

CHRISTOPHER DE GRUBEN, MRICS, FRGS

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SUMMARY

I am a goal-orientated real estate investor and entrepreneur, versatile in emerging markets environments, adept at originating and carrying through niche-market transactions in which I can bring clear added-value. I have a real passion and understanding of the fundamentals surrounding transitioning economies and their potential for long-term growth creation. I specialise in value driven investments, property management, sales & marketing, urban planning, market research and land / property valuations. I have strong language and interpersonal skills.

EDUCATION

Oxford University , Harris Manchester College <i>MSc in Sustainable Urban Development</i>	Oxford, UK 2015 - 2017
University of Reading , (distance learning through the CEM) <i>MSc in Real Estate</i>	Reading, UK 2013 - 2015
Oxford University , Said Business School, Jesus College <i>Postgraduate Diploma in Global Business</i>	Oxford, UK 2014 - 2015
Oxford Brookes University <i>BA (Honours) in Marketing Management - Erasmus year in Hoshchule Regensburg</i>	Oxford, UK 2001 - 2005

WORK EXPERIENCE

M.A.D. Investment Solutions <i>Managing Partner & Co-Founder</i>	Ulaanbaatar, Mongolia 2008 - Present
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M.A.D. is a boutique real estate investment firm focused on leveraging the full potential of Mongolia's economic growth. The company manages its own portfolio of properties in addition to offering a number of property focused investment products to its network of clients. The company has furthermore rapidly become the premier real estate research institute in the country with a number of landmark reports published and Mongolia's only dedicated permanent Real Estate survey team. M.A.D. has 37 full time employees.

- Led the team that prepared a full set of documentation for the State Housing Corporation of Mongolia for three separate large scale affordable housing projects in order to raise over 350 Million USD from the Exim Bank of China and the Development Bank of Korea.
- Brokered and managed over 250 real estate transactions within Mongolia in all asset classes amounting to over 125 million USD in direct sales to third party clients.
- Launched Mongolia's first serviced apartment business with a proprietary portfolio value of 3.2 Million USD spread over 23 apartments generating a net yield of 12.4% annually.
- Established commercial partnerships with JLL, CBRE, Cushman & Wakefield, GIZ and Colliers.
- Oversaw the development of the two largest proprietary databases in the country tracking past transactions and future expected supply of real estate in Ulaanbaatar.
- Keynote speaker at the Mongolian Investment Conference in both Hong Kong and London for 2011 and 2012, discussed Mongolia's Investment environment and its Real Estate sector. Speaker at a large number of domestic investment conferences, regular commentator for Bloomberg Mongolia TV.

Asia Pacific Investment Partners
Director of Business Development

Ulaanbaatar, Mongolia
2005 - 2008

A venture capital and property development firm operating 10 businesses in Mongolia across a wide range of industry sectors. APIP managed at the time real estate assets worth 50 million USD.

- As CEO of its tourism arm (Mongolian Resorts), I managed the firm's restaurant, cafes, ger camp and guesthouse. Oversaw the firm's development and all its activities, managed a full-time staff of 35.
- Reformed and relaunched the property agency arm of APIP (Mongolian Properties), building it into the leading real estate agency in Mongolia with over 15 staff members and 3 office locations. Launched property management operations which reached up to 340 properties under management.
- Oversaw the complete redevelopment of the branding of Mongolian Properties with the creation of new websites, marketing materials, PR campaigns, media awareness and investor programs.
- Personally carried out over 20 Million USD in sales for three large scale developments in Ulaanbaatar and signed over 350 proprietary and third party rental contracts.
- Created a database of over 5,000 international property investors interested in the Mongolian Real Estate market and developed a weekly newsletter as well as a monthly investment report.

Officers Training Corp, Oxford Branch
Senior Cadet Officer - Section Commander - Cavalry Troop

United Kingdom
2001 - 2004

Proficient at FV107 Scimitar light tank operations. Specialist in tactical warfare, reconnaissance, radio communications & small arms weaponry. Best cadet for 2003. Passed the Royal Commissioning Board.

Shinsei Bank, Fortis Bank, Accor Hotel, Puilaetco Deewaay
Summer Internships - 4 months each

Brussels, Beijing, Tokyo, Hong Kong
2001 - 2005

SELECTED CONSULTING ASSIGNMENTS

World Bank, City Greening Investment, Ulaanbaatar Project
Project co-ordinator

Ulaanbaatar, Mongolia
2015

Asian Development Bank, Affordable Housing Technical Assistance
Real Estate Expert

Ulaanbaatar, Mongolia
2015

Ministry of Construction, TOSK Reform Project
Special Advisor to the Minister

Ulaanbaatar, Mongolia
2015

World Bank, District Mapping and Capacity Building Project
Deputy Team Leader & Land Tenure Expert

Ulaanbaatar, Mongolia
2014 - 2015

Asian Development Bank, Urban Planning Capacity Development Project
Project Monitoring Expert

Ulaanbaatar, Mongolia
2014 - 2015

The Asia Foundation, Economic Integration of the Informal Economy
National Team Leader

Ulaanbaatar, Mongolia
2014 - 2015

World Bank, Affordable Housing & Social Services Project
National Survey & Analysis Team Leader

Ulaanbaatar, Mongolia
2014

ADB, Ger Districts & Urban Infrastructure Improvements Technical Assistance
Real Estate & Private Sector Expert

Ulaanbaatar, Mongolia
2013 - 2015

CERTIFICATIONS

Chartered Institute of Management Accountants (CIMA) , Certificate in Business Accounting	2016
Chartered Financial Analyst Institute (CFA) , Claritas Investment Certificate	2014
Royal Institute of Chartered Surveyors (RICS) , Registered Property Valuer	2014 - 2016
Royal Institute of Chartered Surveyors (RICS) , Certificate in Commercial Property Valuation	2013 - 2014
Eurofeu Asia , Certified Fire Assessment Inspector (CF I, II)	2009 - 2014
University Officers Training Corp , Military Level Training Qualification (1, 2 & 3)	2001 - 2005

SELECTED MEMBERSHIPS

The Royal Institute of Chartered Surveyors (RICS)	Chartered Valuation Surveyor, Member
The Royal Town Planning Institute (RTPI)	Associate Member
The Royal Institute of International Affairs (Chatham House)	Member
The Royal Geographical Society	Fellow
The Royal Automobile Club	Sleeping Member
The London Library	Member
The Travellers Club	Member
The Oxford Union	Lifetime Member
Geoffrey Payne Associates	Associate
Association de la Noblesse du Royaume de Belgique	Baron

SKILLS & LANGUAGES

Valuation; Urban Planning; Real Estate Investments; Property Management; Rentals & Sales; Research.

Proficient in Estate Master (DF & IA), iWork, Microsoft Office Suite, Photoshop, Illustrator & ArchGIS.

Fluent (speaking, reading and writing) in French and English. Proficient in German (speaking and reading).

HOBBIES & ACTIVITIES

World traveler, expedition lover, closet geek, consummate foodie, decent chef & voracious reader.