PORTUGAL REAL ESTATE SUMMIT

20-21 September
LISBON 2016
Hotel Palácio Estoril

PROPERTY & INVESTMENT
Includes Portugal Investment Awards 2016!

ORGANIZED BY:

www.PortugalREsummit.com
Welcome to Portugal!
Vida Imobiliária is pleased to welcome the national and international real estate investment community!
International investors are coming to Portugal, from all over the world, to take over the national real estate investment market. An important phenomenon and good news for the Portuguese economy, which can continue to count on a dynamic property stock that meets the needs of corporations. Which is why we have chosen this moment, at a time of both difficulty and opportunity, to launch an essential debate for an industry that is crucial to the corporate fabric and national economy.

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 key players and decision makers. This will be a time to share information on markets to help support the best investment decisions.

I thank all of our partners for their confidence and incredible support to make the organisation of the Portugal Real Estate Summit an unprecedented moment for the real estate market!

As an independent magazine with a 20-year history, Vida Imobiliária is excited to bring together all industry partners with a great “Welcome”!

António Gil Machado
Vida Imobiliária
Director

Program at a glance
Tuesday, 20 September
Wednesday, 21 September
1pm - 2:30pm Registration
2:30pm - 3pm Conference Opening
3pm - 4pm An Economic View for Portugal
4pm - 4:30pm Networking Coffee Break
4:30pm - 6:15pm Investment Strategies
7:30pm Welcome Dinner (by Invitation Only)
9:30am - 11:15am Who is Investing and How?
11:15am - 11:45am Networking Coffee Break
11:45am - 12:45pm Parallel Discussions I
1pm - 2:30pm Keynote Speaker Lunch - Includes Portugal Investment Awards
3pm - 4pm Parallel Discussions II
4pm - 4:30pm Networking Coffee Break
4:30pm - 6pm Development & Financing

02 PORTUGAL REAL ESTATE SUMMIT
Welcome to Portugal!

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Abreu Advogados is a law firm whose quality management system is certified by ISO 9001. Incorporated in 1993, Abreu Advogados is currently one of the three largest law firms working in Portugal, which grew from six to 190 lawyers, out of 280 professionals in total, with offices in Lisbon, Porto and Madeira and presence in the four continents, through eight international desks - Angola, Brazil, Cape Verde, China, Iran, France, Mozambique and Timor-Leste.

The principles of excellence, quality, ethics, rigour and solidarity disseminate Corporate Responsibility of Abreu Advogados, focussing on four main points:
- Staff training and well-being.
- Long-time contribution to legal services delivered to charities.
- Adherence to the 10 Principles of the Global Compact and BCSD Portugal.
- Environmental concerns in office management.

In a Client-centred activity, our goals are clear: quality, excellence, independence and sustainability.

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The Aguierre Newman is a real estate company that offers global, individual or integrated solutions in the most important areas of the B2B sector: Investment, Architecture, Agency (Offices, Retail, and Industry), Property Management, Consultancy, Valuations, Hospitality and Asset Management.

Our team includes 420 professionals in Madrid, Barcelona, Malaga, Lisbon, London, Berlin, Mexico and Bogotá, and a strategic alliance with GVA Worldwide.


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Patrícia de Melo e Liz, Managing Partner

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 2015 revenue). The Company has more than 70,000 employees (excluding affiliates), and serves real estate investors and occupiers through more than 400 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 2015 it was considered the Best Real Estate Consultant in Portugal by Construir Magazine and the best valuation firm by Euromoney Real Estate awards.

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Ana Gentil Martins, Senior Director
André Almada, Senior Director
Program Tuesday, 20 September

1pm - 2:30pm
Registration

2:30pm - 3pm
Conference Opening

- António Gil Machado
  Vida Imobiliária, Director

- José Veiga Sarmento
  APFIPP, Portuguese Association of Investment Funds, Pension Funds and Asset Management, Chairman

3pm - 4pm
An Economic View for Portugal – Between the Atlantic and Europe

- Chair - Manuel Puerta da Costa
  APAF, Portuguese Association of Financial Analyst, Chairman

Keynote Speakers:

- Professor António Nogueira Leite
  Chair Professor of Economics at Nova School of Business and Economics. Currently, he is also a Board Member of Hipoges Iberia and a Senior Advisor at Incus Capital. Antonio Nogueira Leite is also a non executive board member of EDP Renewables.

- Professor Teixeira dos Santos
  Professor at Universidade de Economia do Porto and with a PhD from the University of South Carolina, Fernando Teixeira dos Santos was the Minister of Finance in Portugal’s 22nd and 23rd Governments. Former Chairman of the CMVM (Portuguese Securities Market Commission) and former Chairman of the IOSCO European Regional Committee.

4pm - 4:30pm
Networking Coffee Break by Urban Land Institute Portugal
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 25 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 43,000 employees in more than 60 countries provide deep local and global insights that create significant value for occupiers and investors around the world. Cushman & Wakefield is among the largest commercial real estate services firms with revenues of $5 billion across core services of agency leasing, asset services, capital markets, facility services, global occupier services, investment & asset management, project & development services, tenant representation and valuation & advisory.

Deloitte is a global brand present in more than 150 countries and territories with a network of more than 225 thousand professionals located all around the world and with over 7,000 dedicated Real Estate professionals in more than 50 countries.

We are acknowledged for constantly striving to achieve excellence and for our focus on client service standards.

Deloitte’s member firms have risen to become the largest private professional services organization in the world.

Deloitte provides audit, consulting, financial advisory, risk management, tax and related services to public and private clients spanning multiple industries. Our clients include 83% of the largest global companies, as well as the largest private companies and public institutions in Portugal.

Our Real Estate team is the only integrated team in the market that can deliver the full skill-sets and experience required for a large and/or complex project. The teams have worked together on numerous real estate projects. Importantly, the team are hands on implementers, not merely advisors.

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Luis Rocha Antunes, Head of Capital Markets Group
Ricardo Reis, Head of Valuation & Advisory
Bruno Silva, Head of Asset Services

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Founded in 2003 and owned by its three founding partners Rodrigo Guimarães, Elizabeth Rothfield and Marco Lebre, Explorer is the independent management company of alternative assets with the greatest experience and track record in Portugal.

Explorer manages and advises funds with assets of above 1,200 M€, 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.

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Program Tuesday, 20 September

4:30pm - 6:15pm
Investment Strategies
What are the alternative strategies to invest in Iberia?
Opportunistic or core investment?
Public vs Private vehicles. What are the options?

Keynote Speakers:

- Laurent Ternisien
  EPRA, European Public Real Estate Association, Senior Adviser

- José António de Mello
  APFIPP, Portuguese Association of Investment Funds, Pension Funds and Asset Management, Chairman of the Consultative Committee of the Real Estate Funds

- Jos Tromp
  CBRE, Head of Research Continental Europe

Round Table Discussion

- Chair
  Rui Peixoto Duarte
  Abreu Lawyers, Partner

- David Brush
  Merlin Properties, Chief Investment Officer

- José Antonio Martín-Borregón
  CBRE Global Investors, Managing Director Spain & Portugal

- Pedro Seabra
  Explorer Investments, Partner Real Estate & Tourism

- Richard Croft
  M7 Real Estate, CEO

- Pedro Abella
  H.I.G. Capital, Principal

7:30pm
Welcome Dinner with Mr. António Costa, Prime Minister of The Portuguese Government (by Invitation Only).
JLL is a professional services and investment management firm offering specialised real estate services. Operating on the office, retail, residential and hotels sector, we offer a wide range of integrated services for developers, owners, investors and tenants.

We are part of a global platform that shares information, best practices and experience in order to add value to our clients’ real estate business. To accomplish that, JLL combines global know-how and experience with a deep knowledge of our local market, providing our clients with comprehensive and tailor-made solutions, helping them to face new challenges and to achieve the best results for their business.

We therefore have a team of over 180 professionals specializing in different fields of the real estate industry, who develop a long lasting relationship with clients based on quality service, collaboration and trust.

Independent and internationally recognised as a leading law firm in Portugal, Morais Leitão, Galvão Teles, Soares da Silva & Associados’ reputation is based on the excellence of its legal services, professionalism and the innovative solutions of its team.

As a result of our network of associations with local firms and the creation of the MLGTS Legal Circle, since 2010 we also operate through offices in Angola, Macau (China) and Mozambique.

MLGTS offer specialised services in the main areas of law, having been involved in many of the largest and most important operations in Portugal, as well as in high-value cross-border transactions and disputes. Our client list includes some of the largest Portuguese and international companies and business groups as well as public and private entities, which gives us deep insight into the national and international business environment from a legal perspective.

With more than a half century of real estate 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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Sponsors
Program Wednesday, 21 September

9:30am - 11:15am
Who is Investing and How?
Europe, USA or Asia?
Who is winning the investment battle?
Different investment strategies and goals. Who is right?

Keynote Speakers:

- Malcom Hunt
  MSCI, Executive Director

- Eric van Leuven
  Cushman & Wakefield, Head of Portugal

- Paulo Silva
  Aguirre Newman, Managing Director Portugal

Round table Discussion:

- Chair
  Filipa Arantes Pedroso
  Morais Leitão, Galvão Teles, Soares da Silva & Associados, Partner

- Roberto Roca
  Orion Capital Managers, Investment Director Head of Spain

- Jasie Leekha
  GreenOak, Principal

- Miguel Santana
  Fosun Group / Fidelidade Property
  Europe, CEO

- Paul Taylor
  Vilamoura World, President

11:15am - 11:45am
Networking Coffee Break by

11:45am - 12:45pm
Parallel Discussions I

Office & Industrial - Where are the best options?
Park Suite B - Presented by Aguirre Newman

Retail - Where to shop?
Park Suite A - Presented by Cushman & Wakefield

Tourism - The market driver in Iberia!
Bridge Room - Presented by CBRE

Urban Renewal - The party is here!
Tropical Room - Presented by JLL
Other Exhibiting Companies

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Margarida Caldeira - Board Main Diretor & Chair of the EMEA Board

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Teresa Gilchrist, Director

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Chief Operating Officer
Frederico Pedro Nunes,
Chief Development Officer
William Schulze,
Chief Financial Officer

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Francisco Horta e Costa
Armando Rocha

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**PORTUGAL REAL ESTATE SUMMIT**
**Program**

**Wednesday, 21 September**

1pm - 2:30pm
Keynote Speaker Lunch - Includes Portugal Investment Awards

2:30pm - 3:30pm
Parallel Discussions II

Development & Financing

Keynote Speakers:

Round table Discussion:

Closing Porto Wine at Estoril Sun by

Sponsored by

Office & Industrial - Where are the best options?

Park Suite B - Presented by Aguirre Newman

Retail - Where to shop?

Park Suite A - Presented by Cushman & Wakefield

Tourism - The market driver in Iberia!
Bridge Room - Presented by CBRE

Urban Renewal - The party is here!
Tropical Room- Presented by JLL

Is development an investment alternative?

How to finance investment within the new banking regulations?

Who will finance RE in Europe?

• Jorge Valenzuela • Jorge Sousa Marrão
JLL, National Director Debt Deloitte, Partner Real Estate Advisory Director

• Juan Antonio Gómez • Alexandre Fernandes
ASPRIMA, President Sonae Sierra, Head of Asset Management, Europe

• Chair • Juan Pepa • Pedro Silveira
Gilberto Jordan Lone Star, Managing Director Silcoge, Chairman APPII, Vice-President

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10
Program Wednesday, 21 September

1pm - 2:30pm
Keynote Speaker Lunch - Includes Portugal Investment Awards
Sponsored by

2:30pm - 3:30pm
Parallel Discussions II

Office & Industrial - Where are the best options?
Park Suite B - Presented by Aguirre Newman

Retail - Where to shop?
Park Suite A - Presented by Cushman & Wakefield

Tourism - The market driver in Iberia!
Bridge Room - Presented by CBRE

Urban Renewal - The party is here!
Tropical Room - Presented by JLL

3:30pm - 5pm
Development & Financing
Is development an investment alternative?
How to finance investment within the new banking regulations?
Who will finance RE in Europe?

Keynote Speakers:

• Jorge Valenzuela
  JLL, National Director Debt
  Advisory Director

• Jorge Sousa Marrão
  Deloitte, Partner Real Estate

Round table Discussion:

• Chair
  Gilberto Jordan
  APPII, Vice-President

• Juan Pepa
  Lone Star, Managing Director

• Pedro Silveira
  Silcoge, Chairman

• Juan Antonio Gómez
  ASPRIMA, President

• Alexandre Fernandes
  Sonae Sierra, Head of Asset Management, Europe

5pm
Closing Porto Wine at Estoril Sun by

RICS
Exhibition Floor Plan

01 MLGTS LAWYERS
02 CBRE
03 JLL
04 EXPLORER INVESTMENTS
05 ABREU LAWYERS
06 CUSHMAN & WAKEFIELD
07 AGIRRE NEWMAN
08 DELLOITE
09 GRUPO SIL
10 AUXADI
11 BROADWAY MALYAN
12 LISBON SOUTH BAY
13 M7 REAL ESTATE
14 NEOURIS
15 REFUNDOS
16 SQUARE ASSET MANAGEMENT
17 VILAMOURA WORLD
Some Participants

Alexandre Fernandes
Amos Gonzalez
Ana Ammar
António Carlos Almeida
António Conde
António Gil Machado
António Rincón
Arle den Hartog
Arturo González
Artur Malingre
Bernardo Pinto Basto
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Borja Goday
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John Valet
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Jorge Silva
Jorge Sousa Marinho
Jorge Valenzuela

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FUNDESTAMO
APPII
REP - Europe Real Estate
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LISBON SOUTH BAY
HINES EUROPE
GREEN OAK REAL ESTATE
OBSERVATORIO INMOBILIARIO
MERLIN PROPERTIES
GREEN OAK REAL ESTATE
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B.PRIME
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NOVO PISO
DEUNITTE
JLL

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Jose Trump
José António de Melo
José António Martin-Borregón
Jose Araujo
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José Maria Pons
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José Riegojo
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Juan Antonio Gómez-Pintado
Juan Gomez Vega
Juan Pepe
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Marco Turrent Egletten
Margaretta Caldeira
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Miquel Santana
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