

portfolio institutionell
AWARDS 2011



Twelve awards for excellence
in institutional investments.

The portfolio institutionell Awards are a milestone and a benchmark for excellence in institutional investments in Germany, building on and continuing the professionalisation of capital investment management. The underlying drivers of the Awards are high standards, quality and the common, unifying goals: to promote transparency, strengthen know-how and create a joint platform.

The Awards stand for the exchange of experiences and constructive debate between institutional market participants; unique networking; and innovative impetus in institutional capital investments. They are the benchmark for the professionalism of institutional investors in Germany, as demonstrated by the establishment and the standing of this extraordinary event and its resonance within the financial community. In fact, its guiding concept – to create an exclusive space for the institutional community – has proven to be convincing from the very outset.

The extraordinary setting of the awards ceremony speaks for itself: with K21, Langen Foundation and Meilenwerk, the portfolio publishing house provides a prestigious ambience that is worthy of the occasion and the standing of the prize-winners. The formal evening gala, followed by its more casual conclusion, is an exclusive private event to which only a maximum of 12 awards sponsors are admitted. Nowhere else would you find such a perfectly balanced mix of investors, academics, consultants and asset managers than at this event.

Equally unique is the portfolio institutionell Industry Forum, which runs in parallel with the Awards as an exclusive partner event, open to all Awards participants. This Industry Forum highlights and discusses topical issues in the field of institutional capital investments from the perspective of institutional investors. Guided by the core principle of “by investors for investors”, the Industry Forum offers expert input, knowledge transfer and a platform for sophisticated debate of the highest standard. The opportunity of meeting and talking with peers, experts and financial scientists is highly rated by guests.

Thanks to the high professional standard and the unique combination of exclusive industry meeting, prestigious awards ceremony, high-calibre forum and glamorous gala event, both the Awards and the Industry Forum are unmatched within the German institutional community.

portfolio institutionell Awards 2011
Dusseldorf, 14 April 2011

PORTFOLIO INSTITUTIONELL **AWARDS**

The awards for institutional investors



Best Insurance Company | focus: capital investment management

Best Retirement Benefit Scheme Under 1 Billion Euros | focus: capital investment management

Best Retirement Benefit Scheme Over 1 Billion Euros | focus: capital investment management

Best Bank | focus: overall management of the bank and its own investments

Best Foundation | focus: asset management

Best Corporate Investor | focus: treasury, liquidity management and capital investments

Best Risk Management | focus: philosophy, qualitative process and implementation

Twelve **CATEGORIES** for
excellence in institutional investments

Best Portfolio Structure | focus: diversification, core-satellite, asset allocation and implementation

Best Sustainable Investor | focus: integration and management of capital investments in accordance with social, ethical and ecological criteria

Best Real Estate Investor | focus: real estate investments – portfolio structure, management, diversification

Best Investor For Alternative Asset Classes | focus: alternative investments – integration, management, diversification

Industry Achievement International | focus: commitment, innovation, pioneering

The unique positioning of the portfolio institutionell Awards becomes immediately apparent during the nomination process: only nominated candidates can vie for an award. During the nomination phase, investors, consultants, asset managers and other professionals nominate their favourite candidates for the 12 awards. Any market participant may submit a nomination, anonymously if they so desire. Investors may nominate other investors as well as themselves. Only institutional investors based in Germany may be nominated. The exception to this rule is the Industry Achievement Award, which invites international participants, including academics as well as institutions. Asset managers cannot participate in the selection process. The nomination period runs from summer to autumn of the relevant year.

The nominated investors are then invited to submit an application. For this purpose, the portfolio publishing house forwards the application documents, along with a questionnaire for the relevant award category, to the nominees. By completing and returning these questionnaires, the nominated investors enter into an independent selection process that is quite unrivalled. A jury has been set up for each award category, with some 30 experts from academia and consultancy assisting in the decision-making process. The process is further aided by an Academic Advisory Council consisting of four to six professors. The members of the jury are independent and are committed to impartiality and adherence to compliance rules.

The juries evaluate the questionnaires for their award categories at the beginning of the following year and determine the winners. The evaluation procedure is clearly structured, with each jury developing a scoring model based on pre-defined assessment criteria. The high level of quality consciousness is also reflected in the questionnaires, which are reviewed on an annual basis. The evaluation of the questionnaires is carried out, first and foremost, on the basis of qualitative criteria. Small and medium-sized organisations stand the same chance of winning an award as large institutional investors.

In their decision-making process, the juries intend to consider proportionality, i.e. size of the candidates and, therefore, the availability of resources to them. The awards honour investors who manage their capital investments, or a sub-segment thereof, in a forward-looking manner and have implemented processes and structures that are both exemplary and compelling.

In addition to the 11 awards for institutional investors, an overarching Industry Achievement International award will be given to a person or institution that has furthered institutional capital investments in an important aspect or made significant contributions in this area. As it is not possible to define objective criteria for this award, all jury members vote in this category.

For information on the juries and the Academic Advisory Council, see portfolio-institutionell-awards.de

The **SELECTION PROCEDURE**

The goal in three steps



The core brand of the portfolio institutionell Awards stands for the values which the portfolio publishing house has established with the Awards event and the Industry Forum: independence, quality and expertise. The focus on the institutional investors is of particular importance in developing the event as their dedicated space. The aim is to create a framework that encourages innovation, new and constructive ideas and possibly even important initiatives, while at the same time providing the basis for a better understanding of the oftentimes similar challenges and issues faced by institutional investors. The portfolio publishing house is committed to continuing its policy of unreservedly supporting and fostering this goal.

The portfolio institutionell Awards are a demanding competition attracting high-calibre candidates. Not all will be awarded a prize, but everyone will win. Participants from previous years stress that the application alone is extremely useful, as the candidates' own positioning and internal processes are queried, as in a structured check-up. This encourages the participants to review their own capital investment management and internal structures and to document their findings in the questionnaire. After the event, all participants have the chance to obtain personal feedback from the jury on their application and thus their management of capital investments.

These efforts culminate in a gala event, where the winners are announced and the awards are presented, followed by a gala dinner. Each winner will be presented with an award for their outstanding achievements and will be honoured in a eulogy. Winners of a portfolio institutionell Award are quite rightly filled with pride, as this distinction will increase their profile within the institutional community while at the same time increasing their standing – and that of their teams – within their organisations. What's more, the media reporting on the Awards event provides an opportunity to profile successful aspects of the winners' capital investment management approach. Given the high requirements that must be met to win a portfolio institutionell award, these prizes are quite rightly coveted.

All the candidates who have submitted their application will be invited to the portfolio institutionell Industry Forum as well as the evening gala including the awards ceremony. For investors, the events provide incentives to familiarise themselves with innovative ideas and future-oriented capital investment management concepts. Outside the official programme, they can also gain an insight into sector trends and their impact on the individual through talks and discussions with peers, consultants and other experts.

PARTICIPATION

is always a win



Jury members in the Award Committee:

Thomas Bauerfeind,
Protinus-Beratungsgesellschaft
(Jury Head for Best Retirement Benefit
Scheme I);
Frank Boedicker, Boedicker Consulting;
Rainer Buth, Tajdo Consulting;
Nigel Cresswell, Towers Watson
(Jury Head for Best Corporate Investor);
Professor Wolfgang Drobetz, Hamburg
University (Jury Head for Best Portfolio
Structure);
Alexander Etterer, Rödl & Partner
(Jury Head for Best Foundation);
Joachim Fröhlich, Faros Consulting;
Dr Wolfram Gerdes, consultant;
Roland Gill, bfinance Deutschland;
Ori Gotfrid, bfinance Deutschland;
Marc Oliver Heine, KPMG;
Dr Axel Hesse, SD-M;
Herwig Kinzler, Mercer Investment
Consulting;
Professor Jens Kleine, Steinbeis University
(Jury Head for Best Bank);

Professor Denis Schweizer, WHU –
Otto Beisheim School of Management;
Frank Umlauf, Tajdo Consulting
(Jury Head for Best Investor For Alternative
Asset Classes);
Professor Justus Vollrath, Hochschule
für Angewandte Wissenschaft und Kunst
Holzminden (HAWK);
Professor Kristin Wellner, FH Mittweida
(Jury Head for Best Real Estate Investor);
Dr Anton Wieggers
(Jury Head for Best Insurance Company);
Axel Wilhelm, Sustainalytics
Professor Stefan Zeranski,
Ostfalia University of Applied Sciences

Dr Peter König, Deutsche Vereinigung
für Finanzanalyse und Asset Management,
DVFA (Jury Head for Best Risk Management);
Dr Torsten Köpke,
Aon Investment Consulting;
Benedikt Kutschera, Towers Watson;
Jeanette Leuch,
Complementa Investment-Controlling;
Dr Christoph Mecking,
Institut für Stiftungsberatung;
Joachim Meyer,
Complementa Investment-Controlling;
Dr Daniel Piazzolo,
IPD Investment Property Databank;
Uwe Rieken, Faros Consulting
(Jury Head for Best Retirement Benefit
Scheme II);
Professor Henry Schäfer, Stuttgart University
(Jury Head for Best Sustainable Investor);
Martin Schliemann, Frankfurt Finance Audit;

Members of the Academic Advisory Council:

Professor Thomas Heidorn,
Frankfurt School of Finance & Management
Professor Christoph Kaserer,
Munich Technical University
Professor Rüdiger Kiesel,
Duisburg-Essen University
Professor Stefan Mittnik,
Ludwig Maximilians University, Munich

Head of the Academic Advisory Council:

Professor Thomas Heidorn,
Frankfurt School of Finance & Management

Compliance rules for the jury members:

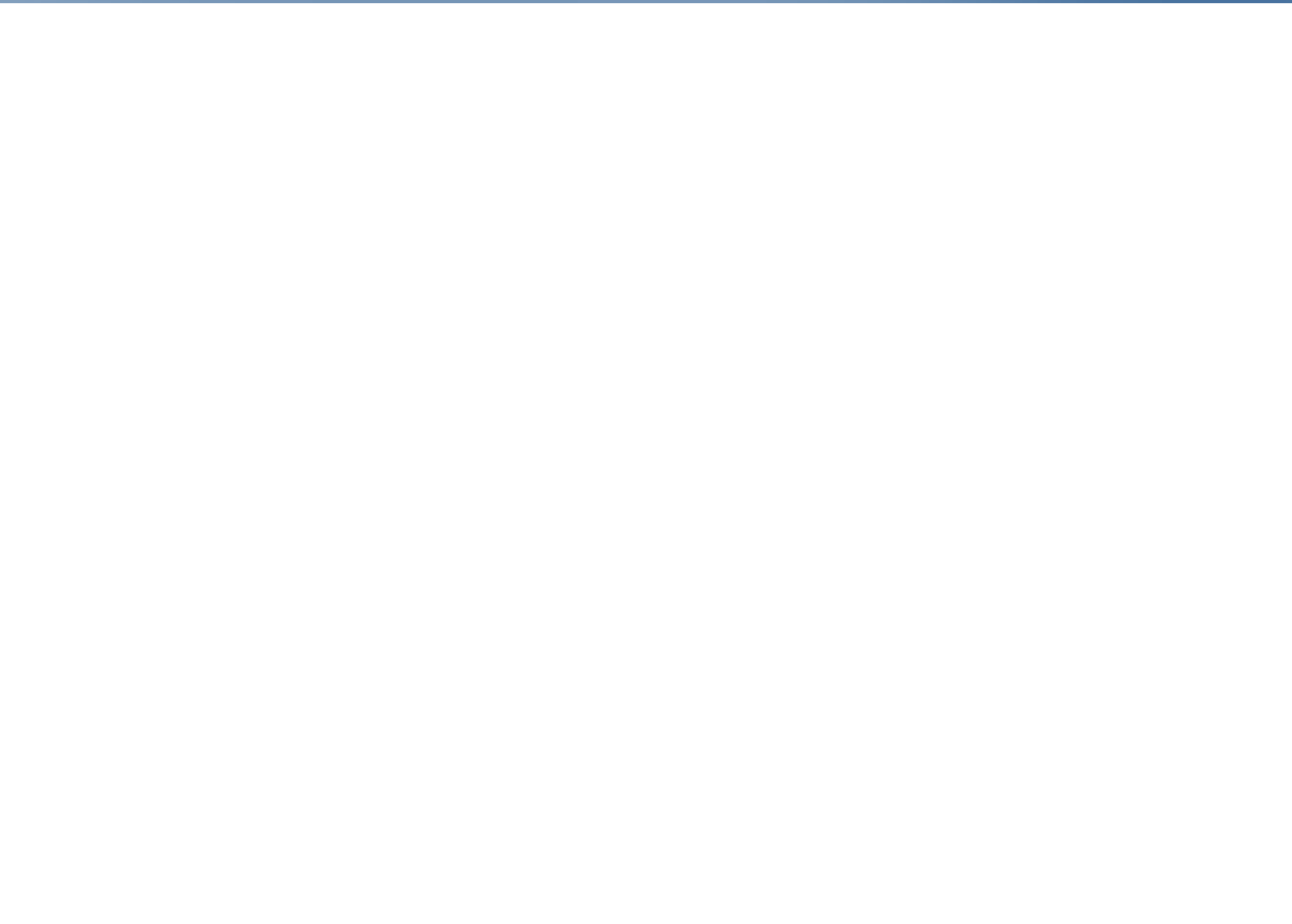
Jury members will abstain from voting if they have an ongoing significant business relationship with the candidate, and/or specific transactions with the candidate are imminent. Where this is the case, or any other conflict of interest exists, the jury member undertakes to disclose this to the jury.

Any insights gained and information obtained will be treated confidentially and not used for marketing or sales activities.

Disclaimer of portfolio publishing house:

Any and all data made available to us in connection with the selection process will be treated confidentially and will not be disclosed to third parties. We will inform the participants accordingly if they are selected to participate in the awards ceremony. Such attendance does not involve any obligation on the part of the participants.

For further details see:
portfolio-institutionell-awards.de



Twelve **AWARDS**

for outstanding performance in 2010



BEST **INSURANCE COMPANY**

Dr Klaus Brachmann
CEO, Württembergische
Gemeinde-Versicherung a. G.

This category focuses on
capital investment management.

For the jury deciding on the
Best Insurance Company Award 2010:
Dr Anton Wieggers, Jury Head
Dr Elisabeth Hehn, Dr. Hehn Associates
Professor Jens Kleine, Steinbeis University



*"This award confirms that even small
organisations can deliver quality."*

**BEST RETIREMENT BENEFIT
SCHEME** under 1 Billion Euros

Thorsten Fiedler
Deputy Chairman
Pensionskasse HT Troplast VVaG

This category focuses on
capital investment management.

For the jury deciding on the
Best Retirement Benefit Scheme
Under 1 Billion Euros Award 2010:
Thomas Bauerfeind,
Protinus-Beratungsgesellschaft, Jury Head
Marc Oliver Heine, KPMG
Markus Hammer, Pricewaterhouse Coopers



*"The recognition of our performance
and successes by an expert jury fills us
with great pride. Going forward, we will
continue to operate in the market as a
small, but effective and reliable corporate
pension fund."*

**BEST RETIREMENT BENEFIT
SCHEME** Over 1 Billion Euros

Georg Geenen
Executive Board member,
Versorgungsanstalt des
Bundes und der Länder

This category focuses on
capital investment management.

For the jury deciding on the
Best Retirement Benefit Scheme
Over 1 Billion Euro Award 2010:
Uwe Rieken, Faros Consulting, Jury Head
Dr Torsten Köpke, Towers Watson
Dr Thomas Jasper, Towers Watson



*"This great honour confirms our sound
and successful capital investment
strategy. We are very pleased to receive
this award."*

BEST **BANK**

Dr Bernd Hochberger
Head of Treasury
Stadtsparkasse München

This category focuses on the overall management of the bank and its own investments.

For the jury deciding on the Best Bank Award 2010:
Dr Max Weber, Ernst & Young, Jury Head
Joachim Fröhlich, Faros Consulting
Christian Fischer, Fondspark
Professor Jens Kleine, Steinbeis University



“Stadtsparkasse München, the municipal savings bank of Munich, did not blindly succumb to the temptation of high yields at unquantifiable risks that ultimately led to the financial markets crisis. We are proud indeed that independent experts have confirmed the effectiveness of our risk management.”

BEST **FOUNDATION**

Dieter Lehmann
Member of the Executive Management
of the Volkswagen Foundation
(Volkswagenstiftung)

For the jury deciding on
the Best Foundation Award 2010:

Alexander Etterer, Rödl & Partner,
Jury Head
Frank Boedicker
Boedicker Consulting | Stiftungsmanagement
Dr Christoph Mecking
Institut für Stiftungsberatung



"This award is a confirmation of our long-term investment strategy. Discipline and adhering to one's strategy even during turbulent times are one key to success."

BEST **CORPORATE INVESTOR**

Richard Matschke
Head Asset & Pension Management
BMW Group

This category focuses on treasury, liquidity management and capital investments.

For the jury deciding on the Best Corporate Investor Award 2010: Nigel Cresswell, Towers Watson, Jury Head Jeanette Leuch, Complementa Investment-Controlling Herwig Kinzler, Mercer Investment Consulting Markus Hammer, Pricewaterhouse Coopers



"This award is a great honour as well as an inspiration to continue implementing innovative concepts throughout our asset management."

BEST RISK MANAGEMENT
BEST PORTFOLIO STRUCTURE
BEST INVESTOR FOR
ALTERNATIVE ASSET CLASSES

Bernhard Goliasch

Divisional Head for asset management,
asset planning and asset controlling
Signal Iduna Group

These categories focus respectively on: philosophy, qualitative process and implementation; diversification, core-satellite, asset allocation and implementation; and alternative investments – integration, management, diversification

For the jury deciding on Best Risk Management, Best Portfolio Structure, Best Investor For Alternative Asset Classes 2010:
Dr Peter König, Deutsche Vereinigung für Finanzanalyse und Asset Management (DVFA), Jury Head
Herwig Kinzler, Mercer Investment Consulting
Thomas Bauerfeind, Protinus-Beratungsgesellschaft
Bernd Haferstock, Habbel, Pohl & Partner,
Jury Head
Professor Wolfgang Drobetz, Hamburg University
Joachim Meyer, Complementa Investment-Controlling,
Jury Head
Roland Gill, bfinance
Frank Umlauf, Tajdo Consulting
Professor Denis Schweizer,
WHU – Otto Beisheim School of Management



"We see the awards as a recognition of team effort and a further incentive for the future."

BEST **SUSTAINABLE INVESTOR**

Klaus Bernshausen
Deputy Chairman of
Evangelische Ruhegehaltskasse,
Darmstadt

This category focuses on the integration and management of capital investments in accordance with social, ethical and ecological criteria.

For the jury deciding on the
Best Sustainable Investor Award 2010:
Professor Henry Schäfer, Stuttgart University,
Jury Head
Axel Wilhelm, Sustainalytics
Dr Axel Hesse, SD-M



"We feel encouraged to continue promoting the further development of sustainability within the financial industry."

BEST REAL ESTATE INVESTOR

Christoph Mölleken
Managing Director
Axa Investment Managers Deutschland

This category focuses on
real estate investments – portfolio structure,
management and diversification strategies.

For the jury deciding on
the Best Real Estate Investor Award 2010:
Dr Eberhard Walz, Walz Consult,
Jury Head
Professor Matthias Thomas,
IPD Investment Property Databank
Professor Kristin Wellner,
Mittweida University of Applied Sciences



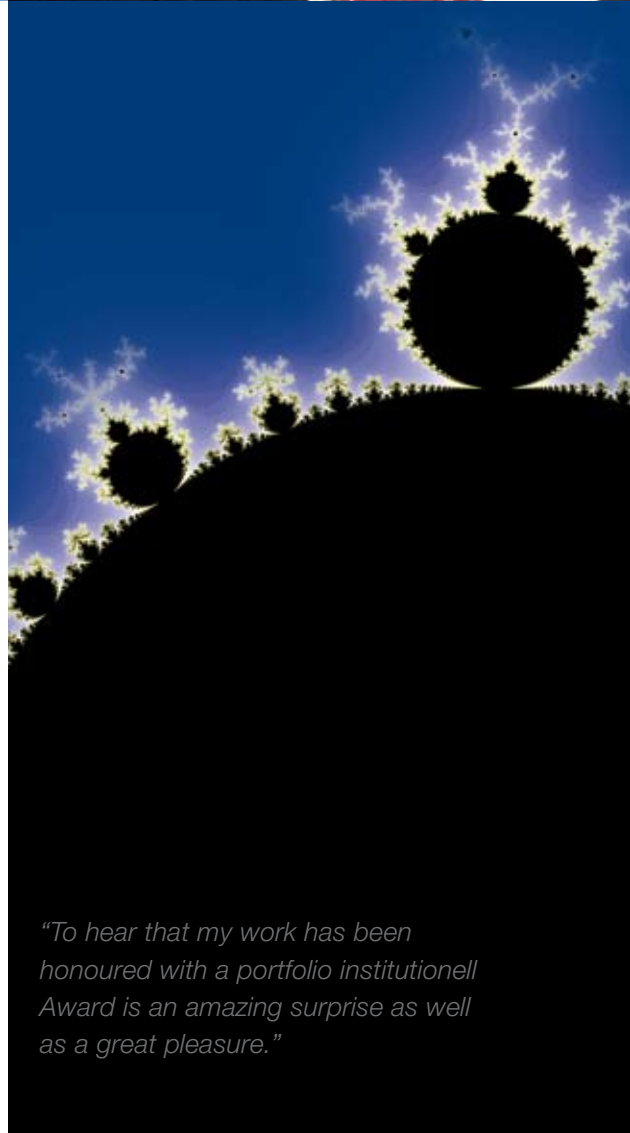
"We see this Award as a fantastic recognition and motivation of the team to consistently pursue our portfolio strategy."

AWARD FOR **INDUSTRY**
ACHIEVEMENT INTERNATIONAL

Prof. Benoît Mandelbrot, Sterling
Professor Emeritus of the Mathematical
Sciences Department at Yale University

The award in this category is bestowed on German and international personalities who stand out through their innovation, commitment and pioneering achievements in the financial world.

All members of the jury and the Academic Advisory Council of the portfolio institutionell Awards 2010 participated in the voting procedure and were thus all part of this decision.



*"To hear that my work has been
honored with a portfolio institutionell
Award is an amazing surprise as well
as a great pleasure."*

The most momentous award for institutional investors in Germany is backed by high-calibre support.

The portfolio Awards are the only credentials of their kind in Germany. Bestowed for the first time in 2007, these awards are now a benchmark for excellence in the field of institutional capital investments.

Each of the 12 individual categories has had a corporate sponsor from the onset, with companies such as Pioneer Investments, DB Advisors, Aberdeen Asset Management, Allianz Global Investors, Union Investment and Lyxor ETF supporting the portfolio publishing house – from the very first year – in promoting the goal of the portfolio institutionell Awards, namely the furtherance of transparency in German capital investments.

Additional sponsors, who became aware of the Awards beyond German borders, have joined the ranks over recent years and are now promoting and supporting the work of the portfolio publishing house for the portfolio institutionell Awards. They are: BNY Mellon Asset Servicing, Wellington Management, HSBC Trinkaus, Commerz Real, Universal-Investment and MFS International (UK).

The publishing house would like to thank all the sponsors who supported its efforts from the very beginning as well as all other sponsors who have supported, furthered and enriched the Awards throughout the years.

With the **ASSISTANCE**
and support of



Best Insurance Company

Pioneer Investments Kapitalanlagegesellschaft mbH



“As an asset manager operating on an international level, insurance companies are an important client group for Pioneer Investments. The continued development of the insurance industry and its offering of innovative products to its clients is therefore of great interest to us. This requires continuous competition and assessment by independent experts. The portfolio institutionell Awards 2011 provide an important contribution towards this goal as well as creating visibility. The insurers who face the expert jury demonstrate that they are particularly strong performers who do not shy away from comparison with their peers. We would like to acknowledge this fact through our support for the portfolio institutionell Awards 2011. For this reason, we are more than happy once again to act as a sponsor of the competition this year.”

Reiner Beutler, Managing Director, Pioneer Investments
Kapitalanlagegesellschaft mbH

Best Retirement Benefit Scheme Over 1 Billion Euro

DB Advisors, Deutsche Asset Management Investmentgesellschaft mbH

Deutsche Bank Group
DB Advisors



“With the portfolio institutionell Awards, an initiative has been launched in Germany to create a forum for increased transparency, proactive exchange within the community and something akin to an industry benchmark for institutional investors, providers and consultants. The increasingly positive feedback and the great interest shown by our investors confirm this development. As one of the leading asset managers in Germany, DB Advisors has been supporting these Awards from their outset.

We at DB Advisors are extremely interested in supporting the Awards, and the Best Retirement Benefit Scheme Over 1 Billion Euro category in particular, as the administration of large pension funds has increased significantly over recent years, requiring managers – to an increasing degree – to make fundamental strategic decisions. Regulatory requirements, the turmoil in the capital markets, questions as to cost efficiency as well as risk management pose ever greater challenges for investors. It is therefore important to highlight successful managers.”

Michael Fuß, member of the senior management, Head of Institutional Distribution, DB Advisors, Deutsche Asset Management Investmentgesellschaft mbH

Best Retirement Benefit Scheme Under 1 Billion Euros BNY Mellon Asset Servicing GmbH

“Even though they have only been around for half a decade, the portfolio institutionell Awards event has, within this short time, made a name for itself. After only four years (the fifth award ceremony taking place in 2011) it has become one of the first and foremost events for the German investment community. It was therefore only logical for us to support this event as a sponsor.



As the impressive development proves, there is a distinct need for such an award in Germany. What's more, the fact that a high-calibre jury made up of academics and consultants elects the winners makes this honour all the more valuable. A further highlight is the Industry Forum where discussions on a level playing field, interesting speakers and contributions from top-tier decision makers create an exciting setting for the programme.”

Jürgen P. Frank, spokesman for the management,
BNY Mellon Asset Servicing GmbH

Best Bank Wellington Management International Ltd

“At Wellington Management, a high public profile is not our style. However, in the portfolio institutionell Awards and the Industry Forum we have found a platform that enables us to benefit from almost an entire day choc-a-bloc full of top-quality talks and presentations while taking part in discussions, without having to push ourselves to the fore. The informal exchange of views enables institutional investors, consultants and asset managers to gain a clear insight into market trends and their impact on each individual.



Over the past two years in particular, we have seen just how important an integrated strategic approach to bank management is. The appropriate alignment of the central banking business (including all the associated liquidity requirements) with the bank's investment portfolio is not only important for the stability of the individual bank but also for its customers and, in fact, the entire sector. The long-term nature and the sustainability of this topic are also reflected in our corporate philosophy. For this reason, we are delighted to support this category for a second time.”

Axel Maier, Director, Head of Europe – Global Relationship Group,
Wellington Management International Ltd

Best Foundation

Aberdeen Asset Management Deutschland AG



“The portfolio institutionell Awards event is one of the highlights for institutional investors in Germany, offering investors and their service providers an unrivalled mix of sophisticated knowledge transfer, discussion forum and inspiring expert discussions with industry peers in a relaxed atmosphere. The impressive feedback for the event clearly shows that portfolio institutionell has found – and successfully established – the right formula. At Aberdeen Deutschland, we support this concept out of conviction and, together with our guests, look forward to the Awards event.

We sponsor the award for the best foundation because foundations, more than any other institution, illustrate in an easily comprehensible and vivid manner the connection between a smartly designed investment and its long-term benefits for the individual.”

Dr Hartmut Leser, CEO, Aberdeen Asset Management Deutschland AG

Best Corporate Investor

Allianz Global Investors



“By its very nature, the portfolio institutionell Awards ceremony functions as a summit meeting for asset managers, consultants and, above all, many institutional investors in an informal atmosphere. The event is therefore one of those rare industry meetings that focuses on the exchange of ideas at a high professional level, rather than on products and services. Therefore this event also stands for the further development of the asset management culture in Germany, which Allianz Global Investors, as the sponsor of the Best Corporate Investor Award, is more than happy to support. This motivated us to act as the sponsor of the ‘Oscar’ for the best corporate investor from the first portfolio institutionell event onwards. This ‘Oscar’ goes to companies who offer ground-breaking investment concepts and can therefore be considered as the best-practice leaders within this investor group.

The corporate sector is not only the most important but also one of the most discerning client groups of Allianz Global Investors. Against this background, our daily work clearly shows how rapidly the requirements on us as asset managers are changing. On this basis, we develop our product and solution offer in this dynamic segment jointly with our corporate clients.”

Dr Michael Korn, Managing Director, Allianz Global Investors

Best Risk Management Union Investment Institutional GmbH

“The handling of risk is the key skill in the management of capital investments. Institutional investors are facing new challenges, from the avoidance of risk to proactive opportunity management. Over the long term, strict risk avoidance is less than optimal for investors, as this could mean that the required target yields may not be achieved, particularly in a low-interest environment. Accordingly, risk management is the weighing up of risks and opportunities, but always within the limits of a given risk budget.



Union Investment has been involved in risk management for many years and is considered the risk manager within the field of institutional asset management. As the sponsor of portfolio institutionell's Risk Management Award, we wish to support investors who have shown outstanding commitment in the areas of investment philosophy, qualitative process and implementation of risk management.”

Thomas Fleck, Managing Director, Union Investment Institutional GmbH

Best Portfolio Structure Lyxor Exchange Traded Funds

“We have supported the portfolio institutionell Awards from the very beginning and will once again be on board at the fifth awards ceremony. This award is a very important recognition for institutional investors. Given that Lyxor Exchange Traded Funds are building blocks that – depending on one's expertise – either form the basis of a portfolio or complement it effectively, the category of Best Portfolio Structure was a natural choice for us. After all, in these rather turbulent times, the portfolio structure is of paramount importance for long-term success. It is, by the way, equally important for short-term success, which is often overlooked. We consider it an honour that many other companies are now following our example of providing support. The Lyxor team is looking forward to 2011.”



Thomas Meyer zu Drewes, Managing Director,
Country Head Germany & Austria, Lyxor Exchange Traded Funds



Best Sustainable Investor **HSBC Trinkaus**

“We are very pleased once again to sponsor the Best Sustainable Investor category at the portfolio institutionell Awards 2011. Sustainable corporate governance will increase in importance over the coming years. As has already become more apparent in other industries, sustainable corporate governance will also develop into an important requirement for long-term economic success in the area of institutional investments. Institutional investors are in a special position in that they can pursue a two-pronged approach: contributing directly to sustainability while also assuming a control function through their commitment. For this reason it is very important that successful responsible actions be honoured by an award, thereby promoting sustainable corporate governance. As our bank is part of HSBC Group’s compelling commitment to sustainability, which is considered to be the leading approach across the industries, this sponsorship also enables us to express our own conviction.”

Dr Manfred von Oettingen, Head of Institutional Clients, HSBC Trinkaus



Best Real Estate Investor **Commerz Real AG**

“After the positive experience of the past two years, we are delighted once again to sponsor the portfolio institutionell Awards in 2011. In its specific target group orientation, this event has established itself as a first-class platform for professional and personal networking, both in our own market environment as well as across sectors. The original intention of the event, namely the honouring of outstanding investment successes, will once more prove to be a great inspiration in 2011. It is always a great honour to award companies or institutions that have demonstrated competence, prudence and a thorough understanding of markets and properties in their real estate investments. As we know from our own experience, this involves great challenges, time and again. We are therefore all the more excited that the portfolio institutionell Awards turn the spotlight on these bold decision-makers and that we can support this process by making a contribution.”

Erich Seeger, member of the Management Board, Commerz Real AG

Best Investor For Alternative Asset Classes Universal-Investment-Gesellschaft mbH

“Gone are the times when the securities accounts of institutional investors contained only equities, bonds and cash. Alternative investments play an increasing role within the investment universe and, more importantly, are increasingly requested and used by investors. The sheer diversity of the opportunities available makes this a veritable challenge. For this very reason we feel privileged to honour as the Best Investor For Alternative Asset Classes, the candidate who uses the entire spectrum of private equity, commodities, real assets, infrastructure and other alternative investments with the greatest success.

Markus Neubauer,
Managing Director, Universal-Investment-Gesellschaft mbH



Award for Industry Achievement International MFS International (U.K.) Ltd

“We are delighted to be able to support these Awards for the first time this year as part of the expansion of our institutional business in Germany. The Industry Forum and the award ceremony have proven highly successful through the open exchange of ideas between investors, financial experts and academics. In this regard, the fact that the institutional performance is evaluated by independent experts from the financial industry merits particular mention. We have opted to sponsor the Industry Achievement International Award because this award is very much in line with our own corporate philosophy. We distinguish ourselves through our in-depth understanding of our investments, which is based on our close global co-operation with a wide range of investment professionals (equity, fixed-income and quantitative analysts). One of our guiding principles is to aim for greatest possible transparency. We are therefore extremely pleased to honour the recipient of this award. After all, pioneering efforts that lead the way for the future development of the financial industry, while at the same time contributing to the benefit of all investors, merit reward.”

Lars Detlefs, Managing Director, Head of German Branch
MFS International (U.K.) Ltd



portfolio institutionell Awards 2011
Dusseldorf, 14 April 2011

Venues:

portfolio institutionell Awards 2011
K21 Kunstsammlung NRW
Ständehausstraße 1
40217 Dusseldorf, Germany
Ph.: +49 (0)211 8381-600
kunstsammlung.de

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Hotel Intercontinental, Dusseldorf
Königsallee 59
40215 Dusseldorf, Germany
Ph.: +49 (0)211 8285-0
intercontinental.de

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Further information can be found at
portfolio-institutionell-awards.de
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