

VIP EUROPE

VISIONS
INSIGHTS &
PERSPECTIVES
Institutional Real Estate, Inc.

19-21 FEBRUARY 2019
HOTEL OKURA AMSTERDAM
AMSTERDAM, NETHERLANDS

FROM THE PUBLISHERS OF:

 #2019VIEU



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Geoffrey Dohrmann
President & CEO
Institutional Real Estate, Inc.



Jonathan Schein
Global Head of Business Development
Institutional Real Estate, Inc.



Arno van Grondelle
Managing Director, Europe
Institutional Real Estate, Inc.

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Real Estate
APG Asset Management

The VIP Europe Audience

VIP Europe is a unique event that is patterned after our *VIP Americas* conference. *VIP Europe* brings together the most active institutional investors, investment managers and consultants in the European institutional real estate industry. It acts as a bridge that provides a superb platform for attendees to have candid discussions about critical issues happening now.

SUPERB CONTENT

The content of *VIP Europe* is carefully tailored to the trends and information that are important to you as an industry executive. Speakers are chosen for their topic expertise and the presentation environment is kept marketing-free so attendees receive pure content.

“VIP Europe has become known for its excellent content, action-oriented insights and its structured networking sessions called roundtable discussion groups, which are a great way to gain new market intelligence and build relationships.”

Stein Berge Monsen
Senior Vice President
DNB Real Estate

NETWORKING

VIP Europe delivers a networking experience that not only encourages candid discussions, but also helps attendees foster relationships that go beyond the conference. The event has a balanced ratio of investment managers to investors, which limits the size, but also produces a much more efficient networking experience. Managers are able to meet the right investors and investors can meet managers in a setting that is more relaxed and productive. Throughout the event, there are a number of opportunities to get to know other attendees. Whether you are discussing a crucial industry topic in a small roundtable discussion group, at a networking breakfast or on a *VIP Europe* planned recreational activity, you will walk away with new colleagues.

MARKETING-FREE

VIP Europe is a marketing-free environment. This means that sales pitches are not allowed in presentations. This rule is enforced and any violators will get gonged ... literally. As a result, our attendees are delivered exceptional content that helps them strategize, make better decisions and grow their business.

“VIP Europe is one of the go-to events for the investor community because of the high-caliber speakers and investors who attend.”

Maurizio Grilli
Head of Investment Management
Analysis and Strategy
BNP Paribas Real Estate



What Makes VIP Europe Different?

Executives involved in institutional real estate investing, including:

- Senior pension fund executives
- Foundation, endowment and Taft-Hartley officers
- Sovereign wealth fund and family office executives
- Key trustees and consultants
- Leading investment advisers and placement agents
- Real estate lenders
- Others involved in real estate allocation decision making

TO SEE WHO JOINS US AT VIP EUROPE, VIEW THE LIST OF INVESTMENT MANAGERS AND INVESTORS THAT HAVE ATTENDED IN THE PAST:

- Aberdeen Asset Management
- Accord Group Holdings LLC
- Aerium
- AEW Europe
- AHV Equalisation Fund
- A. Lamot & Co
- Allianz Real Estate GmbH
- Almanac Realty Investors
- AM alpha KVG mbH
- Amstar Europe
- Angelo, Gordon Europe LLP
- APG AM
- Ares Management (Europe)
- Atlantic Partners, Ltd
- ATP Real Estate
- Aviva Investors (Europe)
- AXA Investment Managers - Real Assets
- Barings Real Estate Advisers
- Bayerische Versorgungskammer (BVK)
- BBE Handelsberatung GmbH
- Bellier Financial Marketing
- Benson Elliot Capital Management LLP
- Berkshire Group
- Blackstone Group, The
- BLG Capital
- BMO Real Estate Partners
- BMW Group
- BNP Paribas Real Estate
- Bouwfonds Investment Management
- bulwiengesa AG
- Caisse de depot et placement du Quebec
- California State Teachers' Retirement System (CalSTRS)
- Canada Pension Plan Investment Board
- Capra Global Partners
- Castle Lanterra Properties
- Catella Real Estate Ag
- CBRE Global Investors
- Chelsfield Partners
- Clarion Partners LLC
- CNP Assurances
- Colliers International
- Colony Capital LLC
- Corestate Capital Holdings, S.A.
- Cornerstone Real Estate Advisers
- Courtland Partners Ltd.
- Covenant Capital Group LLC
- Credit Suisse
- Crow Holdings Capital Partners LLC
- Deka Immobilien Investment GmbH
- Delancey Real Estate Asset Management Limited
- DWS
- Deutsche Finance Group
- Deutsche Finance Holding AG
- Deutsche Investment Kapitalanlagegesellschaft mbH
- DNB Real Estate Investment Management
- Employees Retirement System of Texas
- E.ON SE
- EQT Partners
- Europa Capital LLP
- Fidelis Market Consultants (UK) Ltd.
- Fidelity International
- First Avenue Partners
- First Title Insurance Plc UK
- Forum Partners
- Franklin Templeton Real Asset Advisors
- Frogmore Property Company LTD
- Generali Immobiliare Italia Sgr.
- GIC Real Estate Pte Ltd.
- Gingko Tree Investments
- GLL Real Estate Partners GmbH
- Global Real Estate Sustainability Benchmark, The
- Greater Manchester Pension Fund
- Green Street Advisors
- Greenhill & Co. Inc.
- Greystar
- Grosvenor Fund Management Ltd
- GTIS Germany GmbH
- Hansainvest Hanseatische Investment GmbH
- Harrison Street Real Estate Capital
- Healthcare of Ontario Pension Plan
- Heitman
- Hermes Investment Management Ltd
- Hines
- Hodes Weill & Associates
- ICG-Longbow Real Estate Capital
- Immobilien GmbH
- Independent Real Estate Investment Managers (INREIM)
- InfraRed Capital Partners
- Invesco Real Estate
- Jamestown LP
- JBW Partners, Sàrl
- JLL (United Kingdom)
- J.P. Morgan Asset Management - Global Real Assets
- JTC Services
- Kaizen Investments Spain
- KGAL Capital GmbH & Co. KG
- Khouri Family Office
- Kirkland & Ellis LLP
- Knight Frank LLP
- KPMG LLP
- Landesbank Baden-Wuerttemberg
- Landmark Partners
- LaSalle Investment Management
- Lazard Freres & Co. LLC
- LDR Capital Management LLC
- M&G Investments
- Meag Munich Ergo
- Mercer
- Meridia Capital
- Mesa West Capital
- Metropolitan Real Estate Equity Management, LLC
- Meyer Bergman
- Migros-Pensionskasse
- Mill Group
- MSCI
- New Horizons Advisory Ltd
- Niam AB
- NN Group
- North Carolina Department of State Treasurer
- Nuveen Real Estate
- Optimum Asset Management
- Orion Capital Managers
- P+
- Paladin Realty Partners LLC
- Palmer Capital
- Partners Group (USA) Inc. DUP
- PATRIZIA Immobilien AG
- PCCP LLC
- Peakside Capital Advisors Ltd
- Pensionskasse des Bundes PUBLICA
- PFA Pension
- PGGM Investments
- PGIM Real Estate
- PIA Pontis Institutional Advisors GmbH
- Pictet & Cie
- Poste Vita
- Pramerica Real Estate Investors
- Principal Real Estate Europe
- Prologis
- PW Real Assets
- Quantum Immobilien Kapitalverwaltungsgesellschaft mbH
- Quilvest and Partners France
- Real Capital Analytics Inc.
- RealFoundations
- Rhea Capital Partners
- Rockpoint Group LLC
- Rockwood Capital LLC
- Savills Investment Management
- Shell Asset Management Company B.V. (SAMCo) Shell Pension Fund
- Shelter Rock Capital Advisors
- Siguler Guff & Co
- Sinara Capital Management SA
- STAM Europe
- Swiss Life Asset Management
- Syntrus Achmea Vastgoed
- Tesco Pension Investment Limited
- The Townsend Group
- Thor Equities LLC
- Threadmark LLP
- Tishman Speyer
- Tristan Capital Partners
- UBS Asset Management, Global Real Estate
- Union Investment Institutional Property GmbH
- Uniper AG
- USAA Real Estate Co.
- Varma Mutual Pension Insurance Co.
- Venn Partners
- Versicherungskammer Bayern
- Versorgungswerk der Rechtsanwälte im Lande Hessen
- VPV Lebensversicherungs-AG
- WealthCap Kapitalverwaltungsgesellschaft mbH

Agenda

PRE-EVENT: Tuesday, 19 February 2019

16:30

Investor-Only and Manager-Only Roundtable Breakout Session

Discuss timely issues with your fellow investors or managers in an open-forum discussion designed to examine various topics of interest to both groups. We will then bring the two groups together and listen to table leader reports. As each table reports, discover where differences and common ground exist, and gain new insights and a broader perspective on important issues.

MODERATOR: **Jonathan Schein**, *Global Head of Business Development, Institutional Real Estate, Inc.*

17:30

Welcome Reception

Join us for cocktails and hors d'oeuvres.

19:30

Adjourn



Agenda

DAY ONE: Wednesday, 20 February 2019

08:00 **Networking Breakfast**

09:00 **Welcome & Overview**

Geoffrey Dohrmann, *President & CEO, Institutional Real Estate, Inc.*

Jonathan Schein, *Global Head of Business Development, Institutional Real Estate, Inc.*

Arno van Grondelle, *Managing Director, Europe, Institutional Real Estate, Inc.*

09:30 **A Global Perspective: The World as Our Readers See It**

Geoffrey Dohrmann, IREI's President & CEO, shares key themes and insights from our global editorial board meetings, which will be followed by a 15-minute Q&A session with two thought leaders for comments about global trends.

MODERATOR: **Geoffrey Dohrmann**, *President & CEO, Institutional Real Estate, Inc.*

PANELISTS: **Dr. Marcus Cieleback**, *Chief Economist, PATRIZIA Immobilien AG*

Marieke van Kamp, *Head of Private Markets, NN Group*

10:15 **Global Capital Flows**

IREI's and Kingsley's Investor Survey Highlights and FundTracker Trends Highlights open the session to set the stage regarding global capital flow trends.

MODERATOR: **Jonathan Schein**, *Global Head of Business Development, Institutional Real Estate, Inc.*

PANELISTS: **Matilde Attolico**, *Global Head of Funds Advisory, Jones Lang LaSalle Corporate Finance Limited*

Eoin Bastible, *Managing Director, UBS Asset Management, Real Estate & Private Markets*

Bert van den Hoek, *Senior Vice President, Partners Group*

11:00 **Break**

11:30 **City of the Future**

According to Prof. Greg Clark, 25 percent of the world's population lived in cities in 1980. By 2080, that figure is expected to be 85 percent. This is the century of cities. The growth of cities is creating environmental, housing affordability and mobility challenges. Our panel will review and discuss various innovative solutions to these challenges that provide a glimpse of what the future city might look like, and how it could differ from today's cities.

MODERATOR: **Geoffrey Dohrmann**, *President & CEO, Institutional Real Estate, Inc.*

PANELISTS: **Anne Charon**, *Head of Transformational Change, BVA Nudge Unit*

Simon Durkin, *Head of Research, BlackRock Real Assets*

Jeremy Kelly, *Director, Global Research, JLL*

12:15 **Lunch**

13:15 **Housing: Student, Co-living, Apartments, Homes, Senior Living**

Which strategy is most attractive in which European city? We will identify the underlying fundamental demand drivers in each city, and then review the different risks of each city and discuss overarching macro trends impacting each type of housing in Europe. We will cover a number of the challenges, such as pricing and affordability for businesses and "live, work, play" for individuals.

MODERATOR: **Jonathan Schein**, *Global Head of Business Development, Institutional Real Estate, Inc.*

PANELISTS: **Andrew Angeli**, *Managing Director, Head of European Strategy & Research, CBRE Global Investors*

Daniel Gorzawski, *Managing Director, Head of Europe, Harrison Street Real Estate Capital*

Hemant Kotak, *Managing Director, Green Street Advisors*

Agenda

DAY ONE: Wednesday, 20 February 2019

14:00

Drivers of Growth in Late Stage Markets

Cap-rate compression has been one of the main drivers of returns and, given low yields today, rental growth is likely to be the main driver of returns moving forward. We will examine where the opportunities are late in the cycle, and look at cities, sectors and across the capital stack to review other income-producing opportunities.

MODERATOR: **Geoffrey Dohrmann**, *President & CEO, Institutional Real Estate, Inc.*

PANELISTS: **Kevin Crowley**, *Partner, ICG Longbow*

Tony Smedley, *Managing Director, Head of Private Equity - Europe, Heitman*

Andrew Thornton, *Chief Executive Officer, Principal Real Estate Europe*

Stefan Wundrak, *Head of European Research, Nuveen Real Estate, a Nuveen Company*

14:45

Roundtable Discussion: Drivers of Growth in Late Stage Markets

Each table will have a group leader as a facilitator and will have the option of picking one of the Drivers of Growth in Late Stage Markets panel topics and related questions for discussion.

15:15

Break

15:45

Group Leader Reports: Drivers of Growth in Late Stage Markets

Group leaders share a brief summary of their group's insights in an open forum discussion with conference chairs.

MODERATORS: **Jonathan Schein**, *Global Head of Business Development, Institutional Real Estate, Inc.*

Arno van Grondelle, *Managing Director, Europe, Institutional Real Estate, Inc.*

16:15

Diversity: Driver of Innovation, Growth and Development

We will investigate how & why diversity leads to innovation, growth and development of cities and organizations. How can diversity impact real estate demand, growth and returns? On an industry level, how well is the real estate sector doing regarding creating diversity in leadership? What can be done to help create more diversity moving forward?

MODERATOR: **Gila R Cohen**, *Managing Director, MUFG Real Estate and Private Equity*

PANELISTS: **Andrea Carpenter**, *Director, Women Talk Real Estate*

Roxana Isaiu, *Director Real Estate, GRESB*

Alexandra Krystalogianni, *Global Head of Research, Allianz Real Estate GmbH*

17:15

Wrap-Up

A review of the day's key insights.

Geoffrey Dohrmann, *President & CEO, Institutional Real Estate, Inc.*

Jonathan Schein, *Global Head of Business Development, Institutional Real Estate, Inc.*

17:30

Adjourn

18:30

Cocktails

19:30

Dinner

Join us for our gala dinner.

Agenda

DAY TWO: Thursday, 21 February 2019

08:00 **Networking Breakfast**

09:00 **Overview of the Day**

Jonathan Schein, *Global Head of Business Development, Institutional Real Estate, Inc.*
Arno van Grondelle, *Managing Director, Europe, Institutional Real Estate, Inc.*

09:15 **AI, Big Data & Real Estate**

How is AI & Big Data being used to spot emerging and fading Retail trends? How can this data be used to help model potential real estate demand and pricing? Next we will explore how AI and Big Data are being used related to managing and monitoring risks.

MODERATOR: **Audrey Klein**, *Head of International Institutional Investors, Corestate Capital Group*

PANELISTS: **Glenn Corney**, *Executive Director, Real Estate Products, MSCI*

Lorenzo Dorigo, *Head of Business Development Europe, Geophy*

Antony Slumbers, *Proptech and Innovation Evangelist, antonyslumbers.com*

10:00 **Innovation in the Netherlands: Urban Development Projects in Amsterdam and Rotterdam**

We will take a look at Zuidas in Amsterdam and several rapidly developing business districts in Rotterdam and we will discuss the concepts behind these new developments. What are the economic drivers behind them? How might this new type of development impact growth, new construction and real estate pricing moving forward in these areas? Plus, we will review the Edge building in Amsterdam as an example and then talk about what new trends are emerging for the next generation of buildings.

MODERATOR: **Arno van Grondelle**, *Managing Director, Europe, Institutional Real Estate, Inc.*

PANELISTS: **Norbert Bol**, *CIO, Sweco Capital Consultants*

Marleen Bosma-Verhaegh, *Head of Research & Strategic Advisory, Bouwinvest Real Estate Investors*

10:45 **Break**

11:15 **Advisory Board Wrap-Up Panel**

Several advisory board members will share key insights and questions you should keep in mind from our event to help you put everything into perspective, which should lead to some actionable ideas.

MODERATOR: **Jonathan Schein**, *Global Head of Business Development, Institutional Real Estate, Inc.*

PANELISTS: **Jan van Bakel**, *Head of Transactions Continental Europe, CBRE Global Investment Partners*

Alessandro Bronda, *Real Estate Consultant, Representing Family Offices*

Mads Rude, *Managing Director, PATRIZIA Multi Managers*

11:30 **Farewell 'Thank You' Lunch and afternoon networking activity**

Geoffrey Dohrmann, *President & CEO, Institutional Real Estate, Inc.*

Jonathan Schein, *Global Head of Business Development, Institutional Real Estate, Inc.*

Arno van Grondelle, *Managing Director, Europe, Institutional Real Estate, Inc.*

14:00 **Adjourn**



2019 VIP Europe Co-Chairs



GEOFFREY DOHRMANN

President & CEO
Institutional Real
Estate, Inc.



JONATHAN SCHEIN

Global Head of Business
Development
Institutional Real Estate, Inc.



ARNO VAN GRONDELLE

Managing Director, Europe
Institutional Real Estate, Inc.

2019 VIP Europe Advisory Board



**ALESSANDRO
BRONDA**

Real Estate Consultant
Representing
Family Offices



INDEESH TANGERAAS

Investment Managing
Director, Real Assets
Investment Group
Cambridge Associates



JAN VAN BAKEL

Head of Transactions
Continental Europe
CBRE Global
Investment Partners



MARTIN LEMKE

Managing Director
AM alpha KVG mbH



MADS RUDE

Managing Director
PATRIZIA
Multi Managers



MARTIJN VOS

Senior Portfolio
Manager Real Estate
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Category 2 Fee – USD 1,295.00

The Category 2 registration category is reserved for fund of funds/manager of managers and consultants. A “fund of funds” or “manager of managers” is defined as a company that solely manages portfolios composed of investments in the funds of other managers. A “consultant” is defined as an individual who provides financial advice to institutional investors (pension funds, endowments and foundations) on portfolio construction and asset allocation and does not manage money (i.e. Mercer, Callan Associates, Towers Watson).

Reservations

All attendees, including sponsors, advisory board members and speakers are responsible for making their own reservations. Institutional Real Estate, Inc. has contracted a limited number of rooms at a discounted rate. These rooms are available to registered attendees on a first-come first-served basis.

More information will be provided upon registration.

REGISTRATION FEES:

Institutional Investor Fee – Complimentary

The Qualified Institutional Investor registration category is reserved for individuals employed by a public, corporate or union pension fund organization, foundation or endowment, with responsibility for real estate investment strategy or decision-making. Sovereign wealth funds, family offices and government officials may also qualify for complimentary registration. A government official is defined as a federal, state, local or city-level government employee focused on the policymaking, planning, and/or funding/financing of real estate projects, as well as legislators and their staff. This definition does not include pension/benefit plan administrators.

Investment Managers and Others Fee – USD 2195.00

VIP Europe Contacts:

LOGISTICS:

Lucero Jaramillo
Conference Director
l.jaramillo@irei.com
+1 925-244-0500, ext. 130

REGISTRATION:

Jenny Krasnovskaya
Event Coordinator
j.krasnovskaya@irei.com
+1 925-244-0500, ext. 145

SPEAKING

OPPORTUNITIES:

John Hunt
Program Manager
j.hunt@irei.com
+1 925-244-0500, ext. 137

SPONSORSHIP

OPPORTUNITIES:

Randy Schein
Conference Sponsorship
Manager
r.schein@irei.com
+1 212-706-7023