

Juan Manuel Gonzalez
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SUMMARY

Adjunct Professor of Real Estate Investment at USC Marshall School of Business. Los Angeles based Real Estate investment and development professional specialized in industrial, residential, credit, and cross-border investments. Established and managed multiple cross-border investment platforms where he led origination, investors relations, asset management and research functions. Former Economist and Central Banker. Active ULI member. UCLA Anderson Full-Time MBA ('04). Active triathlete.

PROFESSIONAL EXPERIENCE

USC Marshall School of Business – Department of Finance and Business Economics Los Angeles, CA
Adjunct Professor – Real Estate Finance and Investment July 2023 – Present

- Instructing Real Estate Finance and Investment courses to MBA and UG students

Loyola Marymount University – Economics Department Los Angeles, CA
Visiting Professor – Economics July 2023 – May 2024

- Instructing Economics and Statistics

JMGP Ventures, LLC Los Angeles, CA
Principal January 2021-Present

- Currently developing recently acquired adaptive reuse commercial real estate project in Central LA.
- Consult with real estate and credit investors on sourcing, structuring development joint-ventures and managing investments.

California Lutheran University – School of Management Thousand Oaks, CA
Adjunct Professor - Entrepreneurial Finance and Economics January 2023 – June 2023

- Lectured Growth Stage Venture Management (MBA) and General Economics (Undergraduate) courses

7 Bridges Capital Partners Santa Monica, CA
Managing Director October 2015 – December 2020

- Led cross-border platform set up and initial real estate investments in Mexico for U.S. based joint venture focused on Latin America backed by global institutional fund manager.
- Closed acquisition, joint-venture, development and asset management efforts for industrial and residential real estate assets in Mexico.
- Drafted and executed initial real estate investment platform strategy across asset classes in Mexico.
- Prepared investment presentations and reports for investment and asset management committees.

JMGP Ventures, LLC Los Angeles, CA/Mexico City, Mexico
Principal March 2015 –October 2015

- Advised Chairman of the Board and CEO of Pendulum, a U.S.-owned independent asset manager servicing US\$1.7 billion in loans in Mexico.
- Prepared business plan, valuation, and investor marketing materials.
- Introduced platform to investors leading to new relationship with US\$5.5 billion San Francisco based fund.

Gaia Capital Mexico City, Mexico
Managing Director November 2013 –March 2015

- Led investors relations for local real estate private equity investor focused on residential projects in Mexico.
- Obtained investment commitment from local \$350 bill MXN pension fund manager.

Capital Inmobiliario Mexico City, Mexico
Acquisitions/ Special Situations September 2011 – October 2013

- Sourced, presented to Investment Committee and closed opportunistic equity investments in housing projects for MX\$2 bill (US\$110 mm) institutional private equity real estate fund manager in Mexico (CKD).
- Managed acquisition, and disposition of 2 unfinished residential projects as well as various REO portfolios.

Condesa Financiera SOFOM ENR Mexico City, Mexico
Interim Chief Executive Officer April 2010 – February 2011

- Led Mexico operations and downsizing plan execution for U.S. owned SOFOM (non-bank bank) specialized in residential mortgages and construction loans with total assets over MX\$1 bill (US\$60 mm) as of September 2009.

Condesa Financiera SOFOM ENR Mexico City, Mexico
Chief Financial Officer August 2006 – April 2010

- Led investor relations, finance and asset management teams including 64 professionals at operations peak.
- Negotiated funding agreements with investment banks. Within three years of operations obtained:
 - MX\$1.8 bill in debt and US\$22 mm in equity from Mexican and US investors and lenders.

Banco de México (Mexican Central Bank) Mexico City, Mexico
Financial Stability Group August 2004 – August 2006
Financial Economist

- Wrote quarterly and annual research covering real estate finance, governance, and financial stability topics.
- Presented at the “Housing Finance in Emerging Markets” conference organized by the World Bank in 2006.
- Participated at the “Financial Markets and New Financial Instruments” seminar organized by the IMF in 2005.
- Attended the “Seminar on Asset Securitization and Structured Finance” organized by the IMF in 2005.

Lehman Brothers New York / Miami
Wealth and Asset Management June 2003 – August 2003
Summer Associate

- Conducted research, compiled market data and prepared presentations about Lehman’s product platform.

Banco de México (Mexican Central Bank) Mexico City, Mexico
Financial Institutions Group December 1999 – August 2002
Analyst

- Contributed to an improved classification of subordinated debt as bank capital
- Participated in Corporate Governance Seminar organized by the New York Federal Reserve in 2001.

EDUCATION

UCLA Anderson Los Angeles, CA
Full Time M.B.A. (Finance and Real Estate) June 2004

Universidad de las Américas, Puebla Puebla, Mexico
Bachelors in Economics, *Magna Cum Laude*. December 1999

- *Honors:* Deans’ List, Phi-Beta-Delta medal, Congressional intern in Washington, D.C., member of Basketball Team, Exchange Student at McGill University.

OTHER

- **Teaching:** Adjunct International Banking Professor at ITAM’s Banking, Credit and Risk Management Institutional Diplomat Program in Mexico City in 2006.
- **Sports:** Member of Mexico’s triathlon team for his age group’s ITU World Championships in 2014 and 2015. Classified and raced 2024 US Age Group Nationals in Atlantic City.
- **Languages:** Spanish, English and German (Deutsches Sprachdiplom Stufe 1 und 2).