

REAL ESTATE BRAZIL FORUM 2015

October 21-22
São Paulo, Brazil

Tivoli Hotel

 MARKETS GROUP





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Dear Colleague,

It is with great pleasure that I invite you to join us at the Fourth Annual Real Estate Brazil Forum in São Paulo. This meeting is part of our Real Estate series, providing the latest insight into institutional opportunities in Brazil, comprised of:

- A two-day meeting focusing on new and established funds in the market as well as JV and direct investment opportunities in Brazil.
- Topics will cover perspectives from various types of institutional investors, from family offices to sovereign wealth funds in addition to direct investment by international investors.
- Speaker faculty of over 70 industry leaders that includes pension funds, foundations, endowments, real estate consultants, family offices, multi-managers, real estate funds, developers and other market participants that will shape the real estate market in 2016.

We have developed the program to examine opportunities within the region with the needs of institutional investors in mind. We will continuously strive to provide the most updated intelligence on real estate investment allocations in Brazil.

We look forward to hosting you at the conference.

Regards,
Aline Viana
Markets Group

ABOUT US

Markets Group is an executive forum organizer with a track record of 150+ conferences in over 20 countries. Founded in 2009 in New York, NY, Markets Group has grown into one of the largest and most successful conference organizers in the Americas. With over 65 professionals operating out of our headquarters in Midtown Manhattan, we have successfully executed events in North America, South America, Europe, the Middle East, and Asia. Additionally, Markets Group was recently named one of America's 500 fastest-growing private companies by Inc. Magazine and distinguished us as the #1 conference organizer and #1 financial services firm based in NYC.

REAL ESTATE SERIES

Real Estate Mexico Forum

Mexico City, Mexico
December 3-4, 2015

Real Estate Latin America Forum

New York, NY
April, 2016

Andean Real Estate Forum

Bogota, Colombia
June, 2016

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SPONSORS

The Blackstone logo consists of the word "Blackstone" in a white, serif font, centered within a solid black rectangular background.

Blackstone® is a premier global investment and advisory firm that strives to provide solutions that create lasting value for our investors, the companies in which we invest and society at large. Today, we are a firm of more than 2,000 employees in 22 offices worldwide. But we are more than that. Our portfolio companies employ more than 618,000 people across the globe, making us a major factor in economies around the world. As a leader in alternative asset management, we are a trusted partner to many of the world's top institutional investors. Through our various investment vehicles we preserve and protect \$310 billion* in assets for public and corporate pension funds, academic, cultural and charitable organizations, among others. Our diverse range of funds makes private equity, real estate, credit and hedge fund investments all over the world.



Bradesco BBI is the leading Investment Bank in Brazil, elected in 2012 by Global Finance. With an excellent team of highly qualified professionals, has seamless execution capabilities both nationally and abroad for equities, fixed income, mergers and acquisitions, project and structured finance. The bank has offices in São Paulo, New York, London and Hong Kong.

CAMPOS MELLO ADVOGADOS

Campos Mello Advogados is a business law firm operating throughout Brazil with the support of a team of experienced lawyers, specialized in different practice areas applied to several industry sectors. Partnering with clients in facilitating business is how we translate the commitment we have with our clients in helping them reach their business objectives.

The CBRE logo features the letters "CBRE" in a bold, green, sans-serif font.

Globally recognized as the world's largest and foremost real estate services adviser, **CBRE** established operations in Brazil in 1979 and today constitutes one of the main business platforms, both nationally and across Latin America. We operate nationwide, with specialized departments that have the expertise to provide strategic advice to meet all of our clients' needs. CBRE's comprehensive range of commercial property services, substantial volume of transactions, extensive and exclusive market knowledge, enables our professionals to identify the best opportunities and advise clients including occupiers, end users of office and industrial properties, investors, developers, construction companies, tenants and landlords with in-depth analysis.



DLA Piper became one of the largest business law firms in the world in 2005 through a merger of unprecedented scope in the legal sector. We were built to serve clients wherever in the world they do business - quickly, efficiently and with genuine knowledge of both local and international considerations. Whether our clients require seamless coordination across multiple jurisdictions or delivery in a single location, they can count on us to deliver the right service and solutions.



EY is a global leader in assurance, tax, transaction and advisory services worldwide. Our 190,000 people are united by our shared values and an unwavering commitment to quality. We make a difference by helping our people, our clients and our wider communities achieve their potential. Ernst & Young refers to the global organization of member firms of Ernst & Young Global Limited, each of which is a separate legal entity.

The GLP logo features the letters "GLP" in a bold, black, sans-serif font, followed by a green stylized graphic of three curved lines.

Global Logistic Properties Limited ("GLP") is a leading global provider of modern logistics facilities. As of 31 March 2015, GLP's US\$28 billion property portfolio encompasses 41 million square meters (441 million square feet) of logistics facilities across China, Japan, Brazil and the US. GLP's growth strategy is centered on being the best operator, creating value through developments and expanding its fund management platform. GLP's customers include some of the world's most dynamic manufacturers, retailers and third party logistics companies. Domestic consumption is a key driver of demand for GLP.

The Grupo Estrutura logo features a red square icon with a white stylized 'E' on the left, followed by the text "GRUPO ESTRUTURA" in a bold, black, sans-serif font.

Headquartered in Joinville, the most important technological and industrial economic center of Santa Catarina, **Grupo Estrutura** is a company recognized for innovation in its projects, the high standard of quality in the delivery and implementation of the latest trends in design and technology in sustainability. With a solid track record, the projects built by Grupo Estrutura meet families' and investors' needs to choose to live in projects in the cities of Joinville, Jaraguá do Sul and Camboriú. With integrated operations in development, construction and marketing of its projects, the Grupo Estrutura is a major reference in the real estate market in the region where it operates.

SPONSORS



GTIS Partners is a global real estate investment firm headquartered in New York with offices in Los Angeles, San Francisco, São Paulo, Brazil, and Paris, France. GTIS Partners was founded in 2005 and is managed by President Tom Shapiro and Senior Managing Directors Josh Pristaw, Rob Vahradian, Tom Feldstein and Joao Teixeira. GTIS Partners has 72 employees and currently has approximately \$3.0 billion of assets under management. The firm pursues opportunistic real estate investments through direct equity investment and non-traditional lending activities. To date, the firm has committed capital to residential, retail, industrial, office, hotel and mixed-use projects in the U.S. and Brazil, and is among the largest real estate private equity companies in Brazil.



Throughout its 50 years of experience HOCHTIEF do Brasil has operated in a wide range of segments in civil construction, with its hallmark of innovative solutions and specialized services throughout the entire life cycle of the property development: conception, feasibility study, pre-construction, construction and technical assistance. In response to market demand for experienced companies that embrace best corporate governance practices, so as to operate in the logistics warehousing and distribution center segment, HOCHTIEF do Brasil has set up the company **KERN** Engenharia.



Fifty years of hospitality expertise. Smart architecture and design. A great global sales team. Unique and award winning restaurant concepts. Plus, a thoughtful approach to growth that helps to ensure our hotels are positioned for success. We believe that the depth and breadth of our multi-brand experience positions **Hyatt** to be the preferred brand worldwide in every segment we serve.



Jaguar Growth Partners is a real estate private equity firm focused exclusively on global growth markets outside of the United States. The Firm seeks to provide superior investment and asset management through commingled, discretionary institutional funds supported by fully-dedicated and experienced investment professionals. Our Founders have been at the vanguard of institutionalizing emerging markets and generating growth capital and ultimate liquidity for sector-leading businesses via public equity, institutional partners and strategic combinations.



Founded in 1954, **Lennar** (NYSE:LEN) is one of the largest and most respected home builders and diversified real estate companies in the United States. In addition to selling homes, Lennar has established one of the largest geographically diverse portfolios of quality multifamily rental properties in the United States. In commercial real estate, Lennar develops complex infill projects in core urban areas, reusing the land for smart growth programs that incorporate mixed use or stand-alone office, residential and retail projects.



Marriott International, Inc. is a leading hospitality company with more than 3,900 properties, 18 brands, and associates at more than 3,900 managed and franchised properties around the world. Marriott International, Inc. (MAR) offers the advantages of a strong balance sheet, sound management and a record of industry leadership. Our business model, brands, senior leaders, and a deeply-ingrained service culture have firmly established Marriott as a leading performer.



Founded in 1995, **Paladin Realty Partners, LLC** is a leading institutional real estate fund manager focused on Latin America. For more than 15 years, Paladin Realty has been an active real estate investor in Brazil and other Latin America countries, including Mexico, Colombia, Peru, Chile, Costa Rica and Uruguay. To date, the firm has invested in the development of more than 25,000 residential units, commercial properties, and select opportunistic situations in the region, totaling over US\$5 billion of projected total cost.



In partnership with **Blackstone**

Pátria has become one of the leaders in Brazil's investment marketplace by building on our spirit of innovation and commitment to excellence. Our partners developed the early private equity industry in Brazil in the 1990s. Today we have one of the most diversified alternative investment portfolios in the country, with over US\$6.5 billion in assets under management. Over time, Pátria has expanded to include a broad spectrum of businesses such as corporate advisory, capital management, infrastructure, and real estate, in response to the needs of our investors and clients, and the opportunities presented by the country's dynamic economic expansion.

SPONSORS

**PAUL
HASTINGS**

Paul Hastings is a leading international law firm that provides innovative legal solutions to many of the world's top financial institutions and Fortune Global 500 companies. With a strong presence throughout Asia, Europe, Latin America, and the U.S., we have the global reach and extensive capabilities to provide personalized service wherever our clients' needs take us.

PINHEIRONETO
ADVOGADOS

Pinheiro Neto Advogados is a Brazilian full service law firm, founded in 1942. The firm advises and represents both local and international clients in a broad range of sectors, with a significant portion of clients headquartered abroad. In addition to offices in São Paulo, Rio de Janeiro and Brasília, Pinheiro Neto has correspondents throughout Brazil, and has developed close and solid relationships with major law firms in Latin America, the United States, Europe and Asia. Because of its high-qualified team, Pinheiro Neto has been consistently recognized as a leading firm by specialized publications around the world.

Prudential
Real Estate Investors

Prudential Real Estate Investors is the global real estate investment business of Prudential Financial, Inc., and operates as Pramerica Real Estate Investors in markets outside of the Americas, Korea and Japan. Redefining the real estate investing landscape since 1970, PREI has professionals in 19 cities in the Americas, Europe and Asia Pacific with deep local knowledge and expertise, and gross assets under management of \$61.7 billion (\$45.6 billion net) as of March 31, 2015. PREI's tenured team offers to its global client base a broad range of real estate investment vehicles that span the risk-return spectrum across core, core plus, value-add, debt, securities, and specialized investment strategies.

RB
CAPITAL

RB Capital is a full-fledged capital markets platform specialized in Structured Credit, Real Estate Investments and Asset Management, that makes use of capital markets instruments to channel resources from investors towards the real economy, aiming specifically at the real estate and infrastructure sectors. Founded in 1999, the Company was one of the first dedicated real estate investment managers in Brazil and, since inception, it has grown to become a widely recognized and highly respected real estate market player in Brazil.

Tallento
INTELIGÊNCIA EM ENGENHARIA

Tallento Management has 26 years of experience in Brazilian Real Estate with a portfolio of over 5 million square meters and more than 1000 managed ventures nationwide. Our target is to minimize the investor's risks through proactive engineering actions since the origination until the execution. Tallento has a dynamic business philosophy in continuous upgrade with different projects of residential, offices, malls and logistic construction centers. We are a motivated team, with a focus on quality control, costs and deadlines.

VBI
REAL ESTATE

VBI Real Estate is a Sao Paulo based real estate private equity firm focused on opportunistic and value-added investments in the Brazilian real estate sector. VBI was founded in 2006 and has executed over 25 real estate developments in the residential, commercial, retail and industrial segments, representing over 10 million square feet of constructed area, as well as over \$250 million.

VINCI partners

Vinci Partners is one of Brazil's leading alternative investment and asset management firms. Founded in 2009 by senior executives coming from UBS Pactual Capital Partners Gestora de Investimentos Alternativos, Vinci applies its broad experience across a carefully chosen set of investment vehicles and services including private equity, real estate, credit, infrastructure and liquid strategies. The business platform has fueled an increase in assets under management from USD 2.32 billion at inception to approximately USD 7 billion in six years of operation.

WYNDHAM
HOTEL GROUP

Wyndham Hotel Group is the world's largest hotel company based on number of hotels. As both a leading hotel brand franchisor and hotel management services provider, the company's global portfolio consists of approximately 7,700 properties and over 668,500 rooms in 71 countries. Headquartered in Parsippany, N.J., with offices around the globe in London, Shanghai, Dubai and other cities, Wyndham Hotel Group employs more than 9,000 associates worldwide.

MEDIA PARTNERS



Câmara Brasil - Rússia
de Comércio, Indústria, Cultura e Turismo

KEYNOTE SPEAKER



Thomas McDonald, Managing Partner - Co-Founder, Jaguar Growth Partners

Prior to the creation of Jaguar Growth Partners, Mr. McDonald was chief strategic officer of Equity International. He was primarily responsible for developing Equity International's collaborative, partner-oriented investment style through establishing, building and optimizing relationships, as well as coordinating investment and portfolio management activities. Mr. McDonald joined Equity International at inception in 1999, initially responsible for all activities in Latin America. Over the course of 15 years, Equity International was transformed from an entrepreneurial enterprise to an institutional investment management company, recognized as setting a new standard as an investor and builder of companies in the emerging markets.



Tom Shapiro, President and Chief Investment Officer, GTIS Partners

Mr. Shapiro is the President and Chief Investment Officer of GTIS Partners. In addition, Mr. Shapiro is the Chief Investment Officer and is responsible for overseeing all investment activities and strategies of the firm. He is also Chairman of the General Partner's Committee. GTIS Partners is a global real estate investment firm headquartered in New York with offices in Los Angeles, San Francisco, Atlanta, São Paulo, Brazil, Paris, France and Munich, Germany. The firm has 79 employees and approximately \$3.1 billion of assets under management. Prior to starting GTIS Partners, Mr. Shapiro was a Senior Managing Director at Tishman Speyer and a member of the firm's Investment and Management Committees.

SPEAKERS



Ian Gleeson, Chief Investment Officer, CBRE Global Investors (U.K)

Mr. Gleeson has over 15 years property industry experience and brings extensive experience of investing in real estate funds in Europe, North America and Asia, across the full risk spectrum. He joined CBRE Investors in August 2008 from Morley Fund Management where he was Head of International Property Multi-Manager, with responsibility for global mandates. He was previously Head of Property at the National Pensions Reserve Fund of Ireland.



Manfred Kupka, Managing Director, BRICS Real Estate Advisors (Germany)

Dr. Manfred Kupka is founding partner and Managing Director of BRICS Real Estate Advisors, dedicated to providing real estate services in the emerging markets. Prior to that Manfred founded the multi-manager platform for HCI Capital, a leading asset manager in Germany and in that capacity also launched the first BRIC's real estate fund-of-funds. Manfred has 22 years of combined professional experience with consulting firms and asset managers and banks, 10 years thereof investing in the emerging markets. Trained as a lawyer in Germany, Manfred also has a degree in real estate portfolio management from EBS.



Prashant Tewari, Principal, Townsend Group (U.S.)

Mr. Tewari is a Principal of The Townsend Group and a member of the Investment Committee and the Global Macro Strategy Committee. Mr. Tewari leads global investment strategy for the firm, bringing over seventeen years of global real estate investment, capital raising, and banking experience to the firm. Prior to joining The Townsend Group in 2014, Mr. Tewari was a Co-Portfolio Manager/Senior Research Analyst with Alliance Bernstein, responsible for a \$2.5 billion global fund investing in REITs and other real estate securities.



Jonathan Van Gorp, Manager - Real Estate Investments, Stanford Management Company (U.S.)

Mr. Van Gorp currently oversees the real estate investment portfolio at Stanford Management Company. The portfolio spans domestic and international geographies, and is structured as a mix of private equity funds, co-investments, direct positions in assets and operating companies, and REIT securities. Strategies and individual investments encompass single assets, large property portfolios, performing and non-performing commercial real estate loans and securities, and real estate entities. In aggregate, the portfolio stands at over \$2.25 billion. Before focusing exclusively on the real estate portfolio, Mr. Van Gorp was also responsible for investments within the natural resources portfolio.



Robert W. Sessa, Director of Real Estate, Employees Retirement System of Texas (U.S.)

Robert W. Sessa is the Director of Real Estate for the Employees Retirement System of Texas ("ERS"), a \$26 billion public pension plan serving over 300,000 state employees. Overseeing both public and private real estate investments valued at \$2.5 billion, he is responsible for building out and implementing the Pension Fund's real estate program, targeting 10% of the System's assets. Certain infrastructure, timber and agriculture investments fall under his purview as well.

SPEAKERS



Elliot Glausiusz, Head of Investment, ImmoFinRE Group (Luxembourg)

Elliot has over 20 years' experience in the real estate industry, and since 2009 has held the position of Head of Investment at the ImmoFinRE Group. The ImmoFinRE group is a privately owned and independent company based in Luxembourg which manages three international real estate investment funds, as well as advising two specialist companies in Spanish Residential and LatAm Agribusiness. Previously, Elliot was a Managing Director with MGPA and Head of Investor Consulting with DTZ, and has advised institutional, corporate and private investors on real estate strategy and investment.



Thomas Balcom, Founder, 1650 Wealth Management (U.S.)

Mr. Balcom is the Founder of 1650 Wealth Management. 1650 Wealth Management is a Fee-only registered investment advisory firm with offices in Miami and Fort Lauderdale. He specializes in creating and actively managing custom, comprehensive and sophisticated investment management strategies, designed to protect and grow his clients' wealth. He received his BBA and MBA from the University of Miami. He currently serves as a Board member for the Financial Planning Association of Greater Fort Lauderdale and as an adjunct faculty member in the Personal Financial Planning program at Barry University.



Luis F. Trevino, Managing Director, Beamonte Investments (US)

Mr. Trevino is Senior Managing Director of Beamonte Investments and head of the private equity arm, Beamonte Capital Partners, which focuses on Latin American opportunities. Mr. Trevino is also current President of Beamonte Mexico Holdings (BMXH), a diversified holding company that targets private and public investments in Mexico. Mr. Trevino is president of AEM in Boston, a non-profit organization that is devoted to assisting Mexican investors and entrepreneurs to adapt to American business practices.



Carlos Borges, Director Real Estate of FUNCEF (Brazil)

Mr. Borges is Member of the Boards of Directors of VALEPAR, Oi S.A. and BRANES (Consortium CAIXA / FUNCEF / IBM), began working at CAIXA in 1982. With a degree in economics, the president of FENAE; President of FENAE Insurance Broker and President of FENAE Tourism he was vice-president of Benefits Transfers between 2003 and 2007 and of Customer Service between 2007 and 2011. He has served as a member of the Deliberative Council and the FUNCEF Investment Committee; a regular member of the administrative councils for CAIXA Consortium and CAIXA Insurance.



Francisco Augustinis, Executive Manager—Real Estate, Fundação CESP

Mr. Augustinis is currently the Real Estate Investment Manager for the CESP Foundation Pension since 1999. Prior to joining Fundação CESP, he was the Assistant Director of Capital Markets at Banco Schahin and Souza Barros brokerage firm. Mr. Augustinis regularly lectures on capital markets and real estate investments at pension fund conferences and Fundação Getúlio Vargas university.



Mario Amigo, Chief Investment Officer—Insurance, HSBC (Brazil)

Mr. Amigo is an Associate Professor at FIPE - Fundação Instituto de Pesquisas Econômicas. Associate Professor at Fundação Instituto de Administração. Associate Professor at Saint Paul Escola de Negócios. Associate Professor at FIPECAFI - Fundação Instituto de Pesquisas Contábeis, Atuariais e Financeiras. Past: Partner at PPS Portfolio Performance. Senior Institutional Manager at Banco Safra. Senior Associate at Mercer. Investment Consultant at LUZ Engenharia Financeira. Education: Escola Politécnica da Universidade de São Paulo. Faculdade de Engenharia Industrial.



Ricardo Moraes, Partner, Head of Wealth Management, Grow Investimentos (Brazil)

Ricardo spearheads the Wealth Management and Direct Investments area of Grow Investimentos, a multi-family Office based in Curitiba. His experience includes executive positions in private equity and strategic financial advisory firms in Brazil and the U.S., leading investments in technology, real estate, and infrastructure sectors. Ricardo holds an MBA in Finance from HULT Intl. Business School in Boston, US, and a bachelor degree in Architecture and Urban Planning from UFRJ, Rio de Janeiro.



Luiz da Penha da Silva, Investment Manager, Fundação Chesf de Assistência e Seguridade Social - Fachesf (Brazil)

Mr. Penha is an Electrical Engineer from the Federal University of Campina Grande – PB, Brazil, post graduate in Electric Systems for Power, post graduate in Finances, and Master in Economics - Investment & Business from the Federal University of Pernambuco, Brazil. For 15 years, he has been the Investment Manager of Fachesf, which is the Assistance and Social Security Foundation of CHESF. Mr. Penha is a member of the Technical Committee Investment of ABRAPP (Brazilian Association of Closed Entities for Pension Funds). Mr. Penha has a National Certificate of Professional Investment (NCIP).

SPEAKERS



Ricardo Fernandez, Principal —Fund Investments, Hamilton Lane (U.S.)

Ricardo is a Principal on Hamilton Lane's Brazil Team, based in the firm's Rio de Janeiro office. Prior to joining Hamilton Lane in 2011, Ricardo worked at Capital Dynamics on the Investment Management team and as head of illiquid investments at a multi-family office in Brazil. He previously worked at Santander Private Equity and also held positions at Odebrecht, a large infrastructure developer, in Brazil, Peru and Portugal. He began his career as an analyst at Strata, an M&A consulting boutique based out of Rio de Janeiro.



Leonardo Wengrover, W Advisors (Brazil)

Mr. Wengrover founded W Advisors, a Multi Family Office serving 30 families in Rio Grande do Sul and Santa Catarina in 2005. Mr. Wengrover is responsible for advising his customers in the process of Private Wealth Management and Family Governance. He graduated as a civil engineer with emphasis in finance. Before that, he was in charge of establishing and developing Wealth Management Offices for three different international banks in Southern Brazil.



Francisco Reis, Senior Pensions Manager, Icatu Fundos de Pensão (Brazil)

Mr. Reis is responsible for the Pension Administration services and relationship, through Investments structuring and control, operations and governance fulfillment at Icatu Fundos de Pensão (Pension Fund Division of Grupo Icatu). Has a MBA degree in Management by IBMEC (Brazilian Institute of Capital Markets) and CPA-20 Certification by ANBIMA (Brazilian Association of Capital Markets Industry), with 15 years of experience in Brazilian Pensions Market.



Renato Abissamra, Partner, Spectra Investments (Brazil)

Mr. Abissamra has more than 20 years of experience in Wealth Management, Investment Products, Capital Markets and M&A. He worked at CCF, HSBC and BNP Paribas. Later on, Mr. Abissamra was the COO of the Wealth Mgmt Division and Director for Corporate Finance Solutions. Mr. Abissamra was the National Capital Markets Association bank representative 4 years. He holds a BS in Business from Mackenzie University and an MBA from FIA-USP with extensions on FGV and HEC Paris.



André Carvalho, Investment Officer—Real Estate, Fundação Atlântico (Brazil)

Mr. Carvalho is a member of the investment committee of Fundação Atlântico, managing the real estate portfolio and loans of the foundation. Before joining Fundação Atlântico, he managed fixed income and equities for Banco Prosper from 2006 to 2008. Mr. Carvalho also served three years as the treasury manager of BB Tecnologia e Serviços. Mr. Carvalho is currently working towards a Masters in Economics and Finance at EPGE Fundação Getúlio Vargas RJ, where he obtained his MBA in Finance.



José Mauro Delella, Chief Investment Officer, Santander Private Bank (Brazil)

Mr. Delella is Chief Strategist for Santander Private Bank since 2014. Prior to joining Santander, he worked as chief economist and investment strategist for UBS (Private Bank), Itaú Asset Management and Lloyds Bank. Mr. Delella has been working for financial institutions for over 27 years. He has a degree in Economics from FEA USP and a MSc in International Relations from IRI USP.



Alejo Czerwonko, Strategist—Chief Investment Officer, UBS Wealth Management (U.S.)

Mr. Czerwonko is an investment strategist at the Chief Investment Office of UBS Wealth Management, where he contributes to the development of investment views on emerging markets across different asset classes and geographical regions. Prior to joining UBS, Alejo worked as a quantitative analyst at Moody's KMV and was a consultant for the Inter-American Development Bank. Alejo earned a Ph.D. in economics from Columbia University. He also holds degrees in economics and finance from Tilburg University and Universidad del CEMA. He has taught courses at Columbia Business School, Columbia College, and Universidad del CEMA.

- 8:00 Registration & Welcome Coffee**
- 8:50 Host's Welcome**
Aline Viana, Program Manager, **Markets Group**
- 8:55 Chairman's Opening Remarks**
Viktor Andrade, M&A Leader, **EY (Brazil)**
- 9:00 Keynote Interview**
Thomas McDonald, Managing Partner - Co-Founder, **Jaguar Growth Partners (U.S.)**
Interviewed by:
Taisa Markus, Partner, Corporate Department, **Paul Hastings (U.S.)**
- 9:30 International Institutional Investors Roundtable**
International investors discuss the requirements and qualities of investment opportunities appropriate for their portfolios. LPs will share their current mandates and how foreign allocation plays a part in their investment strategy.
Moderator:
Marcelo Fedak, Managing Director, **The Blackstone Group (U.S.)**
Panelists:
Karl Kreppner, Senior Vice President - Investments, **Cadillac Fairview (Canada)**
Jonathan Van Gorp, Manager - Real Estate Investments, **Stanford Management Company (U.S.)**
Marc Rivitz, Consultant—Latin American Funds Specialist, **Courtland Partners (U.S.)**
Jeffrey Sobczynski, Managing Partner, **Accord Group (U.S.)**
- 10:15 Keynote Panel: Real Estate Fund Managers I**
Local and international fund managers will discuss investment strategies and the current investing environment, as well as sub-sector preference with a focus on opportunity and value.
Moderator:
Ricardo Jaime Behar, Head of Real Estate Investment Banking, **Bradesco BBI (Brazil)**
Panelists:
Marcelo Fedak, Managing Director, **Blackstone (U.S.)**
Ken Wainer, Founding Partner, **VBI Real Estate (Brazil)**
Marcelo Michaluá, Managing Partner, **RB Capital (Brazil)**
Mauro Dias, President, **GLP (Brazil)**
Christian Klotz, Vice President of Investments, **Jaguar Growth Partners (U.S.)**
Alfonso Munk, Chief Investment Officer of the Americas, **Prudential Real Estate Investors (U.S.)**
- 11:15 Morning Networking Break**
- 11:45 Panel: U.S. Multi-Manager Perspectives on Brazilian Manager Selection**
How are fund-of-funds managers targeting Brazil, identifying opportunities and navigating the region?
What research and due-diligence are taken to assess the best managers in this market?
Panelists:
Paul Vosper, Co-Head, **Morgan Stanley Alternative Investment Partners (U.S.)**
Larissa Herczeg, Managing Director & CIO, Fund of Funds, **Oak Street Real Estate Capital (U.S.)**
Ricardo Fernandez, Principal —Fund Investments, **Hamilton Lane (U.S.)**
- 12:30 Roundtable: Fund Formation and Transaction Structuring for Brazilian Real Estate Vehicles**
Legal counsel will discuss how local and international funds can navigate the region's constantly evolving transaction structuring and fund formation framework.
Panelists:
Franco Grotti, Partner, **Pinheiro Neto Advogados (Brazil)**
Ivandro Trevelim, Partner, **Campos Mello Advogados (Brazil)**
David Goldstein, Partner, **DLA Piper (U.S.)**

- 1:15 Networking Luncheon**
- 2:15 Sector spotlight: Hospitality**
The most important hospitality groups discuss the present and future of hospitality properties in Brazil
Panelists:
Marco Amaral, Vice President—Development, **Hyatt International** (Brazil)
Josh Pristaw, Senior Managing Director, **GTIS Partners** (U.S.)
Luis Mirabelli, VP Development Latin America & Caribbean, **Wyndham Hotel Group** (U.S.)
Guilherme Cesari, Vice President—Development, **Marriott** (Brazil)
- 3:00 Roundtable: Views from Brazil's Leading Pension Funds**
Pensions will discuss the best investment practices across key real estate sectors.
Panelists:
Carlos Borges, Director of Real Estate, **FUNCEF** (Brazil)
Francisco Augustinis, Executive Manager of Real Estate, **FUNCESP** (Brazil)
André Carvalho, Investment Officer—Real Estate, **Fundação Atlântico** (Brazil)
Luiz da Penha da Silva, Investment Manager, **Fundação Chesf de Assistência e Seguridade Social - Fachesf** (Brazil)
Fabio Mazzeo, Chief Executive Officer, **METRUS - Instituto de Seguridade Social** (Brazil)
- 3:45 Afternoon Networking Break**
- 4:15 Panel Session: Real Estate Developers' Perspective I**
Developers discuss their preferred markets across Brazil, sourcing opportunities and financing options for future projects.
Panelists:
Rony Tamayo, Vice President, **Lennar** (U.S.)
Sergio Stein, Director, **Hochtief** (Brazil)
Marconi Bartholi, Managing Director, **Grupo Estrutura** (Brazil)
- 5:00 Panel: Local Private Wealth Allocations to Brazilian Real Estate I**
Private banks and family offices will discuss where they advise their high net worth clients regarding real estate investments. Are clients looking locally and abroad? What is the appetite to invest directly?
Moderator:
Ricardo Moraes, Partner, Head of Wealth Management, **Grow Investimentos** (Brazil)
Panelists:
José Mauro Delella, Chief Investment Officer, **Santander Private Bank** (Brazil)
Rodrigo Marcatti, Head of Private Banking, **Banco Fator** (Brazil)
Leonardo Wengrover, Founding Partner, **W Advisors** (Brazil)
Francisco Levy, Executive Director, **UBS Wealth Management** (Brazil)
José Sergio Nogueira, Portfolio Manager, **J Mendes Family Office** (Brazil)
- 5:45 Closing Remarks**
Michael L. Fitzgerald, Partner, Corporate Department, **Paul Hastings** (U.S.)
- 5:50 Networking Reception** *Sponsored by:* **PAUL HASTINGS**
- 6:50 Close of First Day**

- 8:00 Registration & Welcome Coffee**
- 8:50 Host's Welcome**
Aline Viana, Program Manager, **Markets Group**
- 8:55 Chairman's Opening Remarks**
Viktor Andrade, M&A Leader, **EY** (Brazil)
- 9:00 Keynote Interview**
Tom Shapiro, President and Chief Investment Officer, **GTIS Partners** (U.S.)
- 9:30 International Pension Fund Roundtable**
Exploring long-term return opportunities in local and international markets – where do pension funds anticipate competitive and sustainable returns for new investments in 2016?
Panelists:
Robert W. Sessa, Director of Real Estate, **Employees Retirement System of Texas** (U.S.)
Francisco Reis, Senior Pensions Manager, **Icatu Fundos de Pensão** (Brazil)
Karl Kreppner, Senior Vice President - Investments, **Cadillac Fairview** (Canada)
Gregory Spick, Director of Private Markets, **UPS Group Trust** (U.S.)
- 10:15 Keynote Panel: Real Estate Fund Managers II**
Local and international fund managers will discuss investment strategies and the current investing environment in Brazil, as well as sub-sector preference with a focus on opportunity and value.
Moderator:
Viktor Andrade, M&A Leader, **EY** (Brazil)
Panelists:
Helmut Fladt, Managing Director, **Pátria Investimentos** (Brazil)
Ricardo Raoul, Managing Director and Brazil Country Head, **Paladin Realty** (U.S.)
Josh Pristaw, Senior Managing Director, **GTIS Partners** (U.S.)
Leando Bousquet, Partner, **Vinci Partners** (Brazil)
- 11:00 Morning Networking Break**
- 11:30 Panel: Global Multi-Manager Perspectives on Brazilian Manager Selection**
How are fund-of-funds managers targeting Brazil, identifying opportunities and navigating the region? What research and due-diligence are taken to assess the best managers in this market?
Moderator:
Mario Amigo, Chief Investment Officer—Insurance, **HSBC** (Brazil)
Panelists:
Ian Gleeson, Chief Investment Officer, **CBRE Global Investment Partners** (U.K.)
Manfred Kupka, Managing Director, **BRICS Real Estate Advisors** (Germany)
Elliot Glausiusz, Head of Investment, **ImmoFinRe Group** (Luxembourg)
Renato Abissamra, Founding Partner, **Spectra Investments** (Brazil)

- 12:15 Panel: Securitization**
Securitization options: benefits of liquid real estate vehicles
João Pacifico, Director, **Grupo Gaia** (Brazil)
- 1:00 Panel: International and Local Private Wealth Allocations to Brazilian Real Estate II**
Global private banks and family offices will discuss where they advise their high net worth clients regarding real estate investments. How does foreign allocation play a part in their investment strategy?
Moderator:
Mark Martiak, Vice President, Senior Wealth Strategist, **Premier Wealth Advisors** (U.S.)
Panelists:
Luis Trevino, Managing Director, **Beamonte Investments** (U.S.)
Tom Balcom, Founder, **1650 Wealth Management** (U.S.)
Alejo Czerwonko, Strategist — Chief Investment Office, **UBS Wealth Management** (U.S.)
Sylvio Heck, Portfolio Manager, **Aguassanta Participacoes** (Brazil)
Vitor Corrêa, Partner, **V2 Investimentos** (Brazil)
- 1:45 Networking Luncheon**
- 3:00 Close of Conference**

BOOKING FORM

	INSTITUTIONAL REAL ESTATE BRAZIL FORUM	SÃO PAULO, BRAZIL	
	oct 21-22 2015		
		REAL ESTATE BRAZIL FORUM	
		SÃO PAULO, BRAZIL	
		oct 21-22 2015	

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DELEGATE 2	FIRST NAME	LAST NAME
	JOB TITLE	COMPANY
	PHONE	EMAIL

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Registration types	
<input type="checkbox"/> Early Bird I [\$1,400] *Deadline June 30, 2015	Registration Support Vanessa Lima +1 347-308-7791 Vanessa.lima@@marketsgroup.org
<input type="checkbox"/> Early Bird II [\$1,600] *Deadline July 31, 2015	
<input type="checkbox"/> Standard Registration I [\$1,800] *Deadline August 31, 2015	Online Registration https://www.regonline.com/builder/site/Default.aspx?EventID=1626418 Click Here To Register Online
<input type="checkbox"/> Standard Registration II [\$2,000] *Deadline September 30, 2015	
<input type="checkbox"/> Pre-Event Registration [\$2,400] *Deadline October 21, 2015	
*Registration is subject to approval	

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