

PRESS RELEASE

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AEW appoints Bianca Kraus as Director of Investor Relations in Germany



AEW announces the appointment of **Bianca Kraus** as a Director of Investor Relations with responsibility for German-speaking clients. Bianca will be based in Munich and will sit within the international Investor Relations team, with responsibility for building and managing relationships with institutional investors in Germany, Austria and Switzerland. She will also support capital raising activities across Europe, promoting AEW's global suite of products, and will have direct involvement in new product development programmes.

AEW has experienced strong growth in its German platform in recent years, with €3.2 billion of assets under management and 44 institutional clients as at 31 December 2018. In November 2018, AEW expanded its German investment management business with the acquisition of Hypoport Invest GmbH, adding a German regulated management capability (AIFM) to its platform, now known as AEW Invest GmbH.

A native German speaker, Bianca has worked in the real estate industry for over 20 years, focused on institutional funds. Prior to joining AEW, she was Head of Customer and Fund Relations at BNP Paribas REIM where her responsibilities included co-ordinating capital raising efforts and managing relationships with domestic and international clients.

Rob Wilkinson, AEW's European CEO commented: "Germany is a key market for us, being both a major source of capital and an important location for our investment and asset management activity. We have invested significantly into our German operations and this is another step in that strategy, as we continue to put our clients at the forefront of our efforts and with her extensive experience in Investor Relations, Bianca will play a key role in meeting the specific needs and requirements of our institutional clients in the region."

Bianca is a qualified Certified Real Estate Analyst (CERA) with a diploma in Business Administration from the University of Regensburg.

ABOUT AEW

AEW is one of the world's largest real estate asset managers, with €65.4bn of assets under management as at 31 December 2018. AEW has over 700 employees, with its main offices located in Boston, London, Paris, Düsseldorf and Hong Kong and offers a wide range of real estate investment products including comingled funds, separate accounts and securities mandates across the full spectrum of investment strategies. AEW represents the real estate asset management platform of Natixis Investment Managers, one of the largest asset managers in the world.

As at 31 December 2018, AEW managed €31.4bn of real estate assets in Europe on behalf of a number of funds and separate accounts. AEW has over 400 employees based in 9 offices across Europe and has a long track record of successfully implementing core, value-add and opportunistic investment strategies on behalf of its clients. In the last five years, AEW has invested and divested a total volume of over €20bn of real estate across European markets.

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