

# Christopher de Gruben, MRICS, FRGS

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## SUMMARY

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I am an urban planner, land use expert, property valuer, investor and entrepreneur who enjoys working in frontier markets. I have 13 years of consulting experience in designing and implementing private and public sector investment projects. I am 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 am a believer in the power of GIS data and market knowledge to create arbitrage opportunities. I have strong language and interpersonal skills.

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## EDUCATION

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<b>Oxford University</b> , Harris Manchester College <i>MSc in Sustainable Urban Development (PT) (expected 09/2017)</i>	Oxford, UK 2015 - 2017
<b>University of Reading</b> , (through UCEM) <i>MSc in Real Estate (with merit) (DL)</i>	Reading, UK 2013 - 2016
<b>Oxford University</b> , Said Business School, Jesus College <i>Postgraduate Diploma in Global Business (PT)</i>	Oxford, UK 2014 - 2015
<b>Oxford Brookes University</b> <i>BA (Honours) in Marketing Management - Erasmus year in Hoshchule Regensburg</i>	Oxford, UK 2001 - 2005

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## WORK EXPERIENCE

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<b>M.A.D. Urban</b> <i>Managing Partner &amp; Co-Founder</i>	Ulaanbaatar, Mongolia 2008 - Present
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M.A.D. is an investment, valuation, research and consulting firm focused on leveraging Mongolia's growth. It manages its own portfolio of properties in addition to a series of RE funds. M.A.D. is the premier real estate research institute in Mongolia offering strategic consulting to international donor organisations on urban projects. We write capital raising documentation for private sector actors. M.A.D. has 27 full time employees.

- Led the team that prepared documentation for the State Housing Corporation for 3 large scale affordable housing projects. Raised 350M USD from the Exim Banks of China, Korea and Turkey.
- Acted as an expert consultant on 17 urban focused projects for the ADB, World Bank, EBRD etc...
- Brokered over 250 RE transactions amounting to over 125M USD in direct sales to third party clients.
- The first Chartered Valuer in Ulaanbaatar, now responsible for over 60 reports commissioned annually.
- Launched Mongolia's first serviced apartment fund with a proprietary portfolio value of 3.2 Million USD spread over 23 apartments generating a net yield of 12.4% annually.
- Carried out due diligence for 36 firms wishing to obtain capital from the EBRD through its RS facility.
- Oversaw the development of the two largest proprietary real estate databases in the country tracking past transactions and future expected supply of real estate in Ulaanbaatar. Over 7,000 current entries.
- Launched Mongolia's most comprehensive Construction Price Index for 4 years in a row.
- Keynote speaker at Mongolian Investment Conferences both globally and domestically.

**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 3,000 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*

Tokyo, Hong Kong, Beijing, Brussels  
2001 - 2005

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## SELECTED CONSULTING ASSIGNMENTS

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**EBRD, Risk Sharing Facility with Khan Bank & Xac Bank**  
*Team Leader*

Ulaanbaatar, Mongolia  
2016 - 2017

**Asian Development Bank, Affordable Housing & Urban Renewal**  
*Real Estate, Financial Implementation & Land Valuations Expert*

Ulaanbaatar, Mongolia  
2015 - 2017

**Ministry of Construction, State Housing Corporation Reform Project**  
*Special Advisor to the Minister - Team Leader*

Ulaanbaatar, Mongolia  
2015 - 2016

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

Ulaanbaatar, Mongolia  
2014 - 2015

**Asian Development Bank, Urban Planning Improvement Project**  
*Project Monitoring Expert - Lecturer - Team Leader*

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

**Asian Development Bank, Ger Area Development Investment Project**  
*Real Estate & Private Sector Expert - Deputy Team Leader*

Ulaanbaatar, Mongolia  
2013 - 2017

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## CERTIFICATIONS

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<b>Certificate in Business Valuations</b> - Royal Institution of Chartered Surveyors (RICS)	E2017
<b>Accredited Expert Witness</b> - Royal Institution of Chartered Surveyors (RICS)	2016
<b>Certificate in Sustainable Land Use Planning</b> - World Bank (facilitated)	2016
<b>Foundation Investment Certificate</b> - Chartered Financial Analyst Institute (CFA)	2014
<b>Registered Property Valuer</b> - Royal Institution of Chartered Surveyors (RICS)	2014 - 2017
<b>Certificate in Property Valuation</b> - Royal Institution of Chartered Surveyors (RICS)	2013 - 2014
<b>Certified Fire Assessment Inspector (CF I, II)</b> - Eurofeu Asia	2009 - 2014
<b>Military Level Training Qualification (1, 2 &amp; 3)</b> - Oxford University Officers Training Corp	2001 - 2005

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## MEMBERSHIPS

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<b>The Royal Institution of Chartered Surveyors (RICS)</b>	Chartered Valuation Surveyor, Member
<b>The Royal Town Planning Institute (RTPI)</b>	Associate Member
<b>North Asia Valuation Board (RICS)</b>	Board Member
<b>The Royal Institute of International Affairs (Chatham House)</b>	Member
<b>The Royal Geographical Society (with IBG)</b>	Fellow
<b>Geoffrey Payne Associates</b>	Associate
<b>Oxford and Cambridge Alumni Society of Mongolia</b>	Founder & Chairman
<b>The Travellers Club</b>	Member
<b>The Oxford Union</b>	Lifetime Member
<b>Association de la Noblesse du Royaume de Belgique</b>	Baron

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## SKILLS & LANGUAGES

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Valuation; Urban Planning; RE Investments; Placemaking; Affordable Housing; Community Engagement.

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).

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## HOBBIES & ACTIVITIES

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World traveler, expedition lover, mountaineering amateur, aspiring sailor, closet geek, consummate foodie, decent chef & voracious reader.