



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, 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
- Frans van Lanschot, Senior Portfolio Manager, a.s.r. real assets investment partners

16:15

Course wrap-up by course leader

16:30

End