

FACHPANEL

Democratisation of alternative investments

Mittwoch, 02. April 2025, 15:00 - 15:45 UHR

English

Moderation: Manuela M. Fröhlich

Referent(en): Nalaka De Silva Henry Wolter Ulrich Heuberger Philippe Bens

How can alternative investments, once reserved for institutional investors, now be accessed by a broader range of investors? This panel will explore the growing trend of democratising alternative investments and the role that technology, new financial products, and regulatory changes play in making asset classes like private equity, infrastructure, and real estate more accessible. Speakers will discuss the increasing availability of private markets to both qualified private clients and smaller institutions, as well as how sustainable investment strategies are being integrated into these traditionally exclusive spaces. They will also examine the opportunities and challenges investors face in navigating this rapidly evolving landscape.

Manuela M. Fröhlich

Co-Founders & Partner, Fondsfrauen GmbH

Manuela M. Fröhlich ist eine erfahrene Führungspersönlichkeit in der Finanzbranche und Mitbegründerin des führenden Frauennetzwerks in der DACH-Region und Luxemburg. Mit mehr als 35 Jahren Erfahrung im internationalen Bankgeschäft und Asset Management gilt sie als Vorreiterin in der Umsetzung von herausragendem Kundenservice und globalen Vertriebsstrategien für liquide und alternative Anlagen.

Ihre Führungsqualitäten und ihre Erfahrung machen sie zu einer gefragten Moderatorin und Diskussionsteilnehmerin, die Branchenforen und Konferenzen Substanz und Dynamik verleiht.

Nalaka De Silva

Head of Private Market Solutions, Aberdeen

Nalaka is Head of Private Markets Solutions at Aberdeen and is responsible for developing and implementing diversified investment strategies across the Private Markets - spanning Private Equity, Infrastructure, Private Credit, Real Estate and Natural Resources on a global basis. Nalaka joined Aberdeen in 2012. Prior to this, Nalaka held senior roles at Australian and European Investment management firms. He has lead M&A activity, off-market acquisitions and divestments of assets, offshore and onshore capital rising in both debt and equity markets. Nalaka is a Qualified Chartered Accountant and holds a postgraduate degree in Commercial Law and Accounting from the University of Wellington.

Henry Wolter

Manager Client Advisory, AQ Investment AG (Member of Aquila Capital Germany)

- ☐ Over 15 years of experience in the financial industry
 - ☐ With Aquila Capital since 2019
- ☐ Responsible for the wholesale business in Switzerland, in particular support for banks and independent wealth managers
- ☐ Within Aquila, significantly responsible for making private markets investments in sustainable infrastructure available to qualified private clients. Active involvement in the first ELTIF 2.0 on the market.
- ☐ Before joining Aquila Capital, he worked in client advisory at Oldenburgische Landesbank AG in northern Germany
 - ☐ Master of Science (M.Sc.) in Business Administration at the Universities of Bremen (DE) and Trento (IT)

Ulrich Heuberger

Alternative Investments, HSBC

Ulrich Heuberger is responsible for Business Development Alternative Investment in the DACH region at HSBC Asset Management in Frankfurt. His main duties include the positioning of the alternative investment capabilities of HSBC like Private Equity, Hedgefunds, Infrastructure, Private Credit and Natural Capital for Institutional and Wholesale clients. Prior to joining HSBC in June 2023, he worked for Schroders and BNY Mellon in similar roles. Ulrich started his professional career in 2005 and holds a master degree in Business administration from the Vienna University of Economics and Business.

Philippe Bens

Head of Regional Coverage Switzerland, CACEIS