Investor relations and communication course

24 and 25 November 2026, Copenhagen

Restaurant Kanalen
Wilders Plads 2
1403 Copenhagen
Denmark

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

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**

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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

Ewelina Boraczewska, Public Affairs Manager, INREV

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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 **Investor panel discussion**
- Saskia van den Bronk, Director European Investments, Bouwinvest
- Edd Azzopardi, Real Estate Multi Manager – Portfolio Manager, UBS Unified Global Alternatives

15:00 ***Coffee break***

15:30 **Straight talk: a global investor's perspective**
David Dix, Managing Director, Portfolio Management, The Townsend Group

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

16:30 **End**

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