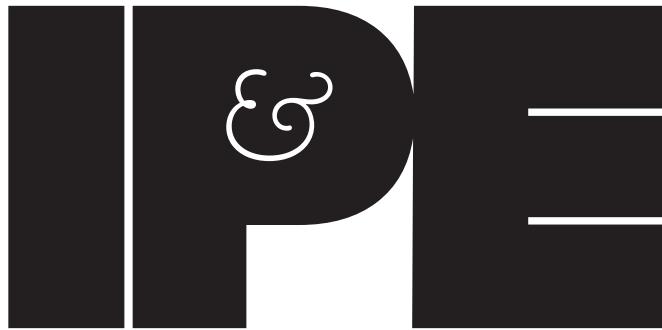


INVESTMENT & PENSIONS EUROPE



- IPE Magazine - Print & Digital
- IPE.com
- Content Marketing
- Live Webcasts
- IPE Conferences & Awards
- Subject / Regional Events
- Pension Fund Mandates
- IPE Real Assets

www.ipe.com

The most relevant and targeted platform for your organisation to deliver its message to and raise its profile among senior pension fund decision makers



Information
and rates **2021**



Introduction

IPE is a multinational, market-leading niche financial information provider which is both European and global with roots in the UK. It is focused on pension funds and other institutional investors, and those who serve them; all of IPE's products and services have the central objective of facilitating and enhancing interaction between these groups, specifically between the buy and sell side of the industry.

We have successfully created a suite of editorial products and services which are used by the industry's most senior executives. In close consultation with our readers we continue to develop these products and services; this includes adapting them to meet the challenges posed by remote working and travel bans.

Our readers trust and value the IPE brand both for the integrity of its products and because they know that we understand our readers, their needs, and how they change.

IPE is delighted to have been named Institutional Team of the Year in the 2020 Aegon Asset Management Journalism Awards, and Institutional Investment Publication of the Year in the 2020 Willis Towers Watson Virtual Media Awards.



IPE BRINGING TOGETHER EUROPE'S
PENSION FUNDS SINCE 1997

The value of IPE to our European pension fund readers



IVONNE FORNO,
MANAGING DIRECTOR,
LABORFONDS, ITALY

IPE editorial is very useful for me and my colleagues, because Italian pension funds (second pillar) are very young in terms of experience and AUM. IPE editorial provides coverage of foreign pension funds' experiences from which we can take ideas; we can also use it to share ideas regarding new and pioneering projects.



HANS-WILHELM KORFMACHER,
HEAD OF THE MANAGEMENT
BOARD, WPV, GERMANY

IPE offers a broad overview of the international investment industry and always deals with current topics. This view beyond the horizon is a valuable support in our daily work.



MAGNUS BILLING, CEO,
ALECTA, SWEDEN

IPE is a very valuable and important source of information for me in my work. It keeps me abreast with recent developments in the market-place and it provides me with in-depth analysis on topics that are of key importance to Alecta's business.



KRISTÍN JÓNA KRISTJÁNSDÓTTIR,
PORTFOLIO MANAGER AT IS FUNDS
(ÍSLANDSSJÓÐIR HF.), ICELAND

IPE is a great and reliable source of information on various topics related to pension funds and asset management. It is always on top of recent trends and relevant topics and gives an in-depth analysis on the topics it covers, helping me in my decision making as a portfolio manager.



FRED NIEUWLAND,
CIO, MARS NEDERLAND BV,
NETHERLANDS

IPE is doing a brilliant job of reporting on interesting and topical issues for European pension funds.



LUC VANBRIEL,
CIO, KBC PENSION FUNDS,
BELGIUM

IPE sits perfectly between very tough analytical literature and a newspaper. It is our main source of information and I recommend it to every colleague who joins.



THOMAS GROFFMANN,
ADMINISTRATOR OF THE RESERVE
FUNDS, EUROPEAN PATENT
OFFICE, GERMANY

IPE provides to institutional pension funds a broad platform of excellent quality with a good mix of content. The strategic discussions about how pension funds allocate are of particular interest for me.



CHRISTOPH ZIMMERMANN,
HEAD OF EXTERNAL INVESTMENTS,
COMPENSWISS, SWITZERLAND

I do get plenty of useful information from IPE and IPE Real Assets.



CHRIS VERHAEGEN
FORMER MEMBER OF THE
BOARD, VRT, BELGIUM

IPE Magazine has always had a very good reputation in the Belgian pensions industry. It is very interesting to read what is happening at pension funds in other parts of Europe and IPE's coverage about pensions matters at EU level is also very useful. The content is delivered in a way which is easily comprehensible for the reader, and IPE Daily News keeps the coverage current and relevant with the latest information.



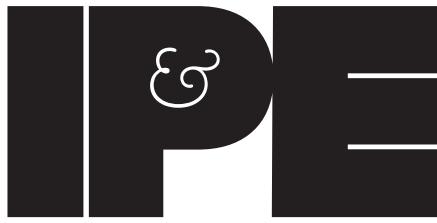
MARKUS SCHAEN
SENIOR FUND MANAGER,
MN, THE NETHERLANDS

IPE covers a good variety of very current and relevant topics. It is good to read the high-level, independent and objective perspectives from pension funds in other European countries; many of them are dealing with the same issues as we are, so it is interesting to learn from their experiences, especially when they are ahead of where we are on the curve.



PHILIPPE REY
CEO, UMR COREM, FRANCE

I read regularly the French media like Option Finance or l'Agefi. For our institution, IPE brings a few differentiating things such as a vision of the pension fund market in Europe and also highlights the investment strategy of our European counterparts. Every year, I also like to receive the list of European management companies and the list of pension funds, which gives us a good view of the market.



Print & Digital

IPE Magazine is the most relevant and targeted medium for investment managers and other service providers to deliver their message to the decision makers in Europe's pensions community.

Since the very first issue in 1997, IPE has led the field with a unique brand of information, analysis, news and data dedicated to Europe's pension fund community. Close connections with that community are our hallmark.

KEY TARGET READERS

BUY SIDE / INVESTORS / CAPITAL OWNERS		2019/20
PENSION FUND & OTHER		
Capital Owners - Continental Europe		3651
Pension Funds & Other Capital Owners - UK		756
Financial Institutions - Continental Europe		2231
Financial Institutions - UK		295
Consultants - Continental Europe		622
Consultants - UK		271
All buy side - Rest of World		348
Key Pensions Industry Influencers - Globally		320
TOTAL BUY SIDE		8494
SUPPLY SIDE / VENDORS / SERVICE PROVIDERS		2019/20
Asset Management		1241
INVESTMENT BANKING		
Institutional Broking, Derivative Sales		18
Investment Solutions		114
Custody & Asset Servicing		122
Exchanges - Index Providers		93
Technology & Software		21
Data & Information Providers		60
Performance Monitors & Measurement		3
Professional Services		65
Financial Communications		67
Other		9
TOTAL SUPPLY SIDE		1813
TOTAL CIRCULATION		10307



IPE's circulation is updated regularly to give advertisers the best possible readership within our target market. The circulation is audited by the UK's ABC, the Audit Bureau of Circulations, which is an independent association responsible for verifying a publication's circulation.

IPE's average monthly distribution, July 2019-June 2020, was 10,307. The circulation for the June 2020 issue of IPE was 10,299.



GEOGRAPHIC BREAKDOWN

6,892 Europe (ex.UK)

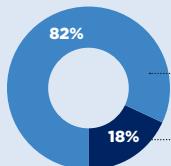
627 North America

2,592 United Kingdom

262 RoW

10,307 Total Circulation

BUY SIDE - SUPPLY SIDE CIRCULATION SPLIT



8,494 Capital Owners

1,813 Vendors & Service Providers

COPIES/EUROPE

156 Austria

322 Belgium

364 Denmark

211 Finland

768 France

1,074 Germany

18 Greece

60 Iceland

287 Ireland

489 Italy

94 Luxembourg

1,173 Netherlands

109 Norway

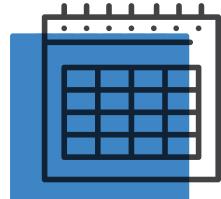
87 Portugal

238 Spain

344 Sweden

836 Switzerland

2,592 United Kingdom



Editorial outline 2021

	COUNTRY REPORTS	ASSET CLASS	SURVEYS	SPECIAL REPORTS	GUIDES/RANKINGS
January	• CEE	• Investment Grade Credit	• Investment Grade Credit	• DC/Retirement Income	
February	• Ireland*	• Alternatives: Hedge Funds	• Funds of Hedge Funds	• COVID-19 Investment Response • Perspectives on Value Investing	
March	• Netherlands	• Equities	• European Equities	• Green Finance • Regulation	
April	• Germany* • Austria	• Fixed Income & Credit	• High Yield and Loans	• Technology • Consultants* and Manager Selection	
May	• UK*	• Emerging Market Equities	• Emerging Market Equities	• Impact Investing Supplement • Future of Factor Investing	
June	• Nordic Region	• Equities	• US Equities	• Europe Outlook • Asset Management	• IPE Top 500 Asset Managers
July/ August	• Italy*	• Fixed Income & Credit	• Currency	• Securities and Investment Services*	
September	• Netherlands*	• Equities	• Small and Mid-cap Equities	• Longevity Risk Transfer • Commodities	• IPE Top 1000 Pension Funds
October	• France* • Belgium	• Emerging Market Debt	• Emerging Market Debt	• ETF Guide • Asia/China • Fees, Costs & Transparency	
November	• Switzerland* • Spain • Portugal	• Alternatives: Private Markets	• Private Equity	• ESG Supplement • Outsourcing and Fiduciary Management*	
December	• Nordic Region*	• Equities	• Global Equities	• Prospects for 2022	
January 2022	• CEE	• Fixed Income/Credit	• Investment Grade Credit		

*IPE Pensions Market Survey. Asset managers wishing to participate in any IPE surveys should contact dominic.gane@ipe.com.

PUBLISHING SCHEDULE 2021

ISSUE 2021	COPY DATE FOR SPONSORED COMMENTARY	COPY DATE FOR ADVERTISEMENTS	PUBLISHING DATE
January	28 Nov 2020	04 December	02 January
February	08 Jan 2021	15 January	01 February
March	29 January	05 February	01 March
April	05 March	12 March	01 April
May	01 April	09 April	03 May
June	30 April	07 May	01 June
July/August	04 June	11 June	01 July
September	30 July	06 August	01 September
October	03 September	10 September	01 October
November	01 October	08 October	01 November
December	29 October	05 November	01 December
ISSUE 2022			
January	26 November	03 December	02 January 2022

PRINT ADVERTISING RATES 2021

RATE	£
Full page. Run of magazine	10,750
Full page. Page 4 or 6	11,500
Full page. First RHP page	11,500
Junior page	6,950
Half page	6,500
Quarter page	4,250
Double page spread	21,500
Half page spread	12,500
Guaranteed Position	+15%
Outside back cover	13,950
Inside front cover	12,750
Inside back cover	11,500

+VAT where applicable Note: IPE reserves the right to update the rate card in line with fluctuations in the international currency markets

MULTIPLE INSERTION DISCOUNTS

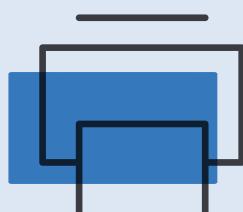
Per page booked	3+	10%
Per page booked	6+	10%
Per page booked	9+	10%
Per page booked	12+	10%

Notice for cancellation not less than one month prior to copy date.
We reserve the right to invoice for orders cancelled within this period

MECHANICAL DATA 2021

DIMENSIONS (MM)	HEIGHT	WIDTH
Double page spread - trim	335	490
Double page spread - bleed	345	500
Full page - trim	335	245
Full page - bleed	345	255
Junior page	212	148
Half page - horizontal	140	210
Half page - vertical	290	100
Quarter page - strip	65	210
Quarter page - box	140	100

Advertising material to be provided as a press optimised PDF file. Please add crop marks indicating trim and bleed and make sure all files are CMYK and pictures are 300dpi.





The leading website addressing the information needs of European pension funds, insurance companies, family offices, foundations, sovereign funds and global asset managers and consultants.

IPE.com enables asset managers and other service providers to reach pension funds via creative advertising opportunities, thought leadership and content marketing, webcasts for lead generation and email newsletter advertising.

KEY ANALYTICS

AVERAGE MONTHLY USERS

112,067 Average monthly unique users
245,000 Average monthly page views
12,505 Visiting four+ times per month



USAGE BY DEVICE



26%

VIA MOBILE/TABLET



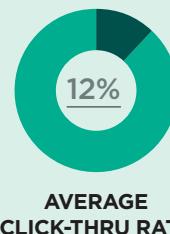
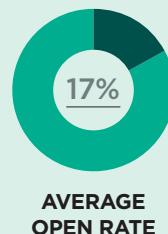
74%

VIA DESKTOP

GEOGRAPHICAL BREAKDOWN

37% United Kingdom
27.5% Continental Europe
18% US and Canada
14% Asia
3.5% ROW

DAILY NEWS EMAIL STATISTICS
33,221 Recipients



These analytics are correct at 20 Nov 2020



IPE's content marketing platform

REFERENCE HUB USER STATISTICS

2,536 Average monthly regular users

19,311 Average monthly unique users

13,824 Recipients of the Hub Digest email (Investors only)



UNLIMITED CONTENT UPLOADS THAT WILL HELP TO SHOWCASE YOUR EXPERTISE AND THOUGHT LEADERSHIP.

- Promote your expertise with unlimited uploads of your white papers, research reports, videos;
- Reach IPE's industry-leading database of pension funds and other institutional investors;
- Creative email campaigns.

YOU PROVIDE THE CONTENT, WE DO EVERYTHING ELSE

- We upload and classify your content and build your profile for your sign-off
- Your fully searchable online profile includes:
 - Company overview, key data, bios of your key people, video promotion;
 - Key investment strategies, white papers, research reports, videos.

IPE REAL ASSETS

REAL ESTATE / INFRASTRUCTURE / AGRICULTURE / FORESTRY GLOBAL MARKET INTELLIGENCE FOR INSTITUTIONAL INVESTORS

A GLOBAL PUBLICATION

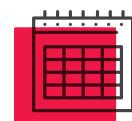
IPE Real Assets is the leading information resource for the global institutional real assets investment industry.

IPE Real Assets is the leading information resource for the institutional real assets investment industry. Through print publications, online media and events it delivers critical intelligence, data and analysis of global property markets and institutional investors.

The magazine has widened its remit in recent years to cover the burgeoning real assets markets, reflecting a similar shift among institutional investors. We apply the same approach to these markets, whether infrastructure, agriculture, forestry or alternative property types like healthcare and social housing.

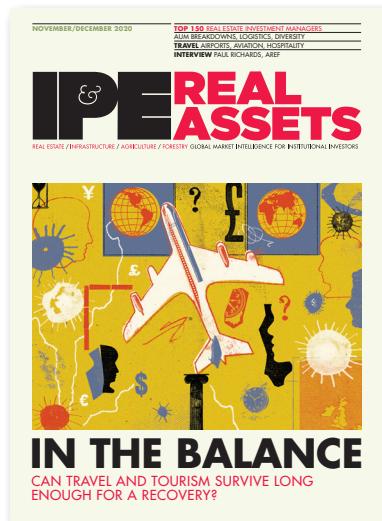
IPE Real Assets magazine is delivered to the top decision makers and asset allocators at pension funds, sovereign wealth funds, insurance companies, foundations and consultants globally.

realassets.ipe.com provides cutting edge daily news on a global basis to a global audience.



Editorial outline 2021

	INVESTORS & FUND MANAGERS	MACRO THEMES	MARKETS & SECTORS	FUNDS & STRATEGIES
Jan/Feb ESG & Impact Investing	<ul style="list-style-type: none"> Housing affordability Social housing Regeneration 	<ul style="list-style-type: none"> Energy, renewables Consumer costs 	<ul style="list-style-type: none"> Agriculture Forestry Supermarkets Food retail 	<ul style="list-style-type: none"> ESG Impact investing
March/April	<ul style="list-style-type: none"> Data centres 5G/fibre networks 	<ul style="list-style-type: none"> Proptech 	<ul style="list-style-type: none"> Private debt: infrastructure & real estate 	<ul style="list-style-type: none"> Multi-managers Funds of funds Secondaries
May/June MIPIM / Top 100 Global Real Estate Investors	<ul style="list-style-type: none"> Real estate investor survey 	<ul style="list-style-type: none"> Education: Student housing/universities 	<ul style="list-style-type: none"> Science: healthcare/care homes/life sciences 	<ul style="list-style-type: none"> Core real estate funds
July/August Top 100 Global Infrastructure Managers	<ul style="list-style-type: none"> Infrastructure fund managers survey 	<ul style="list-style-type: none"> Retail and logistics 	<ul style="list-style-type: none"> ESG: Net zero carbon 	<ul style="list-style-type: none"> Value-add RE funds
Sept/Oct EXPO Real / Top 100 Global Infrastructure Investors	<ul style="list-style-type: none"> Infrastructure investors survey 	<ul style="list-style-type: none"> Offices, urbanisation 	<ul style="list-style-type: none"> Listed markets 	<ul style="list-style-type: none"> Infrastructure funds
Nov/Dec Top 100 Global Real Estate Managers	<ul style="list-style-type: none"> Real estate managers survey 	<ul style="list-style-type: none"> Transport / tourism - airports, roads, ports, shipping, aircraft, hotels, driverless cars, smart cities 		<ul style="list-style-type: none"> Opportunistic real estate funds



REIM REFERENCE GUIDE

IN PRINT

The REIM Guide is mailed to a circulation of 8,240 with additional copies distributed at key industry events. Present your company information across a double-page spread in the regions where you invest. The Guide is divided into four regions: **Europe, Asia Pacific, North America and Latin America**.



ONLINE

The IPE Reference Hub enables your firm to engage with over 15,000 institutional investors. An investment manager profile on the IPE Reference Hub is a versatile branding and content marketing tool that provides scope and flexibility.



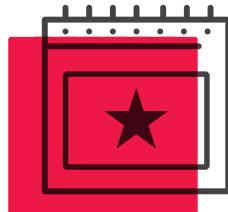
The IPE Reference Hub now has its own dedicated section for Investment Managers in Infrastructure, Agriculture and Forestry.



Now in its 17th year, the IPE Real Estate Global Conference & Awards has become the premier event of its kind for institutional investors. The Conference is a forum for investors examining the key issues they face. The evening Awards Ceremony recognises and rewards best practice, outstanding performance and innovation within the real estate sector. In 2021, this premier level event will take place at the **Villa Hotel in Copenhagen** on **Tuesday 18 May**.



IPE's Real Assets and Infrastructure Investment Strategies Conference in **Amsterdam** on **23 September 2021** will explore these fast growing asset classes. This event will bring together investment decision makers at global pension funds, experts from the asset management community, leading consultants and academics.



**REAL ASSETS GLOBAL
VIRTUAL FORUMS
FEBRUARY 2021**

Asia/Europe/North America

An exciting high-level informal marketing and networking opportunity with decision makers at pension funds and other institutional investors in the three regional markets of **Asia (23 February 2021)**, **Europe (24 February)** and **North America (25 February)**. This is a platform for pension funds to learn more about the latest research on topical themes from investment managers.

IPE Interactive webcasts

SIMPLE AND MEASURABLE LEAD GENERATION

SPONSOR BENEFITS

- IPE Webcasts enable asset managers, index providers and other interested financial services companies to speak directly to prospects to showcase their expertise, demonstrate and thought leadership and help them to convert engaged viewers into customers.
- In addition to IPE's marketing of the webcast you will have the opportunity to invite your current and target clients to your webcast.
- IPE captures your Webcast registrant / viewer details (including job title, phone number and email address) and delivers them to you post event in a fully documented activity report.
- IPE's unparalleled reach among investors gets you directly to your market.
- You will have the opportunity to vet registrations.
- A recording of the webcast is stored permanently and can be used by the client for use on its website or other channels.

THE PROCESS

- You decide the subject matter and the speaker, we do the rest!
- IPE appoints an independent moderator (an experienced financial journalist) who works with your speaker or speakers to chair the event including managing Q&A.
- IPE offers rehearsals to prepare your speaker or speakers and ensure the smooth running of the webcast.
- IPE is responsible for marketing your webcast: ideally this commences six weeks prior to the webcast.
- On request we can invite your wish-list of names to attend the webcast
- Full technical support is provided throughout.

THE WEBCAST

- IPE Webcasts are normally a one-hour live event using the IPE channel on the BrightTALK platform
- Audio or video (talking head) plus Powerpoint presentation
- Each webcast is streamed live with your branding, the speaker's photograph, the facility to support the webcast with slides and to ask pre-agreed questions of the audience.
- The audience has the opportunity to ask questions by emailing the moderator, which the speaker can answer live.
- Audience polling function (scheduled in advance)
- Approximate allocation of time during the Webcast:
5 minutes of introduction / 30 minutes presentation / 10 minutes questions and answers session with the moderator (pre-agreed) / 15 minutes live questions & answers session from the audience

NEW 2 WAYS TO PARTICIPATE IN AN IPE WEBCAST

1. **SINGLE SPONSOR:** exclusive use of the air time by one organisation
2. **MULTI-SPONSOR:** based on a scheduled topic calendar; air time shared by two or more organisations

IPE TYPICALLY RUNS:

30



**WEBCAST EVENTS
PER YEAR**

WITH:

250-450



**APPROXIMATE
REGISTRATIONS
PER WEBCAST**

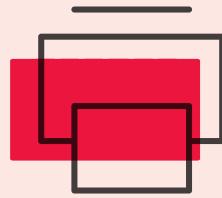
IPE HAS SUCCESSFULLY RUN:

150+



**WEBCASTS
SINCE 2010**

2021 Digital Advertising & Specifications



IPE.COM RATES

GBP PER CPM | COST PER THOUSAND IMPRESSIONS

Run of site Leaderboard and MPU	£85 cpm
Half page MPU and expandable MPU and leaderboard	£105 cpm
Floor Ad	£120 cpm
Site takeover (inc x1 email promotion)	£10,000 per day

IPE.COM TECHNICAL SPECIFICATIONS

Leaderboard	728 x 90
Floor Ad	728 x 90
MPU	300 x 250
Half page MPU	300 x 600
Expandable MPU	(must expand to left 600 x 250) 300 x 250
Expandable Leaderboard	(must expand down to 728 x 180) 728 x 90

ACCEPTED FORMATS: JPG, GIF, FLASH, HTML5

IPE EMAIL NEWSLETTER ADVERTISING

SPONSORED MESSAGE		£
Per email		£1,500
For 5 days of emails (not consecutive)		£6,000

TOP AND BOTTOM BANNER

Per email	£1,200
For 5 days of emails (not consecutive)	£4,800
Sponsored message plus top and bottom banner	Per email £1,900

IPE NEWSLETTER TECHNICAL SPECIFICATIONS

Sponsored message	logo (150 x RIP) 55 words of text (3 lines) plus linking url
Top and bottom banner	468 x 60 or 728 x 90

WEBCAST

Each webcast includes pre event marketing, event hosting and a file of all attendee contact details

**£16,500 per webcast OR
£7,500 per sponsor
for a three-sponsor webcast.**

+VAT WHERE APPLICABLE

REFERENCE HUB

For a package of an annual digital profile, unlimited content hosting, solus emails, and multiple email promotions of your Hub content across a range of IPE email services.

Prices range from **£9,840 p.a.** to **£15,000 p.a.** depending on volume of client content.

IPE Asset manager guide

**Increase your visibility
in the European
Institutional Market**

INCREASE YOUR VISIBILITY IN YOUR TARGET MARKET WITH THIS IMPORTANT PRINT GUIDE

A double page spread of company information will be delivered to the readership of IPE magazine, which includes **over 6,000 senior pension fund executives**.

20 | Profile | ABC Asset Management

ABC ASSET MANAGEMENT

ABC asset management Brumque re premporeped eumOre et maximusda prparat laeptatum exenbust poros alitae aut haribus apitas magnis doloria quatis dunture henitio eatet

Wells Fargo Asset Management (WFAM) is committed to delivering superior investment service to our clients globally. As the asset management business of Wells Fargo & Co., WFAM's business model complements independent investment houses that specialize in a broad range of investment solutions for retail and institutional clients.

We believe that strategic client partnerships are achieved by professionals who listen, inform and analyse to create customized client solutions. Independent and specialized investment houses generate alpha for our clients without the distractions of operating a business, and risk management oversight is independent from our investment houses to ensure our customers' asset class objectives. While it applies to asset under management as of 31 December 2019, we are committed to delivering superior investment service to retail clients.

Investment process and research

We believe an organization of independent and specialized investment houses with common infrastructure is the optimal way to achieve consistent superior performance. We believe a combination of agile decision making and superior risk generation, delivered by each house, can then 'load' their investment philosophy and risk adjusted for clients. This combination of compensation and independent client selection that allows investment value to flourish.

Investment houses are required to strategy to facilitate consistency in money generation to be successful according to risk. Each house maintains industry leading investment decisions. Investment houses are led by senior portfolio managers and research analysts.

Strategies and products

Wells Fargo Asset Management offers a broad range of investment products, rapidly changing market equity, long-term fixed income, alternative fixed income, money market and multi-asset class strategies.

KEY DATA

	2019/2020
Total group AUM worldwide (€m)	450,000
Total AUM for external clients (€m)	450,000
Total AUM for external institutional clients worldwide (€m)	451,000

AUM for pension funds (€m)
AUM for central banks (€m)
AUM for sovereign entities (€m)
AUM for insurance companies (€m)
AUM for multi manager / fund of Funds (€m)
AUM for charities, foundations and non-profits (€m)
AUM for family offices and trusts (€m)

OUR PEOPLE

CLAIRE MORDEN
GLOBAL EXECUTIVE OFFICER
Independent Executive
Chairwoman of the Board
of Directors of Wells Fargo
and Company and Wells
Fargo Asset Management

CARL SMITH
GLOBAL CHIEF
INVESTMENT OFFICER
Independent Executive
Chairwoman of the Board
of Directors of Wells Fargo
and Company and Wells
Fargo Asset Management

JAMES HARRIS
PRESIDENT
ABC asset
management Brumque
is premporeped
in prparat
and poros alitae
aut haribus apitas
magnis doloria
quatis dunture
henitio eatet

Sponsored Section

ABC ASSET MANAGEMENT
2021
ASSET MANAGEMENT GUIDE
TOP 500
DIRECTORY PROFILES
IPE'S GUIDE TO €66TRN IN GLOBAL ASSETS

A DOUBLE PAGE SPREAD FOR YOUR COMPANY PROFILE, CONSISTING OF:

- **Company name & logo**
- **Overview**
- **Investment process & research**

- **Strategies & products**
- **Key Data**
- **Key People**
- **Locations**

COST PER PRINT PROFILE: £3,950



FOR GERMAN-SPEAKING INSTITUTIONAL INVESTORS

IPE's business in the D.A.CH region continues to develop through IPE D.A.CH, our Munich-based subsidiary, through business breakfasts, a directory of asset managers active in the region, an annual survey of investor needs in the region and an annual yearbook rounding up developments in the institutional investment industry in the German speaking countries.

ASSET MANAGEMENT GUIDE

IPE D.A.CH Asset Management Guide provides detailed profiles of over 100 asset managers active in the D.A.CH market. The Guide is distributed to over 4,700 institutional investors in the German speaking region. The guide is available as a searchable online tool which can be updated any time. **Published in January.**

SURVEY OF GERMAN INSTITUTIONAL INVESTORS

The annual survey of over 120 German investors with a combined €600bn of AuM is a study of what respondents are thinking about their strategies, asset allocation, as well as their asset managers and consultants. **Published in May.**

ASSET MANAGEMENT YEARBOOK-

This established German language publication reports on the trends in the German institutional market, with analysis of a detailed survey of pension funds and other investors in Germany. **Published in July.**

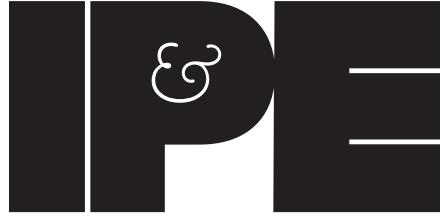
INSTITUTIONAL ASSETCLASS FOCUS

This new publication will focus on a specific asset class and will be tailored specifically for investors in the D.A.CH region. **Published quarterly.**

BUSINESS BREAKFASTS

Series of educational and networking events on specific topics, held throughout the year for local investors in four German cities.

institutional-investment.de


**CONFERENCE
AND AWARDS**

Now in its 21st year, the IPE Annual Conference is a well established fixture in the European pensions calendar. Top-level international speakers with a background in politics, academia and industry practice make this event the leading international forum for discussion of the key trends and issues facing pension funds and other institutional investors.

The Awards Dinner and Ceremony recognises and rewards best practice and innovation among Europe's diverse pensions providers, and the contribution of leading industry figures. Each year close to 700 senior professionals from across the industry join us for this key event.

WHY DO PENSION FUNDS & OTHER INSTITUTIONAL INVESTORS ATTEND THE IPE AWARDS?

- Rich, top level content
 - Topical panel discussions
 - Top international speakers
- Networking with other senior professionals at the Conference and at the Awards Dinner
- Recognition of the bar-raising achievements of a diverse range of pension funds from across Europe
- Celebration of excellence by creating a meaningful and broad set of benchmarks
- A rigorous and independent judging process

**The most important event
for European pension funds,
other institutional investors
and their service providers**

Madrid, 2 - 3 December 2021

UNIQUE SALES AND MARKETING OPPORTUNITIES

This event affords multiple opportunities to reach and influence the key players in the industry across print, online and at the event itself, with a particular focus on fulfilling the following marketing objectives:

- arrange high-level introductions, meetings & networking
- increase brand awareness
- promote brand positioning & association with specific topics
- showcase your expertise
- generate qualified leads
- deepen your market research & intelligence

RICH, TOP-LEVEL CONTENT

TOP INTERNATIONAL SPEAKERS



Al Gore



Anders Fogh Rasmussen



Mary Robinson

TOPICAL PANEL DISCUSSIONS



NETWORKING WITH OTHER SENIOR PROFESSIONALS



AT THE CONFERENCE...



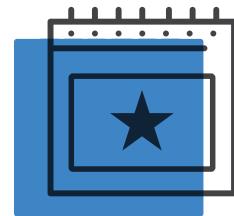
AT THE AWARDS DINNER...

RECOGNITION OF ACHIEVEMENT & CELEBRATION OF EXCELLENCE





Events calendar 2021



DATE	MAGAZINE	EVENT TITLE	LOCATION OR AUDIENCE	FORMAT
Feb 11	IPE	Nordics Forum - Focus on Sweden	Nordics	Virtual
Feb 23	REAL ASSETS	Real Assets Asia	Europe	Virtual
Feb 24	REAL ASSETS	Real Assets Europe	Asia	Virtual
Feb 25	REAL ASSETS	Real Assets North America	North America	Virtual
March 10	IPE	IPE ESG COVID Recovery	Global Audience	Virtual
March TBC	IPE	IPE Ireland Congress	Ireland	Virtual
May 17	QUEST	Quest Roundtable at Real Estate Awards	Copenhagen	Live/In Person
May 17	QUEST	Quest Dinner at Real Estate Awards	Copenhagen	Live/In Person
May 17	REAL ASSETS	Real Estate Awards Speakers Dinner	Copenhagen	Live/In Person
May 18	REAL ASSETS	Real Estate Global Conference & Awards	Copenhagen	Live/In Person
June 3	IPE	Nordics Forum - Focus on Denmark	Nordics	Virtual
June 23	IPE	IPE Summer Congress	UK/Global Audience	Hybrid
Sep 15	IPE	Pensions Tech Seminar	Global Audience	Virtual
Sep 23	REAL ASSETS	Real Assets & Infrastructure Conference	Amsterdam	Live/In Person
Oct 7	IPE	IPE Icelandic Investment Forum	Iceland	Live/In Person
Oct 12	IPE	ESG Seminar London	UK	Live/In Person
Oct 13	IPE	ESG Seminar Copenhagen	Denmark	Live/In Person
Oct 14	IPE	ESG Seminar Amsterdam	The Netherlands	Live/In Person
Oct 19	IPE	ESG Seminar Munich	Germany	Live/In Person
Oct 26	IPE	ESG Seminar Zurich	Switzerland	Live/In Person
Dec 1	QUEST	Quest Roundtable at the IPE Awards	Madrid	Live/In Person
Dec 1	IPE	IPE Awards Speakers Dinner	Madrid	Live/In Person
Dec 2	IPE	IPE Conference & Awards - Day 1	Madrid	Live/In Person
Dec 3	IPE	IPE Conference & Awards - Day 2	Madrid	Live/In Person



OVER 1,000 MANDATES PLACED SINCE 1999

IPE Quest is an online asset manager search facility connecting investors with asset managers. It is used by asset owners to place before asset managers either a Search (RFI/RFP) or Discovery (pre-RFI). Over 2,000 asset managers located worldwide are alerted of the request.

KEY FEATURES: ASSET OWNERS

- Bespoke service for asset owner RFPs, RFIs and pre-RFI research
- Guaranteed anonymity
- Discover over 2,000 vetted global managers of any size and asset class
- Prepare research with collated and comparable data
- Service is free of charge for asset owners; managers pay a fee to respond to your request

KEY FEATURES: ASSET MANAGERS

- Receive alerts of new, fully vetted RFPs, RFIs and pre-RFI research on all asset classes
- Respond to requests on a level playing field
- Opportunity to put your firm forward in front of key decision makers at asset owners
- Service is free to register and receive alerts; managers pay a fee to respond to a request

SEARCHES & DISCOVERIES PLACED ON IPE QUEST

SEARCHES

- CHF100m+ Switzerland Equities**
- \$50-100m Global Equity Smart Beta**
- €20m OECD Infrastructure**
- \$500m+ USA All/Large Cap**
- \$20m Global Convertibles**
- AUD100m+Australia Equities**
- €200m Emerging Markets All/Large Cap Equities**
- €100m Global Liquid Alternatives**

DISCOVERIES

- Global Developed Markets Infrastructure**
- Latin America Real Estate**
- Frontier Markets Equities**
- Emerging Markets All/Large Cap Equities**
- Europe Office Real Estate**
- Europe Residential Real Estate**

www.ipe-quest.com

IPE GROUP

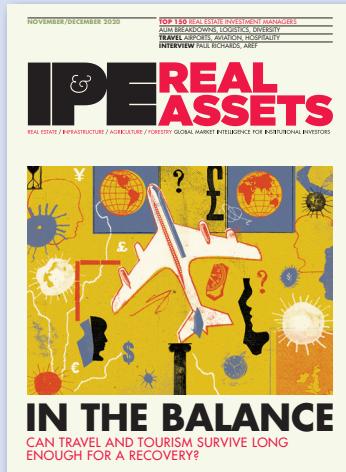
Overview

Editorial



IPE MAGAZINE

Brand profiling and association in the leading print publication for European pension funds



IPE REAL ASSETS MAGAZINE

Read by the top decision-makers and asset allocators at pension funds and other institutional investors

IPE **Online news**

WWW.IPE.COM
REALASSETS.IPE.COM

Develop your digital profile and drive traffic to your website in the leading online news service for European pension funds

Events

IPE Conference & Awards **IPE REAL ESTATE**

GLOBAL CONFERENCE & AWARDS 2021

Unparalleled networking and brand association at the largest gathering of European pension funds

IPE Regional and subject-specific events

- **IPE Real Assets & Infrastructure Conference**
- **IPE In Iceland**
- **IPE Seminar Series (multi-city)**
- **IPE Real Assets Global Virtual Forums (Asia, Europe, North America)**

Present your subject expertise to and network with European pension funds

IPE Webcasts **IPE REAL ASSETS Webcasts**

LEAD GENERATION

Present your expertise to an engaged audience and generate a contact list of warm business leads

Services

IPE Reference hub

CONTENT MARKETING PLATFORM

- **All Asset**
- **Real Estate**
- **Infrastructure**

Showcase your expertise to leading pension funds by publishing unlimited white papers, research and other key content

IPE REAL ASSETS

REIM REFERENCE GUIDE



Print Guide with over 100 company profiles. Distributed to 6,000+ institutional real estate investors

IPE Quest

MANAGER SEARCHES

View pension fund RFIs and RFPs free of charge. Tender for business on a level playing field



Contacts

www.ipe.com

Piers Diacre

Publisher, IPE
T +44 7775 563 971
E piers.diacre@ipe.com

Sam Smith

Production Manager - Advertising
T +44 20 3465 9332
E sam.smith@ipe.com

Liam Kennedy

Editor, IPE Magazine/Editorial Director, IPE
T +44 20 3465 9300
E liam.kennedy@ipe.com

COMMERCIAL EUROPE

Dan Brill
Digital Commercial Director
T +44 20 7397 5280
E dan.brill@ipe.com

COMMERCIAL NORTH AMERICA

Erik Vanderkolk
Head of North American Business
T +1 203 550 0385
E erik.vanderkolk@ipe.com

COMMERCIAL ASIA PACIFIC

Terry Rayner
Head of Asia Pacific Business
T +61 402 433 222
E terry.rayner@ipe.com



Institutional Team of the Year

in the 2020 Aegon Asset Management Journalism Awards

Institutional Investment Publication of the Year

in the 2020 Willis Towers Watson Virtual Media Awards