



Investor Relations and Communication

8 May 2019, Hotel At Six, Brunkebergstorg 6 in Stockholm

08:45	Registration		12:15	Lunch	
09:00	Course introduction <ul style="list-style-type: none">• Course objectives• Delegates and presenters introduction• The role of relationship management in real estate	Gabi Stein (Course leader) Tishman Speyer	13:45	Navigate the diverse investor base across the globe <ul style="list-style-type: none">• Understand and communicate with different investors styles• Understand the role of regional and cultural differences in the capital raising process• Communicating and managing specific and changing investor demands and requirements	Ajay Sharma Heitman Real Estate Investment Management
09:30	Product development <ul style="list-style-type: none">• Market overview• Knowing your client• Business development process• The importance of branding and marketing in the product development process	Annemarie Manning ActivumSG	14:30	Straight talk: a global investor's perspective <ul style="list-style-type: none">• Understand investors strategies and meet their demands• Reach your clients• How to bridge the gap between investors and investment managers	Manuel Wormer Bayerische Versorgungskammer
10:15	Tax and regulation on product development and distribution <ul style="list-style-type: none">• Current regulatory and tax landscapes• AIFMD considerations on domicile, passporting and marketing• MiFID II and implications for capital raising• Brexit's impact on fund managers and capital raising	Jeff Rupp INREV	15:15	Coffee break	
11:00	Coffee break		15:30	Investor panel discussion <ul style="list-style-type: none">• What to expect from your relationship with your managers• Managing investor expectations – the good and the bad• Managing conflicts and reaching consensus• Lesson learnt	Johanna Strömsten Alecta IMRE Jeroen Winkelman SWECO Capital Consultants Manuel Wormer Bayerische Versorgungskammer
11:30	The full cycle of capital raising strategy <ul style="list-style-type: none">• Market intelligence – gather & synthesize• Formulating the product• Positioning the product• Selling product	James Morrow DWS	16:15	Wrap up	Gabi Stein Tishman Speyer
			16:30	End	