

Commercial Real Estate and Lending in Latin America



Brazil | Mexico | Peru

When: Thursday August 26th 1pm EST

Price: 89.00USD

Duration: 90 minutes

Register Here: http://www.regonline.com/l_887913



Topics to be discussed

- Short & Medium term outlook for permanent & bridge lenders?
- What are the two or three principal problems facing commercial real estate in each market?
- Which property types have been most affected by the global recession?
- Office & industrial cap rates: heading up, steady or down?
- How have pension investors' underwriting standards evolved through the recession?
- What is your prognosis for foreign exchange and interest rates? Will markets have to contend with materials price inflation if the USD continues to debase against the Asian basket?
- Has the Latin American consumer become the engine of growth for housing and retail?
- Looking forward ten years, who will be some of the leading developers & lenders in each of your respective markets?
- Will Latin American pension funds replace foreign investors?
- Is the consumer strong enough to sustain retail growth?
- Will Asian investors take over where US & European investors left off?

Our Host



James Anderson is Principal of Tierra Capital Partners, LLC. Over the last 17 years, Jamie worked at AIG Global Investment, Arthur Andersen and Fenix Capital, a Deutsche Bank/JE Robert joint-venture based in Mexico City.

Tierra's recent work includes real estate advisory work for CalPERS in both Brazil and Mexico. In addition, Tierra manages a proprietary investment fund with significant exposure to the Latin America region. He has an MA in International Affairs from Ohio University and a BA from Denison University.

Expert Panel



Brazil

Maximo Pinheiro Lima Netto | Managing Director | Prosperitas

At Prosperitas, Mr. Lima also serves as head of acquisitions. In 2000, Mr. Lima was invited by RB to join their real estate finance group where he was responsible for structuring and placing the first 100% leveraged peso denominated commercial mortgage-backed securities in Mexico in early 2000. In 1998, During his time at Wasserstein, Mr. Lima worked on deals totaling over \$1 billion in M&A, corporate Eurobond issuances, and government bond issuances. He also led the bondholders committee on the restructuring of distressed debt issued by a subsidiary of Banco Pontual. He started his career in 1996 at Strome Susskind, a hedge fund with over \$1.5 billion of assets under management at the time that he joined as an emerging markets equity analyst.



Brazil

Flavio Mantesso | Portfolio Management Director | Eccelera

Mr. Mantesso has more than a decade of solid knowledge and experience in the Real Estate Industry, both in national and multinational companies. Since the year 2006, he is the Portfolio Management Director of Eccelera, an investment fund manager focused in the office real estate sector in Brazil and partner of one of Europe's major investment houses. He is responsible for the real estate portfolio management, including market analysis, investment strategy, portfolio selection, acquisitions, development, project and asset management. He has also created a proprietary forecast model which utilizes statistical regressions, monte-carlo simulations and other tools to better predict real estate market movements and investment returns.



Mexico

Michael K. Krause | Investment Director | Hines

Mr. Krause joined Hines in 2007 as In-Country Fund Manager for the Hines Calpers Mexico Funds. He has over 25 years of experience in the international financial and banking industry in Germany, USA and Mexico. Before joining Hines, Mr. Krause simultaneously to his assignments in the financial and banking industry, managed successfully a turn around of a US\$ 50 million real estate investment in Mexico. Mr. Krause has a BA in Business Administration for the Banking Industry from the BankAdemie in Essen, Germany.



Mexico

Lawrence McDanie | Chief Investment Officer | Axia Capital

Axia is a boutique investment and advisory firm headquartered in Mexico City specializing in Mexican affordable housing, leasing, and alternative consumer credit. Axia Capital is a principal investor in the Mexican private debt market, with emphasis on mortgages, leases and alternative consumer credit. We have on-the-ground local expertise for due diligence and structuring; enabling us to provide rapid transaction execution. Throughout calendar 2010 Axia Capital will focus on strengthening its mortgage whole loan servicing capabilities. We are interested in acquiring Mexican mortgage servicing companies, and we have an active interest in fee-based mortgage servicing opportunities both in Mexico as well as the continental United States and Puerto Rico.



Peru

Eric Rey De Castro | Managing Director | Colliers

Mr. Rey De Castro is an expert in the industry, and has strategic planning, deal making and site selection skills but his core capabilities are in the RE "value creation" side.

He is a top executive with 20 years of professional experience and over 15 years as CEO. He is the joint venture partner and Managing Director for Colliers International Peru, handling a team of more than 40 employees and being responsible for the complete range of commercial services, including planning, business development and operating profit and loss. Eric is also executive president of FIBRA (Fondo de Inversion en Bienes Raices Larrain Vial-Colliers), a local REIT with over US. 100M in assets, president of the Peru Green Building Council and member of several RE companies boards.