

IP Real Estate Special Issue (February 2012)

- Real estate debt -

With most of the core real estate markets now fully repriced and economic concerns deterring investors from embracing higher risk/return strategies, is the smart money in low-risk real estate debt strategies?

- **News round-up:** Latest news in the debt space.
- **Funds round-up:** Recent fund launches and successful capital raisings.
- **Investor case studies:** institutional investors who have embraced real estate debt and why.
- **Investor Forum:** perceptions/attractiveness of debt strategies.
- **The Basics:** What is real estate debt investment? We offer a guide to the different strategies in the market, including senior and junior debt, mezzanine and preferred equity.
- **Feature:** Debt strategies initially suffered from a negative association with the sub-prime debacle. Investors have also struggled with whether should be construed as a pure property exposure or fixed income investment. Over the past 18 months managers have embarked on an **education process** with investors, and success in the capital raising markets suggests this has worked.
- **Feature:** Are there **opportunities in the market** to meet the demand from the various fund managers that have raised capital? Where are the best opportunities, both geographically and in terms of asset type?
- **Feature:** Will **Solvency II** really make debt investments more attractive for insurance companies, and by extension pension funds?
- **Geographical focus:** Where are the opportunities in: (1) Europe; (2) Americas; (3) Asia

IP Real Estate MIPIM Issue (March 2012)

- **Investor universe:** UK and Ireland pension funds, including a look at consultants, fiduciary managers.
- **Investor universe:** North American institutions.
- **Investor Survey:** We publish data on the latest trends in institutional asset allocation and portfolio construction.
- **Real estate allocation trends:** How attractive is real estate asset allocators? Property yields versus bonds; inflation hedging; global mandates; blending listed and non-listed.
- **Special report:** UK residential. Are we about to see an influx of institutional capital moving into the sector?
- **Virtual realty:** Latest innovations for gaining real estate exposure that are cheaper than true bricks and mortar: derivatives, ETFs, listed securities. How can real estate funds be configured to meet the daily pricing needs of DC pensions?
- **Sector focus:** Residential (global).

IP Real Estate May/June 2012

- **Investor Universe:** Germany, Austria, Switzerland
- **Investor Universe:** Sovereign wealth funds
- **The future of real estate funds:** How is the LP-GP dynamic evolving? Capital raising trends; alignment of interest; fund classification; management and performance fees; leverage levels.

- **Spezialfonds:** We look at the future of this growing institutional investment vehicle in Germany.
- **Multi-managers/fund of funds/consultants:** The multi-manager model is evolving, including a move into joint ventures. We look at its long-term viability at a time when consultants are increasingly moving into the fund selection space.
- **JVs and club deals:** A short-term market opportunity or long-term structural shift for the fund management industry?
- **Real estate secondaries:** A number of fund managers have raised capital to invest in secondary interests in existing real estate funds. But are there enough opportunities in the market for all of this capital?

Sector focus: Office.

IP Real Estate Special Issue (July/August 2012)

- **BRICs (Brazil, Russia, India, China)** -

Against a backdrop of low economic growth in developed Europe and the US, is now the time to invest or ramp up real estate exposure in the emerging markets? We look at the latest fortunes of what were meant to be the four biggest economic growth engines of the world.

- **News round-up:** Latest real estate and investor news in China, Brazil, India, and Russia.
- **Funds round-up:** Latest fund launches and successful capital raisings.
- **Investor case studies:** Institutional investors who have embraced BRIC investments and how they have sought to gain exposure.
- **Investor forum:** How much appetite for BRICs versus core/domestic markets.
- **Feature:** Which emerging markets should investors target? Canvass views of global fund managers and investment advisers.
- **Market focus:** Series of features on each of the BRIC markets.

IP Real Estate September/October 2012

- **Solvency II/European insurance companies:** We look at the latest thinking on this industry-changing regulation, from the impacts on investor appetite for real estate to the development of internal risk models.
- **AIFM Directive/EMIR:** Are these regulations an obstacle or an opportunity for the real estate industry?
- **Risk management:** How are investors managing their risk, from the asset level to the fund level and portfolio level?
- **Alignment of interests:** What have investors and managers learnt from the past four years when it comes to ensuring that interests are aligned?
- **Investor universe:** Dutch, Belgian, French institutional investors
- **Investor universe:** Australian superannuation funds
- **Sector focus:** Retail.

IP Real Estate November/December 2012

- **IP Real Estate Investment Manager Survey:** We publish the findings of our annual survey of global real estate investment managers.
- **Sustainability:** We look at how much progress real estate fund managers are making in terms of sustainability performance and reporting. Plus, are we any closer to finding a direct link between sustainability and financial performance?

- **Performance measurement:** We look the use of benchmarks in the real estate markets versus absolute return investing.
- **Global valuations:** Are we any closer to reaching a global standard? How will Solvency II impact on the debate over mark-to-marketing property assets?
- **Investor universe:** Nordic institutional investors
- **Investor universe:** Southern Europe: Italy, Spain, Portugal.
- **Sector focus:** industrial.