

Hamburg, 17 June 2024

## Regina Arens Appointed Director Customer Relationship Management at INTREAL

- ◆ Long-term experience in senior positions in the financial sector
- ◆ Focus on business development and fund partner relationship maintenance

Regina Arens (53) has just been appointed as Director Customer Relationship Management of IntReal International Real Estate Kapitalverwaltungsgesellschaft mbH ("INTREAL"). In the newly created position at Germany's leading third-party AIFM, she will report directly to the senior management, consisting of Camille Dufieux, Andreas Ertle and Michael Schneider. Her remit will include business development and the acquisition of new fund partners as well as the maintenance of customer relations with the current fund partners of INTREAL. She will divide her time equally between INTREAL Germany and INTREAL Luxembourg.

A certified banker, she started her career with a savings bank in 1990 before transferring as financing advisor to Degussa Bank AG in 1998, where she held several senior positions, eventually becoming B2B Manager Large Caps in 2017. While working full-time, she obtained degrees as savings specialist, banking specialist and banking economist.

Michael Schneider, Managing Director at INTREAL, commented: "We are pleased to have acquired a seasoned expert for this important new position who looks back on many years of successfully setting up and managing key account relationships."

Camille Dufieux said: "Creating this position is not least an important signal to our fund partners. We thereby demonstrate that managing our customer relationships is of key significance for our business activities. It forms the basis for successful long-term business relations."

Regina Arens added: "I'm very much looking forward to the exchange with, and exposure to, the wide-ranging network of INTREAL. I'm also planning to take new approaches and to engage companies and institutions with whom we have not worked before."

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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 524 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 306 investment funds with a combined investment volume of c. 65.7 billion euros (all figures as of the end of Q1 2024).