Pension Fund Mandates - IPE Quest
IPE.com & Email Newsletters

**Information and rates**

**Top managers: Emerging market debt assets**

- **Top managers: High yield bond assets for European institutional clients**
- **Top managers: US large cap equity assets invested for European institutional clients**

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**INVESTMENT & PENSIONS EUROPE**

Raise your brand profile and deliver your message to pension fund decision makers.

*www.ipe.com*

2023

Information and rates
IPE is a multinational, market-leading niche financial information provider which is both European and global. 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. IPE was acquired by Amsterdam-based FD Mediagroep (FDMG) on 16 November 2022.

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.

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 2022 Aegon Asset Management Journalism Awards.

In 2023 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. We also look forward to developing and delivering new ideas for IPE and our family of brands alongside FDMG.

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 topics 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.

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.

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.

CHRISTOPH ZIMMERMANN, HEAD OF EXTERNAL INVESTMENTS, COMPENSWISS, SWITZERLAND
I do get plenty of useful information from IPE and IPE Real Assets.

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.

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.
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

<table>
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**TOTAL CIRCULATION** | **10,303**

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**MAGAZINE**

**Print & Digital**

**KEY TARGET READERS**

**BUY SIDE**
Investors / Capital Owners

**SUPPLY SIDE**
Vendors / Service Providers

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04
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 2021-June 2022 was 10,292. The circulation for the June 2022 issue of IPE was 10,303.

**GEOGRAPHIC BREAKDOWN**

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**COPIES/EUROPE**

- 142 Austria
- 292 Belgium
- 424 Denmark
- 225 Finland
- 713 France
- 1,054 Germany
- 18 Greece
- 75 Iceland
- 288 Ireland
- 444 Italy
- 99 Luxembourg
- 1,177 Netherlands
- 131 Norway
- 86 Portugal
- 268 Spain
- 393 Sweden
- 876 Switzerland

**CIRCULATION SPLIT**

- **83%** Capital Owners
- **17%** Vendors & Service Providers

**BUY SIDE**

- 8,536 Capital Owners

**SUPPLY SIDE**

- 1,737 Vendors & Service Providers
### Editorial outline 2023

Delivered digitally and in print

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Asset managers wishing to participate in any IPE surveys should contact dominic.gane@ipe.com
MECHANICAL DATA

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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 PDF (as individual files)
- Maximum two charts: 50mm high x 107mm wide maximum image size, accepted formats: EPS or PDF (as individual files)

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  - Picture of the author(s): 300 dpi, JPG or PDF (as individual files)
- 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.

**AVERAGE MONTHLY USERS**

- **73,221** Average monthly unique users
- **200,577** Average monthly page views
- **6,167** Users visiting 4+ times per month

**USAGE BY DEVICE**

- **27%** VIA MOBILE/TABLET
- **73%** VIA DESKTOP/LAPTOP

**GEOGRAPHICAL BREAKDOWN**

- **23%** United Kingdom
- **32%** Europe ex-UK
- **26%** North America
- **14%** Asia
- **5%** RoW

**DAILY NEWS EMAIL STATISTICS**

- **35,619** Recipients

These analytics are correct at 1st November 2022.
IPE’s content marketing platform

Positions your content at the heart of the institutional investor community.

REFERENCE HUB USER STATISTICS

10,350 Average monthly users
1,039 Average monthly regular users
24,563 Hub Digest email recipients (investors only)
54,372 Hub ‘Solus’ email recipients

A core benefit of your IPE Reference Hub licence is that IPE will publish an unlimited volume of your content to showcase, amplify and distribute your expertise to your target clients.

- 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 £10,500 p.a. to £16,500 p.a. depending on volume of client content.
IPE Real Assets continues to reinforce its position as an indispensable source of intelligence for the global community of senior institutional real assets investors. It delivers highly relevant, topical and actionable information digitally, in print and through in-person events.

**KEY TARGET READERS**

**BUY SIDE**
Investors / Capital Owners

- **62% CAPITAL OWNERS**
  - Pension funds, endowments, charities, foundations, endowments, sovereign funds 3,194
  - Financial institutions, Insurance companies 421
  - Investment Managers, asset managers (including fund-of-funds) 1,842

- **6% KEY INFLUENCERS**
  - Pension fund consultants 410
  - Academics, real estate associations, government, regulators 169

- **68% TOTAL BUY SIDE** 6,036

**SUPPLY SIDE**
Vendors / Service Providers

- Real estate investment managers (marketing) 1,560
- Banks & investment banks 262
- Property companies & developers 376

**PROFESSIONAL SERVICES**

- Property agents/consultants 310
- Legal, accountancy, management consultancy 65
- Data and information providers, index providers, exchanges 78
- Financial Communications 40
- Other 22

- **32% TOTAL SUPPLY SIDE** 2,713

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Editor
T +44 20 3465 9323
E richard.lowe@ipe.com
IPE Real Assets Magazine Circulation

GEOGRAPHIC DISTRIBUTION

IPE Real Asset’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.

GEOGRAPHIC BREAKDOWN

Europe (ex.UK) 6,919
United Kingdom 2,097
North America 1,266
Asia & other regions 566
Total Circulation 8,749

IPE Real Assets’s current audited Audit Bureau of Circulations (ABC) average net circulation is 8,749 (July 2021 to June 2022). The ABC was launched in 1931 in response to a demand from advertisers for independent verification of the claims made by advertising sales teams and so provides further transparency for readers and advertisers. IPE Real Assets is published bi-monthly and is additionally distributed extensively at leading real estate conferences and exhibitions internationally, providing advertisers with additional key readers throughout the year.

COPIES/EUROPE

103 Austria
177 Belgium
265 Denmark
150 Finland
576 France
1,112 Germany
15 Greece
24 Iceland
412 Italy
64 Luxembourg
640 Netherlands
100 Norway
71 Portugal
121 Republic of Ireland
182 Spain
220 Sweden
447 Switzerland
2,097 United Kingdom
155 Other EU countries
## Editorial outline 2023

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REIM REFERENCE GUIDE

IN PRINT The REIM Guide is mailed to a circulation of 8,002 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 24,000 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 2023 IPE Real Estate Global Conference & Awards will take place in Milan on 16 May.

IPE’s Real Assets and Infrastructure Investment Strategies Conference, which will be held on 14 September 2023, 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.

Europe/Asia

An exciting high-level informal marketing and networking opportunity with decision makers at pension funds and other institutional investors will be held in Amsterdam on 28 March, in Copenhagen on 29 March and in Munich on 30 March. This is a platform for pension funds to learn more about the latest research on topical themes from investment managers.
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 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 £8,750 per sponsor
2023 Digital Advertising Rates & Specifications

**IPE.COM RATES**

GBP PER CPM | COST PER THOUSAND IMPRESSIONS

<table>
<thead>
<tr>
<th>Ad Format</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leaderboard (horizontal rectangle)</td>
<td>£105 CPM</td>
</tr>
<tr>
<td>MPU (Square ad)</td>
<td>£105 CPM</td>
</tr>
<tr>
<td>Half Page Unit (HPU, vertical double square)</td>
<td>£122 CPM</td>
</tr>
<tr>
<td>Sticky Leader/Floor Ad (Horizontal rectangle)</td>
<td>£134 CPM</td>
</tr>
</tbody>
</table>

**IPE.COM TECHNICAL SPECIFICATIONS**

<table>
<thead>
<tr>
<th>Ad Format</th>
<th>Specification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leaderboard</td>
<td>728 x 90</td>
</tr>
<tr>
<td>Floor Ad</td>
<td>728 x 90</td>
</tr>
<tr>
<td>MPU</td>
<td>300 x 250</td>
</tr>
<tr>
<td>HPU</td>
<td>300 x 600</td>
</tr>
<tr>
<td>Expandable MPU (must expand to left 600 x 250)</td>
<td>300 x 250</td>
</tr>
<tr>
<td>Expandable Leaderboard (must expand down to 728 x 180)</td>
<td>728 x 90</td>
</tr>
</tbody>
</table>

**ACCEPTED FORMATS:** JPG, GIF, FLASH, HTML5

**IPE EMAIL NEWSLETTER ADVERTISING**

<table>
<thead>
<tr>
<th>Ad Format</th>
<th>Specification</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sponsored message</td>
<td>2-3 lines of text and logo in the middle of the email</td>
<td>£1,875</td>
</tr>
<tr>
<td>Top and Bottom banner</td>
<td>on an email</td>
<td>£1,570</td>
</tr>
<tr>
<td>Sponsored Message plus Top and Bottom Banner</td>
<td></td>
<td>£2,235</td>
</tr>
</tbody>
</table>

**IPE NEWSLETTER TECHNICAL SPECIFICATIONS**

<table>
<thead>
<tr>
<th>Ad Format</th>
<th>Specification</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sponsored message</td>
<td>logo (150 x RIP)</td>
<td>55 words of text (3 lines) plus linking url</td>
</tr>
<tr>
<td>Top and bottom banner</td>
<td>728 x 90</td>
<td></td>
</tr>
</tbody>
</table>
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.

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: £4,750
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 4,000 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 BREAKFARTS**

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. Date TBC.

institutional-investment.de
Now in its 23rd 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, which this year will be held in the magnificent Hofburg Palace in Vienna, 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

**AN OUTSTANDING SALES AND MARKETING OPPORTUNITY**

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

Al Gore  
Anders Fogh Rasmussen  
Mary Robinson

TOPICAL PANEL DISCUSSIONS

Impact Investing: Measurement and Management
- Eugene O’Callaghan, Director, Ireland Strategic Investment Fund
- Peter Libow, Head of Responsible Investment, Alecta
- Olivier Naujock, Executive Director, FRR (Fonds de réserve pour les retraites)
- Faith Ward, Chief Responsible Investment Officer, B Capital Partnership

Discussion led by Sony Kapoor, Managing Director, Re-Define

NETWORKING WITH OTHER SENIOR PROFESSIONALS

AT THE CONFERENCE...

RECOGNITION OF ACHIEVEMENT & CELEBRATION OF EXCELLENCE

AT THE AWARDS DINNER...

To request a brochure with full details of the IPE Conference & Awards and discuss sponsorship opportunities please contact Daniel Brill on +44 (0) 20 7397 5280 or email dan.brill@ipe.com
# Events calendar 2023

## EVENTS CONFIRMED TO DATE:

<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
<th>FORMAT</th>
<th>LOCATION/AUDIENCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Mar</td>
<td>IPE Focus on the Gender Pensions Gap</td>
<td>Virtual</td>
<td>Global</td>
</tr>
<tr>
<td>26 Apr</td>
<td>IPE Focus on Biodiversity</td>
<td>Virtual</td>
<td>Global</td>
</tr>
<tr>
<td>15 May</td>
<td>IPE Quest Roundtable &amp; Dinner at the IPE Real Estate Conference &amp; Awards</td>
<td>In person</td>
<td>Milan</td>
</tr>
<tr>
<td>16 May</td>
<td>IPE Real Estate Global Conference &amp; Awards</td>
<td>In person</td>
<td>Milan</td>
</tr>
<tr>
<td>23 May</td>
<td>IPE Boardroom Series</td>
<td>In person</td>
<td>London</td>
</tr>
<tr>
<td>4 Jul</td>
<td>IPE Expert - The Future of Fixed Income</td>
<td>In person</td>
<td>London</td>
</tr>
<tr>
<td>7 Sep</td>
<td>IPE Boardroom Series</td>
<td>In person</td>
<td>Copenhagen</td>
</tr>
<tr>
<td>12 Sep</td>
<td>IPE Boardroom Series</td>
<td>In person</td>
<td>Amsterdam</td>
</tr>
<tr>
<td>13 Sep</td>
<td>IPE Quest Roundtable &amp; Dinner at Real Assets &amp; Infrastructure Global Investor Conference &amp; Awards</td>
<td>In person</td>
<td>Amsterdam</td>
</tr>
<tr>
<td>14 Sep</td>
<td>IPE Real Assets &amp; Infrastructure Global Investor Conference &amp; Awards</td>
<td>In person</td>
<td>Amsterdam</td>
</tr>
<tr>
<td>21 Sep</td>
<td>IPE Boardroom Series</td>
<td>In person</td>
<td>Düsseldorf</td>
</tr>
<tr>
<td>4 Oct</td>
<td>IPE Iceland</td>
<td>In person</td>
<td>Iceland</td>
</tr>
<tr>
<td>12 Oct</td>
<td>IPE Expert (Real Assets)</td>
<td>In person</td>
<td>Stockholm</td>
</tr>
<tr>
<td>24 Oct</td>
<td>IPE Expert</td>
<td>In person</td>
<td>Amsterdam</td>
</tr>
<tr>
<td>7 Nov</td>
<td>IPE Boardroom Series</td>
<td>In person</td>
<td>Paris</td>
</tr>
<tr>
<td>TBC</td>
<td>IPE Boardroom Series</td>
<td>In person</td>
<td>London</td>
</tr>
<tr>
<td>9 Nov</td>
<td>IPE Expert</td>
<td>In person</td>
<td>Munich</td>
</tr>
<tr>
<td>27 Nov</td>
<td>IPE Quest Roundtable at the IPE Conference &amp; Awards</td>
<td>In person</td>
<td>Vienna</td>
</tr>
<tr>
<td>28 Nov</td>
<td>IPE Conference &amp; Awards</td>
<td>In person</td>
<td>Vienna</td>
</tr>
</tbody>
</table>

This calendar will be updated throughout the year as new events are confirmed.
OVER 2,000 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
Editorial

IPE MAGAZINE
Brand profiling and association in the leading print publication for European pension funds

IPE REAL ASSETS MAGAZINE
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E terry.rayner@ipe.com

Institutional Team of the Year
in the 2022 and 2020 Aegon Asset Management Journalism Awards

Institutional Investment Publication of the Year
in the 2020 Willis Towers Watson Virtual Media Awards

BRINGING TOGETHER EUROPE’S PENSION FUNDS SINCE 1997

www.ipe.com
Guide with 100+ manager profiles. Distributed to 6,000+ institutional real estate investors. Packaged with 12-month membership of IPE Real Assets Reference Hub.

Showcase your expertise to leading pension funds by publishing unlimited white papers, research and other key content.

Guide with 100+ manager profiles. Distributed to 6,000+ institutional real estate investors. Packaged with 12-month membership of IPE Real Assets Reference Hub.

Services

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.

REIM REFERENCE GUIDE

Guide with 100+ manager profiles. Distributed to 6,000+ institutional real estate investors. Packaged with 12-month membership of IPE Real Assets Reference Hub.

LEAD GENERATION

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

Events

Conference & Awards

GLOBAL CONFERENCE & AWARDS 2023

High level networking and brand association at Europe’s most important gatherings of pension funds.

Regional and subject-specific events

- IPE Boardroom (multi-city)
- IPE Pensions & Technology
- IPE Diversity & Inclusion
- IPE Focus on Biodiversity
- IPE Iceland
- IPE DACH Institutional Week

Present your subject expertise to and network with European pension funds.

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Webcasts

IPE Real Assets Webcasts

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Webcasts

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