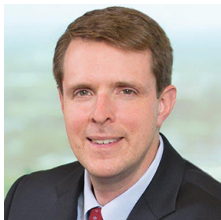




# GLOBAL REAL ESTATE SUMMIT 2017



## **Dean A. Dulchinos**

Head of Structured Real Estate Investments  
*Barings Real Estate Advisers*

Dean A. Dulchinos heads the Structured Real Estate Investments Group for Barings Real Estate Advisers, where he has responsibility for a platform focused on raising and investing client capital into real estate mezzanine debt, preferred equity, levered bridge lending strategies and other debt investments. His responsibilities include portfolio management, strategy, portfolio finance and reporting, as well as development, implementation and distribution of investment products for the firm's clients. Mr. Dulchinos chairs the Structured Real Estate Investment Committee and is a member of the firm's Debt Valuation Committee. Mr. Dulchinos joined the firm in 2003, and his experience has included oversight of the company's real estate private equity fund investment program, development and oversight of its credit facility lending program, origination of high yield debt and preferred equity investments, and, prior to 2003, oversight of legal services for MassMutual's high yield, capital markets and syndications programs. He began his career in 1993 as an attorney in a commercial real estate practice. Mr. Dulchinos earned a B.S.B.A. degree in Finance from Western New England College and a J.D. from Western New England College School of Law.

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