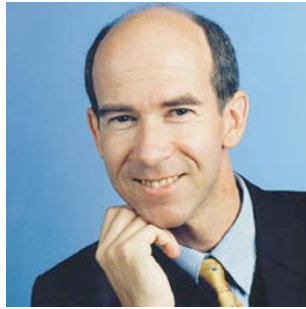


CURRICULUM VITAE



“My passion is developing business success for innovative organizations in real estate.”

Names and titles

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Areas of Expertise

institutional investment, market analysis, management training,
academic research, international conferences

Summary

Juerg is a Visiting Professor at Danube University Krems (Austria) and a member of the Academic Advisory Boards for Real Estate and for International Real Estate Valuation at the Department of Building and Environment. He is the founder and since 1997 the Managing Director of the EURO Institute of Real Estate Management in Cologne (Germany) and Zug (Switzerland). The EURO Institute is an associate partner of Danube University Krems (Austria), providing investment advisory, management training and market research in the European countries.

The EURO Institute is an organizational stakeholder of the Global Reporting Initiative GRI (Amsterdam), a signatory to the UN Principles for Responsible Investment PRI (London), an associate member of the Sustainable Building Alliance SBA (Paris), and a member of the Investment Property Forum IPF (London), the European Public Real Estate Association EPRA (Brussels), the European Association for Investors in Non-Listed Real Estate Vehicles INREV (Amsterdam), the International Council of Shopping Centers ICSC (New York), the U.S. Green Building Council USGBC (Washington) and the German Sustainable Building Council DGNB (Stuttgart).

Juerg is recognised as an experienced investment analyst and a leading strategic advisor to institutional real estate investors across Europe. He is providing real estate managers with independent advice on how to implement and rebalance their sustainable investment strategies. His strategic and tactical coaching for high-level decision-makers is supporting company-specific issues of investment analysis, risk assessment and portfolio management. Juerg is a Fellow of the Royal Institution of Chartered Surveyors RICS. The clients of his cutting-edge sustainability services include global industry leaders such as Sonae Sierra and CBRE Global Investors, and influential non-governmental organizations such as the Global Reporting Initiative GRI and the Sustainable Building Alliance SBA.

Summary
(continued)

Juerg has launched and is heading the international research programme Sustainable Investment in Real Estate s-i-r-e, an independent research partnership of the EURO Institute in alliance with Danube University Krems and about 40 institutional investment and management companies throughout Europe. In 2011, Juerg established the globally first sustainability report according to GRI's Construction and Real Estate Sector Supplement CRESS. This report is considered the most comprehensive data collection of sustainability in real estate, as it includes annual key figures on the triple-bottom line of economic, environmental and social performance, measured over a 5 year period on more than 1000 office and retail properties from the s-i-r-e research portfolio in 23 countries of Europe.

Juerg's recent research is exploring the pricing of externalities for responsible investment and management decisions. Based on single linear and multiple logistic regression modeling, Juerg has developed and tested a statistically robust approach to identify the measurable impact of sustainability indicators on financial performance, the so-called 'Green Alpha'. This project, titled 'Winning in the Long Run', is the first empirical study into the green drivers of financial performance on commercial real estate across Europe. Phase 1 of the project was performed 2010-12, directed by Danube University Krems, co-directed by Kingston University London, and had been awarded grants from the Royal Institution of Chartered Surveyors RICS Education Trust and the Austrian Chamber of Commerce, Federation of Real Estate Professionals. Phase 2 of the project is planned to track the 'Green Alphas' and their momentum for regional and sectoral market segments in Europe along the local economic cycles for the period of 2012-2014.

Juerg is the Quality Control Consultant of the Global Reporting Initiative GRI for the German speaking countries. The British Research Establishment BRE Global has examined Juerg as a BREEAM International Competent Person in the assessment of sustainable built environment and appointed him as a member of the BRE Global Standing Panel of Experts. Juerg is a member of the RICS Switzerland Sustainability Working Group and a corresponding member of the RICS Sustainability Task Force Europe.

Juerg has launched the Swiss Real Estate Index SRX, a performance outlook for real estate markets and portfolios, based on scenarios of fundamental value drivers in property markets, capital markets and local economy. For the strategic coaching of real estate investors and managers, Juerg has designed 'Real Investor', an innovative tool-box for grand behaviour based on real options and strategic games. The 'Green Arbitrage Pricing Game' is a 'Real Investor' application, which helps responsible investors and managers to understand the dynamics of the green dilemma and to find workable investment strategies for viable solutions.

Juerg is lecturing on real estate investment and sustainability topics at several universities in Europe, including RICS accredited master programmes at Danube University Krems, (Austria) and Henley Business School, University of Reading (UK). Juerg has widely published on key issues in building planning, real estate investment and sustainability management, including reviewed journals such as 'Wissenschaftliche Schriftenreihe Immobilienwirtschaft', 'Zeitschrift für Immobilienwirtschaftliche Forschung und Praxis' and 'Réflexions Immobilière' as well as professional journals such as 'Property Investor Europe', 'IP Real Estate', 'Immobilien Magazin', 'Immobilienwirtschaft', 'Immobilien Business', 'Across New Europe's Shopping Centers' and 'Europe Real Estate Yearbook'. He is a frequent speaker and panelist at major real estate industry events in Europe.