

Christopher de Gruben, MRICS, FRGS, Assoc RTPI

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Accomplished real estate investor, fund manager and Chartered valuer. Expertise in financial feasibility, valuations standards and development appraisals and experience of International Financial Institutions bidding process, project design and multi-stakeholder management. Passionate about social finance and impact investing. Adept at identifying and implementing blue ocean opportunities in opaque markets. Bilingual in English and French with MSc's in Sustainable Urban Development and Real Estate, now studying for an INSEAD Global EMBA.

EXPERIENCE

M.A.D. URBAN (27 EMPLOYEES / \$1.3M ANNUAL CASHFLOW)

Ulaanbaatar, Mongolia

Market research, investments, property valuations, GIS & urban consultancy

2008 – 2018

Managing Partner & Co-Founder

- Raised \$2.6M in equity from family offices to purchase, renovate, operate and lease 43 serviced apartments. Currently generating 14% net yield at approximately 70% occupancy.
- Restructured M.A.D. to property services only during 2012 commodity crisis, re-packaged and sold all assets, cut fixed overheads by 36%, increased revenues by 65%+ by 2014.
- Launched new product line of GIS mapping for public and private sector (first of its kind). Sourced 250,000+ proven property transactions in market with limited public domain, created inventory of 300 base and heat maps. \$170K of recurring annual revenue.
- Mentored 3 staff to full MSc scholarships in US and UK & 4 to membership of RICS.

Investment Advisory

- Structured re-financing of \$14M commodity transport company for EBRD & HK Hedge Fund.
- Negotiated financial affordability & market viability aspects of 2 housing projects with Exim banks of Korea and Turkey on behalf of State Housing Corporation - \$350M capital raise.
- Originated & brokered Mongolian real estate transactions worth \$195M+ over 10 years.
- Advised Chinese agricultural pension fund on \$180M investment in mixed-used project.
- Carried out extensive corporate and project financial due diligence for institutional clients.

Property Valuation

- Developed proprietary property valuation software to generate IVS reports in 4 hours from 3 days previously. Reduced fees from \$3,000 to \$500, gaining 35% market share, increasing revenues by 40%. Established a new Singapore LLC to raise venture capital.
- Won PwC contract for first large scale IMF led Asset Quality Review in Mongolia. Designed internal verification processes. Hired, trained and led team of 19. Carried out 6,000 collateral valuations and re-evaluation of 20% of all assets held by commercial banks.
- Set-Up valuation boards for 3 commercial banks. Designed selection process for panel of valuers. Established internal processes for valuation management & corporate governance.
- Represented as an Expert Witness on property valuation matters for international court of arbitration in Singapore. Licensed in commercial dispute resolution by the RICS.

Public Sector Consulting

- Supervised team of 8 commercial bank staff for EBRD's "Risk Sharing Facility". Performed due diligence on 36 SME's, secured \$4.2M of total investment for 15 SME's from board.
- Consulted on 17 large scale IFI projects (World Bank, ADB, EBRD, IMF, Asia Foundation, UNDP). \$1.9bn+ total project disbursements. Focused on financial capacity building, policy reform, affordable housing, banking for informal economy and value chain enhancements.
- Led teams of 45+ consultants across 5 IFI funded projects working on municipal finance, project financing, private sector engagement, community participation and focus groups.
- Built methodology for "National Construction Index" for new \$1.1Bn UB airport project.

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ASIA PACIFIC INVESTMENT PARTNERS

Multinational conglomerate with holdings in mixed-use property development, tourism & SME finance.

(100+ EMPLOYEES / \$150M+ ANNUAL CASHFLOW)

Ulaanbaatar, Mongolia

2005 – 2008

CEO – Mongolian Resorts (an APIP Company)

2007 – 2008

- Reviewed & established streamlined internal processes. Re-trained 23 employees.
- Led restructure of 6 travel related business units, rationalized costs and drove new strategy of vertical integration and upselling of services through bundling and packaged tours. Profits increased 120% within first year, reduced cost by 30%.

Director of Business Development - APIP

2006 – 2007

- Drove through corporate re-branding of APIP. Hired 15 new staff over 3 offices during a 12 months period. Created first unified group-level international marketing campaign.
- Developed new annual corporate strategy for conglomerate business to submit to the CEO and board for approval 3 years in a row. All approved with only minor modifications.
- Presented to audiences of over 500 as keynote speaker at international conferences on Mongolia.

Director Sales & Marketing – Mongolian Properties (an APIP Company)

2005 – 2006

- Carried out \$20M in direct sales for three large-scale mixed-use developments. Assisted group's executives with documentation and pitch preparations on sales to institutional investors and family offices. Organised multi-city road shows.
- Launched property management operations, signed 340 apartments under management in 1st year, generating \$350k in annual revenue within 2 years. 12 staff. 25% net margin.

EDUCATION

INSEAD

Global Executive MBA (*Scholarship Recipient*)

France / Singapore / UAE / Brazil

2017 - 2018

Oxford University - Harris Manchester College

MSc in Sustainable Urban Development (*Executive Part Time Format*)

Oxford, UK

2015 – 2017

University of Reading (through UCEM)

MSc in Real Estate (*Distance Learning*)

Reading, UK

2013 – 2016

Oxford University – Said Business School

PGDip in Global Business (*Executive Part Time Format*)

Oxford, UK

2014 – 2015

Oxford Brookes University

BA (Hons) in Marketing Management (*Erasmus year in Regensburg, Germany*)

Oxford, UK

2001 – 2005

ADDITIONAL INFORMATION

Nationality: Belgian – Work permits for EU & Mongolia.

Languages: French (native), English (fluent), German (conversational).

Certifications: CFA Investment Certificate, RICS Commercial Property Valuations Certificate, Accredited Expert Witness (RICS), Sustainable Land Use Planning (World Bank).

Affiliations: Chartered Valuation Surveyor (RICS), Urban Planner (Assoc RTPI), Fellow of the Royal Geographical Society (FRGS), Chatham House, RICS North Asia Board, Travellers Club.

Interests: Mountaineering (summitted 4 out of 7 highest summits), acute wanderlust, creative writing, debating, failed architecture, UN Sustainable Development Goals.