

Media release

Cornelia Cojanu appointed to Head of Institutional Clients of Real I.S. AG

- Long standing experience in the areas of investor relations and asset management
- International expansion of customer base planned

Munich, Germany, 24 March 2022 – Real I.S. AG recruited Cornelia Cojanu as the new Head of Institutional Clients in January 2022, thus strengthening the team led by Tobias Kotz (Head of Client Relations & Capital Funding). She will act as team leader for the Institutional Clients section, with responsibility for expanding the institutional customer and product base.

'We are delighted to welcome Cornelia Cojanu as part of our team. She will apply her expertise to the development of our existing international business and further expansion of our activities also outside Germany, thus making an important contribution to the growth of Real I.S.', says Bernd Lönner, Deputy CEO of Real I.S. AG.

Tobias Kotz, Head of Client Relations & Capital Funding at Real I.S. AG, is equally pleased about this growth: 'We posted exceptional sales results last year. And we want to continue promoting this growth in the current year by expanding our customer base, developing new products for our customers and distributing these products internationally. That is why we are very pleased to welcome Cornelia Cojanu as an acknowledged expert in this field. Her many years of experience in working also with international institutional investors is important insofar as she knows the wishes and needs of this target group, with the result that we can be even more responsive.'

Cornelia Cojanu has been working in the real estate industry for more than 17 years. Before joining Real I.S. she was Senior Vice President of the Investor Relations division at LaSalle Investment Management. From 2008 to 2016 she held the position of Associate Director for Business Development with responsibility for institutional clients at asset management company UBS Real Estate, where she gained experience in several areas of asset management. She studied at the University of Regensburg and graduated in business administration with a focus, inter alia, on property management (International Real Estate Business School – IREBS).

About the Real I.S. Group

The Real I.S. Group has a track record of 30 years as BayernLB's fund provider specialised in real estate investment. As a member company of the Sparkassen-Finanzgruppe (German savings banks group, Land central banks and associated companies), the Group ranks among the leading asset managers in the German market. Along with Alternative Investment Funds (specialised institutional AIFs and closed-end mutual AIFs), the range of products and services comprises customised fund solutions, club deals and joint ventures.

The company has assets of around EUR 12.5 billion under management. The Real I.S. Group has two licensed investment management companies (KVG) established under the German Investment Code (KAGB) and operates subsidiaries and branches in France, Luxembourg, the Netherlands, Spain, and in Australia. More information is available on the company's websites at www.realisag.de or www.realis-australia.com.au

Your contact:

Real I.S. AG
Innere Wiener Strasse 17
81667 München
Germany

Markus Lang

phone +49 (0)89 489082 220
fax +49 (0)89 489082 295
email markus.lang@realisag.de

Birgit Lehmann-Schraut

phone +49 (0)89 489082 226
fax +49 (0)89 489082 295
email birgit.lehmann-schraut@realisag.de

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