



# Investor relations and communication course

*24 and 25 November 2026, Copenhagen*



**Restaurant Kanalen**  
**Wilders Plads 2**  
**1403 Copenhagen**  
**Denmark**

*Tuesday 24 November*

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**

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



# Investor relations and communication course

*24 and 25 November 2026, Copenhagen*

Hotel NH Collection  
Copenhagen  
Strandgade 7  
1401 Copenhagen  
Denmark

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

*Wednesday 25 November*

08:30

## **Welcome coffee**

09:00

## **Course introduction**

- Welcome by course leader
- Course programme
- Participants introduction

Gabi Stein, Head of Global Real Estate Distribution, Nuveen Real Estate (course leader)

09:30

## **Product development**

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

Annemarie Manning, Managing Director, Head of Investor Solutions, Orange Capital Partners

10:15

## **Coffee break**

10:45

## **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



# Investor relations and communication course

24 and 25 November 2026, Copenhagen

●  
**Hotel NH Collection  
Copenhagen  
Strandgade 7  
1401 Copenhagen  
Denmark**

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

- 11:30      **The full cycle of capital raising strategy**
- The capital raising cycle
  - Investor intelligence
  - Communicating the opportunity
  - Drivers for success
- James Morrow, Senior Managing Director, Capital Markets, Hines
- 12:15      ***Lunch break***
- 13:30      **Navigate the diverse investor base across the globe**
- Different investors styles
  - Regional and cultural differences
  - Some key adages to keep in mind
- Ajay Sharma, Global Head of Capital Raising and Investor Relations, BGO
- 14:15      **Straight talk: a global investor's perspective**  
*Speaker to be confirmed*
- 15:00      ***Coffee break***
- 15:30      **Investor panel discussion**
- Saskia van den Bronk, Director European Investments, Bouwinvest
- Other panel members to be confirmed*



# Investor relations and communication course

*24 and 25 November 2026, Copenhagen*

●  
**Hotel NH Collection  
Copenhagen  
Strandgade 7  
1401 Copenhagen  
Denmark**

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

16:15      **Course wrap-up**  
Gabi Stein

16:30      **End**