



## Jason Rodrigues

Highly experienced real estate investor with a proven track record in private debt and equity. A strong financial background and commercial sense with experience across asset classes and risk strategies, in the UK and Europe. Adept at leading investment teams, managing investor relations, fund restructurings and complex loan financings.

### **PROFESSIONAL EXPERIENCE**

#### **Nuveen Real Estate Investment Management**

April 2009 - May 2024

*Senior Director & Co-Fund Manager, Debt Strategies, Europe*

- Founding member of commercially-minded European Debt Team. Team deployed c£1.0bn per annum of debt capital on behalf of segregated accounts and discretionary funds per annum team to grow AUM to +£5.0bn over 7 years. Personally led > £1.0bn of new financings across risk spectrum from 2021 to 2023.
- Led investment-specific and fund presentations to clients to gain support for new investments and to raise capital for discretionary funds. Successfully obtained client and committee support to allow new investments and strategies to be pursued.
- Co-fund manager for £260m discretionary value-add debt fund. Joint responsibility for investment selection, underwriting, compliance and internal and investor reporting on performance.
- Generated deal pipeline through development of market-facing relationships with borrowers, advisors, and senior lenders and through advocacy of the platform through representation at various panels, round table, and seminar events.
- Engaged with origination network to source investments throughout capital structure including senior loan, mezz/b loans and development financing, loan note acquisitions and preferred-equity type transactions from institutional, high net worth and private equity sponsors.
- Led transactions from term sheet negotiation through all parts of the approval process including coordination of the preparation of credit papers, stakeholder management, legal and property due diligence.
- Underwriting and transaction strength across asset classes. Excellent excel modelling skills; built bespoke models for wide variety of structured debt transactions ranging from £30m to £280m.
- Close interaction with Debt Asset Management Team throughout investment lifecycle. Took active lead in loan restructurings to ensure continued sponsor alignment and loan performance.
- Led Analyst recruitment for the Debt Team and coached junior team members across all transactional aspects as well as general career development. Was a well-respected “Go-To” colleague across the real estate platform whose insight and experience were sought for debt and non-debt transactions as new investment strategies were conceived.

#### **Nuveen Real Estate Investment Management**

Until July 2017

*Fund Manager, Head of Indirect Real Estate Investments*

- Managed flagship European value-add fund-of-funds and indirect segregated mandates with AUM of +£500m.
- Invested across +30 funds with a variety of investment strategies across both traditional and alternative property sectors in the UK and Europe. Also invested into select listed investments.
- Through investment selection and portfolio management, delivered consistent outperformance across absolute and relative targets.
- Convinced investor base to accept re-positioning of fund towards core-plus investments through setting out a revised investment strategy that would focus on income returns and lower-levered investments.
- Fostered relationships with fund investors and consultants which resulted in full investor support to introduce revised pricing mechanism. Led legal and regulatory discussions to implement the new mechanism that provided for greater transparency and liquidity.



- Was actively engaged as Advisory Board member across multiple investments. Formed collaborative working relationships with co-investors to determine, amongst other things, fund acquisition, disposal and leverage strategies and to control fund manager performance.
- Persuaded investor to expand investment strategy beyond UK and Europe to include the US and Asia; gained additional commitment of £30m to pursue strategy.
- Screened over £1.0bn of pipeline opportunities across risk spectrum through a wide network of direct contacts, the advisory community and secondary brokers. Conducted GP selection and evaluation to pursue to new investments in favoured strategies.
- Responsibility for the preparation and presentation of board papers outlining Fund performance to the Luxembourg Board.

#### **Morgan Stanley Investment Management**

July 2008 - March 2009

*Investment Controller*

- Reviewed MSREF Investment Models and liaised with investment teams to confirm funding requirements and performance projections.
- Presented consolidated cash flow projections to senior management in investment team to assist with whether capital fundings should be made.

#### **Savills Investment Management**

May 2007 - December 2007

*Finance Manager*

- Worked closely with Fund Manager and Legal Counsel to establish structure for the €190m Luxembourg domiciled German Retail Warehouse.
- Simultaneously pursuing full time Masters in Real Estate Investment.

#### **UBS Investment Bank**

March 2006 – April 2007

*Real Estate Financial Controller*

- Hired to set up the finance function for Dillon Reed Capital Management.
- Reported to senior global management team on expected P&L from proposed transactions.

#### **Lehman Brothers Investment Bank**

April 2001 – February 2006

*2001 Graduate Finance Analyst Programme*

- Moved to Real Estate Product Control Function New York in July 2003.
- Priced tested principal loan portfolio.
- Analysed pricing and revenue projections of LB-UBS CMBS transactions.

#### **EDUCATION & QUALIFICATIONS**

2007-2008 *MSc Real Estate Investment (with Merit)*, **Bayes Business School**.

1996-2000 *2.1 B.A. Honours Degree, Business Economics with French*, **Exeter University**.

1998-1999 *Diplôme*: **University of Savoy**. Requirement for French component of undergraduate degree.

1989-1996 *A-levels: Maths, French, & Economics*. **Chislehurst & Sidcup Grammar School**

#### **OTHER**

- IMC Certificate & CIMA (Chartered Accountancy) Qualified. FCA Authorisation.
- Nuveen representation at industry seminars/panel discussions (CREFC, LMA, PERE, IPE, Property EU).
- Strong Excel, MS Office skills. Bloomberg and Reuters proficient.
- Previously Princes Trust Mentor, Envision Mentor & Reading Partner with Tower Hamlets.
- Completed NY marathon and several triathlons.
- Conversation-level French.

**MAWNEY Partners**