On the pulse of
the property world

IPD

14th IPD European Property Investment Conference

28-29 June 2012, Intercontinental Hotel,
Frankfurt, Germany

14th European Property Investment Conference

High seas and safe havens: European property in the age of volatility

Raising returns and reducing risks in an uncertain world. Gaining insights and relationships to improve your investment performance

Now in its 14th year, IPD's European Conference is well established as the continent's thought-leader event for analysing and predicting trends in real estate investment and markets. This event is designed for high level investment professionals with an interest in European and international real estate, whether investing locally, within Europe, cross-border, or globally. Our pre-eminent speaker lineup has been chosen to give unique insights on raising performance and managing risks, as well as providing a clear perspective on the key opportunities and challenges facing your business.

The theme of this year's conference is "High seas and safe havens: European property in the age of volatility." With the Euro under continuing pressure and Europe's economies facing a period of austerity, what does the continent's real estate now have to offer by way of risks and returns?

Using IPD's unrivalled statistics and benchmarking experience across European and global performance, our top-level experts will explore and debate future scenarios, from the viewpoint both the investor and manager. Many conferences claim networking benefits – but none can provide the unique combination of networking and insight that is provided by IPD's European conference. Come to Frankfurt to help manage your way through this sea of uncertainty.

"Yardi's participation at the IPD conference enables us to keep up to date with some of the latest analyses and trends, becoming informed and sharing information with the most senior property professionals in real estate".

YARDI

ipd.com/europeanconference

2012 Event Partners

This year's event partners include:

IPD would be delighted to discuss partnership options with you or tailor a package to suit your specific objectives. Please contact:

Eleanor Gilry
eleanor.gilry@ipd.com
+44 (0)20 7336 9663

IPD European Property Investment Awards

The prestigious IPD European Property Investment Awards, now in their 7th year, will be presented during the conference gala dinner on Thursday evening

The awards are presented to the best performing balanced and specialist funds on a three-year annualised total returns basis through to December 2011.

The awards recognise independently verified investment performance by pension and life funds, pooled funds, property investment companies and other professionally managed real estate portfolios across Europe.

All European balanced and specialist funds measured by IPD's Portfolio Analysis Service (PAS) are automatically submitted for the awards.

Press coverage from our media partners, such as Estates Gazette, EuroProperty, Business Immo, Europe RE, Estate Media and Imometrica has ensured wide reporting of the awards to senior decision makers in the European property investor community.

Conference Programme

Day One
European real estate in the market
Thursday 28th June 2012

09.00 Registration and coffee

09.30 Conference opening by Piet Eichholtz, Maastricht University

09.45 Session 1: Political and economic climate

09.45 Politics and finance – steering the debt-laden vessel
Daniel Gros, Director, Centre for European Policy Studies

10.15 The global economy – from here to the horizon
Mark Zandi, Chief Economist, Moody's Analytics

10.45 Q&A

11.10 Refreshment break

11.40 Session 2: European asset allocation in an era of uncertainty

Session Chair: ***Geoffrey Dohrmann***, President & CEO, Institutional Real Estate, Inc

11.40 High seas or safe havens? Where should investors now be heading on the asset allocation chart?
Paul Trickett, Head of Global Portfolio Solutions, Goldman Sachs Asset Management

12.10 All at sea? A panel of investors discuss the prospects for real estate investment in the context of other asset classes
Philippe Depoux, CEO, Generali France Immobilier
Wenzel Hoberg, Managing Director, Head of Real Estate Investments, CPP Investment Board

12.40 Q&A

13.00 Lunch

14.00 Session 3: The future of European property markets

14.00 Pan-European performance. IPD charts the progress of a continent in crisis
Ian Cullen, Co-founder, IPD

14.15 Pan-European prospects. A leading multi-national fund manager assesses what the markets have to offer for the future
Joe Valente, Head of Research & Strategy, Europe, JP Morgan Asset Management

14.30 Panel discussion - Property for all seasons
Fund managers across the risk spectrum discuss how to position a Pan-European fund to weather the conditions that lie ahead
Barbara Knoflach, *CEO*, SEB Asset Management
Thierry Leleu, Managing Director Europe, GE Real Estate

15.00 Refreshment break

15.20 Session 4a: Investing in Germany – the safest property haven?

Moderator: ***Nassos Manginas***, Director, International Clients, IPD

15.20 German property trends and market prospects – regional and risk dimensions

The institutional framework – funds, transparency and valuations

Panel discussion: the reality of German property
Market experts discuss the right role for German property in the international portfolio
Timothy Horrocks, Head of Germany, Henderson Global Investors

15.20 Session 4b: Investing in alternative property assets

Moderator: ***Piet Eichholtz***, Maastricht University

15.20 Hotels
Gael Le Lay, Head of Hotels, AXA Real Estate
Infrastructure
Anthony De Francesco, Managing Director, IPD Australia & New Zealand
Healthcare

16.05 Q&A

16.20 Refreshment break

16.40 Session 5: Champion cities: five European centres compete for your capital

16.40 European Cities performance – the IPD perspective
Peter Hobbs, Senior Director of Business Development, IPD

Five Global Cities – Frankfurt, London, Paris, Milan and Warsaw - go head to head for your investment

London – ***Robert Houston,*** Partner, St Bride's Managers

Frankfurt –TBC

Paris – ***Mahdi Mokrane***, Head of Research & Strategy, AEW Europe

Milan – ***Ivano Ilardo***, CEO, BNP Paribas REIM Italy

Warsaw – ***Tomasz Trzoslo***, Head of Capital Markets CEE, Jones Lang LaSalle

17.30 Close of day one

19.00 Drinks reception
20.00 Gala dinner and European Property Investment Awards

Day Two
European real estate in the portfolio
Friday 29th June 2012

09.00 Session 6: Capital in transit: putting investment to work

09.00 Searching for a sea-worthy vessel: what do investors want and expect from European investment vehicles?
Derek Williams, Head of Private Real Estate, Russell Investments

09.20 Making headway? What performance have Pan-European funds given their investors?
Doug Rowlands, Head of Multinational Team, IPD
Daniel Piazolo, Director, IPD DACH

09.40 How should investors access European property? Panel discussion with representatives of direct, fund, debt and REIT houses
Rory Morrison, Senior Director of Fund Management, Invesco Real Estate Europe
Bernard Berg, Chairman of the Management Board, IVG Institutional Funds

10.00 Q&A

10.20 Refreshment break

11.00 Session 7a: Investing in debt

Moderator: ***Piet Eichholtz,*** Maastricht University

11.00 The market for debt – banks and institutions in the balance

The role of a debt index

A case study in debt investing

11.00 Session 7b: IREI Fund Tracker: global closed-ended fund trends

Moderator: ***Geoffrey Dohrmann,*** President and CEO, Institutional Real Estate, Inc.

11.00 What types of funds are getting most and least funding, and what is driving those trends?

How have fund investment styles and target markets changed over time?

11.45 Q&A

12.00 Refreshment break

12.30 Session 8: Pilots to weather the storm

12.30 Top management share their experience of dramatic change in their organisations over recent years - crisis, consolidation, or dramatic growth. How did they cope within the different business models they operate?
Paul Marcuse, Head of Global Real Estate, UBS Global Asset Management

13.30 Chairman's closing remarks, close of conference and lunch

Speakers' gallery

Bernhard Berg
IVG Institutional Funds

Ian Cullen
IPD

Geoff Dohrmann
Institutional Real Estate Inc

Piet Eichholtz
Maastricht University

Anthony De Francesco
IPD

Daniel Gros
Centre for European Studies

Peter Hobbs
IPD

Wenzel Hoberg
CPP Investment Board

Timothy Horrocks
Henderson Global Investors

Robert Houston
St Bride's Strategic Managers LLP

Ivano Ilardo
BNP Paribas REIM Italy

Barbara Knoflach
SEB Asset Management

Thierry Leleu
Managing Director Europe, GE Real Estate

Paul Marcuse
UBS Global Asset Management

Mahdi Mokrane
AEW Europe

Rory Morrison
Invesco Real Estate Europe

Paul Trickett
Goldman Sachs

Joe Valente
JP Morgan Asset Management

Derek Williams
Russell Investments

Mark Zandi
Moody's Analytics

Booking Form

Conference Fees

Event	Client/Member fee*	Standard fee
IPD European Property Investment Conference • Early-Bird Rate: (until 18th March 2012) • Standard Rate: (from 19th March 2012)	☐ €2,142 ☐ €2,380	☐ €2,737 ☐ €3,094

* This rate applies to subscribers to IPD benchmarking services, IPD sponsors and IPD members

Please note that the registration fee includes accommodation for Thursday 28th June in the Intercontinental Hotel and German VAT at 19%. IPD VAT number: Upon request

☐ I require additional accommodation for the night of Wednesday 27th June (this is not included in the registration fee and is charged at €180 + VAT)

☐ I wish to attend the Gala dinner and European Property Investment Awards on 28th June (dinner is included in conference fee but must be confirmed in advance)

☐ I have the following dietary requirements: _____

Delegate Details

Name: _____

Position: _____ Organisation: _____

Address: _____

_____

Email: _____ Tel: _____

Payment Methods

(Payment must accompany all applications and a booking will only be confirmed upon full receipt of payment.)
A receipted invoice will be sent within 5-7 working days after a booking is received.

☐ Credit card - Visa/Mastercard (delete as appropriate)

Cardholder Name: _____

Card Number: _____ Expiry Date: _____

Billing Address: (if different from above) _____

_____ Postcode: _____

Signature: _____

☐ Cheque enclosed: Payable to Investment Property Databank Ltd,
Postal address: IPD, 1 St John's Lane, London EC1M 4BL UK

Register online at ipd.com/europeanconference
or fax this form to +44 (0)207 336 9399

On the pulse of
the property world

IPD

ipd.com