

Hamburg / Luxembourg, 1 March 2023.

INTREAL Luxembourg Hires Stephan Schilken as Additional Conducting Officer

- ◆ Track record of 130 AIF and over 10 billion euros in assets under management (AuM)
- ◆ 24 years of experience in Luxembourg's financial and real estate fund industry
- ◆ Schilken to head the company together with Camille Dufieux, Rudolf Kömen and Ronny Wagner

IntReal Luxembourg S.A., a subsidiary of real estate focused third-party AIF manager INTREAL, just recruited Stephan Schilken (aged 48) as its next conducting officer. As of 1 March 2023, he assumed the position of Conducting Officer, the equivalent of a managing director in Germany, for example. Stephan Schilken brings extensive experience to the job, which he acquired over decades spent in Luxembourg's investment fund and financial sector. In his last role before transferring, he acted as board member and managing director (conducting officer) at IQEQ Fund Management (formerly SGG Group), a service provider specialising in investor services. He was responsible for setting up the AIFM business with focus on the asset classes private equity, private debt, real estate and infrastructure. In this position, he headed the set-up of the AIF business in the years since 2015, and managed to grow the assets under management to more than 10 billion euros in 130 alternative investment funds (AIF).

Assuming approval by the Luxembourg Financial Sector Supervisory Commission (CSSF), Stephan Schilken will take charge of the units Compliance, Risk Management and Delegation Oversight, and thereby optimally supplement the other three conducting officers of INTREAL Luxembourg, with Rudolf Kömen and Ronny Wagner working out of the Luxembourg office while Camille Dufieux divides her time between Luxembourg and Hamburg.

Rudolf Kömen commented: "We intend to take advantage of the success and expertise that define the INTREAL AIFM in Germany with its total volume of more than 60 billion euros in real estate assets under management, and expand it on an international level with INTREAL Luxembourg. We currently have approximately 2.5 billion euros in assets under administration and ambitious growth targets."

Stephan Schilken added: "The name INTREAL is synonymous with high real estate competence. The latter represents the unique selling proposition that sets INTREAL Luxembourg apart from the numerous other administration companies and AIFMs domiciled in Luxembourg. I'm very much looking forward to my new job, and will commit my prior experience and my network to foster the international growth of INTREAL Luxembourg."

Michael Schneider, Managing Director at INTREAL, had this to say: "A warm welcome from me to this high-end addition to our team. In Stephan Schilken, we have found a seasoned expert who will contribute in major ways to the ongoing internationalisation of our business."

Stephan Schilken holds a degree in Business Administration (Diplom-Kaufmann) and is a Certified Financial Analyst (CFA) and Financial Risk Manager (FRM). He has worked in Luxembourg since 1999. His previous career stops—all of them in Luxembourg—included the Rothschild Group, Sal. Oppenheim, SEB Asset Management, Julius Baer and the Warburg Group.

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About INTREAL

As a third-party AIFM, INTREAL concentrates exclusively on the business of launching and managing regulated real estate funds on behalf of third parties under the German Capital Investment Act (KAGB). The platform lets clients take advantage of every service an AIF management company (KVG) provides without having to form one of their own. Options include the launching of open-ended and closed-end real estate funds or the outsourcing of AIFM back offices to INTREAL. Employing 490 staff, the INTREAL Group offers long-term real estate know-how along with detailed and highly professional fund management expertise.

In Luxembourg, the largest investment fund centre in Europe, INTREAL is represented by its subsidiary, INTREAL Luxembourg. INTREAL Luxembourg is an independent AIFM and central administrator for Luxembourg-domiciled real estate funds and property-related assets classes for German and international clients.

Through another subsidiary, INTREAL Solutions, the company makes its comprehensive real estate fund experience available to other market players within the scope of best-practice consultancy. These advisory services combine the IT subject with other specialist areas like ESG, risk management and process consulting.

INTREAL collaborates with a large number of third-party fund partners to administrate 297 investment funds with a combined investment volume of c. 62.1 billion euros (all figures as of the end of Q4 2022).