

GAURAV SHIVPURI

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EXPERIENCE

The Founding Partner at CoReal, Gaurav Shivpuri, holds over 25 years' experience in the real estate sector, of which 20 years have been within the Middle East.

Gaurav's extensive career in investments, fundraising, advisory, and operations of mid and large- scale projects has seen him involved in over US\$ 3 billion of transactions.

These include equity and debt raising, sale and leasebacks, and build-to-suit projects across the GCC and Egypt. This experience includes three pan- regional real estate funds, where Gaurav led the conceptualization, structure and raising of over US\$ 500 million in fund corpus.

Gaurav has also advised on numerous master-planned & mixed-use developments across the region totalling a Gross development value of over US\$ 150 billion and has a deep understanding of all real estate asset classes.

Since establishing CoReal, Gaurav and his team have closed transactions worth over US\$ 100m throughout the UAE and US. Through his well-Established relationship network across the investor landscape in the Middle East, Gaurav regularly advises notable private families, asset managers, and institutional investors on investments and divestments across the region.

POSITIONS

Prior to founding CoReal Partners, Gaurav spent 17 years with JLL. Initially leading the firm's advisory and corporate finance functions, Gaurav's areas of focus included feasibility studies, investment advisory, property valuation, project financing, and funding advisory. Following this, he spent his last decade with JLL leading the capital markets function for the Middle East region, where the firm undertook more transactions than all of its competitors combined.

EDUCATION AND AFFILIATIONS

Gaurav holds an MBA from Cornell- Essec with a focus on Real Estate Finance.