



TARGA COMMUNICATIONS



Frankfurt School  
Verlag

# Real Estate Investment Day 2022

## Real Estate Markets, Trends, Investment Opportunities

3<sup>rd</sup> Annual Conference on June 29, 2022  
at the Frankfurt School of Finance & Management

**For RICS  
Members**  
equals to  
8 hours of CPD



### Keynote Speakers:



Opening Keynote:  
**Marc-Antoine Bouyer**,  
Managing Director Partner,  
Co-Head, Carlyle Europe  
Realty

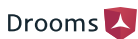


Lunch Keynote:  
**Umut Ertan**,  
Impact - Real Estate Investor,  
Schweizer Kapital Family  
Office Gruppe



Closing Keynote:  
**Brady Welch**,  
Founding Partner,  
Slate Asset Management

Partners:



Media partners:



# Real Estate Markets, Asset Trends, and Investment Opportunities

The **Real Estate Investment Day** is a 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 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**

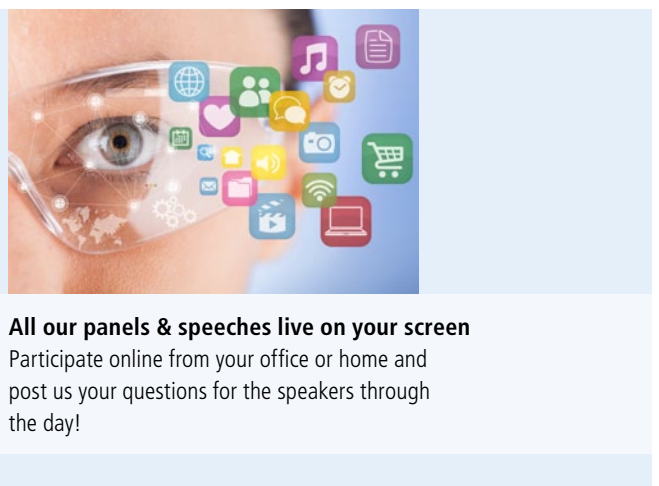
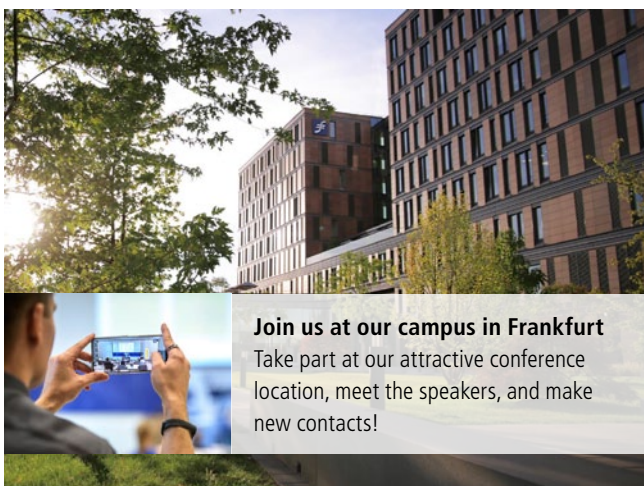
Project Manager Conferences  
Frankfurt School Verlag

*Goetzmann*

**Jochen Goetzmann**

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? Learn where the likely changes will be 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

08:30	REGISTRATION
09:00–09:10	<b>Welcome</b> <b>Martin Ulrich</b> , Senior Director, Frankfurt School Verlag <b>Nils Stieglitz</b> , President & CEO, Frankfurt School of Finance & Management
09:10–09:20	<b>Introduction to the day</b> <b>Andrew Barber</b> , Managing Director, Targa Communications
09:20–09:40	<b>Opening Keynote</b> <b>Marc-Antoine Bouyer</b> , Managing Director Partner, Co-Head, Carlyle Europe Realty
09:40–10:40	Opening Panel: <b>In an era of pandemics, conflicts, and environmental &amp; economic uncertainties – where are the opportunities for real estate investors?</b> <b>Edward Bates</b> , President & CEO, Stam Europe   <b>Berthold Becker</b> , Managing Director, TSC Real Estate Germany GmbH   <b>Sascha Becker</b> , Country Head Real Estate Germany, Barings GmbH   <b>Marc-Antoine Bouyer</b> , Managing Director Partner, Co-Head, Carlyle Europe Realty   <b>Sascha Klaus</b> , Chairman of the Board, Berlin Hyp AG   <b>Sonja Wärtges</b> , CEO, DIC Asset AG Moderation: <b>Charles Kingston</b> , CEO, REFIRE
10:40–11:10	COFFEE BREAK AND NETWORKING
11:10–11:40	Presentation: <b>Energy prices and CO<sub>2</sub> in lease agreements – sharing is caring? – a comparison of the recent developments in Europe.</b> <b>Lukas Weidner</b> , Counsel, DLA Piper UK LLP
11:40–12:20	Panel discussion: <b>Which asset classes are currently offering significant opportunities and favourable risk-return profiles?</b> <b>Impulse: Axel Vespermann</b> , Managing Director, Universal-Investment-Gesellschaft mbH   <b>Sébastien Cavé</b> , Managing Director, Germany / Private Equity Europe, Heitman   <b>Kurt Jovy</b> , Head of Real Estate Product Management, Universal-Investment-Gesellschaft mbH   <b>Rüdiger Kimpel</b> , Global Head of Sales & Member of the Board, CapitalBay Fund Management Sarl   <b>Joanne Owen</b> , Partner, Global Co-Chair, Hospitality and Leisure, DLA Piper UK LLP Moderation: <b>Iryna Pylypchuk</b> , Director of Research and Market Information, INREV
12:20–12:50	<b>ESG transition – How to make Funds green(er)</b> <b>Nicole Bittlingmayer</b> , Partner, Luther Rechtsanwaltsgesellschaft mbH   <b>Ludger Wibbeke</b> , Managing Director, HANSAINVEST Moderation: <b>Dr. Rupini Deepa Rajagopalan</b> , Head of ESG Office, Berenberg Wealth and Asset Management
12:50–13:15	Lunch Keynote: <b>Impact Investments: Necessity or virtue in the fight against climate change? What contribution can the real estate and construction industries make?</b> <b>Umut Ertan</b> , Impact - Real Estate Investor, Schweizer Kapital Family Office Gruppe
13:15–14:15	LUNCH BREAK
14:15–14:35	<b>Investing in People</b> <b>Maarten de Haas</b> , Managing Director Europe, MVGM International   <b>Marcus Michel</b> , Managing Partner, contagi PERSONAL
14:35–14:55	<b>Real Estate Debt Talk</b> <b>Dr. Peter Brodehser (MBA)</b> , Board Member, Bundesverband Alternative Investments e.V.   <b>Maximilian Könen</b> , Managing Director Investments, LINUS Digital Finance AG Moderation: <b>Judith Tan</b> , Head of Capital Markets, EstateGuru
14:55–15:30	COFFEE BREAK AND NETWORKING
15:30–16:10	Panel discussion: <b>Why healthcare property will continue to be a good investment opportunity</b> <b>Valérie Bensiék</b> , Director Asset Management Germany, Icade Santé   <b>Max Eiting</b> , Associate Director Operational Capital Markets – Healthcare, Savills   <b>Rauno Gierig</b> , Managing Director, Verifort Capital   <b>Jurij Kuzema</b> , Investment Analyst, TSC Real Estate Germany GmbH Moderation: <b>Frédéric Dib</b> , CEO, MoZaiC Asset Management
16:10–16:30	<b>Real Estate Insight: Differences and challenges in transaction management in the European core markets</b> <b>Alexandre Grellier</b> , CEO, Drooms GmbH
16:30–16:55	<b>Investing in Germany: Low yields, high competition? Not necessarily!</b> <b>Steffen Schaack</b> , Managing Director, Dr. Lübke & Kelber GmbH   <b>Benjamin Koch</b> , Managing Director, SFO Capital Partners   <b>Dr. Constantin Plenge</b> , Managing Director Investment, Tristan Capital Partners Moderation: <b>Rodney Bysh</b> , Managing Director, Feldberg Capital
16:55–17:15	<b>Drivers for the commercial real estate NPL market</b> <b>Stefan Dölker</b> , Attorney at law & Partner, Silvertown Asset Solutions GmbH   <b>Martin Hoeller</b> , Managing Partner, Octane Capital Moderation: <b>Clarence E. Dixon</b> , Global Head of Loan Services, CBRE Loan Services Ltd
17:15–17:35	<b>Is digitalisation key to sustainability?</b> <b>Hajo Engelke</b> , Managing Director, Westbridge Advisory International AG   <b>Justus Wiedemann</b> , CEO & Founder, QUANTREFY Moderation: <b>Dr. Ari Pankiewicz</b> , Head of Sustainability Services, d-fine GmbH
17:35–17:55	Closing Keynote: <b>Essential Real Estate – Seeing Opportunity Amid Uncertainty</b> <b>Brady Welch</b> , Founding Partner, Slate Asset Management
17:55	SUMMARY AND COCKTAIL RECEPTION ON THE EXECUTIVE LOUNGE SPONSORED BY WESTBRIDGE

## Current information:

- The current access rules due to the Corona regulations can be found here [https://www.frankfurt-school-verlag.de/verlag/konferenz/real\\_estate\\_investment\\_day2022.html](https://www.frankfurt-school-verlag.de/verlag/konferenz/real_estate_investment_day2022.html).
- Due to the Corona regulations, there will probably be fewer places available at the conference venue than usual. We therefore reserve the right to provide delegate seating in an additional conference room where the speaking programme will be broadcast live.
- If the regulations applicable to the State of Hessen on the day of the conference do not permit a face-to-face event, we reserve the right to hold the event purely online. In this case, we will automatically rebook you for online participation once you have registered for face-to-face participation and will inform you of this in good time. If you do not wish to change your booking to the online event, you have the option of cancelling your participation free of charge in this case.

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### Are you an institutional investor? Then you can register free of charge.

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#### Participation in person:

- Free Registration for the Real Estate Investment Day on June 29, 2022 at the campus of the Frankfurt School of Finance & Management

#### Online participation:

- Free Registration for the Real Estate Investment Day on June 29, 2022 by internet access

We kindly ask you to fill out the registration form completely.

#### Participation in person:

Registration for the Real Estate Investment Day on June 29, 2022 at the campus of the Frankfurt School of Finance & Management

- Early bird registration: EUR 595 (plus legal VAT) instead of EUR 695 (plus legal VAT) – by registration before or on May 27, 2022

#### Participation in person with partner registration rate:

Registration for the Real Estate Investment Day on June 29, 2022 at the campus of the Frankfurt School of Finance & Management

- For bii Members: EUR 550 (plus legal VAT)  
 For CAIA Members: EUR 550 (plus legal VAT)  
 For RELP Members: EUR 550 (plus legal VAT)  
 For RICS Members: EUR 550 (plus legal VAT) (This event equals to 8 hours of CPD)  
 For ZIA Members: EUR 550 (plus legal VAT)

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Registration for the Real Estate Investment Day on June 29, 2022 by internet access

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 For ZIA Members: EUR 550 (plus legal VAT)  
 For ZIA Members: EUR 350 (plus legal VAT)

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 June 15, 2022. 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. I acknowledge and accept the conditions of participation.

#### Conference venue:

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

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