

Hamburg, 11 September 2025.

## **INTREAL Appoints Jan Ferdinand as Executive Director Sales**

- ◆ Sales specialist joins INTREAL as Executive Director Sales on 1<sup>st</sup> of October 2025
- ◆ Significant experience in the institutional client business as well as in setting up and optimising professional sales structures
- ◆ Strengthening of the sales team in line with the expansion of the product line-up and the strategic evolution of INTREAL into a real asset platform

IntReal International Real Estate Kapitalverwaltungsgesellschaft mbH ("INTREAL") has appointed Jan Ferdinand as its new Executive Director Sales to further strengthen the company's sales team. Ferdinand, an experienced sales specialist, will start his role with INTREAL on 1<sup>st</sup> October 2025.

A trained banking specialist and certified financial analyst, Jan Ferdinand looks back on a career of about 25 years with prestigious banks and investment houses in Germany and Switzerland. He held numerous senior positions and repeatedly masterminded the set-up and expansion of professional sales structures.

Earlier, in July 2025, INTREAL recruited Julia Eickmeyer as Director Client Relationship Management for its sales team. The growth of the distribution team is in line with the expansion of INTREAL's product and service range and the strategic development of INTREAL into a platform for real assets.

Malte Priester, Managing Director at INTREAL, commented on the process: "INTREAL has been established in the German market serving the real estate sector as a leading third-part AIFM for many years. At the same time, we attach great importance to systematically expand our range of products and services in the real asset segment. This enables us to consistently offer our clients the right solutions for their changing needs and requirements. Structurally, this is reflected in INTREAL's gradual development from a pure real estate service KVG to a comprehensive administration platform for institutional real asset investments. This strategic evolution requires a larger team of qualified specialists – including in the sales and client relations division."

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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 both open-ended and closed-end real estate funds or real asset funds or the outsourcing of AIFM back offices to INTREAL. Employing 545 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 other real 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 fund experience in the real asset sector 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 330 investment funds with a combined investment volume of c. 68.7 billion euros (all figures as of mid-year 2025).