EXPO REAL 2026 Participant Statements

- in alphabetical order -

Dr. Lutz Aengevelt, Managing Partner, Aengevelt Immobilien
“In the run-up to the event, a wide range of investors had provided us with additional sales mandates specifically for EXPO REAL. We attended the event with more than 100 selected investment properties across all asset classes and from across Germany, representing a transaction volume of around 1.5 billion euros. Market developments and year-end business are of significantly greater importance than in each of the previous three years. EXPO REAL marked the start of this and was a crucial cornerstone.”

Dr. Ulrich von Creytz, CIO Real Estate, DWS
“For me, the days at EXPO REAL are the best days of the year—at least professionally speaking. That was also the case this year. As always, the focus was on exchanging views on the markets, meeting with longtime peers, and discussing new investment opportunities. Nowhere else can you get such immediate feedback and have the opportunity to connect with so many business partners, investors, customers, and peers within just a few days. Nothing can replace this direct dialogue.
For DWS, EXPO REAL is one of the most important annual events in the calendar. This is where we meet our investors, partners, and market participants. In times when markets are undergoing a realignment and investment decisions are being scrutinized more closely, face-to-face conversations are becoming vastly more important. The trade fair helps bring together many different perspectives in a short period of time and provides an up-to-date overview of how various market players assess opportunities and risks.”

Jan Elger, External Affairs Manager at the Czech State Investment and Development Company (SIRS):
“For us, EXPO REAL is an important platform for attracting international investors to strategic industrial sites in the Czech Republic and highlighting improvements in the Czech investment environment. It gives us the opportunity to meet the right companies and decision-makers and showcase the investment opportunities our country offers. Bringing our partners together under a single Czech national stand for the first time in the event’s history has been a success for us, as demonstrated by the quality of the contacts and the many constructive discussions.”

Prof. Alexander von Erdély, Spokesman of the Executive Board of the Federal Agency for Real Estate (BImA)
“EXPO REAL 2026 has made one thing clear to me: The sought-after new departure in the real estate and construction industry presents us with challenges of considerable magnitude that we, as the public and the private sector, can only solve together. For the BImA, this is not an abstract issue. We are building more efficiently, faster, and with greater impact. Serial and modular construction is the answer to the new speed and scalability that we need. In Munich, I was particularly impressed by the industry’s willingness to embrace new standards.

For me, EXPO REAL is the place where ideas turn into conversations, and conversations turn into real solutions."

Bernhard Grieb, Managing Director, Wirtschaftsförderung Frankfurt GmbH
"EXPO REAL has once again demonstrated this year how valuable a strong network is for a location. The real added value comes from personal interaction: We meet with existing partners, get to know new stakeholders, and gain direct insights into topics such as commercial real estate development and the circular economy, as well as the opportunities and challenges currently shaping the real estate industry. These discussions and new contacts provide important impetus, strengthen existing partnerships, and establish new connections. What we take away from Munich therefore extends far beyond the days of the trade fair—and strengthens our network and, by extension, Frankfurt as a real estate and business hub."

Alexander Heinzmann, CEO, BPD Immobilienentwicklung GmbH
"EXPO REAL demonstrated as early as Monday morning just how important it is to the real estate industry: By 10:00, the aisles were packed, and in-depth discussions were taking place right from the start. EXPO REAL has established itself as a professional trade fair. Especially given the current challenging market situation, there is a palpable willingness to work together to find viable solutions. This personal exchange is necessary for us to move forward. It also involves learning about the perspectives of competitors and other market participants.
The stronger connection between real estate and infrastructure was also well received. From our perspective, it's necessary to consistently consider both aspects together. Particularly in the case of larger urban and neighborhood developments, housing, mobility, energy supply, green and open spaces, and social infrastructure must be planned together from the outset. Neighborhoods that function over the long term and meet the actual needs of the local community can only be created when these elements are coordinated."

Michael Henn, Global Head of Infrastructure Investments, Commerz Real Investmentgesellschaft mbH
"With InfrastructureNow, EXPO REAL has provided the perfect platform for this transformation. Infrastructure is evolving from a standalone asset class into an integral part of modern real estate asset strategies. Today, the value of an asset no longer lies solely in the building itself, but increasingly in the infrastructure behind it—from energy supply and networks to data and digital infrastructure. The lines between real estate and infrastructure are becoming increasingly blurred. It is precisely this development that makes EXPO REAL more relevant today than ever before."

Verena Hubertz, Federal Minister for Housing, Urban Development and Building of the Federal Republic of Germany
"EXPO REAL is a marketplace where all the various trades come together. And we need that more urgently than ever, because there are no easy solutions. We need to scale up, we need to tap into new potential, and we need to also bring new technologies to the construction site. And that's why, for me, EXPO REAL is a place where people come together who want to make a difference, and perhaps also go home with different answers than the ones they came with."

Staffan Ingvarsson, CEO, Stockholm Business Region
“EXPO REAL is where Stockholm meets Europe's and the international real estate and investment community. As the European Commission's most innovative region, we came here to showcase how Stockholm combines a world-class business climate with sustainable urban development, and the response has been overwhelming. The conversations at our stand, from Swedish Hour to Meet the Nordics, confirmed that the interest in sustainable urban development runs deep in Europe, and that Stockholm sits right at the center of it.”

Oguz Kusdil, Managing Director and Founder, commonreal
“Our first time participating in EXPO REAL as an exhibitor was a special experience for commonreal and an important step in our corporate strategy. Especially in the current challenging economic environment, the trade fair is a key component for showcasing our position in the area of social infrastructure, strengthening existing partnerships, and establishing new contacts with investors, banks, operators, and project partners.
The response and the quality of the discussions met our expectations and even exceeded them in many areas. We were particularly pleased by the great interest shown in our projects, as well as in the topics of daycare centers, senior housing, and intergenerational neighborhoods.
After our first time participating, one thing is clear to us: EXPO REAL is an important platform for personal interaction, new ideas, and the continued development of commonreal. We’re already looking forward to EXPO REAL 2027!”

Marie Andrea Stenfeldt, CEO, WAIYS
“EXPO REAL 2026 gave us exactly what we came for: valuable insights and direct feedback from the industry. It is the place where the industry comes together and important decisions get prepared. Our clear impression is that real estate is increasingly opening up to innovation in general and to AI in particular—and AI is no longer just being piloted but scaled across core processes. At WAIYS, that is exactly what we offer the industry. Highlights for us were our Tech Talk on stage and the visit of Federal Minister Verena Hubertz to our booth.”

Jace Tyrrell, Chief Executive, Opportunity London
“EXPO REAL continues to be an important platform for London, particularly in today's evolving capital attraction market where deeper relationships and direct conversations matter more than ever. This year’s event has created valuable new connections and strengthened existing ones—and we have already seen a relationship developed through EXPO REAL translate into deals for London. That is exactly what Opportunity London is here to do: connect global capital with the projects and places that can deliver for London’s future growth.”

Carsten Wilmsen, Managing Director, Beiersdorf AG
“This year’s EXPO REAL has already surprised attendees with a high turnout on the first day of the trade fair. In particular, the early participation of key decision-makers in the fields of project and construction management, as well as asset management, fully met expectations for a high-quality exchange of ideas during the trade fair. For the Corporate Real Estate team at Beiersdorf AG, the annual trade fair is a valuable opportunity to gain a comprehensive overview of the industry. In addition, EXPO REAL provided the perfect setting for the launch of the new association for building owners, the BauherrenForum. Where else but at this major industry gathering could such groundbreaking steps be taken?”

Matthias Zühlke, Co-Founder & CEO, syte
“EXPO REAL was once again the industry’s central meeting place this year. At the same

time, it was evident in the exhibition halls that the market sentiment was gloomier than in previous years. That is precisely why the trade fair has become even more important for syte. When the pressure mounts, we need places where the industry can come together, take an honest look at the situation, and discuss opportunities rather than just risks.
For us, EXPO REAL is the event of the year. As a growing scale-up in the PropTech scene, we meet exactly those people here in just a few days with whom we want to drive the industry forward: project developers, banks, and investors. In the current environment, we can see very clearly that the conversations have changed. People are no longer just seeking information, but actively looking for solutions. With syte, we're demonstrating on-site what the industry needs right now to get back on track: speed.”