



# Industrial, Logistics & Cold Storage Web Meeting

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ZOOM & SLACK

February 23<sup>rd</sup> & 24<sup>th</sup>, 2021



**LIVE ONLY, RECORDING IS PROHIBITED**  
**BUSINESS CASUAL ATTIRE**





# Industrial, Logistics & Cold Storage Web Meeting

ZOOM & SLACK– February 23rd & 24th, 2021

Dear Colleague,

Industrial real estate has emerged as one of the most sought-after property types by institutional investors due to historically strong market fundamentals and the boom in e-commerce. Increased investor demand has led to a historically low cap rate environment, leaving many investors feeling priced out of the primary coastal markets. As such, investors are expanding to secondary markets and looking at non-traditional industrial assets in an effort to deploy capital into the space. The aim of this Web Meeting is to connect and educate private equity real estate funds, developers, operators, family offices, institutional investors, and other industry professionals across the world involved in this asset class. Our online meeting brings together over 300 c-level executives that will join us to virtually network and discuss opportunities and challenges in the industrial, logistic and cold storage sectors. Panel discussions to be covered include: Institutional Investor Perspectives on Industrial, Last Mile Logistics, Cold Storage, International Industrial (ex US), & Industrial Tenant Perspectives.

This is a live event and closed to the media. Video and audio recording of this event is strictly prohibited.

We look forward to hosting you digitally!

Best,  
Roy Carmo Salsinha  
President, CEO  
Carmo Companies



# Agenda Outline

**TUESDAY****FEBRUARY 23<sup>RD</sup> – DAY 1****11:00 am ET**

## Welcoming Address

Roy Salsinha, President, CEO, Carmo Companies

**11:00 am ET**

## Institutional Investor Perspectives on Industrial

Leading Pensions, Endowments and Foundations discuss their allocation strategies and investment appetite for Industrial related real estate investments. What checks the boxes for allocating capital to funds or on a direct basis within this space? How are they measuring returns and what is their due diligence process for industrial investments?

**Moderator:**

Eric R. Smith, Executive Vice President, L&B Realty Advisors

**Panelists:**

JR Pearce, Investment Officer, Sacramento County Employees' Retirement System

Michael Rizzello, Senior Portfolio Manager, Canada Post Pension Plan

Spencer Branch, Associate Director, Real Assets, UTIMCO

Judy McMahan, Portfolio Manager Real Estate, UPS Group Trust

**12:00 pm ET**

## Segment Focus- Last Mile Logistics

With the rapid acceleration of e-commerce in the wake of COVID-19, major online retailers are picking up large warehousing and manufacturing spaces to keep up with the surge in demand, which is ultimately responsible for industrial real estate experiencing vacancies at historic lows in 2020. As more companies shift to online delivery models, total supply growth of industrial real estate in the United States could reach an additional 1 billion square feet by 2025. Leading fund managers, developers and operators discuss investment opportunities in the space in the United States and how they have met the high demand.

**Moderator:**

Nancy I. Lashine, Managing Partner & Founder, Park Madison Partners

**Panelists:**

Dwight Merriman, Senior Managing Director, Chief Executive Officer - Industrial, Black Creek Group

Greg Lauze, Managing Partner / Chief Investment Officer, NorthBridge

Juan R. Deangulo, Managing Partner, Elion Partners

Ryan Nelson, Managing Principal, Turnbridge Equities



# Agenda Outline

**TUESDAY****FEBRUARY 23<sup>RD</sup> – DAY 1****1:00 pm ET**

## Segment Focus- Cold Storage

The appetite for yield in the industrial sector is driving the investor demand for cold storage assets, from both the equity and lending community. E-grocery delivery has been on the rise over the last few years and is being led by companies like Amazon, Albertsons, Walmart and Target. Growth in the U.S. population means more mouths to feed and an increased need for cold storage facilities to store the food. Growth in consumer spending translates to more spending on food, pharmaceuticals and other products stored in refrigerated warehouses. On this panel, leading real estate developers, operators and fund managers discuss the current opportunity for Cold Storage investment and how they are tackling the increased demand.

**Moderator:**

**Martin Slusser**, Founder and Managing Partner, **Magellan Value Partners**

**Panelists:**

**Sean Armstrong**, Managing Principal, **Westport Capital Partners**

**Clifford A. Booth**, President & CEO, **Westmount Realty Capital**

**Shawn Quinn**, Managing Director, **Wilshire Associates**

**Kevin Marchetti**, Managing Partner, **Bay Grove**

**2:00 pm ET**

## International Industrial (ex US)

The global pandemic has accelerated trends for growth in e-commerce around the world. Sparking the same demand for industrial, logistics and cold storage in Europe, Canada, Asia and Latin America. On this panel, executives discuss growth and investment opportunities in markets outside of the United States.

**Moderator:**

**Richard Peiser**, Michael D. Spear Professor of Real Estate Development, **Harvard University**

**Panelists:**

**David Hunt**, Managing Partner and Global Head of Logistics, **Thor Equities**

**Sajith Ranasinghe**, Managing Director, **The Church Pension Fund (CPF)**

**Balazs Lados**, Managing Director/ European Fund Manager, **REALTERM**



# Agenda Outline

**TUESDAY****FEBRUARY 23<sup>RD</sup> – DAY 1****3:00 pm ET**

## Segment Focus – Light Industrial

Brain Malliet, Founder & CEO of BKM Capital Partners discusses the differentiation between small bay (light industrial), mid-bay, and large bay going into specifics on current market relevance/opportunities.

Presenter:

Brain Malliet, Founder & CEO, BKM Capital Partners

**3:30 pm ET**

## The Institutionalization of the Industrial Outdoor Storage Market

Matthew Pfeiffer, Partner & Chief Investment Officer discusses the large fragmented Industrial Outdoor Storage market that services tenants in the trucking, logistics, equipment rental, and building material businesses.

Presenter:

Matthew Pfeiffer, Partner & Chief Investment Officer, Alterra Property Group

**4:00 pm ET**

## Keynote Fireside: Prologis

Hamid H. Moghadam discusses the incredible growth story of AMB/Prologis. This keynote discussion will cover: What does Prologis offers its tenants that differentiates it from other logistics providers? How to empower local management to make decisions and maintain overall direction? What has been the impact of international growth on Prologis? What are the company's diversity / ESG / CSR targets? How will de-globalisation, regionalization of trade and finance affect industrial demand? How is the COVID-19 pandemic reflected in Prologis' investment views?

Keynote Speaker:

Hamid R. Moghadam, Chairman of the Board of Directors and Chief Executive Officer, Prologis

Interviewer:

William H. Schwab, Former Global Head of Real Estate, Abu Dhabi Investment Authority

**4:45 pm ET****End of Day 1**

# Agenda Outline

**WEDNESDAY**

**FEBRUARY 24<sup>TH</sup> – DAY 2**

**11:00 am ET**

## Keynote Fireside: NBIM

On this keynote session, Karsten Kallevig from Norges Bank Investment Management explains his current role and how he got to this point at Norges? As one of the largest investors in the world, How does Norges think about time frames for investing and what structures do they prefer (Funds, Direct, JVs). What is the current portfolio construction for Norges and where does Real Estate fit into the portfolio? What are his views on E-Commerce penetration and COVID's effects on the industry? How has the investable industrial Market changed in the last 10 years and are there subsectors that they find particularly attractive? Where are they focused geographically and where do they see the portfolio in 10 years?

**Keynote Speaker:**

**Karsten Kallevig**, Special Advisor to the CEO, **Norges Bank Investment Management**

**Interviewer:**

**Jonathan Epstein**, Managing Partner, **BentallGreenOak**

**12:00 pm ET**

## Industrial Virtual Networking/Speed Dating

Join over 150 confirmed LP & GP event attendees for face-to-face networking. 4 randomized 30-minute breakout sessions of 5 people. Groups are shuffled every 30 minutes. Web Cam is mandatory.

**Some Notable Confirmed Attendees Include:**

**David Jacobs**, Manager, Investments, **CommonSpirit Health**

**Don Hameed**, Vice President, **Fremont Realty Capital**

**Michael Craig**, Associate, **ICONIQ**

**Alison Hawkins**, Managing Principal, **Artemis Real Estate Partners**

**Andrea Karp**, Managing Director, **Black Creek Group**

**Vanessa Peniston**, VP, Alternatives, **Arch Investment Management**

**Byron Beene**, Sr. Portfolio Manager, Alternative Investments, **Kirchliche Versorgungskassen KZVK und VKPB**

**Clark Cheng**, Chief Investment Officer, **Merrimac Corp**

**Ryan Kulig**, Officer, **SITFO**

**Matt Novak**, Partner, **Berkeley Partners**

**Travis Haney**, Senior Investment Manager, **SMRS**

**Cecelia Chen**, Senior Investment Officer, **SCERS**

**Edyta Riley**, Head of Real Estate, **Ford Foundation**

**Andrew Kaminski**, Consultant, **Cliffwater**

**Peter Kuhn**, Principal, **Compression Holdings**

**Jordan Cott**, Partner, **Arcus Infrastructure Partners**

**Alan Snoddy**, Managing Director, **The Church Pension Fund**

**Lenard Polk**, Vice Chair, **Houston Municipal Pension System**

**Jeff Price**, Managing Director, **Starr Companies Real Estate**

**2:00 pm ET**

**End of Day 2**



# Institutional Partner



INSTITUTIONAL  
LIMITED PARTNERS  
ASSOCIATION

*The Institutional Limited Partners Association (ILPA) engages, empowers and connects limited partners to maximize their performance on an individual, institutional and collective basis. With more than 450 member institutions representing over \$2 trillion USD in private equity assets under management, ILPA is the only global organization dedicated exclusively to advancing the interests of LPs and their beneficiaries through best-in-class education, research, advocacy and events. For more information, please visit [ILPA.org](https://www.ilpa.org).*



# Sponsors

APG IOS is Alterra's industrial real estate platform dedicated to providing real estate solutions through property acquisition, development, management & leasing for tenants in the heavy industrial & outdoor storage space. Focused on low building coverage sites with large, stabilized yard space to accommodate an array of uses such as vehicle, material, and equipment storage, Alterra brings an institutional comprehension of the municipal & logistical complexities in securing mission-critical real estate for the often-overlooked sectors of the U.S. industrial landscape. Over the past four years, APG IOS has created tenant relationships in the transportation & logistics, vehicle storage, equipment rental, building materials & chemical industries through the acquisition or development of over 50 properties across 20 states, representing approximately \$250M in transaction volume. The dedicated team of investment, development, construction and asset management professionals provide tenants the resources to grow and improve their businesses through site selection, development, and/or sale-leaseback transactions.

Alveo Kapital is a Mexican group that develops, designs, builds and manages industrial parks. We are committed to building the most suitable space for our AAA tenants. We are the best choice for those looking for long term rental agreements at competitive rental prices in Mexico. We offer all-inclusive service in the design, architecture, engineering and construction of industrial real estate projects in accordance with international standards, with attractive prices, standardized contractual conditions and medium to long term provisions, according to our clients' needs. We are committed to offering our clients industrial spaces with the highest safety standards, including protocols, policies and technology for the operation of industrial parks. We incorporate green business practices into all our developments; enabling us to make the world a better place for our clients, employees and the environment.

Bay Grove was formed in late 2007 by Kevin Marchetti and Adam Forste and joined in 2011 by Dave Brandes. The three were former colleagues in Morgan Stanley's investment banking group who reunited after their respective tenures in institutional private equity - Kevin at The Yucaipa Companies, Adam at Kohlberg Kravis Roberts & Co. (KKR), and Dave at Shorenstein Properties. Since late 2008, Bay Grove has executed its owner-operator vision and approach with Lineage Logistics. Currently, the team devotes all of its time to the growth and success of this platform.

BentallGreenOak is a leading, global real estate investment management advisor and a globally-recognized provider of real estate services. BentallGreenOak serves the interests of more than 750 institutional clients with expertise in the asset management of office, retail, industrial and multi-residential property across the globe. BentallGreenOak has offices in 24 cities across twelve countries with deep, local knowledge, experience, and extensive networks in the regions where we invest and manage real estate assets on behalf of our clients. BentallGreenOak is a part of SLC Management, which is the institutional alternatives and traditional asset management business of Sun Life.





# Sponsors



BKM Capital Partners was founded in 2013. Headquartered in Newport Beach, California, BKM Capital Partners is a real estate fund manager specializing in the acquisition and improvement of value-add light industrial multi-tenant properties in metro areas across the Western U.S. combining a deep knowledge of this niche industrial product type with a vertically-integrated operator platform that includes in-house capabilities to reposition and convert existing assets, enhance property management, incorporate leasing management and institutionalize light industrial properties characterized by fragmented ownership positions. The firm continues to build on its proven track record, generating strong results with high levels of transparency and engagement for investors.



**BLACK CREEK® GROUP**

Black Creek Group is a leading real estate investment management firm that has bought or built over \$22 billion of investments throughout its more than 25-year history. The firm manages diverse investment offerings across the spectrum of commercial real estate – including industrial, multifamily, office and retail – providing a range of investment solutions for both institutional and wealth management channels. Black Creek Group has seven offices across the United States with approximately 300 professionals. More information is available at [blackcreekgroup.com](http://blackcreekgroup.com).

 **ELION PARTNERS**

Elion Partners is a real estate investment firm and minority-owned registered investment adviser. As a vertically integrated platform, Elion is both a fiduciary and operator, managing more than \$1.6 billion in real estate assets through closed-end funds and permanent capital investment vehicles.



L&B Realty Advisors is an employee-owned, SEC-registered real estate investment advisor. Since 1965, L&B has provided real estate investment management services to institutional investors and family offices. With \$9 billion under management, L&B has a proven track record of successfully acquiring, managing, and disposing real estate on behalf of our clients.



# Sponsors

Magellan Value Partners (MVP) is a real estate development and investment firm based in Los Angeles, California. The firm was founded in 2016 by long-term real estate veterans who have known and worked with each other for over two decades and successfully acquired, developed, built, and managed over 20 million SF of assets throughout their collective careers. MVP specializes in acquiring value added industrial and self storage assets, or land for development into industrial or self storage properties. Our core focus is acquiring and investing in properties with the potential to add value. With a meticulous eye for site planning and entitlements, and building aesthetics, Magellan Value Partners takes a hands-on approach to their projects. By optimizing operational efficiency and executing value-enhancing initiatives, MVP strives to deliver institutional-quality assets to customers and investors. Our team's years of experience and successful track record, accompanied by loyal friendships, collaboration, and integrity have created a dynamic and authentic firm.

NorthBridge Partners ("NorthBridge") is a Boston based real estate investment firm. NorthBridge acquires and manages real estate investments in Greater Boston/New England, employing a value investing philosophy.

Since our founding in 2006, we have helped best-in-class investment managers market themselves efficiently through access to the right kind of global capital from a wide range of long-term investors. Our investor relationships understand the importance of real estate and real assets within their broader portfolios. Park Madison's highly efficient approach to raising capital is designed to maximize fundraising potential within competitive and often challenging capital markets. The Park Madison team is built from a diverse group of professionals with experience on both the buy-side and sell-side of the industry. We leverage this experience to ensure that we find the right solutions for our clients' needs – no matter how complex. Our unique expertise allows us to offer a variety of highly customized capital solutions to real estate managers, including commingled funds, separate accounts, programmatic joint ventures, and recapitalizations. Our comprehensive, results-oriented approach has been validated across market cycles. Since 2006, Park Madison has participated in raising more than \$17 billion of equity capital from institutional investors.

Realterm is a \$6+ bn AUM real estate operator focusing on durable insights into the supply and demand of real assets through the supply chain. Realterm currently manages over \$2.9 billion of commingled equity through three logistics-oriented private equity fund series: Realterm Airport Logistics Properties, the largest portfolio of high flow-through on-airport logistics real estate in North America; Realterm Logistics Fund, a value-added fund series owning one of the largest portfolios of high flow-through surface transportation-related real estate in North America; and, along with Everstone Capital, IndoSpace Logistics Parks, an opportunistic fund series that has built the leading industrial development platform in India.



# Sponsors

Thor Equities is a global investment firm with a 34 year track record of investing in global urban mixed use real estate. The firm has AUM of \$9 billion and 180 properties in addition to a realized IRR of 24.1% and 2.1x equity multiple over the past 20 years. Thor has offices in US, Mexico, the UK, Spain and France. The firm has a unique insight into commercial real estate markets and trends through its integrated business lines and activities. Logistics benefits from the same fundamentals as traditional retail while providing a natural hedge against some of the biggest risks of globalization, such as e-commerce. With retailers rapidly developing their online platforms, Thor Logistics is a natural extension of Thor's leading global urban mixed use offering. In the last 12 months, Thor's dedicated European logistics team has executed transactions of €400 million GAV in urban last mile and logistics assets in the UK, Netherlands and Spain. Thor is actively reviewing a pipeline in excess of €230 million GAV sourced through an extensive network of key occupiers and global logistics operators.

Turnbridge Equities is privately-held, vertically-integrated real estate investment and development firm with offices in New York, Los Angeles, Washington, DC, Miami, and Austin. Turnbridge makes certain real estate investments through its SEC registered investment advisor, Turnbridge RE Fund Management Company I LLC. Turnbridge's full service platform and extensive relationships enable Turnbridge to acquire, develop, reposition, and operate real estate and generate value for its investors and partners. Turnbridge and its principals seek to bring high levels of creativity and thought leadership to drive the results of each of its investments. With a track record of implementing successful investment strategies, Turnbridge has capitalized on emerging trends and monetized value in advance of market shifts.

Westmount Realty Capital, LLC is a privately held, commercial real estate company headquartered in Dallas, that has achieved exceptional performance and time-tested results for more than 30 years. Westmount is a leading edge, relationship-driven company that is seen as an innovator and is a trusted operating partner to numerous U.S. and foreign institutional and private capital sources. The company is active throughout the U.S., specializing in value-add and opportunistic investments, and has navigated successfully through multiple market cycles. Westmount currently has assets of 15 million square feet of industrial space and 4,000 multifamily units. Recent growth in the firm's portfolio plus anticipation of investment opportunities has prompted the company to expand its staff in acquisitions, accounting and property management personnel to handle the increased activity in these areas.

Westport was founded in 2005 and is led by a core team of Principals who collectively have over 100 years of real estate investment experience. Our senior investment professionals have worked together for an average of nearly 25 years, including over 15 years at Westport. We have experience successfully investing through multiple economic cycles, in both growth and distressed environments. We focus on generating attractive risk-adjusted returns in growth environments through value-add investments and development opportunities. In declining markets, the firm has the skills to invest in distressed assets and financial instruments where appropriate. Today, Westport is keenly focused on investments in North America. With offices in Stamford, Connecticut and Los Angeles, California, our Investment Team works together with the firm's Legal, Compliance, Operations, Accounting, Investor Relations, and Administrative professionals to ensure the institutional quality and rigorous standards of Westport's investment products and our organization overall.

# Keynote Speakers



## Hamid R. Moghadam

Chairman of the Board of Directors and Chief Executive Officer, Prologis (San Francisco)

Hamid Moghadam is Chairman and CEO of Prologis. In 1983, Mr. Moghadam co-founded the company's predecessor, AMB Property Corporation, and led it through its initial public offering in 1997, as well as its merger with ProLogis in 2011. He has been a board member since the company's inception and serves on the board's executive committee. Mr. Moghadam has served as a trustee of Stanford University. He remains active with Stanford, currently serving on the board of the Stanford Management Company, where he was formerly chair. He also serves on Stanford's FSI Council (Freeman Spogli Institute for International Studies) and the Stanford Graduate School of Business' Advisory Council. Previously, he served as a trustee and as a member on the board's executive committee for the Urban Land Institute, chairman of NAREIT and REITPAC, and as a member of several other philanthropic, community, and corporate boards. Mr. Moghadam received the 2013 Ernst & Young National Entrepreneur of the Year Overall Award and is a recipient of the Ellis Island Medal of Honor. He has been named CEO of the Year and received multiple lifetime achievement awards from leading publications and industry organizations. Mr. Moghadam received an MBA from the Stanford Graduate School of Business and a Bachelor and Master of Science in engineering from Massachusetts Institute of Technology.



## Karsten Kallevig

Special Advisor to the CEO, Norges Bank Investment Management (Norway)

Karsten Kallevig joined Norges Bank Investment Management in September 2010. He was instrumental in building the real estate team and portfolio from inception, and led the real estate organization for 10 years. In October 2020, he was appointed Special Advisor to the CEO. Prior to joining Norges Bank Investment Management, Kallevig worked for Grove International Partners. His latest position at Grove was as Head of Japan between May 2006 and June 2010. He was also a partner at the company's European investment division in London between October 2004 and April 2006. He previously held positions at Soros Real Estate Partners in London. Kallevig has a Bachelor of Science (Materials Science and Engineering) from Massachusetts Institute of Technology.



# Speakers

## Shawn Quinn

Managing Director, Wilshire Associates (Pittsburgh)

Mr. Quinn serves on WPM's Investment Committee and focuses on private markets investments including private real estate, real assets, private equity, and private credit, and has over 15 years of experience in these industries. Mr. Quinn's primary responsibility is leading Wilshire Private Markets' efforts in the real estate and real assets sectors. His additional responsibilities include sourcing, due diligence, and investment recommendations on potential private real estate and real asset opportunities. He also has responsibility for monitoring existing investments and sits on the advisory board for a number of private equity and private real estate partnerships. He received his BS in Business Administration (Finance) with a minor in Political Science with University Honors from Carnegie Mellon University. Mr. Quinn joined Wilshire as a member of Wilshire Private Markets in 2005.

## Michael Rizzello

Senior Portfolio Manager, Canada Post Pension Plan (Canada)

Michael Rizzello, Senior Portfolio Manager, Real Estate Investments with Canada Post Pension Plan, oversees over \$1.5 billion of the Plan's \$3 billion real estate portfolio. Michael joined Canada Post in 2011 where he helped build up the real estate portfolio with over \$2.0 billion in investment transactions in both direct property acquisitions and fund investments. Michael has expertise across all property types (Office, Industrial, Retail and Apartments) and investment strategies (core, value-add and development). During his tenure, he also contributed to the success of the Portfolio by initiating investments outside of Canada, including the US and Europe. The Portfolio has exceeded its benchmark return 7 times out of the 8 past years. Over the past 16 years, Michael has also held roles with BentallGreenOak and Dorsay Developments. Michael is a CFA Charterholder and holds an MBA and BBA from the Schulich School of Business.

## William H. Schwab

Former Global Head of Real Estate, Abu Dhabi Investment Authority

Bill Schwab has served as Global Head of Real Estate for the Abu Dhabi Investment Authority (ADIA) from January 2009 to June 2018. He was responsible for an investment portfolio comprising direct and indirect investments, public and private debt and equity, across global markets. Bill joined ADIA in January 2009 from JP Morgan Securities Ltd. where he was Managing Director for EMEA. Previously, he worked for Deutsche Bank, London, and Goldman Sachs, New York. Prior to his banking experience, he had worked in real estate development and construction, including service as a job superintendent, project manager and director of acquisitions and dispositions. Bill's educational background includes: MIT, BS economics; The Wharton School, MBA real estate finance; Temple University, MST taxation; Pennsylvania State University, Certificate construction technology. He is a CFA charter holder. Bill is now developing an investment entity – LCI Investment Company - that reflects a new approach to investing for large, low-constraint investors which emphasizes a high deployment pace, high returns, improved risk management and co-ownership of the value created in the company.

# Speakers

## Spencer Branch

Associate Director, Real Assets, UTIMCO (Austin)

Spencer is part of the Real Return team, which oversees UTIMCO's real estate, natural resources, and infrastructure portfolios predominantly for private investments. Spencer is primarily responsible for sourcing and executing new investment opportunities in all markets and managing relationships for current investments. Prior to joining UTIMCO in 2013, Spencer worked as an analyst at UBS Investment Bank in the Global Energy Group in Houston, Texas. Spencer is actively working toward his MBA from The University of Texas at Austin McCombs School of Business, where he received his BBA in Finance in 2011.

## Nancy I. Lashine

Managing Partner & Founder, Park Madison Partners (New York)

Ms. Lashine is the Founder and Managing Partner of Park Madison Partners, a boutique real asset private equity placement firm. The firm is a leading advisor to investment management firms on their business strategy. Park Madison is headquartered in New York City and is a FINRA regulated broker dealer. Ms. Lashine has over 35 years of real estate and investment marketing experience. Prior to forming Park Madison Partners, Ms. Lashine was a strategic consultant advising leading institutional real estate investment managers on product development and the implementation of institutional marketing initiatives. Clients included Lehman Brothers, Angelo Gordon, ING Clarion, Sentinel Real Estate and JER Partners. Ms. Lashine was an early member of The O'Connor Group (1985-1995) and began her finance career at LF Rothschild, Unterberg and Towbin (1981-1985). Ms. Lashine earned her MBA at Columbia University Graduate School of Business, and a BFA, cum laude, from Case Western Reserve in Dance Theatre. She serves on several Boards including the Columbia MBA Real Estate Advisory Board, the Gibney Dance Center Board, and is a past board member of the Pension Real Estate Association. She is a member of ULI and WX (Executive Women in Real Estate).

## JR Pearce

Investment Officer, Sacramento County Employees' Retirement System (Laguna Niguel)

JR Pearce is a Senior Investment Officer with Sacramento County Employees' Retirement System (SCERS), an \$11 billion California public pension plan, responsible for portfolio construction and oversight for SCERS' private market investments in private credit, real estate, and real assets globally. Prior to joining SCERS in 2013, Mr. Pearce was actively involved in the institutional real estate industry for over 25 years. During his career, Mr. Pearce served in various senior leadership positions in real estate investment, development, and finance with a range of organizations including institutional investment manager, real estate development company, and real estate owner-operators. Mr. Pearce's financial background along with his broad real estate experience has enabled him to direct and oversee over \$7 billion in real estate development and investment projects across the United States. Mr. Pearce earned his MBA in Finance from Loyola College, and is a cum laude graduate in Finance and Economics from Towson University. Mr. Pearce is a Certified Public Accountant (in-active) and holds a California Real Estate Brokers license.

# Speakers

## Dwight Merriman

Senior Managing Director, Chief Executive Officer - Industrial, Black Creek Group (Denver)

Dwight Merriman is Senior Managing Director, Chief Executive Officer of Industrial at Black Creek Group, a leading real estate investment management firm. In this role, Mr. Merriman oversees acquisition, asset management and portfolio management activities for all industrial investments. Since joining the firm in 2010, Mr. Merriman has served in a variety of leadership roles including Managing Director, Chief Executive Officer for Black Creek Diversified Property Fund Inc. and Industrial Property Trust. In addition to his current role, Mr. Merriman serves on the Board of Directors for Black Creek Industrial REIT IV Inc. Mr. Merriman has more than 30 years of real estate experience and has been responsible for over \$18 billion of real estate transactions, including over 30 million square feet of development. Prior to joining Black Creek, he served as Managing Director at Stockbridge Capital Group LLC, a private-equity real estate investment company based in California. Before that, he served as Managing Director at RREEF Funds where he started CalSmart, a \$1.2 billion value-added real estate investment firm with the California Public Employees' Retirement System. Additionally, he spent five years as Managing Director at Carr America Realty Corporation (formerly NYSE: CRE) and 11 years developing office and industrial properties in Southern California with Overton, Moore & Associates. Mr. Merriman has been an active member of the Urban Land Institute (ULI) for more than 15 years, serving in a variety of leadership positions within the organization. Mr. Merriman holds a Bachelor of Science in Business Administration from the University of Southern California and a Master of Business Administration from the University of California at Los Angeles.



## Judy McMahan

Portfolio Manager Real Estate, UPS Group Trust (Atlanta)

Ms. McMahan has over 27 years of real estate investment experience in both debt and equity investing. Prior to joining UPS in 2015 as the Portfolio Manager for Real Estate, she worked in the real estate investment group of a major life insurance company, with an investment manager focused on closed-end debt funds, and for a separate account manager. The UPS Group Trust oversees investments for UPS pension plans which total in excess of \$50 billion. The real estate portfolio is \$2B with a target allocation of 5.0 - 7.5%.



## Greg Lauze

Managing Partner / Chief Investment Officer, NorthBridge (Boston)

Greg is co-founder and Managing Partner at NorthBridge where he shares responsibility for directing the firm's overall strategy and serves as Chief Investment Officer. Greg has nearly 15 years of experience in the logistics real estate sector, primarily focused in the lower-middle market segment. He has worked in a wide variety of roles within real estate including acquisitions, asset management, fundraising and portfolio management. Prior to NorthBridge, Greg was a Director at Colony Capital where he worked in various capacities including acquisitions, asset management, business development and portfolio management. Greg also worked as an Associate at The Blackstone Group on both equity and debt real estate funds. Greg began his career as an Analyst at Jones Lang LaSalle. Greg was appointed by the Commonwealth of Massachusetts to serve on the MassDOT Real Estate Appraisal Review Board. He also serves on the United Way North Shore Advisory Board and as a Board member at the Hildreth Institute. Greg is also co-founder of Coffee Connectors, a program designed to connect first generation college graduates with executives in the Boston business community.



# Speakers

## Juan DeAngulo

### Managing Partner, Elion Partners (Miami)

Juan DeAngulo is Managing Partner at Elion Partners, and a voting member of the firm's Investment and Asset Management Committees. Since joining Elion, Juan has developed the firm into a vertically integrated, institutional-grade real estate investment platform, managing more than \$1.6 billion in real estate assets. Prior to Elion, Juan was Managing Director at Transwestern Investment Management, where he oversaw the complete cycle of portfolio management and participated in the launch of a billion-dollar equity investment program for a major U.S. institutional investor focused on U.S. commercial real estate. Juan currently serves a member of Harvard University's Alumni Real Estate Board, and also serves on the Board and Loan Committee of Wessex Corp. in Chicago. Juan holds a certificate from Harvard University's School of Design Advanced Management Development Program, received a B.S. with honors from East Tennessee State University and an M.B.A. from Regent University.

## Sean Armstrong

### Managing Principal, Westport Capital Partners (Stamford)

Mr. Armstrong is the Managing Principal of Westport Capital Partners and one of the founding Principals, joining Westport in 2006. He is a member of the Investment and Management Committees and has played a lead role in defining Westport's investment strategy. The strategy focuses on a data-driven approach to determining the most attractive markets and sectors for real estate investment. Before that, he was most recently a Managing Director at Oaktree Capital Management, joining Oaktree in 1995. Before that, he worked at Trust Company of the West in the Special Credits Real Estate and High Yield Bond groups. Mr. Armstrong has served on multiple boards of public and private real estate companies through his career. Mr. Armstrong holds a B.S. in Biomedical Engineering (magna cum laude) and an M.B.A from the University of Southern California. He is a Chartered Financial Analyst.

## David Hunt

### Managing Partner and Global Head of Logistics, Thor Equities (London)

David is Managing Partner and Head of Global Logistics investments, at Thor Equities Previously David was a European director with The Blackstone Group's European logistics platform, Logicor He was involved in over 3 bn of transactions in over 10 countries across Europe and was responsible for the valuations of the 12 bn+ platform sold to China Investment Corporation. David received an Executive MBA from the University of Cambridge, where he and peers formed Lookfit, an avatar/augmented reality based start up, focussing on solving the issue of reverse logistics He is a member of the Royal Institution of Chartered Surveyors CFA Charter Holder and a GRI Global Committee member.



# Speakers



## Sajith Ranasinghe

### Managing Director, The Church Pension Fund (New York)

Sajith Ranasinghe serves as Managing Director of The Church Pension Fund (CPF). His areas of focus include alternative investments, with an emphasis on real estate. He joined CPF in 2007. During his tenure, he spent two years in CPF's Hong Kong office. Prior to CPF, Sajith held several positions of increasing responsibility at Cambridge Associates, where he focused on hard asset investments and fund manager research. Sajith received a BS in Finance magna cum laude from Virginia Polytechnic Institute and State University. He is a CFA® charter holder.



## Ryan Nelson

### Managing Principal, Turnbridge Equities (Bethesda)

Ryan Nelson is a Managing Principal for Turnbridge Equities, a privately-held, vertically-integrated real estate investment firm with offices in New York, Los Angeles, Washington, DC and Austin. Ryan oversees the Company's acquisitions, operations, and asset management activities, focused on value-add and opportunistic real estate investments throughout the US. Prior to joining Turnbridge, Ryan was a Managing Director for MRP Realty in New York City. Previously, he was with Sherwood Equities as a senior vice president of acquisitions and development in New York City, responsible for over \$1 billion in transaction volume. Prior to joining Sherwood, Ryan was a partner with Champion Partners in Dallas, Texas as well as a project manager with Turner Construction. Ryan received his M.B.A. from the University of Texas in Austin and his B.S. in Construction Engineering from Iowa State University. Ryan is a Council Member on the Urban Development Mixed Use Council (Red Flight) for ULI as well an Advisory Council Member for the Texas McCombs Real Estate Finance Center.



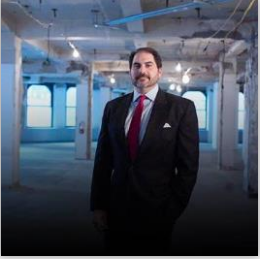
## Eric R. Smith

### Executive Vice President, L&B Realty Advisors (Dallas)

Eric's focus is consultant relations, product development and new investors for L&B's fund and separate account strategies. Prior to his role in marketing, Eric headed up the office and industrial asset management department and was responsible for the investment strategy and performance for \$1.17 billion in office and \$120 million in industrial assets. When Eric began his career at L&B, he served in the acquisitions department as an analyst and then associate director responsible for sourcing, analyzing, and closing property acquisitions for the east coast of the United States. While in that capacity, he closed \$118 million in acquisitions and \$160 million in office dispositions. Eric joined L&B in 2000. Eric holds a Bachelor of Science degree in Business Administration from the University of Central Florida.

# Speakers

## Jonathan Epstein Managing Partner, BentallGreenOak (Los Angeles)

A portrait of Jonathan Epstein, a man with a beard and mustache, wearing a dark suit, white shirt, and red tie, standing in a modern, brightly lit industrial or office space.

Jonathan Epstein is a Managing Partner at BentallGreenOak based in Los Angeles. He is responsible for the firm's Core Plus investing initiatives in the United States and its Temperature Controlled Logistics platforms in North America. Prior to the merger of Bentall Kennedy and GreenOak Real Estate in 2019, Jonathan led GreenOak's U.S. Value-Add Fund Series investment efforts and the Core Plus investing initiative in the western United States and was responsible for the firm's investment strategy, sourcing, structuring, and asset management for the western region. Prior to joining the firm, Jonathan was president of Hackman Capital Partners and co-managing partner of the firm's investment entities from 2006 to 2010. Hackman Capital grew, under Jonathan's direction, from owning and managing 3 million square feet, of logistics assets, to 16 million square feet in nine states within the United States. Prior to joining Hackman Capital, Jonathan spent 14 years at Lehman Brothers and was primarily responsible for acquiring or investing in over \$20 billion in real estate, real estate-backed debt instruments, and real estate-related companies in the United States, Europe, and Asia. Between 1997 and 2005, Jonathan built and led Lehman Brothers Asian real estate investing, special situation and distressed investing, real estate investment banking, and lending efforts based in Tokyo. Prior to Lehman Brothers, Jonathan worked at Merrill Lynch, where he began his career in 1989 in structured finance and principal investing. Jonathan is a graduate of the School of Management at Boston University.

## Brian Malliet Founder & CEO, BKM Capital Partners (Newport Beach)

A portrait of Brian Malliet, a man with short grey hair, wearing a grey suit, white shirt, and striped tie, sitting in front of a colorful abstract painting.

Brian K. Malliet leverages a vast knowledge of commercial real estate and capital market relationships to provide the strategic direction for BKM Capital Partners. With 32 years of proven experience, Malliet has brokered the sale/ lease of commercial real estate transactions of more than 154 million square feet, valued at US \$750 million, and has acquired 100 small and mid-bay industrial properties in the western United States with equity of approximately US\$860 million over his career. Malliet founded BKM Capital Partners and BKM Management Company (BKM) in 2013. Through his vision, and the efforts of BKM's talented management team, the Companies have become a highly successful vertically integrated fund manager with offices across 12 regional US markets and 80 employees in their leasing, in-house property management, construction, and asset management divisions. BKM has invested US\$700 million of capital commitments since inception, and currently manages 8.5 million square feet of 45 small and mid-bay industrial assets valued at US\$1.4 billion.

## Clifford A. Booth President & CEO, Westmount Realty Capital, LLC (Dallas)

A portrait of Clifford A. Booth, a man with short grey hair, wearing a dark suit, white shirt, and patterned tie, smiling against a blue background.

A native of Montreal, Canada, Cliff Booth is the founder and CEO of Westmount Realty Capital, LLC. He holds a B.A. Honors in Political Science from McGill University in Montreal and an M.Sc. in Economics from the London School of Economics. Cliff first moved to Dallas in 1979 and founded the company shortly afterward. With over 35 years of industry experience, Cliff is recognized as an innovative and leading-edge investor. His relationship-driven approach towards investing has earned the trust of numerous U.S. and foreign institutional and private capital sources, many of which have been investing with Westmount for decades. Among his many notable achievements, he was one of the first to assemble a significant portfolio of flex industrial properties in the United States and also a pioneer investor of office and flex industrial in/around Downtown Dallas in the 1990s. To date, Cliff has led the company to build a portfolio of over 15 million square feet of industrial properties and 4,000 multifamily units with office in several cities.

# Speakers

## Matthew Pfeiffer

Partner & Chief Investment Officer, Alterra Property Group (Berwyn)

Matt oversees all investment and asset management activity for Alterra. He and his Partners are responsible for forming and implementing investment strategies across the company. Matt played an integral part in the formation of Alterra's Industrial Outdoor Storage platform and oversees the day-to-day acquisitions and asset management initiatives of that platform. In addition, he is responsible for raising and structuring equity and debt for Alterra's ongoing business initiatives. Matt has been involved with over \$1 billion of transactions during his time at Alterra. Prior to joining Alterra, Matt focused on acquisitions on the East Coast for CenterSquare, a real estate private equity firm located in Philadelphia. He began his career in real estate at Blackstone (2007-2012). Matt has an MBA from the Wharton School of the University of Pennsylvania and a B.S. in Finance from Georgetown University. Matt is actively involved with Wharton's Zell Lurie Real Estate Center and is a member of the board for Georgetown's Steers Center for Global Real Estate.

## Kevin Marchetti

Managing Partner, Bay Grove (San Francisco)

Mr. Marchetti is a Co-Founder and Managing Partner of Bay Grove where he is active in all day-to-day activities of the firm and responsible for investment decisions. He is a Co-Founder and Co-Executive Chairman of Lineage Logistics Holdings, LLC. Lineage Logistics is the largest temperature-controlled warehousing and logistics company and REIT globally. In his role with Lineage, he supports the executive leadership team with strategic decision-making including capital allocation, acquisitions and capital structure. Prior to co-founding Bay Grove, Mr. Marchetti was an investor with Ron Burkle and The Yucaipa Companies where he helped invest the Yucaipa Funds and eventually oversaw Mr. Burkle's personal investment portfolio and sat on the board of the Pittsburgh Penguins. Mr. Marchetti started his career with Morgan Stanley in its investment banking group in San Francisco. He graduated cum laude from Duke University with a major in Economics and a minor in History. While at Duke, he also served as head manager for the Duke Men's basketball team under Coach Mike Krzyzewski. Mr. Marchetti is on the board of Nevada Dental Benefits, LTD, and a member of the Policy Advisory Board of the Fisher Center for Real Estate and Urban Economics. He is a former member of Duke Annual Fund Executive Committee and International Association of Refrigerated Warehouses ("IARW").

## Martin Slusser

Founder and Managing Partner, Magellan Value Partners (Los Angeles)

Founder of Magellan Value Partners ("MVP") and Co-Founder of The Magellan Group (established in 1990), Mr. Slusser brings over thirty-seven years of experience working in commercial real estate development, where he focuses on Industrial and Storage, developing over 7M SF. Prior to Magellan, Martin was Division Partner in the Los Angeles office of Trammell Crow where he acquired and developed industrial valued at \$350M; negotiated 211 leases; and managed 13M SF. Martin leased over 3M SF of industrial for three consecutive years, earning the Top Industrial Leasing Award each respective year. Martin began his career working for Morgan Stanley in New York City as an analyst and worked with The Newhall Land & Farming Company. Mr. Slusser received an MBA from Stanford Graduate School of Business and holds an AB Degree from Stanford University. He is a member of the Stanford University President's Fund.



# Speakers

## Richard Peiser

Michael D. Spear Professor of Real Estate Development, Harvard University (Cambridge)

Richard Peiser has been the Michael D. Spear Professor of Real Estate Development at the Graduate School of Design since 1998. He is also Director of the university-wide Real Estate Academic Initiative created in 2003. He was previously on the faculty at the University of Southern California (1986-1998) as associate professor of urban planning and development, director of the Lusk Center for Real Estate Development, and Academic Director of the Master of Real Estate Development Program that he founded in 1986. His courses: Real Estate Finance and Development, Field Studies in Real Estate, Planning and Urban Design, and Advanced Real Estate Development and Finance offer basic and advanced-level study of real estate at the GSD. He also taught the studios: Alternative Urban Pattern Prototypes: Looking at Pomona/Los Angeles, Newry, Northern Ireland—Revealing History in Urban Reconstruction, and Alternative Futures for the West Lake, Hangzhou, People's Republic of China, as well as field studies in Texas, California, New Hampshire, Idaho, and Shanghai. He is directing the school's activities in advanced education for senior real estate executives, notably the six-week Advanced Management Development Program in Real Estate.

## Balazs Lados

Managing Director/ European Fund Manager, REALTERM (Amsterdam)

Mr. Lados was previously an executive in the European office of the Goldman Group. He has over ten years of experience in real estate private equity. He received his M.Sc. in International Relations from Corvinus University of Budapest and his M.Sc. in Real Estate from the University of Reading.



# Participation Options

## COMPLEMENTARY:

- We only invite Limited Partners at no cost. We qualify LPs as Public Pensions, Corporate Pensions, Pension Consultants, Foundations, Sovereign Wealth Funds, Endowments, Insurance Investors, Single Family Offices, Multi Family Offices, RIAs & UNWI Investors.

## Conditions:

- Carmo carefully vets all participants to make sure they fit the LP criteria
- Carmo has the right to refuse any participant from joining should they not meet the criteria
- If you raise external capital, you cannot join on a complimentary basis.
- If you wear two hats, you cannot join on a complimentary basis. (Example: You represent a family, but you also help a fund raise capital) Nope!
- If you are caught sneaking in and pitching a fund or deal, you will be banned from the Carmo platform. You must pay to play.



# Participation Options

## STANDARD PASS:

- **Pass**
  - 1 pass to web meeting and networking/speed dating sessions.
- **Networking App Access**
  - 1 pass to event networking app for 1 week.

Early Bird: \$300 USD

Pre-Registration: \$400 USD

Standard: \$500 USD

## FULL ACCESS PASS:

- **Pass**
  - 1 pass to web meeting and networking/speed dating sessions.
- **Networking App Access**
  - 1 pass to event networking app for 1 week.
- **Attendee List**
  - Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information.

\$2,000 USD

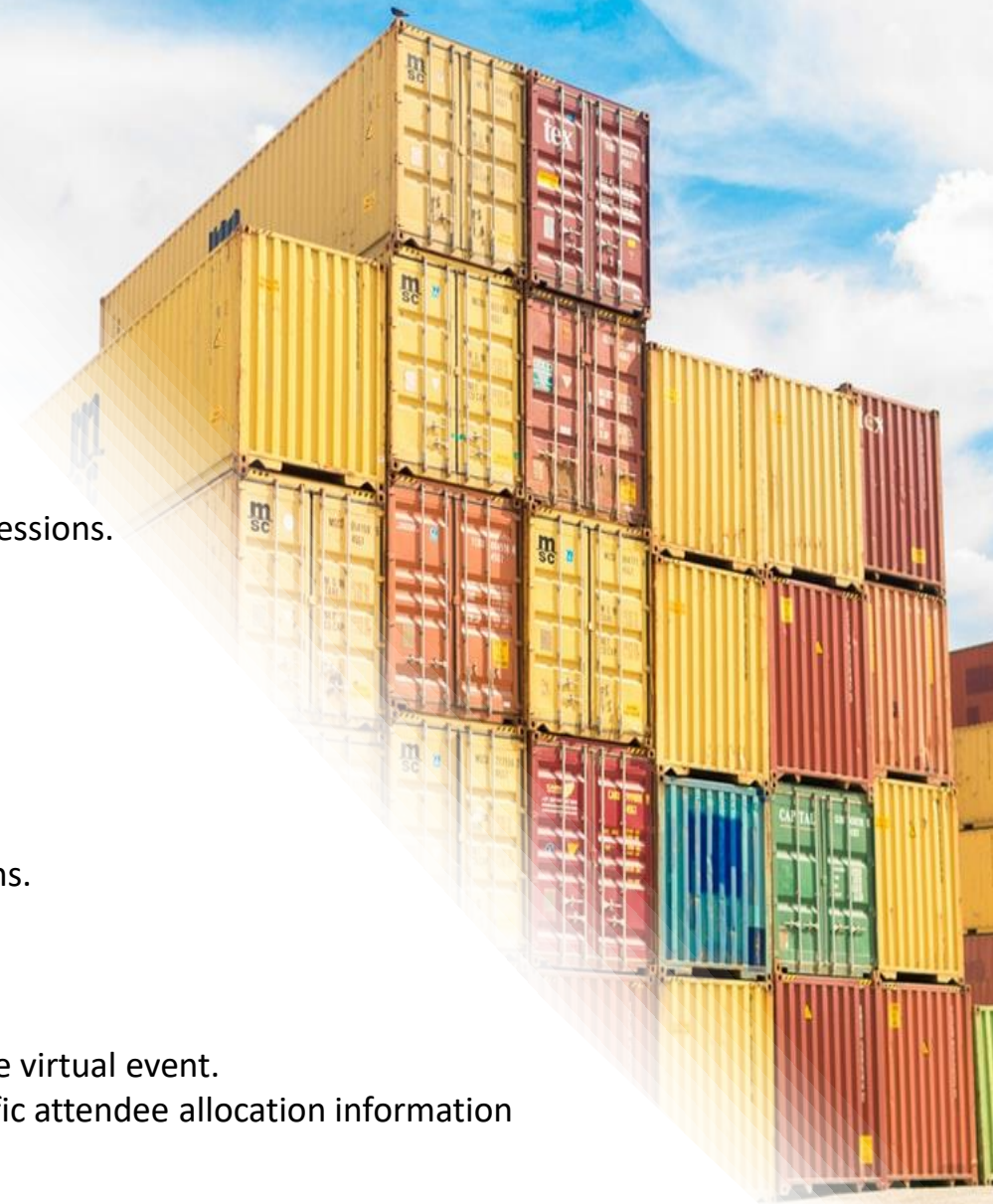


# Participation Options

## COMPANY SPONSORSHIP:

- **Speaking Position**
  - Client may choose to speak or moderate on panel of choice on event of choice
- **Passes**
  - 5 Company passes to event web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
  - 5 Company passes to event networking app for 1 week.
- **Branding**
  - Sponsorship branding throughout web meeting agenda and marketing campaigns.
- **Attendee List**
  - Exclusive access to updated conference attendee list before, during and after the virtual event.  
Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

**\$5,000 USD**



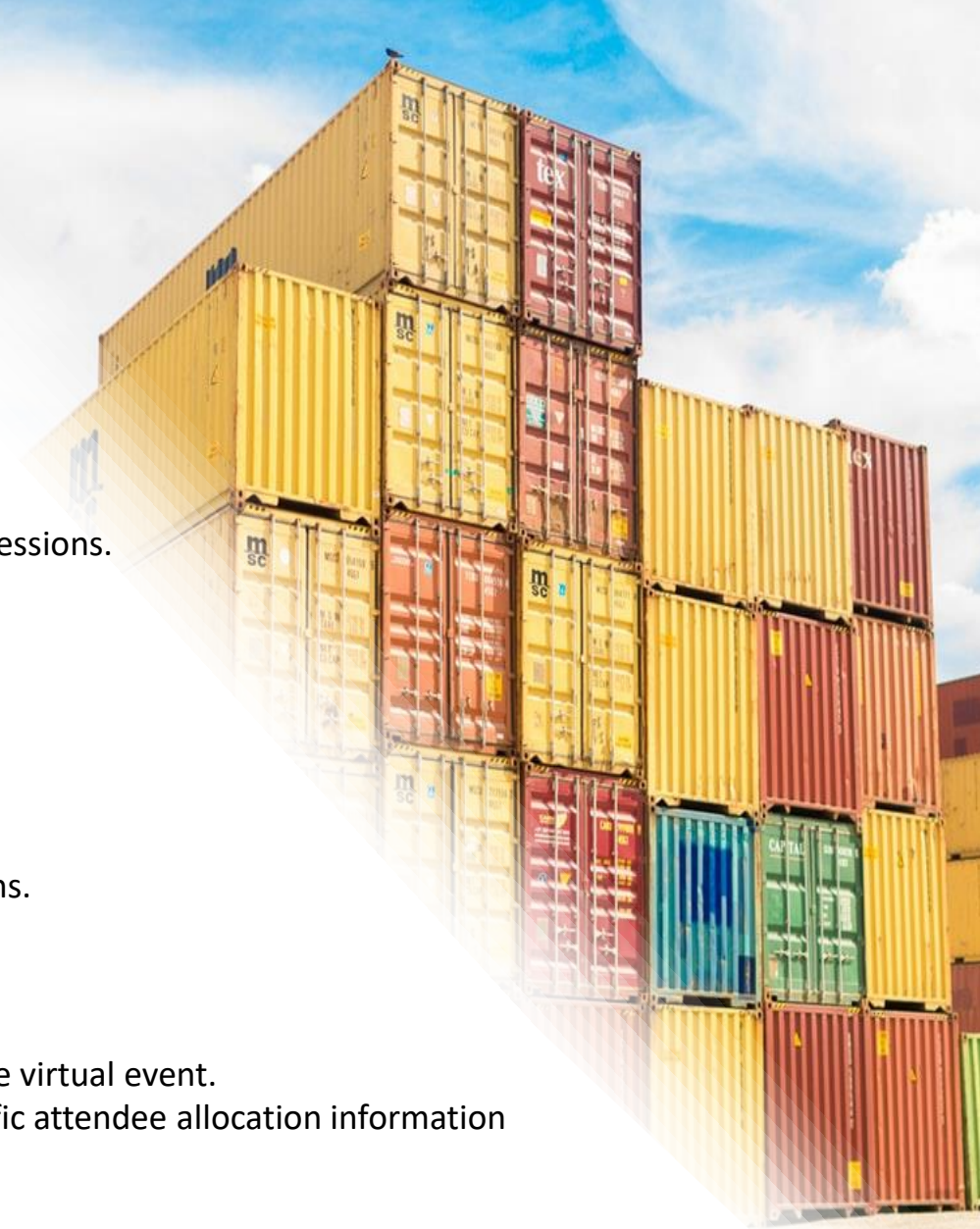


# Participation Options

## PRESENTATION SPONSORSHIP:

- **Speaking Position**
  - Stand-Alone 20 Minute presentation at time of choice during the event
- **Passes**
  - 5 Company passes to event web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
  - 5 Company passes to event networking app for 1 week.
- **Branding**
  - Sponsorship branding throughout web meeting agenda and marketing campaigns.
- **Attendee List**
  - Exclusive access to updated conference attendee list before, during and after the virtual event.  
Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

**\$7,500 USD**



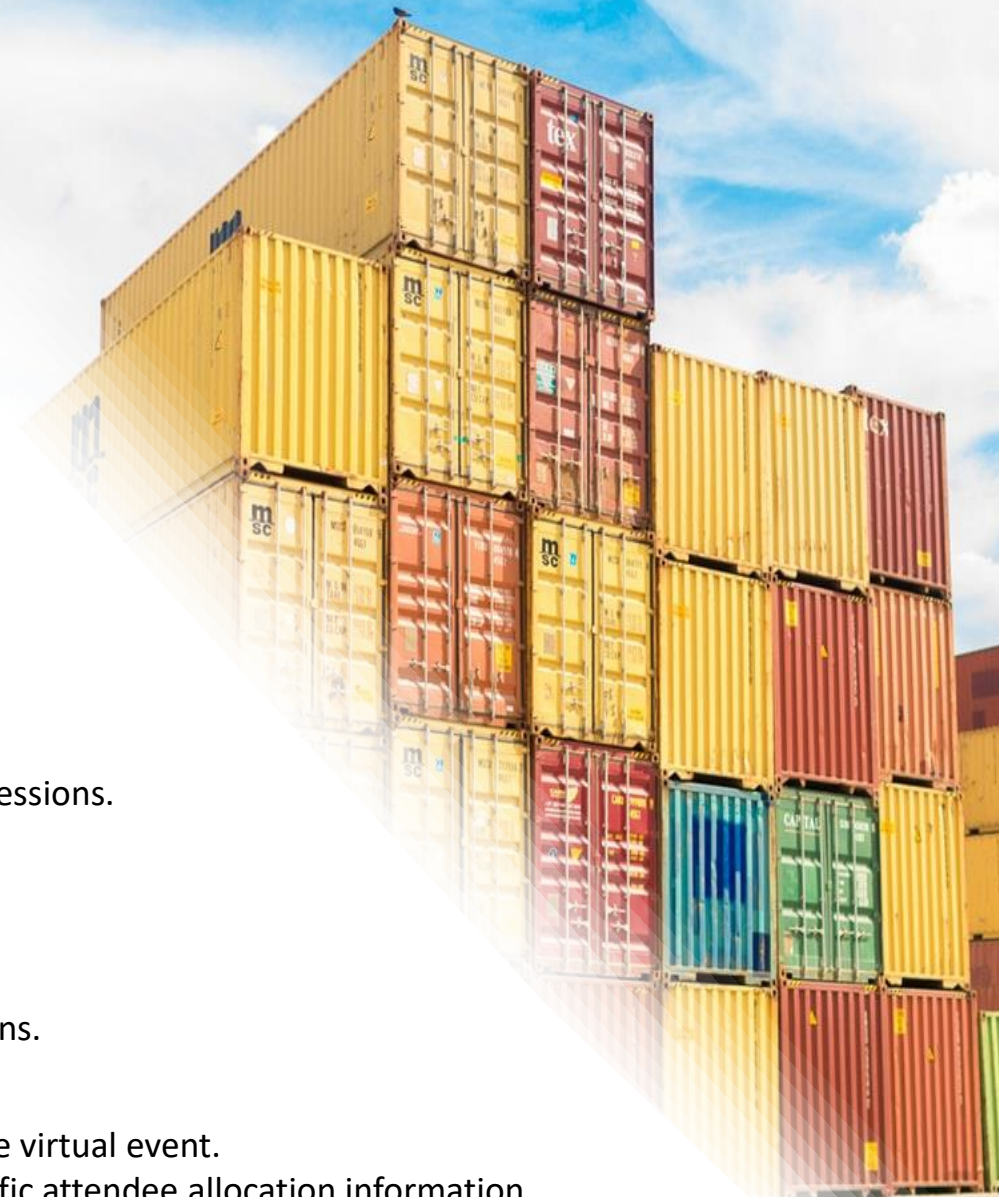


# Participation Options

## VIRTUAL ROAD SHOW SPONSORSHIP

- **Meeting Facilitation/ Post-Event Virtual Road Show**
  - Select targeted LP/GP attendees from Event
  - Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.
  - Carmo to put best effort of obtaining at least 15 LP/GP meetings with client and prospective LPs.
- **Speaking Position**
  - Client may choose to speak or moderate on panel of choice on event of choice
- **Passes**
  - 5 Company passes to event web meeting and virtual networking/speed dating sessions.
- **Networking App Access**
  - 5 Company passes to event networking app for 1 week.
- **Branding**
  - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- **Attendee List**
  - Exclusive access to updated conference attendee list before, during and after the virtual event.  
Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information.

**\$10,000 USD**



# Participation Options

## EXCLUSIVE SPONSORSHIP :

- **Exclusivity**

- No other company with competitive strategy or focus can be an event sponsor.
- GP Example- Exclusive debt focused fund manager
- Service Provider Example- Exclusive Law Firm/Accounting sponsor

- **Lead Branding**

- Premier sponsorship branding throughout web meeting, agenda and marketing campaigns.

- **Speaking Opportunity**

- 1 moderating/speaking positions on panel of choice or 45-minute standalone presentation (pending availability).

- **Meeting Facilitation/ Post-Event Virtual Road Show**

- Select targeted LP attendees from previous events
- Carmo will professionally introduce via email and help arrange one on one virtual meetings at times and dates that suit both parties.
- Carmo to put best effort of obtaining at least 15 LP meetings with client and prospective LPs.

- **Passes**

- 10 Company passes to web meeting and virtual networking/speed dating sessions.

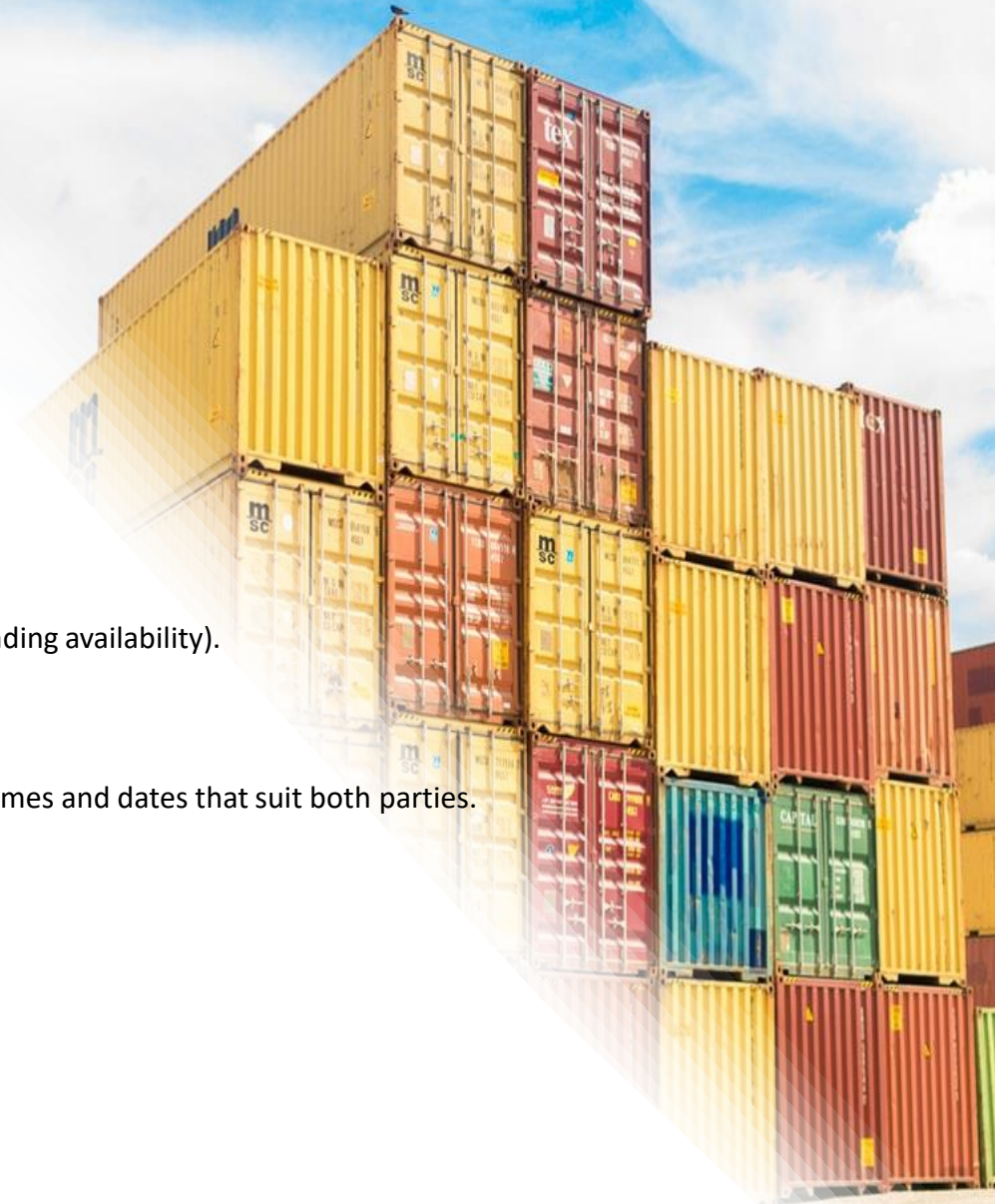
- **Networking App Access**

- 10 Company passes to event networking app for 1 week.

- **Attendee List**

- Exclusive access to updated conference attendee list before, during and after the virtual event.  
Attendee list includes: Companies, names, professional titles, profiles and specific attendee allocation information

**\$20,000 USD**



# By the Numbers...

- \$5+** Trillion AUM in attendance
- 250+** Total participants
- 125+** Institutional & Private Wealth Investors
- 125+** Investment Firms/ Funds
- 4** Industry Exclusive Panel Sessions
- 3** Hours of Private Virtual Networking/Speed Dating
- 2** Day Zoom Web Conference
- 7** Days of Slack networking tool access



# In Attendance...

- Real Estate Firms, Private Equity Funds, Venture Capital Firms
- Real Estate Developers (Institutional Quality)
- Hedge Funds
- Public Pension Funds
- Corporate Pension Funds
- Endowments
- Foundations
- Fund of Funds
- Sovereign Wealth Funds
- Family Offices, Multifamily Offices and Private Banks
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers
- Private Debt Funds

C-Level Executives



# WEB MEETING APPS

- Our Video Conference will be Powered by ZOOM.
- You can access through web browser or download app on any Tablet, Laptop or Mobile device.
- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Zoom Conference



- Slack is a proprietary instant messaging platform that is typically used by companies in order to communicate efficiently rather than emailing back and forth on miniscule matters. It is also great for subdividing chats for group projects.
- For the purpose of our Web Meeting, this platform works perfectly to facilitate interaction of event attendees.
- We are allowing all webinar participants to join this instant messaging platform in order to communicate with each other freely and on a direct basis. Inside the slack platform there are also sub chats that are called “channels”. Each “channel” represents a different panel topic where participants can communicate with each other openly pertaining to that topic.

- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Slack Chat.



- This chatroom is only open for the 3-day duration of the Web Conference.



# UPCOMING EVENTS 2021

- **The US Self Storage Web Meeting**  
*Virtual Event- March 17th, 2021*
- **Private Markets Distressed Web Meeting**  
*Virtual Event- March 24th & 25th 2021*
- **Private Markets Canada Web Meeting**  
*Virtual Event- April 12th & 13th 2021*
- **Private Markets Healthcare & Life Sciences Web Meeting**  
*Virtual Event- April 27th & 28th 2021*
- **Private Markets Texas Web Meeting**  
*Virtual Event- May 4th & 5th 2021*
- **Residential Real Estate Web Meeting**  
*Virtual Event- May 19th & 20th 2021*
- **The US Real Estate Direct & Co-Investment Meeting West**  
*In-Person Event- June 3rd 2021 - Ritz-Carlton San Francisco*

- **Private Markets Debt Web Meeting**  
*Virtual Event- June 15th & 16th 2021*
- **Global Corporate Venture Capital Web Meeting**  
*Virtual Event- June 29th & 30th 2021*
- **Private Markets European Web Meeting**  
*Virtual Event- July 7th & 8th 2021*
- **Private Markets Middle East Web Meeting**  
*Virtual Event- July 21st & 22nd 2021*
- **US Private Equity & Venture Capital Web Meeting**  
*Virtual Event- August 3rd & 4th 2021*
- **US Real Estate Web Meeting**  
*Virtual Event- August 17th & 18th 2021*
- **Asia Pacific Private Equity & Venture Capital Web Meeting**  
*Virtual Event- September 9th & 10th 2021*
- **The US Real Estate Direct & Co-Investment Meeting East**  
*In-Person Event- September 2021 (TBD)- New York*
- **Asia Pacific Real Estate Web Meeting**  
*Virtual Event- September 21st & 22nd 2021*
- **Asia Pacific Real Estate Web Meeting**  
*Virtual Event- September 21st & 22nd 2021*

- **Private Markets Secondaries Web Meeting**  
*Virtual Event- October 5th & 6th 2021*
- **The Private Markets Mexico Meeting**  
*In-Person Event- October 26<sup>th</sup> & 27<sup>th</sup> 2021 (TBD)- Sofitel Mexico Reforma*
- **Private Markets Emerging Manager Web Meeting**  
*Virtual Event- November 3rd & 4th 2021*
- **Latin America US Real Estate Meeting**  
*In-Person Event- November 30th, 2021- W South Beach*
- **The Private Markets Canada Meeting**  
*In-Person Event- January 2022- St. Regis Toronto*
- **The Private Markets Europe Meeting**  
*In-Person Event, Dorchester London- February 2022*







Carmo Companies is a New York based institutional capital introduction consulting firm and professional conference organizer. We work with the most reputable real estate and private equity related operating platforms to establish capital raising relationships with leading private equity funds, institutional investors and private wealth groups located in the Americas and emerging market countries.

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# Thank You

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