



Managing Director & CEO
Brazil

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Avenida das Nações Unidas,
14.401 – Jatobá Tower – 13th
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04794-000 | Brazil

Affiliations or Memberships

MRICS

CRECI - SP: 169.543-F

CREA: 5.060.339.429-SP

Paula Casarini, MBA, MRICS

Area of Expertise

Executive with over 30 years of experience in the real estate market and in business management, currently leads Colliers Brazil, heading a team of entrepreneurial, collaborative, and flexible professionals with a strong sense of urgency and dedication to excellently meeting all client needs.

As the company's primary leader, she is responsible for strategic management, defining growth plans, implementing innovation initiatives, and integrating ESG practices into the organization's daily operations.

She oversees all business lines, fostering an environment that values people, as she believes that engaged and well-cared-for employees are fundamental to achieving success and ensuring client satisfaction.

Professional Accomplishments

Among the main awards and achievements, the following stand out:

- **2024:** Well Equity Certification, which focuses on promoting fair, inclusive, diverse, and accessible environments.
- **2023:** Signing of the Racial Equity Promotion Pact.
- **2022:** "Advancing Health in ESG Leadership" award, in collaboration with 31 other Colliers' locations worldwide.
- **2024, 2023, 2022, 2021, and 2020:** Achievement of the *Great Place to Work* certification for Colliers' operations in Brazil.
- **2013:** *Innovative Idea Award* - Colliers Americas Conference.
- **LATAM Top Producer** (2010 and 2012).

Business and Educational Background

She has been serving as the Managing Director and CEO of Colliers Brazil since Dec 22. Previously, she was the company's COO from January 2019 to Dec 22, leading the digital transformation and strengthening the organizational culture.

From 2014 to 2018, she held the position of Vice President at Colliers Brazil, following a successful career as Executive Manager, Director, and Executive Director in the Valuation and Advisory division between 2006 and 2014. Before that, she worked as a Valuation Manager at Amaral d'Ávila Engenharia de Avaliações.

She is also a speaker and guest lecturer at prestigious institutions such as ANBIMA, FGV, FDC, and UFABC, sharing her expertise in the real estate market, innovation, and business leadership.

Community Involvement

Responsible for leading the strategic ESG vision of Colliers Brazil, serving as a driving force and supporter of the Diversity and Inclusion Committee, with a strong commitment to implementing affirmative actions focused on racial and gender equality.

She actively participates in the *Colliers Gives* program, promoting social responsibility initiatives and encouraging employee engagement in community activities that generate positive societal impact.

Since 2021, she has been a board member of **IAMC** (Industrial Asset Management Council) in Brazil, contributing voluntarily to the development of the sector. Additionally, she volunteers as an APC Assessor and is an active member of the Brazilian committee of **RICS** and serves as fiscal advisor at **ABRABLOG**.

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Education or Qualifications

Organizational Psychology and
People Management – Post-
graduation PUCRS 2022

Executive MBA – Fundação
Dom Cabral, 2018

RICS registered valuer since
2017

Instructor certification “The
Colliers Way”, Mexico City, 2015

RICS member, since 2012

Knowledge Partner certification
by Colliers University, 2012

Colliers Leadership Program –
Colliers University, Canada,
2010.

Post-graduate in property
valuation and as engineering
expert - FAAP, 2000

Civil Engineer – UNIP, 1994

Colliers

Representative Clients and Projects

Under her leadership and supervision, Colliers' operations in Brazil achieved:

- Appraisal of 375 billion sf areas across more than 14,000 properties throughout the national territory, including areas connected to ports and airports. Clients served include HSI, BTG, LogCP, Patria, Guardian, Emergent Cold, Rio Bravo, XP, among others.
- Sales of over 258 million sf in industrial and logistics sector properties for clients such as Green Alternative Investments, Pátria, Brookfield, Braskem, FAPES, Cognia, among others.
- More than 172 million sf in transactions of industrial land and factory areas.
- Over R\$ 2.6 billion transacted in the office sector through lease operations, rental contract renegotiations, and property sales over the last five years.
- Structuring of operations for Built-to-Suit, Sale & Leaseback, and Buy Lease models.
- Coordination of the sale of non-productive asset portfolios for companies such as TIM, Nestlé, PepsiCo, CESP, P&G, Bayer, SOS Children's Villages, Eternit, Alpargatas, and others.
- Project and construction management, design & construction, and workplace advisory for clients such as Mercado Livre, Boeing, Alcon, Natura, Volvo, the French Consulate, DHL, and others.
- Redefinition of workspaces and acquisition of Fit-Well and Well Health and Safety certifications.
- Portfolio management and lease contract administration for property owners such as Valia, Economus, RB Capital, and other major investment funds and family offices.
- Integrated facilities management across 2 million m² of offices and distribution centers for companies such as L'Oréal, Mercado Livre, Société Générale, FM Global, and others.
- Management of 5 million m² in industrial condominiums and corporate office buildings across the national territory for clients such as BTG, Safra, Bresco, Forluz, Pátria, Funcef, Santander, Mercado Livre, and others.