

CRISTINA PALACIOS

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration; Finance and Real Estate Major

2023-2025

Henry Ralph Ringe Scholarship on basis of exceptional professional, academic and personal achievement. | GMAT: 740 (97%)

President of Wharton Latin American Student Association, Real Estate Club, Private Equity & Venture Capital Club.

UNIVERSIDAD IBEROAMERICANA

Mexico City

BS in Industrial Engineering

2013-2017

Graduated with Honors.

EXPERIENCE

PARTNERS GROUP

Denver, CO

Swiss-based global private equity firm with +149B USD AUM.

MBA Associate – Private Real Estate

Jun-Aug 2024

- Led underwriting for JV acquisition of a +180M GBP premium hotel asset in London.
 - Drafted and presented IC materials, defended investment thesis, and received approval for bid
 - Modeled to adjust assumptions, created cap table scenarios to de-risk investment and aligned with team on valuation.
- Contributed to analysis and underwriting of six real estate transactions in hospitality, student housing, cold storage, and multifamily asset classes. Transactions were structured through a combination of direct investments and partnership structures.
- Built asset management template for monthly follow-up of two hotel investments measuring important operating KPIs and tracking asset's performance vs. underwriting.

ALOJICA - A BLACK CREEK MEXICO COMPANY

Mexico City

Investment management company founded in 2020 under Black Creek Mexico with +3.0B USD of aggregate transaction value.

Investments Associate

2021-2023

- Led analysis, underwriting, and development plans for 2 hotel acquisitions totaling \$240M USD and \$60M USD in Capex renovations with a 60% loan structure.
- Composed comprehensive investment thesis for and participated in negotiation of debt term sheets with the Mexican Bank for two hotel deals of over \$240M USD.
- Part of founding team member as fourth employee and first associate.

HABITAS

Mexico City

Boutique hotel start-up that develops, owns, and operates their hotels and raised +30M USD to expand worldwide.

Investment and Asset Management Analyst

2019-2021

- Volunteered to design budgeting and monthly performance follow-up processes for Habitas in Tulum, Namibia, Bacalar, and Al-Ula (Saudi Arabia).
 - Improved EBITDA margins from 28% to 32% in 1 year through monthly financial reviews by tracking performance.
- Created hotel development models with backed operational assumptions to accurately determine allocation of 30M USD.
- Headed research team conducting market fundamentals analysis in chosen expansion areas to sustain investment thesis for development underwriting.
- Identified operational inefficiencies within hotel leadership, resulting in active participation in the executive team's decision-making to select a new Tulum Hotel Manager and improve overall operational performance.

ARTHA CAPITAL

Mexico City

Real estate investment and development company in Mexico with +1.4B USD AUM

Investments Analyst

2017-2019

- Developed and updated financial models with sensitivity analysis for evaluation of PE investments in hospitality sector up to \$850M USD.

ADDITIONAL INFORMATION

- Languages: Spanish (Native), English (TOEFL 112) | Nationalities: Mexican, Spanish.
- Sports: Certified Skydiver, Certified Scuba Diver, Certified Freediver L2, Kitesurfing, Mountain Biking, Golf, Skiing.