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## *Press Release*

### **Warburg-HIH Invest Real Estate expands institutional business**

- Thorsten Aberle, Christian Claßen and Mike Elsner strengthen Capital Management
- New employees take charge of managing savings banks, regional banks, insurers and pension funds

**Hamburg, 9 January 2019** – Warburg-HIH Invest Real Estate (Warburg-HIH Invest) continues to expand its institutional business as part of its growth course. Thorsten Aberle, Christian Claßen and Mike Elsner have joined the Capital Management team to manage savings banks, regional banks, insurer and pension fund clients.

“We have taken on new personnel to continue our successful growth course on a sustained basis and provide our clients with the same high level of service they are used to,” said Carsten Demmler, Head of Capital Management at Warburg-HIH Invest. “With the wealth of expertise offered by Thorsten Aberle, Christian Claßen and Mike Elsner, we have gained three established experts when it comes to managing institutional investors. Their vast network of contacts will also enable us to develop new business even further.”

Thorsten Aberle (45) has been in charge of savings banks and regional banks in the South region at Warburg-HIH Invest since 1 September 2019. The qualified business administrator previously worked as a head of department for Norddeutsche Landesbank and HSH Nordbank, where he was responsible for relationship management, investor management and customer acquisition, among other duties. Aberle began his career at Sparkasse Schwarzwald-Baar.

Christian Claßen (48) has been responsible for insurers, pension funds and welfare institutions for Warburg-HIH Invest since 1 November 2019. He holds a degree in business management and has previously worked as a director of institutional sales at Hamburg Trust and the head of real estate at the Frankfurt office of



Willis Towers Watson, a NASDAQ-listed consulting firm. Claßen was responsible for acquiring insurers, pension funds, welfare institutions and real estate investment companies at both of his previous employers.

Mike Elsner (50) has been in charge of savings banks and regional banks in the North region at Warburg-HIH Invest since 1 January 2020. Previously, the qualified business administrator spent seven years as a sales director for the north region at Deka Immobilien GmbH and was a contact partner for around 60 savings banks.

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**Carsten Demmler, Head of Capital Management  
Warburg-HIH Invest**

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## About Warburg-HIH Invest

Warburg-HIH Invest is one of the leading investment managers for real estate in Germany and Europe. We adopt a future-oriented approach to finding, developing and managing properties in the interests of our clients.

Decades of experience, proximity to the real estate markets and a tight-knit network allow us to identify real estate opportunities and quickly implement them in the right phase of the market.

Around 150 institutional clients have entrusted their investments to Warburg-HIH Invest. Our specialists for structuring, product development, real estate management and market development all work to develop the right investment solutions for them.

Warburg-HIH Invest is represented at ten locations throughout Europe. As part of the HIH Group, our in-house capacities cover the entire real estate investment value chain.

Early identification of changes in the market, implementation of regulatory requirements and future-oriented digital management are part of our corporate philosophy.

We currently manage assets with a volume of more than EUR 10.2 billion across 61 funds.

More information can be found on the the company's website at: [www.warburg-hih.com/en](http://www.warburg-hih.com/en)