



US Real Estate Web Meeting

ZOOM & SLACK

September 9th & 10th, 2021



LIVE ONLY, RECORDING IS PROHIBITED
BUSINESS CASUAL ATTIRE



US Real Estate Web Meeting

ZOOM & SLACK– September 9th & 10th, 2021

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ZOOM & SLACK– September 9th & 10th, 2021

Dear Colleague,

It is with great pleasure that I invite you to The US 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 the United States. Our online meeting brings together over 400 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: PERE Fund Manager- Equity, PERE Fund Manager- Debt, PERE Fund Manager- Distressed, US Public/Corporate Pension Perspective, US Endowment/Foundation Perspective and US Family Office Perspective.

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

THURSDAY
SEPTEMBER 9TH– DAY 1

1:00 pm ET

Welcoming Address

Roy Salsinha, President, CEO, Carmo Companies

1:00 pm ET

Panel- US Institutional Investor Perspective

Leading US 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:

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

Panelists:

Ted Argus, Senior Analyst Investments, Indiana University Health

Thomas Jeppesen, CFA, Former Deputy Chief Investment Officer, Novant Asset Management

2:00 pm ET

End of Day



Agenda Outline

FRIDAY
SEPTEMBER 10TH – DAY 2

2:00 pm ET

Virtual Networking/Speed Dating

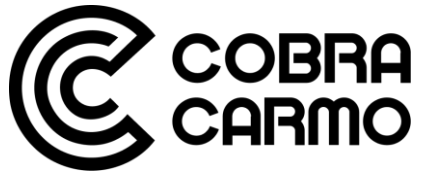
Join over 150 confirmed LP & GP event attendees for face-to-face networking. 4 randomized 30-minute breakout sessions of 5 people. Groups are shuffled every 30 minutes. Web Cam is mandatory.

Some Notable Confirmed Attendees Include:

Devon Ghelani, Director, **Freestone Capital Management**
Matthew Reynolds, Manager, Business Development, **Sanne Group**
Carlos Ortea, Director of Research, **The Davis Companies**
Steven Manson, Portfolio Manager, **EE Capital PTE LTD**
Darren Artura, Managing Director, **California Institute of Technology**
Prashant Kalidindi, Principal, **Bluepointe Capital Management**
Michael Korman, Financial Advisor, **Raymond James Ltd.**
Jorge Garcia, CEO, **CAPX**
Juan Pablo Zambrano, Operations Analysis, **CAPX Multifamily Fund**
George Rupp, Managing Director, **Driftwood Capital**
Daniel Sieradzki, CIO, **OLS Capital**
Andrew Kaminski, Vice President, **Cliffwater**
Dave Rocker, Managing Partner, **Nysa Capital, LLC**
Eric Yopes, Principal, **Embarcadero Capital Partners**
Ted Argus, Senior Investment Analyst, **IU Health**
Andrew Drury, Associate, **Lionstone Investments**
Raiza Nazareth, Director of Investor Relations, **CONTI**
Amir Giryas, CEO, **Pando Companies Inc**
Jedd Horn, Director of Capital Markets, **Alchemy-ABR Investment Partners**
P.J. Yeatman, Managing Partner, **Corten Real Estate**
Elisabeth Forster, VP, **Group RMC**
Reese Milner, Managing Partner, **Clement Capital Management**
Christian Mouchbahani, Managing Partner, **M Capital Group**
Juan Rivera, CEO, **Zona Franca de Bogota S.A.**
Marson Cunha, Director of Institutional Sales and Research, **Midtown Capital**
Keith Worsham, President, **Worsham Real Estate**
Juan Carlos Castro, Founder, **Briq.mx**
Giri Krishnan, Senior Portfolio Manager, **Koa Wealth Management**
Juan Bulnes, PM, **Inversiones Consolidadas Single Family Office**
Maria Moloney, CAO, **Hodes Weill & Associates**
Raiyaan Shingati, Financial Analyst, **Black Dragon Capital**
Michael Davis, Founder, **Natural Bridge Capital**

4:00 pm ET

End of Day 2



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.

Cobra Carmo Group is a vertically integrated, real estate development company delivering institutional quality, purpose-built residential rental communities within the four major metropolitan areas of Texas. Born in Mexico, Raised in Texas, Cobra Carmo is a joint venture between Mexico City based Cobra Development and New York based Carmo Companies. Together, the partners have developed and invested in over 5 million square feet of commercial and residential projects across North America.

Dalfen Industrial LLC is one of the nation’s largest buyers of industrial real estate and is a leader in the last-mile property sector. Their investment focus is on strategically located urban infill warehouses and distribution buildings. Dalfen currently owns and operates over 25 million square feet of premier industrial properties throughout the United States.

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.

Speakers

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.



Ted Argus

Senior Analyst Investments, Indiana University Health (Indianapolis)



Thomas Jeppesen, CFA

Former Deputy Chief Investment Officer, Novant Asset Management (Virginia)

Thomas is the Former Deputy Chief Investment Officer and Vice President at Novant Health. In this role he helps lead Novant's \$2.5 billion capital reserve with oversight over all aspects of the portfolio from asset allocation through manager selection, implementation and risk assessment/monitoring. Prior to joining Novant as Deputy CIO in 2017, Mr. Jeppesen was a Managing Director at Cambridge Associates where he served Novant as its lead investment consultant while also working with a number of other non-profit clients. Mr. Jeppesen is originally Danish and worked as an attorney in Copenhagen before moving to the US in 2002. Mr. Jeppesen has law master degrees from Copenhagen University and Université de Paris II as well as an MBA from Georgetown University where he graduated with honors. He is a member of the CFA institute and the Beta Gamma Sigma National Business Honor Society. Mr. Jeppesen is on the investment committee of RandolphMacon College and is a frequent speaker at various investment industry conferences and events.



Participation Options

COMPLEMENTARY:

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

Conditions:

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



Participation Options

STANDARD PASS:

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

Early Bird: \$300 USD- August 6th

Pre-Registration: \$400 USD- August 13th

Standard: \$500 USD

FULL ACCESS PASS:

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

\$2,000 USD



Participation Options

COMPANY SPONSORSHIP:

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

\$5,000 USD



Participation Options

PRESENTATION SPONSORSHIP:

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

\$7,500 USD



Participation Options

VIRTUAL ROAD SHOW SPONSORSHIP

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

\$10,000 USD



Participation Options

EXCLUSIVE SPONSORSHIP :

• Exclusivity

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

• Lead Branding

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

• Speaking Opportunity

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

• Meeting Facilitation/ Post-Event Virtual Road Show

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

• Passes

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

• Networking App Access

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

• Attendee List

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

\$20,000 USD



By the Numbers...

\$5+ Trillion AUM in attendance

250+ Total participants

125+ Institutional & Private Wealth Investors

125+ Real Estate Investment Firms/ Funds

4 Industry Exclusive Panel Sessions

3 Hours of Private Virtual Networking/Speed Dating

2 Day Zoom Web Conference

7 Days of Slack networking tool access

In Attendance...

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

C-Level Executives



WEB MEETING APPS

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



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



- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Slack Chat.
- This chatroom is only open for the 3-day duration of the Web Conference.





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.

Contact Information

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Thank You

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