PORTUGAL REAL ESTATE SUMMIT

PROGRAM GUIDE

Organized by:

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SEPTEMBER 19-20
LISBON 2017

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IBERIAN.PROPERTY

Welcome to Portugal!

IBERIAN.PROPERTY is pleased to welcome the national and international real estate investment community!

We have taken great care in preparing an event that we hope will feature on the calendar of all of those investing in Portugal and Spain. This will be a time to share information on markets to help support the best investment decisions.

In the fantastic Estoril setting, we offer a 2-day program to provide all of the insights into the market and give you the opportunity to meet all of the players and decision makers.

As an independent magazine, IBERIAN.PROPERTY is excited to bring together all industry partners with a great “Welcome”!

António Gil Machado
Director IBERIAN.PROPERTY
FRICS

Program at a glance

Tuesday, 19 September

1pm - 2:30pm	Reception & Welcome
2:30pm - 3pm	Conference Opening
3pm - 4:30pm	The Portuguese Economy - A lot of good news (and some not so…)
4:30pm - 5pm	Networking Coffee Break
5pm - 6:30pm	Investors Round Table - Lisbon in the Iberian context. Strengths & opportunities
7:45pm	Welcome Dinner with Portugal Great Wines

Wednesday, 20 September

9am - 10am	Investors Round Table - Lending is back!
10am - 10:45am	Parallel Discussions I – Where & how to invest • Investment vehicles in Portugal • Fiscal optimization for real estate investment in Portugal • Banking REO & NPL… Portfolio & single asset acquisition
10:45am - 11:15am	Networking Coffee Break
11:15am - 12am	Parallel Discussions II – Where & how to invest • Office & Industrial – The recovery winners! • Tourism - Meet the big winner! • Retail - More than shopping centers! • Urban Renewal – Unlocking the real estate value
12am - 1:30pm	Investors Round Table - REIT's in Iberia. Lessons learned in Spain. Opportunities for Portugal?
1:30pm	Closing Lunch

Program

Tuesday, 19 September

1pm - 2:30pm
Reception & Welcome

2:30pm - 3pm
Conference Opening

António Gil Machado, Director, Iberian Property

3pm - 4:30pm
The Portuguese Economy - A lot of good news (and some not so…)

Keynote Speaker & Conference Chairman
Professor João Duque, Economist

Round Table

Axel Bugge, Chief Correspondent, Thomson Reuters

Bernardo Trindade, Chairman, Portugal In

4:30pm - 5pm
Networking Coffee Break by

BARCELONA MEETING POINT

expo real

5pm - 6:30pm
Investors Round Table
Lisbon in the Iberian context. Strengths & opportunities

Hugo Moreira, Managing Director, Värde

Daniel Gálvez, Head of Real Estate Iberia, Deutsche AM

Antonio Roncero, Head of Transactions Iberia, CBRE GI

Javier Román, Portugal Business Manager, Altamira AM

7:45pm
Welcome Dinner with Portugal Great Wines

Keynote Speaker
Álvaro Novo, Secretary of State of the Treasury, Portugal Government

Program

Wednesday, 20 September

9am - 10am
Investors Round Table - Lending is back!

Vasco Bouça, Executive Director, Nomura

Julián Bravo, Head of Real Estate Finance Spain & Portugal, ING WB

Rui Corrêa Henriques, Vice President, Santander Global Banking

10am - 10:45am
Parallel Discussions I - Where & how to invest

Investment vehicles in Portugal
Bridge room

Introduced by Filipa Arantes Pedroso, Head of Real Estate, MLTGS Lawyers
Co-chairs:
• Pedro Coelho, Chairman, Square AM
• Juan José Cercadillo, CEO, Hi Real Estate & Hercesa

Fiscal optimization for real estate investment in Portugal
Tropical room

Introduced by Miguel Teixeira de Abreu, Partner, Abreu Lawyers
Co-chair:
• Frederico Arruda, Director, Refundos

Banking REO & NPL… Portfolio & single asset acquisition
Park suite A

Introduced by Jorge Marrão, Partner RE, Deloitte
Co-chairs:
• Nuno Silva, CEO, Finsolutia
• Carla André, Managing Director, CR Management

10:45am - 11:15am
Networking Coffee Break by sima madridinternational realestateexhibition mipim

11:15am - 12am
Parallel Discussions II - Where & how to invest

Office & Industrial - The recovery winners!
Bridge room

Introduced by Paula Sequeira, Head of Investment - Capital Markets, Aguirre Newman
Co-chairs:
• Paulo Silva, Managing Director, Aguirre Newman
• Rodrigo Canas, Consultant, Aguirre Newman

Tourism - Meet the big winner!
Tropical room

Introduced by Gonçalo García, Head of Hospitality, CW
Co-chairs:
• Pedro Seabra, Partner Real Estate, Explorer
• Juan Pedro Antequera, Head of RE, Vilamoura

Retail - More than shopping centers!
Park Suite A

Introduced by Patrícia Araújo, Head of Retail, JLL
Co-chairs:
• Rafael Pelote, Head of Market Intelligence, Sonae Sierra
• Claudia Almeida e Silva, CEO, Fnac

Urban Renewal - Unlocking the real estate value
Park Suite B

Introduced by Francisco Sottomayor, Head of Development, CBRE
Co-chairs:
• Nuno Ravara, Managing Director, Finsolutia
• João Pinto Coelho, Board Member, Pestana Hotel Group

Program

Wednesday, 20 September

12am - 1:30pm
Investors Round Table - REIT's in Iberia. Lessons learned in Spain. Opportunities for Portugal?

Tim Kesseler, Analyst Investor Outreach, EPRA

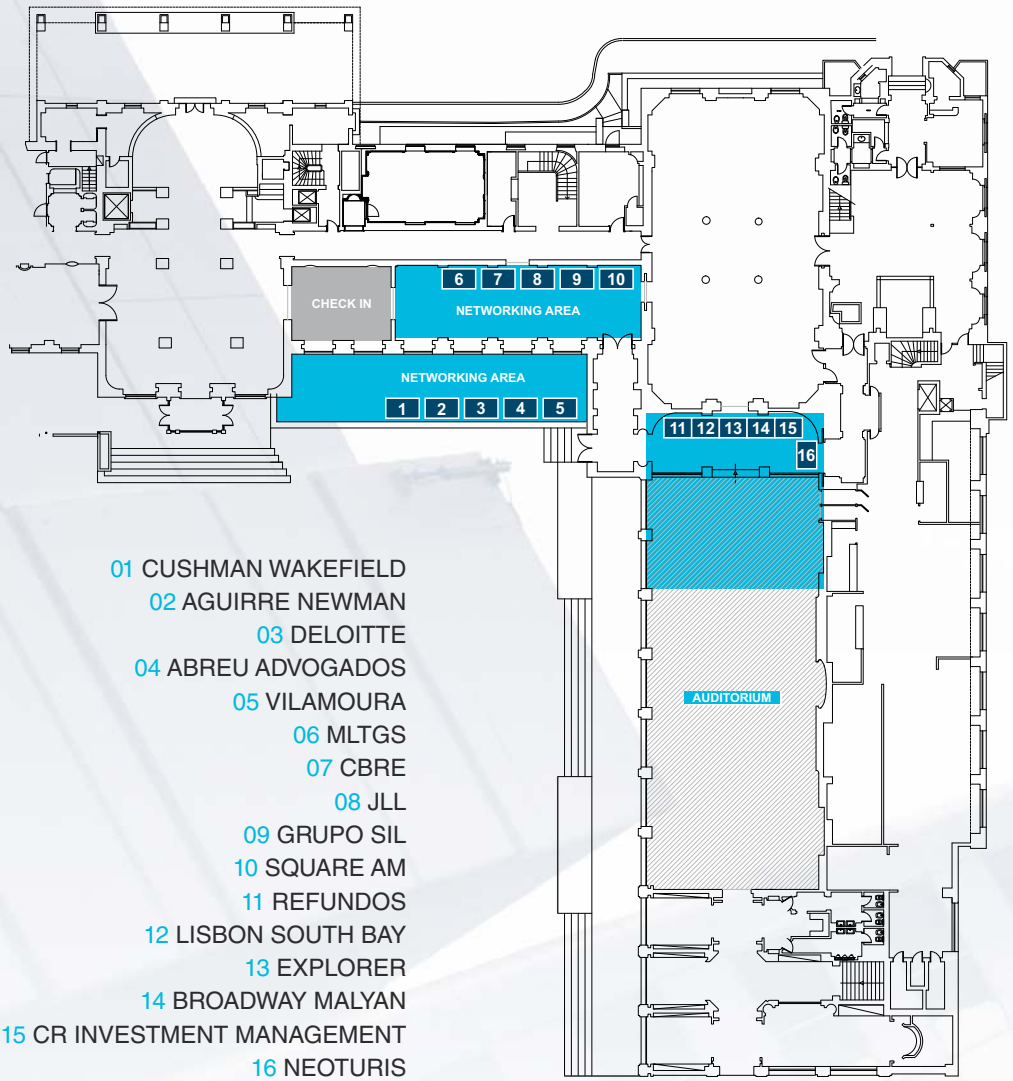
Isabel Ucha, Board Member, Euronext Lisbon

David Brush, Chief Investment Officer, Merlin Properties

Manuel Puerta da Costa, Board Member, APFIPP

1:30pm
Closing Lunch sponsored by GRUPO SIL

Exhibition Floor Plan



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ABREU ADVOGADOS

Abreu Advogados is among the three largest law firms in Portugal, having grown from 6 to more than 200 lawyers in 24 years, reaching a total of more than 300 professionals.

Abreu Advogados is a full-service law firm with offices in Lisbon, Porto and Funchal, focused on 10 main practice areas:

- Banking and Finance Law
- Competition, Regulatory and EU Law
- Corporate and Commercial Law
- Employment Law
- Intellectual Property and IT Law
- Litigation
- Public Law and Environmental Law
- Real Estate Law
- Sports Law
- Tax Law

It was the first law firm to adopt a professional management structure committed to creating a client-oriented culture that offers: highly responsive teams, business-oriented advice and cost-effective structures.

The firm understands that both talent and team work are key to delivering innovative legal services. Aimed at leveraging communication, cooperation and ultimately at fostering innovation across all areas of our firm, we recently moved to new headquarters. With an open space design and several informal areas, our team work closer in a creative spirit.

In order to provide top legal support to our clients, wherever they may be, *Abreu International Legal Solutions* created 7 desks formed by lawyers highly experienced in international law who work closely with renowned local partners in emerging economies, such as Angola, Brazil, Cape-Verde, China, France, Mozambique and Timor-Leste. This allows us to provide a smoother experience in jurisdictions where legal risks would usually be higher.

Abreu Advogados also partnered with several international associations and law firms abroad in order to provide a wider coverage to Portuguese companies investing abroad.

As an active member of the Community, we are driven by sustainability and we believe our activities must be led by transparency and the highest ethical and quality standards: respecting people, caring for the environment and nurturing future generations.

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Real Estate Law Practice Area

Experience and knowledge in all areas of Real Estate Law, delivering legal services: property purchase and sales, real estate project licensing (commercial and industrial), real estate investment funds and financing, commercial lease and property management, planning, town planning and environment, retail and urban rehabilitation.

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Aguirre Newman is a real estate company that offers global, individual and integrated solutions in the most important areas of the B2B sector: Investment, Architecture, Agency (Offices, Retail, and Industry), Property Management, Consultancy, Valuations, Research, Hospitality and Asset Management. Our team includes 460 professionals in Madrid, Barcelona, Malaga, Lisbon, Oporto, London, Berlin, Mexico and Bogotá. Aguirre Newman's prime goal is to offer solutions and a dedicated follow-up to our more than 3.000 clients. With 29 years of experience working with national and international renowned companies, Aguirre Newman offers the best services and the most sophisticated market operations. The company also has a strategic alliance with GVA Worldwide. Chosen as the Best advisory and consultancy firm in Spain between 2012 and 2016 by Euromoney Magazine. Among 2012 and 2016 was repeatedly recognized as the 1st place in the Excellence at Work Award - Sector Hospitality, Real Estate, Tourism, Leisure and Restaurants. In 2013 and 2015 was on the top 10 of best small companies to work in Portugal by Heidrick & Struggles, Economic Daily and ISCTE Business School. In 2014 and 2016 was elected the Best Real Estate Consultancy by Jornal Construir in a clear demonstration of is permanent pursuit of excellence in real estate services.

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CBRE

CBRE Group, Inc. (NYSE:CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (based on 2016 revenue). The Company has more than 75,000 employees (excluding affiliates), and serves real estate investors and occupiers through more than 450 offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services.

CBRE operates in Portugal since 1988. In 2016 it was considered the Best Real Estate Advisory Firm, Best Valuation Firm, Best Agency/Letting Firm and Best Property Research in Portugal by Euromoney Real Estate Awards.

Visit our website at *www.cbre.pt*.

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Ana Gentil Martins
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We provide unparalleled insight and expertise for better real estate investment performance.

CBRE turns scale into strength, square feet into strong returns, and property into prosperity.

How can we help you transform your real estate into real advantage?

www.cbre.com/BuildOnAdvantage

CBRE *Build on Advantage*

CUSHMAN & WAKEFIELD

Established in Portugal since 1991, Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop and live. For the last 26 years the property firm was responsible for some of the major real estate transactions in Portugal, including the sale and acquisition of various emblematic buildings; office leasing for local and international companies; placement of several renowned retailers in different locations; portfolios' valuations; and office buildings and shopping centres management.

The firm's 45,000 employees in more than 70 countries help occupiers and investors optimize the value of their real estate by combining a global perspective and deep local knowledge with an impressive platform of real estate solutions. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of $6 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory. 2017 marks the 100-year anniversary of the Cushman & Wakefield brand. 100 years of taking our clients' ideas and putting them into action.

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CUSHMAN & WAKEFIELD

CREATING REAL ESTATE VALUE SINCE 1991

Established in Portugal since 1991, Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop and live.

Our strategy and strength is to create value, by assisting leading local and international companies with all their property needs - from lettings and sales to structured finance, from valuations to project management and consultancy services.

Let us help you aligning your property needs with your business plan.

cushmanwakefield.pt

Deloitte.

Leading in Real Estate

Deloitte's Real Estate group is recognized for bringing together integrated teams in the market that can deliver the full skill-sets and experience required for simple or large and complex projects. The multidisciplinary teams work together to provide customized solutions for clients across the full spectrum of the real estate community.

We have the most experienced Real Estate advisory team in the market, having led multiple portfolio leveraging and wind down planning projects and transactions across all asset classes. The team has deep experience advising buyers and sellers of these assets and leading expertise on the Portuguese market trends and dynamics.

A global partner

Deloitte is a global firm that provides audit & assurance, consulting, financial advisory, risk advisory and tax services. Deloitte serves four out of five Fortune 500 companies through a globally connected network of member firms with approximately 245,000 people in more than 150 countries bringing world-class capabilities, insights, and high-quality service to address clients' most complex business challenges.

With over 150 years of hard work and commitment to making a real difference, Deloitte has a far-reaching network and multidisciplinary model, with deep institutional knowledge that allows member firm professionals to deliver exceptional services to public and private clients across a range of industry sectors.

Deloitte is a combination of values, competences and ambitions of its most important and valuable asset: its people. The reputation and standards of excellence achieved are the evidence of our constant search for the best talent. We are a global brand with a globally shared vision: to be considered a standard of excellence. The sharing of values and beliefs is what defines and ensures Deloitte´s international alignment. The keys to our genetic value map are integrity, commitment to each other, outstanding value to markets and clients and strength from cultural diversity.

At Deloitte Portugal, we count on 2.000 professionals who share the values and motivation common across the entire Deloitte universe: always to do more and better for our clients.

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Looking at Real Estate through new perspectives

Deloitte's Real Estate group redefines the concept of a multi service real estate business, offering a breadth of capability, insight and an innovative approach.

Our team combines traditional Real Estate services with financial and business advisory expertise to deliver integrated solutions that impact the sector.

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JLL Portugal is currently experiencing one of its best times ever, excelling in its unique ability to offer a 360° service in the Portuguese real estate sector. Today, JLL Portugal operates eleven lines of business backed by a team of 240 professionals: agency services, corporate solutions, investment, hotels & hospitality, residential, urban development, strategic consultancy and research, valuations, property management, project management and also interior design and construction with JLL's company, Tétris.

This year, JLL Portugal marks two decades of business in our country and this anniversary is earmarked by the creation of the song *"Hey You, 20 years of JLL in Portugal"* that we invite you to sing along with us.

HEY YOU
20 YEARS OF JLL IN PORTUGAL

Hey you, we're JLL
Vinte anos em Portugal
Uma empresa há dois séculos a navegar
Pelo mundo inteiro, a conquistar

Hey you, let's celebrate
Feel the music and tell your story
You're welcome to share ambitions with us
'Cos your success is our goal and glory

It's all about real estate, hey you, it's great
Don't carry your work on your shoulders
We know the market inside out, and there's no doubt
Our country is booming, come on over!!

Nah nah nah nah nah nah nah nah nah… JLL

Hey you, we're family
You´re in good hands, we make things happen
Remember we´ve been around for a while
We´ll walk the mile and work with passion

And if you're looking to excel - at JLL
We cover the market, every corner
Teamwork is in the air we breathe and we believe
Together we´ll keep on growing stronger

Nah nah nah nah nah nah nah nah nah nah JLL

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Morais Leitão
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MLGTS is a leading full-service law firm in Portugal, with a solid background of more than 80 years of experience.

Internationally recognized, its reputation stems from the excellence and high level of the services provided to clients, solid ethical values and a distinctive approach with cutting edge solutions. MLGTS has been involved in the most important operations in Portugal, as well as in high value cross-border transactions and disputes.

With a team consisting of more than 200 lawyers, MLGTS has its head office in Lisbon and offices in Porto and Funchal (Madeira Island).

To address the needs of its clients throughout the world, particularly in Portuguese – speaking countries, MLGTS established solid associations and alliances with leading law firms in Angola, Macau (China) and Mozambique, creating MLGTS Legal Circle. In 2001 MLGTS was admitted as the Portuguese member of Lex Mundi, the world's leading association of independent law firms, present in 100+ countries worldwide.

MLGTS real estate team is highly experienced in the real estate market, assisting national and foreign clients in corporate and real estate matters. Relevant areas include real estate investment operations (share deals and asset deals), mergers and acquisitions and respective corporate and real estate due diligence, tourism investment transactions, use and management of properties, real estate financing (structured financing agreements including different types of guarantees), construction and planning.

We must highlight our experience in structuring real estate operations in the case of share deals, with various types of vehicles (commercial companies, real estate investment funds and real estate companies). Our real estate team provides legal advice to clients in the acquisition of the properties, licensing, development, leasing and marketing, if applicable.

The firm's real estate team has provided advice to various national and international clients concerning, inter alia, office buildings, residential building, shopping centres, retail parks, hotels, logistic parks, car parks, student residences and touristic resorts.

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Nuno Galvão Teles
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vilamoura

Vilamoura World is a Master Developer, leading and promoting investment into the Algarve as the first choice destination for tourist and residential property assets. The Vilamoura World Master Plan enables the development of a further 5,000+ units split across residential, tourist and commercial uses.

Find out more at: www.vilamouraworld.com

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vilamoura

A NEW DNA, NEW PROJECTS

Vilamoura World, the experienced Master Developer of the renowned Algarve destination, has been developing a new DNA. In the coming twelve months and that started with Gardens in the summer of 2017, three new projects are being developed. Products will be developed to receive a mix of residential, leisure, tourism and retail uses.

(+351) 289 310 900 | www.vilamouraworld.com

GRUPO SIL

Especialistas em Imobiliário

With more than a half century of real state experience, Grupo SIL is the only company in the market sector offering an integrated combination of complementary services. Is the only group in Portugal that offers a wide set of real estate services ranging from the pure real estate development, to the leasing of its prime commercial real estate portfolio, and including services such as agency, consulting and the management of one of the oldest and profitable property investment funds in Portugal. Professionalism and knowledge of the market is a great asset the group possesses and allows it to satisfy the demanding needs of the its clients and stakeholders.

Grupo SIL is a consortium of several independent companies, complementary to each other and often working in collaboration: Silcoge (Developer); Silfiducia (Agency); Silvip (Real estate investment fund management);

Grupo SIL is a multidisciplinary group of companies. We can analyze your needs and find the best solutions, whatever the requirements for your home or your business may be. We offer a complete service from the concept stage onwards and our developments are exceptionally well planned.

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nature & living

Located in a nature reserve 19 km from the center of Lisbon, Herdade Monteverde is a private condominium with a residencial area, green spaces, leisure amenities, golf, hotel and retail. A place of pure tranquility.

With a 24/7 security system, the condominium is comprised of detached houses, cluster houses and apartment blocks. This is Herdade Monteverde, your private paradise.

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BroadwayMalyan[BM]

Broadway Malyan is a global architecture, urbanism and design practice with a network of studios stretching from Manchester to Shanghai. With a passion for creating exciting and sustainable places and spaces, Broadway Malyan has been designing and delivering world-class projects for more than 60 years.

The Lisbon studio first opened its doors in 1996 as part of the practice's rapid international expansion and since then has become an integral part of its EMEA operation with its expertise in a range of sectors including retail, hospitality, workplace and masterplanning.

Located in the heart of the Portuguese capital, the studio has continued to expand a local team of design specialists as part of an integrated global network of studios that allows it to deliver a complete service to its clients.

Over the past 20 years, the Lisbon studio has designed and delivered a diverse portfolio of projects for a range of blue chip clients and is currently working on an assortment of high quality developments in Portugal and beyond.

The Lisbon studio's first major commission came in 1998 when it won a competition to design the new headquarters for Sony at Parque das Nações, an award-winning project that raised the practice's profile in Portugal and led to a range of new opportunities.

Since then Broadway Malyan has been responsible for a range of high profile and celebrated projects including the transformation of the interior of Lisbon's iconic Rossio central station as well as a five year programme completely reimagining Aeroportos de Portugal, Lisbon's international airport.

Recent completed projects include the refurbishment of the Tivoli Carvoeiro, bringing it up to five star status, along one of the most beautiful stretches of the Algarve coastline, the rebranding of the first Avani hotel operating in Portugal in the centre of Lisbon and the remodelling of the Tivoli Avenida da Liberdade hotel, also in Lisbon.

Most recently the practice has been commissioned to design and deliver a striking €100m *'World of Wine'* attraction in Vila Nova de Gaia, the historic heart of the Portuguese wine industry.

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SQUARE
ASSET MANAGEMENT
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Square Asset Management is the largest open-ended fund asset manager in Portugal, with circa €900M AuM, for private and institutional investors. With a consistent growth and an efficient strategy, that constantly outperforms market indicators, Square AM specializes in three areas of real estate asset management:

INCOME FUNDS

Risk/return management of core assets, especially in the office, retail and distribution sectors;

RESTRUCTURING FUNDS

Long-term management of non-core assets, with the aim of increasing value;

CONSULTING

Strategic consulting of institutional portfolios and urban development policies.

SQUARE AM income portfolio is a 7 times winner of the prestigious Morgan Stanley/IPD award for the Highest Performance Iberian/National Balanced Portfolio, and 2 times winner as the Best Open-Ended Investment Fund by the Portuguese Association of Investment, Pension and Asset Funds (APFIPP) in partnership with Jornal de Negócios.

The key for our success is based on an extensive knowledge of the real estate market, combined with vast national and international experience in the financial sector of our management team that works together since the early 90s.

Square AM is focused on creating innovative solutions for managing assets, aiming to strike a balance between minimizing risk and maximizing returns.

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BOARD MEMBERS

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Executive Chairman

Pedro Coelho
Executive Director

Luísa Bordado
Executive Director

Luís Fernão Souto
Executive Director

Patrícia Vasconcellos
Executive Director

EXPLORER
INVESTMENTS

Founded in 2003, Explorer is the independent management company of alternative assets with the greatest experience and track record in Portugal. Explorer manages and advises funds with a total value in the region of 1,400M€, divided into three Business Areas: Private Equity, Growth Capital and Tourism and Real Estate. Explorer's team is made up of more than 30 people, with complementary experience in investment banking, consulting, legal advice and industry. The investment track record of its team, its deep knowledge of Portuguese business fabric, its experience in contracting with public entities and its long-term relationships with banks, financial intermediaries and lawyers, give Explorer a unique competitive advantage in the management of alternative assets in Portugal. Explorer has a relevant presence in the Portuguese real estate market since 2012, as investment adviser of the Discovery Property Fund, and the recently created Explorer Real Estate I.

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Lisbon
South Bay

LISBON SOUTH BAY is located on the south bank of Tagus River in front of the Portuguese capital. A great relationship with Lisbon and a partnership with the cities of Almada, Barreiro and Seixal who joined the public company Baía do Tejo allowed to make real this project and to create what we call The Atlantic Way of Business.

AN ATLANTIC VISION - Our vision is to transform the Lisbon region into a great metropolis of European dimension, with two banks, around the River Tagus, open to the Atlantic. Our goal is to boost economic activity, develop industry and business parks and create new urban areas, in a location with a unique landscape.

The requalification of 3 riverside areas on the south bank of River Tagus, 900 hectares of land overlooking Lisbon – Barreiro and Seixal Business Park and the Water City (Almada), the Lisbon South Bay project will enhance the Lisbon Metropolitan Area, competing with cities around the world.

Lisbon South Bay represents some of the best investment opportunities in Europe to start or relocate industries, logistic and technologic projects for all kinds of companies, no matter its activity or dimension.

Lisbon South Bay is promoting the Water City, the real estate project with the best location in Portugal. Water City will create a new urban center with 2Km of waterfront facing Lisbon downtown.

Lisbon South Bay is also a great place to live. Great landscapes, warm beautiful sunlight, welcoming people and lots of great things to see and do in an excellent destination for those who value smart investment opportunities and for all who are attracted to live a good life.

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CEO

Sérgio Saraiva
Executive Board Member

Paulo Gamito
Executive Board Member

YOUR LOCAL PARTNER IN REAL ESTATE INVESTMENTS

refundos

Your Portuguese Partner in Real Estate and Asset Management

For nearly two decades Refundos has been active in the Portuguese real estate market in the field of Real Estate Asset Management and Fund Management. Refundos is a private company regulated and transparent operating under the licenses and regulations of the Bank of Portugal and CMVM, its main shareholder is SODIM, Pedro Queiroz Pereira's holding. The experienced professionals at Refundos cover the full scope of disciplines needed to set up real estate funds and portfolios and to make them perform successfully. The innovative, hands-on and pro-active approach of Refundos has shown good results and the market recognition of Refundos is significant.

Refundos has been managing the Maxirent real estate Portuguese investment fund, this fund has been able to outperform leading Portuguese investment benchmarks.

Refundos offers tailor made real estate investment partnership solutions and all related services, strategic and operational.

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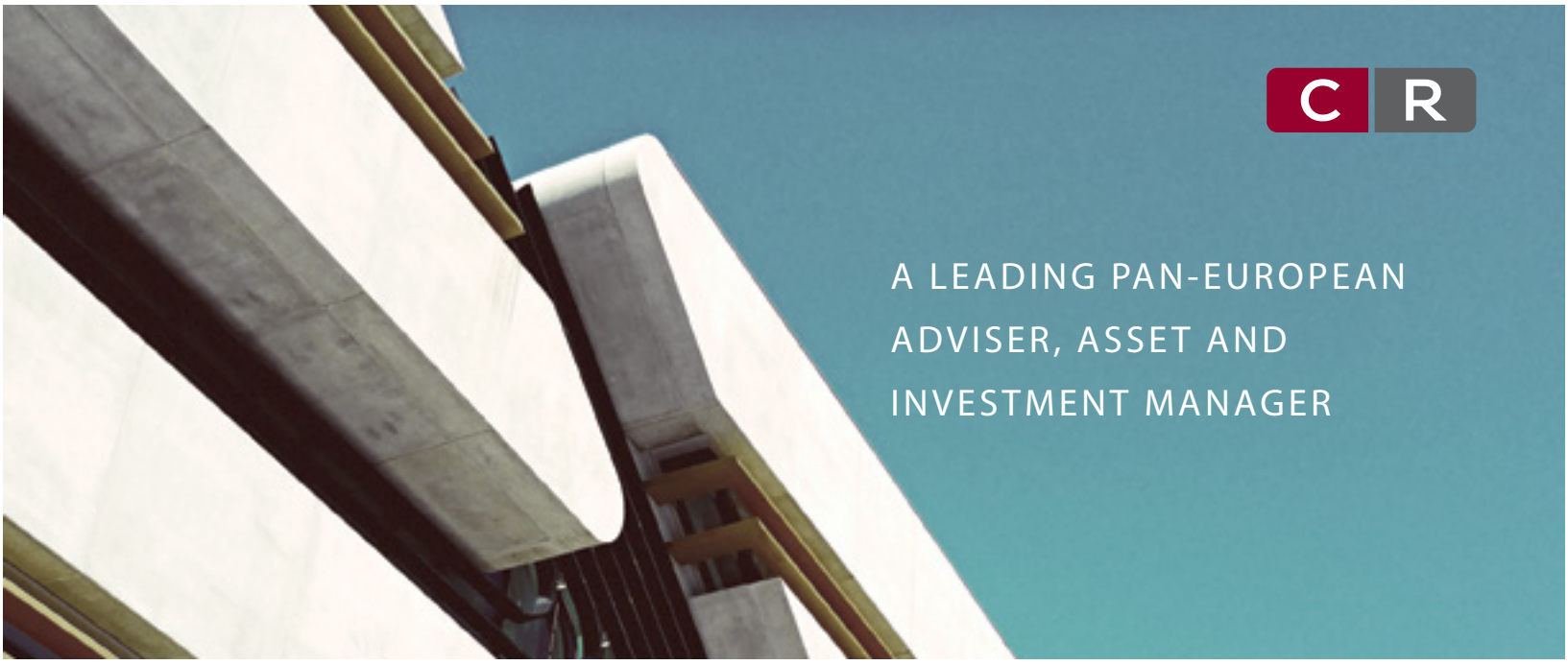
Frederico Arruda Moreira

Catarina Camara Pestana



CR is a Pan-European advisor, asset and investment manager, focused on the commercial real estate sector.

The group is independent and privately held, being present in 8 countries in Europe and has a dedicated team of 85 multi-disciplinary professionals.

With origins dating back to 2004, CR has advised on the workout and acquisition of more than €30 billion of asset and debt transactions.

CR covers both Advisory Services and Principal Finance activities:

- **Advisory**: Financial Management and Servicing, Asset Management and Transaction Advisory and Debt and Equity Advisory and Placement.
- **Principal Finance**: Performing and Non-Performing Loan Acquisitions, Mid-Market and Special Situations Lending and Private Equity Strategies.

CR's clients and partners are global and local banks, private equity funds, hedge funds and small and large institutional clients.

CR is rated by Fitch Ratings for special servicing in the UK, Germany, Portugal and the Netherlands. CR Financial Solutions Ltd, a member of the CR Group of companies, is authorized and regulated by the Financial Group Authority.

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BOARD MEMBERS

Carla André
Managing Director

neoturis

consultoria em turismo

neoturis is a business and strategy consulting firm focusing exclusively on the tourism, entertainment and leisure industries. We carry the following type of services:

1 – Strategic Planning;

2 – Market, Economic and Financial Feasibility Studies;

3 - Marketing and Communications;

4 – Investment Support;

5 – Operations Support.

We have been a driving force and support to public major national groups and investors, as well as to businessmen and enterprises, whose line of activity is, in any way, connected with the travel/ tourism sector.

neoturis delivers a full range of worthy services associated with tourism/ entertainment / leisure activities.

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Francisco Horta e Costa

Armando Rocha

ACAI

Associação de Empresas de Consultoria e Avaliação Imobiliária

ACAI
Associação de Empresas de Consultoria
e Avaliação Imobiliária

Founded in 2003, the ACAI - Association of Real Estate Consulting and Valuation Companies, is composed by 6 real estate agents which, as a whole, represent more than 75% of the transaction volume regarding commercial real estate. Also attaining a similar percentage for the valuations in terms of value. Furthermore, Aguirre Newman, B. Prime, CBRE, Cushman & Wakefield, Jones Lang LaSalle and Worx are all members of this association and offer a wide range of real estate services. Which includes valuations, market research, consulting and advisory in purchases, sales, lease, financing, project management, and property and asset management, among others. As for its President, the ACAI has Paulo Silva, Managing Director of Aguirre Newman while the position of Vice-President is currently occupied by Eric Van Leuven, Managing Director of Cushman & Wakefield.

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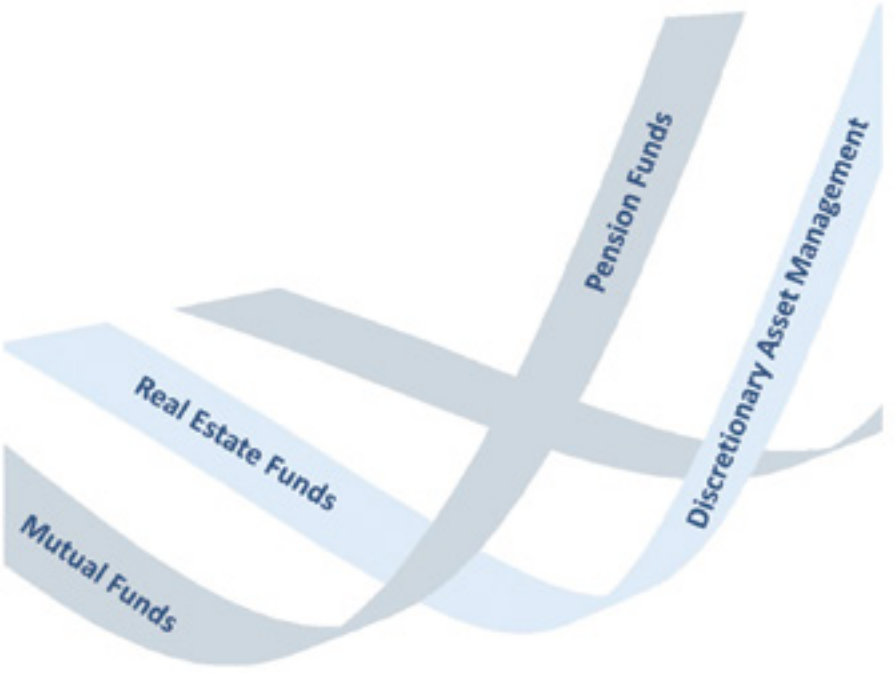
Presidente
Managing Director Aguirre Newman

Eric van Leuven
Vice-Presidente
Diretor Geral da Cushman & Wakefield

APFIPP

ASSOCIAÇÃO PORTUGUESA DE FUNDOS DE INVESTIMENTO, PENSÕES E PATRIMÓNIOS

Mutual Funds
Real Estate Funds
Pension Funds
Discretionary Asset Management



APFIPP

ASSOCIAÇÃO PORTUGUESA DE FUNDOS DE INVESTIMENTO, PENSÕES E PATRIMÓNIOS

APFIPP – the Portuguese Association of Investment Funds, Pensions Funds and Asset Management is a non for profit Association that represents Mutual Funds, Real Estate Funds, Pension Funds and the Asset Management Industries.

APFIPP's has 44 Members, of which 41 are based in Portugal and 3 are based abroad, authorized by the CMVM to market its Funds in Portugal.

APFIPP's mission consists of:

- Representing its Members with the national and international authorities with jurisdiction in respect of the securities market, the real estate market and the pensions market;
- Preparing and organizing explanations, draft legal and regulatory documents, economic, financial and legal advices, and other documents relevant to its associates, related to the business and legal discipline of Asset and Pension Fund Management Companies;
- Promoting the activities undertaken by Asset Management Companies and Pension Fund Management Companies in the capital, financial and real estate markets and near the general public, namely, through the dissemination of statistical information about the sectors represented by APFIPP;
- Ensuring the coordination of all initiatives that may result in interest to its Members, or are deemed appropriate to promote at the level of the Association;
- Contributing to better information of its Members in relation to technical, economic, managerial, legal and other matters related to their activities;
- Promoting basic professional training, and also improvement, recycling and specialization courses of the employees of the Asset Management Companies and Pension Fund Management Companies, as well as learning at various levels in the areas relating to their activities or associated with them. To this effect it could organize training courses within the Association or it could create, with other institutions, jointly or independently, entities that have this object;
- Contributing to the development and promotion of the capital market, the financial market, the real estate market and pensions market, both Portuguese and in the European Economic Area.

APFIPP is member of international associations and federations, namely:

- EFAMA – European Fund and Asset Management Association;
- PensionsEurope;
- FIAFIN – Federacion Iberoamericana de Fondos de Invérsion.

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CHAIRMAN

José Veiga Sarmento

SECRETARY GENERAL

Marta Maldonado Passanha

APAF is a non-profit organization, founded in 1984, that in Portugal represents the interests of the professionals within the financial analysis and investment consultancy field.

The mission of APAF is to provide those professionals with a range of services that include training, with access to professional internationally recognized certification; the provision of information on matters of specific interest to such areas of activity; the representation of professionals within public and private entities, namely supervisory and regulatory authorities; cooperation, in particular with other professional bodies and associations, with which APAF promotes joint initiatives.

In the ambit of the professional certification framework provided by APAF, highlights the viability of the European Certificate of Financial Analyst (CEFA), which in Portugal, is solely assigned by APAF as the only member of the European Federation of Financial Analysts Societies (EFFAS), which is recognized by the Securities Market Commission (CMVM) in a proper Regulation.

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President of the Board

António Seladas
Board Member

João Vermelho
Board Member

Filipe Garcia
Board Member

Sofia Nascimento Rodrigues
Board Member

APPII

APPII IS:

- The Association responsible for the representation of the biggest, most important and active **real estate development and investment companies**, local and foreigners, with activity in Portugal
- An **active voice of defense of the sector** before the public entities, being a privileged vehicle for putting questions to national decision-making centres
- **The entrance door of the international investors** in Portugal
- A **unique point of contact** of the main players in the Portuguese real estate market, as it is a privileged center for the exchange of ideas, experiences, knowledge and business contacts.
- A Plus in the activity of our Members, because it represents a strengthening of their investments and real estate assets

MAIN SERVICES TO OUR MEMBERS

- Organization of **forums and conferences**, in exclusive to our Members;
- The **APPII Lunch-Debates** counts with important political individualities and allow the direct confrontation of our Members with national decision-making centres
- **Executive Breakfast Sessions**, organized regularly and always with a keynote speaker
- **Workshops**
- Organization of meetings between Members – the "**A2A Meetings**" intends to facilitate the contact between Members, promoting the exchange of synergies between our associated companies whether they are local or foreign
- Creation of contact channels with **national and international investors**
- **Legal Office**
- **Incentives Office**
- **Corporate Communication Office**
- **APPI Networking Trips**
- Regular and updated **information** (Weekly News, PDMAlert, News of Tax Arbitration)
- **Job Stock**

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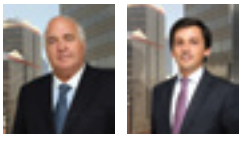
BOARD MEMBERS

Henrique de Polignac de Barros
President

Hugo Santos Ferreira
Executive Director



ASPRIMA
ASOCIACIÓN DE PROMOTORES INMOBILIARIOS DE MADRID

Madrid Real Estate Association of Developers (ASPRIMA) is an independent organization. Since its inception, its main purpose has been to stand up for the professionals interest of the associates, being its main task the community service and dialogue with public authorities in order to seek for solutions to the problems sector.

ASPRIMA offers to its associates legal advice, training, communication and institutional relationships. With more than 100 associated companies, the Association is the main meeting point dedicated to real estate promotion in Madrid. Being a ASPRIMA associates means maximum quality, professionalism warranty's real estate products and services to the final consumers.

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BOARD MEMBERS

Juan Antonio Gómez-Pintado
Presidente

Daniel Cuervo
Gerente

RICS promotes and enforces the highest professional qualifications and standards in the development and management of land, real estate, construction and infrastructure. Our name promises the consistent delivery of standards – bringing confidence to the markets we serve.

We accredit 118,000 professionals and any individual or firm registered with RICS is subject to our quality assurance. Their expertise covers valuation and commercial property practice; property finance and investment; project management, planning & development; quantity surveying as well as facilities management.

From environmental assessments to real estate transactions, if our members are involved, the same professional standards and ethics apply.

We believe that standards underpin effective markets. With up to seventy per cent of the world's wealth bound up in land and real estate, our sector is vital to economic development, helping to support stable, sustainable investment and growth around the globe.

With offices covering the major political and financial centres in the world, we are ideally placed to influence policy and embed professional standards. We work at a cross-governmental level, delivering international standards that will support a safe and vibrant marketplace in land, real estate, construction and infrastructure, for the benefit of all.

We are proud of our reputation and sustain it, so clients who work with an RICS professional can have confidence in the quality and ethics of the services provided.

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BOARD MEMBERS

Francisco Rocha Antunes FRICS
Chair RICS Portugal

EPRA
EUROPEAN PUBLIC
REAL ESTATE ASSOCIATION

Real estate plays a critical role in all aspects of our everyday lives. Property companies serve businesses and the society by actively developing, managing, maintaining and improving the built environment; where we all live, work, shop and relax. They also play a crucial part in providing retirement security to millions of people, by offering pension funds stable and highly competitive assets to invest in.

EPRA, the European Public Real Estate Association, is the voice of the publicly traded European real estate sector. With more than 240 members, covering the whole spectrum of the listed real estate industry (companies, investors and their suppliers), EPRA represents over EUR 365 billion of real estate assets and 93% of the market capitalisation of the FTSE EPRA/NAREIT Europe Index.

EPRA's mission is to promote, develop and represent the European public real estate sector. We achieve this through the provision of better information to investors and stakeholders, active involvement in the public and political debate, improvement of the general operating environment, promotion of best practices and the cohesion and strengthening of the industry.

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CEO

Christophe Cuvillier
Chairman, CEO Unibail-Rodamco

Rolf Buch
Vice Chairman, CEO Vonovia

Robert Noel
Vice Chairman, CEO Landsec

THE BIGGEST AND MOST INFLUENTIAL REAL ESTATE EVENT IN SPAIN

sima
madridinternationa
realestateexhibitior

Madrid International Real Estate Exhibition (SIMA) has been a benchmark for the real estate sector since 1999. With more than 30 editions held, SIMA fairs are a commercial and business development platform that brings together a large number of participating companies and professionals, both at national and at international level.Some of the **countries represented** on the last edition of SIMA were: Portugal, Brazil, Argentina, China, Colombia, Dominican Republic, Germany, México, Morocco, Netherlands, United Kingdom, United States of America, Uruguay and Venezuela.

The **companies profile** that participate at SIMA are: developers, investors, lenders, public administrations, consultants and other services companies related to all property classes: First and Second homes, Land, Offices, Retail, Industrial, Logistic, Hotels, Residences and other alternative real estate assets.

SIMA is also a not to miss event for **home buyers and small investors** looking for buying properties in the Madrid area, in the Spanish coastline or in international destination.

SIMA 2017 (7-10 May 2017) counted on the participation of more than **250 exhibitors** and on over **13,000 sqm exhibition area**.

SIMA also offers a remarkable **conference program and networking facility (SIMApro)** with the hottest topics, top level speakers and uncountable networking opportunities. SIMApro provides professionals with the ideal framework to expand their network of contacts and find new business opportunities. SIMApro 2017 counted on the participation of **more than 150 speakers** and **2,000 attendees**, making SIMA the professional event of greater scope of the Real Estate sector in Spain.

Plan your visit to SIMA if you are interested in:

- Knowing more about the offer and the novelties being presented by the exhibitors
- Discovering investment or business opportunities in Spain or other countries
- Developing new relationships and other real estate professionals
- Sharing you view about current market situation and trends
- Exhibiting at upcoming SIMA editions.

Save these dates:

SIMA Autumn edition. 27-29 october 2017. Feria de Madrid

SIMA 2018. 10-13 May 2018. Feria de Madrid.

SIMApro 2018. 9-11 May 2018. Feria de Madrid.

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BOARD MEMBERS

Eloy Bohúa
Managing Director

Barcelona Meeting Point is the only international and professional real estate exhibition in Spain. Of an annual basis, since its founding in 1997, it has become a mandatory meeting for the real estate industry in the Autumn. In just five days, it offers the possibility to network with the most relevant personalities in the real estate world, find the best investment opportunities, learn about the latest industry trends, find investors for a product and, in summary, to make business deals.

BMP has three main objectives. First of all, it is the largest real estate showcase gathered in a single venue for clients to help clients to find a home, a business premise, a second residence, or a parking space, among many other things. Secondly, as its name suggests, one of Barcelona Meeting Point's main goals is boost international networking among its visitors. It is a meeting place of reference in the real estate industry that attracts great international investors and foreign companies that want to do business in Spain and meet with the local players. Thirdly, BMP's aim is also to act as a vehicle to transmit knowledge, to become aware of the latest industry's news and trends. Thus, it organizes an international Symposium, considered the best one in Spain and one of the most prestigious ones in Europe, where more than 100 national and international renowned speakers analyze the most current and hot real estate subjects. With the backup and support of the most famed real estate international associations, such as APCE, EPRA, the Global Real Estate Institute, Iberian Property, RICS, the Urban Land Institute or WIRES (Women on Real Estate), and some of the best world business schools such as IESE and ESADE, the Symposium is a once-a-year opportunity, it is unrepeatable.

For the fourth year in a row, Barcelona Meeting Point will organize the Barcelona Funds Meeting, that will gather international funds from all over the world. Last year, almost forty international investment funds attended Barcelona Meeting Point and BMP expects to increase this number for its next edition.

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Jordi Cornet i Serra
Special Delegate of the State at the Consorcio de la Zona Franca de Barcelona and President of Barcelona Meeting Point

José Mª Pons
Managing Director, Barcelona Meeting Point

Notes

Notes

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BARCELONA MEETING POINT

sima madrid international real estate exhibition

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APFIPP ASSOCIAÇÃO PORTUGUESA DE FUNDOS DE INVESTIMENTO, PENSÕES E PATRIMÓNIOS

APPII 25 ANOS

ASPRIMA

EPRA EUROPEAN PUBLIC REAL ESTATE ASSOCIATION

RICS

Urban Land Institute

THOMSON REUTERS

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Europe Real Estate MEDIA | NEWS | PUBLISHING

PROPERTY INVESTOR EUROPE

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