

FEDERICO CASTILLO ARCE

EDUCATION **THE UNIVERSITY OF NORTH CAROLINA** Chapel Hill, NC
KENAN-FLAGLER BUSINESS SCHOOL
Master of Business Administration, May 2004.
Thomas W. Hudson Jr. Fellow – merit-based fellowship covering full tuition and fees.
Active Member of Finance and Real Estate Clubs.

INSTITUTO TECNOLÓGICO AUTÓNOMO DE MÉXICO (ITAM)
Bachelor of Science in Economics. Cum Laude, May 1999. Mexico City, Mexico
Thesis: “Implementation of an Inflation Target Framework by the Bank of Mexico.”

EXPERIENCE

2020 – Present **SURA INVESTMENTS** Mexico City, Mexico
Director – Real Estate México. Joined SURA Investments to lead the Real Estate Mexico team in charge of structuring and investing SURA’s real estate equity funds with assets located in Mexico (SURA Core+ Mexico Fund I and SURA Latam Opportunity Fund II). Responsibilities include overseeing fundraising, investment strategy and execution, asset management and dispositions.

- Member of SURA Investment’s regional Real Estate Investment Committee in charge of overseeing 10+ investment vehicles with over USD 1 billion in gross asset value
- Leads team responsible for structuring semi-liquid private real estate core fund (similar to a non-traded NAV REIT) for institutional and qualified investors
- Leads team that has successfully invested a US\$40 million fund in seed capital in core industrial assets in northern Mexico

2014 – 2019 **MIRA (BlackCreek & Ivanhoe Cambridge JV)** Mexico City, Mexico
Director of Acquisitions. Joined MIRA Companies to lead the Originations and Investment team in charge defining MIRA’s investment strategy and originating, underwriting and closing land transactions intended for the development of large mixed-use communities. In the last four years, team under my supervision has analyzed over 1,000 potential transactions for land, residential, retail and office projects.

- Lead team that successfully invested a US\$200 million fund (2015-2106) and US\$450 million CKD fund (successfully invested US\$150 million in 2017-2019)
- Lead team responsible for the origination and closing of five large mixed-use projects with over 600,000 sqm of developable real estate (residential, multifamily, office, retail, hotel) with accumulated equity commitments of US\$350 million and total investment cost of over US\$1.6 billion

2012 – 2014 **JONES LANG LASALLE - Resort Advisory & Development** Mexico City, Mexico
Vice President. Joined new JLL Resort Advisory & Development team in charge of institutional hotel sales and strategic advisory (business plans, capital structure, debt and equity fundraising, restructuring) for resort and hospitality assets. Main responsibilities include sourcing and executing advisory engagements

- Advised seller on US\$25.5 million sale of 78-key boutique hotels in Playa del Carmen
- Advised operating partner in replacing 90% JV partner for existing 121-key hotel in Playa del Carmen
- Advised seller on US\$60.0 million sale of 490-key hotel in Mexico City

- 2010 – 2012 **UMBRAL CAPITAL SAPI de CV (Real Estate Private Equity)** Mexico City, Mexico
CFO/ CIO. Corporate responsibilities include cash management, budgeting, risk management, underwriting, reporting and accounting of overall portfolio. For existing portfolio projects (all JVs with development partners) responsibilities included strategic planning, financial & risk management. For new portfolio, responsibilities include strategic planning, fundraising, deal origination, deal analysis, underwriting and structuring.
- Co-lead fundraising effort to structure and raise MX\$500 million (~US\$40 million) fund to invest in housing projects throughout Mexico.
 - Lead financial and legal restructuring of portfolio projects with total investment cost of over MX\$1,100 million.
- 2007 – 2010 **WALTON STREET CAPITAL - MEXICO** Mexico City, Mexico
Senior Associate. Member of acquisitions & asset management teams in charge of investing US\$500 million Real Estate Fund. Responsibilities include origination, analysis, underwriting, structuring, due diligence, closing and asset management of Mexico's investments.
- Participated and co-led underwriting, due diligence, closing and asset management of four retail projects totaling over US\$120 million in gross investment costs.
 - Participated and co-led structuring and underwriting of industrial development JV platform with projected investment cost of US\$140 million
 - Participated and co-led structuring and underwriting and negotiation of Hotel Management Agreement of resort project comprising 250 full-ownership and fractional units and a 80- key luxury hotel totaling over US\$165 million in gross investment costs.
- 2004-2007 **McKINSEY & COMPANY** Mexico City, Mexico
Associate. Participated in client engagements in Mexico and South America in the financial, manufacturing and energy sectors covering several strategic and operational functions.
- Led a client team in developing regional technological and operational strategy in the mobile telecom industry.
 - Led a client team in developing an operational framework to build up lean manufacturing capabilities in an automotive manufacturer.
 - Led a client and consultant team in redesigning organizational structure of a claims organization in a multi-national insurance company.
- 2001-2002 **PROTEGO FINANCIAL ADVISORS** Mexico City, Mexico
Investment Banking Analyst - Energy and Project Finance Division. Developed financial and commercial strategy to implement business projects in the Mexican energy sector. Created financial models to analyze business opportunities for cogeneration power plants.
- Designed the electric supply strategy of 100MW for a major mixed use development in Mexico City, including technology selection, financial analyses and negotiations with equipment suppliers, government authorities, clients and consultants.
 - Coordinated four power cogeneration projects totaling investments of \$45 million, including selecting potential clients, presenting benefits and establishing client relationships.
- 1999-2001 **BANCO DE MÉXICO** Mexico City, Mexico
Central Banking Analyst/Trader – Domestic Markets Trading Desk. Executed the \$4-6 billion daily open market operations of the Central Bank. Collaborated to conduct the weekly government debt auctions in the primary market.
- Participated in the team that structured and initiated operation of the “Market Maker” concept in Mexico, resulting in increased liquidity in the Mexican money market.

ADDITIONAL: Native Spanish speaker and conversational French.
DATA Other interests include sports such as soccer, golf and tennis.