

The Asia Pacific Real Estate Web Meeting

ZOOM & SLACK

October 27th & 28th 2020
Singapore Standard Time



LIVE ONLY, RECORDING IS PROHIBITED
BUSINESS CASUAL ATTIRE



The Asia Pacific Real Estate Web Meeting

ZOOM & SLACK– October 27th & 28th 2020

Dear Colleague,

It is with great pleasure that I invite you to The Asia Pacific Real Estate Web Meeting. The aim of this Web Meeting is to connect and educate private equity real estate funds, family offices, institutional investors, and other Real Estate investment professionals across Asia Pacific Region and the world. Our online meeting brings together over 300 c-level executives that will join us to virtually network and discuss investment opportunities, allocations, and the current performance of all real estate related asset classes. Panel discussions to be covered include institutional and family office investor perspectives, Asia Pacific private equity real estate investment opportunities and global real estate investment opportunities for Asia Pacific LPs.

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, OCTOBER 27TH – DAY 1

8:00AM SGT

Welcoming Address

President, CEO, Carmo Companies (New York)

8:05AM SGT

Keynote Fireside Chat: Goodwin Gaw & Sonny Kalsi

Goodwin Gaw and Sonny Kalsi discuss investing in Real Estate globally. Where are they finding the best opportunities for investment in this current environment?

Keynote Speaker:

Goodwin Gaw, Chairman, Managing Principal, Member of Investment Committee and Founder, **Gaw Capital**

Interviewer:

Sonny Kalsi, CEO, **BentallGreenOak**

9:00AM SGT

The Current State of Asia Pacific Real Estate

Institutional investors and leading private equity fund managers discuss the current APAC real estate market. How are they navigating through the current crisis, what defensive and offensive strategies are they implementing in their current portfolios/funds? Where do they see the best investment opportunities? How are they raising and deploying capital in this current environment?

Moderator:

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

Panelists:

Suchad Chiaranussati, Chairman and Founder, **SC Capital Partners**

Toby Krasnostein, Managing Director, **Exencion**

Nipun Sahni, Partner, **Apollo Global Management**



Agenda Outline

TUESDAY, OCTOBER 27TH – DAY 1

10:00AM SGT

US Opportunities for Asian Capital

US based real estate investment groups and specialists discuss current US real estate investment climate and opportunities for Asian capital sources.

Moderator:

Ricardo Outi, Founder and Managing Partner, AIC Capital

Panelists:

Jonathan Kern, President & Chief Investment Officer, Civitas Capital Group

Chad Carpenter, CEO, Reven Capital

James Wong, Executive Director, Chinney Development Co. Ltd.

Swapnil Agarwal, Founder & Managing Principal, Nitya Capital

Kenny Wolfe, President, Wolfe Investments

11:00AM SGT

Asian Institutional Investor Perspective

Leading Asian institutional investors discuss their current perspectives on local and global investment climate. Are they actively investing in Real Estate through funds or direct deals? What do they look for in manager selection. What are the best opportunities for making money at this moment in time and where? Where have LPs had the best realized performance – in mature Asia (Japan, Korea, HK, Australia, Singapore) or emerging economies? Have they had better success with managers vertically integrated or acting as allocators through partners? Do the realized returns prove this?

Moderator:

Gregory Barclay, Partner, Goodwin

Panelists:

Colin Lynch, Head of Global Real Estate Investments, TD Asset Management

Edward Gustely, Co-Founder and Managing Director, Penida Capital Advisors, Ltd.

Jay Morgan, Partner, StepStone Group

Andy Tan-Chyeguan, Chairman, APREA Singapore Chapter

12:00PM SGT

End of Day 1



Agenda Outline

WEDNESDAY, OCTOBER 28TH – DAY 2

Join 100+ LP & GP conference attendees to network virtually in intimate groups!

8:00AM SGT

APAC Real Estate- Virtual Networking/Speed Dating

2 randomized 30-minute breakout sessions of 5 people. Web Cam is mandatory.

Notable Attendees Include:

Goodwin Gaw, Chairman, Managing Principal, Member of Investment Committee and Founder, **Gaw Capital**

Sonny Kalsi, CEO, **BentallGreenOak**

Jen Davis, Managing Director, **Northwood Investors**

Kenny Lam, Senior Managing Director, Head of Asia Real Estate Investments, **Manulife**

Eric Li Zhiliang, Head of Research, Asia-Pacific, **Allianz Real Estate**

Katie Troutman, Strategic Advisor, **US Department of State**

Jae CHOI, Head, Capital Markets, **ARA Asset Management Limited**

Toby Krasnostein, Managing Director, **Exencion**

9:00AM SGT

US/Euro Real Estate- Virtual Networking/Speed Dating

2 randomized 30-minute breakout sessions of 5 people. Web Cam is mandatory.

Notable Attendees Include:

Dan Healy, CEO, **Civitas Capital Group**

William Schwab, Former Global Head of Real Estate, **ADIA**

Ken Munkacy, Senior Managing Director, **Kingbird Investment Management**

Blair Drossner, Investor Relations, **Northwood Investors**

Stephen Chase, Managing Director, **AmCap Inc**

Jacqueline DeSanctis, Head of Investor Relations, **ClearSky**

Kenneth Tsang, Managing Director, Head of Real Estate Asset Management, Asia, **Manulife**

Vivek Shah, Managing Partner, **Nitya Capital**

Marc Brutton, CEO and Founder, **Brutton Global**

Allie Hope, Chief Development Officer, **Virgin Hotels**

10:00AM SGT

Family Office- Virtual Networking/Speed Dating

2 randomized 30-minute breakout sessions of 5 people. Web Cam is mandatory.

Notable Attendees Include:

Jayne Singgih, Management Executive, **Bumi Laut Group**

Pokman Yiu, Director, **Basel Capital**

Ariel Shtarkman, Founder, **Orca Capital**

Vatsala Arunachalam, Investment Manager, **UTSB Management**

James Wong, Executive Director, **Chinney Development Co. Ltd.**

WEE Chin Chuan, Director, **Mermaid Ventures**

Ar Wallani, CDO, **New Earth Holdings**

Lisa Amzallag, Managing Partner, **LBA Advisors LLC**

Kevin McNiel, Managing Director, **Talisman Group**

Dexter Tiah, Senior Investment Analyst, **Tsao Family Office**

Brian Zeiger, Managing Director, **Hall Capital Partners**

11:00AM SGT

End of Day 2



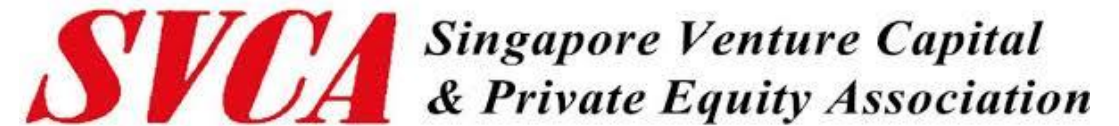
Institutional Partners



APREA is a leading pan Asian trade group that champions the property investment industry across AsiaPac.

Our members include prominent pension, insurance and sovereign wealth funds, investment and asset managers, family office platforms, developers and respected service providers.

APREA's focus is cross-border real estate investment across all sectors, styles and all four quadrants.



Our Mission is to foster greater understanding of the importance of venture capital and private equity to the economy in support of entrepreneurship, innovation, and growth, and to represent the interests of our members in the broader VC and PE community. The Association further strives to promote the development of the industry and its professionals as well as facilitate interaction and collaboration among all members. The Association also acts as a platform for both dialog and representation on regulatory and policy issues pertaining to VC and PE and assumes a leadership role on Southeast Asian VC and PE industry matters and activities.



Sponsors

AIC Capital is an Institutional Platform that provides Institutions, Family Offices and Ultra High Net Worth Individuals with Intellectual Capital and Access to Best-in-Class Alternative Investment Solutions. Our proprietary and unique database enables us to provide our clients with differentiated services and opportunities.

Founded in 2008, Atlantic Creek Real Estate Partners, LLC (“Atlantic Creek”) is a commercial real estate investment management firm with offices in New York, NY and Palm Beach, FL. Atlantic Creek targets “select opportunities” to acquire value-add or opportunistic, small and middle market multifamily, office, and other property types. The firm targets investments that exhibit a compelling basis with strong locational characteristics in high barrier-to-entry primary and secondary United States markets. Built on a foundation of commitment, discipline, and positive results, Atlantic Creek’s principals have in excess of 80 years of CRE experience and have contributed to over 250 CRE assignments totaling more than \$20 billion in estimated value, thereby gaining strong knowledge of a diversity of geographic locations, property types, and investment structures. By utilizing its network of relationships with owners, operators, and other capital market participants, Atlantic Creek pursues only those opportunities which are anticipated to provide the most attractive risk-adjusted returns.

BentallGreenOak brings together two highly complementary firms with leading capability across the real estate investment strategy spectrum. Our client-centric approach to investment and asset management, and real estate services, offers a world of opportunity for the stakeholders we serve.

Civitas Capital Group is an asset management firm based in Dallas, that offers global institutional investors, family offices, and qualified individuals compelling, niche investment strategies in U.S. real estate and lodging. Its Alternative Investments divisions are accomplished in sourcing and integrating non-traditional capital and/or structures into investments to enhance returns and mitigate risk. Our competitive advantage comes from our deep expertise in US markets paired with our international cultural competency.

Toby Krasnostein and the Exencion team are the leading structured financiers serving Australia’s real estate sector. We have an enviable track record of delivering innovative and bespoke solutions that create value in real estate assets, equity and debt. Exencion offers customised real estate advice on debt structures, investment, divestment and development proposals. Our expertise is in connecting the right projects with the right capital to deliver long-term value. We arrange and deliver structured finance solutions, which may include mezzanine, equity, debt and hybrids. Our services cover retail, office, residential, industrial, hotels, land subdivision and specific specialised assets.

Speakers

基滙資本



GAW CAPITAL

Gaw Capital Partners is a uniquely positioned private equity fund management company that focuses in real estate markets in greater China and other high barrier-to-entry markets globally. Specializing in adding strategic value to under-utilized real estate through redesign and repositioning, Gaw Capital runs an integrated business model with own in-house asset management operating platforms in retail, hospitality, property development and logistics. The firm's investments span the entire spectrum of real estate sectors, including residential development, offices, retail malls, hospitality and logistics warehouses. Gaw Capital has raised five commingled funds targeting the Greater China and APAC regions since 2005. The firm also manages value-add/opportunistic funds in Vietnam and the US, a Pan-Asia hospitality fund, a UK creative office vehicle, and also provides services for separate account direct investments globally. Since its inception in 2005, Gaw Capital Partners has raised equity of USD\$ 9.6 billion and commands assets of USD\$ 17.3 billion under management as of the first quarter of 2018.



GOODWIN

At Goodwin, we partner with our clients to practice law with integrity, ingenuity, agility and ambition. Our 1,200-plus lawyers across 13 locations in the United States, Europe and Asia excel at complex transactions, high-stakes litigation and world-class advisory services in the technology, life sciences, real estate, private equity, and financial industries. Our unique combination of deep experience serving both the innovators and investors in a rapidly changing, technology-driven economy sets us apart.



KINGBIRD
INVESTMENT MANAGEMENT

Kingbird deploys capital on behalf of Grupo Ferré Rangel and third-party family offices and other investors. As a family office investor and partner with a fiduciary mindset, Kingbird understands the importance of institutional best practices and open communication and is focused on protection and capital growth. The Kingbird executive management team has over 60 years of real estate investment experience with first-tier public companies, institutional real estate funds and family offices. With a commitment to trust, transparency and aligned interests, Kingbird builds long-term value by investing in a diversified portfolio of carefully selected properties, guided by a highly disciplined investment process, an experienced team and collaboration with carefully-selected local operating partners.

KONG
CAPITAL

Kong Capital is a real estate private equity firm that specializes in strategic investments in the Senior Housing sector in the U.S. Led by CEO Coe Schlicher, Kong Capital offers a unique, well-rounded and innovative approach to developing and enhancing projects in this asset class. Our depth of experience across a range of industries — from healthcare to technology — ensures that we successfully source markets and manage the operational complexities involved in this growing and diverse sector.

Speakers



Nitya Capital is a privately held real estate investment firm that focuses on the acquisition of opportunistic and value-add multifamily properties. We specialize in repositioning well located assets with significant value-add potential through the successful execution of a detailed investment strategy and business plan. Nitya's investment strategy is to capitalize on the favorable demographic trends and supply/demand dynamics occurring in the major metropolitan markets within Texas through the strategic acquisition of Class B/C multifamily assets. Nitya's objective is to enhance the value of its investments through extensive renovations, while maximizing returns to investors and providing residents with a safe environment and enhanced quality of living.



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.



Reven Capital is a value real estate investment management firm focused on global real estate investments. We seek opportunistic investments in real estate, debt, real estate public securities, and special situations. We target investments in countries with established indices with volatility due to macroeconomics, cyclical trends, geo-political situations, mismanaged companies and assets.



Wolfe Investments is a diversified private equity real estate firm focused on bringing valuable investment opportunities to our investors. Wolfe Investments looks to create value for our investors in real estate to provide a wealth building platform for our investors. We create passive income for our investors, so we can aid in their financial freedom and investment goals. We provide these investments keeping our core values in mind at all times: integrity, transparency, and communication. Wolfe Investments started out as Wolfe RE - a husband & wife company with a focus on multi-family real estate investments in the Dallas/Fort Worth area. We are now a larger company with office, staff, and nation-wide holdings. From the beginning, we've made our investors a top priority, and we still do. Wolfe Investments continues to grow our company and our investors' net worth by offering an assortment of real estate investment opportunities with a variety of benefits and rewards.

Keynote Speaker



Goodwin Gaw

Chairman, Managing Principal, Member of Investment Committee and Founder, Gaw Capital (Hong Kong)

Goodwin Gaw chairs Gaw Capital Partners, which oversees more than \$8 billion in property investments around the world, including the family's money. Started with the 1995 purchase of the then-bankrupt Hollywood Roosevelt Hotel in Los Angeles. Last year bought Pacific Century Plaza in Beijing from No. 34 Richard Li's Pacific Century Premium Developers for \$928 million. Shares fortune with mother, Rossana, and siblings. Brother Kenneth and sister Christina are also in the business.



Sonny Kalsi

CEO, BentallGreenOak (New York)

Sonny Kalsi is the CEO of BentallGreenOak (BGO) and is based in New York City. BGO is a global real estate investment and management platform with approximately \$50BN under management. BGO has 24 offices worldwide (North America, Europe, and Asia) and over 1,300 employees. The firm manages investment strategies and properties in various asset and risk classes. Sonny previously was a Founder of GreenOak Real Estate in 2010 and together with the team grew the business organically to \$12BN of assets under management in 10 countries with over 100 employees. Before GreenOak, Sonny was Global Co-Head of Morgan Stanley's Real Estate Investing (MSREI) business and President of the Morgan Stanley Real Estate Funds until 2009. At its peak, the platform had approximately \$100 billion of assets under management in 33 countries. During his 18-year career at Morgan Stanley, Sonny spent almost 10 years in Asia and has lived and worked in six different locations around the world. Sonny is a graduate of Georgetown University and continues to be very involved with the school. He has been cited by Private Equity Real Estate magazine as one of the "30 Most Influential" people in private equity real estate globally. Sonny is on the board of several charitable organizations including Teaching Matters, Room to Read, SparkYouth NYC, Asia Society, and the Hirshhorn Museum. He is a Trustee of the Spence School, board member of Oberoi Realty, and Georgetown University. He is also an Adjunct Professor at Columbia University in the Master of Real Estate Program.

Speakers

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).

Suchad Chiaranussati

Chairman and Founder, SC Capital Partners (Singapore)



Mr. Chiaranussati has successfully led RECAP in its investments and provided key leadership and direction since its inception. Prior to founding RECAP at the end of 2004, Mr. Chiaranussati spent approximately six years with Westbrook, where he opened its Asia office in Singapore in early 1999 and served as Principal and Managing Director responsible for Asian investment activities. Prior to joining Westbrook, Mr. Chiaranussati spent seven years at JPMorgan, based in Singapore and covering Southeast Asia, serving as a Vice President in the Proprietary Investment and Investment Banking groups, focusing on real estate and financial institutions. Prior to JPMorgan, Mr. Chiaranussati worked at Temasek Holdings, an investment holding company for the Government of Singapore, and the Central Bank of Thailand. In 1998, Mr. Chiaranussati was appointed as an advisor by the Central Bank of Thailand and other bodies to assist in the restructuring of the public and private sectors of Thailand. Mr. Chiaranussati received an Honors Degree in Economics from the London School of Economics in 1986 and a Master of Science in Management Science at the Imperial College in London in 1987.

Toby Krasnostein

Managing Director, Exencion (Australia)



Toby Krasnostein has over 16 years experience in structured real estate finance and real estate investments. Post obtaining his Bachelor of Commerce (Strategic Management, Business and Marketing) in 1997 from Monash University in Melbourne, Australia, Toby went on to work at Ashe Morgan Winthrop specialising in debt advisory in the Australian Real Estate Market. From 2003 – 2011 he ran the real estate arm of his Grandfather Sam Smorgon's Family Office, the GBM Group. This position covered direct lending, asset restructure, development and core holdings. Further coverage related to credit and treasury both within Australia and Internationally. In 2011 Toby founded Exencion Real Estate Partners, which specialises in capital provision and joint ventures for Australian based real estate transactions. Exencion provides boutique real estate investment banking services offering bespoke capital solutions, which include sourcing capital locally, throughout Asia-Pacific and the US. Since its inception Exencion has been an industry leader in direct family office transactions and has been instrumental in placing significant institutional capital within the region. Toby's thought leadership in structured finance is sought after and relied upon by clients of the firm, his capital partners and the wider credit market.

Speakers



Nipun Sahni

Partner, Apollo Global Management (India)

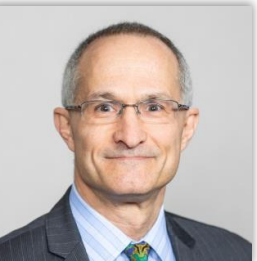
Mr. Nipun Sahni joined Apollo in 2015 as a Partner and is responsible for the Real Estate Investments business in India. He is part of the Asia Real Estate leadership team that is responsible for investing across Asia. Prior to that time from 2011 to 2014 Nipun was the Founder of Rezone Investment Advisors a boutique investment advisory firm focused on Indian real estate. From 2006 to 2010, Nipun was a Partner and Managing Director at Merrill Lynch and member of the leadership team of the Real Estate Investment Team in Asia. Prior to that Nipun was a Managing Director at GE Capital, India and held multiple roles during this period including real estate investments and structured finance. Nipun is nominated as the Chairperson of the Indian Real Estate Investor group at IVCA by the industry peers and is a member of the Core committee that represents the private equity investor community in the country. IVCA is the leading platform for investors and has over 125 institutional investors as its members across venture capital, private equity and real estate private equity. Nipun has previously served on the advisory boards of Royal Institute of Chartered Surveyors (RICS), APREA(Asia Pacific Real Estate Association), USIBC Committee (US India Business Council) in India. Nipun graduated in Commerce from Delhi University and received his Masters degree in Finance from the MFC Program at the University of Delhi.



Ricardo Outi

Founder and Managing Partner, AIC Capital (Miami)

Ricardo is the Founder and Managing Partner of AIC Capital, a platform as a service that provides Institutions, Family Offices and High Net Worth Individuals with intellectual capital and access to alternative investment solutions. Ricardo has 20+ years of global wealth management and alternative investments experience. Prior to founding AIC Capital, Ricardo worked at Citigroup in senior roles including senior investment analyst in Brazil, head of strategy and business development in Miami, head of marketing and sales strategy in Tokyo, head of Citi Ventures-Asia in Singapore. Ricardo has an MBA from the University of Chicago Booth School of Business, with concentration in real estate investing.



Jonathan Kern

President & Chief Investment Officer, Civitas Capital Group (New York)

Mr. Kern is responsible the overall performance of the firm's investment strategies and their alignment with the firm's core values and purpose. In this capacity, Mr. Kern guides the entire lifecycle of Civitas' commercial real estate and lodging investments, including originations, underwriting/due diligence, structuring, documentation, closing, ongoing asset management, and dispositions. He is also responsible for oversight of the firm's real estate development activity. As President, Mr. Kern is responsible at the investment vehicle level for overall investment performance and coordination with operations, finance, legal, compliance, and other departments. At the individual property level, Mr. Kern oversees the portfolio managers and the investment teams ultimately responsible for originations, underwriting, structuring, financing, asset management, and dispositions. Mr. Kern has more than 25 years of deep experience creating and managing multiple investment teams across asset classes. Most recently, from 2014-2017, he was Chief Investment Officer and Head of Direct Investments at ORIX USA, the Dallas-based financial services group, where he oversaw more than \$2 billion of investments across all sectors. There, Mr. Kern created and led ORIX's Direct Investments business unit, where he established investment strategy and targets, reviewed and approved investment decisions, and directed portfolio management across a range of asset classes. Previously, from 2010-2013, Mr. Kern served as President of GE Capital Real Estate's Global Investment Management organization, in which he built a new phase of GE's \$40 billion real estate equity investment business and raised more than \$3B in total equity across eight investment vehicles, attracting major global asset management firms as investors.

Speakers



Chad Carpenter

Chairman & Chief Executive Officer, Reven Capital (La Jolla, California)

Mr. Carpenter has founded and operated both public and private real estate companies as Chairman & CEO, has 27 years of real estate investing and operating experience and been involved in over \$3 billion in real estate transactions. He has sponsored four private real estate equity funds, acquired, owned and operated over 1,000 commercial and residential investment properties throughout his career. He founded Reven Housing REIT, (NASDAQ: RVEN), a public company in 2012 added value, grew the company and sold it in 2019. Institutional, foreign and high net worth investors have invested with Mr. Carpenter and his sponsored investments.



James Wong

Executive Director, Chinney Development Co. Ltd. (Hong Kong)

James Wong is the Executive Director of the Chinney Group. The Group's four publicly listed Hong Kong subsidiaries: Hon Kwok Land (0160.hk), Chinney Investments (0216.hk), Chinney Alliance (0385.hk), and Chinney Kin Wing (1556.hk) are focused on high-tech Engineering, Construction, Trading, Investments, and Real Estate. The businesses range from building their own 80-storey Hon Kwok Tower in Shenzhen to building and operating Hong Kong's largest data center to installing the air traffic control radar at the Hong Kong Airport. This family business was founded by his great grandfather in Nanjing in the 1920's to build China's railway system. He split his childhood between the US, Canada, and Hong Kong. After graduating from the University of Washington with his BA (with Honors), he went on to earn a Master's Degree from the Florida Institute of Technology in Information Systems Engineering as well as a Juris Doctor from the University of California, Hastings College of Law. He is a Phi Kappa Phi member and an advocate for Lifelong Learning. He is a member of the California Bar as well as a licensed California Real Estate Broker. He is also a LEED Green Associate and Well AP.



Swapnil Agarwal

Founder & Managing Principal, Nitya Capital (Texas)

Swapnil is responsible for strategic planning, investment decisions, and overseeing all aspects of the company's operations, financing activities, and investor relations. He has over 15 years of financial/investment experience with over 12 years of experience in real estate globally. Swapnil began his career in energy investment banking at Simmons & Company before joining Forum Partners, an international real estate private equity firm with over \$5.0 billion in assets where he focused on originating, structuring, and executing real estate investments in the Asia Pacific region. He was personally responsible for closing deals in companies worth \$3.0+ billion in India, China, Australia, and Korea with total equity deployed of \$600+ million. Swapnil was most recently the Head of Alternative Investments at Virtus Real Estate Capital in Austin, Texas. At Virtus, Swapnil was responsible for multi-family assets across the United States. Swapnil graduated with honors from the University of Texas at Austin with a BBA in Finance.

Speakers



Kenny Wolfe
President, Wolfe Investments (Texas)

Kenny has been investing in multi-family real estate since 2010. Soon after, he co-founded Wolfe Investments (originally Wolfe RE Mgmt) in 2012. He has been involved in over \$130MM+ worth of commercial real estate transactions throughout Texas, Colorado, Louisiana, Oklahoma, and Ohio. Kenny is passionate about ensuring the success of every investment for his loyal investors. Prior to co-founding Wolfe Investments, he served as CFO for Twin Cities Development, LP. Kenny has a BBA from Baylor University and an MBA from the University of Texas at Arlington. When he's not scouting for new deals, he enjoys discovering new vegan restaurants, rooting on the Broncos, and spending time with his wife kids.



Gregory Barclay
Partner, Goodwin (Hong Kong)

Greg Barclay is a partner in Goodwin's Private Investment Funds group specialising in complex cross-border fund formation and other capital structuring transactions. Mr. Barclay has been practicing for more than 15 years and for most of this time has been focused on the structuring and establishment of international private investment funds, including private equity, venture capital, mezzanine/debt, infrastructure and real estate funds, and related carried interest and management-focused corporate arrangements. In addition, he advises on various investor relations and ongoing fund operation matters and represents institutional investors investing in private funds. Mr. Barclay also advises on other investment-related matters across the alternative asset classes, including joint ventures, co-investment deals, segregated accounts, investment management appointments and secondaries transactions. Mr. Barclay is also a member of the firm's Impact and Responsible Investing practice and is involved in Goodwin's PropTech Initiative, which is focused on supporting the intersection of Real Estate and Technology through thoughtful collaboration across the two practice areas.



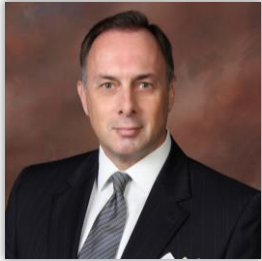
Colin Lynch
Head of Global Real Estate Investments, TD Asset Management (Toronto)

Colin Lynch is the Head of Global Real Estate Investments at TD Asset Management where he is responsible for investments in over 680 properties in 20 countries worldwide. Colin joined TD Asset Management in October 2015, initially working with TD Asset Management's senior executive team on corporate strategy. Colin was formerly at Aimia (formerly Groupe Aeroplan), McKinsey & Company and Morgan Stanley. Colin holds an MBA from Harvard Business School, a Bachelor of Commerce and a Bachelor of Arts from Queen's University. All were received with distinction. He also holds an ARCT (honours) from the Royal Conservatory of Music. Colin is a co-founder of the Black Opportunity Fund, serves as a member of the Board of Directors of the Toronto Symphony Orchestra and as a member of the Queen's University Board of Trustees Investment Committee, where he oversees the university's endowment and investment funds. He was also recently Vice Chair of the Board of Directors of Toronto Community Housing Corporation where he served as Chair of its Building, Investment, Finance and Audit Committee. Colin joined the Board of Directors of Sunnybrook Health Sciences Centre on August 26, 2020. Colin serves as a Director on the Finance & Common Audit Committee and the Quality & The Patient Experience Committee of the Board.

Speakers

Edward Gustely

Co-Founder and Managing Director, Penida Capital Advisors, Ltd. (Jakarta)



Edward Gustely is a Co-Founder and Managing Director of Penida Capital Advisors, Ltd. He has over \$30 billion of emerging market experience involving infrastructure and the digital economy, capital restructurings and business turnarounds, and has advised on \$7.5 billion of securitization issues including the successful launch of Indonesia's maiden 30-year global bond. He has played a pivotal role in building Indonesia's Sovereign Wealth Fund and its Infrastructure Finance Agencies, and is the chief architect of the Indonesia Green Investment Fund launched by Indonesia's President for supporting the country's low-carbon growth plan. Edward's extensive international career has primarily focused on the emerging markets. He has co-founded several start-ups and private equity partnerships and served as the Managing Director of Goldhill International where he was responsible for growing its corporate finance and transaction management practice from \$2 million to over \$4.2 billion. Edward began his professional career with IBM in Germany and the U.S. as a systems engineer and industry executive. His public sector engagements include serving as the cabinet-appointed U.S. Senior Advisor to four-Indonesia Finance Ministers (three awarded Euromoney's 'Finance Minister of the Year'), and to the U.S. Treasury.

Jay Morgan

Partner, StepStone Group (Cleveland)



Mr. Morgan is a member of the real estate team. Prior to StepStone, Mr. Morgan was with Courtland Partners, where he was the consultant to several state and sovereign, director of research, portfolio manager for the fund-of-funds platform and a member of the investment committee. Before that he was a partner and head of research at Hartland & Co. Mr. Morgan received his MBA from Case Western Reserve University and his BS from Denison University.

Andy Tan-Chyeguan

Chairman, APREA Singapore Chapter (Singapore)



Mr Andy Tan Chye guan is the Chairman of APREA Singapore Chapter, a pan-Asia association for global institutional investors, developers, fund managers and REITs in Asian real estate. He is the former CEO of Generali Real Estate Asia at Generali Group, a global insurer and Fortune 500 company with €500 billion of assets under management. Prior he was Executive Vice President of MEAG Pacific Star Asset Management where MEAG is Munich Reinsurance asset management arm and Vice President of the Government of Singapore Investment Corporation (GIC) real estate arm. Globally, he has invested, developed and managed multi-billion portfolios across Asia, Australia and Europe ranging from indirect listed and unlisted companies, REITs, funds, strategic alliances to direct investment and development assets. He is also the Chairman of Tenacity Group, former Advisor of Principal Global Investors and serves on the board of Institute of Banking and Finance (IBF) Exam Board and The Law Society Inquiry Panel appointed by the Chief Justice. A Fellow of the Singapore Institute of Directors (SID), he is the former Governing Council Member of SID and served as the Chairman of SID Board Diversity & Appointment Service, Audit Committee Member, Best Managed Board Award Committee amongst others. He therefore brings on board more than 20 years of global and senior management experience in general management, business development, fund management, investment, development and asset management including corporate governance and stewardship experience on the boards of business associations.

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.

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- *Ends October 16th*

Pre-Registration: \$400 USD- *Ends October 23rd*

Standard: \$500 USD



Participation Options

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

\$1,000 USD



Participation Options

COMPANY SPONSORSHIP:

(10 MAXIMUM)

- **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

\$2,500 USD



Participation Options

VIRTUAL ROAD SHOW 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.
- **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.

\$10,000 USD

Participation Options

EXCLUSIVE SPONSORSHIP :

(TWO MAXIMUM)

- **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.

- **Lead Branding**

- Premier 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

\$20,000 USD

- **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.

- **Speaking Opportunity**

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

- **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

By the Numbers...

- \$5+** Trillion AUM in attendance
- 300+** Total participants
- 150+** Institutional & Private Wealth Investors
- 150+** Real Estate Investment Firms/ Funds
- 8** Industry Exclusive Panel Sessions
- 3** Hours of private virtual networking/speed dating
- 3** Day Zoom Web Conference
- 7** Days of Slack networking tool access



In Attendance...

C-Level Executives

- Asia-Pacific focused Private Equity Real Estate Funds and Real Estate Investment firms
- Asia-Pacific focused Real Estate Developers (Institutional Quality)
- Hedge Funds
- 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



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

 LIVE ONLY, Recording Prohibited

The Latin American Private Equity & Venture Capital Web Meeting

November 10th, 11th & 12th 2020

Eastern Standard Time

The Latin America Real Estate Web Meeting

December 8th & 9th 2020

Eastern Standard Time

Over 30 virtual events planned for 2021!

Visit our website at www.carmocompanies.com/connect





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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