



TARGA COMMUNICATIONS



Frankfurt School Verlag

Real Estate Investment Day 2020

Real Estate Markets, Trends, Investment Opportunities

1st Annual Conference on September 15, 2020
at the Frankfurt School of Finance & Management

HYBRID-EVENT:
→ Attend in-person
or
→ Join us online



Keynote Speakers:



Isabelle Scemama,
Global Head of AXA IM Alts
and CEO of AXA IM – Real Assets



Dr. Christoph Schumacher,
Global Head Real Estate,
Credit Suisse Asset Management

Sponsors & Partners



Real Estate Markets, Asset Trends, and Investment Opportunities

The **Real Estate Investment Day** is a completely new, one-day conference at the Frankfurt School of Finance & Management, bringing investment officers, innovative fund managers, and consultants together.

As an international investor, the **Real Estate Investment Day** will give you important insights into the German investment market. As a German investor, you will learn more about asset trends and attractive investment opportunities abroad, especially in Europe, the USA and Asia.

The focus of this conference lies on real estate investments, including public and private debt as well as public and private

equity, but exciting other investment topics can also be presented. In addition, the conference will provide a forum for all current and investor-relevant trend topics such as ESG, digitisation and recruitment.

The **Real Estate Investment Day** complements the annual autumn conference Real Estate Finance Day, being one of the most successful events on commercial real estate funding for many years.

We cordially invite you to participate in our conference at our Campus and look forward to exciting industry discussions and stimulating networking.

A. Dahmen

Armgard Dahmen

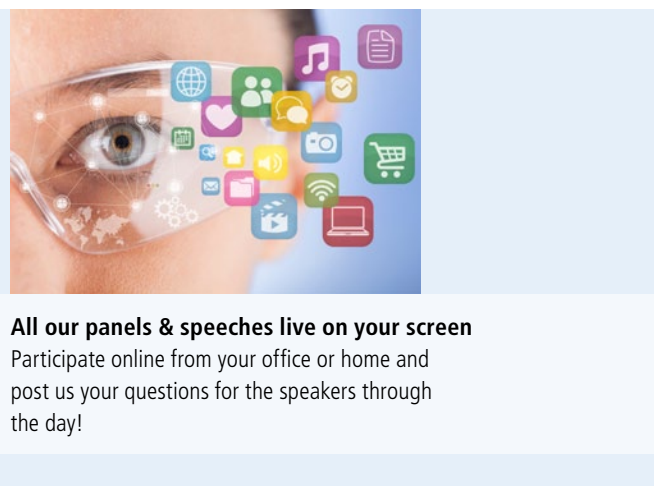
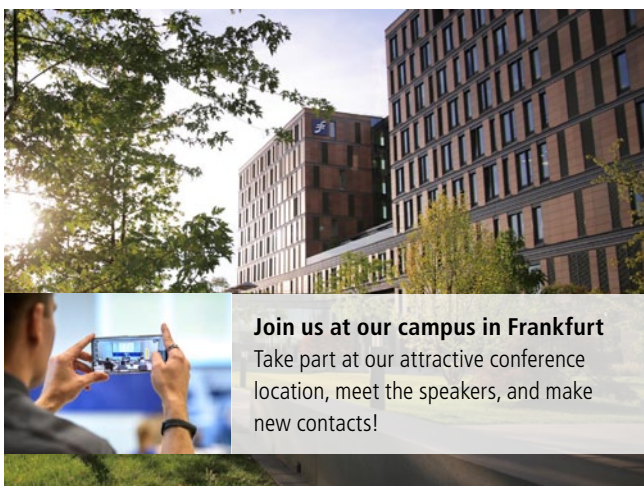
Project Manager Conferences
Frankfurt School Verlag

Goetzelmann

Jochen Goetzelmann

Founder and Managing Partner
Targa Communications

Participate in-person or virtually:



What you'll learn:

- How can investors successfully diversify their portfolio and allocate their capital in the current context?
- Where to find the best investment targets in Germany and abroad, and will there be changes in the years to come?
- How are the ESG expectations of investors and occupiers shaping investment decisions?
- What are the investment opportunities resulting from digitisation and demographic development?
- Where can investors find yield without taking undue risk in an ongoing zero interest rate environment?

Agenda

-
- 08:00** **Registration**
-
- 09:00–09:10** **Welcome**
Ulrich Martin, Head of Marketing and Conferences, Frankfurt School Verlag
-
- 09:10–09:20** **Introduction to the Day**
Andrew Barber, Managing Director, Targa Communications
-
- 09:20–09:50** Opening Keynote: **Real Estate Investments and the Impact of COVID-19 from a Global Investor's Perspective**
Dr. Christoph Schumacher, Global Head Real Estate, Credit Suisse Asset Management
-
- 09:50–10:50** Panel discussion: **What are the Most Attractive Markets and Asset Classes in Terms of Risk-Return Relation?**
Sascha Klaus, Chairman of the board, Berlin Hyp AG | **Barbara Knoflach**, Co-Founder, Deal Evolution An initiative by LifeWorkSpace GmbH | **Oschrie Massatschi**, Chief Capital Markets Officer, Aroundtown SA | **Dr. Christoph Schumacher**, Global Head Real Estate, Credit Suisse Asset Management | Moderation: **Charles Kingston**, Managing Editor, REFIRE
-
- 10:50–11:20** COFFEE BREAK AND NETWORKING
-
- 11:20–11:50** Presentation: **Distressed Lease Agreements – What Are the Opportunities?**
Christian Lonquich, Partner, DLA Piper
-
- 11:50–12:30** Panel discussion: **Impact of Sustainability and Digitization on the Fungibility of Properties**
Introduction: **Sascha Kilb FRICS**, Partner, Drees & Sommer SE | **Rüdiger Salzmann**, Managing Director, Westbridge Advisory GmbH | **Jens-Peter Schulz**, CEO, Dresdner Real Estate Investment Holding GmbH | **Justus Wiedemann**, Group Sustainability Officer, CORESTATE Capital Group GmbH | Moderation: **Viola Joncic**, Head of Sustainability, Commerz Real AG
-
- 12:30–13:15** Panel discussion: **Real Estate Funds in the Corona Crisis: Current Commercial, Legal and Regulatory Issues**
Martin Hüwel, Partner, Luther Rechtsanwaltsgesellschaft mbH | **Paul H. Muno MRICS**, Head of Investor Relations & Germany, Principal Real Estate Spezialfondsgesellschaft mbH | **Dr. Constantin Plenge**, Managing Director Investments, Tristan Capital Partners | **Theo Soeters**, Head of Fund Management, Edmond de Rothschild REIM | Moderation: **Claudia Kapp**, Director of Member Relations, INREV
-
- 13:15–14:15** LUNCH BREAK AND NETWORKING
-
- 14:15–14:35** Afternoon Keynote: **Disruption and Real Estate. Winners and Losers in a Post Pandemic World.**
Isabelle Scemama, Global Head of AXA IM Alts and CEO of AXA IM – Real Assets
-
- 14:35–15:05** Panel discussion: **Investing in Real Estate Debt**
Ralf Kind, Head of Real Estate Debt, Edmond de Rothschild REIM | **Markus Königstein**, Head of Real Estate, R+V Insurance | **Michael Morgenroth**, CEO, CAERUS Debt Investments AG | **Susanne Prossliner**, Managing Director, Versorgungswerk der Rechtsanwälte im Lande Nordrhein-Westfalen | Moderation: **Thomas Gütle**, Managing Partner, PrimeraAdvisors GmbH
-
- 15:05–15:35** COFFEE BREAK AND NETWORKING
-
- 15:35–16:05** Presentation: **What Makes the Market for Senior Housing in Germany so Attractive?**
Alexander Hubbard-Ford, Director, Terragon AG
-
- 16:05–16:35** Presentation: **European Logistics Real Estate – A True Perspective**
Alexander Hoff, Managing Partner, Palmira Capital Partners GmbH
-
- 16:35–17:05** Panel discussion: **How Can Proptech/Fintech Facilitate the Property Investment and the Management of Properties?**
Dr. Titus Albrecht, Co-Founder & CEO, realXdata | **Christian Crain**, Managing Director, PriceHubble | **Alexandre Grellier**, CEO, Drooms GmbH | Moderation: **Conan Lauterpacht**, Managing Partner, M7 Structura
-
- 17:05** SUMMARY AND COCKTAIL RECEPTION
-

Current information:

- Due to the corona regulations, less seats will be available at the conference location than usual. The available number of seats depends on the regulations of the State of Hessen. Seats are assigned according to the order of registration. A binding confirmation of the seat bookings takes place by September 1st.
- We reserve the right to place guests in another conference room with a live broadcast of the complete programme.
- The conference will also be provided web-based, probably as a zoom webinar.

Sign up online: www.fs-verlag.de/reid
or register by fax: +49 69 154006 657

Participation in person:

Registration for the Real Estate Investment Day on September 15, 2020 at the Frankfurt School of Finance & Management

- Standard registration rate: EUR 395 (plus VAT)
- Partner registration rate: EUR 350 (plus VAT)
– Available for ZIA Members

Participation in person, alternatively online participation:

Registration for the Real Estate Investment Day on September 15, 2020 at the Frankfurt School of Finance & Management

Alternatively, if no seats are available: Registration for the online conference live stream on September 15, 2020

- Standard registration rate: EUR 395 (plus VAT)
- Partner registration rate: EUR 350 (plus VAT)
– Available for ZIA Members

Online participation:

Registration for the Real Estate Investment Day on September 15, 2020 (conference live stream via internet access)

- Standard registration rate: EUR 395 (plus VAT)
- Partner registration rate: EUR 350 (plus VAT)
– Available for ZIA Members

Business Private (Consumer)

Last name, First name
Company/Organisation
Job Title/Department
Street Address/PO box
Post code/City, State
Telephone
Email
Date, Signature

Conditions of participation:

The fee for „Participation in person“ includes attendance at all conference sessions, coffee & lunch breaks and conference materials. The fee for „Online participation“ includes the access link & password for the online event and the conference materials. Cancellation is free of charge until September 1, 2020. If you cancel your registration at a later date or if you do not attend the conference, we regret that no refunds can be made. Of course, we are happy to accept a substitute colleague at any time. Your personal data, which you provide us with your registration are used by us for information purposes as well as for the organisation of the event. This also includes the transmission of your data to the co-organiser Targa Communications GmbH. By registering, you agree and acknowledge that efiport GmbH/Frankfurt School Verlag plans to take photographs and capture video footage at the event for later usage, whether in print, electronic, or other media including social media platforms. By participating in the event, you grant efiport GmbH/Frankfurt School Verlag the right to your image (both photographs and videos) for such purposes. Program is subject to change without notice.

Conference venue:

Frankfurt School of Finance & Management, Adickesallee 32–34, 60322 Frankfurt am Main, Germany

Contact: Frankfurt School Verlag, Adickesallee 32–34, 60322 Frankfurt am Main, Germany

Registration & General Questions: Ms Jana Psenicka | Tel. +49 69 154008 687 | info@frankfurt-school-verlag.de

Programme & Sponsorship Info: Ms Armgard Dahmen | Tel. +49 69 154008 64 | dahmen@frankfurt-school-verlag.de

Changes of address & Removal from the distribution list: fachkonferenzen@fs-verlag.de