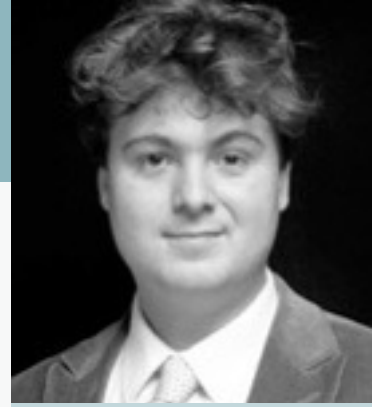


# CHRISTOPHER DE GRUBEN



## » PROFILE

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. I am a Member of the Royal Institution of Chartered Surveyors (MRICS) as a Chartered Valuation Surveyor.

## » CAREER PROGRESSION

### M.A.D. Investment Solutions (Mongolia) - Founder & Managing Partner June 2008 - Present

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. I am also an associate with Geoffrey Payne Associates.

**International Consultant** - ADB, World Bank, JICA, Asia Foundation, GIZ, GLG/CMP:

- World Bank** - *District Mapping and Capacity Building* 2015  
Deputy Team Leader & Land Tenure Expert
- Asian Development Bank** - *Ger District Urban Improvements* 2012 - 2015  
Land Management, Valuation & Real Estate Market Expert
- Asian Development Bank** - *Urban Planning Capacity Development* 2013 - 2015  
International Urban Monitoring Expert
- World Bank** - *Affordable Housing & Social Services* 2014  
National Project Team Leader
- The Asia Foundation** - *Economic Integration of Informal Sector* 2014  
Research Project Team Leader

### Asia Pacific Investment Partners (Mongolia) - Director of Business Development 2005 - 2008

A venture capital firm operating 10 businesses in Mongolia across a wide range of industry sectors. APIP managed at the time real estate assets worth in excess of 50 million USD. While at APIP, I was placed in charge of all sales & marketing operations for its real estate arm (Mongolian Properties), reformed the property agency, launched comprehensive property management operations and carried out its online PR web campaign. In that position, over 10 million USD worth of sales of Mongolian real estate were achieved to both private and institutional investors throughout the world. I further took over the position of CEO for its tourism arm (Mongolian Resorts) which included managing its various restaurant, cafe, bar, ger-camp and guesthouse outlets.

### Officers Training Corp (Oxford) - Senior Cdt Officer - Section Cdr - Cavalry Troop 2001 - 2004

Specialist in tactical warfare, reconnaissance, radio communications & weaponry.

### Fortis Bank (Hong Kong) - Summer Intern 2004

Worked on the merger of the bank-assurance department with ICBC.

### Shinsei Bank (Tokyo) - Summer Intern 2003

Asset Backed Securities Analyst, Pan-Asian aviation and Australian tuna farming.

### Accord Hotel Group (Beijing) - Summer Intern 2002

Financial hotel management systems and general hotel operations, front of house.

### Puilaetco Deewaay Private Bankers (Brussels) - Summer Intern 2001

Client interaction, account opening and closing procedures, private banking.

### University of Reading - MSc in Real Estate (Distance Learning) 2013 - 2015

Overseas Student Representative - Thesis on the preservation of the urban heritage of Ulaanbaatar.

### University of Oxford - PGDip in Global Business (Part Time) 2013 - 2015

Member of Jesus College - Project on the potential to apply the M.A.D. investment model in Uruguay.

### Oxford Brookes University - BA in Marketing Management (Hons) 2001 - 2005

Erasmus year in Germany with the Hochschule Regensburg University of Applied Sciences.

## » EDUCATION

 **Email**  
chris@degruben.com



 **Address**  
4 Rue Descartes,  
75005 Paris, France

**Nationality** Belgian  
**Date of Birth** 31/05/82  
**Marital Status** Single

#### Languages - Fluent

    
English French German

#### Languages - Basic

   
Russian Mongolian

#### Computer Skills

Computer Graphic Design  
Content Management Systems  
Search Engine Optimisation  
Social Networking Strategies

#### Memberships

Royal Institution of Chartered Surveyors (MRICS)  
Royal Town Planning Institute (Associate Member)  
Geoffrey Payne Associates  
The Travellers Club  
The Royal Automobile Club  
The Royal Geographical Society  
The Anglo-Belgian Society  
The Oxford Union  
Association de la Noblesse du Royaume de Belgique (Baron)

#### Certifications

Claritas® Investment Certificate - CFA Institute  
Registered Property Valuer  
Certificate in Commercial Property Valuation (RICS)  
Certified Fire Assessment Inspector (I, II) (CF- II)  
Military Level Training Qualification 1, 2 & 3 (UOTC)



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