CARMO COMPANIES

US Residential Real Estate Web Meeting

ZOOM & SLACK

May 19th & 20th, 2021

LIVE ONLY, RECORDING IS PROHIBITED
BUSINESS CASUAL ATTIRE

US Residential Real Estate Web Meeting

ZOOM & SLACK– May 19th & 20th, 2021

Dear Colleague,

It is with great pleasure that I invite you to the US Residential Real Estate Web Meeting. Residential Real Estate and multifamily performed resiliently throughout 2020. Class B and C has maintained low vacancy rates and modest rent growth throughout last year while Class A was the most impacted due to higher turnover from young adults moving home and continual new supply. The pandemic has reinforced a continual urban to suburban shift. The aim of this Web Meeting is to connect and educate private equity real estate funds, developers, family offices, institutional investors, and other industry professionals across the United States. Our online meeting brings together over 300 c-level executives that will join us to virtually network and discuss investment fundamentals, opportunities and themes across Multifamily, single family rental, mobile home parks, development, value-add and core residential investment. 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

CARMO CONNECT

Agenda Outline

WEDNESDAY

MAY 19TH – DAY 1

11:00 am ET

Welcoming Address

Roy Salsinha, President, CEO, **Carmo Companies**

11:00 am ET

Institutional Investor Perspectives on Resi

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

Moderator:

Vaughn Weatherdon, Head of Real Estate Investment & Advisory, **QInvest**

Panelists:

Andrew Kaminski, Vice President, **Cliffwater**

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

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

Lynne Gray, Senior Portfolio Manager, **State Board of Administration of Florida**

12:00 pm ET

Segment Focus- US Multifamily Outlook

Leading fund managers, developers and operators discuss their current strategies for multifamily rental investment across various US markets.

Moderator:

Elliot Rishty, Director, US General Counsel, **Vanke**

Panelists:

Swapnil Agarwal, Founder & Managing Principal, **Nitya Capital**

Ned Stiker, Senior Managing Partner, Investments and Capital Markets, **Cortland**

Christopher Russell, Managing Director, **Mercatus Partners**

US Residential Real Estate Web Meeting

Agenda Outline

WEDNESDAY

MAY 19TH – DAY 1

1:00 pm ET

Segment Focus- US Single Family Rental Outlook

Leading fund managers, developers, operators and investors discuss their current strategies for SFR investment across various US markets.

Moderator:

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

Panelists:

Jordan Kavana, Founder & Chief Executive Officer, **Transcendent Investment Management**

Colin Donnelly, Vice President, Acquisitions, **StepStone Group**

Eddie Lin, Principal, **RCLCO Fund Advisors**

Robert Vahradian, Senior Managing Director, **GTIS Partners**

Joseph O'Connor, Managing Partner, **Mandrake Capital Partners**

2:15 pm ET

Alternative Residential Investments

Leading fund managers, developers and operators discuss their current strategies and opportunities for Senior Housing, Mobile Home Parks, Student Housing and Affordable Housing.

Moderator:

Coe Schlicher, CEO, **Kong Capital**

Panelists:

Dillon Lorda, Portfolio Manager, **AEW Capital Management**

Juan Fernando Valdivieso, Co-Founder/Managing Director, **Peninsula Alternative Real Estate**

Julie Bourgon, Vice President, Asset Management, Residential, **Ivanhoé Cambridge**

CARMO COMPANIES

Agenda Outline

WEDNESDAY

MAY 19TH – DAY 1

3:00 pm ET

Family Office Perspectives on Residential

Leading Single-Family Offices and Multi Family Offices discuss their allocation strategies and investment appetite for Residential related real estate investments in the United States. What checks the boxes for allocating capital to funds or on a direct basis within this space? How are they measuring returns and what is their due diligence process for residential investment?

Moderator:

Lei Farrand, Director, Capital Markets, **Kingbird Investment Management**

Panelists:

David Hood, Managing Director, Senior Real Assets Strategist, **Sonen Capital**

Bill DeMar, CFP, Principal, **Enso Wealth Management**

Raúl Salinas Villarreal, CEO, **Dover Capital Group**

Jiho Lee, Managing Director, **Tishman Capital Partners**

4:00 pm ET

Opportunity Zones & the Future of 1031 Exchange

President Biden 's economic plan is proposing to end deferred capital-gains payments on real estate profits of more than $500,000 as well as taxing capital gains on inherited deaths. Our panel of leading real estate investment and tax professionals discuss this pressing topic, what to expect and how to prepare as a real estate investor.

Moderator:

Tony Hallada, Managing Principal, **CliftonLarsonAllen Wealth Advisors**

Panelists:

Daniel Drury, Managing Director, **Makena Capital Management**

Brad A. Molotsky, Partner, **Duane Morris LLP**

Louis M. Dubin, Managing Partner, **Redbrick LMD**

Brian T. Duren, Signing Director, **CliftonLarsonAllen LLP**

4:45 pm ET

End of Day 1

CARMO COMPANIES

Agenda Outline

THURSDAY
MAY 20TH – DAY 2

US Residential Real Estate Web Meeting

11:00 am ET

Keynote Fireside: Morgan Properties

Morgan Properties is a leading apartment management and investment firm based in King of Prussia, Pennsylvania. Morgan owns and operates over 300 multifamily apartment communities and over 90,000 units across the Mid-Atlantic, Nashville and Northeastern United States. Morgan Properties is currently ranked # 2 in National Multifamily Housing Council's list of the 50 largest apartment owners. On this session Kenneth Munkacy, Senior Managing Director of Kingbird Investment Management will interview Jonathan Morgan, discussing the incredible story of Morgan's growth, the current performance of their portfolio and where the sector is headed in the next 5 years.

Keynote Speaker:

Jonathan Morgan, President, **Morgan Properties JV**

Interviewer:

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

12:00 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.

<u>Some Notable Confirmed Attendees Include:</u>

Devon Ghelani, Director, **Freestone Capital Management**
David Lopez, Investment Manager, **Afore Sura**
David Hood, Managing Director, Senior Real Assets Strategist, **Sonen Capital**
Kenneth Munkacy, Senior Managing Director, **Kingbird Investment Management**
Jonathan Morgan, President, **Morgan Properties JV**
Andrew Kaminski, Vice President, **Cliffwater**
Thomas Jeppesen, CFA, Deputy Chief Investment Officer, **Novant Asset Management**
Shawn Quinn, Managing Director, **Wilshire Associates**
Lynne Gray, Senior Portfolio Manager, **State Board of Administration of Florida**
Joseph Celentano, Global Head of Markets, **Unison Investment Management**
Colin Donnelly, Vice President, **StepStone**
Pablo Ruiz, CEO, **QUEST capital**
Raúl Salinas, CEO, **Dover Capital Group**
Erik Horvat, Managing Director, **Olayan Group**
Tim Thran, Associate Portfolio Manager, **Bluerock**
Jack Reutemann, CEO, **Research Financial Strategies**
Kevin McNiel, Managing Director, **Talisman Group**
Sasha Bernier, SVP, **Cheltenham Enterprises**
Kevin Baker, Investment Analyst, **Tishman Capital Partners**
Josue Zarate, CIO, **Abilia**
Alejandro Contreras, CIO / CFO, **Pecari FO**

2:00 pm ET

End of Day 2

CARMO COMPANIES

Institutional Partner

ilpa

INSTITUTIONAL LIMITED PARTNERS ASSOCIATION

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

Sponsors

Founded in 1981, AEW Capital Management, L.P. (AEW) provides real estate investment management services to investors worldwide. As one of the world's leading real estate investment advisors, AEW and its affiliates manage approximately $85 billion of property and securities in North America, Europe and Asia. Grounded in research and experienced in the complexities of the real estate and capital markets, AEW actively manages portfolios in both the public and private property markets and across the risk/return spectrum. AEW and its affiliates have offices in Boston, Los Angeles, London, Paris, Düsseldorf, Hong Kong, Seoul, Singapore, Sydney and Tokyo, as well as additional offices in eight European cities and over 750 employees.

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.

CLA exists to create opportunities for our clients, our people, and our communities through industry-focused wealth advisory, outsourcing, audit, tax, and consulting services. We help enhance our clients' enterprise value and assist them in growing and managing their related personal assets — all the way from startup to succession and beyond. Our professionals are immersed in the industries they serve and have specialized knowledge of their operating and regulatory environments. With more than 6,100 people, 120 U.S. locations and a global affiliation, we promise to know you and help you. For more information visit CLAconnect.com. Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor. We are deeply invested in the success of our professionals and provide innovative career-building opportunities. At CLA, we aim to positively impact the clients we serve, the people we employ, the profession we represent, and the communities we call home.

Sponsors

Cortland is a product-to-people, multifamily real estate investment, development, and management company that in-sources most of its multifamily development, design, construction, renovation, management, and ownership functions – all with the goal of providing residents excellent, hospitality-driven living experiences. With our pioneering business model, our commitment to placing the resident at the center of our decisions, and our enterprising team, we're aiming to set a new experience standard for the apartment industry – one community at a time. Our company is now comprised of a team of more than 1,800 people across the US and the world, from our headquarters in Atlanta, GA to our regional office in Shanghai, China and our international development office in London, UK. We're always interested in new talent joining our mission to create superior living spaces and experiences designed to inspire our residents, associates, and investors to live a better life focused on what matters most to them.

Duane Morris LLP, a law firm with more than 800 attorneys in offices across the United States and internationally, is asked by a broad array of clients to provide innovative solutions to today's legal and business challenges. From a partnership of four Philadelphia attorneys in 1904, the firm has grown to be among the 100 largest in the world. Duane Morris' lawyers now work out of offices in North America, Europe and Asia to address clients' issues around the globe. See the Harvard Business School's second case study of the firm titled "Collaborating for Growth: Duane Morris in a Turbulent Legal Sector." Throughout all the growth, Duane Morris always has been guided by the same principle. At the heart of the firm is a partnership, an agreement to work together in the pursuit of its clients' goals. Under the leadership of the firm's founders, and the influence of past and present chairmen, Duane Morris has embraced a culture of inclusiveness, congeniality and consensus building that is rare among law firms.

Electra America is a real estate private equity firm focused on value-add and opportunistic investment in the Sunbelt region of the U.S. With initial capital commitments totaling approximately $2.5 billion across multiple funds managed by the firm and its affiliates, Electra America's portfolio encompasses more than $6 billion in commercial real estate property holdings and debt in the multifamily, hospitality, and single-family rental home sectors.

GTIS Partners is a leading real assets investment firm in the Americas, headquartered in New York with offices in São Paulo, San Francisco, Los Angeles, Atlanta, Paris and Munich. Founded in 2005 by Tom Shapiro, the firm now manages over $4 billion in gross assets. GTIS is managed by President Tom Shapiro and Senior Managing Directors Thomas Feldstein, Josh Pristaw, João Teixeira, Rob Vahradian and Amy Boyle. GTIS is active across a wide range of real estate sectors including single and multi family rental, for-sale single and multi family, office, industrial/logistics and hospitality as well as renewable energy infrastructure and opportunity zones. The firm invests at various points in the capital structure including credit, common equity and structured equity. In the US, GTIS has invested in over 130 assets across 40 unique markets with a focus on growth areas like Phoenix, Dallas, Tampa and Charlotte. Collectively, the team has decades of experience in real estate spanning homebuilding, single-family rental, land development and urban infill. In Brazil, GTIS is among the largest real estate private equity firms with a growing renewable energy platform, logistics investments and marquee assets in São Paulo and Rio de Janeiro including the Infinity office building and Palácio Tangará, a five-star resort style hotel.

Sponsors

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.

MANDRAKE
CAPITAL PARTNERS

Mandrake's essential principles define and inform all of its investing, asset management, and disposition decisions. Mandrake consistently provides unique capital solutions across the commercial real estate universe, with a focus on long term capital preservation. Our experienced management team is nimble in reacting to opportunities and involved in all investments.

NITYA
CAPITAL

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.

Sponsors

PARKMADISONPARTNERS

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.

PENINSULA
ALTERNATIVE REAL ESTATE

Peninsula Alternative Real Estate invests in General Partner (GP) equity positions alongside leading developer operators in student and senior housing, as well as provides mezzanine debt to senior housing developers across the United States. GP equity investments provide more attractive returns than those received by limited partners in real estate funds with similar strategies. Student and Senior housing were the most resilient real estate sectors during the global financial crisis. In addition, Senior housing outperformed all other traditional real estate sectors for the past 10 years. Both sectors benefit from strong and growing demographics. Peninsula uses a disciplined investment strategy for selecting developers and projects to create value for its investors. The principals of Peninsula have committed 20% of the capital of its newly raised Fund. Peninsula currently has 17 investments in Florida, Georgia South Carolina, North Carolina, Alabama, Pennsylvania and Arizona.

REDBRICK LMD

Redbrick LMD is a diversified real estate investment management and development firm. It specializes in opportunistic and value-added residential and mixed-use projects with a focus on the Washington D.C. metro market and selectively invests in other markets. Redbrick LMD's leadership team has significant experience in the acquisition and repositioning of existing projects, the entitlement and ground-up development of new projects, and the financial and legal structuring of transactions to maximize returns while mitigating risks for investors. The team, with more than sixty years of collective development experience, has developed, redeveloped and managed over 5,000 multifamily units nationally. In addition, they have developed a substantial portfolio of mixed use assets. Since 2000, the principals have closed on more than $2 billion in real estate transactions. Redbrick LMD has a current development pipeline of approximately four million square feet.

Keynote Speakers

Jonathan Morgan
President, Morgan Properties JV (Philadelphia)

As President of Morgan Properties, Mr. Morgan handles the day-to-day management and operations of the company’s portfolio holdings. His primary responsibilities involve sourcing, underwriting, negotiating and closing acquisitions, dispositions, recapitalizations and refinancings of all transactions consummated by Morgan Properties. Morgan Properties is one of the nation’s largest and fastest-growing multifamily owners and operators and is headquartered in King of Prussia, PA. The organization owns and manages over 90,000 units in 20 states throughout the country. Under Mr. Morgan’s leadership, the company acquired over 70,000 apartment units since 2011, leveraging off its proven track record of creating value for its investors through value-add repositioning, rehabilitation and professional management expertise. Prior to joining Morgan Properties, Mr. Morgan worked at Apollo Real Estate Advisors where he focused on investment activities involving high-yielding debt opportunities and equity investments in real estate assets and real estate operating companies. Prior to joining Apollo, Mr. Morgan worked at Bear Stearns in the Commercial Mortgage-Backed Securities division. Mr. Morgan holds a Bachelor of Science degree from the University of Pennsylvania and an MBA graduate degree from Columbia Business School. Mr. Morgan was recognized with Real Estate Forum’s 50 Under 40 award, the Philadelphia Business Journal’s 40 Under 40 recipient, Multifamily Executive’s Rising Star, Philadelphia Business Journal’s Most Admired CEOs of 2019, and the Ernst & Young Entrepreneur of the Year 2019 in Greater Philadelphia. Mr. Morgan is on the National Multifamily Housing Council’s Board of Directors, the Executive Board of the Pennsylvania Apartment Association, CHOP Corporate Council, Haverford School Board of Trustees, and the Executive Committee of Jewish Federation of Greater Philadelphia Real Estate Group. He is an active member of the Philadelphia Chapter of the Young Presidents Organization.

Speakers

Vaughn Weatherdon

Head of Real Estate Investment & Advisory, QInvest (Doha)

Vaughn Weatherdon is the Head of Real Estate Investment & Advisory at QInvest. In this role, he is responsible for allocating capital to international real estate opportunities, generating sustainable returns for clients based on their specific investment objectives. Vaughn also leads the Real Estate team in developing proprietary investment products that are designed to capture market trends. Since joining QInvest in 2011, Vaughn has concluded investment and advisory transactions totaling US$ 1.5 billion and has played an instrumental role in successfully allocating funds across credit and multifamily assets, value add mixed-use portfolios and development assets in Europe, the US and the GCC. Vaughn has over 13 years of experience across real estate investing, financing, and advisory in the US, Europe, and the Middle East. He was previously based in Saudi Arabia as a Senior Manager within Samba Capital's Real Estate division. Prior to this, he worked at Wachovia (now Wells Fargo) in the US, as part of its real estate capital markets group. Vaughn holds a BA from the University of Virginia, USA and is a CFA Charterholder.

Andrew Kaminski

Vice President, Cliffwater (Los Angeles)

Thomas Jeppesen, CFA

Deputy Chief Investment Officer, Novant Asset Management (Virginia)

Thomas is 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.

Speakers

Shawn Quinn

Managing Director, Wilshire Associates (Pittsburgh)

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

Lynne Gray

Senior Portfolio Manager, State Board of Administration of Florida (Tallahassee)

Lynne Gray Is The Senior Portfolio Manager For The State Board Of Administration Of Florida's Principal Investment Portfolio — The SBA's Direct-Owned Portfolio Of Core, Real Estate Investments That Includes Office, Retail, Multifamily, Industrial And Specialty Properties. She Leads A Team Of Professionals Who Actively Manage Acquisitions, Operations, Capital, Dispositions And Financings. Gray Joined The SBA In 1993 Working Initially As An Accountant Before Transitioning To Real Estate. Prior To Joining The SBA, Lynne Worked As An Accountant In Private Practice.

Elliot Rishty

Director, US General Counsel, Vanke (New York)

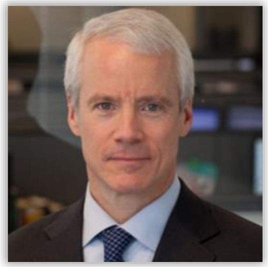
Elliot Rishty manages all legal activity for Vanke's US business, including oversight and counsel on all US transactions and operational matters. Vanke US is an affiliate of China Vanke Co., a Global Fortune 500 company with annual revenues in excess of $40 billion. Since entering the US market in 2013, Vanke has established itself as a trusted financial and intellectual partner to US real estate developers, having committed a total of $2 billion across 19 residential and commercial projects in the US to date. Prior to joining Vanke US, Elliot served as Real Estate Counsel for Hearst, a privately held global diversified media, information and services company, where he was responsible for advising the company on legal matters pertaining to its real estate holdings and operations. Previously, Elliot was an associate in the Real Estate department of international law firm, Willkie Farr & Gallagher, where he represented clients in the acquisition, sale, joint venture, financing and leasing of real estate in various asset types and markets. Elliot has a J.D. from Harvard Law School and a B.A. in Economics from Rutgers University.

Speakers

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.



Ned Stiker

Senior Managing Partner, Investments and Capital Markets, Cortland (New York)

Christopher Russell

Managing Director, Mercatus Partners (Newport Beach)

Christopher Russell is co-founder and Managing Director of Mercatus Partners, LLC. He oversees all activities related to acquisitions, financing, and asset management for the company. Christopher has acquired or developed more than $1.5 Billion in institutional real estate assets over his career. As Senior Analyst for acquisitions and development with Pacific Life Insurance Company (#298 in Fortune 500), he played an instrumental role in more than doubling the size of the company's equity real estate portfolio. This was done through directing investments in multifamily, single family, and commercial real estate assets. Prior to Pacific Life, Christopher served as Managing Director of Acquisitions and Capital Markets for RedHill Realty Investors, a multifamily sponsor based in San Diego, CA. While with RedHill, he helped to source and negotiate programmatic joint ventures with multiple major financial institutions. As a part of those joint ventures, he was responsible for identifying, vetting, acquiring, and managing, value-add and core-plus investments located, predominantly, in the western United States. During his tenure at RedHill, the firm produced a +25% IRR to its institutional investor clients and returns in excess of 35% IRR to the firm's private, high net-worth clients.

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).

Jordan Kavana

Founder & Chief Executive Officer, Transcendent Investment Management (Miami)

Jordan established Transcendent Investment Management in 2008 to lay the foundation for his vision of a data-driven real estate investment platform in the single-family residential space to capitalize on what he saw as clear opportunities created by the distressed U.S. real estate market of the time. After further developing his proprietary ERP solution, TIAS ResiPro ™, Jordan formed the firm's vertically-integrated Build US Back® line of companies as its operating platform to research, select, acquire, renovate, rent and, at the right time, resell properties in-house; becoming the subject of a 2014 Harvard Business School case study entitled, "Build U.S. Back: Opportunities in the U.S. housing market." Prior to launching Transcendent, Jordan successfully formed and grew an international high-tech toy company in Hong Kong and China, which he sold in 2003 to return to the U.S. and co-found JL Real Ventures, a private equity fund that assembled a portfolio of multi-family properties in the Southeastern United States. Jordan earned his B.A. in Hospitality Management and Finance from Florida International University, pursued graduate-level studies in real estate finance at Harvard University and is a graduate of Harvard Business School's OPM program. He served as a trustee on the Florida State Pension Plan Board, which oversees $127.8 billion in total assets and currently serves on the Advisory Board for Aviator Capital Management, a full service commercial passenger aircraft leasing and management firm based in Miami, Florida. Most recently, Jordan received inclusion into Latin Trade's TOP 100 Most Powerful Businesspeople listing of 2017.

Colin Donnelly

Vice President, Acquisitions, StepStone Group (Chicago)

Mr. Donnelly is a member of the real estate team. Prior to joining StepStone, Mr. Donnelly was a senior investment associate at RealtyShares. Before that he was the marketplace director at IfOnly, a technology platform for incredible experiences. Previously, Mr. Donnelly worked at Binswanger Management Corporation in Philadelphia focusing on commercial real estate in New Jersey and Pennsylvania. Mr. Donnelly holds a BS in economics from the Wharton School of business at the University of Pennsylvania.

Speakers

Eddie Lin

Principal, RCLCO Fund Advisors (Bethesda)

Eddie Lin is a Principal based in RCLCO's Washington DC office and is responsible for relationship and portfolio management, the implementation of new strategies, investment analysis, and asset management. Before joining RCLCO, Mr. Lin was a Managing Director at a boutique real estate investment bank focused on arranging debt, equity, and ground lease capital. Prior to that, Mr. Lin was a Vice President of Investments at CIM Group and was responsible for sourcing and underwriting both equity and mezzanine debt investments across all property types and fund strategies. There he led acquisitions and financings in excess of $1.5 billion. Prior to CIM, Mr. Lin served as a Senior Associate at Insight Equity, a turnaround middle-market private equity firm in Southlake, Texas. He began his career in New York as an Investment Banking Analyst in the Restructuring Group of Miller Buckfire and the Financial Institutions Group of Credit Suisse.Mr. Lin received his MBA from the Kellogg School of Management at Northwestern University. He earned his Bachelor of Science in Economics from The Wharton School of the University of Pennsylvania, and his Bachelor of Arts from the University of Pennsylvania's School of Arts and Sciences.

Robert Vahradian

Senior Managing Director, GTIS Partners (New York)

Robert Vahradian is a Senior Managing Director of GTIS and a member of the General Partner's Investment Committee. Mr. Vahradian is responsible for overseeing the firm's US investment business, including strategy, acquisitions, and asset and portfolio management. Mr. Vahradian's experience in the real estate industry began in 1989. Previously, Mr. Vahradian was President of Allied Partners, a private real estate investment company, where he was responsible for the firm's investment and development projects. Prior to Allied, Mr. Vahradian was the Chief Operating Officer and principal of The Athena Group, a residential investment and development company based in New York, with projects located primarily in New York, Washington, DC and South Florida. Mr. Vahradian managed the investment, financing and operating activities of Athena and its affiliated equity funds. Prior to Athena, Mr. Vahradian was a Director in Credit Suisse First Boston's ("CSFB") real estate investment banking and principal groups. At CSFB, he participated in public and private debt and equity offerings, and principal investments in real estate debt and equity transactions. Mr. Vahradian also developed and managed CSFB's credit lease finance and securitization program, and a private equity investment vehicle targeting Central and Eastern Europe. Mr. Vahradian is a member of the Board of Directors of LGI Homes, Inc. (NASDAQ: LGIH) a publicly listed homebuilding company. He received a B.S. in Electrical Engineering, summa cum laude, from Tufts University and received an M.B.A. from The Wharton School, University of Pennsylvania.

Joseph O'Connor

Managing Partner, Mandrake Capital Partners (New York)

Joseph co-founded Mandrake in 2019. For six years prior to founding Mandrake, Joe was Co-Head, Real Estate Investments at York Capital Management, which also included responsibility for managing the investment activities of the family office of the firm's principals. Joe worked for over twelve years at Leucadia National Corporation (including two years at its portfolio company Berkadia Commercial Mortgage), where he participated in the acquisition and asset management of a diverse array of real estate assets, real estate related companies, and private equity investments. Prior to Leucadia, Joe was an investment banking analyst in the Financial Institutions Group of Goldman Sachs. Joe received a B.A. in Economics, magna cum laude, from Columbia College.

Speakers

Coe Schlicher

CEO & Founder, Kong Capital (Austin)

Coe Schlicher is the Chief Executive Officer and Founder of Kong Capital, where he provides strategic direction of the investment strategies, as well as overall leadership of the firm. Prior to founding Kong Capital, Coe launched the Titan Development Real Estate Fund 1 at Titan Development in 2016, where he was Fund Manager, Principal and independently responsible for the Senior Living Group. Previously, Coe worked as CFO of Ernest Healthcare which developed 20 post-acute hospitals and successfully prepared the company for exit, before returning to his engineering background as CEO of Silicon Audio, an Austin based engineering and manufacturing company that focuses on high tech sensor systems. Coe graduated from Washington University in St. Louis with a Bachelor's degree in Mechanical Engineering and earned an MBA from the Kellogg School of Management in Chicago.

Dillon Lorda

Portfolio Manager, AEW Capital Management (New York)

Dillon Lorda is a Director within AEW's private investments team, focused exclusively on multi-family investment. Prior to joining AEW, Mr. Lorda was a Managing Member of Conrad Investment Management, where he utilized research-based metrics to target specific segments of the multifamily sector that were expected to have resilient income potential and led a team focused on underwriting and structuring those transactions. Prior that, he was a Managing Director at Pension Consulting Alliance (now a part of Meketa Investment Group), consulting on a non-discretionary basis for the real estate accounts of major institutional investment plans. Prior to joining Pension Consulting Alliance in 2009, Mr. Lorda's roles at prior firms included development, sourcing and underwriting of real estate assets focused on residential properties at both Del Mar Development and Time Equities. Before starting his real estate career in 2006 ,Mr. Lorda spent six years in international agricultural trading with Bunge and ED&F Man. Mr. Lorda earned a BA from Hamilton College and a MS in Real Estate Finance from New York University.

Juan Fernando Valdivieso

Co-Founder/Managing Director, Peninsula Alternative Real Estate (Miami)

Mr. Valdivieso has been actively involved in real estate investing since 2004. Juan Fernando joined Peninsula in 2015 as Managing Director. At Peninsula, Juan Fernando is responsible for leading the firm's efforts in the US and Latin America in student and senior housing, in partnership with leading specialized developers. Prior to Peninsula, Juan Fernando founded and led various private equity, consulting and real estate companies, including Abu Dhabi Equity Partners, focused on investments in agribusiness and real estate in emerging markets, Gulf Housing Solutions, focused on staff and workforce housing in the UAE, Dubai Equity Partners, a real estate investment company and Park Street Advisors, a boutique strategy consulting and private equity firm. Prior to that, Juan Fernando was a junior partner with McKinsey & Co. where he worked for 7 years. He earned his MBA from the MIT Sloan School of Management and his BA degrees in Economics & Business and International Affairs from Lafayette College. Juan Fernando was awarded the Wall Street Journal Achievement Award in Economics, as one of the top Economics undergraduates in the United States.

Speakers

Julie Bourgon

Vice President, Asset Management, Residential, Ivanhoé Cambridge (Montréal)

In her role as Vice President, Asset Management, Residential, at Ivanhoé Cambridge, Julie Bourgon is responsible for post-investment asset management for Ivanhoé Cambridge's residential portfolio, valued at $12 billion as at December 31, 2018. The portfolio consists of close to 40,000 units in Montreal, Quebec City, London, Berlin and numerous cities across the U.S. Ms. Bourgon has been working in the field of finance and investment for nearly 15 years. Before joining Ivanhoé Cambridge in January 2018 as Senior Director, Asset Management, she occupied various roles within the real estate investment team at PSP Investments. She has a bachelor's degree in business administration and a master's degree in finance from the Université de Sherbrooke.

Lei Farrand

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

As Director of Capital Markets, Ms. Farrand is responsible for managing and structuring relationships with joint venture partners and co-investors, working closely with the acquisitions, finance, and asset management teams. Ms. Farrand has over 17 years of experience in real estate capital markets, asset management, and corporate development and was directly involved in sourcing and structuring over $850M in cross-border debt and equity financings across multiple property types for closely held family LPs, GPs, public and private institutions. Ms. Farrand previously served in a senior management role at Situs, where she led its real estate private equity group and credit practice, which advised on and supported over $650B in real estate equity and debt structures for institutional owners of real estate across the US and Europe. Ms. Farrand also held various senior management roles for a family-backed, privately held multinational group of real estate investment and development companies based in Canada, with over $5B in assets under management for family and third-party investors. 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 joint ventures across North America, Asia and Europe. Ms. Farrand began her career at The Vanguard Group as a portfolio advisor in exchange traded funds. Ms. Farrand earned a Masters of Business Administration from the Thunderbird School of Global Management with honors. She previously maintained Series 7, 6, 63, and 66 Securities licenses, is a member of the Urban Land Institute, as well as a Certified Financial Planner ® and Certificate Holder with the Board of Standards.

David Hood

Managing Director, Senior Real Assets Strategist, Sonen Capital (San Francisco)

David Hood leads the firm's private markets investment activities, with an emphasis on real assets portfolio strategies. Previously, Dave was a Managing Director at Stanford Management Company, where he oversaw the overall investment portfolio for $9B in AUM in real estate, private equity and natural resources investments for the Stanford University endowment. The investments were global in scope and included investments in public and private funds, direct investments in assets and operating companies and tactical overlays. Before joining Stanford, Dave was a Senior Managing Director of Real Assets for Sterling Stamos. Prior to joining Sterling Stamos, Mr. Hood was one of the founding partners at Lone Star Opportunity Fund, where he held various responsibilities, for over $1 billion in commercial mortgage debt and real estate portfolios. Mr. Hood also held a similar position as a founding member of Lone Star's predecessor company, Brazos Fund; a Robert M. Bass sponsored entity that, together with its related entities, acquired over $3 billion in real estate assets. Previously, Mr. Hood worked as a Partner at several real estate development firms including Trammell Crow, Hillman Properties and Barker Interests. Mr. Hood holds a B.A. from Stanford University and an M.B.A. from Harvard Business School.

Speakers

Bill DeMar, CFP

Principal, Enso Wealth Management (Orinda)

Bill DeMar is a Principal at EnsoWealth Management LLC, a registered investment adviser serving affluent families. Since co-founding the firm in 2017, he has been responsible for many aspects of the growth of the firm, including serving as the firm's Chief Investment Officer. Mr. DeMar also provides advisory services to accredited investors and high-net-worth individuals, often assuming the role of a family's Chief Financial Officer. He has personally invested and placed clients in private real estate transactions, limited partnerships, and other liquid/illiquid alternative investment vehicles. Mr. DeMar focuses his business on servicing clients that have built their wealth in real estate, serving as a fiduciary and trusted advisor to those families. As part of that evolution, he has developed relationships with sponsors, developers, operators, and managers that provide investment vehicles to high net worth individuals. Mr. DeMar has been involved in the securities industry since 2002.

Raúl Salinas Villarreal

CEO, Dover Capital Group (San Pedro Garza García)

Raúl Salinas is CEO and Founder of Dover Capital Group, a Multi-family office focused on helping Single Family Office and UHN individuals preserve and grow their assets, diversify their wealth, and maintain a legacy for future generations. He has participated in more than 50 real estate investment projects in asset classes such as: Multi-Family, Senior Living, Retail, Industrial, Office and Hospitality.

Jiho Lee

Managing Director, Tishman Capital Partners (New York)

Jiho is currently a Managing Director at Tishman Capital Partners, where he heads the private investment activities. Previously, Jiho was a partner at Drake Real Estate Partners. Jiho graduated with a BS in Chemistry from Massachusetts Institute of Technology (MIT) and MS in Real Estate Development from Columbia University. Jiho also serves as a faculty member at Columbia University's Real Estate Development program.

Speakers

Tony Hallada

Managing Principal, CliftonLarsonAllen Wealth Advisors (Minneapolis)

Tony is a managing principal with CLA Wealth Advisors and a member of the private investment committee. Previously, he served as the CEO of LarsonAllen Wealth Management, LLC, and CLA Wealth Advisors from 2001 – 2016. During Tony's tenure as CEO the Wealth Advisory business grew from three people and $100 million of assets to over 135 people and $4.5 billion of assets under management, positioning the unit as one of the top five wealth managers affiliated with a CPA firm in the country. Tony is now focused on, and responsible for, advancing the firm's private investment, family office, and capital markets platforms. Tony is currently spending a great deal of his time leading the firm's initiatives around Qualified Opportunity Zone investments. In his 31 years in the financial services business, Tony has a broad range of experience, with a core strength in capital markets. The bulk of this experience is in financing real estate and private equity as a vice president at John G. Kinnard and Company, and during his tenure with CLA. He also helped individuals and financial institutions (banks and insurance companies) manage their portfolios while with Kinnard. Tony served as vice president at Nuveen Investments, where he was part of a team that developed a division that became known as Powershares; today it is one of the leading ETF platforms in the United States with more than $500 billion in assets under management. He understands the challenges of business and business owners from his intimate involvement in his family's Ford and International truck dealerships before attending college.

Daniel Drury

Managing Director, Makena Capital Management (San Francisco)

Dan Drury, a Managing Director at Makena, is responsible for leading tax operations of the firm, including tax strategy, planning, structuring, manager placement, and compliance. He also works with Makena's investors to maximize their global after-tax returns. Makena Capital Management is a global alternative investment manager serving multigenerational capital. Based in Menlo Park, CA, and founded by former executives of the Stanford Management Company, Makena manages over $15B on behalf of E&Fs, families, and other institutions seeking to preserve and grow capital for future generations. Makena invests across geographies and asset classes with a focus on private and other alternative assets, including Real Assets.

Brad A. Molotsky

Partner, Duane Morris LLP (Philadelphia)

Brad A. Molotsky practices in the area of real estate law. He serves as a team lead for the Duane Morris Project Development/P3 industry group and as co-head of the firm's Opportunity Zones practice group. Mr. Molotsky's primary practice is focused in the areas of opportunity zone fund creation and fund deployment, financing, public private partnership (PPP or P-3), real estate joint ventures (including mixed-use and multi-family development), commercial leasing (including a focus in cannabis leasing), and acquisitions and divestitures. He also has deep experience in environmental, social, governance, public company issues such as enterprise risk, internal audit, compensation, as well as energy efficiency, sustainability and corporate social responsibility. Prior to joining Duane Morris and for nearly 20 years, Brad served as executive vice president, general counsel and corporate secretary of Brandywine Realty Trust. At Brandywine, Mr. Molotsky was responsible for all legal operations of the company, including acquisitions and divestitures, financings, joint ventures, board matters, insurance procurement, litigation oversight, SEC filing oversight and the legal aspects of capital raising. During his tenure, the company grew from 40 buildings to approximately 300 buildings, totaling 28 million square feet.

Speakers

Louis M. Dubin

Managing Partner, Redbrick LMD (Washington, D.C.)

Mr. Dubin is a founding member of Redbrick LMD, an opportunistic real estate investment and development company. Mr. Dubin has invested over $700 million of equity in U.S. based real estate investments and acquisitions with a gross value of approximately $3 billion. He has completed over 30 real estate developments and investments, including land development, resort, residential for sale and rental, office, self storage, and master planned communities. Some of the more notable projects include St Elizabeth's East Campus(DC), Poplar Point(DC),the former US Coast Guard HQ(DC), Deer Crest (Park City, UT), 838 Fifth Avenue (New York, NY), Waverly at South Beach (South Beach, Miami), Parkside at Ashburn (Ashburn, VA), Parc Reston (Reston, VA), and 2233 Wisconsin Avenue (DC). Further, Mr. Dubin invested in Westbrook Homes in his capacity as CEO of his previous firm. Mr. Dubin completed his undergraduate work at Washington & Lee University, and his law degree at The Washington College of Law, American University. Mr. Dubin is a past winner of Institutional Investor’s Real Estate Deal of the Year. Since 2003 Mr. Dubin has been a member of the NY State Common Retirement Fund Real Estate Committee, with current total assets of approximately $190 billion. He is a member of the Dean’s Advisory Council of American University, Washington College of Law, Co-Chair of the Cyber Security Task Force of the Governors Workforce Board for the State of MD, and former co-chairman of the building committee of the Hewitt School in Manhattan, as well as a former board member of the Lincoln Center Institute for Arts and Education.

Brian T. Duren

Signing Director, CliftonLarsonAllen LLP (Minneapolis)

With more than 13 years in public accounting, Brian serves clients exclusively in the construction and real estate industries by delivering tax compliance, consulting, and advisory services. His clients include building contractors, multi-family developers and operators, commercial real estate companies, private equity funds, land developers, and residential home builders. Brian is part of CLA’s National Opportunity Zone Working Group, which supports the firm’s tax practice by identifying strategies for companies and investors to employ tax-saving solutions for development projects and business ventures within Opportunity Zones.

Kenneth Munkacy

Senior Managing Director, Kingbird Investment Management (Boston)

Ken is responsible for creating and implementing the Kingbird investment strategy, acquisitions, joint ventures and investment management platform in the U.S. and Latin America. He brings over 25 years of real estate experience in 15 states and 12 countries. From 2007 to 2017, he served as senior vice president of GID Investment Advisers LLC, a real estate investment/operating company with over 25,000 units and $12 billion in assets; he also served as a senior managing director of GID International Group, where he was a member of GID’s Executive Committee, and was responsible for GID’s international real estate investments, joint ventures and portfolio companies. Previously he was managing director of Asia at Starwood Capital Group (Tokyo); senior managing director of GE Capital Europe (Prague,); and managing director at TrizecHahn Asia Pacific (Hong Kong). Prior to this, Ken headed the acquisitions/development group at Golub & Co., a large Chicago family-owned real estate owner/operator, where he acquired approximately 19,000 residential units in ten states representing over $850 million in value.

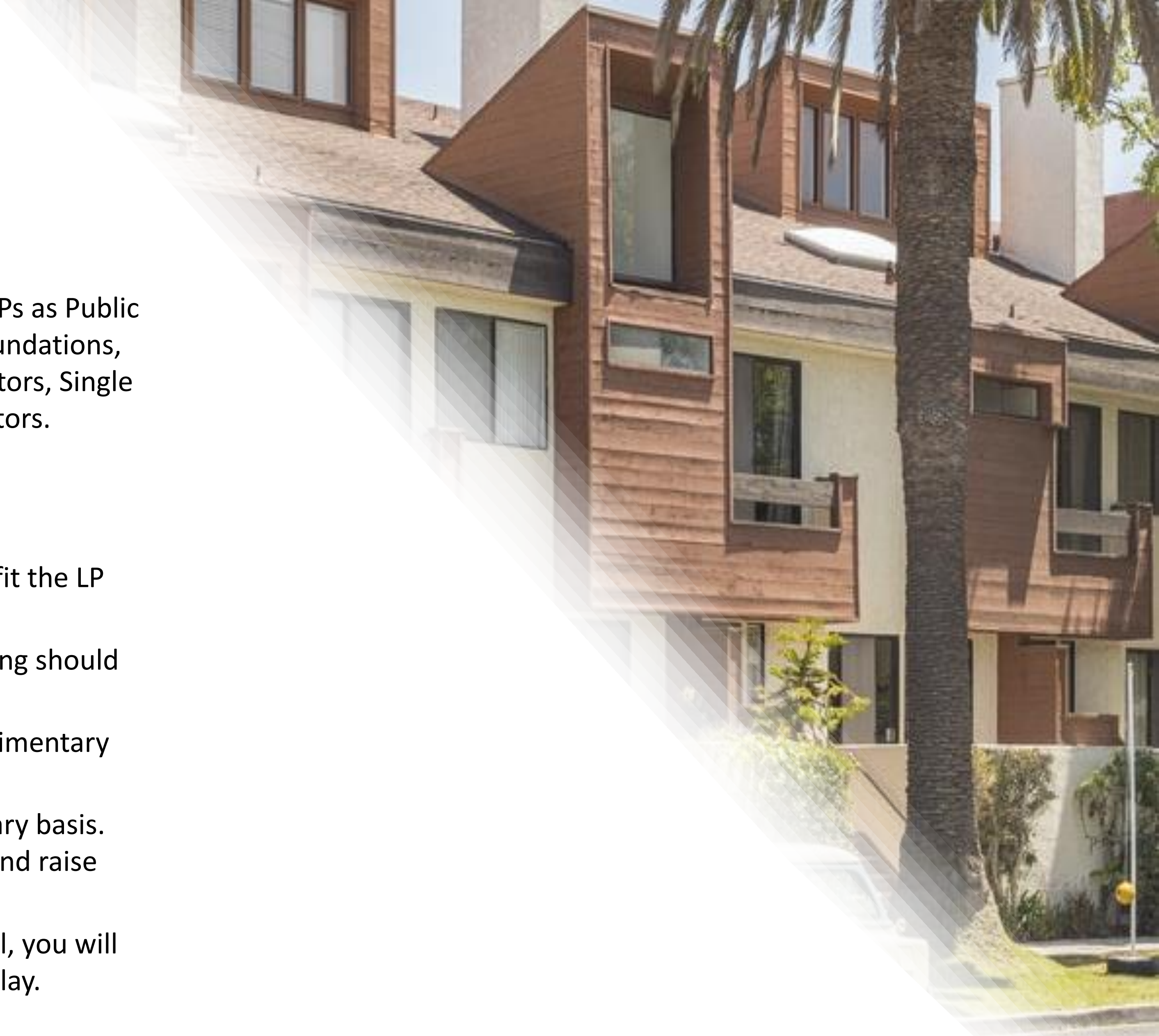
Participation Options

COMPLIMENTARY:

- 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.



CARMO CONNECT

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- April 30th
Pre-Registration: $400 USD- May 7th
Standard: $500 USD

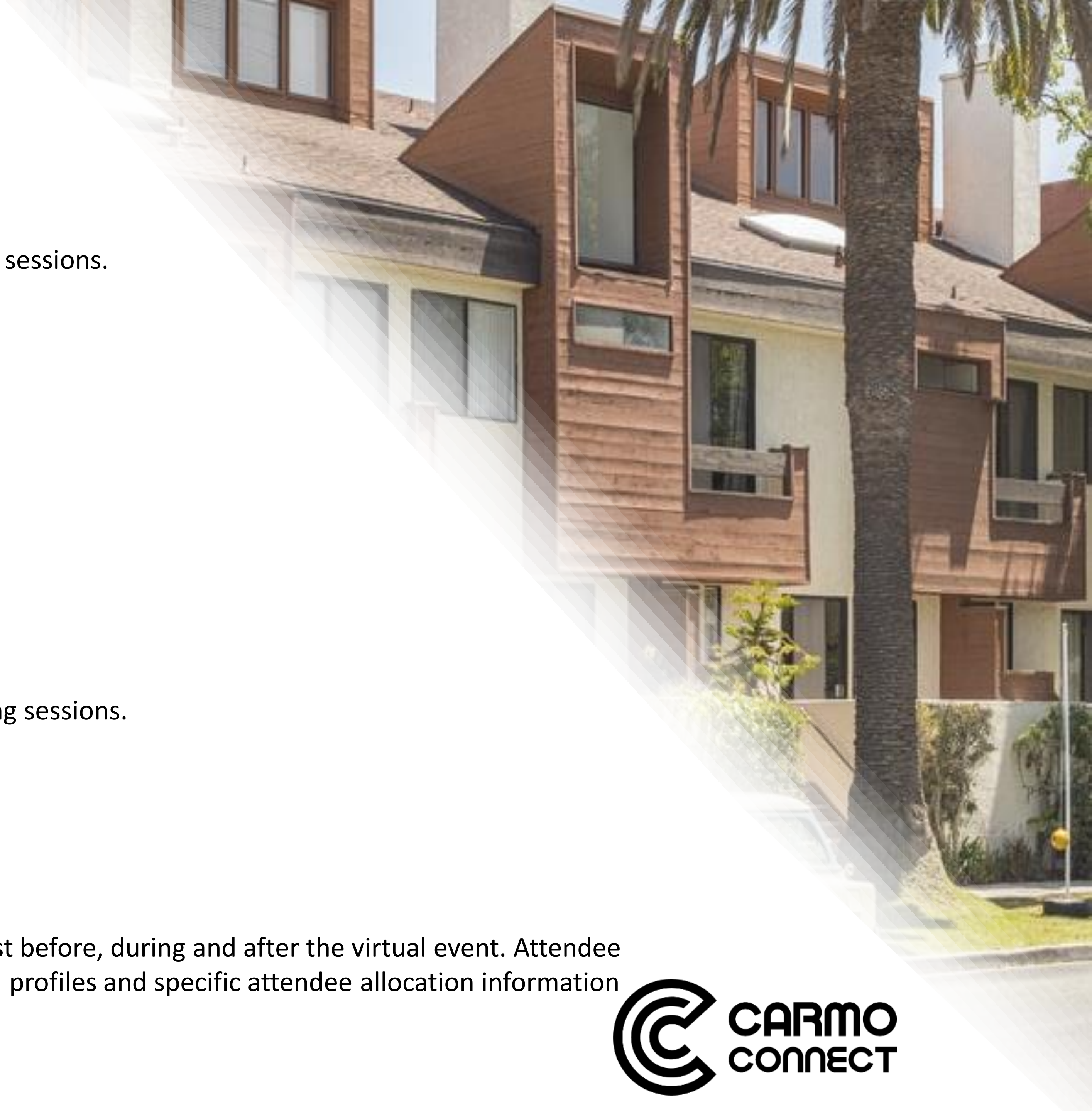
FULL ACCESS PASS:

- **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



CARMO CONNECT

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

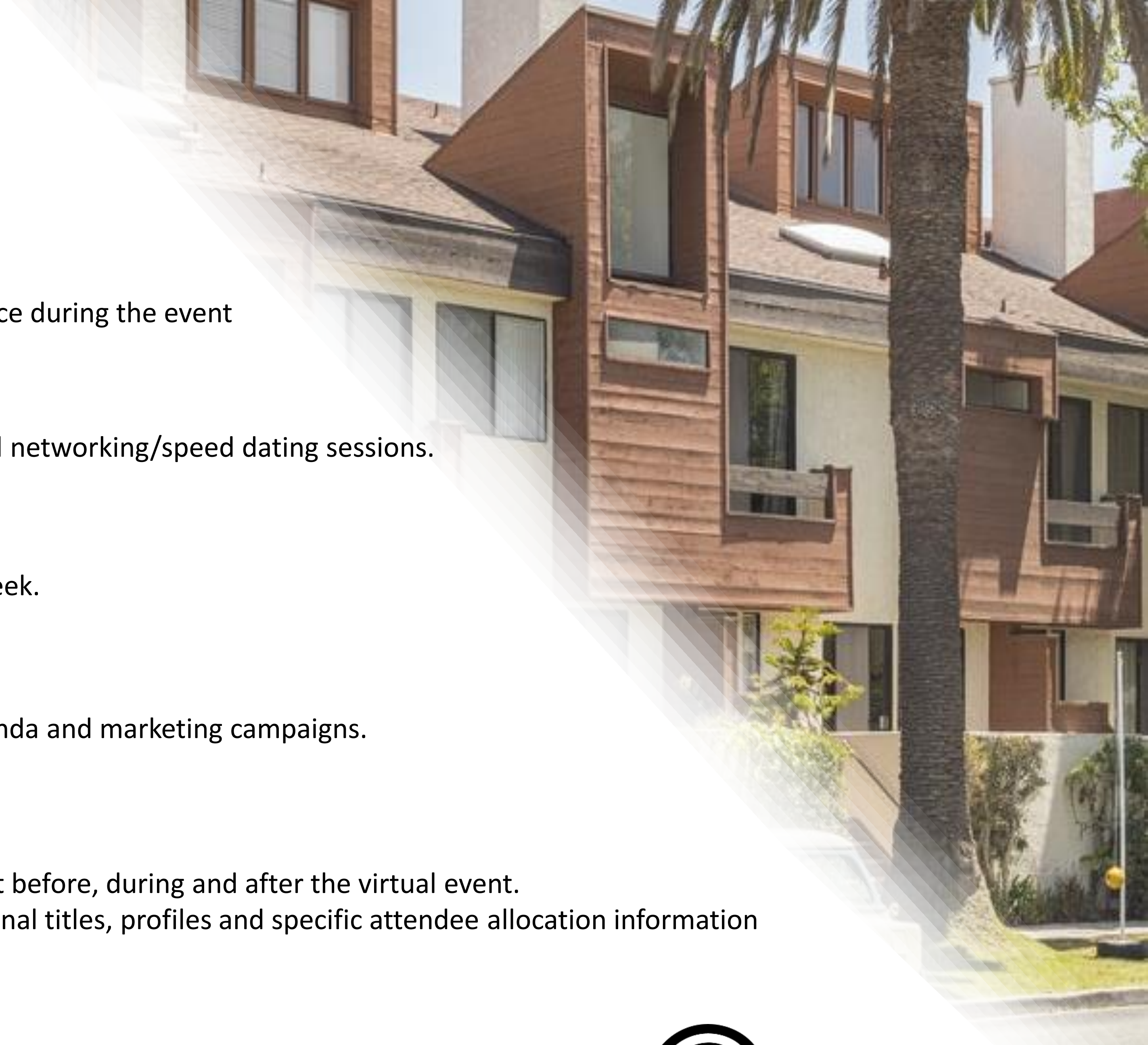
CARMO CONNECT

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



CARMO CONNECT

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

CARMO CONNECT

In Attendance…

C-Level Executives

- 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

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

Powered by zoom

- 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.

slack

- 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

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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