



Investor relations and communication course

26 March 2025, London

Hines
Grainhouse 6 Dryden St
WC2E 9NH, London, UK

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

08:45

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)

09:45

Product development

- Market overview
- Knowing your client
- Branding and marketing
- Business development process

Annemarie Manning, Head of Investor Solutions, Orange Capital Partners

10:30

Regulations and tax rules relevant for product development and distribution

- Current regulatory and tax landscape
- AIFMD considerations on domicile, passporting and marketing
- ESG rules' impact on capital raising
- EU-UK/US cross-border challenges for marketing

Jeff Rupp, Director of Public Affairs, INREV



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11:15

Coffee break

11:45

The full cycle of capital raising strategy

- Market intelligence
- Formulating the product
- Positioning the product
- Selling product

James Morrow, Senior Managing Director, Hines

12:30

Lunch

13:45

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, BentallGreenOak

14:30

Straight talk: a global investor's perspective

Madeleine Cosgrave, Non-Executive Director, Landsec



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15:15

Coffee break

15:30

Investor panel discussion

Madeleine Cosgrave, Non-Executive Director, Landsec

Laurens-Jan Portier, Portfolio Manager Real Estate, Shell Asset Management Company

16:15

Course wrap-up by course leader

16:30

End