of shopping. We have created a new concept space with a soul of its own. Here, the thrill of an exciting day out comes first, shopping is just another part of the experience.



Ramón Núñez has a BA and a Law degree by the Universitat Autònoma de Barcelona. He has a Master in Urban Planning and Real Estate Law by ESADE in Barcelona and a PDD by IESE Business School in Madrid. He was lawyer of the Real Estate Department of Banco de Sabadell and after that, he was the Real Estate and Property Manager of this bank. He worked in CB Richard Ellis in Barcelona office. He was Expansion Regional Manager of Aki (Aldea Group) based in Barcelona, Expansion Country Manager of Bricoking based in A Coruña (Galicia) and Development and Expansion Manager in Carrefour Spain Headquarters in Madrid (Spain). He was part of the "A" team founders of Puerto Venecia. Founder of Celestum and founder of Malls&Leisure.



Raphael Espírito Santo

Sócio
VEIRANO ADVOGADOS

ESCRITÓRIO DE ADVOCACIA

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.



Raúl Gallegos

Managing Director
CREDIT SUISSE - MÉXICO

BANK

Credit Suisse is one of the world's leading banks, with more than 45,000 employees, offices in 50 countries and expertise in nearly every facet of banking, investing and finance.



Raul Gallegos is co-founder and Managing Director of a new Real Estate lending vehicle, CKD, launched in 3Q17. The fund focuses on issuing loans for income producing properties, including office buildings, retail centers, industrial properties and hotels. Prior to this, from 2013-2016, Raul was the President and CEO for GE in Mexico and before that he lead the Real Estate Business at GE Mexico for several years. Raúl began his career with GE in 1997 in Stamford, Connecticut with the Latin America group of GE Capital Structured Finance. Raúl is a Civil Engineer from Universidad Anáhuac and he has an MBA from Columbia University in New York.



Renan Rodrigues

Partner, Investment Banking
XP INVESTIMENTOS

BANCO DE INVESTIMENTO

Uma das maiores empresas de investimento do Brasil. Há mais de 15 anos, a XP vem transformando o mercado de investimentos no país. Hoje, somos a referência quando se trata de consultoria para investimentos.



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.



Ricardo Amack

Senior Director of Invest Development
GREYSTAR

INVESTOR

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



Ricardo Amack is the senior director of Investments and Development for Greystar Mexico. He leads all aspects of the investment and development process for the Mexico market, including sourcing, underwriting, and execution of deals, as well as managing relationships with capital and development partners. Ricardo has an MBA with concentrations in Real Estate and Finance from the Kellogg School of Management at Northwestern, and a B.S. in Finance and Accounting from Syracuse University. Ricardo is a dual citizen of Costa Rica and USA.



Ricardo Antoneli

Chief Development Officer
GLP BRASIL

DESENVOLVEDOR & GESTOR DE FUNDOS

A GLP é líder em instalações logísticas modernas com presença na China, Japão, EUA, Europa e no Brasil. São 60 milhões de m², atendendo mais de 4 mil clientes. No Brasil, gerencia uma rede de ativos imobiliários com 4,9 milhões de m² em 36 cidades.



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 Betancourt

President - Brazil
COLLIERS

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 Goldberg

Vice President, Investments
CCLA MULTIFAMILY / CIM GROUP

INVESTOR



Mr. Goldberg is a Vice President within CIM's Investments Group. He has been involved in the acquisition, development and asset management of over \$500 million in real estate transactions primarily in urban markets in the western U.S., including San Francisco, Los Angeles, Dallas, Houston, Mexico City and Monterrey, Mexico. Prior to joining CIM in 2011, Ricardo worked at Merrill Lynch as a Mergers & Acquisitions Analyst in the Investment Banking group (2007-2009) and as a trader at the Central Bank of Mexico managing the international reserves (2005-2007). Mr. Goldberg received a B.S. in Computer Systems and Business from Iberoamericana University and an M.B.A. from the University of Chicago – Booth School of Business.



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.



Ricardo Manarini

Regional VP Development Brazil
IHG - INTERCONTINENTAL HOTELS GROUP

HOSPITALITY DEVELOPMENT

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 Senerman

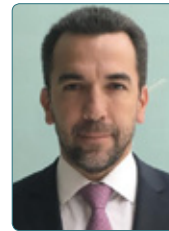
Director Ejecutivo
GRUPO SENCORP

DEVELOPER

Con más de 50 años en el mercado y con iniciativas inmobiliarias que superan los 3,5 millones de metros cuadrados, Sencorp se ha especializado en proyectos de edificación en altura y alta densidad, tanto residenciales como comerciales.



Director ejecutivo de Sencorp desde 2014, es responsable por el desarrollo de la empresa en el mercado de Real Estate en Chile. Con la experiencia traída de su estancia por Estados Unidos, Ricardo esta a cargo de la estrategia y expansión de los proyectos de Sencorp en el país y región.



Ricardo Zuñiga Massieu

Chairman and CEO
VERTEX REAL ESTATE

PRIVATE EQUITY

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.



Roberto de Abreu Pereira

President Director
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.



Robert McCall

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 Garcia

CEO
CAPITAL REAL ESTATE PARTNERS

INVESTOR

Fondo especializado en el arrendamiento a empresas premium relacionadas al consumo básico. Desde el 2011, el portafolio genera un rendimiento promedio anual de ~13%. Su principal valor es la diversificación de inversiones con un riesgo controlado.

Director General y fundador de Capital Real Estate, cuenta con más de 30 años de experiencia laboral, 15 años profesor en el ITESM de Monterrey y en la UDEM, 20 años Corredor de Bolsa en Vector Casa de Bolsa, graduado de Ingeniería Industrial de la Universidad Anáhuac de la Ciudad de México y cuenta con un MBA del EGADE Business School.



Roberto Kelleher

CEO
INMOBILIA DESARROLLOS

DEVELOPER

Opera desde hace más de 20 años, recientemente levantó \$6K mdp en la BMV. Se ha posicionado como líder en el mercado premium con proyectos residenciales, comerciales y de hospitalidad en Mérida, Cancún, Puebla, Tulum y Belice; desarrollado más de 4.8M m2.

Nacido en Mérida. Ingeniero Industrial por el ITESM, así como miembro del IPADE con estudios de AD1 y AD2 y con amplia experiencia académica y profesional en el extranjero. Es Presidente del Consejo y Socio Fundador de Inmobilia Funds, empresa pública listada en la BMV, la cual fue la primera empresa yucateca en emitir CKDs. CEO y Socio Fundador de la empresa de premium real estate Inmobilia. Ha desarrollado más de 13M m2 con grandes proyectos como Yucatan Country Club, Via Montejo, SLS Cancun, Country Towers en Mérida, Four Seasons Caye Chapel en Belice, Aldea Zama en Tulum. Socio de proyectos con Related Group y U-Calli. Consejero Nacional Independiente y Presidente del Consejo Regional del Grupo Financiero Banorte para el Sur-Sureste.



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 things strategically about long-term initiatives in the context of real estate industry cycles.



Rodolfo Bragagnini Salmon

Director – Commercial Manager
SU KSA PERÚ - PADOVA INMOBILIARIA

MULTIFAMILY DEVELOPER

Padova Inmobiliaria is a Real Estate Developer company focused on the residential markets in Lima, Perú.

Rodolfo joined the Real Estate industry 6 years ago focusing his career in the Residential Real Estate Market in Peru. His main role is to develop and commercialize multifamily projects for sale. His new venture is to promote the growth of the housing offer in Peru through the creation of multifamily projects for rent. Rodolfo has a previous experience in the commercial division of 3M and has an MBA degree in INSEAD business school.



Rodolfo Bragagnini Zamora

Managing Director - Owner
SU KSA PERÚ - PADOVA INMOBILIARIA

MULTIFAMILY DEVELOPER

Padova Inmobiliaria is a Real Estate Developer company focused on the residential markets in Lima, Perú.

Rodolfo has more than 25 years' experience in the real estate industry in Peru. He is the owner of different companies dedicated to the development of residential and commercial projects. His new venture is to promote the growth of the housing offer in Peru through the creation of multifamily projects for rent. Rodolfo is president of the Association of residential real estate companies of Peru (ASEI). He has a master's degree in finance from Universidad Pacifico Del Perú.



Rodrigo Abbud

Managing Principal
VBI REAL ESTATE

INVESTOR

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

Rodrigo Abbud é sócio fundador da VBI Real Estate, gestora de investimentos imobiliários com mais de US 1Bi sob gestão e como membro do seu comitê de investimentos, está envolvido em todos os projetos da empresa desde a sua criação em 2006. Formado em Engenharia pela Escola Politécnica da USP, com MBA pela Reading University (UK), College of Estate Management, Fellow pelo RICS. Iniciou sua carreira em 1994 na BOVESPA, e, posteriormente, em 1997, iniciou a sua carreira no mercado imobiliário, juntando-se à CB Richard Ellis, empresa de consultoria imobiliária, onde sua maior responsabilidade era o de aconselhar os incorporadores e investidores imobiliários no tipo de produto a ser desenvolvido e no processo de comercialização dos seus imóveis





Rodrigo Arróspide

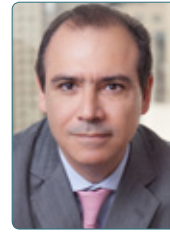
Managing Partner
W CAPITAL SAFI

REIT/FIBRA

W Capital SAFI inició sus operaciones en el 2012, cuenta con el respaldo del Grupo Wiese. Desde entonces ha ido desarrollando fondos de inversión alternativos orientados al negocio inmobiliario y de capital privado. Teniendo hoy un AUM de \$230 millones.



Managing Partner de W Capital SAFI con más de 18 años de experiencia desarrollando proyectos inmobiliarios, administrando actualmente más de \$100 millones en fondos inmobiliarios. Desempeño diversos cargos en el Grupo Centenario como gerente central inmobiliario, gerente de desarrollo, gerente de planeamiento. Ha sido Director de Paz Centenario (sector vivienda) y Censal (sector hotelero). Es Economista de la Universidad de Lima con un MBA en EGADÉ.



Rodrigo Bicalho

Managing Director
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 Dias

Partner
VBD ADVOGADOS

LAW FIRM

Multidisciplinary Brazilian Law Firm located in São Paulo with a team of over 30 professionals. Our driving force is to support our clients by providing quality legal advice, fast responses and market expertise that enables them to achieve their goals.



Rodrigo Antonio Dias is Founding Partner of VBD Advogados and responsible for the Tax area. He is also President of the Tax Law Committee of IBRADIM – The Brazilian Institute of Real Estate Law and member of the Construction Union Law Council (SindusconSP). Professor at Secovi and UBS. Bachelor's Degree in Law from Pontifical Catholic University of São Paulo (1999), Postgraduated in Tax Law from IICS (2001) and Master of Business Administration in INSPER (2014). Rodrigo is ranked by the Brazilian most renowned publication in the Legal Sector – Análise Advocacia 500, author of articles published in specialized publications and speaker in events around Brazil and abroad.



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 E. Millán

Regional Director, South Latin America
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.



Rodrigo Millán posee experiencia en una variedad de negocios y países. Comenzó su carrera como investigador de mercado en Mackenzie Hill, compañía británica de bienes raíces focalizada en Sud América. Adquirió experiencia en una variedad de tareas, desde consultoría y valuaciones hasta representación de inquilinos y propietarios. En el año 2000, se unió a JLL con el puesto de broker en el área de Agency Leasing en Argentina. Ha sido responsable de líneas de servicios regionales en toda América Latina, incluyendo Tenant Representation, Capital Markets y Project Management. Inició la operación de JLL en Chile y se desempeñó como Country Manager para Argentina y Chile. Es actualmente Director Regional Ejecutivo para Argentina, Uruguay y Paraguay.



Rodrigo Labastida

Rodrigo Labastida
COLOCA

INVESTMENT BANK

Firma de Banca de Inversión que ofrece asesoría financiera a empresas, inversionistas institucionales, fondos y financial sponsors en procesos de estructuración de financiamiento, IPO, private placements, transacciones de M&A, valuaciones y reestructuras.



Fundó Coloca en el año 2017, firma de Banca de Inversión enfocada en satisfacer las necesidades de financiamiento de sus clientes a través de un proceso continuo de creación de valor. Antes, se desempeñó como Asociado y posteriormente como Director de Banca de Inversión en Punto Casa de Bolsa, en donde lideró más de 40 emisiones tanto de deuda como de capital, logrando obtener recursos por más de \$2MMD para empresas como Elektra, Dinero Express, Lingo, Recorcholis, Central Leasing, ION Financiera, entre otras. Durante su gestión fue responsable de la estructuración y colocación de Fibra Plus. participó en las Oferta Públicas de CADU, FIBRA HD, entre otras. Es Ingeniero en Negocios por el ITAM.



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 Rojo de la Vega

Partner
COLOCA

INVESTMENT BANK

Firma de Banca de Inversión que ofrece asesoría financiera a empresas, inversionistas institucionales, fondos y financial sponsors en procesos de estructuración de financiamiento, IPO, private placements, transacciones de M&A, valuaciones y reestructuras.



Invirtió en Coloca a través de su fondo de Capital Privado a principios de 2019, uniéndose como Socio Director y CEO de Coloca Norteamérica. Su apoyo ha sido de gran utilidad en diversos temas financieros y empresariales, así como para catapultar las operaciones internacionales. Cuenta con más de 15 años de experiencia en el sector financiero. Antes de unirse a Coloca, trabajó en Grupo Salinas, donde fue Director de Tesorería Corporativa, y posteriormente fue Director General Adjunto de Punto Casa de Bolsa. A finales de 2017, inicia su fondo de Capital Privado. Es Licenciado en Administración de Empresas con especialidad en Finanzas ITAM y egresado de AD del IPADE.



Rodrigo Suárez

Co-Founder and COO
HASTA CAPITAL

INVESTOR / DEVELOPER

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.

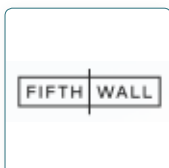


Roelof Opperman

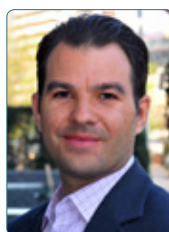
Principal
FIFTH WALL

VENTURE CAPITAL FIRM

Fifth Wall is a venture capital firm focused on technology solutions for the Built World.



Roelof Opperman is a Principal at Fifth Wall, a Los Angeles-based venture capital fund. Previously, Roelof worked at Norwest Venture Partners where he was part of the Growth Equity team, focusing on investments in SaaS and enterprise software, cloud and IT infrastructure, internet, and technology-enabled business services sectors. He was actively involved with Norwest's investments in Avetta, Medgate, and Infutor. Roelof was also a member of the deal team that completed Medgate's acquisitions of regAction and IQS. Before joining Norwest, Roelof was a Senior Analyst with Evercore Partners' Technology investment banking group based in Menlo Park. He previously worked at Goldman Sachs and Bridgewater Associates. Roelof is originally from Johannesburg, South Africa, and graduated Phi Beta Kappa, magna cum laude, from Emory University. He is also a Chartered Financial Analyst.



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

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



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



Rossano Nonino

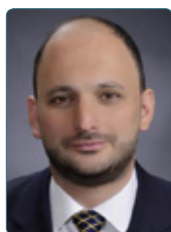
Diretor Executivo
OURINVEST REAL ESTATE

GESTOR DE INVESTIMENTOS

Gestora de Investimentos Imobiliários, com foco em empreendimentos residenciais e logística e imóveis de renda (escritórios).



Sócio diretor da Ourinvest Real Estate e da REICO Gestora, desde março de 2017. Antes da REICO, Rossano foi chefe da área imobiliária do JP Morgan Brasil e sócio responsável por investimentos imobiliários na Gávea Investimentos. Antes disso, de 2002 a 2012, foi diretor da Brazilian Capital, responsável pela gestão de FILS. Antes da Brazilian Capital, foi sócio diretor da Rio Bravo Investimentos, diretor do Santander e auditor internacional no Grupo Saint Gobain. Rossano é bacharel em administração pela FGV-SP, MBA pelo INSEAD (França) e professor no Insper, em São Paulo.



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.



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.



Salomón Noble

CEO
INTERMEX

DEVELOPER

Intermex Industrial Parks is a Mexican private Company founded in 1971 by a group of entrepreneurs from the state of Chihuahua, Mexico and has three business divisions: Industrial Real Estate, Shelter services and Logistics (3PL)



Mr. Noble is an expert in the Mexican Maquiladora Export Industry (IMMEX), accounting for more than three decades of experience in advanced Manufacturing for the Aerospace Industry, Industrial Real Estate Development, and various Shelter programs. Mr. Noble is the CEO for Intermex Industrial Parks, one of the most important Shelter and Industrial Real Estate Developer in Mexico. Mr. Noble has held various executive management positions for International Corporations, like Westinghouse Electric, General Dynamics, Lockheed Martin, Labinal (Snecma) and for Domestic Industrial Developers, Shelter Companies and the Manufacturing Industry like Intermex, Finsa, American Industries and the Alfa Group



Santiago Porta

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



Santiago Riva

CEO and Chairman
RIVA S.A.

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.



Santiago Uribe López

Gerente CFP Fondo Inmobiliario
FIDUCIARIA BANCOLOMBIA

INVERSION/FIDUCIARIA

Somos expertos en la administración y gestión de activos y recursos financieros. Creamos soluciones que ayudan a nuestros clientes, y a los clientes de estos, a lograr sus objetivos.

Es administrador de Negocios de la universidad Eafit, tiene un MBA y una Especialización en Economía de la Universidad de los Andes. Su experiencia laboral incluye el desempeño como Presidente de C.I Proban S.A, Gerente de la Constructora Parque Empresarial Rionegro y Gerente de Tropical Marketing Associated. Desde el 2008 Santiago Uribe ocupa el cargo de Gerente Inmobiliario en la Fiduciaria Bancolombia.



Sebastián Sommer

Founder & Director
TAYRON CAPITAL

INVESTOR / DEVELOPER

Tayron capital controla compañías desarrolladoras en Uruguay y Argentina focalizadas en propiedades residenciales.

Sebastian Sommer es licenciado en economía de la Universidad de Buenos Aires, Master en Dirección de Bancos de la Universidad del Centro de Estudios Macroeconómicos de Argentina y MS en Management de la Universitat Pompeu Fabra de Barcelona, España. Trabajó para Citibank, en Banca Corporativa, entre 1996 y 2003, año en que fundó Tayron Capital. Participó en transacciones inmobiliarias por más de US\$ 150m, en diversas áreas como comercial, residencial y rural.



Sergio Perez

Executive Managing Director
NEWMARK KNIGHT FRANK

CONSULTANT

Newmark Knight Frank (NKF) es una de las firmas más importantes de bienes raíces a nivel mundial y líder en consultoría inmobiliaria.

Mr. Sergio Perez is a real estate expert with over 30 years of experience in commercial real estate who joined Newmark Knight Frank in 2018 to lead as the executive managing director for Global corporate Services in the Latin America Region. Sergio is also leader of a +30 CRE professionals based in Mexico City that has been responsible for most of the largest tenant representations in both head quarter and distribution transactions overseeing north of 2.5 millions square meters of transactions in the past 5 years.



Skylar Skikos

President
PALISADES HOSPITALITY GROUP

HOSPITALITY COMPANY

With more than 35 properties in its portfolio, PHG is a full-service hospitality company that manages and develops hotels and restaurants as well as provides industry-tailored financial and consulting services.

As President of Local Framework, Skylar Skikos focuses on business development, investment underwriting, and project design and development of new hotel projects. He brings a diverse background and skill set that encompasses acquisitions, asset management, capital markets, design development and operations.



Tal Peri

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

EQUITY INVESTOR

With over 50 years of experience, we are a strong and reliable partner for investors and tenants alike. Let us help you to discover new opportunities in 22 countries worldwide.

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



Terry Sanders

CDO Americas
RADISSON HOTELS & RESORTS

HOTEL MANAGEMENT

Radisson Hotel Group™ is one of the world's largest hotel groups with eight distinctive hotel brands, and more than 1,400 hotels in operation and under development around the world.



Chief Development Officer, Americas of Radisson Hotel Group (formerly Carlson Rezidor Hotel Group). Sanders leads, builds and delivers the development and growth strategies across its core brands in the Americas including: Radisson Blu®, Radisson®, Radisson RED, Park Plaza®, Park Inn® by Radisson and Country Inn & Suites® by Radisson. He also manages strategic investments for the portfolio and spearheads merger and acquisition activity related to portfolio growth. He reports to Ken Greene, President, Americas. Sanders is a 20-year veteran of the hotel industry. Most recently, he was a Senior Broker at Avison Young in Dallas, Texas. Prior to that, he held various positions at Wyndham Hotel Group, DDS Capital Group, HFS Inc. and Cedant.



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



Tiago Eiró

Gerente General - Colombia
SONAE SIERRA

DEVELOPER

Empresa internacional dedicada a cubrir las necesidades de inversores del sector inmobiliario retail operando a través de 13 oficinas corporativas



Tiago Eiró Gerente General de Sonae Sierra Colombia responsable por toda la actividad de la compañía en este país. Esta con Sonae Sierra desde 2002. Durante este tiempo Tiago hay adquirido una gran experiencia internacional en la busca de oportunidades



Tim Gifford

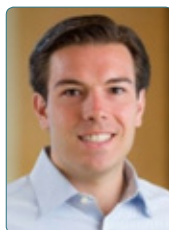
Managing Director, Capital Advisors, Latin America
CBRE

COMMERCIAL REAL ESTATE COMPANY

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



Tim Gifford is the Head of CBRE's Investment Banking Business for Latin America, CBRE Capital Advisors Latin America, focusing on complex cross-border investment advisory services throughout Latin America. Mr. Gifford advises institutional investors on mergers and acquisitions, dispositions, and financing of commercial real estate throughout Latin America. Working closely with CBRE office locations in Latin America, he provides clients seamless capital markets advisory service. Mr. Gifford has more than 20 years of experience in commercial real estate and investment banking business in various Latin American and Caribbean markets.

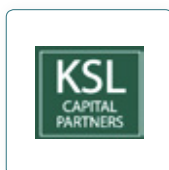


Tony Argibay

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.



Verónica Miyahira

Managing Director
TERRAS GRUPO INMOBILIARIO

DEVELOPER

Parte del Grupo Abaco, desarrollamos proyectos de vivienda, oficina y uso mixto. Contamos con inversiones nacionales e internacionales. Trabajamos con reconocidas empresas del sector aportando experiencia en la concepción y estructuración financiera.





Vicente Naves

Managing Director Plataf. Inmobiliaria
ARTHA CAPITAL

PRIVATE EQUITY FUND MANAGER

Artha Capital es un administrador de capital privado, enfocado en originación, desarrollo, adquisición y operación de activos reales en bienes raíces, infraestructura y energía. Artha Capital tiene MXN \$22,800 MM de pesos en activos bajo administración.

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



Vicente Nogueira

Founding Partner
HABITASEC

SECURITIZADORA

Securizadora de créditos imobiliários: Securitização de recebíveis de loteamentos shopping centers corporativos e residenciais dentre outros.

Founding partner of Habitasec Securitizadora (mortgage finance company) which up to 2/2019 had issued 89 CRI (RMBS and CMBS) totaling R\$4.1 billion, raising money for real estate developers of several sectors. Habitasec has direct distribution to asset managers and family offices. He is also the senior partner of Faria Lima Capital, an asset manager focused on real estate receivables funds. Previously worked for 15 years in investment banks, both in MBA and capital markets.



Vinay Yarlagadda

Vicepresident
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.

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.



Vitor Bidetti

CEO
INTEGRAL BREI REAL ESTATE

ASSET MANAGEMENT

A Integral Brei Real Estate é uma gestora de recursos com foco em investimentos imobiliários e compõe uma plataforma com R\$ 5 bilhões sob gestão.

Vitor Bidetti é sócio fundador e CEO da BREI. É bacharel em Ciências Econômicas pela Faap. Foi um dos fundadores da Brazilian Finance & Real Estate, foi diretor geral da Brazilian Mortgages e BM Sua Casa, responsável pela estruturação e administração de mais de R\$ 10 bilhões em fundos de investimento imobiliário, portfólio de crédito para pessoas físicas e jurídicas e rede com mais de 100 pontos de venda. Antes disso, foi diretor do BankBoston, respondendo por áreas de marketing e produtos do Retail Banking.



Waldemar Franco

Presidente
RODAVENTO HOTELS

HOTEL MANAGEMENT

Hicimos expediciones a muchos rincones del mundo llevando con nosotros huéspedes a quienes esos viajes les cambiaron la vida, igual que nos la cambiaron a nosotros. Y así nació este sueño que se convirtió en HOTELES RODAVENTO

Waldemar Franco Sol is the founder and CEO of Rodavento Hotels, a Mexican based hospitality company that operates and develops boutique lifestyle hotels. Trained as an architect, Franco's companies developed as a natural progression from his original conception designing and organizing adventure travel trips for his friends and eventual clients. The experiences attained from traveling to unusual destinations, combined with a strong and detailed focus on design has placed RODAVENTO HOTELS as serious contenders in the small boutique hotel scene in Mexico. His company has achieved a number of awards including BEST SMALL LUXURY HOTEL - MEXICO 2018 by TRAVEL AND LEISURE. The group is in current expansion.



Wayne Berger

CEO, Canada and Latin America
IWG

WORKSPACE

IWG is leading the workspace revolution. Our companies help more than 2.5 million people and their businesses to work more productively. We do so by providing a choice of professional, inspiring and collaborative workspaces, communities and services.

Wayne Berger is the CEO of IWG Canada and Latin America, the global coworking and workspace leader. The company harnesses the power of flexible working through its companies Regus, Spaces, No. 18, Open Office, HQ, and Signature by Regus. Wayne is a leader and advocate for the transforming world of work. With almost 20 years helping companies improve the way they maximize their office and communities, Wayne is helping lead the acceleration of the workplace revolution— evolving from traditional office space to the new flexible work world.





William Dore

CEO
SOHO REALTY PARTNERS

INVESTOR

SOHO Realty Partners is a privately owned real estate investment firm specialized in identifying, assessing, and managing real estate assets in United States and throughout Latin America.



William Dore is President and CEO of SOHO Realty Partners. Mr. Dore is an international real estate development and investment veteran. He has achieved success through a deep understanding of the intricacies of doing business in diverse cultures. A graduate of St. Mary's University with a degree in economics and a J. D. in law, Mr. Dore began his career with Mitchell Development Corporation, a subsidiary of Mitchell Energy and Development, and later with Bentsen Interests in Houston. His career led him to developing hotels and industrial properties throughout Europe and the former Soviet Union. Prior to founding SOHO Realty Partners, Mr. Dore was a Senior Officer for Hines Mexico and Mitchell Energy and Development in the Woodlands.



Yamal Chamoun

Fundador y Presidente
ESCALA INTERNATIONAL, INC.

PROJECT MANAGEMENT

Fundada en 1990, con oficinas en Austin y Monterrey. Project & Construction Management, OPM, Cost Control, entre otros. +800 proyectos, +700 mdd anuales en el sector inmobiliario, residencial, turístico, mix use, comercial, oficinas e industrial.



Maestría en Construction Engineering & Project Management en la U. de Texas. Egresado del ITESM en Ingeniería Civil. Miembro del International WHO's WHO of Professionals. 36 años de experiencia en Project & Construction Management, 14 en Estados Unidos como gerente de proyectos, asesor en el ramo. Es Presidente del Consejo de Administración de ESCALA, que es reconocida como empresa mexicana del año 2010 en el área de consultoría en el México Quality Summit de Excellence Finland. Fundador del Capítulo Monterrey, del Project Management Institute, de 1997 al 2001. Fundador del Capítulo CDMX. Certificado como PMP. Autor del libro "Administración Profesional de Proyectos, LA GUIA" publicado por McGraw Hill. Creador del Método Escala.



Zara Klaff

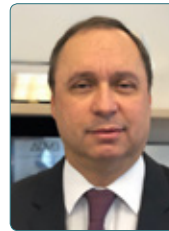
Principal
KLAFF FAMILY INVESTMENTS

FAMILY OFFICE

Klaff Family Investments is a family practice that invests in Brazil, Uruguay, and other Latin American countries.



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.



Walter Cardoso

President
CBRE - BRAZIL

COMMERCIAL REAL ESTATE COMPANY

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



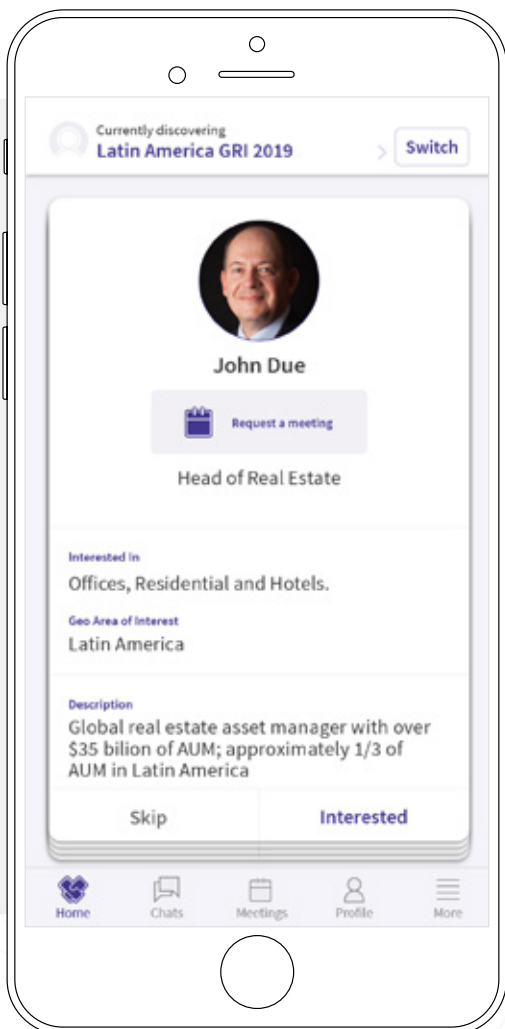
Mr. Cardoso has a Mechanical Technology and Civil Engineering degree from UNESP-SP and a specialization in Financial Mathematics from the Getúlio Vargas Foundation. Mr. Cardoso has led several sectors since he started with the company in 1985, being responsible for the Department of New Project Development ('85-'89) and Director of Investments ('89-'94). As Managing Director of the company, from '94-'98, he consolidated all commercial lines of business in Brazil. Taking over the presidency role in '98, after the merger of Richard Ellis and American CB Commercial, Mr. Cardoso combined all lines of the company's performance and obtained a leadership spot in these market areas. Today he is responsible for the strategic guidelines and performance of the company's offices in Brazil and supervises a team of over 1,000 professionals, providing solutions for the real estate market.

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Santiago de Chile



Argentina GRI 2019

November 06th - 07th
Buenos Aires

Upcoming Events



GRI Offices Mexico 2019

September 10th - 11th
Mexico City



Colombia GRI 2019

October 16th - 17th
Bogota



Brazil GRI 2019

November 12th - 13th
Sao Paulo



GRI Residential Mexico 2019

November 26th - 27th
Mexico City

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