

REAL ESTATE INVESTMENT MANAGEMENT: FUNDS AND OTHER RE INVESTMENT VEHICLES

Global Real Estate Funds from inside

OVERVIEW

GLOBAL REAL ESTATE INVESTMENT THROUGH INVESTMENT MANAGERS HAS GROWN SIGNIFICANTLY OVER THE LAST DECADES. HEDGE FUNDS, PRIVATE EQUITY FIRMS, INSURANCE COMPANIES AND OTHER MANAGERS ARE LEADING THIS INDUSTRY.

THIS PROGRAM AIMS TO EXPLAIN HOW REAL ESTATE FUNDS WORK FROM THE INSIDE. HOW THEY RAISE CAPITAL, INVEST, OBTAIN FINANCE, AND MANAGE PORTFOLIOS, AND THE WAY THEY STRUCTURE DIFFERENT INVESTMENT VEHICLES.

ALL THIS IS EXPLAINED BY TOP EXECUTIVES FROM INTERNATIONAL INVESTMENT AND MANAGEMENT FIRMS, AND ALL MARKET LEADERS WITHIN THE INDUSTRY.



QUICK FACTS

INTAKE

October 14th-16th, 2024

PRICE

3.350€

DURATION

3 days

FORMAT

Face to Face

LANGUAGE

English

CONFIRMATION OF ENROLLMENT

Complete your enrollment 15 days before the start of the program and gain access to our Foundations of Sustainability Online Learning Journey at no cost. Learn at your own pace through a variety of hand-picked resources.

WHO THE COURSE

Is aimed at

▷ **ANY REAL ESTATE PROFESSIONALS FROM PROPERTY COMPANIES, FUND MANAGERS AND REITS, FINANCIAL AND SERVICE SECTORS** willing to get a deeper understanding of global real estate

▷ **SENIOR EXECUTIVES** looking to enhance its expertise on RE funds

▷ **ANY PROFESSIONALS LOOKING FORWARD TO EXPAND ITS KNOWLEDGE** on how capital markets drive the real estate sector

TAKEAWAYS

- ▷ Overview of main players and roles: who is who within the industry
- ▷ Improve understanding of global capital market trends applied to real estate
- ▷ Debate on how ESG, proptech, planning, and macro trends are continuously reshaping the sector
- ▷ Join a dynamic professional network with international colleagues

CONTENT

1

THE GLOBAL REAL ESTATE FOOTPRINT

A 360° view global key players in the industry and fundamentals of real estate investment.

2

REAL ESTATE FUNDS FROM INSIDE

Deep dive in how real estate managers set up, invest, and manage investment vehicles worldwide

3

MEGATRENDS

Familiarize yourself with real estate megatrends that are continuously reshaping the real estate market outlook: construction, ESG and technology

4

INVESTMENT THESIS SET UP

Group practice on how to pitch investors with your own investment idea for a real estate fund.

REAL ESTATE INVESTMENT MANAGEMENT

“Attending IE’s Real Estate Investment Management program surpassed my expectations. Learning directly from industry leaders was the highlight, as they shared their real-world expertise in a dynamic classroom setting, fostering critical thinking. I gained valuable insights into capital raising, portfolio management, and investment strategies, propelling my career forward with newfound confidence. This program isn’t just theory; it equips you with the tools for success in the challenging real estate industry.”



PEDRO ALEMÃO GOMES
Investment Professional
@ReVentures

REAL ESTATE INVESTMENT MANAGEMENT

Associate Member of IE Lifelong Learning MEMBER BENEFITS

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FACULTY



JOSÉ CARLOS TORRES

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Managing Director, Head of Iberia at Barings

Currently José Carlos is the Head of Iberia at Barings. Prior he led the investment team for the Houston based global manager Hines covering Iberia. He has also headed the acquisitions team at Dutch manager Redevco and Zaphir Asset Management. José Carlos has a recent transactional experience of more than € 1.2 bn in direct acquisitions and holds a degree in Business Administration by UC3M University in Madrid, real estate programs by IE and the Säid Business School Oxford University and is lecturer at the IE since 2011 in different real estate degrees.



MARTA CLADERA DE CODINA

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Managing Director, Head of Iberia at Nuveen Real Estate

Marta oversees Nuveen Real Estate's operations in Iberia and is responsible for managing more than €1.7 billion of assets. Marta joined Nuveen Real Estate as an asset management director. Prior to joining the firm, she worked at Grupo Lar for nine years, occupying various positions, such as asset manager and investment manager. In her time at Grupo Lar she also worked for Lar Grosvenor. She has been involved in more than €3 billion of acquisitions and disposals along her career, and she also has a vast experience in asset management.

Marta graduated with a degree in Economics from Universidad Complutense de Madrid, studied in HEC Liege, Belgium and also graduated with an M.B.A. from the IE Business School.



JAVIER SOLIS GARCÍA

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Head of Southern Europe AM, Real Estate, Goldman Sachs Asset Management

Javier Solis is currently the Head of Southern Europe Real Estate AM at Goldman Sachs Asset Management. He started his career at Savills Aguirre Newman in the capital markets department. After two years at the firm he joined Riofisa, where he held several leading positions, and held a Board position in a JV with the public spanish railway company. He also pursue an MBA at IE Business School, followed by an Executive Degree at MIT Sloan School of Management. In 2012 he made the step to Unibail Rodamco Westfield as head of development and investment. In April 2019 he was chosen to become the leading man in the real estate team for Goldman Sachs private equity division in Spain, before gathering broader European responsibility in 2021.



ANA GRANADO LAPUENTE

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Chief Executive Officer en Inbest Real Estate & Corpfin Capital Real Estate

Ana Granado Lapuente is a Chief Executive Officer at Inbest Real Estate and at Corpfin Capital Real Estate Partners and a Member at The Royal Institution of Chartered Surveyors. Ms. Granado Lapuente was previously employed as a Director-Corporate Finance Department by Aguirre Newman SA and a Director-Real Estate Department by Deloitte & Touche España. Alumni Corporate Finance Program at IE Business School.



BERNARDO CRESPO

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Ontological Coach by Newfield Network

Ontological Coach by Newfield Network (ICF, Accredited Coach Training Program) and BA in Business Sciences from University of Castilla-La Mancha, with the final year of the Bachelor's Degree in Management and Economics from the University of St Andrews, UK. Member of the Digital Advisory Board at IE Executive Education. Previously served as Digital Transformation Leader at Merkle Spain and Head of Digital Marketing – BBVA Spain and Portugal. Was recognized by the newspaper EXPANSION in 2016 as one of the 50 top experts in Digital Transformation in Spain.



EDUARDO DEL OLMO

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