Iberian Capital Markets Forum
At the Barcelona Meeting Point’s Symposium 2014

Co-Organized by:

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These are new times for the Iberian property market. Under a new paradigm of economic growth based on large structural reforms, the two Iberian countries regard the future with greater confidence and renewed hopes. This is the time to be positioned in a market that after a deep crash, now has solid basis for growth!

**9:00 - 10:00**

**The Challenges of Real Estate Investment in Portugal in Its New Economic Context**

*Opening Remarks*

**Enrique Lacalle**
Chairman
Barcelona Meeting Point
Barcelona

**Antonio Gil Machado**
Vice President
MSCI Real Estate
Lisbon

*Keynote Speaker*

**Miguel de Castro Neto**
Secretary of State for Planning and Nature Conservation
Government of Portugal
Lisbon
The important role of Spain and Portugal in international tourism stimulated the development of a very diverse second homes (holiday homes) market in both countries and, at the same time, this had a major impact on the real estate industry and on the overall economy of the two Iberian nations.

The second homes market has business drivers of its own, different from the traditional housing market, and also are so its up and down business cycles. For example, in the previous real estate cycle, the second homes market started to fall in the mid-2000s - before the overall property market did - and, right now, it is recovering ahead of it. And a peculiarity of this current upturn is that it is based – mainly - on the foreign demand: rest of Europe, Russia, China and even buyers from Latin America and Africa.

Also, the business models for the second homes market are different, ranging from development of isolated units in well-positioned areas to the development of sophisticated resorts in more secluded locations.

Consequently, for those interested in taking advantage of this long-awaited ongoing recovery, it is important to thoroughly learn about the drivers of this segment of the property sector, the buyers’ profile, the different local markets, the different product types, etc. And all this will be presented in this Session.
Hotels, Offices, and Retail in Spain and Portugal: Who Buys and Who Sells?

11:15 - 12:15

MODERATOR

Jordi Ferrer
International Partner
Advisory – Travel, Hospitality & Leisure
Deloitte
Madrid

SPEAKERS

Eduardo Abreu
Partner
Neoturis
Lisbon

José A. Martín-Borregón
Managing Director – Spain and Portugal
CBRE Global Investors
Madrid

Simon Orchard
Managing Director - Spain
Unibail Rodamco
Madrid

Vicente Fenollar
COO
Barcelo Hotels & Resorts
Palma de Mallorca

Fernando Santo
Member of the Board
Montepio – Gestao de Activos Imobiliários
Lisbon

A Session organized by:

Urban Land Institute

Thursday, 30 October
Deep economic adjustments both in Spain and Portugal, with important structural reforms, are paying off with jobs creation and a revitalized economy in both countries. With interest rates at historic lows, the key word now is “Invest”... under a new paradigm though.

Led by top Iberian players and also by world-class funds investing in Spain and Portugal, this will be a Session where everybody will speak and everybody will ask questions to the peers around the room. There will be no speeches or presentations (beyond three five-minute introductions by representatives of the sides attending: international investment funds, and leading Portuguese and Spanish banks and property companies).

**INTRODUCTIONS**

**The Macro Real Estate Context in Spain & Portugal**

José Luis Suárez
Professor
IESE Business School
Madrid

**The Evolution of The Profitability of The Iberian Real Estate Market with IPD Information**

Antonio Gil Machado
Vice President
IPD Portugal
Lisbon

**What International Investors Seek and Their Strategies for The Iberian Market**

John Carrafiell
Managing Partner
Green Oak
London

**DISCUSSION LEADERS**

Juan Barba
Partner and Managing Director Real Estate
Meridia Capital
Barcelona

José Araujo
CEO
BCP Millenium
Lisbon

Jan Hazelton
Vice President
Four Seasons Hotels and Resorts
London

Gilberto Jordan
CEO
André Jordan Group
Lisbon

Manuel Puerta da Costa
Executive Member of the Board
BPI Investimentos
Lisbon

Adolfo Ramírez-Escudero
President
CBRE España
Madrid
Iberian Capital Markets Forum

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