



# Insights into Operational Real Estate Seminar 2020

8 September 2020 – 11:30 CET

Tuesday 8 September 2020

Online seminar

Login details will be shared  
with you after registration

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| 11:30 | <b>Welcome</b><br>Lonneke Löwik, CEO, INREV                                                                                                                                                                                                                                                                                                                                                                                               |
| 11:40 | <b>Opportunities of operational real estate – the managers view</b><br>Mikkel Bülow-Lehnsby, Partner and Co-Founder, NREP <ul style="list-style-type: none"><li>• What is operational real estate and how does it differ from traditional bricks and mortar investments?</li><li>• How should you invest into this type of real estate?</li><li>• What are the skills required to invest in and manage operational real estate?</li></ul> |
| 12:00 | <b>How to invest in operational real estate – the investor view</b><br>Jay Kwan, Managing Director, International Real Estate, Europe, QuadReal <ul style="list-style-type: none"><li>• Why invest in operational real estate?</li><li>• What are the additional risks?</li><li>• Where does it fit in an investor's portfolios?</li></ul>                                                                                                |
| 12:20 | <b>Opportunities of real estate assets data ownership</b><br>Boudewijn Ruitenburg, COO, EDGE Technologies <ul style="list-style-type: none"><li>• Who owns the data that buildings provide us?</li><li>• Should this data be used?</li><li>• How to deal with data security?</li></ul>                                                                                                                                                    |
| 12:40 | <b>Panel discussion</b><br>Moderated by Lonneke Löwik <ul style="list-style-type: none"><li>• Brenna O'Roarty, Executive Director, RHL Strategic Solutions</li><li>• Boudewijn Ruitenburg</li><li>• Jay Kwan</li><li>• Mikkel Bülow-Lehnsby</li></ul>                                                                                                                                                                                     |
| 13:00 | <b>End</b>                                                                                                                                                                                                                                                                                                                                                                                                                                |