

INVESTIMENTO & DESENVOLVIMENTO IMOBILIÁRIO NO BRASIL
REAL ESTATE INVESTMENT & DEVELOPMENT IN BRAZIL



PORTUGUESE & ENGLISH PROGRAM
PROGRAMA EM PORTUGUÊS & INGLÊS

BRAZIL GRI 2011

SAO PAULO
8-9 NOVEMBRO
INTERCONTINENTAL



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A função dos debatedores/discussion chairs não é falar. É fazer com que todos falem e se conectem.

Nos dias 8-9 de Novembro o GRI reúne na cidade de São Paulo, investidores internacionais, incorporadores e tomadores de decisão, que juntos têm liderado o mercado imobiliário do Brasil na atualidade, para uma série de discussões informais e em grupos reduzidos.

Como nas tradicionais Conferências do GRI, essas discussões – cada uma meticulosamente selecionada pelos líderes do setor – incentivam você e os demais participantes a tomar parte nos debates e compartilhar experiências. Uma atmosfera informal na qual senior players conversam entre si e constroem relacionamentos.

Os debatedores/discussion chairs não são palestrantes. A função deles é fazer com que todos falem, participem e se conectem. Se acredita na importância de conectar-se com colegas de indústria com interesses similares e complementares aos seus, bem vindo (a) ao Brazil GRI.

Nos vemos em São Paulo.

Gustavo Favaron
Director, Brazil GRI – Global Real Estate Institute

The job of Discussion Chairs at the GRI is not to talk. It is to make others talk, engage and connect.

On 8-9 November 2011 in Sao Paulo the GRI will bring together international investors and the leading Brazilian developers and decision makers, which together are driving the real estate business in Brazil today for a series of small and informal discussions.

Like with all GRI meetings, these discussions - each masterminded by leading industry players - encourage you and everybody to join in, to talk and to share. It is a place where senior players meet each other and build friendships in a setting devoid of selling pressure.

Discussion chairs are not speakers. The job of discussion chairs is to make others talk, engage and connect. If connecting with industry peers on topics of mutual interest is useful to you, we would be delighted to welcome you to the Brazil GRI.

See you in Sao Paulo.

Henri Alster
Chairman, GRI – Global Real Estate Institute



Javier Faus
CEO
MERIDIA CAPITAL



Luiz Franca
Director, Real Estate
ITAÚ UNIBANCO



Paulo Gomes
Chief Strategy Officer
PRUDENTIAL RE INVESTORS



Ryan Hawley
Director Acquisitions
STARWOOD CAPITAL GROUP



Chaim Katzman
Chairman
GAZIT GROUP



Nick Kittredge
Senior VP,
General Manager, Brazil
PROLOGIS



PARTICIPANTES OFICIAIS / OFFICIAL PARTICIPANTS

- FIBRA** Alberto Marques Dias analista financeiro
FAPES Aluysio Asti diretor superintendente
BANESPREV Arlete Nese investment & financial manager
VALIA Carla Safady C. Meireles gerente de investimentos imobiliários
PREVI Caroline Guarnieri de Paula do Nascimento analistas de investimentos imobiliários
FUNDAÇÃO CESP Francisco de Augustinis real estate investment manager
FAPES Leonardo Shor analista
PSS Luiz Augusto Bastos Dias da Silva diretor gerente e financeiro
PRECE Milton Leobons diretor de investimentos
FAPES Ricardo Weiss diretor de investimentos
FAPES Rodrigo de Carvalho Magalhães titular da gerência de participações 2
PREVI Romário Paes de Souza analistas de investimentos imobiliários
PREVI Sílvio Leal gerente executivo
PETROS Sônia Nunes gerente executiva de participações imobiliárias



Sílvio Leal
Executive Manager of
IMOBI
PREVI - PENSION FUND



Celso Minoru Tokuda
Real Estate
BTG PACTUAL



Roberto Miranda de Lima
President
AUTONOMY



Ken Munkacy
Senior Managing Director
GID INTERNATIONAL GROUP



Arlete de Araujo Silva Nese
Investment &
Financial Manager
BANESPREV - PENSION FUND



Maximo Pinheiro Lima
Founder
PROSPERITAS

ALGUMAS DAS 30 SESSÕES NO PROGRAMA...

AMONG THE 30 DISCUSSIONS ON THE PROGRAM...

BIG PICTURE

BRAZIL BOOM – solid growth or too many bottlenecks?
 FOREIGN INVESTORS – should risk and returns be re-priced in Brazil?
 IRR 25% - 35% – still possible?

INVESTORS & DEVELOPERS

FOREIGN INVESTORS AND LOCAL PARTNERS – how wide is the gap?
 INVESTING OUTSIDE RIO/SP – off to the promised land?
 JV – hungry for projects or starving for investments?

DEBT & CAPITAL MARKETS

PRIVATE EQUITY – will fund raising be different?
 DEBT FINANCING – heating up or still burning slow?
 FII – best way to invest in Brazil?

SECTORS

OFFICE MARKET – momentary excitement or sustainable demand?
 SHOPPING AND RETAIL – smaller cities, less competition, higher returns?
 NEW HOTELS – where will the money come from?

PANORAMA GERAL

CRESCIMENTO BRASILEIRO – sustentável ou gargalos em excesso?
 INVESTIDORES EXTRANGEIROS – repensando riscos e retornos?
 IRR 25% - 35% – sonho ou realidade?

INVESTIDORES E INCORPORADORAS

INVESTIDORES ESTRANGEIROS E PARCEIROS LOCAIS – o que os separa?
 INVESTINDO FORA DE RIO/SP – a caminho da terra prometida?
 JV – faltam projetos ou investimentos?

FINANCIAMENTO E MERCADO DE CAPITALIS

PRIVATE EQUITY – mudanças na captação de recursos?
 DEBT FINANCING – a todo vapor ou banho maria?
 FII – a melhor alternativa de investimento?

SETORES

ESCRITÓRIOS – euforia momentânea ou demanda sustentável?
 SHOPPING E RETAIL – cidades menores, pouca competição, maiores retornos?
 NOVOS HOTÉIS – de onde virá o capital?



Prabhu Raman
 COO – RE Investment
 BANK OF AMERICA
 MERRILL LYNCH



Nicholas V. Reade
 Chief Executive Officer
 BROOKFIELD
 INCORPORACOES



Carla Safady Meirelles
 Manager,
 Real Estate investment
 VALIA - PENSION FUND



Nessim Daniel Sarfati
 Managing Director
 CYRELA COMMERCIAL
 PROPERTIES



Jose Baeta Tomas
 CEO
 SONAE SIERRA



Sandor Valner
 Principal & CEO
 WALTON STREET CAPITAL

TIMETABLE

TUESDAY, 8 NOVEMBER

- 13H00 onwards Check-in
- 14H00-17H30 Group Discussions
- 17H30-18H30 Cocktail Reception
- 19H00-22H00 Private Board Dinner
(By invitation only - reserved for GRI members, sponsors and Brazil GRI discussion (co)-chairs).

WEDNESDAY, 9 NOVEMBER

- 08H00 onwards Check-in
- 09H00-10H00 Keynote
- 10H30-17H30 Group Discussions
- 13H00-14H00 Lunch
- 17H30-18H30 Farewell Drinks

INTERCONTINENTAL SÃO PAULO
Alameda Santos, 1123
São Paulo, SP - 01419-001, Brazil

ATUALIZAÇÕES EM TEMPO REAL
ONGOING UPDATES
www.mygri.com/brazil

PROGRAMAÇÃO

TERÇA-FEIRA, 8 DE NOVEMBRO

- 13H00 Credenciamento
- 14H00-17H30 Discussões
- 17H30-18H30 Cocktail Reception
- 19H00-22H00 Private Board Dinner
(apenas sob convite - reservado para membros do GRI, patrocinadores e discussão co-chairs/debatedores)

QUARTA-FEIRA, 9 DE NOVEMBRO

- 08H00 Credenciamento
- 09H00-10H00 Discurso de abertura
- 10H30-17H30 Discussões
- 13H00-14H00 Almoço
- 17H30-18H30 Confraternização de encerramento

KEYNOTE



HENRIQUE C. MEIRELLES

Former Governor/
Head Olympic Public Authority
BRAZIL GOVERNMENT

BRAZIL ECONOMY

fairy tale or waking up to reality?

ECONOMIA BRASILEIRA

conto de fadas ou indignação logo ali?



CRESCIMENTO BRASILEIRO – SUSTENTÁVEL OU GARGALOS EM EXCESSO? BRAZIL BOOM – SOLID GROWTH OR TOO MANY BOTTLENECKS?

SILVIO LEAL
executive manager re invest.
PREVI - PENSION FUND brazil

MARCELO FEDAK
executive director real estate
BTG PACTUAL brazil

MIKE MELSON
managing director,
south america
KIMCO REALTY usa

ROBERTO MIRANDA DE LIMA
president
AUTONOMY brazil

ROBERTO PERRONI
ceo
**CYRELA COMMERCIAL
PROPERTIES** brazil

MAXIMO PINHEIRO LIMA
founder
PROSPERITAS brazil

NICHOLAS READE
chief executive officer
BROOKFIELD INCORPORACOES brazil

JAMES SCOTT
managing director - real estate
**BANK OF AMERICA
MERRILL LYNCH** usa

MICHEL STEINBERG
director
PLURAL CAPITAL brazil

SANDOR VALNER
principal & ceo
WALTON STREET CAPITAL mexico



Silvio Leal



Roberto Miranda De Lima



Maximo Pinheiro Lima



Nicholas Reade



James Scott



Sandor Valner

INVESTIDORES ESTRANGEIROS – REPENSANDO RISCOS E RETORNOS? FOREIGN INVESTORS – SHOULD RISK AND RETURNS BE RE-PRICED IN BRAZIL?

KEN MUNKACY
senior managing director
GID INTERNATIONAL GROUP usa

NAJEEB AL SALEH
chairman
AL MASSALEH REAL ESTATE kuwait

MARCELA DRIGO
vice-president
CLARION PARTNERS brazil

CHAIM KATZMAN
chairman
GAZIT GROUP usa

NICK KITTREDGE
senior vp, general manager
PROLOGIS brazil

LUIZ LESSA
cio
ADIT BRASIL brazil

KEN WAINER
managing principal
VBI REAL ESTATE brazil



Ken Munkacy



Najeeb Al Saleh



Marcela Drigo



Chaim Katzman



Nick Kittredge



Luiz Lessa



Ken Wainer

IRR 25% - 35% - SONHO OU REALIDADE?

IRR 25% - 35% - STILL POSSIBLE?

ALUYCIO ASTI

diretor superintendente
FAPES PENSION FUND brazil

ROGERIO CARDOSO

manager - re investment
BR PROPERTIES brazil

AXEL CHAVES

managing director
PALADIN brazil

ALEXANDRE DE OLIVEIRA

cio
STAN brazil

JACQUES FELLER

president
GRUPO FELLER brazil

MARCELO FREITAS

cfo
ECOCIL brazil

PAULO GOMES

chief strategy officer
PRUDENTIAL RE INVESTORS usa

BENTO MOREIRA FILHO

vice president
EBM INCORPORACOES brazil

DAMON PITLER

OAS EMPREENDIMENTOS brazil



Rogério Cardoso



Axel Chaves



Jacques Feller



Marcelo Freitas



Paulo Gomes



Bento Moreira Filho

INVESTIDORES - APRECIANDO O TEMPO BOM OU CEGOS PELO SOL?

REAL ESTATE INVESTORS - ENJOYING THE SUNSHINE OR BLINDED BY THE LIGHT?

MARI CANTON

md & head of global real estate
INTL/PROVIDENT usa

DANILO CARVALHO

country manager
LEND LEASE brazil

BRUCE DANIELS

director
WEST 4TH CAPITAL brazil

SONIA FAGUNDES

real estate investment manager
PETROS PENSION FUND brazil

RYAN HAWLEY

vp acquisitions
STARWOOD CAPITAL brazil

XAVIER MARCEAU

property op. director
L'OREAL china

CARLA SAFADY MEIRELLES

manager - real estate investment
VALIA - PENSION FUND brazil

JANA SEHNALOVA

executive director
FORUM SECURITIES uk



Mari Canton



Daniilo Carvalho



Ryan Hawley



Xavier Marceau



Carla Safady Meirelles



Jana Sehnalova

FII - A MELHOR ALTERNATIVA DE INVESTIMENTO?

FII - BEST WAY TO INVEST IN BRAZIL?

CESAR CIAVOLIH

managing director
BES INVESTIMENTO DO BRASIL brazil

PEDRO COELHO

board member
SQUARE ASSET MANAGEMENT portugal

CARLOS MARTINS

founding partner
KINEA INVESTIMENTOS brazil

RODRIGO MENNOCCHI

director
BRAZILIAN MORTGAGES brazil

MARCELO MICHALUA

managing partner
RB CAPITAL brazil

FERNANDO PULIN

presidente
DEVELOPING INCORPORADORA brazil

RICARDO REIS

president
ENGEFLEX brazil



Cesar Ciavolih



Pedro Coelho



Carlos Martins



Rodrigo Mennocchi



Marcelo Michalua



Fernando Pulin



Ricardo Reis

PRIVATE EQUITY – MUDANÇAS NA CAPTAÇÃO DE RECURSOS? PRIVATE EQUITY – WILL FUND RAISING BE DIFFERENT?

SILVIA BENVENUTI
head of real estate investments
BANCO VOTORANTIM brazil

VINCENT BOUTENS
ceo
PYLOS GROUP brazil

PEER BUERGIN
partner
PROLIFICO INVESTMENT brazil

PETER GUTRICH
managing director
MORGAN CREEK
CAPITAL MANAGEMENT usa

LEE M. ELMAN
partner
ELMAN INVESTORS usa

RAFAEL MAGALHAES
president
DELOS ASSET MANAGEMENT brazil

GERALDO MAJELA
vice president
DOMUS CIA HIPOTECARIA brazil

ARNAUD PLAT
managing partner
BROOKFIELD FINANCIAL uk

JOHN TSUI
managing principal
IDA, LLC usa

SANDRO WESTPHAL
president
GRUPO THA brazil



Vincent Boutens



Peer Buergin



Rafael Magalhaes



Geraldo Majela



Arnaud Plat



John Tsui



Sandro Westphal

BOLHA – PALAVRA DA MODA OU RISCO CONCRETO? BUBBLE – OLD BUZZWORD OR A POSSIBILITY?

RODRIGO ABBUD
partner
VBI REAL ESTATE brazil

FRANCISCO DE AUGUSTINIS
real estate investment manager
FUNDACAO CESP -
PENSION FUND brazil

MILTON GOLDFARB
president
GOLDFARB / PDG brazil

BASILIO JAFET
president
FIABCI brazil

VALDIR MILANI
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CELSO MINORU TOKUDA
real estate
BTG PACTUAL brazil



Rodrigo Abbud



Francisco De Augustinis



Milton Goldfarb



Basilio Jafet



Valdir Milani



Celso Minoru Tokuda

DEBT FINANCING – A TODO VAPOR OU BANHO MARIA? DEBT FINANCING – HEATING UP OR STILL BURNING SLOW?

ALEXANDRE CABRAL
director
BANCO NORDESTE brazil

LUIZ FRANCA
director, real estate
ITAU UNIBANCO brazil

FERNANDO ORTIZ
partner
E-FINANCE brazil

CLAUDIO TAVARES DE ALENCAR
phd-dean of r.e. group
U.S.P. brazil



Alexandre Cabral



Luiz Franca



Fernando Ortiz



Claudio Tavares De Alencar

JV – FALTAM PROJETOS OU INVESTIMENTOS? JV – HUNGRY FOR PROJECTS OR STARVING FOR INVESTMENTS?

CARLOS GARCIA
partner
ITAJUBA INVESTIMENTOS brazil

EUDOXIOS ANASTASSIADIS
director
ALFA REALTY EMPREENDIMENTOS
IMOBILIÁRIOS brazil

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managing director
AUREA REAL ESTATE france

MARCELO DE MIRANDA
ceo
PRECON brazil

FERNANDO FELLER
development director
GRUPO FELLER brazil

GILLES GONZALEZ
development direction
ACCOR brazil

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cfo
DAMHA URBANIZADORA brazil

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sócio diretor
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managing director
AVENIDA CAPITAL usa



Carlos Garcia



Eudoxios Anastassiadis



Maxime Barkatz



Marcelo De Miranda



Fernando Feller



Gilles Gonzalez



Antonio Quirino



Michael Teich

ESCRITÓRIOS – EUFORIA MOMENTÂNEA OU DEMANDA SUSTENTÁVEL? OFFICE MARKET – MOMENTARY EXCITEMENT OR SUSTAINABLE DEMAND?

WALTER CARDOSO
president
CBRE brazil

RICARDO BIRMAN
director/manager developer
FARIA LIMA PRIME PROPERTIES brazil

ROBERTO DE ABREU PEREIRA
director
ETOILE brazil

MARTIN JACO
director - cio
BR PROPERTIES brazil

GILES MEMBREY
managing director
RIOJA DEVELOPMENTS uk

NESSIM SARFATI
managing director
CYRELA COMMERCIAL PROPERTIES brazil

MARCELO SCARABOTOLLO
coo
SÃO CARLOS brazil

WALTER TORRE
president
WTORRE PROPERTIES brazil



Walter Cardoso



Roberto De Abreu Pereira



Martin Jaco



Nessim Sarfati



Marcelo Scarabotollo



Walter Torre

HOTÉIS – OPORTUNIDADES PARA ALÉM DO EIXO RIO – SÃO PAULO?
HOTELS – OPPORTUNITIES BEYOND RIO AND SAO PAULO?

ALINIO AZEVEDO
 director, development
FOUR SEASONS usa

EDUARDO CAMPOS
 director
SLAVIERO HOTELS brazil

ROLAND DE BONADONA
 coo america latina
ACCOR brazil

JAVIER FAUS
 ceo
MERIDIA CAPITAL spain

GABRIELA MARINS
 ceo
BR MARINAS brazil

MURILO PASCOAL
 director
BEACH PARK brazil

RENATO RIZZO
 senior partner
IVO RIZZO INCORPORADORA brazil

LARRY WRIGHT, JR.
 managing partner
RUBICON HOTEL INVESTORS usa



Alinio Azevedo



Roland De Bonadona



Javier Faus



Renato Rizzo



Larry Wright, Jr.

LOGÍSTICA – ONDE AGORA E DEPOIS?
LOGISTICS – WHERE NOW AND WHERE NEXT?

CARLOS BARCELLOS
 ceo
GWI REAL ESTATE brazil

PABLO BARCOS
 director
PRUDENTIAL REAL ESTATE INVESTORS LATIN AMERICA brazil

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 principal
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 vice president
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 owner
FULWOOD brazil

RAMSEY TADROS
 director
WESTFIELDS CONSULTANT brazil



Carlos Barcellos



Pablo Barcos



Chris Bruneau



Thomaz Camargo



Carlos Corsini



Marcos Montandon Jr.



Gilson Schilis



Ramsey Tadros

DEBT VS. EQUITY – QUAL É O PONTO ÓTIMO DESSA EQUAÇÃO?

DEBT VS. EQUITY – WHAT IS THE RIGHT BALANCE?

ANTONIO BARBOSA

director real estate
HSBC BANK brazil

SIDNEY CHAMEH

founding partner
DGF INVESTIMENTOS brazil

ESTACIO SA

cfo
YUNY INCORPORADORA brazil

ROSANNA ZRAICK

diretora de desenvolvimento
GRUPO CORNELIO BRENNAND brazil



Antonio Barbosa

INVESTINDO FORA DE RIO/SP – A CAMINHO DA TERRA PROMETIDA?

INVESTING OUTSIDE RIO/SP – OFF TO THE PROMISED LAND?

MARCUS ARAUJO

president
DATASTORE brazil

MARCIO DE OLIVEIRA

president
ABRADECOM brazil

DANIEL FERNANDES

superintendente de
incorporacoes
BROOKFIELD brazil

CHRISTIAN HUNT

senior partner
IVO RIZZO INCORPORADORA brazil

ROBERTO LINS

president
GRUPO IMOBI brazil

REGINALDO ROCHA

superintendent of development
CONSTRUTORA MARQUISE brazil

JADWIGA WISNIOWSKA

president of the board
DRAGMOR SP. Z O.O. poland



Marcus Araujo



Marcio De Oliveira



Christian Hunt



Jadwiga Wisniowska

HABITAÇÃO POPULAR – O QUE FUNCIONA E O QUE NÃO?

AFFORDABLE HOUSING – WHAT WORKS, WHAT DOESN'T?

RONALDO AKAGUI

diretor adjunto
CASA PINAR EMPREENDIMENTOS
IMOBILIARÍOS brazil

ANTONIO CORREA

brazil

MARIO LAMBERTI JR

director
ENGELUX brazil

LEONARDO SANCHEZ

fund manager
XP brazil



Ronaldo Akagui



Mario Lamberti Jr



Leonardo Sanchez

SHOPPING E RETAIL – CIDADES MENORES, POUCA COMPETIÇÃO, MAIORES RETORNOS?

SHOPPING AND RETAIL – SMALLER CITIES, LESS COMPETITION, HIGHER RETURNS?

ANDRE AGOSTINHO

chief executive officer
URBIA brazil

RICHARD BROWN

executive vp international
DEVELOPERS DIVERSIFIED REALTY brazil

LUIZ FERNANDO PINTO VEIGA

president
ABRASCE brazil

ARLETE NESE

investment & financial manager
BANESPREV - PENSION FUND brazil

RODRIGO SELLES

director
PLURAL CAPITAL brazil

JOSE TOMAS

ceo
SONAE SIERRA brazil

FILIPE VASCONCELOS

ceo
BROOKFIELD GESTAO DE
EMPREENDIMENTOS brazil



Andre Agostinho



Richard Brown



Luiz Fernando Pinto Veiga



Arlete Nese



Jose Tomas



Filipe Vasconcelos

REDUZINDO CUSTOS DE CONSTRUÇÃO – TEMPO DE INOVAR? REDUCING CONSTRUCTION COSTS – CAN WE THINK OUT OF THE BOX?

MURILLO ALLEVATO
superintendente geral
ADEMI RJ brazil

MAURICIO BIANCHI
vice president
BKO brazil

MARCO ANTONIO C. MATTAR
cfo and iro
TRISUL brazil

NILSON NÓBREGA
ceo
PRIMA brazil

GERALDO NOGUEIRA
presidente do conselho
QUARTZO INCORPORADORA
brazil

RICARDO TELLES
diretor de negocios
AGRE brazil

MARCOS VELLETRI
president
CONVICENCIA ENGENHARIA brazil



Mauricio Bianchi



Marco Antonio C. Mattar



Nilson Nóbrega



Geraldo Nogueira



Ricardo Telles



Marcos Velletri

NOVOS HOTÉIS – DE ONDE VIRÁ O CAPITAL? NEW HOTELS – WHERE WILL THE MONEY COME FROM?

RONALDO ALBERTINO
director - latin america
BOURBON HOTELS & RESORTS brazil

ROBERTO AMORIM
vp acquisitions and development
STARWOOD HOTELS & RESORTS brazil

FLAVIA BUIATI
director
RIO QUENTE RESORTS brazil

CAIO SERGIO CALFAT JACOB
ceo
CAIO CALFAT
REAL ESTATE CONS. brazil

DIOGO CANTERAS
managing director
HOTEL INVEST brazil

GUILHERME CESARI
vp development
MARRIOTT INTERNATIONAL brazil

AMILCAR MIELMICZUK
director new projects
VERT HOTEIS brazil

DR. ANDRE MONEGAGLIA
diretor da rede
ALLIA HOTELS brazil

FRANCIS MUÜLS
vice president acquisitions & development
MERIDIA CAPITAL spain

CLAUDIO SANTOS
ceo
PORTO BAY HOTEL & RESORTS brazil

JEAN URBAIN HUBAU
cfo latin america
ACCOR brazil



Ronaldo Albertino



Roberto Amorim



Flavia Buiati



Caio Sergio Calfat Jacob



Diogo Canteras



Guilherme Cesari



Francis Muüls



Claudio Santos



Jean Urbain Hubau

SECURITIZAÇÃO – SANTO REMÉDIO OU SOLUÇÃO TEMPORÁRIA? SECURITISATION – HOLY GRAIL OR HANDS OFF?

ANDRE BERGSTEIN
director
PLURAL CAPITAL brazil

JOSE ANTONIO GRAGNANI
chief business development officer
BM&F BOVESPA brazil

PEDRO KLUMB
ceo
MSFI FINANÇAS IMOBILIÁRIAS
brazil

AVELINO PALMA NETO
commercial director
CIBRASEC brazil



Jose Antonio Gragnani



Pedro Klumb

INVESTIDORES ESTRANGEIROS E PARCEIROS LOCAIS – O QUE OS SEPARA? FOREIGN INVESTORS AND LOCAL PARTNERS – HOW WIDE IS THE GAP?

PRABHU RAMAN
coo – re investment
BANK OF AMERICA
MERRILL LYNCH usa

SILVIO CHAIMOVITZ
president
ACS INCORPORADORA brazil

CALVIN CHAMPLIN
president
QUADRANT PLANNING usa

THOMAS CONWAY
principal
M3 CAPITAL PARTNERS usa

BRUNO LASKOWSKY
brazil

CRISTIANE MAMPRIN DE C. GUERRA
partner
LOBO & DE RIZZO brazil

LUIZ CLAUDIO MEHL
presidente
MEHL INCORPORADORA brazil

MARCIO MORAES
founder & president
RFM brazil

LEONARDO NUNES
director
SERVAPE brazil

SAMUEL OLIVEIRA
partner
VOGA brazil

ALAN PARDEE
managing partner
MERCURY CAPITAL usa

RODRIGO RIBEIRO
diretor
QUARTZ INCORPORADORA
brazil



Prabhu Raman



Silvio Chaimovitz



Calvin Champlin



Thomas Conway



Bruno Laskowsky



Cristiane Mamprin De C. Guerra



Luiz Claudio Mehl



Marcio Moraes



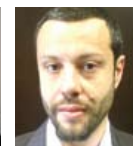
Leonardo Nunes



Samuel Oliveira



Alan Pardee



Rodrigo Ribeiro

RESIDENCIAL – QUAIS AS MELHORES REGIÕES PARA INCORPORAÇÃO?
RESIDENCIAL – WHERE ARE THE NEXT HOT SPOTS?

CINTYA DELFINO PATRICIO
 director
DELPHI ENGENHARIA brazil

ANDREA DRUCK
 director
HABITASUL brazil

MARCELO GOMES
 director
CIDADE PEDRA BRANCA brazil

WAGNER MELLO
 director
SPEL - EMPREENDIMENTOS brazil

LEOPOLDO SAN MARTIN
 general director
CASA PINAR
EMPREENDIMENTOS
IMOBILIARIOS brazil

ALESSANDRO VEDROSSI
 executive director
BROOKFIELD INCORPORACOES
 brazil



Andrea Druck



Marcelo Gomes



Wagner Mello



Leopoldo San Martin



Alessandro Vedrossi

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ROGERIO BASSO
 practice leader - latin america
ERNST & YOUNG usa

ABEL CASTRO JR.
 director,
 new development brazil
ACCOR HOSPITALITY brazil

MARCOS CATAN JUNIOR
 chief financial officer
CARVALHO HOSKEN S.A. brazil

CHRISTIAN CHARRE
 president
BRIDGEROCK CAPITAL usa

LUCAS IZOTON
 director
GRUPO IZOTON brazil

JOSE ERNESTO MARINO NETO
 presidente
BSH INTERNACIONAL brazil

FABIO MELLO
 managing partner
CAMPOS MELLO ADV. brazil

ALEJANDRO MORENO
 diretor rci brasil
RCI BRASIL brazil

JAVIER PIMIENTA
 managing director
TERRANUM HOTELS colombia

JOSE ROMEU FERRAZ NETO
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MARK YOSHIZAKI
 vice president
WATG usa



Rogerio Basso



Abel Castro Jr.



Marcos Catan Junior



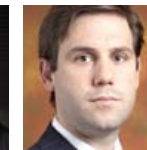
Christian Charre



Lucas Izoton



Jose Ernesto Marino Neto



Fabio Mello



Alejandro Moreno



Javier Pimienta



Jose Romeu Ferraz Neto



Mark Yoshizaki

PARTNERS



MAIORES INFORMAÇÕES / FURTHER INFORMATION

Gustavo Favaron, Director, Americas

gf@mygri.com UK tel +44 20 7121 5082 BR tel +55 11 39587567

www.mygri.com/brazil

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CB Richard Ellis was established in Brazil in 1979. We are proud to have created a major business-oriented platform in the country and Latin America. Our company operates all over the national territory through 12 specialized departments that are prepared to meet the needs of investors, incorporators and construction, as well as occupiers and owners in all phases of work.

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Líder em pesquisa de mercado e inteligência para o setor imobiliário. A Datastore atende incorporadoras, investidores, construtoras e loteadoras em todo o Brasil. Nossos estudos abrangem demanda, testes de produto, teste de preços/m² e soluções exclusivas para uma maior velocidade de vendas.

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Lobo & Rizzo Advogados is a law firm comprising professionals with large experience in assisting companies and their shareholders in both Brazilian-based and international transactions of high complexity level. The firm is based in São Paulo and has an office in Rio de Janeiro.

Cristiane Mamprin de Castro Guerra
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Pylos was founded in early 2001 and is currently active in 5 countries (Belgium, Luxemburg, France, Switzerland and Brazil). In the coming 5 years the Pylos Group will deliver 700 million euros in value to the different markets in which it is active whilst keeping its eye on new business opportunities and geographical expansion.

Vincent Boutens
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Vincent.boutens@pylos.com.br



The company was built on a foundation of 48 years experience in the affordable housing market in Brazil. Throughout this 5 decades, Quartzo's team has delivered over 33.000 residential units.

The company currently has residential developments in all 4 Southeast states of Brazil.

Rodrigo Ribeiro
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rribeiro@vivaquartzo.com.br

USA GRI 2012

NEW YORK MARCH

www.mygri.com/usa

Tel +44. 20 7121 5077

keziah.augsburger@mygri.com

**Early registration - Save US\$200 prior to 3 Oct
Group rate - 3 or more, save US\$200 each**

4 EASY WAYS TO REGISTER

1. Tear out and fax the form on the right.
2. Download another copy at www.mygri.com/GRI2011BRegistration_g.pdf
3. Call Diego Tavares on tel +44 20 7121 5085
4. Email Diego Tavares at diego.tavares@globalrealestate.org

VENUE

INTERCONTINENTAL, SAO PAULO
Alameda Santos, 1123
Sao Paulo, SP - 01419-001, Brasil
www.intercontinental.com/saopaulo

ACCOMMODATION

Book directly with the hotel by:
fax +55 11 3179 2619 or by email to karla.botaro@ihgbrasil.com
Please remember to quote "GRI" when booking.
Lodging costs are not included in the conference fees.

VISA INFORMATION

Please check prior to travel if a visa to Brazil is required. We are able to offer a formal letter for registered attendees in support of the visa application. For further details please contact Diego Tavares via email diego.tavares@globalrealestate.org or:
UK tel. + 44 208 492 2621 BR tel +55 11 39587567

BADGES

Delegates must wear badges at all times.
Admission will regrettably not be possible otherwise.

TERMS AND CONDITIONS

Registrations are per person and cannot be shared between colleagues.
Registrations can be transferred to colleagues any time prior to the event.
Cancellation and transfer to colleagues must be in writing.
90% refund will apply if cancellation is received before (3 October 2011).
We regret no refunds are possible for cancellations received thereafter.

ONSITE CASH REGISTRATIONS

Fee for onsite payment (credit card or cash only) US\$175.

(1) CHECK

Check and methods of payment other than credit cards incur an additional US\$75 charge. Pay "GRI". Mail check and registration form to:
GRI, Walkden House, 10 Melton Street, London NW1 2EB • UK

(2) GROUP RATE

Group rate is per person.
Applies to groups of 3 or more participants.
Need not be from the same company.
Please note that registration fee reductions are not cumulative.

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MIPIM featuring MIPIM Horizons
6-9 March 2012
Palais des Festivals, Cannes, France

WWW.MIPIM.COM

*All material throughout
this brochure is subject
to change without notice.
Ongoing updates at
www.mygri.com/brazil*

**Inscrição até 3 Outubro - desconto de US\$200
Inscrição para grupos, economize US\$200 cada**

COMO SE REGISTRAR

1. Destaque o formulário ao lado e envie via fax ou email
2. Faça o download do formulário no www.mygri.com/GRI2011BRegistration_g.pdf
3. Ligue para Diego Tavares: +55 11 39587567
4. Envie email para diego.tavares@globalrealestate.org

LOCAL

HOTEL INTERCONTINENTAL, SAO PAULO
Alameda Santos, 1123
Sao Paulo, SP - 01419-001, Brasil
www.intercontinental.com/saopaulo

ACOMODACÃO

Reserve sua hospedagem diretamente com o hotel:
Fax +55 11 3179 2619 ou pelo email karla.botaro@ihgbrasil.com
Nao esqueça de referir-se à "GRI" na hora da reserva (preço especial negociado para o evento) Acomodação não inclusa na taxa de inscrição

INFORMAÇÕES PARA VISTO

Verifique com antecedência sobre a necessidade de visto para entrada no Brasil. Podemos lhe enviar uma carta formalizando sua participação no evento caso a mesma seja necessária para a obtenção do visto. Para maiores detalhes favor contactar Diego Tavares via email diego.tavares@globalrealestate.org ou: UK tel. + 44 208 492 2621 BR tel +55 11 39587567

BADGES/CRACHÁ

Todos os participantes deverão usar o crachá fornecido pela organização.
A participação não será permitida sem o uso do referido crachá.

TERMS E CONDIÇÕES

Inscrição individual e não pode ser compartilhada.
Cobrança será efetuada após recebermos o formulário. O valor da inscrição deve ser pago na totalidade antes da conferência. Caso contrário a admissão não será permitida.
Confirmação será enviada no ato do recebimento do pagamento.
Caso não tenha recebido a confirmação em até 14 dias após o envio de sua inscrição, favor nos contactar para confirmar sua reserva.
Cancelamento e transferência para colegas precisam ser feitos por escrito. Transferência integral a um colega é permitida a qualquer momento. 90% de reembolso será aplicado caso o cancelamento seja informado até 3 de outubro 2011. Lamentamos informar que o reembolso não será possível para cancelamentos recebidos após essa data.

PAGAMENTO DIRETO NO DIA DO EVENTO

Taxa para pagamento direto no dia do evento (dinheiro ou cartão de crédito apenas) US \$175.

(1) CHEQUE

Uma taxa adicional de US\$75 se aplica no caso de pagamento via cheque e outros métodos que não sejam cartão de crédito. Pagar "GRI". Endereço para envio do cheque e formulário de registro: **GRI, Walkden House, 10 Melton Street, London NW1 2EB • UK**

(2) TARIFA PARA GRUPOS

Tarifa para grupos refere-se a participação individual.
Aplica-se para grupos de 3 ou mais participantes (necessariamente da mesma empresa).
Note que o valor reduzido das inscrições não é acumulativo.

www.mygri.com/brazil

INQUIRIES AND FURTHER INFORMATION MAIORES INFORMAÇÕES:

Gustavo Favaron

Director, Brazil GRI
UK Tel: +44 20 7121 5082
Brazil Tel: +55 11 39587567
gustavo.favaron@globalrealestate.org

Main Office:

511 Ave of the Americas -
Suite 4100,
New York, N.Y 10011 USA

European Services:

Walkden House,
10 Melton Street
London NW1 2EB • UK

WWW.GLOBALREALESTATE.ORG

Diego Tavares

Event Manager
UK Tel: 7121 5085
Brazil Tel: +55 11 39587567
diego.tavares@globalrealestate.org

INSCRIÇÃO REGISTRATION FORM BRAZIL GRI 2011

FAX TO: +44.20 7388 8740 or email to: registrations@globalrealestate.org

FIRST NAME	INITIALS	LAST SOBRENOME
MR/MRS/DR SR(A)/DR(A)	(III/JR/...)	NICKNAME
POSITION/JOB TITLE CARGO		
DIRECT TEL TEL. DIRETO		
EMAIL		
COMPANY EMPRESA		
ASSISTANT SECRETÁRIA	ASSISTANT TEL TEL. SECRETÁRIA	
ASSISTANT EMAIL		
ADDRESS ENDEREÇO		
CITY CIDADE	STATE/PROVINCE/COUNTY ESTADO	
POSTCODE CEP	COUNTRY PAÍS	
DIVISION'S WEB ADDRESS (EX: WWW.COMPANY.EXT/DIVISION...) ENDEREÇO ELETRÔNICO		

Brazil GRI 2011 Sao Paulo, 8-9 November	Single Participação individual	Group rate (per person) Valor para grupos (por pessoa)	Discussion Chair Discussion co-chair/ debatedores
	Until 3 Oct Até 3 Out	<input type="checkbox"/> US\$ 2,275	<input type="checkbox"/> US\$ 2,075
After 3 Oct Após 3 Out	<input type="checkbox"/> US\$ 2,475	<input type="checkbox"/> US\$ 2,275	<input type="checkbox"/> US\$ 2,075
Fee for payment methods other than credit card: Taxa para pagamento para outros métodos diferente de cartão de crédito:			<input type="checkbox"/> US\$ 75
Fee for onsite payment (credit card or cash only): Taxa para pagamento no dia do evento (dinheiro ou cartão de crédito apenas):			<input type="checkbox"/> US\$ 175

ref: **1wb**

PAYMENT DETAILS DETALHES PARA PAGAMENTO A receipt will be returned Um recibo será enviado.

PLEASE TICK FAVOR ASSINALAR VISA MASTERCARD AMEX CHECK (+US\$ 75)⁽¹⁾

CARD NUMBER NUMERO DO CARTÃO

NAME ON CARD NOME NO CARTÃO

EXPIRY VÁLIDO ATÉ *CSC/CVV CODIGO DE SEGURANÇA
(MANDATORY/INFORMAÇÃO MANDATORIA)

SIGNATURE ASSINATURA

CREDIT CARD BILLING ADDRESS, if different from above (important, please provide)
 ENDEREÇO DO CARTÃO, caso diferente do já informado (importante, favor informar)

STREET ADDRESS ENDEREÇO

CITY CIDADE | STATE/COUNTY/PROVINCE ESTADO | POSTCODE CEP

*THE CSC IS THE FINAL THREE DIGIT NUMBER PRINTED ON THE REVERSE OF YOUR CARD ALONG THE SIGNATURE STRIP. FOR AMERICAN EXPRESS CARDS, PLEASE PROVIDE THE FOUR DIGIT CVV LOCATED ABOVE THE CARD NUMBER.
 *CSC SÃO OS 3 ÚLTIMOS DÍGITOS IMPRESSOS NO VERSO DO CARTÃO PRÓXIMO A LINHA DESIGNADA À SUA ASSINATURA. PARA CARTÕES DA AMERICAN EXPRESS, FAVOR INFORMAR OS 4 DÍGITOS LOCALIZADOS SOBRE O NÚMERO DO CARTÃO.

- | | |
|---|---|
| <input type="checkbox"/> INVESTOR | <input type="checkbox"/> LAWYER |
| <input type="checkbox"/> PENSION (Investor) | <input type="checkbox"/> A&E (Architect/Engineer) |
| <input type="checkbox"/> PROPERTY COMPANY (Developer) | <input type="checkbox"/> TITLE (COMPANY) |
| <input type="checkbox"/> INFRASTRUCTURE COMPANY | <input type="checkbox"/> GOVERNMENT (Officials) |
| <input type="checkbox"/> LENDER | <input type="checkbox"/> ECONOMIC DEVELOPMENT |
| <input type="checkbox"/> HOTEL (Company) | <input type="checkbox"/> ACADEMIC (Think Tank) |
| <input type="checkbox"/> INVESTMENT BANK | <input type="checkbox"/> MEDIA |
| <input type="checkbox"/> CORPORATE (User) | <input type="checkbox"/> TRADE (Group/Exhibit/
Conference Organiser) |
| <input type="checkbox"/> AGENT (Surveyor) | <input type="checkbox"/> OTHER _____ |
| <input type="checkbox"/> ADVISOR (Accountant/Tax) | |

THE GRI A GLOBAL CLUB

The GRI is a global club of senior real estate investors, developers and lenders that runs its activities through a collection of annual meetings focussed on different regions of the world.

At GRI meetings there are no speakers or panellists, just informal discussions in small groups, where everyone participates equally.

If building close relationships with the driving elite of the real estate industry at the most senior levels can be useful, we welcome you to join us.

www.globalrealestate.org
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Fax: +44 20 7388 8740

REAL ESTATE INVESTMENT
ACROSS THE WORLD

2011/2012

EVENTS



GRI EUROPE SUMMIT 2011
Paris, 7-8 September



RUSSIA GRI 2011
Moscow, 20 September



INDIA GRI 2011
Mumbai, 5-6 October



BRAZIL GRI 2011
Sao Paulo, 8-9 November



NEW EUROPE GRI 2011
Warsaw, 1 December



TURKEY GRI 2012
Istanbul, 10-11 January



THE GRI EUROPE CHAIRMEN'S RETREAT 2012
St Moritz, 19-22 January



USA GRI 2012
New York, March



DEUTSCHE GRI 2012
Frankfurt, May



BRITISH GRI 2012
London, May



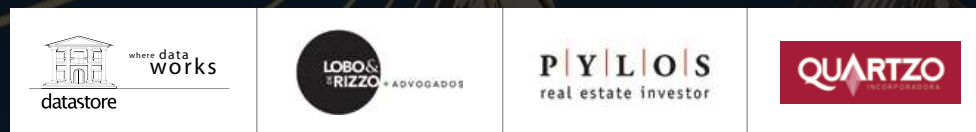
CHINA GRI 2012
Shanghai, June



ASIA GRI 2012
Hong Kong, December

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