



Guido Fernandez



Guido Fernandez: Key Attractions of His Role at PHAXSIS Consortium

Guido Fernandez, as a key figure in the PHAXSIS Consortium, brings an exceptional blend of expertise in real estate, finance, and partnership structuring that significantly enhances the consortium's strategic objectives. With over three decades of experience leading SONETO, a Santiago-based real estate company with assets exceeding \$100 million, Fernandez offers a deep understanding of market dynamics and project execution. His engineering background from the Universidad de Chile equips him with analytical rigor, enabling him to design partnership models that align diverse stakeholders. This expertise is a cornerstone of PHAXSIS's ability to attract high-caliber investors and partners, making Fernandez's role highly attractive for advancing the consortium's investment initiatives.

Fernandez's proficiency in structuring complex company partnerships is a standout asset for PHAXSIS, particularly in its pursuit of scalable, sustainable projects. His experience negotiating joint ventures and co-investment agreements at SONETO demonstrates his ability to balance risk and reward while ensuring governance clarity. Within PHAXSIS, he applies this skill to forge alliances that integrate real estate with mining and other sectors, creating synergies that enhance project viability. His track record in financial structuring, including managing investment vehicles, ensures that PHAXSIS's partnerships are robust and adaptable, positioning the consortium as a leader in innovative investment frameworks.

His extensive international network, built through years of collaboration with global firms in finance, hospitality, and real estate, is another compelling aspect of Fernandez's role. This network enables PHAXSIS to access cross-border opportunities, attracting international capital and expertise to its initiatives. Fernandez's membership in industry guilds and fund

management companies further amplifies his influence, providing PHAXSIS with insights into global trends and regulatory landscapes. His ability to facilitate overseas negotiations strengthens the consortium's global footprint, making it an attractive partner for multinational corporations and investors seeking exposure to Latin American markets.

Fernandez's commitment to sustainability and community-focused development aligns seamlessly with PHAXSIS's ethos, adding significant value to his role. Drawing on his experience in hospitality and tourism, he champions projects that deliver social and economic benefits, such as real estate developments that enhance urban livability. His leadership ensures that PHAXSIS's initiatives prioritize environmental stewardship, appealing to socially conscious investors. This alignment not only enhances the consortium's reputation but also positions it to capitalize on the growing demand for sustainable investment opportunities, making Fernandez's contributions a key differentiator.

Finally, Fernandez's strategic vision and leadership in navigating Chile's real estate and regulatory environment make him indispensable to PHAXSIS's operational success. His ability to integrate real estate expertise with the consortium's broader investment goals ensures that projects are both financially sound and market-relevant. By fostering partnerships that are flexible yet resilient, Fernandez enables PHAXSIS to adapt to changing economic conditions while maintaining stakeholder confidence. His multifaceted contributions—spanning partnership structuring, international networking, sustainability, and local expertise—make his role a linchpin in PHAXSIS's ambition to redefine global investment paradigms.