

finding tomorrow's opportunities – today

The German Real Estate Dialogue

10th December 2020 Frankfurt, Villa Kennedy, Rocco Forte Hotel



**GERMAN REAL ESTATE –
WEATHERING THE STORM?**

\$1.5trn capital 24+ countries

TOTAL ATTENDEES



ATTENDEE BREAKDOWN



- 57% GPs
- 38% LPs
- 3% Others
- 2% Consultants

SENIORITY OF ATTENDEES



- 32% CEOs
- 40% Managing Directors
- 27% Senior Directors
- 1% Senior Managers

Ankit Mehta

Director, Unlisted Infrastructure & Timberland, The Australian Government Future Fund, Melbourne, Australia:

"The Dialogue Capital event in New York was a useful way to discuss current themes in infrastructure investing with broad range of market participants. The Boardroom format allowed a thoughtful and candid discussion with all participants."

"Why attend?"

- Strengthening existing business relationships and forge new ones. Be part of a global Club of leaders
- Facilitating exclusive meetings with key contacts
- Securing the opportunity for profile raising with key players
- Bringing together decision makers for informal discussions on themes that are relevant to them
- A format that maximises networking opportunities through sessions and networking clubs, on top of the usual coffee breaks, drink receptions and board dinners

Gershon Cohen

Global Head of Infrastructure Funds, Aberdeen Standard Investments, London, UK:

"Infrastructure Dialogue brings together industry leaders, opinion formers and practitioners in an innovative format in which the delegates actively engage with the program participants in a productive environment."

Among the attendees at our events have been so far:

- 6B47 Real Estate Investors
 - AIG
 - AMP Capital
 - ATP
 - Alpha Real Estate
 - APG AM
 - Ardian
 - Axa
 - AIIB
 - Allianz Capital Partners
 - ASSIDUUS Development
 - BNP Paribas Real Estate Property
 - BerlinHyp
 - Blackstone
 - Boeblinger Baugesellschaft
 - Cabot Partners
 - CPPIB
 - Commerzreal
 - Cording Group
 - CAPRA
 - Dresco
 - EBRD
 - EQT Partners UK
 - European Commission
 - Finch Properties
 - Future Fund
 - Future Fund
 - First State
 - FOM
 - GIC
 - Gerch Group
 - HSBC
 - INNOSWAN Capital Partners
 - IFC
 - KKR
 - LBBW
 - Lenwood Capital
 - Legal & General
 - MATRIX Immobilien
 - MetLife
 - New York Retirement System
 - Nord LB
 - Oaktree Capital
 - Patrizia
 - PRS Family Trust
 - PGGM
 - Prelios Immobilien Management
 - Macquarie
 - PensionDanmark
 - Premier Inn
 - Radisson Hotel Group
 - R+V Lebensversicherung
 - The Office Group
 - The World Bank Group
 - UK Government
 - WeWork
 - ZBI
- ...and many more*

The Big Picture in Real Estate

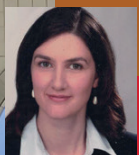
- Commercial Real Estate – How to ensure sustainable growth while limiting the impact of market corrections & of the pandemic?
- Finanzierungsmodelle – Neue Strategien, Strukturierungsfragen, was funktioniert? Wie geht man mit erhöhten Risiken angesichts COVID-10 um?
- Rechtliche Rahmenbedingungen – Wird die Branche kaputtreguliert? English Version: Legal Side of Real Estate – What do new regulations mean for the Asset Manager?
- Deutsche Wohnimmobilien – Wann platzt die Blase? Neue trends, innovative Konzepte? Inwieweit hat sich der Markt abgekühlt?

Real Estate Investments

- Real Estate Investments in Germany – still a safe haven? What other regions are attractive?
- Immobilien in Deutschland – Markt wird dünner, wo ist das beste Risiko-Return Verhältnis zu finden? English Version: Real Estate in Germany – Where are the best risk/return options?
- Debt Real Estate investments – more risk, evaluating returns, identifying value better?

Hot Sectors in Real Estate

- Offices in Real estate – developments and investments – keeping up with new trends such as flexible working and accelerating digitalisation in challenging times?
- Logistik-Immobilien – Wann sind Gipfel und Täler bei Preisen und Renditen erreicht? English Version: Logistics – When will we reach the peak & valley with pricings and yields?
- Hotels – Location, location, location – how to beat the competition in uncertain times?



FLORENTINA
FREISE

Founder
Dialogue Capital

Dear Ladies and Gentlemen,

Welcome to the annual German Real Estate Dialogue on 10 of December in Frankfurt!

The event is held under the motto "German Real Estate – Weathering the Storm?" and will bring together even more local and international decision makers, including pension funds, fund managers, lenders, developers and asset owners.

Participants will engage in a series of interactive sessions and will discuss how to take advantage of opportunities in real estate.

The informal networking sessions offer the opportunity for a productive engagement with key connections over one day. Discussions cover recent developments in German Real Estate and abroad.

Book now to secure a place in tailored sessions of your choice. Get to know potential business partners and clients by discussing the themes that matter.

See you in December in Frankfurt at Villa Kennedy!

Best regards,
Florentina

Sehr geehrte Damen und Herren,

Willkommen zum German Real Estate Dialogue am 10. Dezember in Frankfurt!

Das Event wird unter folgendem Motto stattfinden: "German Real Estate – Weathering the Storm?" und wird lokale und internationale Entscheidungsträger, Pensionskassen, Fundmanager, Finanzierer, Projektentwickler und Bestandshalter zusammenbringen.

Die Teilnehmer werden an interaktiven Sitzungen teilnehmen: Sessions, Fire-Side-Chats und Industry Updates und die Vorteile von Immobilieninvestitionen diskutieren. Die informellen Networking Module ermöglichen die produktive Kontaktaufnahme zu Schlüsselkontakten an einem Tag. Die Themen decken jüngste Entwicklungen des deutschen Immobilienmarkts ab sowie internationale Investitionen.

Buchen Sie Ihren Platz jetzt in einem der maßgeschneiderten Runden Ihrer Wahl. Lernen Sie Ihre Geschäftspartner und Kunden besser kennen indem Sie die Themen besprechen, die wirklich relevant sind.

Bis bald im Dezember in der Villa Kennedy!

Beste Grüße
Florentina Freise

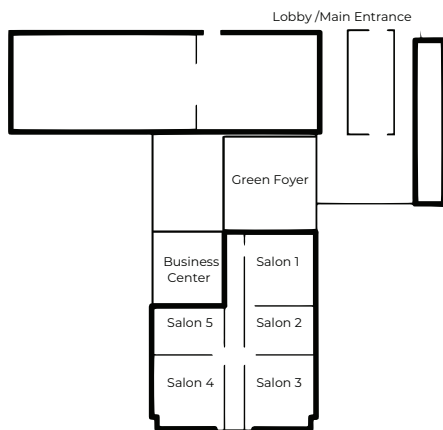
KEYNOTE



CARSTEN BRZESKI

Chief Economist, ING

Outlook on the markets – Germany, the rock in rough waters?



AGENDA GERMAN REAL ESTATE DIALOGUE 2020

10th December

Registration from 09:30 PM onwards

10:00 AM	–	10:30 AM	Keynote
10:30 AM	–	11:00 AM	Networking Break
11:00 AM	–	12:00 PM	Program
12:00 PM	–	13:00 PM	Networking lunch
13:00 PM	–	14:00 PM	Program
14:00 PM	–	14:20 PM	Networking Break
14:20 PM	–	15:20 PM	Program
15:20 PM	–	16:20 PM	Farewell Drinks

COMMERCIAL REAL ESTATE – HOW TO ENSURE SUSTAINABLE GROWTH WHILE LIMITING THE IMPACT OF MARKET CORRECTIONS, WHAT IMPACT WILL COVID-19 HAVE?



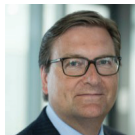
**JULIAN
BUSCH**

Associate, Oaktree
Capital

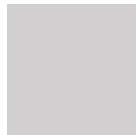


**KARSTEN
FIELSTER**

Managing Director,
Girlian Immobilien
Management



**MARTIN
MOERL**



**DANNY
MALKIN**

Principal,
Blackstone



**MARTIN
SCHAER**

Founder, MATRIX
Immobilien



**VICTOR VON
WALDBERG**

Unternehmensjurist,
FOM

DEUTSCHE WOHN-IMMOBILIEN – WANN PLATZT DIE BLASE? NEUE TRENDS, INNOVATIVE KONZEPTE?

ENGLISH VERSION – GERMAN RESIDENTIAL – BUBBLE ABOUT TO BURST? NEW TRENDS, INNOVATIVE CONCEPTS OF ACCOMMODATION?



**SEBASTIAN
NITSCH**

Vorstand, 6B47 Real
Estate Investors



**MATHIJS VAN
DALSON**

Business
Development
& Investments
Director Europe,
The Ascott



**SEBASTIAN
ENGEL**

Chief Sales Officer,
Alpha Real Estate



**DR. PHILIPP
FREUDENREICH**

Referent der
Geschäftsfüh-
rung, AM alpha
Kapitalverwal-
tungsgesellschaft
mbH



**MR. MARTIN
FAESSLER**

Geschäftsführer der
BNP Paribas Real
Estate Property
Development &
Services Real Estate
BNP Paribas



**ADHAM EL
MUNTASSER**

Managing Director,
INCEPT



**MARC
THIEL**

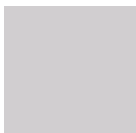
Vorstand | Chief
Transaction Officer,
Gerch Group

**FIRE-SIDE CHAT – RECHTLICHE
RAHMENBEDINGUNGEN** – WIRD DIE BRANCHE
KAPUTTREGULIERT, WAS BEDEUTEN DIE NEUEN
REGULIERUNGEN FÜR DEN ASSET MANAGER?

ENGLISH VERSION – LEGAL SIDE OF REAL ESTATE
– WHAT DO NEW REGULATIONS MEAN FOR ASSET
MANAGERS?



**JOCHEN
DÖRNER**
Leiter Vertrieb,
Baugrund



**GARY
JACKSON**
CEO, De Trafford

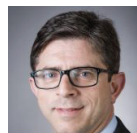


**DAVID
RENSHAW**
Director, Cheyne
Capital

REAL ESTATE INVESTMENTS IN GERMANY – STILL A
SAFE HAVEN? WHAT OTHER REGIONS ARE ATTRACTIVE?



**CHARLOTTE
DENNISON**
Associate,
CAPRA



**STEPHEN
MILES**
Executive Director,
CBRE EMEA Investment
Properties Team, CBRE



**CHERYL
MAHER**
Director, CPPIB



**OLEG
MATERSHEV**
CEO, PMK



**RICHARD
LIEBHART**
Leiter Business
Development CEE,
Vinci Facilities



**LUCIA
WIED**
Executive Director,
Transactions, PGIM

MIETENDECKEL IN BERLIN & DEUTSCHLAND –

HERAUSFORDERUNGEN & LOESUNGEN?

ENGLISH VERSION – RENT CAPS IN BERLIN & GERMANY – CHALLENGES & SOLUTIONS?



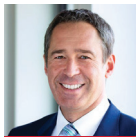
**MARKUS
DENZLE**

Projektentwicklung,
Boeblinger
Baugesellschaft



**FRANK
KIRSTEN**

Managing
Director, ImmoMa
Gesellschaft für
ImmobilienMarketing



**ANDREAS
TIED**

Bereichsleitung,
Immobilien- und
Stadtentwicklung,
IBB

FIRE-SIDE CHAT – IMMOBILIEN IN DEUTSCHLAND

– MARKT WIRD DUENNER, WO IST DAS BESTE RISIKO-
RETURN-VERHAELTNIS ZU FINDEN?

ENGLISH VERSION – REAL ESTATE IN GERMANY –
WHERE ARE THE BEST RISK/RETURN OPTIONS?



**JAN
BAUMGART**

Head of Real
Estate Germany,
KKR



**MARCO
BRAUN**

Partner,
INNOSWAN Capital
Partners



**ARSHAD
BHATTI**

CEO, Apex Airpex



**STEFAN
DOERFFLER**

Director, Angelo
Gordon



THOMAS GRAF

Infra Consult und
Entwicklungsman-
agement – Berlin,
Dresdo

LOGISTIK-IMMOBILIEN – WANN SIND

GIPFEL UND TAEELER BEI PREISEN UND
RENDITEN ERREICHT?

ENGLISH VERSION – LOGISTICS –
WHEN WILL WE REACH THE PEAK &
VALLEY WITH PRICINGS AND YIELDS?



**JAN PHILIPP
DAUN**

Head of Investment
Management, Garbe
Industrial Real
Estate



**BODO
HOLLUNG**

Gesellschafter
Geschäftsführer, Lip
Invest



**SOENKE
KEWITZ**

Managing Director
Germany, P3
Logistic Parks



**STEWART M.
LITTLE**

Co-Founder,
Oxenwood



**FLORIAN
NEUMANN**

Senior Vice
President, Cabot
Partners



**PRISCILLE
SCHLOSSER**

Head of Logistics,
Special Property
Finance, Aareal
Bank

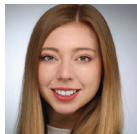
FINANZIERUNGSMODELLE – NEUE STRATEGIEN, STRUKTURIERUNGSFRAGEN, WAS FUNKTIONIERT, WIE GEHT MAN MIT ERHOEHTEN RISIKEN ANGESICHTS COVID-19 UM? (BEISPIEL LUXEMBURG)

ENGLISH VERSION – FINANCING MODELS – NEW STRATEGIES, WHAT WORKS? HOW DO YOU GET DEALS OVER THE FINISHING LINE – MATCHING LIABILITIES & INVESTMENTS HOW TO DEAL WITH INCREASED RISKS?



**ANNA
GINKEL**

General Manager,
Loan Markets &
Syndication, Aareal
Bank



**LISA
LINTSCHINGER**

Corporates &
Markets, Erste
Group



**HEIKO
MAASS**

Managing Director
Commercial Real
Estate, LBBW



**JUERGEN
MERTENS**

Finance Director,
PRS Family Trust



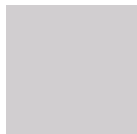
**JAN LERCH
MRICS**

Senior Relationship
Manager, Hamburg
Commercial Bank AG



**ELKE
PLAZERIANO**

Leiterin Projek-
tfinanzierung,
6B47 Real Estate
Investors



**ECKHARD
SCHULZ**

Bereichsleiter
Immobilienfinan-
zierung, ERGO
Group AG

**DEBT REAL ESTATE
INVESTMENTS** – MORE RISK,
EVALUATING RETURNS, IDENTIFYING
VALUE BETTER?



**VINCENT
NOBEL**

Head of Asset Based
Lending, Federated
Hermes International



**BURKHARD
SCHLICKENRIEDER**

Managing Partner,
Lenwood Capital



**STELIOS
THEODOSIOU**

Principal, Hig Realty
Partners

FIRE-SIDE CHAT: HOTELS – LOCATION, LOCATION, LOCATION – HOW TO BEAT THE COMPETITION – PRIORITIES IN UNCERTAIN TIMES?



**ROBERT VAN
DER GRAAF**

Senior Director,
Business
Development,
Radisson Hotel
Group



**TOM
GOLDSCHIEDER**

Senior Acquisitions
Manager, Premier Inn



SVEN ROEDIG

Development
Manager, HRG
Hotels

FIRE-SIDE CHAT – OFFICES IN REAL ESTATE: DEVELOPMENTS AND INVESTMENTS – KEEPING UP WITH NEW TRENDS SUCH AS FLEXIBLE WORKING AND ACCELERATING DIGITALIZATION?



**MARTIN
BRENDL**

Leiter Investment,
HanseMerkur
Grundvermögen



**CHARLIE
GREEN**

Co-CEO, The Office
Group



**JAN
HOEPPER**

Managing Director
/ Geschäftsführer
DACH, Quarters
Holding



**ALEXANDER
HAPP**

Founder,
Assiduus
Development



**STEFAN
NEHER**

Head of
Development, Zar
Real Estate Holding



**SOFIA
WATT**

Head of Asset
Management
Real Estate, EQT
Partners UK
Advisors II

FIRE-SIDE CHAT – INVESTING & DEVELOPING REAL ESTATE – LEAVING THE CITIES, PRIME MARKETS? HOW MUCH POTENTIAL DO THE OUTSKIRTS OFFER?



**ARSHAD
BHATTI**

CEO, Apex Airspace



**MARKUS
DENZLE**

Projektentwicklung,
Boeblinger
Baugesellschaft



**SASCHA E.
REUTER**

Leiter ZBI-
Repräsentanz
Deutschland/
West Investment |
Akquisition, ZBI

FIRE-SIDE CHAT

– PROJEKTENTWICKLER & OFFENE SPEZIALFONDS – QUO VADIS?



**GOESTA
RITSCHEWALD**

Inhaber,
Ritschewald
Consultancy

FIRE-SIDE CHAT – UNTERSCHIEDUNG UND
UEBERSCHNEIDUNG VON INFRASTRUKTUR UND
IMMOBILIEN – WO UND WIE KOENNEN DIE BESTEN
RETURNS ERZIELT WERDEN?

ENGLISH VERSION – INFRASTRUCTURE & REAL ESTATE
– WHERE TO GET THE BEST RETURNS FROM?



**ARSHAD
BHATTI**

CEO, Apex Airspace



**JENS
EBERT**

Managing Director
| Alternative
Investments,
PATRIZIA



**SELENE
POISSON**

Deputy Leasing
Director Unibail-
Rodamco-Westfield



**GOESTA
RITSCHEWALD**

Inhaber,
Ritschewald
Consultancy

ESG & SOCIAL – SUSTAINABILITY
BONDS: OPENING NEW SUPPLY FOR
EUROPEAN INVESTORS



**MARKUS
BERAN**

Leiter Zentrale
Betreuung Ausland /
Head of Origination
International
Investors, Berlin Hyp

FIRE-SIDE CHAT – HEALTH CARE
& SENIOR-LIVING – NEUE KONZEPTE,
WIE HYBRID OBJEKTE, NEUE
HERAUSFORDERUNGEN?



**ANDREW
OVEY**

Senior Fund
Manager –
Healthcare, Real
Assets, Axa



**JENS
WOLFHAGEN**

Member of the
Board (Market),
Management Team,
IMMAC Verwal-
tungsgesellschaft

FOKUS – GEWERBEIMMOBILIEN /
SHOPPING CENTRES ENTWICKELN
– UMDENKEN ODER FLEXIBEL SEIN?
ZUKUNFTSMODELLE?



**MARTIN
MOERL**

Managing Director,
Girlan Immobilien
Management

SESSION – MEHR DIGITALISIERUNG – WELCHE MODELLE
FUNKTIONIEREN? WIE GEHT MAN MIT NEUEN RISIKEN UM?

ENGLISH VERSION – MORE DIGITAL IN REAL ESTATE – WHAT
MODELS WORK? HOW TO DEAL WITH NEW RISKS?



**MARKUS
BERAN**

Leiter Zentrale
Betreuung Ausland
/Head of Origination
International
Investors, Berlin
Hyp



**ARSHAD
BHATTI**

CEO, Apex Airspace



**MARLENA
BÜSCHL**

Investment
Manager, Surplus
Invest



**DANIEL
KARDOLSKY**

Geschäftsführender
Gesellschafter,
ParkenProper-
tyPartner

VENUE: VILLA KENNEDY

VENUE & HOW TO GET TO THE GLOBAL INFRASTRUCTURE DIALOGUE 2020

RESERVATIONS

Hotel-Booking line: +49 (0) 69 717 121 430
reservations.villakennedy@roccofortehotels.com

ADDRESS OF THE VENUE:

Rocco Forte Hotel, Villa Kennedy
Kenedyalle 70
60596 Frankfurt



SPECIAL RATE FOR HOTEL-ROOM BOOKINGS AT THE VENUE:

A reduction of 69% will be applied to attendees who book a room at the venue of the event. Please call Tel.: +49 (0) 69 717 121 430 and quote: "Global Infrastructure Dialogue". This special deal is available on a first-come-first-served basis.

THE GERMAN REAL ESTATE DIALOGUE

1. FEES FOR OFFICIAL PARTICIPANTS (PROGRAMME) (PER PERSON) ("FEE")

FEE OFFICIAL PARTICIPANTS (Programme)	Early Bird Rate Before or on 30th of Sept. 2020 €1595 + 19% VAT	October Special Rate Before or on 29th of October 2020 €1695 + 19% VAT	Standard Rate Before or on 10th December 2020 €1795 + 19% VAT
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2. DELEGATES FEES (PER PERSON) ("FEE")

FEE DELEGATE	Early Bird Rate Before or on 30th of Sept. 2020 €2095 + 19% VAT	October Special Rate Before or on 29th of October 2020 €2195 + 19% VAT	Standard Rate Before or on 10th December 2020 €2295 + 19% VAT
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BOOKING CONTACT DETAILS OF "ATTENDEE" AT THE GERMAN REAL ESTATE DIALOGUE:

TITLE:	FIRST NAME:	SURNAME:
JOB TITLE:		
TELEPHONE:	FAX:	MOBILE:
CONTACT DETAILS OF PERSON IN CHARGE OF TICKET BOOKING	FIRST NAME/LAST NAME:	
	JOB TITLE/EMAIL/DIRECT TEL:	
ORGANISATION DETAILS:	NAME:	
	ADDRESS:	
	TOWN/CITY:	
	POSTCODE:	COUNTRY:

- ☐ **Yes, please:** I would like to register for the evening event on 8th of December 2020, which is an additional networking opportunity with board dinner at no extra cost. (only accessible to programme participants and sponsors).
- ☐ **Yes, please:** The registered delegate wishes to subscribe to the e-newsletter and wishes to receive more information.
- ☐ **Yes, please:** I am interested in Club-membership and would like to receive more information.

4. Payment methods (all fees are strictly payable in advance)

Please select one of the following payment methods:

- ☐ **Credit Card:** Register and pay via the website (Paypal) at www.dialoguecapital.com/onlinepayment or email us at finance@dialoguecapital.com to pay online and we will issue you an e-invoice for credit-card payment (there will be a charge of 3,6% for email-based online-payments.)

Tick as appropriate: ☐ Amex ☐ Visa ☐ Mastercard ☐ Eurocard

NAME AS IT APPEARS ON CREDIT CARD CARD NO. 3/4 DIGITAL SECURITY NUMBER:

SIGNATURE OF CREDIT CARD HOLDER (FIRST AND LAST NAME):

- ☐ **Bank transfer** (A booking fee of 75 Euros will apply for bank transfers. Bank transfers can only be made before November 16th.)
Payable to Dialogue Capital Ltd., HSBC Bank Account Number: 76405897, Sort-Code: 40-05-15,
IBAN: GB73HBK40127676405897 Swift address / BIC: HBUKGB48

[PRINT NAME "ATTENDEE"]:

SIGNATURE:

DATE:

4 Easy ways to register:

Online

www.dialoguecapital.com/onlinepayment

Email

info@dialoguecapital.com

Telephone

+44 (0)208 451 05 60

Post

Dialogue Capital Ltd, 395, Chapter Road,
NW2 5NG London, UK

What does your ticket include?

All prices include events-entry, full documentation, lunch and refreshments, as well as access to the drinks reception.

Upon registration, you will receive a confirmation email including venue-details, a full agenda and contact information. All attendees are responsible for the arrangement and payment of their own travel and accommodation.

Terms and Conditions

Your Fee should be paid in full prior to attendance. If payment has not been received in accordance with paragraph 1 & 2, above, you will not be permitted to enter the Event.

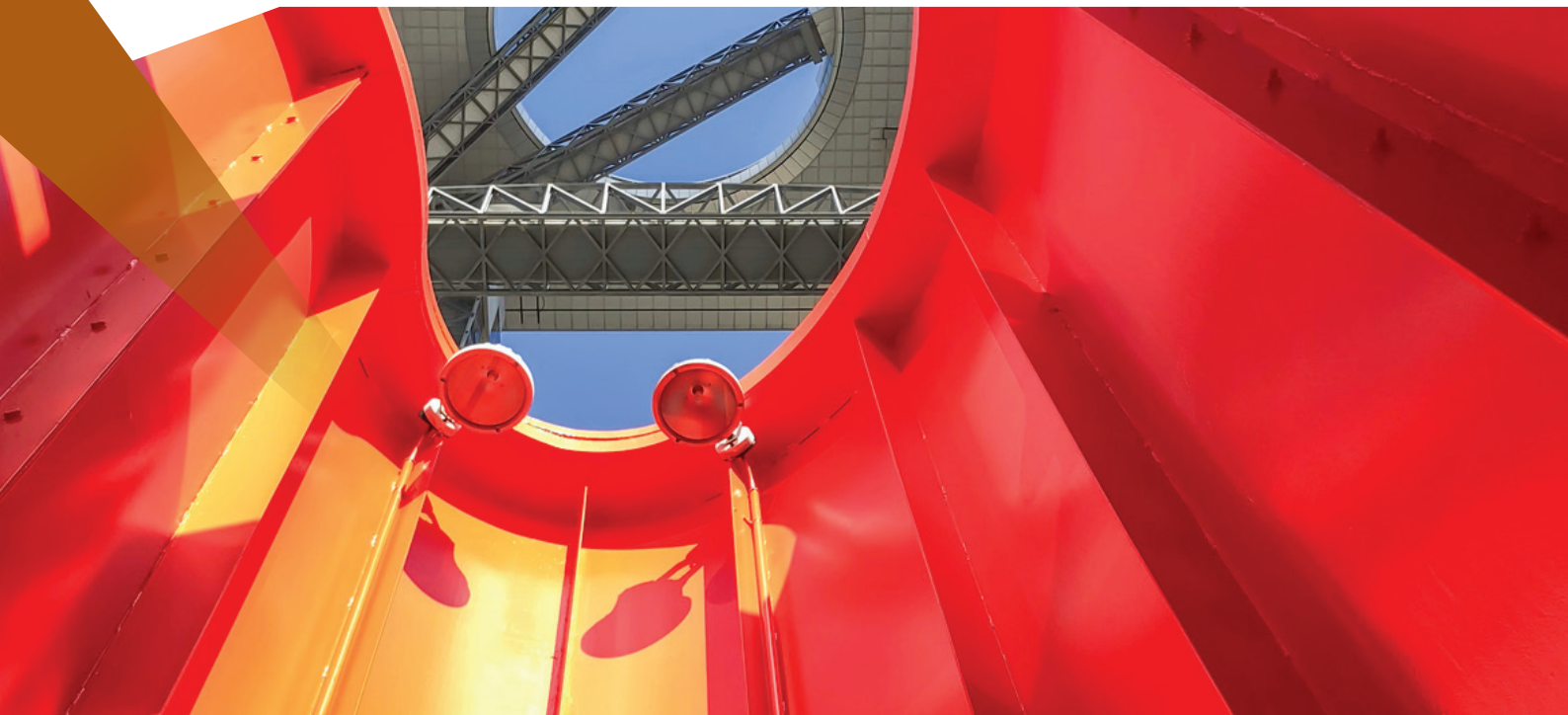
Cancellations: Should you not be able to attend the Event, a substitute delegate may attend the Event on your behalf at no extra cost. For avoidance of doubt, any substitute delegate must be notified to The Company no less than 48 hours prior to the Event.

If a suitable substitute delegate cannot be found, The Company shall be entitled to retain 65% of the Fee including VAT thereon and shall take reasonable steps to return the balance of the Fee to the Attendee within 14 days following the Event, provided cancellation is notified to The Company not less than 28 working days prior to the Event. In the event that cancellation is notified to The Company less than 28 working days prior to the Event, The Company shall be entitled to retain 100% of the Fee including VAT thereon and in full and final settlement of the same.

Dialogue Capital reserves the right to change, amend, reschedule and cancel the Event on reasonable notice. In the event of cancellation by The Company, the Attendee shall be entitled to a full refund of the Fee to be arranged within 14 days of cancellation of the Event.

In the event of a natural disaster or Force de Majeure, such as an epidemic or war, the Company offers to transfer the ticket to the one of following events, or the next events taking place in the following 24 months at no extra cost.

I confirm that I have read and accepted The Company's terms and conditions and I am authorised to sign this document on behalf of the company.



CONTACT:

Dialogue Capital Ltd., London,
TEL: +44 (0) 208 451 05 60
EMAIL: info@dialoguecapital.com
www.dialoguecapital.com

PARTNERS:

Absolut 
research

 **FIBREE**

IMMOBILIEN ZEITUNG
FACHZEITUNG FÜR DIE IMMOBILIENWIRTSCHAFT
