

INVESTMENT & PENSIONS EUROPE

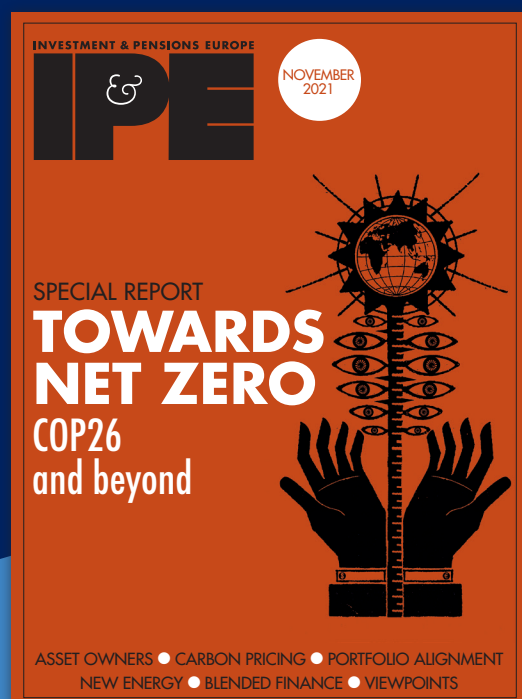


www.ipe.com

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

**IPE's 25th
Anniversary
Year**

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



2022 Information and rates



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 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.



IPE BRINGING TOGETHER EUROPE'S
PENSION FUNDS SINCE 1997

The value of IPE to our European pension fund readers



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

IPE is a great and reliable source of information on various topic 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.



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.



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.



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.



CHRISTOPH ZIMMERMANN,
HEAD OF EXTERNAL INVESTMENTS,
COMPENSWISS, SWITZERLAND

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



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.



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.



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.



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

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

2020/21

PENSION FUND & OTHER

Capital Owners - Continental Europe	3,595
Pension Funds & Other Capital Owners - UK	970
Financial Institutions - Continental Europe	2,207
Financial Institutions - UK	254
Consultants - Continental Europe	605
Consultants - UK	270
All buy side - Rest of World	305
Key Pensions Industry Influencers - Globally	301

TOTAL BUY SIDE

8,507

SUPPLY SIDE / VENDORS / SERVICE PROVIDERS

2020/21

Asset Management	1,226
INVESTMENT BANKING	
Institutional Broking, Derivative Sales	10
Investment Solutions	92
Custody & Asset Servicing	120
Exchanges - Index Providers	111
Technology & Software	27
Data & Information Providers	79
Performance Monitors & Measurement	1
Professional Services	52
Financial Communications	79

TOTAL SUPPLY SIDE

1,797

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

CIRCULATION SPLIT

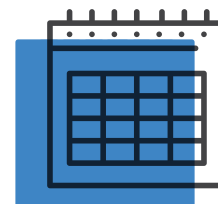


COPIES/EUROPE

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

Editorial outline 2022

Delivered digitally and in print



THEMES COVERED THROUGHOUT YEAR: INFLATION | TECHNOLOGY | ESG | IMPACT INVESTING

	COUNTRY REPORTS	ASSET CLASS	SURVEYS	SPECIAL REPORTS	GUIDES /RANKINGS
January	• CEE	• Investment Grade Credit	• Investment Grade Credit		
February	• Ireland*	• Alternatives: Hedge Funds	• Funds of Hedge Funds		
March	• Netherlands	• Equities	• European Equities		
April	• Germany* • Austria	• Fixed Income & Credit	• High Yield and Loans	• Consultants* and Manager Selection	
May	• UK*	• Emerging Market Equities	• Emerging Market Equities	• Impact Investing	
June	• Nordic Region	• Equities	• US Equities	• Europe Outlook Including Inflation	• IPE Top 500 Asset Managers
July/ August	• Italy*	• Fixed Income & Credit	• Currency and Digital Currency	• Technology and Investment Services*	
September	• Netherlands*	• Equities	• Small and Mid-cap Equities		• IPE Top 1000 Pension Funds
October	• France* • Belgium	• Emerging Market Debt	• Emerging Market Debt	• Asia/China • ETF Guide	
November	• Switzerland* • Spain • Portugal	• Alternatives: Private Markets	• Private Equity	• ESG • Outsourcing and Fiduciary Management*	
December	• Nordic Region*	• Equities	• Global Equities	• Prospects for 2023 Including Inflation	
January 2023	• 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 2022

ISSUE 2022	COPY DATE FOR SPONSORED COMMENTARY	COPY DATE FOR ADVERTISEMENTS	PUBLISHING DATE
January	03 Dec 2021	15 December	02 January
February	07 Jan 2022	19 January	01 February
March	04 February	21 February	01 March
April	04 March	21 March	01 April
May	01 April	18 April	01 May
June	06 May	18 May	01 June
July/August	03 June	17 June	01 July
September	05 August	22 August	01 September
October	08 September	21 September	01 October
November	30 September	17 October	01 November
December	04 November	14 November	01 December
ISSUE 2023			
January	02 December	14 December	02 January 2023

PRINT ADVERTISING RATES 2022

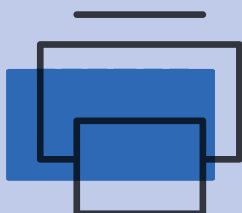
RATE	£
Full page. Run of magazine	10,750
Full page. Page 4 or 6	11,500
Full page. First RHP page	11,500
Junior page	6,950
Half page	6,500
Quarter page	4,250
Double page spread	21,500
Half page spread	12,500
Guaranteed Position	+15%
Outside back cover	13,950
Inside front cover	12,750
Inside back cover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

DIMENSIONS (MM)	HEIGHT	WIDTH
Double page spread - trim (2 full pages plus 10mm bleed each)	335	245
Full page - trim Plus 10mm bleed	335	245
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

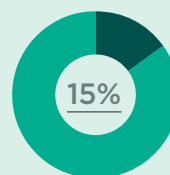
21% North America

14% Asia

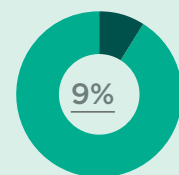
6% ROW

DAILY NEWS EMAIL STATISTICS

40,761 Recipients



AVERAGE
OPEN RATE



AVERAGE
CLICK-THRU RATE

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.



INTELLIGENCE FOR DECISION MAKERS IN INSTITUTIONAL REAL ASSETS INVESTMENT DELIVERED DIGITALLY, IN PRINT & IN PERSON

IPE Real Assets continues to reinforce its position at the cutting edge as an indispensable source of intelligence for the global community of senior institutional real assets investors, delivering highly relevant information through daily newsletters at realassets.ipe.com, in-depth coverage in **IPE Real Assets Magazine** and top international speakers at **industry-leading Conferences and Awards and regional seminars**.

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.



Editorial outline 2022

	INVESTOR/MANAGER SURVEYS & RANKINGS	MACRO THEMES	MARKETS, SECTORS, ASSET CLASSES	FUNDS & STRATEGIES	FEATURES
Jan/Feb ESG & Impact Investing	<ul style="list-style-type: none"> ● Agriculture & forestry investors & managers 	<ul style="list-style-type: none"> ● Climate change & social impact 	<ul style="list-style-type: none"> ● Renewable energy ● Affordable & social housing ● Agriculture & forestry 	<ul style="list-style-type: none"> ● Private debt 	<ul style="list-style-type: none"> ● Emerging markets ● Net-zero targets
March/April MIPIM	<ul style="list-style-type: none"> ● Fund-of-funds, secondaries & multi-managers 	<ul style="list-style-type: none"> ● Technology & science 	<ul style="list-style-type: none"> ● Digital infrastructure, data centres ● Lifesciences ● Smart buildings 	<ul style="list-style-type: none"> ● Secure income 	<ul style="list-style-type: none"> ● PropTech
May/June Top 100 Global Real Estate Investors	<ul style="list-style-type: none"> ● Real estate investor survey 	<ul style="list-style-type: none"> ● Demographics 	<ul style="list-style-type: none"> ● Multifamily, PRS, care/retirement homes, student housing 	<ul style="list-style-type: none"> ● Core real estate funds 	<ul style="list-style-type: none"> ● Performance benchmarking
July/August Top 100 Global Infrastructure Managers	<ul style="list-style-type: none"> ● Infrastructure fund managers survey 	<ul style="list-style-type: none"> ● Retail & online commerce 	<ul style="list-style-type: none"> ● Shopping centres, high street retail, supermarkets, leisure ● Logistics 	<ul style="list-style-type: none"> ● Infrastructure 	<ul style="list-style-type: none"> ● ESG
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"> ● Offices 	<ul style="list-style-type: none"> ● Value-add real estate 	<ul style="list-style-type: none"> ● Listed markets
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 	<ul style="list-style-type: none"> ● Airports & aviation ● Rail, roads & bridges ● Ports & shipping ● Hotels & resorts 	<ul style="list-style-type: none"> ● Opportunistic real estate funds 	<ul style="list-style-type: none"> ● Diversity & inclusion

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.



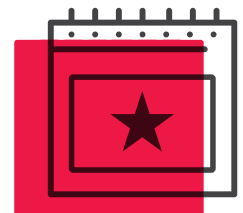
The IPE Reference Hub now has its own dedicated section for Investment Managers in Infrastructure, Agriculture and Forestry.



Now in its 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.



**REAL ASSETS
BREAKFAST SERIES
JANUARY 2022**

Europe/Asia

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.

IPE Interactive webcasts

IPE TYPICALLY RUNS:

50+

WEBCAST
EVENTS PER YEAR

WITH APPROXIMATELY:

250-450

REGISTRATIONS
PER WEBCAST

IPE HAS
SUCCESSFULLY RUN:

230+

WEBCASTS
SINCE 2010

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/s 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



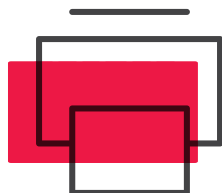
WAYS TO PARTICIPATE IN AN IPE WEBCAST

- 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)	£13,500 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 100) 55 words of text (3 lines) plus linking url
Top and bottom banner	728 x 90

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**.

The image shows a double-page spread of a company profile for ABC Asset Management. The left page features the company name, a brief overview, and a 'KEY DATA' section with a table and a pie chart. The right page includes 'Investment process and research', 'Strategies and products', and 'OUR PEOPLE' section with photos and bios of key executives. A 3D image of the IPE 2021 Asset Management Guide 500 Top 500 Directory Profiles book is overlaid on the right side of the spread.

20 | Profile | ABC Asset Management

ABC ASSET MANAGEMENT

ABC asset management. Erumque re premporeped eumOre et maximusda preprat laceptatum exeribust porpos alitat aut haribus apitas magnis doloria quatilis duntore henitio eatet

With large Asset Management (WILLIAM) is committed to delivering superior investment service to our clients globally. As the asset management business of William & Co., WILLIAM's business model enables independent investment teams that operate in a broad range of investment solutions for retail and institutional clients.

With large Asset Management is a leading investment management organization serving institutions, intermediaries and retail investors around the world. Our independent and specialized teams provide a broad range of investment solutions across multiple asset classes, investment styles within these main categories equity, fixed income, multi asset class solutions.

We believe that strategic client partnerships are achieved by professionals who listen, inform and analyze to create customized client solutions. Independent and specialized investment teams generate alpha for our clients without the distractions of operating a business, and risk management oversight is independent from our investment teams to ensure no conflicting asset class objectives. With a global presence under management as of 31 December 2020, we are committed to delivering superior investment service to each client.

Investment process and research

We believe an integration of independent and specialized investment teams which rely on a centralized, flow with common infrastructure is the optimal way to achieve consistent outperformance and risk adjusted

Independent investment teams that operate in a broad range of investment institutional clients.

With large Asset Management is a leading investment management organization serving institutions, intermediaries and retail investors around the world. Our independent and specialized teams provide a broad range of investment solutions across multiple asset classes, investment styles within these main categories equity, fixed income, multi asset class solutions.

We believe that strategic client partnerships are achieved by professionals who listen, inform and analyze to create customized client solutions. Independent and specialized investment teams generate alpha for our clients without the distractions of operating a business, and risk management oversight is independent from our investment teams to ensure no conflicting asset class objectives. With a global presence under management as of 31 December 2020, we are committed to delivering superior investment service to each client.

Investment process and research

We believe an integration of independent and specialized investment teams which rely on a centralized, flow with common infrastructure is the optimal way to achieve consistent outperformance and risk adjusted

Strategies and products

With large Asset Management offers a broad range of investment products, equity, emerging markets equity, long term fixed income, short duration fixed income, money market and multi asset class strategies.

KEY DATA

	2020
Total group AUM worldwide (€M)	458,035
Total AUM worldwide for external clients (€M)	458,035
Total AUM for external institutional clients worldwide (€M)	45,000

AUM for pension funds (€M)
AUM for central banks (€M)
AUM for sovereign entities (€M)
AUM for banks (€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
CHIEF EXECUTIVE OFFICER

CARL SMITH
GLOBAL CHIEF INVESTMENT OFFICER

JAMES HARRIS
PRESIDENT

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: £4,250



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.

IPE D.A.CH INSTITUTIONAL WEEK

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. **31 May-2 June 2022**

institutional-investment.de

IPE

CONFERENCE AND AWARDS

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

**IPE CONFERENCE & AWARDS 2022
COPENHAGEN OR ROTTERDAM, TBC**

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.

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

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



NETWORKING WITH OTHER SENIOR PROFESSIONALS

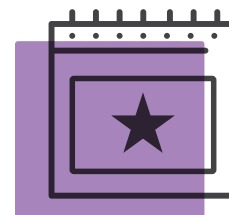


RECOGNITION OF ACHIEVEMENT & CELEBRATION OF EXCELLENCE





Events calendar 2022



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



OVER 1,500 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

Conference & Awards

REAL ESTATE

GLOBAL CONFERENCE & AWARDS 2022

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

Regional and subject-specific events

- **IPE Real Assets & Infrastructure Conference**
- **IPE In Iceland**
- **IPE Seminar Series (multi-city)**
- **IPE Nordic Forum**
- **IPE Pensions Tech**
- **IPE DACH Institutional Week**

Present your subject expertise to and network with European pension funds

Webcasts

REAL ASSETS Webcasts

LEAD GENERATION

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

Services

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

REAL ASSETS

REIM REFERENCE GUIDE



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

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

COMMERCIAL NORTH AMERICA

Erik Vanderkolk
Co-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

Kissima Traore
Co-Head of North American Business
T +1 917 887 5905
E kissima.traore@ipe.com

IPE REAL ASSETS

Janet Pearch
Publisher, IPE Real Assets
T +44 20 3465 9303
E janet.pearch@ipe.com



INVESTMENT & PENSIONS EUROPE



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