



TARGA COMMUNICATIONS



Frankfurt School Verlag

Real Estate Investment Day 2023

Real Estate Markets, Trends, Investment Opportunities

4th Annual Conference | June 13, 2023
at Frankfurt School of Finance & Management

For RICS Members
Equal to 8 hours of CPD



Keynote Speakers:



Opening Keynote:
Pertti Vanhanen,
Managing Director, Europe
at Cromwell Property Group



Lunch Keynote:
A. Boyd Simpson,
Founder & President, TSO



Closing Keynote:
Ralph Winter,
Principal,
777 Capital Partners

Partners:

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REFIRE
Real Estate Finance Institute

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

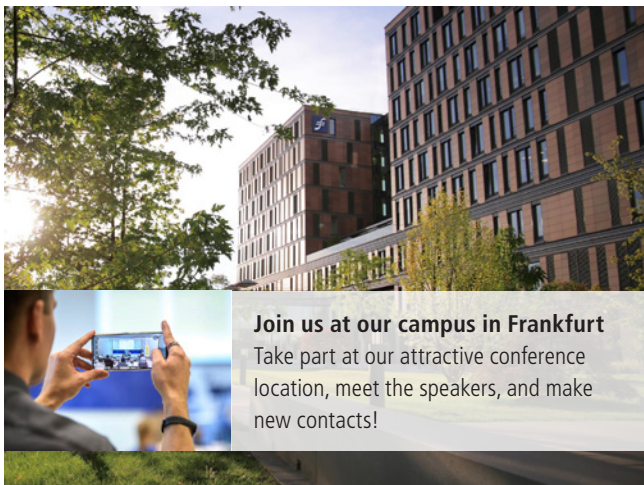
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Goetzmann

Jochen Goetzmann

Founder and Managing Partner
Targa Communications

Participate in person or virtually:



All our panels & speeches live on your screen

Participate online from your office or home and post us your questions for the speakers through the day!

What you'll learn:

- How can investors successfully diversify their portfolios 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 low interest rate environment?

Agenda

08:30	REGISTRATION
09:00–09:10	Welcome Ulrich Martin , Senior Director, Frankfurt School Verlag Prof. Dr. Nils Stieglitz , President & CEO and Professor of Strategy at the Frankfurt School of Finance & Management
09:10–09:20	Introduction to the day Andrew Barber , Managing Director, Targa Communications
09:20–09:40	 Opening Keynote: Capturing value in uncertain times Pertti Vanhanen , Managing Director, Europe at Cromwell Property Group
09:40–10:40	Opening Panel: In an era of pandemics, conflicts, and environmental & economic uncertainties – where are the opportunities for real estate investors? Jan Baumgart , Managing Director & Head of Real Estate Germany, Kohlberg Kravis Roberts Dr. Pamela Hoerr , General Representative, pbb Deutsche Pfandbriefbank Carlo Soravia , Head of Investment, SORAVIA Equity Pertti Vanhanen , Managing Director, Europe at Cromwell Property Group Manuel Phillippe Wormer , Head of Global Real Estate Investment Management, Bayerische Versorgungskammer (BVK) Moderator: Charles Kingston , CEO, REFIRE
10:40–11:10	COFFEE BREAK AND NETWORKING
11:10–11:40	Presentation: Legal and tax pitfalls of real estate joint ventures in a challenging market Fabian Mühlen , Partner, DLA Piper and Dr. Marie-Theres Rämér , Partner, DLA Piper
11:40–12:25	Panel discussion: Promising investment strategies in a current market environment Impulse: Kathrin Jung , Head of Real Estate portfolio management, Universal Investment Manuel DeVigili , Managing Partner, LUWIN Real Estate Laura Henninger , Real Estate Portfolio Manager, Universal Investment Josh Miller , Managing Director, Harrison Street Real Estate Capital Moderator: Sheima Salloum , Managing Director, Eastdill Secured
12:25–12:50	Panel discussion: What does really drive the greenification of real estate? Nicole Bittlingmayer , Partner, Luther Tatjana Giutronich , Senior Associate, Luther Danuta Grzywacz , Country Head Poland, Westbridge Advisory International Daniel Oetjen , Managing Director, Panattoni Moderator: Ariana Popal , Origination International Investors, Berlin Hyp
12:50–13:15	Presentation: Lab-Offices as an investment – life science in USA Jason M. Lucas , Managing Partner, Deutsche Finance America
13:15–14:15	LUNCH BREAK
14:15–14:35	 Lunch Keynote: US commercial real estate in the Southeast – resilience and opportunity A. Boyd Simpson , Founder & President, TSO – The Simpson Organization
14:35–15:05	Panel discussion: Logistics – the most resilient of the traditional asset segments? Christian Schulte Eistrup , Managing Director, Clarion Partners Alexander Hoff , Principal, Palmira Capital Partners Peter Schuijlenburg , Head of Real Estate Solutions (RES), EMEA region, DHL Supply Chain Moderator: Timothy Horrocks , Head of Real Estate, Continental Europe, Nuveen Real Estate
15:05–15:35	COFFEE BREAK AND NETWORKING
15:35–16:00	Key factors for a successful European data centre investment strategy Kirill Zavodov , Head of Real Estate Equity, EMEA, PIMCO
16:00–16:20	Active decarbonisation strategies for CRE Dr. Ari Pankiewicz , Partner Head of Sustainability Services, d-fine
16:20–16:45	Scalable Serviced Living – How to build a successful rental portfolio in Europe Gary McLuskey , Managing Global Design Managing Director, Greystar Benjamin Oeckl , Managing Director, BelForm Moderator: Lambros Reppas , Managing Director, Silvertip Capital
16:45–17:05	Talk: Risk diversification in asset allocation through granular real estate debt portfolios Iryna Pylypchuk , Director of Research and Market Information, INREV Markus Kreuter , Managing Director, Zinsbaustein
17:05	 Closing Keynote: Opportunities for investments in high growth markets Ralph Winter , Principal, 777 Capital Partners
Afterwards	SUMMARY AND COCKTAIL RECEPTION IN THE EXECUTIVE LOUNGE HOSTED BY WESTBRIDGE ADVISORY

Sign up online: www.fs-verlag.de/reid

For Institutional Investors (insurance companies, pension funds, Depot A)

We have free and discounted tickets available for institutional investors.
If you are interested, please contact directly Ms Armgard Dahmen:
dahmen@fs-verlag.de

Participation in person:

- Early bird registration for the conference on June 13, 2023 at the campus of the Frankfurt School of Finance & Management**
- EUR 645 (plus legal VAT) instead of EUR 745 (plus legal VAT)
- by registration before or on May 16, 2023

Participation in person with partner registration rate:

- Registration for the conference on June 13, 2023 at the campus of the Frankfurt School of Finance & Management**
- For bii Members: EUR 600 (plus legal VAT)
 For RICS Members: EUR 600 (plus legal VAT)
 For ZIA Members: EUR 600 (plus legal VAT)

Online participation:

- Early bird registration for the conference on June 13, 2023 by internet access**
- EUR 645 (plus legal VAT) instead of EUR 745 (plus legal VAT)
- by registration before or on May 16, 2023

Online participation with partner registration rate:

- Registration for the conference on June 13, 2023 by internet access**
- For bii Members: EUR 600 (plus legal VAT)
 For RICS Members: EUR 600 (plus legal VAT)
 For ZIA Members: EUR 600 (plus legal VAT)
 For CAIA Members

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Company/Organisation

Job Title/Department

Street Address / PO box

Post code / City / Country

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 May 31, 2023. 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 Melissa Bednarz | Tel. +49 69 154008 267 | bednarz@fs-verlag.de

Programme & Sponsorship Information: Ms Armgard Dahmen | Tel: +49 69 154008 646 | dahmen@fs-verlag.de

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



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