

*Connecting first-rate real estate managers with the  
German Real Estate investor community*

# GERMAN REAL ESTATE INVESTORS' COUNCIL

*6<sup>th</sup> February 2018 | Airport Club | Frankfurt*



## Contents and Introduction



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### About ICF

ICF, a division of ICA Institutional Capital Associates Beratungs GmbH & Co. KG, holds private, invitation-only forums, conferences and round table events for managers and decision-makers on the most exciting topics and trends in alternative investment markets, from infrastructure and real estate to private debt and private equity.

Our objective is to organise top-class events in an exclusive setting which, besides imparting solid information, also provide the time and space needed to exchange views and also make valuable new contacts.



### About GREIC

The German Real Estate Investors' Council 2018 is an exclusive event for participants in the real estate investment community.

It connects the best-in-class real estate managers with Germany's leading real estate investors. The audience consists of Decision-makers from the most active German LPs meet managing partners from leading real estate investment firms from across the globe.

The agenda contains the most important themes driving real estate investment strategies as identified by the investor community and thought leaders from the industry. Furthermore, the format is set as an informal full day gathering with top-level discussions addressing industry issues as highlighted by the council. The German Real Estate Investors' Council is the perfect arena for Germany's most influential investors to spend quality time with their peers and a selected group of invited senior fund managers.

## 1. Sponsors of the Event



The ICF events would not be possible if it was not for the support of our sponsors and supporting associations:



## 2. Speakers



Natalie Howard  
Head of Real Estate,  
**AgFe**



Peter Kleingarn  
Managing Partner,  
**AIUNITED**



Harald Strelen  
Partner,  
**AIUNITED**



Yasotharan  
Pakasathanan  
Chief Executive Officer,  
**ampido**



Christian Molter  
Co-Founder/Managing  
Partner,  
**Arminius  
Kapitalgesellschaft  
mbH**



Mika Matikainen  
Managing Partner,  
**CapMan Real Estate**



Rüdiger Kimpel  
Managing Director,  
**CORESTATE Capital**



Torsten Hollstein  
Managing Director,  
**CR Holding**

## 2. Speakers



Dale Lattanzio  
Managing Partner,  
**DRC Capital**



Dominique Moerenhout  
CEO,  
**European Public Real  
Estate Association  
(EPRA)**



Jan Segelhorst  
Co-Head of Private  
Equity,  
**FERI Trust**



Robin Hubbard  
Director of Investor  
Relations,  
**InfraRed Capital  
Partners**



Stuart Jackson  
Director of Investor  
Relations,  
**InfraRed NF**



Hans Kang  
Chief Investment Officer,  
**InfraRed NF**



Sandra Ludwig  
Managing Director,  
**Institutional Investment  
Consulting Partners**



Tony Brown  
Chief Investment Officer,  
**M&G Real Estate**

## 2. Speakers

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Jim Gott  
Director,  
**Nova Consulting**



Keith Driver  
Director – Head of Capital  
Placement,  
**SDCL**



Dr. Joachim Schütz  
Chief Economist,  
**Swiss Finance &  
Property Group**

### 3. Agenda



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#### 5 February 2018

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7:00 PM	Get together, Airport Club Bar
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#### 6 February 2018

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8:30 AM – 9:00 AM	Registration and coffee
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9:00 AM – 9:15 AM	Welcome and Introduction to GREIC 2018 & the Airport Club Hans-Peter Dohr, Managing Partner, IC Institutional Capital Torsten Hollstein, Managing Director, CR Holding GmbH
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9:15 AM – 9:50 AM	Opening Keynote: Global Markets Perspective
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**Speaker:** Tony Brown, Chief Investment Officer, M&G Real Estate

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9:50 AM – 10:30 AM	Panel: Mature Real Estate Markets
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**Moderator:** Mika Matikainen, Managing Partner, CapMan Real Estate

**Panelists:**

Jan Segelhorst, Director & Co-Head of Private Equity, FERI Trust GmbH  
Robin Hubbard, Director, InfraRed Capital Partners  
Dr. Joachim Schütz, Chief Economist, Swiss Finance & Property AG

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10:30 AM – 11:00 AM	Coffee and Networking Break
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11:00 AM – 11:40 PM	New Horizons – Chinese Real Estate – Where are the Best Risk-Adjusted Opportunities Today
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**Speakers:**

Stuart Jackson, Chief Executive Officer, InfraRed NF  
Hans Kang, Chief Investment Officer, InfraRed NF

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11:40 PM – 12:20 PM	Keynote: Listed Real Estate – Overview of the European listed sector and the FTSE EPRA/Nareit index
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**Speaker:** Dominique Moerenhout - Chief Executive Officer, European Public Real Estate Association (EPRA)

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12:20 PM – 1:00 PM	Fireside Chat: Listed Real Estate – Current Developments and View on 2018
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**Moderator:** Hans-Peter Dohr, Managing Partner, IC Institutional Capital

**Guests:**

Dominique Moerenhout, Chief Executive Officer, European Public Real Estate Association (EPRA)  
Rüdiger Kimpel, Managing Director, Corestate Capital

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1:00 PM – 2:00 PM	Networking Break and Lunch
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### 3. Agenda



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2:00 PM – 2:30 PM      [The Impact of Environmental and Sustainability Factors on Real Estate Investments](#)

**Speaker:** Jim Gott, Director, Nova Consulting Group Inc

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2:30 PM – 3:10 PM      [Tax Structuring and Successfully Dealing with Regulatory and Legal Burden](#)  
Successfully navigating complex structuring and regulatory issues in the current investment environment

**Speakers:**  
Peter Kleingarn, Managing Partner, AIUNITED  
Harald Strelen, Partner, AIUNITED

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3:10 PM – 3:40 PM      [Coffee and Networking Break](#)

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3:40 PM – 4:20 PM      [Property and Asset Management – Strategies to increase value of real estate assets in institutional portfolios](#)  
Energy Efficiency as a strategy to increase value by reducing energy costs

**Speaker:** Keith Driver, Principle, Sustainable Development Capital LLP

Increasing Property Profitability by Digital Parking Management

**Speaker:** Yasotharan Pakasathanan, Chief Investment Officer, ampido GmbH

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4:20 PM – 5:00 PM      [Real Estate Debt – The Role of Non-bank Lenders in Real Estate Financing](#)

**Moderator:** Sandra Ludwig, Managing Director, Institutional Investment Consulting Partners GmbH

**Panelists:**  
Natalie Howard, Partner, AgFe Group Limited  
Christian Molter, Managing Director, Arminius Kapitalgesellschaft mbH  
Torsten Hollstein, Managing Director, CR Holding GmbH  
Dale Lattanzio, Managing Partner, DRC Capital LLP

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5:00 PM – 5:05 PM      [Closing Remarks](#)  
Hans-Peter Dohr, Managing Partner, IC Institutional Capital

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5:05 PM                      [Close of Day and Farewell Refreshments](#)

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## 4. Speakers Biographies and Company Profiles

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**Natalie Howard**  
Head of Real Estate

**AgFe Group**  
55 Baker Street  
W1U 8EW London  
United Kingdom

### Short Biography

Natalie joined AgFe in 2010 as a Partner and heads the firm's real estate lending group. Natalie started her career in 1989 at Paribas. Subsequently she worked at Charterhouse; Morgan Stanley, where she was a founding member of their European CMBS business; Barclays Capital, where she helped establish their CMBS programme and was responsible for the real estate lending group; and Lehman Brothers where she was the Managing Director in charge of the firm's real estate debt funds for Europe and Asia.

### Company Profile

AgFe is an independent advisory and asset management firm specialising in European structured finance and secured loans. With a team of 30 based in London it has expertise in a wide range of asset classes including commercial and residential mortgages, aircraft, and infrastructure. Founded in 2006, and with c. £2.4bn of private debt assets currently under management, AgFe has executed asset management/advisory mandates worth over £75bn since its founding. AgFe is a privately-owned company that is regulated by the FCA in the UK and for business throughout the EU

## 4. Speakers Biographies and Company Profiles



**Peter Kleingarn**  
Managing Partner

**AIQU TAX GmbH**  
1C, rue Gabriel Lippmann  
L-5365 Munsbach  
Luxembourg

### Short Biography

Tax adviser and Expert-Comptable. Peter Kleingarn is the first choice for all areas related to German, Luxembourg, or international tax law and, at AIQUNITED, he is an expert in all tax matters.

His 20+ years of experience in different areas of tax law have made Peter an unparalleled expert. Important stages in Peter's career include positions as a financial manager in the industry sector and as an adviser in London, New York, and in Luxembourg. He advises on mandates in English, German, and French.

Peter studied tax law and is a certified tax adviser as well as Expert-Comptable in Luxembourg. Due to his extensive expertise, he can meet the needs of companies and financial vehicles conducting business internationally. "Kleingarn" solutions are impeccable, practical, and efficient.

His strong commitment, combined with international expertise, make Peter an indispensable and loyal adviser to his clients. Peter leads a team of specialists dedicated to always finding the best solution to every problem.

At AIQUNITED, he is responsible for:

- Tax planning and tax structuring
- Tax compliance
- Tax opinions
- Advance rulings
- Proceedings for legal remedy

### Company Profile

We founded AIQUNITED because you deserve superior and straightforward advisory services. An independent partner who exclusively represents your interests alone. In our company, you will be advised by partners who know you as well as your needs, and who provide assistance on an interdisciplinary level. Committed, creative, reliable, and loyal – this is how we develop solutions, which are perfect for you.

We look forward to meeting you. United through excellence. AIQUNITED.

## 4. Speakers Biographies and Company Profiles



### Harald Strelen

Partner

#### **AIQU TAX GmbH**

1C, rue Gabriel Lippmann  
L-5365 Munsbach  
Luxembourg

### Short Biography

Lawyer and expert in Banking & Finance. In regards to the legal and effective set-up of investment solutions, Harald Strelen, a lawyer with international experience, is considered one of the best in providing international structuring services in Luxembourg.

Harald is Assessor jur. With his two degrees, a Master of Laws and a Master of Science in Banking & Finance, he has defined his area of specialization.

Various positions with international law firms and banks in Germany, Belgium, and Luxembourg helped Harald gain the experience needed to provide sophisticated and legally sound solutions. Harald advises on mandates in English and German.

Institutional and professional investors will find Harald as the expert for structuring Alternative Investment Funds and securitization vehicles. Our clients are fortunate that Harald has a passion for providing legally optimized structuring solutions. No matter what requirements you have set for your investment, Harald is the right professional to offer efficient solutions. He is a one-stop provider for delivering results, and together with his team, he manages all stages of the process: from implementation to exit.

At AIQUNITED, he is responsible for:

- Structuring and implementing regulated and non-regulated companies AIFs, and securitization companies
- Setting up non-regulated and regulated companies or investment funds
- Obtaining regulatory authorization from supervisory authorities
- Providing exit advice and exit structuring services
- Management & Directors Office

### Company Profile

We founded AIQUNITED because you deserve superior and straightforward advisory services. An independent partner who exclusively represents your interests alone. In our company, you will be advised by partners who know you as well as your needs, and who provide assistance on an interdisciplinary level. Committed, creative, reliable, and loyal – this is how we develop solutions, which are perfect for you.

We look forward to meeting you. United through excellence. AIQUNITED.

## 4. Speakers Biographies and Company Profiles

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**Yasotharan Pakasathanan**  
Founder & CEO

**Ampido GmbH**  
Bismarckstraße 19  
50670 Köln  
Germany

### Short Biography

Yasotharan Pakasathanan is one of the founders of ampido. He founded the company while studying Business Informatics to solve the parking problem at his university.

### Company Profile

ampido.com is a reservation platform for parking lots. Owners of private and commercial parking lots can rent these flexibly on any hour, day or month. With our cross-system opening technology, you can open barriers and gates by a click via the ampido app.

## 4. Speakers Biographies and Company Profiles



### **Christian Molter**

Co-Founder/ Managing Director

### **Arminius Kapitalgesellschaft mbH**

Bethmannstraße 56  
60311 Frankfurt  
Germany

### **Short Biography**

Mr. Molter is Co-founder of Arminius Group and Managing Partner of the Arminius Kapitalgesellschaft mbH. As Managing Partner, Mr. Molter is responsible for origination, execution and asset management of Arminius' investments.

From February 2002 until the formation of Arminius, Mr. Molter was a Vice President at Lone Star. At Lone Star, he was involved in real estate transactions, incl. mortgage-backed PIs, SPLs and NPLs, with a value of approximately €8.2 billion. Prior to working at Lone Star, Mr. Molter worked from November 2000 to January 2002 in the Real Estate Private Equity Business of Donaldson Lufkin & Jenrette, London. In 1998 he started working at Arthur Andersen's Real Estate Consulting Team, Frankfurt.

Mr. Molter received a Dipl.-Kfm degree from the Real Estate well as the Investment and Finance Faculties at the European Business School, Oestrich-Winkel.

### **Company Profile**

Founded in 2006 Arminius Group is an independent fund, transaction and asset manager for commercial real estate investments in Germany.

We provide access to attractive investment opportunities across the entire risk-return spectrum as well as the complete capital structure. Since inception we structured, executed and closed transactions in excess of €4.5 billion, incl. €1.6 billion of mortgage-backed loans.

Arminius Group is a hybrid investor with a strong expertise on the loan as well the direct real estate side. Its internal asset management capabilities allow for an equity view on debt investments. It also puts ourselves into the position to replace and/ or take-over the borrower's asset management set-up, should that become necessary.

## 4. Speakers Biographies and Company Profiles



**Mika Matikeinen**  
Managing Partner

**CapMan Group**  
Ludviginkatu 6, 4 fl.  
00130, Helsinki  
Finland

### Short Biography

Mika joined CapMan in 2006, one year after the inception of CapMan Real Estate, with a focus on property investments in Finland. He also had an active role in setting up the CMHRE fund including the acquisition of its seed portfolio of 39 hotels in 2008. He became the head of CapMan Real Estate and a management group member of CapMan Plc in 2010. Since taking over leadership of CapMan's real estate operations, Mika has been responsible for the expansion of CapMan Real Estate from a local Finnish fund manager into a pan-Nordic operator. Prior to CapMan, he worked for UBS Investment Bank in London.

### Company Profile

CapMan is a leading investment and asset management company in Nordic private equity. We have built successful businesses contributing to the enrichment of society for over 25 years. We identify the most interesting investment strategies, which our dedicated investment partnerships implement. We serve the private equity industry and its investors on a broad scale. Our roots are Nordic but our footprint and our networks are truly international.

Businesses that flourish and markets and products that come together are the basis of a vibrant society. As a leading private equity investment and asset management company, we have shaped societies for more than 25 years by establishing new public companies, building international brands and reviving entire neighbourhoods. Our objective is to offer the best private equity experience by providing attractive returns and innovative solutions for our investors, as well as value adding services for professional investment partnerships, growth-oriented companies and tenants.

## 4. Speakers Biographies and Company Profiles



**Rüdiger Kimpel**  
Managing Director

**CORESTATE Capital Fund Management S.à. r.l.**  
4, Rue Jean Monnet  
2180 Luxembourg  
Luxembourg

### Short Biography

Mr. Kimpel is Managing Director of Portfolio Management at CORESTATE Capital. Most of his 25+ year career has been spent in the financial services industry, including banks, fund management companies and prior to joining CORESTATE Capital at rating agencies. Mr. Kimpel has practical knowledge and management & business development experience across all major asset classes and around the globe.

### Company Profile

CORESTATE Capital Holding S.A. (CORESTATE) is a fully integrated investment manager headquartered in Luxembourg that covers the entire lifecycle of an investment.

As an integral part of its investment philosophy, CORESTATE co-invests in its product offering, usually via alignment capital. With its group companies, CORESTATE offers the full range of real estate investment management services, such as investment, fund, asset, property and facility management. Clients include semi-institutional investors (HNWIs and family offices) as well as institutional investors. The company's key market is Germany. Additional activities focus on other European countries such as Austria and Spain as well as the Benelux countries.

The company has assets under management of approx. EUR 22 bn and is listed on the Frankfurt Stock Exchange.

## 4. Speakers Biographies and Company Profiles



**Torsten Hollstein**  
Managing Director

**CR Holding GmbH**  
Zoofenster, Hardenbergstraße 28a  
10623 Berlin  
Germany

### Short Biography

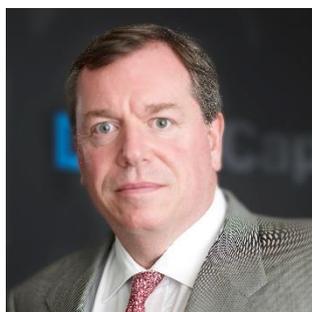
Mr. Hollstein was a Managing Director of Catella Property Germany prior to his MBO of its subsidiary Catella Corporate Finance Germany and its subsequent merger with the Deutsche River Company to create CR. He has more than 20 years of experience in the real estate industry, previously worked as a lawyer with Lehman Brothers and the German mid-market private equity firm Hannover Finanz. He holds two state qualifications in law at the Universities of Hamburg and Lausanne.

### Company Profile

CR Holding GmbH (CR) is a leading pan-European adviser, asset and investment manager focused on commercial real estate. It is privately-owned and independent with offices in eight countries across Europe and over 80 professionals covering real estate advisory and principal finance activities. It was founded in 2004 and is headquartered in Berlin, Germany.

Its track record is spanning more than USD 30 bn of transactions across several business lines. CR's key business areas are asset management advisory, technical advisory, transaction advisory, financial management/servicing, and capital markets advisory. Furthermore, its principal finance key areas are non-core and non-performing loan acquisitions, mid-market lending, special situations lending and private equity strategies.

## 4. Speakers Biographies and Company Profiles



**Dale Lattanzio**  
Managing Partner

**DRC Capital LLP**  
6 Duke Street St Jame's  
London SW1Y 6BN  
United Kingdom

### Short Biography

Dale Lattanzio is the Managing Partner of DRC Capital LLP, a dedicated investment advisor specialising in European real estate debt, and has held senior positions in real estate and debt capital markets for over twenty four years. The DRC team have completed over £1bn of commercial real estate financings across Europe through the DRC European Real Estate Debt Funds I, II, III, DREF LN (a London Stock Exchange listed company), as well as three DRC European Real Estate Senior Debt Funds. Prior to co-founding DRC Capital, he was Managing Director at Duet Private Equity Limited and previously a Managing Director at Merrill Lynch & Co. He has an MBA from Columbia University and a BA in Economics from Dartmouth College. Dale serves as a Board Member for the Catalyst Club-Cancer Research UK and the European Commercial Real Estate Finance Council.

### Company Profile

DRC Capital is a recognised market leader in European real estate finance and was among the pioneers of the emergence of investment vehicles dedicated to real estate debt investing in Europe. DRC advised funds have consistently and profitably invested capital since 2009, having executed more than 70 investments representing over £1.5bn of invested capital.

DRC is an independent investment adviser focusing exclusively on the real estate debt sector in Europe and is headquartered in London. DRC was amongst the first movers in the non-bank CRE lending market and, whilst the lasting need for a supply of new capital in Europe has continued to attract new non-bank players, DRC has maintained its position as a leader in the space by providing bespoke solutions to borrowers, where previously only standardised credit products were available.

The DRC team has deep European real estate sector knowledge with outstanding origination and execution capabilities. DRC's investment team has extensive transaction experience having acted as lenders, investors, borrowers and risk managers.

## 4. Speakers Biographies and Company Profiles



**Dominique Moerenhout**  
CEO

**European Public Real Estate Association**  
Square de Meeus 23  
1000 Brussels  
Belgium

### Short Biography

Dominique Moerenhout is the CEO of EPRA (European Public Real Estate Association), the voice of the publicly traded European real estate sector. He joined EPRA in 2017, moving from BNP Paribas Real Estate Investment Management where he held the CEO position for Luxembourg and Belgium. After working in a private bank followed by five years as a management consultant on large financial sector projects for KPMG Consulting, he joined Fortis Real Estate in 2004, where he was COO for international investment and fund management activities in Luxembourg, Belgium and Spain until 2011, before moving with the company to the UK. Moerenhout is a native French and Dutch speaker and fluent in English. He holds a Master in Business Administration from ICHEC Brussels and a European Master in Financial Analysis (CFA) from the Belgian Association of Financial Analysts.

### Company Profile

EPRA, the European Public Real Estate Association, is the voice of the publicly traded European real estate sector. With more than 250 members, covering the whole spectrum of the listed real estate industry (companies, investors and their suppliers), EPRA represents over EUR 430 billion of real estate assets\* and 86% of the market capitalisation of the FTSE EPRA/NAREIT Europe Index.

EPRA's mission is to promote, develop and represent the European public real estate sector. We achieve this through the provision of better information to investors and stakeholders, active involvement in the public and political debate, improvement of the general operating environment, promotion of best practices and the cohesion and strengthening of the industry.

*\*European companies only*

## 4. Speakers Biographies and Company Profiles



**Jan Segelhorst**  
Co-Head of Private Equity

**FERI Trust GmbH**  
Haus am Park  
Rathausplatz 8-10, 61348 Bad Homburg  
Germany

### Short Biography

Jan Segelhorst is Co-Head of Private Equity at FERI Trust GmbH. Mr. Segelhorst focuses on evaluation, selection and monitoring of investments in buyout, growth, real estate funds. Before joining FERI in December 2008, he worked as a consultant in the renewables sector. From 2001 to 2008, he procured wind farm and solar investment opportunities for institutional and private investors and advised investors during the investment due diligence of such projects. Furthermore, Mr. Segelhorst worked in Financial Services / Structured Finance at KPMG AG as an audit assistant from 2006 to 2007, covering leasing and securitisation transactions. Mr. Segelhorst holds a Diplom-Kaufmann degree from University of Bielefeld.

### Company Profile

The FERI Group, a 100%-subsidiary of MLP with headquarters in Bad Homburg, was founded in the 1980s and has developed into one of the leading investment managers in the German-speaking region. For institutional investors, family offices and endowments, FERI offers bespoke solutions in Investment Management, Investment Consulting and Investment Research.

Currently, FERI manages assets of approx. € 32.5 billion including € 3 billion in Alternative Investments. The alternative investment teams at FERI cover the investment segments Private Equity, Infrastructure, Private Equity Real Estate and Hedge Funds. In addition to the headquarters in Bad Homburg, the FERI Group has offices in Dusseldorf, Munich, Luxembourg, Zurich and Vienna.

## 4. Speakers Biographies and Company Profiles



**Robin Hubbard**  
Director of Investor Relations

**InfraRed Capital Partners Limited**  
12 Charles II Street  
SW1Y 4QU London  
United Kingdom

### Short Biography

Mr. Hubbard is Director of Investor Relations at InfraRed Capital Partners. Most of his 25 year career has been spent in investment banking with many years at NM Rothschild and ABN AMRO advising on, and successfully raising debt and equity capital for, companies and funds across the globe, in a wide variety of sectors and from a broad spectrum of investors. At InfraRed Mr. Hubbard is responsible for building and managing the firm's relationships with institutional investors globally in respect of the firm's real estate and infrastructure funds as well as structuring new real asset funds to meet those investors' investment objectives. Prior to joining InfraRed, Mr. Hubbard was an Executive Director at CBRE in London where he was responsible for raising equity and debt for property funds and companies.

Mr. Hubbard graduated with a BA from the University of Birmingham and subsequently earned a Masters in Finance at London Business School.

### Company Profile

InfraRed is a leading global investment manager focused on infrastructure and real estate. It operates worldwide from offices in London, Hong Kong, New York, Seoul and Sydney and has launched over 15 funds including two listed on the London Stock Exchange. With over 120 professionals, it manages in excess of USD 9 bn of equity in multiple private and listed funds, primarily for institutional investors across the globe.

## 4. Speakers Biographies and Company Profiles



**Stuart Jackson**  
Chief Executive Officer

**InfraRed NF Investment Advisers Limited**  
23/f, 8 Wyndham Street  
Central  
Hong Kong

### Short Biography

Mr. Jackson joined InfraRed in 2006 and is one of InfraRed's Managing Partners with responsibility for InfraRed's real estate activities in Asia. Mr. Jackson is also the CEO of InfraRed NF Investment Advisers. InfraRed NF is a Hong Kong-based joint venture, formed as a long-term and sustainable partnership between InfraRed and the Nan Fung Group. Established in 2007, InfraRed NF is a leading investor in the Chinese real estate market with a proven track record of delivering superior returns through a combination of mezzanine financing and value-add investing.

Previously, Mr. Jackson worked for a real estate bank, Eurohypo AG, in London where he played a key role in the establishment of its corporate finance and fund management businesses. Prior to joining Eurohypo, Mr. Jackson worked for six years as a M&A and real estate investment banker at JP Morgan in London. Mr. Jackson graduated from Manchester University with a BA (Hons) in English Literature.

### Company Profile

InfraRed is a leading global investment manager focused on infrastructure and real estate. It operates worldwide from offices in London, Hong Kong, New York, Seoul and Sydney and has launched over 15 funds including two listed on the London Stock Exchange. With over 120 professionals, it manages in excess of USD 9 bn of equity in multiple private and listed funds, primarily for institutional investors across the globe.

## 4. Speakers Biographies and Company Profiles



**Hans Kang**  
Chief Investment Officer

**InfraRed NF Investment Advisers Limited**  
23/f, 8 Wyndham Street  
Central  
Hong Kong

### Short Biography

Hans joined InfraRed NF in 2016 as Chief Investment Officer. Hans oversees the investment team of InfraRed NF and leads the sourcing and acquisition of new investments in mainland China and Hong Kong. Hans is a highly experienced real estate professional with a proven track record of deal origination and execution in the Greater China market.

Hans joined InfraRed NF from Angelo Gordon, where his most recent role was as a Director with a focus on business origination particularly in the Shanghai-Yangtze River Delta region. Prior to Angelo Gordon, Hans performed various investment focused roles for Jones Lang LaSalle having joined them as an Asia Pacific graduate trainee.

Hans has a B.A. (Hons) in Marketing from Fudan University, Shanghai and a MSc. in Real Estate from the University of Hong Kong.

### Company Profile

InfraRed is a leading global investment manager focused on infrastructure and real estate. It operates worldwide from offices in London, Hong Kong, New York, Seoul and Sydney and has launched over 15 funds including two listed on the London Stock Exchange. With over 120 professionals, it manages in excess of USD 9 bn of equity in multiple private and listed funds, primarily for institutional investors across the globe.

## 4. Speakers Biographies and Company Profiles



**Sandra Ludwig**  
Managing Director

**2IP Institutional Investment-Partners Group GmbH**  
Hamburger Allee 45  
60486 Frankfurt  
Germany

### Short Biography

Sandra Ludwig is Managing Director of Institutional Investment Consulting Partners (2ICP). She joined 2ICP in 2016 and has over 14 years' experience in the real estate markets. Her main responsibility is product and manager selection of real estate investments for institutional clients of the DACH region.

Previously she was Head of Risk Management with GE Capital Real Estate managing a portfolio of real estate equity and debt transactions in Germany and Central Europe in total valued close to €3bn. Other roles included various team leader positions in Risk Management, Underwriter in the acquisition team and Financial Planning and Analysis Manager. She began her career in the Financial Management Program with GE Capital.

### Company Profile

Institutional Investment Consulting Partners (2ICP) is one of the few independent globally consulting real estate boutiques for institutional clients. 2ICP helps investors by giving independent and expert advice and additionally by developing customised solutions for all stages of the investment cycle in direct and indirect real estate investments. Our team has extensive transaction and management experience in real estate and, as we can also call on independent research, we have an excellent understanding of real estate products and processes and can assess managers and products in both the selection and investment management phases.

2ICP is part of the Institutional Investment Group (2IG). With over 250 employees and assets under administration of approximately €16bn at present and more than 80 Real-Asset-Spezial Funds, 2IG is by far the biggest company in the field of administration of real asset funds.

## 4. Speakers Biographies and Company Profiles



### **Tony Brown**

Chief Investment Officer

#### **M&G Investment Management Limited**

City Place House

55 Basinghall Street, London, EC2V 5DU

UK

### **Short Biography**

Tony leads M&G Real Estate's fund managers and investment teams across the global fund range. He has over 25 years' real estate investment experience across the UK, Continental Europe and Asia. Prior to joining M&G Real Estate in 2014, he was managing director of Lend Lease Investment Management, EMEA, where he was responsible for a business managing £2bn of real estate and £2.5bn of infrastructure funds on behalf of over 50 institutional clients. Before that, Tony was fund director at Schroder Investment Management, where he worked for 14 years and was responsible for the Schroder Exempt Property Unit Trust, the largest balanced PUT in the UK, with investment in circa £10bn of assets. Tony started his career with Cushman and Wakefield where he worked for three years as a graduate surveyor.

### **Company Profile**

M&G Real Estate is the property arm of M&G Investments. We manage £25.9 billion of assets (incl. cash) across the UK, continental Europe, North America and Asia, making us one of the world's largest real estate investors (as of 31/12/2017).

Our aim is to deliver consistent, long-term returns to our clients through our range of funds, segregated mandates, investment partnerships and joint ventures. As clients' requirements change and develop, we innovate to offer new investment strategies and deal structures.

M&G Real Estate's investment decisions are backed by one of the industry's longest established research teams, while our sector specialists add value through active management and close relationships with occupiers. This allows us to identify and exploit market inefficiencies quickly, offering institutional investors access to one of the broadest ranges of investment opportunities in real estate today.

## 4. Speakers Biographies and Company Profiles



**Jim Gott**  
Director

**Nova Consulting Group, Inc.**  
25 Sackville Street, Piccadilly  
WS1 3AX London  
United Kingdom

### Short Biography

Mr. Gott has over twenty years experience in the real estate market. Originally a Civil and Structural Engineer he has specialized in the technical aspects of construction, property management, acquisition and divestiture. His core skills are in providing technical and environmental due diligence advice for acquisition, divestiture and debt projects and in providing development advice for large, complex brownfield developments. He is a committed advocate of simple, to the point, advice and sensible risk management. Mr. Gott advises a diverse range of European and US clients including banks, debt funds, REITs, equity funds and developers. Mr. Gott leads Nova's business outside the United States.

<https://www.linkedin.com/in/jimgott/>

### Company Profile

Nova Consulting Group, Inc. (Nova) is a multidisciplinary consulting firm providing services in a wide-variety of real estate due diligence services.

Nova was founded in 1987, over the years we have grown and evolved as our clients' needs have changed. One thing that hasn't changed through the years is our committed service. Our number one priority at Nova is our clients' needs.

Since Nova's founding, we have grown to become one of the largest and most well respected firms in our industry. Experiences staff from all office locations are networked together to offer a wide spectrum of services. With offices in North America, Europe and Asia, we are able to respond quickly to our clients need in any location.

Nova would not have enjoyed such success were it not for the dedicated group of professionals that make up our firm. Our staff has extensive experience in the engineering and environmental sciences. This expertise allows us to provide innovative and cost effective solutions for our clients in an ever changing world.

[www.novaconsulting.com](http://www.novaconsulting.com)

## 4. Speakers Biographies and Company Profiles



### **Keith Driver**

Director – Head of Capital Placement

### **Sustainable Development Capital LLP**

166 Piccadilly  
W1S 3AT, London  
United Kingdom

### **Short Biography**

Keith joined SDCL in 2011 and focuses on financial advisory, capital markets, project development and fundraising projects in the renewable energy and sustainability space globally.

Keith has over 10 years' experience in investment banking advisory, infrastructure and private equity funds, having previously spent six years as an investment analyst with Pantheon Ventures, a global asset management group, where his responsibilities included investment, fund formation, market research, portfolio management, valuations and marketing. Prior to this Keith worked for Close Asset Management Guernsey.

### **Company Profile**

Sustainable Development Capital LLP (SDCL) specialises in investments in sustainable infrastructure projects. SDCL is headquartered in London with offices in New York, Hong Kong, Singapore and Dublin.

SDCL's experienced investment team originates, develops, structures and finances sustainable infrastructure projects in Europe, North America and other global markets.

SDCL focuses on efficient and decentralised energy solutions, typically in partnership with developers, utilities, IPPs and manufacturers. It seeks to add value through its sector specialisation, scale, flexibility and speed of execution.

## 4. Speakers Biographies and Company Profiles



### **Dr. Joachim Schütz**

Chief Economist

#### **Swiss Finance & Property Group**

Untermüli 7

6302 Zug

Switzerland

### **Short Biography**

Since 2010 with SFP Group. Prior, 20 years of experience in the financial industry, especially as Chief Economist and Chief Strategist for various banks (CSFB, UBS IB, LUKB). 5 years Head of Research on the FI and FX Trading floor at UBS IB Switzerland.

2005 Country Analyst of the Year (Institutional Investor).

Dr Schütz has been teaching Economics, Social Policy, and Human Ecology at the Universities of Bonn, Cologne, Friedrichshafen, and ETH Zurich.

### **Company Profile**

Swiss Finance & Property Group (SFP) is a specialized investment and advisory property company with a focus on asset management. It is publicly owned and independent with two offices in Switzerland, and more than 65 employees. It was founded in 2001 and is based in Zug, Switzerland.

Management and staff have since acquired more than 500 buildings in Switzerland and abroad. Overall, over CHF 4.6 billion (December 2017) capital were procured. These funds were primarily used for investments in properties, property shares and property funds for our clients. Our corporate finance activities provide advice regarding mergers and takeovers, equity funds for the financing of pension funds in private and public capital markets, property sales and property sales with by lease-back.

## 5. Venue



### Contact Details

Mrs. Sonja Schaeffthaler  
Reservations & Events



**AIRPORT CLUB**  
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### Directions

#### **By Car**

Via motorway A3, A67 and A5 towards Airport. Follow signs to Terminal 1 and use parking P2 or P3.

#### **By Plane or Train (Regional Train Station)**

Go to the FAC I footbridge at Departures B between Hall A and B (Terminal 1). Follow the signs to Frankfurt Airport Center I.

#### **By Train (Long-Distance Station)**

Follow the signs to Frankfurt Airport Center I.

#### **By Taxi or Driver**

Enter "Südpassage" into your GPS. Follow signs to Terminal 1, then towards FAC I. Vehicle access to Frankfurt Airport Center I is the same as to the Sheraton Hotel.

The entrance is in the centre of the covered access. Take the lift to Level 4, then take the corridor to the left towards Airport Conference Center, Building A. You will find the lifts to Airport Club Frankfurt there.