



# Investor relations and communication course

*24 and 25 March 2026, Amsterdam*

●  
**Restaurant de Struisvogel**  
**Keizersgracht 312**  
**1016 EX Amsterdam**  
**The Netherlands**

*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**

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



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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, 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

## **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

## **Coffee break**

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

## **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

13:00

## **Lunch break**

14:15

## **Straight talk: a global investor's perspective**

Saskia van den Bronk, Director European Investments, Bouwinvest

15:00

## **Coffee break**



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15:30

## Investor panel discussion

- Saskia van den Bronk, Director European Investments, Bouwinvest
  - Nick Duff, Managing Director, The Townsend Group
- Other panellist to be confirmed*

16:15

## Course wrap-up by course leader

16:30

## End

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