



Investor relations and communication course

24 and 25 March 2026, Amsterdam

Restaurant de Struisvogel
Keizersgracht 312
1016 EX Amsterdam
The Netherlands

academy@inrev.org
+31 (0)20 235 86 02
www.inrev.org

Tuesday 24 March

Please note that the group dinner is included in the course fee.
Participants are expected to arrange their own travel and accommodation.

19:00 **Group dinner**

21:30 **End**



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Wednesday 25 March

08:30 **Welcome coffee**

09:00 **Course introduction**

- Welcome by course leader
- Course programme
- Participants introduction

Gabi Stein, Managing Director, Head of EMEA and APAC Real Assets Specialists, Global Client Group, Nuveen Real Estate (course leader)

09:30 **Product development**

- Market overview
- Investor demand
- Positioning and marketing
- Marketing your company

Annemarie Manning, Head of Investor Solutions, Orange Capital Partners

10:15 **Regulations and tax rules relevant for product development and distribution**

- Current regulatory landscape – AIFMD II, MiFID II and NPPRs
- Impact of sustainability regulations on capital raising
- EU-UK/US cross-border challenges for marketing in the EU

Jeff Rupp, Director of Public Affairs, INREV



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11:00	<i>Coffee break</i>
11:30	The full cycle of capital raising strategy <ul style="list-style-type: none">• The capital raising cycle• Investor intelligence• Communicating the opportunity• Drivers for success
	James Morrow, Senior Managing Director, Hines
12:15	Navigate the diverse investor base across the globe <ul style="list-style-type: none">• Different investors styles• Regional and cultural differences• Some key adages to keep in mind
	Ajay Sharma, Global Head of Capital Raising and Investor Relations, BentallGreenOak
13:00	<i>Lunch break</i>
14:15	Straight talk: a global investor's perspective Jasper Petit, Managing Director International Investments, Bouwinvest
15:00	<i>Coffee break</i>



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- 15:30 **Investor panel discussion**
 - Jasper Petit, Managing Director International Investments, Bouwinvest
 - Other panellists to be confirmed*
- 16:15 **Course wrap-up by course leader**
- 16:30 **End**