

INVESTMENTexpo

THE TRADE FAIR FOR REAL ESTATE ASSET MANAGERS AND INVESTORS

10 and 11 September 2020 - Waldorf Astoria Berlin

www.investmentexpo.de

- with comprehensive hygiene concept -

Discussion
Information
Exhibition
Dialogue



PROGRAMME 2020

Advisory board of INVESTMENTexpo



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REFIRE

[The Property Post]

ZIA
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INVESTMENT_{expo}

The trade fair for real estate asset managers and investors

INVESTMENT_{expo} is the forum and the initiative for real estate investors and asset managers when it comes to direct interaction, discussion, dialogue and obtaining information.

- **Obtain information** and **have discussions** in three conference rooms
- **Exhibition space**
- Large **meet & greet area** for networking
- Quiet **business lounge** for in-depth conversations

The absolute goals of INVESTMENT_{expo} are personal dialogue and information on markets, products, services and current topics in a short space of time.

INVESTMENT_{expo} is organised and supported by experienced market participants

HYGIENE CONCEPT

Your health is important to us: The hygiene concept of INVESTMENT^{expo}

In order to offer all our guests the maximum of safety, we have developed a comprehensive hygiene concept together with the Waldorf Astoria, which we will adapt to current developments and legal requirements in the weeks leading up to the fair.

We would like to outline the basic principles in the following:

Equalisation of the use of lecture rooms and break areas

- There will be a continuous programme in all rooms without “break times”. In this way, we will avoid accumulations in the foyers as is usually the case during breaks in conferences and meetings.
- Instead, we provide “all day” catering in the form of “market stalls” where you can get a variety of drinks and food. All “market stalls” are served and no buffets.
- So you decide yourself when you want to eat.

Distance and hygiene rules in the lecture rooms

- We will reduce the seating in the three function rooms, leave enough space between the individual chairs and move the chairs in the rows.
- Furthermore, all lecture rooms are equipped with windows, which we also open during the lectures to ensure air circulation.
- We will broadcast the discussions and lectures live on screens from the three lecture rooms to various locations in the foyers.
- In addition, we kindly ask you to wear masks in the lecture rooms.

Distance and hygiene rules on the break areas

- There will be distance lines at the served “market stalls”.
- We will mark bar tables and tables with barrier lines in order to maintain distances there as well.
- We kindly ask you to wear masks in the break rooms outside the dining room and away from conversation.

Hygiene and safety for participants

- Each participant receives mouth-nose masks from us to change.
- We will set up disinfection stands at various locations.

Limiting the number of participants and participants from non-EU countries

- According to the current legal requirements of the State of Berlin, events with up to 300 participants are permitted from July 1, 500 participants from August 1 and 750 participants from September 1.
- However, we will limit the number of participants on site after the room, seating and distance concept has been worked out in detail. As of today, we are assuming a possible 320 to 340 maximum possible participants.
- As long as there are no further entry restrictions, we will exclude the participation of persons from non-EU countries.
- Speakers from non-EU countries and without residence within an EU country will be connected via online stream if possible or with pre-recorded videos.
- Furthermore, virtual tickets are now available and the discussions and lectures from the three lecture rooms will be transmitted to the Internet.

INVESTMENTexpo is an initiative by **RUECKERCONSULT**, a leading consultant for communication at the interface of real estate and the real estate capital markets with significant expertise in designing and organising events.

INVESTMENTexpo is supported by an **Advisory Board** when it comes to designing the content of the event

- **Professor Steffen Sebastian**, Professor of Real Estate Finance, IREBS International Real Estate Business School, University of Regensburg (Chairman of the Advisory Board)
- **Hermann Aukamp**, consultant
- **Ingo Bofinger**, AFIAA Foundation for International Real Estate Investments
- **Dirk Bratschke**, Institutional Asset- and Portfolio Manager
- **Dr Anton Buchhart**, Barmenia Versicherungsgruppe
- **Christiane Eckert**, former Chief Portfolio Manager, ATP Real Estate
- **Dr Anja Hubig**, Ostsächsische Sparkasse Dresden
- **Markus Königstein**, R+V Versicherungsgruppe
- **Joachim Kumme**, Kreissparkasse Ludwigsburg
- **Dr Helmut Matthey**, Evangelische Ruhegehaltskasse (ERK)
- **Karsten Müller-Uthoff**, consultant
- **Professor Ulrich Nack**, EBZ Business School GmbH
- **Sascha Pinger**, Versorgungswerk der Wirtschaftsprüfer und der vereidigten Buchprüfer im Lande Nordrhein-Westfalen (WPV)
- **Thomas Rücker**, RUECKERCONSULT GmbH
- **Jan Schlüter**, Nordrheinische Ärzteversorgung (NAEV)

INVESTMENTexpo offers institutional investors free attendance including two overnight stays

INVESTMENTexpo is the platform for asset managers and service providers to present their expertise to a broad audience via partnerships

Who should take part in INVESTMENTexpo?

- **Public and private alternative investment funds (AIFs):** real estate investment and asset managers, REITs, real estate AGs
- **Institutional investors:** insurers, pension plans, pension funds, pension schemes, supplementary pension funds, foundations, proprietary securities portfolio managers
- **Service providers and lawyers:** Structurers, tax advisors, auditors, lawyers, servicers, evaluators, custodians, real estate brokers, asset managers, banks, providers of digitalisation solutions, property managers and software developers

The venue: Hotel Waldorf Astoria, Berlin



The Waldorf Astoria Berlin hotel is ideally located in the heart of western Berlin, right next to the famous Kaiser Wilhelm Memorial Church and close to Kurfürstendamm. The hotel's outstanding features include its unparalleled design and striking views over the capital.

PROGRAMME

The event organiser reserves the right to amend the programme and the room layout

Information on discussions, lectures and breaks

We would like to draw your attention to the fact that there are no explicit break times due to the hygiene concept. In all three lecture rooms, the lectures and discussion rounds will therefore take place all day. At the same time, there will be market stalls with a varied range of food and beverages on the first floor foyer, in the restaurant (first floor) and in the foyer ballroom (second floor), and in the Park Avenue area (second floor).

The aim of this measure is to avoid the kind of congestion that would occur during defined breaks in the foyers.

So you decide yourself when you would like to eat or have a conversation with other participants of the **INVESTMENTexpo**.

Presenters

Warburg-HIH Invest forum: **Professor Steffen Sebastian**, Professor of real estate financing, IREBS International Real Estate Business School

INTREAL forum: **Goesta Ritschewald**, Management consultant

The Property Post forum: **Markus Fischer**, Management consultant

THURSDAY, 10 SEPTEMBER 2020

TIME	LOCATION	TOPIC	CONTENT
from 11:00 am	Ground floor		Registration
from 11:00 am	First-floor foyer, Lang Bar, restaurant from 1.30 pm, second-floor foyer Ball- room, Room Park Avenue	Networking	All day: Catering market stands, exhibition, meet & greet, business lounges


PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
			START
12 noon - 12:15 pm	Warburg-HIH Invest forum	INVEST-MENTExpo	<p>Welcome Professor Steffen Sebastian, Professor of real estate financing, deputy managing director of the IREBS International Real Estate Business School Thomas Rücker, CEO of RUECKERCONSULT GmbH</p> <p>Video broadcasting in all forums and foyers</p>
12:15 pm - 12:30 pm	Warburg-HIH Invest Forum	Networking	<p>Introduction to the Conference App and Digital Voting Christian Stoschek, Managing director, Dung Marketing GmbH & Co KG</p> <p>Video broadcasting in all forums and foyers</p>
12:35 pm - 1:05 pm	Warburg-HIH Invest forum	Investment markets	<p>Opening speech The rocky path out of the COVID-19 crisis: Can monetary and fiscal policy help get the economy back on track for growth? Stefan Schilbe, Chief Economist Germany, Director, Co-Head Global Research Germany, Head of Economic Research Germany, HSBC Deutschland</p> <p>Video broadcasting in all forums and foyers</p>
1:10 pm - 1:55 pm	Warburg-HIH Invest Forum	Investment markets	<p>Discussion round Which types of use and investment regions are the winners and losers in the COVID-19 crisis? Discussion led by Karsten Jungk, Managing director, Wüest Partner Deutschland, W&P Immobilienberatung GmbH Dr Marian Berneburg, Head of Real Estate and Financing Division, Provinzial Rheinland Versicherungen Thomas Kallenbrunnen, Managing director, PGIM Real Estate Germany AG Alexander Eggert, Managing director, Warburg-HIH Invest Real Estate GmbH</p>

PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
			<p>Professor Dr Ulrich Nack, University lecturer for real estate management at the EBZ Business School in Bochum</p> <p>Professor Dr Gerd Merke, Board of directors, Zusatzversorgungskasse des Steinmetz- und Steinbildhauerhandwerks VVaG</p> <p>Video broadcasting in all forums and foyers</p>
			FIRST BLOCK OF FORUMS
2:00 pm - 2:45 pm	Warburg-HIH Invest forum	Investment markets	<p>Global cities and investment hubs: Which of Europe's metropolitan regions have stable growth prospects and represent attractive real estate markets for investments?</p> <p>Discussion led by Thomas Beyerle, Managing director, Catella Property GmbH</p> <p>Christiane Eckert, former Chief Portfolio Manager, ATP Real Estate (Videostream)</p> <p>Philipp Ellebracht, Managing director, Schroder Real Estate KVG mbH</p> <p>Sebastiano Ferrante, Head of Germany and Italy, PGIM Real Estate Germany AG</p> <p>Michael Keune, Managing director, Catella Residential Investment Management GmbH</p> <p>Gerhard Lehner, Managing director, Savills Investment Management GmbH</p>
2:00 pm - 2:45 pm	INTREAL forum	Own securities accounts	<p>Challenge of own securities account management: Banks midway between financing institute and asset manager: the role of real estate in banks' asset allocation and a comparison of investment strategies</p> <p>Discussion led by Carsten Demmler, Head of Capital Management, Warburg-HIH Invest Real Estate GmbH</p> <p>Dr Anja Hubig, Director Treasury, Ostsächsische Sparkasse Dresden</p> <p>Dr Joachim Köhne, Head of Investments, Hamburger Sparkasse AG</p> <p>Joachim Kumme, Head of department for own-account investments, Kreissparkasse Ludwigsburg</p>

PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
			Florian Mundt , Geschäftsführer, Deutsche Immobilien DI GmbH
2:00 pm - 2:45 pm	The Property Post forum	Structure and processes	<p>Digitalisation of investment products: tokens and blockchain technology. What opportunities and structures are there for institutional real estate investment? A look into the future and what is already possible in regulatory terms?</p> <p>Speakers to be determined</p> <p>Presented by Arnecke Sibeth Dabelstein Rechtsanwälte Steuerberater Partnerschaftsgesellschaft mbB</p>  <p>Alexander Lehnen, Partner, Arnecke Sibeth Dabelstein Rechtsanwälte Steuerberater Partnerschaftsgesellschaft mbB Dr Wolfgang Scholl, Partner, Arnecke Sibeth Dabelstein Rechtsanwälte Steuerberater Partnerschaftsgesellschaft mbB</p>
			SECOND BLOCK OF FORUMS
2:50 pm - 3:35 pm	Warburg-HIH Invest forum	Investment markets	<p>Global cities and investment hubs: The United Kingdom before, during and after Brexit - will office and residential investments in the UK remain attractive? A debate of the pros and cons.</p> <p>Discussion led by Dirk Bratschke, Institutional Asset- and Portfolio Manager Mahdi Mokrane, Head of Investment Strategy & Research, Patrizia AG Dr Carsten Loll, LL.M., partner, Linklaters LLP.</p>
2:50 pm - 3:35 pm	INTREAL forum	Depot A (Own securities accounts)	<p>Real estate investment by banks: regional and direct or national and indirect?</p> <p>Discussion led by Dominik D.M. Barton, CEO of the Barton Group Daniel Gerth, Deposit manager, Sparkasse Mittelsachsen Joachim Kumme, Head of department for own-account investments, Kreissparkasse Ludwigsburg</p>

PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
			<p>Jens-Dirk Meyer, Director, Product Management Real Estate & Alternative Investments, Helaba Invest Kapitalanlagegesellschaft mbH</p> <p>Thomas Pohlmann, Head of Sales & Client Services, BNP Paribas Real Estate Investment Management Germany GmbH</p> <p>Manfred Schmauser, Head of trading and proprietary investments, Sparkasse Nürnberg</p>
2:50 pm - 3:35 pm	The Property Post forum	Structure and processes	<p>The new RETT blocker: What does it mean for future share deal structures? Which structures are suitable for institutional investors?</p> <p>Dr Marie-Theres Rämmer, Partner, DLA Piper UK LLP</p>
			THIRD BLOCK OF FORUMS
3:40 pm - 4:25 pm	Warburg-HIH Invest forum	Investment markets	<p>Global cities and investment hubs: Focus on Germany: types of use, locations and sites - how to keep generating attractive risk premiums in Germany?</p> <p>Impulse lecture and moderator:</p> <p>Dr Jan Linsin, Managing director, Head of Research, CBRE GmbH</p> <p>Michael Amann, Managing director, Becken Invest GmbH</p> <p>Enver Büyükarlan, Shareholder, Deutsche Investment KVG</p> <p>Andreas Freier, Managing director, GRR Real Estate Management GmbH</p> <p>Dr Helmut Matthey, Management Board Spokesperson, Evangelische Ruhegehaltskasse in Darmstadt (ERK)</p> <p>Jan Schlüter, Head of real estate department, Nordrheinische Ärzteversorgung</p>
3:40 pm - 4:25 pm	INTREAL forum	Liquid investments	<p>Liquid or illiquid real estate investments: what risk premiums need to be generated from an investor's perspective? What is the role of ratings, investment grades and securities prospectuses?</p>

PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
3:40 pm - 4:25 pm	INTREAL forum	Liquid investments	<p>Discussion led by Martin Eberhardt, FRICS, Member of the RICS Governing Council (honorary)</p> <p>Keynote address: Tom Leahy, Senior director, EMEA Analytics, Real Capital Analytics (Video-stream)</p> <p>Dr Anton Buchhart, Senior head of department for investments, Barmenia Versicherungsgruppe</p> <p>Martina Hertwig, Partner, Certified Public Accountant, Tax Advisor, Baker Tilly GmbH & Co. KG auditing company</p> <p>Markus Königstein, Head of real estate and infrastructure, R+V Versicherungsgruppe</p>
3:40 pm - 4:25 pm	The Property Post forum	Structure and processes	<p>Improved efficiency through digitization of the entire value chain - practical examples, methods, trends</p> <p>Discussion led by Markus Fischer, Management consultant</p> <p>Uwe Brodtmann, Board of directors, Solutiance AG</p> <p>Thomas Krings, Managing director, IRM Management Network GmbH</p> <p>Alexander Taft, Managing director, Invesco Asset Management Deutschland GmbH</p> <p>Klaus Weinert, Managing director, Control.IT Unternehmensberatung GmbH</p> <p>Jens Starkjohann, Management Board, SemTrac Consulting AG</p>
			FOURTH BLOCK OF FORUMS
4:30 pm - 5:15 pm	Warburg-HIH Invest forum	Investment markets	<p>Asset manager selection - make or buy: find the best manager for investment destinations and usage types - concepts, analysis, selection process, governance, alignment of interests through investment</p> <p>Discussion led by Hermann Aukamp, Management consultant</p> <p>Tobias Bockholt, Senior Consultant, Willis Towers Watson GmbH</p> <p>Dr Anja Hubig, Director Treasury, Ostsächsische Sparkasse Dresden</p>

PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
			<p>Susanne Klaußner, MRICS, Management, DIR Deutsche Investment Retail GmbH</p> <p>Michael Wolfram, CAIA, FRM, Director, Bfinance Deutschland GmbH</p>
4:30 pm - 5:15 pm	INTREAL forum	Liquid investments	<p>Debt investment in the real estate sector: direct lending, private debt, project bonds and corporate bonds</p> <p>Discussion led by Professor Steffen Sebastian, Professor of real estate financing, deputy managing director of the IREBS International Real Estate Business School</p> <p>Professor Michael Becken, Managing director, Becken Invest GmbH</p> <p>Markus Drews, Board of directors, DIOK Real Estate AG</p> <p>Francesco Fedele, Managing director, BF.Capital GmbH</p> <p>Stefan Fromme, Managing partner, VC Trade GmbH</p>
4:30 pm - 5:15 pm	The Property Post forum	Structure and processes	<p>Global cities and investment hubs: US and Canada - which cities offer investment opportunities and for which usage categories?</p> <p>Keynote address and discussion led by Thomas Gütle, Managing director, Primera Advisors GmbH</p> <p>Thomas M. Baur, Senior Director, GTIS Germany GmbH</p> <p>Ingo Bofinger, Managing director, AFIAA Foundation for International Real Estate Investments</p> <p>Alexander Breddermann, Vice President Fund Management, Northam Realty Advisors Limited</p> <p>Cordt Ernst, Managing Partner Capital Markets, Magnolia Capital</p> <p>Bernd Wegener, FRICS</p>

PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
FIFTH BLOCK OF FORUMS			
5:20 pm - 6:05 pm	Warburg-HIH Invest forum	Structure and processes	<p>Regulation and its impact: what consequences will increasing regulation have from a developer's, manager's and investor's perspective? Is there a correlation between regulation and rental prices?</p> <p>Discussion led by Professor Ulrich Nack, university lecturer in real estate management at the EBZ Business School in Bochum</p> <p>Keynote address: Gero Gosslar, Managing director, ZIA Zentraler Immobilien Ausschuss e.V</p> <p>Dr Anton Buchhart, Senior head of department for investments, Barmenia Versicherungsgruppe</p> <p>Markus Königstein, Head of real estate and infrastructure, R+V Versicherungsgruppe</p>
5:20 pm - 6:05 pm	INTREAL forum	Liquid investments	<p>Real estate equities: investment in real estate shares and REITs - active management or passive index strategies?</p> <p>Keynote address and discussion led by Stefan Stute, MRICS, Director, Head of Investment Consulting, Wüest Partner Deutschland, W&P Immobilienberatung GmbH</p> <p>Gerald Klinck</p> <p>Dr Stefan Krausch, Head of Real Estate Portfolio Management, MEAG MUNICH ERGO AssetManagement GmbH</p> <p>Dr Foruhar Madjlessi, Member of the Management Board, CFO, Instone Real Estate Group AG (Videostream)</p> <p>Claudia Reich Floyd, Portfolio Manager Real Estate Securities, Timbercreek</p> <p>Niclas Karoff, CEO, Hamborner REIT AG</p> <p>Manuel Philippe Wormer, Investment Manager, Real Estate Investment Global, Bayerische Versorgungskammer (Videostream)</p>

PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
5:20 pm - 6:05 pm	The Property Post forum	Structure and processes	<p>Cost transparency among asset managers: an international comparison of fee structures and placing</p> <p>Key note address and discussion led by Dr Nikolai Dördrechter, COO and Head of Private Markets XTP AG and Michael Fuß, Partner, XTP AG</p> <p>Christian Bock, Member of the board, GEG German Estate Group AG</p> <p>Esther Heilmann, Managing director, CBRE Capital Advisors GmbH</p> <p>Dr Helmut Matthey, Management Board Spokesperson, Evangelische Ruhegehaltskasse in Darmstadt (ERK)</p> <p>Sascha Pinger, Managing director, Versorgungswerk der Wirtschaftsprüfer und der vereidigten Buchprüfer im Lande Nordrhein-Westfalen (WPV)</p> <p>Frank Schäfer, Managing director, Peakside Capital Advisors GmbH</p>
6:05 pm - 6:45 pm	Ballroom second-floor foyer, first-floor foyer		DRINKS
7:15 pm	tbd		DINNER AND CLOSE OF THE DAY

FRIDAY, 11 SEPTEMBER 2020

TIME	LOCATION	TOPIC	CONTENT
7:00 am - 8:00 am	Tiergarten		MORNING WORKOUT with Sebastian Finis , Fitness & Health Experte (sebastianfinis.com), meeting point 7.00 am in front of the Waldorf Astoria Hotel
as of 9:00 am	First-floor foyer, Lang Bar, restaurant from 1.30 pm, second-floor foyer Ballroom, Room Park Avenue	Networking	All day: Catering market stands, exhibition, meet & greet, business lounges
			SIXTH BLOCK OF FORUMS
9:15 am - 10:05 am	Warburg-HIH Invest forum	Investment	<p>Early investment - make or buy: are early investments in project developments the best way to invest in existing projects?</p> <p>Discussion led by Karsten Müller-Uthoff, Management consultant</p> <p>Angelus Bernreuther, Corporate Department/ Investor Relationship Management, Kaufland Dienstleistung GmbH & Co. KG</p> <p>Markus Königstein, Division manager Real Estate and Infrastructure, R+V Versicherungsgruppe</p> <p>Klaus Niewöhner-Pape, Managing director, Industria Wohnen GmbH</p> <p>Jan Schlüter, Director of the Real Estate Department, Nordrheinische Ärzteversorgung</p> <p>Eva Welzenbach, Managing director, Advenis Real Estate Solutions GmbH</p>
9:15 am - 10:05 am	INTREAL forum	Investment	<p>Manage to Core strategies - lifting hidden treasures with the right intuition</p> <p>Discussion led by Professor Steffen Sebastian, Professor of real estate financing, deputy managing director of the IREBS International Real Estate Business School</p>

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TIME	LOCATION	TOPIC	CONTENT
			<p>Rainer Thaler, Managing director, Investa Holding GmbH</p> <p>Dr Bernd Wieberneit, Managing director, FOM Invest GmbH</p> <p>Dr Markus Wiedenmann, CEO, Art-Invest Real Estate Management GmbH & Co. KG</p>
9:15 am - 10:05 am	The Property Post forum	Investment markets	<p>Global Cities and Investment Hubs: Asia-Pacific: which regions do European investors have on their watch list? - Australia, New Zealand, Japan and South Korea.</p> <p>Discussion led by Ingo Bofinger, Managing director, AFIAA Foundation for International Real Estate Investments</p> <p>Key note address: Wolfgang Bernadzik, Director, BlackRock Inc.</p> <p>Dr Leonard Meyer zu Brickwedde, CEO Japan, Patrizia Japan KK</p> <p>Sascha Pinger, Managing director, Versorgungswerk der Wirtschaftsprüfer und der vereidigten Buchprüfer im Lande Nordrhein-Westfalen (WPV)</p> <p>Bernd Wegener, FRICS</p>
			SEVENTH BLOCK OF FORUMS
10:10 am - 11:10 am	Warburg-HIH Invest forum	Investment	<p>The grand panel of economists: What effects can we expect from the COVID-19 crisis on a global and on a national level?</p> <p>Discussion led by: Professor Dr Steffen Sebastian, chair of real estate finance and deputy managing director of the IREBS Institute for Real Estate Management</p> <p>Key note address on economics: Carsten Klude, Chief Economist, M.M.Warburg & CO</p> <p>Key note address on Real Estate Industry: Professor Dr Felix Schindler, Head of Research, Warburg-HIH Invest Real Estate GmbH</p> <p>Dr Jan Linsin, Managing director, Head of Research, CBRE GmbH</p> <p>Andreas Trumpp, MRICS, Head of Research Europe, Savills Investment Management GmbH</p>

TIME	LOCATION	TOPIC	CONTENT
<p>10:10 am - 11:10 am</p>	<p>INTREAL forum</p>	<p>Investment</p>	<p>Real estate as a service: beds or stones - what matters when it comes to serviced or managed living investments. Are there differences between Germany, Europe and the UK? What future do operator models have after the Corona crisis?</p> <p>Discussion led by Christof Hardebusch, Managing director, RUECKERCONSULT GmbH</p> <p>Keynote address 1: The impact of the COVID-19 crisis on the micro-living asset class. Amending use concepts, demand and requirements on the part of tenants and investors. Georg-Christian Rueb, Senior Portfoliomanager Institutional Property Solutions, Union Investment Institutional Property GmbH (Videostream)</p> <p>Keynote address 2: what do innovative housing concepts for senior citizens need to provide - concept, operations, future. Matthias Langer, Head of Sales, Outpatient Care, Emergency Call Services, Chairman of the Board, Bundesverband Hausnotruf e.V., Johanniter-Unfall-Hilfe e.V. Till Walter, Head of Innovation Management & Strategic Cooperations, Johanniter-Unfall-Hilfe e.V.</p> <p>subsequent discussion with Hannibal DuMont Schütte, Managing director, Stayery, a brand of BD Apartments GmbH Marc E.C. Gilbard, Chief Executive Officer, Moorfield Group Limited / UK Torsten Hollstein, Managing director, CR Investment Management GmbH Simon Behr, Director of Fund Management & Transaction, GBI Holding AG Björn Munte, Development director Germany, The Collective (Living) GmbH</p>

PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
10:10 am - 11:10 am	The Property Post forum	Investment markets	<p>Start up your business:</p> <p>How do institutional investors find the right real estate asset manager for different usage types and investment regions? - From searching in long lists and short lists to the due diligence process.</p> <p>How should (new) asset managers prepare for addressing investors? - Prepare the selection of suitable investor target groups, personnel skills, organisational structure, marketing materials, speeches and the pitch book and answer the INREV/BVI questionnaires.</p> <p>Presented by LAGRANGE Financial Advisory GmbH </p> <p>Dr Sven Helmer, MRICS, CIIA, Managing Partner, LAGRANGE Financial Advisory GmbH</p> <p>Monika Bednarz, Director, LAGRANGE Financial Advisory GmbH</p>
			<p>KICK-OFF PRESENTATION ESG-INVESTMENTS</p>
11:15 am - 12:15 pm	Warburg-HIH Invest forum	ESG	<p>ESG - a challenge for investors and managers: integrating ESG aspects into the investment process and risk management. Which of the European Commission's requirements need to be implemented for direct and indirect real estate investments, organisational structures for investors and managers and reporting?</p> <p>Introduction: Frank Müller, Rechtsanwalt, Partner, McDermott Will & Emery Rechtsanwälte Steuerberater LLP</p> <p>Presentation: Josien Piek, Head of EMEA, GRESB BV</p> <p>Three questions to Josien Piek: Frank Müller, Rechtsanwalt, Partner, McDermott Will & Emery Rechtsanwälte Steuerberater LLP</p> <p>Video broadcasting in all forums and foyers</p>

PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
EIGHTH BLOCK OF FORUMS			
12:20 pm - 1:15 pm	Warburg-HIH Invest forum	ESG	<p>ESG - the investor perspective: integrating ESG aspects into investment decisions and manager selection. How is manager commitment to ESG aspects measured?</p> <p>Discussion led by: Karsten Jungk, Managing director, Wüest Partner Deutschland, W&P Immobilienberatung GmbH</p> <p>Christiane Eckert, former Chief Portfolio Manager, ATP Real Estate (Videostream)</p> <p>Eberhard Haug, Director Asset Management - Liquid Assets, Dept. Finance, M&A and Investors Relations, EnBW Energie Baden-Württemberg AG</p> <p>Maria Leitzbach, Head of department financial asset ZVK, SOKA-BAU Zusatzversorgungskasse des Baugewerbes AG</p> <p>Thomas Pfeiffer, Managing Director, Norddeutsche Kirchliche Versorgungskasse für Pfarrer und Kirchenbeamte</p>
12:20 pm - 1:15 pm	INTREAL forum	Structure and processes	<p>The heavyweights: What does the disclosure regulation mean for asset managers, institutional investors and investment structures</p> <p>Discussion led by Goesta Ritschewald, Management consultant</p> <p>Tobias Moroni, Managing director, Institutional Investment Partners GmbH</p> <p>Stefan Rockel, Managing director, Universal-Investment-Gesellschaft mbH</p> <p>Michael Schneider, Managing director, INTREAL International Real Estate Kapitalverwaltungsgesellschaft mbH</p> <p>Ludger Wibbeke, Managing director, Hansainvest Hanseatische Investment-GmbH</p>
12:20 pm - 2:15 pm	The Property Post forum	ESG	<p>Three 30-minute case examples of ESG investments</p> <p>Sustainable financing and investment alternative for real estate - aims, background information and case examples</p>

PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
			<p>Jan Köpper, Head of Head of Effect Transparency and Sustainability, GLS Gemeinschaftsbank eG</p> <p>ESG-compliant investment: BLOXHUB, Copenhagen, Denmark</p> <p>Martine Reinhold Kildeby, International network manager, Bloxhub / DK</p> <p>An example of sustainable agro-forestry for institutional investors</p> <p>Richard Focken, CEO and co-founder, 12Tree Finance GmbH</p>
			NINTH BLOCK OF FORUMS
1:20 pm - 2:15 pm	Warburg-HIH Invest forum	ESG	<p>ESG - the manager perspective: how much progress have managers made in implementing ESG aspects? Fig leaf or convincing management approach? How do managers incorporate ESG aspects into corporate organisation?</p> <p>Discussion led by Michael Denk, Managing partner, Quadoro Investment GmbH</p> <p>Alexander Eggert, Managing director, Warburg-HIH Invest Real Estate GmbH</p> <p>Xavier Jongen, Managing director, Catella Residential Investment Management GmbH</p> <p>Claus P. Thomas, CEO, BNP Paribas Real Estate Investment Management Germany GmbH</p>
1:20 pm - 2:15 pm	INTREAL forum	Investment markets	<p>Global cities and investment hubs: the new Silk Road - the impact on logistics markets, routes and properties</p> <p>Discussion led by Andreas Trumpp, Head of Research Europe, Savills Investment Management GmbH</p> <p>Dirk Bratschke, Institutional Asset- and Portfolio Manager</p> <p>Jan Dietrich Hempel, Managing director, Garbe Industrial Real Estate GmbH</p> <p>Joachim Kumme, Head of department for own-account investments, Kreissparkasse Ludwigsburg</p>

PROGRAMME

TIME	LOCATION	TOPIC	CONTENT
			<p>Niklas Räther, Director Investment, AEW Invest GmbH</p> <p>Peter Wenzel, Managing director, RLI Investors GmbH</p>
			CLOSE
2:20 pm - 2:30 pm	Warburg-HIH Invest forum	INVEST-MENTExpo	<p>Recap and outlook</p> <p>Professor Steffen Sebastian, Professor of real estate financing and deputy managing director of the IREBS International Real Estate Business School</p> <p>Thomas Rücker, CEO of RUECKERCONSULT GmbH</p>
2:30 pm - 3.00 pm	Ballroom second-floor foyer, first-floor foyer		MARKETPLACE TALKS WITH SNACKS & DRINKS
3:00 pm			END OF INVESTMENTExpo 2020

INVESTMENTexpo

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Registration

Sign up easily on our website at
www.investmentexpo.de
or simply send us an e-mail to
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For institutional investors (insurers, pension funds, pension schemes, own securities accounts)

We have complementary and, upon request, discounted tickets for institutional investors. If you are interested, please contact Thomas Rucker directly at ruecker@rueckerconsult.de

Venue

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Hotel allotment

Waldorf Astoria Berlin
Booking code "INVESTMENTexpo"
Deluxe room: single room EUR 345 including breakfast,
Double room EUR 373 including breakfast