

Hamburg, 20 July 2023

Marko Broschinski Appointed New Head of Sales at INTREAL Solutions

- ◆ Broschinski previously worked for easol and a private bank in Hamburg, among other firms
- ◆ He is responsible for nationwide sales of all real estate applications and advisory services

Since 1 July 2023, Marko Broschinski (56) has served as new Head of Sales at IntReal Solutions GmbH (“INTREAL Solutions”), the fully managed IT service provider of INTREAL, a leading third-party AIFM. The position was expressly created to gather the company’s sales activities in a single unit. Broschinski spent the past four years with easol, a provider of digital ecosystems in the asset management and property management sector, serving as head of sales and most recently as managing director. Having completed degree programs as certified banking economist and master of business administration (MBA), he started his professional career with Weser-Elbe Sparkasse, a savings bank, before he moved on, spending about 20 years with a private bank in Hamburg, among other employers.

Broschinski is responsible for the nationwide sale of all real estate applications of INTREAL Solutions and the advisory services in the areas of risk management, ESG, data management and benchmarking. In addition, Broschinski will optimise the sales structures at INTREAL Solutions and act as contact person for clients from the areas of asset and property management, as well as for banks and institutional investors.

Christian Schmidt, Managing Director of INTREAL Solutions, commented: “Marko Broschinski is the perfect man for the job because he is thoroughly familiar with our target groups through his work of many years at easol, and because of his extensive network. As our spectrum of services continues to expand, we will also keep professionalising our sales structures in order to spread the word of our added new deliverables in the market.”

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About INTREAL Solutions

INTREAL Solutions was formed in 2014. The company is the fully managed IT service provider of INTREAL, a third-party AIF manager. INTREAL’s entire assets under administration (AuA), which add up to 63.7 billion euros, and the central IT platform of the HIH Group are digitally mapped by the IT systems of INTREAL Solutions. INTREAL Solutions has been offering a holistic best practice advisory service in the real assets segment since 2022. It focuses on regulated real estate investment products, risk management, ESG, regulatory guidance and process management. INTREAL Solutions gives even non-customers the opportunity to benefit from the proven know-how of INTREAL outside its regular third-party AIFM

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service packages. INTREAL Solutions employs more than 65 staff who can fall back on the INTREAL Group's team of 495 high-skilled professionals whenever necessary.

All figures as of the end of Q1 2023.