

Hamburg, 7 May 2024

Markus Schmidt Appointed as INTREAL's New Head of Business Development Infrastructure

- ◆ Many years of professional experience in the real asset segment
- ◆ Has worked for INTREAL since 2014, eventually as Team Head Fund Controlling & Reporting

As of 1 April 2024, Markus Schmidt (49) assumed the newly-created role of Head of Business Development Infrastructure at IntReal International Real Estate Kapitalverwaltungsgesellschaft mbH ("INTREAL"). He has already been working in the Fund Controlling unit of INTREAL since 2014, becoming head of a fund controlling & reporting team in 2017. In addition, he assumed the autonomous project management for a number cross-divisional in-house projects at INTREAL. Being the department's top-down Key Account Manager, he served as central contact in fund controlling matters for AIFM clients of INTREAL.

Michael Schneider, Managing Director at INTREAL, commented: "For a growing number of institutional investors, the subject of real assets has long come to mean more than just real estate. Real property has established itself as an important asset class over the past decade and a half, and we have lately seen a similar trend emerge in the area of infrastructure investments. We are glad we were able to entrust the responsibility for the further development of this business line to an expert who has already been with us for almost ten years and who brings extensive professional know-how from the real asset segment to the job. On top of that, he was actively involved in the implementation of the infrastructure asset class for INTREAL and INTREAL Luxembourg via the preparatory in-house project group."

Rudolf Kömen, Conducting Officer of INTREAL Luxembourg, said: "From real estate to real assets! By obtaining the relevant license, we ensured we meet the formal requirements to support our fund partners with adequate products and services in the infrastructure segment as well. At the same time, we are expanding our in-house structures in this forward-looking segment by filling the new position of Head of Business Line Development. We are already servicing our first infrastructure funds in Germany and Luxembourg, and are in promising talks concerning further fund launches."

Markus Schmidt is a trained banker, and finished his degree program in business administration at the University of Hamburg as certified business administrator in 2002. He subsequently worked for several companies as an analyst and head of research before he transferred to INTREAL, focusing on the analysis of real asset investments, in particular on closed-end funds and there mainly in the asset classes of real estate, ships, aircraft, infrastructure (renewable energies) and private equity.

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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 520 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 real-estate-related asset classes such as infrastructure or private debt for German and international clients.

Through its subsidiaries, INTREAL Solutions and REAX Advisory, the company makes its comprehensive real estate fund experience available to other market players within the scope of best-practice consultancy. INTREAL Solutions provides consulting services in the IT sector, whereas REAX Advisory acts as management consulting firm, helping to organise processes and structures more efficiently, to cut costs, to manage risks or to develop and implement ESG strategies.

INTREAL collaborates with a large number of third-party fund partners to administrate 305 investment funds with a combined investment volume of c. 65.6 billion euros (all figures as of the end of Q4 2023).