

The Latin America Real Estate Web Meeting

ZOOM & SLACK

December 8th & 9th 2020
Eastern Standard Time



LIVE ONLY, RECORDING IS PROHIBITED
BUSINESS CASUAL ATTIRE





The Latin America Real Estate Web Meeting

ZOOM & SLACK– December 8th & 9th 2020

Dear Colleague,

It is with great pleasure that I invite you to The Latin America 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 Latin America 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, Latin America private equity real estate investment opportunities and global real estate investment opportunities for Latin America 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, DECEMBER 8TH – DAY 1

10:00 am EST

Welcoming Address

President, CEO, Carmo Companies (New York)

10:05 am EST

Panel- Latin American Institutional Investor Perspectives

Leading Latin American institutional investors discuss the performance of their portfolios and the current allocation strategy for private equity real estate in a COVID environment. Are they actively deploying capital to funds, co-investments and direct deals? Are LPs committing to funds right now? How are their approaches and tactics shifting? How is the timing of making commitments shifting? What investment strategies do you find compelling? What are profiles of managers? What are the biggest risks in the market?

Moderator:

Shannon Bolton, Managing Director, StepStone Group

Panelists:

Andres Herrera Jimenez, Portfolio Manager, Colfondos

Paulina Nucamendi, Head of Real & Local Assets, AFP Cuprum

11:00 am EST

Panel- Latin American Family Office Perspective

Leading family offices discuss current the current global real estate market. How has their investment perspective and philosophy changed over the last month? How were their investments affected by COVID-19? Which areas were hardest hit? How did you proceed with deals that were supposed to close this past month? What opportunities or threats lie ahead? Are they investing in funds, direct, co-invest or both?

Moderator:

Marc Royer, Head of Capital Markets for South America, Cushman & Wakefield

Panelists:

Thomas Verbeken, Head of Real Estate Investments, Inversiones Marchigue

Josue Zarate, Chief Investment Officer, ABILIA

Juan Eduardo Fantini, Partner at CIO, Colunquen Investment Office

Marin Maydon, Partner and Managing Director, BPBI

Lei Farrand, Director, Capital Markets, Kingbird Investment Management



Agenda Outline

TUESDAY, DECEMBER 8TH – DAY 1

12:00 pm EST

Panel- Foreign Institutional Investor Perspectives

Leading Non-LATAM based institutional investors discuss real estate allocation strategies to Latin America. What has attracted Canadian, European and Asian capital to the region? What is their sentiment toward political landscape across major Latin American countries. How have their current portfolios performed and what is the appetite for future allocation?

Moderator:

Oscar Ardila, Head of Investor Relations and Responsible Investing, **AshmoreAVENIDA**

Panelists:

Cíntia Vannucci Vaz Guimarães, Senior Vice-President, Latin America, **Cadillac Fairview**

Adriano Mantesso, Managing Director, Latin America, **Ivanhoé Cambridge**

Debra Erb, Managing Director, **United States International Development Finance Corporation (DFC)**

Jeff Giller, Partner, Head of Real Estate, **StepStone Group**

1:00 pm EST

Panel- Latin American Real Estate Opportunities

Leading Latin American real estate fund managers and developers discuss the current investment climate in Mexico, Colombia, Peru, Chile and Brazil.

Moderator:

Gabriel España, Managing Director, **Iskali Capital Group**

Panelists:

Anthony DiBiase, President & Head of Latin America, **CA Ventures International LLC**

Angel Bernal, Co-Founder & Member of the Board, **Cobra Development Fund**

Randall Loker, Managing Director and CIO, **Paladin Realty**

Andreu Cors, Founding Managing Partner and CEO, **Gava Capital**



Agenda Outline

TUESDAY, DECEMBER 8TH – DAY 1

2:00 pm EST

Panel- US Real Estate Opportunities

Leading US focused real estate investment funds and operators discuss current investment opportunities across major sectors and opportunities to take on LATAM Capital.

Moderator:

Agustin Barrios Gomez, Partner, International Capital Partners

Panelists:

Chad Carpenter, CEO, Reven Capital

Nicolas Sorensen, Partner & Head of Real Estate, Quest Capital

Christopher Monsif, Director, Angelo Gordon

Todd Liker, Co-Portfolio Manager, Real Estate Opportunities Strategy, Oaktree Capital

Alonso Garza, Partner – Head of Funds Management, Middleburg Communities

3:00 pm EST

Keynote- Investing and Developing Asgard

The founder of Thor Equities shares his view on the institutional real estate sector today, highlighting increased focus on Industrial and Life Science asset classes.

What drew Thor to Latin America? Where does he see the best investment opportunities over the next 5 years?

Keynote Speaker:

Joseph J. Sitt, Chairman & CEO, Thor Equities

Interviewer:

Manuel Rajunov, Partner, McDermott Will & Emery

4:00 pm EST

End of Day 1



Agenda Outline

WEDNESDAY, DECEMBER 9TH – DAY 2

2:00 pm EST

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:

Charles Kennedy, CIO, Carnegie Mellon University

Alonso Garza, Partner – Head of Funds Management, Middleburg Communities

John Diedrich, Global Head of Investments, CA Ventures

Christopher Monsif, Director, Real Estate Product Specialist, Angelo Gordon

Daniel Saieh, Managing Director, Head of Latin America, Oaktree Capital Management

Thomas DeCoene, Senior Director, Shelter Rock

Nicolas Sorensen, Partner & Head of Real Estate, Quest Capital

Shannon Bolton, Managing Director, StepStone Group

Randall Loker, Managing Director and CIO, Paladin Realty

Federico Cerdas, Co-Founder & Member of the Board, Cobra Development Fund

Thomas Verbeken, Head of Real Estate Investments, Inversiones Marchigue

Josue Zarate, Chief Investment Officer, ABILIA

Juan Eduardo Fantini, Partner at CIO, Colunquen Investment Office

Marin Maydon, Partner and Managing Director, BPBI

Lei Ferrand, Director of Capital Markets, Kingbird Investment Management

Ricardo, Founder & Managing Partner, AIC Capital

Chad Carpenter, CEO, Reven Capital

Juan Bulnes, Investment Manager, Inversiones Consolidadas Single Family Office

4:00 pm EST

End of Day 2



Institutional Partners





Alveo Kapital



Ashmore

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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.

Alveo Kapital is a Mexico based best in class institutional real estate development company which specializes in the development of industrial parks, as well as commercial and residential projects in the western “Occidente” region of Mexico. The group was founded in the 80’s as a construction company in the Jalisco region; building industrial spaces over the years. It’s main clients have been Prologis, Hines, Lackma Constructora, Advance, Hershey’s, IBM, Flextronics among others. In 2014, the group founded a real estate development company in order to develop, build and lease their own industrial buildings. In 2Q18, Alveo finished its first industrial warehouse that is already fully rented. Alveo’s main goal is to make alliances with investors interested in profitable and low risk real estate industrial projects.

Angelo, Gordon & Co., L.P. (“Angelo Gordon”) is a privately held limited partnership founded in November 1988. The firm currently manages approximately \$41 billion with a primary focus on credit and real estate strategies. Angelo Gordon has over 500 employees, including more than 200 investment professionals, and is headquartered in New York, with associated offices elsewhere in the U.S., Europe, and Asia. For more information, visit www.angelogordon.com.

AshmoreAVENIDA was formed in July 2018 when the Ashmore Group plc (LSE: ASHM), the specialist emerging markets asset manager with USD 85.5 billion in AUM (Sep/2020), acquired a majority stake in Avenida Capital, a Latin America-based private equity real estate investment firm. AshmoreAVENIDA pursues opportunistic fund and direct investments across select property types throughout emerging markets. AshmoreAVENIDA manages a series of opportunistic real estate funds and co-investments. The firm has committed capital both as a principal and on behalf of its institutional investors to residential, retail and mixed-use projects throughout the region. With over 140 years of combined investment management and development expertise across all major property types, the team at AshmoreAVENIDA offers deep knowledge and operational experience aimed at creating innovative and sustainable projects that create value for its investors while contributing to the vitality of the communities and environment where it invests.



Sponsors

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.



CA Ventures ("CA") is a global, vertically integrated real estate investment management company with more than \$13 billion of assets across the United States, Latin America and Europe. We offer comprehensive in-house investment, development, and operational services, and specializes in a range of niche, commercial real estate asset classes including student living, senior living, multifamily, industrial and medical office/life sciences. Our thematic, data-driven investment strategy and unique scalable business model have allowed us to move with speed and precision over time – yielding accelerated growth and diversification on a global scale. In many ways CA is unrecognizable from the company it was at its founding, but our exceptional results continue to be unmistakable.



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.



Cobra Development ("CD") is a real estate development company dedicated to invest in commercial and residential real estate projects throughout Mexico, offering its investors an attractive risk adjusted return. Being development company allows us to optimize the development process reducing pre-development, construction and commercialization times. Our residential strategy focuses in the development of small to medium projects (4 to 100 units) in Mexico City and its metropolitan area catering to the growing middle class. Our commercial developments include mixed-use projects in major cities including retail, office and residential space.



Sponsors

Cushman & Wakefield, global real estate corporate company, was founded in New York in 1917. In the year 2000 Argentina's headquarter was established and then Chile's office. From 2015 on, both offices joined Brazil, Peru and Colombia to operate regionally. Cushman & Wakefield Southern Cone offers a wide range of premium services oriented to corporations and investors. The company is distinguished by its customer service excellence, driven by international quality standards and a teamwork of highly qualified professionals.



Gava Capital is a Real Estate Private Equity fund focused on development projects of different asset classes. Since 2010 Gava has mostly developed residential (vertical & horizontal), mixed-use (anchored by residential), and industrial projects. Gava currently has \$12.5Bn mxn pesos in AUM's and has managed private funds (HNWI's and Family Offices) and institutional funds (Mexican "CKD" or structured equity vehicle regulated by the Mexican stock exchange).



Global Business Management was established in 1960 and is a collaboration of three distinct companies: Global Business Management, Inc., a family office servicing high net worth individuals and businesses; Global Tax & Accounting, Inc., a tax and accounting firm; and advisory services offered through Global Financial Advisory Services, Inc., a registered investment adviser. Clients wishing to engage the services of any of the firms must contract with each firm separately and render fees as specified under each arrangement. Global is a multi-family office that provides integrated tax, accounting, business and wealth management services to entertainment industry professionals, entrepreneurs, executives, professional athletes and their families. We take a holistic approach to wealth and legacy planning that takes into account all aspects of your financial life and offers guidance, clarity of thought, and expertise to help you gain confidence in a more secure financial future.



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.

Sponsors



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.



Multilingual members of McDermott's Latin America Practice collaborate across practice groups and geographies to deliver nuanced perspectives to elevate strategy and surface highly effective solutions. Comprising over 60 lawyers across 12 legal areas and nine cities in the US and Europe, we have extensive experience in all 20 countries across Latin America. We help companies and individuals proliferate meaningful growth and revenue and have decades of combined experience advising private equity funds, financial service firms, high net worth individuals and multinational corporations with their most important business objectives in and outside of Latin America.



As a fully-integrated rental housing expert, we have been delivering exceptional value to our residents, communities and partners throughout the southeastern and mid-Atlantic US. Since 2004, we have acquired or built over 20,000 apartments and executed over \$2.5 billion in transactions. At Middleburg Communities, we share a vision for greater value creation through community impact. Our success is rooted in a genuine desire to serve our local communities in thoughtful and holistic ways. By enhancing the lives of others, we contribute positively to neighborhoods and maximize real returns for our partners.



Oaktree is a leader among global investment managers specializing in alternative investments, with \$140 billion in assets under management as of September 30, 2020. The firm emphasizes an opportunistic, value-oriented and risk-controlled approach to investments in credit, private equity, real assets and listed equities. The firm has over 1,000 employees and offices in 19 cities worldwide. For additional information, please visit Oaktree's website at www.oaktreecapital.com.

Sponsors



Orion Real Estate Partners is a private real estate investment firm with offices in Los Angeles and Austin. Orion targets value-add multifamily assets in select Western US markets with strong demographics and job growth. Utilizing proven institutional processes to source and manage investments, we identify assets with capital and operational repositioning opportunities to provide attractive returns for our investors.



Founded in 1995, Paladin Realty is a boutique private equity fund manager focused on institutional-quality real estate investments in the United States and Latin America. Employing a hybrid allocator/operator investment approach, the firm invests across a range of strategies (core-plus, value-added and opportunistic) and product types, including for-sale residential, rental apartments, student housing, office, industrial, lodging and land developments. Paladin Realty's prior funds to date have invested in hundreds of assets totaling over \$7 billion of projected total cost and more than 25 million square feet of space in eight countries. The firm has one of the longest track records of any institutional fund manager in Latin America, having continuously invested in Brazil, Mexico and the Andean region for the past two decades across \$4 billion of real estate comprising over 37,000 residential units and 20 million square feet of space. Paladin Realty is a U.S. SEC-registered investment adviser headquartered in Los Angeles, California, with regional offices located in Brazil, Mexico, Peru and Colombia.



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.

Keynote Speakers



Joseph J. Sitt Chairman & CEO, Thor Equities (New York)

Joseph Sitt is Chairman & CEO of Thor Equities, a leader in the global institutional real estate industry with divisions currently spread across three continents and a focus on subniche asset classes. Founded in 1986, Thor Equities owns prime assets in the United States, Europe, and Latin America, with portfolio transactions and a development pipeline spanning 50 million square feet in excess of \$20 billion. Thor has achieved status as a pioneer across various asset classes and the firm specializes in investing in and restoring iconic luxury assets around the globe, specifically the 200-year-old Burlington Arcade in London, the historic Phelan Building in San Francisco, and prized Palmer House Hilton in Chicago. While passionate about preserving the past, Joe's current focus involves emerging asset classes including technology and creative offices, biotechnology and life sciences, and logistics real estate. In addition to Thor Equities, Joe is also Chairman of Thor Urbana, the largest developer in Mexico with a development pipeline of 18 million square feet across the country in key high-growth markets, CEO of Thor Retail Advisors, Chairman of the Global Gateway Alliance, and Chairman and Managing Principal of Thor Urban Property Funds, an investment vehicle serving pension funds, investment banks, top-tier college endowments and foundations.

Speakers



Shannon Bolton

Managing Director, StepStone Group (Peru)

Ms. Bolton is member of the business development team, focusing on the Andean region. Prior to joining StepStone, Ms. Bolton was the director at Capital Strategies Partners, a third party marketer and placement agency. Before that she worked in institutional sales at LarrainVial SA, Chile's largest investment bank. Ms. Bolton received a BS in business administration from Boston University School of Management.



Andres Herrera Jimenez

Portfolio Manager, Colfondos (Colombia)

Andrés Herrera, is the Portfolio Manager for the mandatory pensión funds and severance funds in Colfondos, the 3rd largest pension fund in Colombia. Over the last five years in this role, Andrés has been mainly focused on the alternative investments allocation and has been in charge of the equities strategy too. During his 11 year career at Colfondos he had been appointed Derivatives Head Trader, Equities head Trader and FX Trader. Andrés is a CFA charterholder and has a Marter's Degree in Business Administration from IE Business School. He studied industrial engineering at universidad de Los Andes in Bogotá.



Paulina Nucamendi

Head of Real & Local Assets, AFP Cuprum (Chile)

Paulina is responsible for developing the Real Estate and Infrastructure program along with the local alternatives portfolio in AFP Cuprum. Prior to her current role she worked briefly as a Senior Research Analyst for Itaú covering the Andean region and for 2 years worked for Citibanamex Afore covering direct co-investments and CKDs in all sectors (Private Equity, Credit, Real Estate and Infrastructure). Previously, within Citibanamex and in the Mexican Stock Exchange Market, she held various roles in Risk Management. She is a CFA and CAIA Charterholder. She holds a Bachelor's degree in Actuarial Science from the Instituto Tecnológico Autónomo de Mexico (ITAM).

Speakers



Marc Royer

Head of Capital Markets for South America, Cushman & Wakefield (Argentina)

Marc Royer is Managing Partner of Capital Markets for South America at Cushman & Wakefield. He holds a BA and Master in International Management from IPAG Business School (Nice, France). He has over 17 years experience in commercial real estate investment in Europe and South America, with close to de USD 2,000 million transaction volume. Prior to this, he was Partner at 3di, a real estate investment advisory boutique in the Andean region, and before that Director of Advisory & Transaction Services and Head of Capital Markets at CBRE where he advised international investors on the large majority of institutional transactions closed in Chile amounting to approximately USD 950 million. Marc Royer was previously working at CBRE Investors in Spain as Senior Investment Manager running pan-European investment vehicles, acquiring over EUR 350 million in commercial real estate throughout Europe. Prior to this, he was working for Banco Santander as Investment Manager where he structured more than EUR 300 million in acquisitions in France, Germany, Belgium, and Portugal.



Thomas Verbeken

Head of Real Estate Investments, Inversiones Marchigue (Santiago)

Thomas is Head of Real Estate at Inversiones Marchigue, a Chilean family office with important focus on real estate investments. In this position, Thomas is responsible for the co-investment, analysis and profitability valuation for all new real estate asset classes such as the development of residential and commercial real estate with local developers, direct real estate equity investment for rent and RE Investments funds, amongst others. Previously, Thomas has worked in MetLife Insurance Company on the Real Estate Investment production team and as Head of Real Estate Risk for more than 8 years, and also worked in development area of the regional shopping mall developer Parque Arauco. Thomas has Business Administration in Universidad Católica de Chile and has a Master in International Business Finance in Bournemouth University, UK. Thomas is also teacher on ESE Business School on its different Real Estate programs.



Josue Zarate

Chief Investment Officer, ABILIA (Mexico)

Josue serves as Chief Investment Officer at Abilia. Over the past decade, he has held leadership positions in the investment and asset management functions at real estate funds such as Prudential Real Estate (now PGIM), O'Connor Capital Partners, Mexico Retail Properties, Equity International, and SURA Investment Management. Josue has extensive experience across various asset classes including industrial, mixed use, retail, and residential. Josue holds a degree in Industrial Engineering from ITAM as well as a Master of Science in real estate with a specialty in Investments from New York University with distinction.

Speakers



Juan Eduardo Fantini
Partner, Colunquen Investment Office (Chile)

Juan Eduardo Fantini has over fifteen years of financial markets experience. He is founding partner at CIO | Colunquén Investment Office, a Chilean based OCIO that advises family offices and institutional investors. He has been Chief Investment Officer for a large Chilean family office, Head of International Investments for a local broker-dealer and equities and fixed income securities Trader for an asset management company. During this time, he has also served as a part-time professor at the Universidad de Chile and IEDE Business School in financial courses. Juan Eduardo holds a Business Administration and a MSc in Finance from Universidad de Chile. He is a Chartered Alternative Investment Analyst (CAIA), holds the ILPA Private Equity Investment Certificate and an Executive Certificate in Management and Leadership from the MIT Sloan School of Management.



Marin Maydon
Partner and Managing Director, BPBI (Mexico City)

Mr. Maydón is a seasoned investment executive, with more than 20 years, and over US\$3 Billion of corporate and real estate private equity investment experience. Mr. Maydón has acted as Principal for 6 different investment vehicles, representing close to US\$1 Billion of capital raised, leading teams through the investment cycle, from inception to disposition. From 2004 to 2017 Mr. Maydón was part of LaSalle's Investment Management North American Acquisitions Team, where he led investments in the US, Canada and Mexico, including office, retail, industrial, residential and hospitality. From 2007 to 2015 he acted as Managing Director of Investments for Mexico and Latin-American, and as member of Mexico's Investment Committee, overseeing all investment activity, including development JVs. In 2017, he joined BPBI, a multi-client family office, as Managing Partner. His primary role within BPBI's partnership is to lead the Real Estate Principal Investment practice. Mr. Maydón received an MBA from Harvard Business School and holds a B.S. in Electromechanical Engineering from ITESM, with honors.



Lei Farrand
Director, Capital Markets, Kingbird Investment Management (New York)

As Director of Capital Markets at Kingbird Investment Management, Lei is responsible for managing and structuring the firm's relationships with joint venture partners and family office co-investors. Lei has over 15 years of real estate capital markets, asset management, and corporate development experience and has been directly involved in sourcing and structuring over \$850M in cross-border debt and equity financings across property types and the capital stack. Lei held various senior management roles for The Walton Group of Companies, a multinational, privately held group of real estate investment and development companies based in Canada. As Vice President, Capital Markets, she was responsible for developing and managing the firm's relationships in the domestic and international capital markets as well as supporting structured finance products for its residential, mixed-use and development joint ventures, covering capital markets across North America, Asia and Europe. Lei served in a senior management role at Situs, where she led their real estate private equity group and credit practice. Lei began her career at The Vanguard Group in the investment products group as a portfolio advisor in exchange traded funds. Lei holds a Master of Business Administration from Thunderbird School of Global Management with honors and earned a Bachelor of Arts, magna cum laude, from The University of Arizona. She is a member of the Urban Land Institute, as well as a Certified Financial Planner® and Certificate Holder with the Board of Standards.

Speakers

Oscar Ardila

Head of Investor Relations and Responsible Investing ,AshmoreAVENIDA (Colombia)

Oscar Ardila leads investor relations across private real estate investment vehicles as well as the ESG and responsible investing team in charge of the integration of environmental, social and governance factors in the investment decision-making process and execution of AshmoreAVENIDA's portfolios. Mr. Ardila completed his M.A. as a Fulbright Scholar at Columbia University in New York and the Private Equity Executive Program at Oxford University's Said Business School. He is a regular guest lecturer at Columbia University on responsible investing.



Cíntia Vannucci Vaz Guimarães

Senior Vice-President, Latin America, Cadillac Fairview (Brazil)

Cíntia joined Cadillac Fairview in 2014 and brings more than 25 years of experience in transactional work with a focus on mergers and acquisitions and real estate. Prior to joining CF, she held progressively senior positions with TozziniFreire Advogados in mergers and acquisitions, real estate and project financing. In her current role, she is responsible for strategic acquisitions, divestitures and management of investments in Latin America. Cíntia holds a Master of Laws (LL. M.) degree in Comparative Jurisprudence, from the New York University School of Law, and a Juris Doctor (J.D.) degree with concentration on Private Law and Civil Procedure from the Universidade de São Paulo.



Adriano Mantesso

Managing Director, Latin America, Ivanhoé Cambridge (Brazil)

As the leader of the Latin America team, Adriano Mantesso is responsible for making real estate investments locally, developing asset-management strategies and overseeing the formation of strategic partnerships for the region. Mr. Mantesso has extensive experience in the industry, specifically in the management of property funds in Brazil and elsewhere in South America. Before joining Ivanhoé Cambridge in 2017 as head of Brazil, he worked for five years at the investment bank BTG Pactual, where he became Partner and Head of Income Producing Properties (Real Estate), managing what was then the largest local REIT. He was also a member of the bank's real estate investment committee, responsible for assessing retail, office and residential development projects. From 2005 to 2012, he worked for Brazilian Capital, managing private and public real estate investment funds. Having started his career at Arthur Andersen in 1998, he has worked for a variety of firms over the years. Mr. Mantesso holds a Master of Business Administration from the Katz Graduate School of Business at the University of Pittsburgh and a Bachelor of Business Administration from Mauá Business School in Brazil. He speaks English, Portuguese and Spanish fluently.



Speakers

Debra Erb

Managing Director, United States International Development Finance Corporation (DFC) (Virginia)

Debra Erb is Managing Director of Housing Programs for the Overseas Private Investment Corporation, a U.S. government corporation focused on supporting U.S. investment in developing markets. In this capacity, she is responsible for program development, investor development and marketing, as well as credit structuring and analysis for housing and other real estate sector projects. Ms. Erb has over 20 years' direct experience in mortgage lending in the U.S. plus 12 years of international housing finance experience. Her international experience includes President of Mortgage Finance International, a boutique consulting company that worked with all aspects of mortgage finance in emerging markets. She was also President of Societas – International Institute for Real Estate Finance, a non-profit organization based in Washington D.C. that was sponsored by the Mortgage Bankers Association of America. Previously, Ms. Erb served as Senior Director - MBA International, responsible for international membership development and liaison between international and U.S. mortgage banking companies and organizations. In addition, she managed MBA's international conference operations and the International Mortgage Institute. Prior to joining MBA, Ms. Erb held a variety of management positions with mortgage and banking institutions in the Washington, D.C. area. She holds a Master's Degree in Public Administration (International Non-Profit Management) from George Mason University, and a B.A. in International Business Communications from the same university.

Jeff Giller

Partner, Head of Real Estate, StepStone Group (San Francisco)

Jeff Giller is the Head of StepStone Real Estate, chairs the Real Estate Investment Committee and focuses on management activities and global real estate investments, secondaries, recapitalizations, co-investments and joint ventures. Prior to StepStone, Mr. Giller was a founder, Managing Partner and the Chief Investment Officer of Clairvue Capital Partners. Before Clairvue, he was Managing Principal and Chief Investment Officer at Liquid Realty Partners where he played a key role in acquiring and managing real estate private equity secondary investments and guiding the strategic direction of the firm. Mr. Giller has also held senior positions in other real estate private equity investment firms in the U.S. and Europe. As Managing Director of JER France, SA from 1995 to 2000, he started, built and ran JER Partners' first offshore business. Mr. Giller earned an MBA from the University of Virginia and a BA from the University of California at Berkeley.

Gabriel España

Managing Director, Iskali Capital Group (Washington, D.C.)

Gabriel Espana, Mexican, is a strategy and finance professional with expertise in implementing high level financial and economic-engineering solutions to increase profitability and development impact. Gabriel is currently Managing Director at Iskali Capital Group, based in Washington DC and focused on the development of highly developmental projects in Emerging Markets in line with ESG and SDG practices. For more than 19 years, he worked as part of the management team at the International Finance Corporation, private sector arm of the World Bank Group, where he overhauled IFC's strategies for Affordable Housing and Property Development and helped to bolster IFC's Green Building investments in Emerging Markets. Prior to joining IFC, Gabriel held senior positions in Investment Banking at Rothschild and Banamex/Citibank. Gabriel is Civil Engineer, obtained with the highest honors magna cum laude from the Universidad Nacional Autonoma de Mexico, or UNAM, and holds an MBA in corporate finance from the I IPADE Business School. He has been widely published on the subjects of Real Estate, Affordable Housing and Private Sector Development in Emerging Markets.



Speakers

Anthony DiBiase

President & Head of Latin America, CA Ventures International LLC (Texas)

As Principal / CEO of CA Ventures International, the international investment division of CA Ventures, LLC, where Tony is responsible for the investment, development and operations of all rental and for-sale properties. Focused specifically on investing in Student Housing, Multi-family and Senior housing opportunities in Latin America, currently, CA Ventures International has development projects in Colombia, Chile and Mexico. In real estate for over 25 years, working with large-scale real estate projects in international markets from new construction of office headquarters to re-development of manufacturing facility to rental housing. In addition to his role with , Tony is a co-founder and board member of U.S. Urban Realty, a commercial and residential real estate company operating in Chicago and Santiago, Chile. Previously, he has served as Chief Operating Officer at U.S. Equities Realty; a Chicago based Real Estate company which also had significant operations in Latin America, where he worked for 17 years.

Angel Bernal

Co-Founder & Member of the Board, Cobra Development Fund (Mexico City)

Angel Bernal is a finance and real estate professional with more than 15 years of experience in private and public real estate companies. He is the co-founder of Cobra Development, a real estate development fund focused on the development of commercial and residential real estate projects in Mexico. Prior to Cobra, Mr. Bernal was the Chief Financial Officer of Terrafina, a leading Mexican industrial real estate trust (FIBRA). Prior to Terrafina, Mr. Bernal held various roles at LaSalle Investment Management, GE Real Estate and McKinsey & Company. He received his bachelors in Mechanical Electric Engineering at Tecnologico de Monterrey and completed his MBA in finance at Harvard Business School.

Randall Loker

Managing Director and CIO, Paladin Realty (Los Angeles)

Randall Loker is a Managing Director and Chief Investment Officer at Paladin Realty, where he aids in defining and implementing Paladin's investment strategy throughout Latin America. He serves on the firm's investment and ESG committees. Prior to joining Paladin Realty in 2007, Mr. Loker was a Project Manager for public homebuilder Toll Brothers, where he oversaw a number of condominium projects in Northern California. Mr. Loker began his career as a Civil Engineer for international consultant Camp Dresser & McKee in Cambridge, Massachusetts. Mr. Loker graduated from the University of Michigan with a Bachelor of Science and Engineering degree in Civil and Environmental Engineering and has a Master's degree in Real Estate Development from Massachusetts Institute of Technology.

Speakers

Andreu Cors

Founding Managing Partner and CEO, Gava Capital (Mexico)

Andreu is a Founding Managing Partner and CEO at Gava Capital (Real Estate Private Equity Fund). For the past 9 years he has directed the strategy of the Fund and led multiple land acquisition and real estate developments in Mexico and the US in the commercial, residential and industrial sectors. At Gava he manages assets for more than US \$500 million. Prior to Gava, Andreu was an Associate Principal at McKinsey & Company in the Madrid and Mexico City offices. He worked at McKinsey for 5 years leading the Corporate Finance and Financial Institution practices serving clients on strategic projects in Europe and Latin America. Before McKinsey, Andreu was a Financial Analyst at JPMorgan New York doing Investment Banking for 3 years. Andreu holds a Master of Business Administration (MBA) from the MIT Sloan School Of Management and a Bachelor in Science and Engineering in Industrial and Systems Engineering from the Instituto Tecnológico de Estudios Superiores de Monterrey (ITESM).

Agustin Barrios Gomez

Partner, International Capital Partners (Monterrey, Mexico)

Agustín Barrios Gómez is a businessman and media personality who is the CEO of International Capital Partners (ICP), an international commercial real estate investment firm based in Houston and Mexico City. He has been quoted or published in several major news outlets, including The Economist, The New York Times, Los Angeles Times, the Financial Times, etc. On Mondays he hosts “Trinchera Empresarial”, a Spanish-language weekly business television talk show. Barrios Gomez grew up in Canada, Switzerland, and the US as the son of a Mexican diplomat. Upon graduating from Georgetown University, he was recruited for Brand Management at Procter & Gamble, before becoming independent as an asset manager and entrepreneur. In 2012 he was invited to run for Congress, where he represented his district until 2015. In 2016, he founded International Capital Partners (ICP) in association with Capital Real Estate Partners of Monterrey. ICP is focused on stabilized, mainly Texas-based, industrial and office properties that provide steady income for patrimonial investors.

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.

Speakers

Nicolas Sorensen

Partner & Head of Real Estate, Quest Capital (Chile)

Quest Capital is an independent investment firm that provides services in the Wealth Management, Investment Management, Fund Distribution, and Corporate Finance industries. Since December 2015, Nicolas has managed the private investment fund administration company. With ten real estate funds in Chile, Perú and the US, 30 development projects, more than USD 500 in AUM and over 2,500 households under construction. During 2014 and 2015, he served as the Chief Business Development Officer (CBDO) at NorteSur, responsible for managing the holding's financing and real estate business areas, identifying new sales prospects and driving business growth and requirements for product development that will be coordinated with the firm's R&D function. From 2010 to 2014, he held the Investment Manager (CIO) position at CORFO, the Chilean Economic Development Agency, where he was responsible for managing the agency's investment funds and promoting innovation and entrepreneurship within them, developing unique programs designed to have an industry-wide impact. Prior to his appointment as CORFO's Investment Manager, he worked for seven years in the banking industry, managing risk evaluation and credit approval. Born in Santiago, Chile, Mr. Sorensen holds a Business Administration degree with a Major in Management from the Universidad de Los Andes de Chile, and an MBA from Babson College, United States.

Christopher Monsif

Director, Angelo Gordon (New York)

Christopher Monsif joined Angelo Gordon in 2020 as a Product Specialist focused on the firm's real estate investment strategies. Prior to joining the firm, Christopher was a Principal at Hodes Weill & Associates where he was head of the firm's Advisory Services business, focused on strategic advisory transactions for real estate investment managers, including mergers and acquisitions and strategic capital raising assignments. Previously, Christopher was with Five Mile Capital where he was a member of the firm's investment team, focused on investments and asset management of opportunistic real estate debt and equity transactions. Prior to Five Mile Capital, Christopher held multiple positions with J.P. Morgan's Corporate and Investment Bank, including in the Financial Institutions Group and the Public Finance Group. Christopher serves on the Junior Board for Waterside School in Stamford, Connecticut. Christopher received a BSBA in Finance from the University of North Carolina – Chapel Hill, and an MBA from Columbia Business School.

Todd Liker

Co-Portfolio Manager, Real Estate Opportunities Strategy, Oaktree Capital (Dallas)

Mr. Liker joined Oaktree in 2008. He is a managing director and co-portfolio manager of Oaktree's Real Estate Opportunities strategy and leads the Real Estate team in New York. Mr. Liker has investment experience across all major real estate asset types with a particular focus on Oaktree's investment activities in the Southeastern and Midwestern regions of the United States. He also oversees the group's focus in corporate real estate-related platforms and companies. Prior to joining Oaktree, Mr. Liker was an executive director with J.P. Morgan Securities' Real Estate, Lodging & Gaming Investment Banking group in New York and London. Prior to joining J.P. Morgan, he spent four years at ABN AMRO in Chicago and Singapore. Mr. Liker received a B.S. degree in business administration from the John M. Olin School of Business at Washington University and an M.B.A. from the Tuck School of Business at Dartmouth. Mr. Liker is currently a member of the M.B.A. Advisory Council at the Tuck School of Business.

Speakers

Alonso Garza

Partner – Head of Funds Management, Middleburg Communities (Washington D.C.)

As Head of Investment Management, Mr. Garza leads Middleburg's funds capital raising strategy, as well as manages all corresponding operational activities and interface with Middleburg's accounting, reporting, and research business units. Mr. Garza was previously Chief Investment Officer of MPOWER Financing, a Washington D.C. based fintech start-up where he was responsible for designing and implementing the company's debt capital raising strategy. Mr. Garza was the lead negotiator and architect of MPOWER's first \$20mm credit facility and renegotiated the company's capital structure in order to accommodate the new facility. Prior to that Mr. Garza spent 12 years with Goldman Sachs, time during which he rose from Financial Analyst to Vice President. He spent six years in Goldman's Securities Division working with Treasurers and CFO's of Mexican Corporations to advise on, structure, and trade interest rate and FX hedging instruments. Mr. Garza spent the last three years of his career on the private side of the bank, covering Goldman's largest and most sophisticated Latin American Family Offices to provide them with trade ideas, portfolio management solutions and trade execution services. In this capacity Mr. Garza managed \$300mm worth of client assets. Mr. Garza obtained a Master of Business Administration from the Massachusetts Institute of Technology (MIT), and a Bachelor of Arts in Economics from the University of Pennsylvania. Additionally, he was the founder of the Junior Achievement program of Monterrey, Mexico – his hometown.

Manuel Rajunov

Partner, McDermott Will & Emery (Dallas)

Manuel Rajunov provides cross-border tax and transactional counsel to US and non-US multinational entities, with a particular focus on inbound and outbound Latin American investment strategies. This includes Israel-based companies on their investments in Latin America, and Latin American-based entities on their foreign investments. Manuel also counsels clients on real estate investments, structured finance transactions, and mergers and acquisitions.

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 November 27th*

Pre-Registration: \$400 USD- *Ends December 4th*

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

- Latin America focused Private Equity Real Estate Funds and Real Estate Investment firms
- Latin America 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 2021

- **Private Markets Impact Web Meeting**
Virtual Event- January 6th & 7th 2021

- **Private Markets Technology Web Meeting**
Virtual Event- January 25th & 26th 2021

- **Middle Market Private Equity Web Meeting**
Virtual Event- February 9th & 10th 2021

- **Industrial, Logistics & Cold Storage Web Meeting**
Virtual Event- February 23rd & 24th 2021

- **Private Markets Healthcare Web Meeting**
Virtual Event- March 2nd & 3rd 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 Life Sciences Web Meeting**
Virtual Event- April 27th & 28th 2021

- **Private Markets Texas Web Meeting**
Virtual Event- May 4th & 5th 2021

- **Multifamily 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 26th & 27th 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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