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 continued 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.

In 2022, IPE’s 25th anniversary year, we look forward to working with our industry partners to further strengthen our position as the leading source of intelligence on European pensions and institutional investment for the benefit our senior, decision-making readership.
The value of IPE to our European pension fund readers

KRISTÍN JÓNÁ 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.

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.

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.

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.

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 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.

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.

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.

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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.
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

<table>
<thead>
<tr>
<th>Category</th>
<th>2020/21</th>
</tr>
</thead>
<tbody>
<tr>
<td>PENSION FUND &amp; OTHER</td>
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<tr>
<td>Capital Owners - Continental Europe</td>
<td>3,595</td>
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<td>Pension Funds &amp; Other Capital Owners - UK</td>
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<td>Financial Institutions - Continental Europe</td>
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<td>Financial Institutions - UK</td>
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<td>Consultants - Continental Europe</td>
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<td>Consultants - UK</td>
<td>270</td>
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<tr>
<td>All buy side - Rest of World</td>
<td>305</td>
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<tr>
<td>Key Pensions Industry Influencers - Globally</td>
<td>301</td>
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<tr>
<td><strong>TOTAL BUY SIDE</strong></td>
<td>8,507</td>
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#### SUPPLY SIDE / VENDORS / SERVICE PROVIDERS

<table>
<thead>
<tr>
<th>Category</th>
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<td>Institutional Broking, Derivative Sales</td>
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<td>Investment Solutions</td>
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<td>Custody &amp; Asset Servicing</td>
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<td>Exchanges - Index Providers</td>
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<td>Technology &amp; Software</td>
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<td>Data &amp; Information Providers</td>
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<td>Financial Communications</td>
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<tr>
<td><strong>TOTAL SUPPLY SIDE</strong></td>
<td>1,797</td>
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**TOTAL CIRCULATION** 10,304
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 2020-June 2021, was 10,296. The circulation for the June 2021 issue of IPE was 10,304.

GEOGRAPHIC BREAKDOWN

7,073 Europe (ex.UK)
2,704 United Kingdom
375 North America
144 RoW
10,296 Total Circulation

COPYES/EUROPE

112 Austria
237 Belgium
427 Denmark
128 Finland
812 France
1,156 Germany
17 Greece
42 Iceland
351 Ireland
535 Italy
111 Luxembourg
1,251 Netherlands
71 Norway
58 Portugal
313 Spain
225 Sweden
1,006 Switzerland
2,704 United Kingdom

CIRCULATION SPLIT

BUY SIDE

SUPPLY SIDE

82%
18%

8,507 Capital Owners
1,797 Vendors & Service Providers
# Editorial outline 2022

Delivered digitally and in print

<table>
<thead>
<tr>
<th>Year</th>
<th>Country Reports</th>
<th>Asset Class</th>
<th>Surveys</th>
<th>Special Reports</th>
<th>Guides / Rankings</th>
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<td>CEE</td>
<td>Investment Grade Credit</td>
<td>Investment Grade Credit</td>
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<td>February</td>
<td>Ireland*</td>
<td>Alternatives: Hedge Funds</td>
<td>Funds of Hedge Funds</td>
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<td>March</td>
<td>Netherlands</td>
<td>Equities</td>
<td>European Equities</td>
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<td>April</td>
<td>Germany*</td>
<td>Fixed Income &amp; Credit</td>
<td>High Yield and Loans</td>
<td>Consultants* and Manager Selection</td>
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<td>May</td>
<td>UK*</td>
<td>Emerging Market Equities</td>
<td>Emerging Market Equities</td>
<td>Impact Investing</td>
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<td>June</td>
<td>Nordic Region</td>
<td>Equities</td>
<td>US Equities</td>
<td>Europe Outlook Including Inflation</td>
<td>IPE Top 500 Asset Managers</td>
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<td>July/August</td>
<td>Italy*</td>
<td>Fixed Income &amp; Credit</td>
<td>Currency and Digital Currency</td>
<td>Technology and Investment Services*</td>
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<td>September</td>
<td>Netherlands*</td>
<td>Equities</td>
<td>Small and Mid-cap Equities</td>
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<td>IPE Top 1000 Pension Funds</td>
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<td>France*</td>
<td>Emerging Market Debt</td>
<td>Emerging Market Debt</td>
<td>Asia/China</td>
<td>ETF Guide</td>
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<td>November</td>
<td>Switzerland*</td>
<td>Alternatives: Private Markets</td>
<td>Private Equity</td>
<td>ESG</td>
<td>Outsourcing and Fiduciary Management*</td>
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<td>Spain</td>
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<td>Portugal</td>
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<td>December</td>
<td>Nordic Region*</td>
<td>Equities</td>
<td>Global Equities</td>
<td>Prospects for 2023 Including Inflation</td>
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<td>January 2023</td>
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<td>Fixed Income/ Credit</td>
<td>Investment Grade Credit</td>
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*IPE Pensions Market Survey. Asset managers wishing to participate in any IPE surveys should contact dominic.gane@ipe.com.
Information & rates 2022

PUBLISHING SCHEDULE 2022

<table>
<thead>
<tr>
<th>ISSUE 2022</th>
<th>COPY DATE FOR SPONSORED COMMENTARY</th>
<th>COPY DATE FOR ADVERTISEMENTS</th>
<th>PUBLISHING DATE</th>
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<td>15 December</td>
<td>02 January</td>
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<td>07 Jan 2022</td>
<td>19 January</td>
<td>01 February</td>
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<td>March</td>
<td>04 February</td>
<td>21 February</td>
<td>01 March</td>
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<tr>
<td>April</td>
<td>04 March</td>
<td>21 March</td>
<td>01 April</td>
</tr>
<tr>
<td>May</td>
<td>01 April</td>
<td>18 April</td>
<td>01 May</td>
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<tr>
<td>June</td>
<td>06 May</td>
<td>18 May</td>
<td>01 June</td>
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<tr>
<td>July/August</td>
<td>03 June</td>
<td>17 June</td>
<td>01 July</td>
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<tr>
<td>September</td>
<td>05 August</td>
<td>22 August</td>
<td>01 September</td>
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<tr>
<td>October</td>
<td>08 September</td>
<td>21 September</td>
<td>01 October</td>
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<tr>
<td>November</td>
<td>30 September</td>
<td>17 October</td>
<td>01 November</td>
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<tr>
<td>December</td>
<td>04 November</td>
<td>14 November</td>
<td>01 December</td>
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ISSUE 2023

| January    | 02 December                        | 14 December                  | 02 January 2023 |

PRINT ADVERTISING RATES 2022

<table>
<thead>
<tr>
<th>RATE</th>
<th>£</th>
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<tbody>
<tr>
<td>Full page, Run of magazine</td>
<td>10,750</td>
</tr>
<tr>
<td>Full page, Page 4 or 6</td>
<td>11,500</td>
</tr>
<tr>
<td>Full page, First RHP page</td>
<td>11,500</td>
</tr>
<tr>
<td>Junior page</td>
<td>6,950</td>
</tr>
<tr>
<td>Half page</td>
<td>6,500</td>
</tr>
<tr>
<td>Quarter page</td>
<td>4,250</td>
</tr>
<tr>
<td>Double page spread</td>
<td>21,500</td>
</tr>
<tr>
<td>Half page spread</td>
<td>12,500</td>
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</table>

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

MECHANICAL DATA

DIMENSIONS (MM) HEIGHT WIDTH

Double page spread - trim 335 245
(2 full pages plus 10mm bleed each)

Full page - trim 335 245
Plus 10mm bleed

Junior page 200 160

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.

SPONSORED COMMENTARY SPECS

FULL-PAGE SPONSORED COMMENTARY

- Text: 1,000 - 1,100 words in a word document (including disclaimer & title)
- EPS company logo

Optional, either:

- Picture of the author(s): 300 dpi, JPG or
- Maximum two charts: 50mm high x 107mm wide maximum image size, accepted formats: EPS or PDF (as individual files)

DOUBLE PAGE SPREAD SPONSORED COMMENTARY

- Text: 2,000 - 2,200 words in a word document (including disclaimer & title)
- EPS company logo

Optional, either:

- Picture of the author(s): 300 dpi, JPG or
- Maximum two charts: 50mm high x 107mm wide maximum image size, accepted formats: EPS or PDF (as individual files)
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

126,000 Average monthly unique users
213,000 Average monthly page views
9,800 Users visiting four+ times per month

USAGE BY DEVICE

75% VIA MOBILE/TABLET
25% VIA DESKTOP

GEOGRAPHICAL BREAKDOWN

22% United Kingdom
37% Europe ex-UK
21% North America
14% Asia
6% ROW

DAILY NEWS EMAIL STATISTICS

40,761 Recipients

AVERAGE OPEN RATE 15%
AVERAGE CLICK-THRU RATE 9%

These analytics are correct at 1st November 2021
IPE’s content marketing platform

REFERENCE HUB USER STATISTICS

**13,352** Average monthly users

**1,790** Average monthly regular users

**24,357** Hub Digest email recipients (investors only)

**42,072** Hub Solus email recipients

Unlimited content uploads that will help showcase, amplify and distribute your expertise

- Promote your thought leadership 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

- IPE uploads and classifies your content and builds 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.
  - Quarterly reporting

RATES

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.
The challenges we have faced because of Covid-19 have given real estate added importance as a source of new opportunities, and in the reconfiguration of traditional sectors as the “new normal” of more flexible and environmentally conscious living and working takes shape.

In other parts of the real assets universe, infrastructure is seen by governments as an important driver of recovery; forestry and agriculture will play an increasingly important role in achieving net zero and ensuring food security. All this set against a backdrop of increasingly urgent climate reduction targets.

In all these areas IPE Real Assets continues to invest to ensure it delivers the intelligence you need to thrive today in the years ahead.
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.

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.

Now in its 18th year, the IPE Real Estate Global Conference & Awards has become the premier event of its kind for institutional investors. The full-day 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. The 2021 IPE Real Estate Global Conference & Awards will take place at the Grand Hotel Krasnapolsky on 19 May 2022.

IPE’s Real Assets and Infrastructure Investment Strategies Conference, which will be held in September 2022, 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.

An exciting high-level informal marketing and networking opportunity with decision makers at pension funds and other institutional investors in four European cities: Copenhagen (25 January 2022), Amsterdam (26 January), Munich (27 January) and London (28 January). This is a platform for pension funds to learn more about the latest research on topical themes from investment managers.
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 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 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

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

RATES

SINGLE SPONSOR WEBCAST: £16,500
MULTI-SPONSOR WEBCAST: from £7,500 per sponsor
2022 Digital Advertising
Rates & Specifications

IPE.COM RATES

GBP PER CPM | COST PER THOUSAND IMPRESSIONS £
Run of site Leaderboard and MPU £95 cpm
Half page MPU and expandable MPU and leaderboard £110 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 £1,675
For 5 days of emails (not consecutive) £6,000

TOP AND BOTTOM BANNER

Per email £1,400
For 5 days of emails (not consecutive) £4,800
Sponsored message plus top and bottom banner Per email £1,995

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
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.

ABC ASSET MANAGEMENT

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: £4,250
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.

<table>
<thead>
<tr>
<th>FOR GERMAN-SPEAKING INSTITUTIONAL INVESTORS</th>
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</thead>
<tbody>
<tr>
<td>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. <strong>Published in January.</strong></td>
</tr>
<tr>
<td>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. <strong>Published in May.</strong></td>
</tr>
<tr>
<td>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. <strong>Published in July.</strong></td>
</tr>
<tr>
<td>This new publication will focus on a specific asset class and will be tailored specifically for investors in the D.A.CH region. <strong>Published quarterly.</strong></td>
</tr>
<tr>
<td>Series of educational and networking events on specific topics, held throughout the year for local investors in four German cities.</td>
</tr>
<tr>
<td>An online event for investors in the D.A.CH region consisting of three afternoon sessions with keynote speakers and panel discussions, providing expert insights and perspectives on the current challenges and opportunities facing the industry. <strong>31 May–2 June 2022</strong></td>
</tr>
</tbody>
</table>

[link: institutional-investment.de]
Now in its 22nd 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.

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

TOPICAL PANEL DISCUSSIONS

Impact Investing: Measurement and Management
Eugene O’Callaghan, Director, Ireland Strategic Investment Fund
Peter Løkke, Head of Responsible Investment, Artelia
Olivier Rousseau, Executive Director FRIR (Fonds de réserve pour les retraites)
Fathi Ward, Chief Responsible Investment Officer, Brussels Pension Partnership
Discussion led by Sony Kapoor, Managing Director, Re-Define

NETWORKING WITH OTHER SENIOR PROFESSIONALS

AT THE CONFERENCE...

RECOGNITION OF ACHIEVEMENT & CELEBRATION OF EXCELLENCE

AT THE AWARDS DINNER...
## Events calendar 2022

<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
<th>FORMAT</th>
<th>LOCATION /AUDIENCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>25 Jan</td>
<td>IPE Real Assets Breakfasts Seminar Series</td>
<td>In person</td>
<td>Copenhagen</td>
</tr>
<tr>
<td>26 Jan</td>
<td>IPE Real Assets Breakfasts Seminar Series</td>
<td>In person</td>
<td>Amsterdam</td>
</tr>
<tr>
<td>27 Jan</td>
<td>IPE Real Assets Breakfasts Seminar Series</td>
<td>In person</td>
<td>Munich</td>
</tr>
<tr>
<td>28 Jan</td>
<td>IPE Real Assets Breakfasts Seminar Series</td>
<td>In person</td>
<td>London</td>
</tr>
<tr>
<td>2 Feb</td>
<td>IPE Nordic - Winter</td>
<td>Virtual</td>
<td>Nordics</td>
</tr>
<tr>
<td>9 Feb</td>
<td>IPE Pensions Tech</td>
<td>Virtual</td>
<td>Global audience</td>
</tr>
<tr>
<td>28 Apr</td>
<td>IPE ESG Global Forum: Focus on Biodiversity</td>
<td>Virtual</td>
<td>Global audience</td>
</tr>
<tr>
<td>6 May</td>
<td>IPE Pensions Tech: ESG Tech</td>
<td>Virtual</td>
<td>Global audience</td>
</tr>
<tr>
<td>18 May</td>
<td>IPE Quest Roundtable &amp; Dinner at the IPE Real Estate Conference &amp; Awards</td>
<td>In person</td>
<td>Amsterdam</td>
</tr>
<tr>
<td>19 May</td>
<td>IPE Real Estate Global Conference &amp; Awards</td>
<td>In person</td>
<td>Amsterdam</td>
</tr>
<tr>
<td>31 May-2 Jun</td>
<td>IPE DACH Institutional Week</td>
<td>Virtual</td>
<td>German</td>
</tr>
<tr>
<td>1 Jun</td>
<td>IPE Nordic - Summer</td>
<td>Virtual</td>
<td>Nordics</td>
</tr>
<tr>
<td>15 &amp; 16 Jun</td>
<td>IPE Summer Pensions Congress</td>
<td>Virtual</td>
<td>UK and global audience</td>
</tr>
<tr>
<td>15 Sep</td>
<td>IPE Real Assets &amp; Infrastructure Global Investor Conference &amp; Awards</td>
<td>In person</td>
<td>Germany or Switzerland</td>
</tr>
<tr>
<td>5 Oct</td>
<td>IPE ESG Switzerland Seminar</td>
<td>In person</td>
<td>Zurich</td>
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<tr>
<td>6 Oct</td>
<td>IPE Iceland</td>
<td>In person</td>
<td>Iceland</td>
</tr>
<tr>
<td>6 Oct</td>
<td>IPE ESG Netherlands Seminar</td>
<td>In person</td>
<td>Rotterdam or Amsterdam</td>
</tr>
<tr>
<td>11 Oct</td>
<td>IPE ESG Germany Seminar</td>
<td>In person</td>
<td>Munich</td>
</tr>
<tr>
<td>26 Oct</td>
<td>IPE Nordic Forum - Autumn</td>
<td>Virtual</td>
<td>Nordics</td>
</tr>
<tr>
<td>1 Nov</td>
<td>IPE Pensions Tech</td>
<td>Virtual</td>
<td>Global audience</td>
</tr>
<tr>
<td>30 Nov</td>
<td>IPE Quest Roundtable at the IPE Conference &amp; Awards</td>
<td>In person</td>
<td>Copenhagen or Rotterdam</td>
</tr>
<tr>
<td>30 Nov</td>
<td>IPE Awards Speakers Dinner</td>
<td>In person</td>
<td>Copenhagen or Rotterdam</td>
</tr>
<tr>
<td>1 Dec</td>
<td>IPE Conference &amp; Awards - Day 1</td>
<td>In person</td>
<td>Copenhagen or Rotterdam</td>
</tr>
<tr>
<td>2 Dec</td>
<td>IPE Conference &amp; Awards - Day 2</td>
<td>In person</td>
<td>Copenhagen or Rotterdam</td>
</tr>
</tbody>
</table>
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- €100m Global Liquid Alternatives

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