

SPEAKER PROFILE

IAPF Seminar | 'Finding opportunity in European Real Estate' | 27 APRIL 2023



Elma Fox

Professional Trustee

IAPF Benefits Committee / Law Debenture

Elma a member of the Irish Association of Pensions Funds Benefits Committee and past Council member.

Elma recently joined Law Debenture as a Professional Trustee and to develop the business in Ireland. The role builds on her extensive trustee experience with Independent Trustee Limited and previous technical and administration roles, having joined the pensions industry in 2000.

Elma joined the IIPM Council in 2015 and was president from May 2019 to May 2021. She also held roles as treasurer and vice-president and part of the Connecting Women in Pensions Committee.



George Fraser-Harding

Fund Manager

Aviva Investors

George is the Fund Manager for Perpetual Capital. He is based in Aviva Investors' Paris office. He has direct responsibility for undertaking acquisitions and disposals across the Perpetual Capital portfolio and will lead on the asset management strategy. George will work with Daniel McHugh on developing and implementing the investment strategy of Perpetual Capital.

George has over ten years' experience in various positions in the real estate sector, having worked in investment, asset management and fund management across the UK and Continental Europe. On joining Aviva Investors George initially built and led the European transaction team before fully focussing on Fund Management. Immediately before this George was a European Portfolio Manager at Exeter Property Group where he implemented a real estate strategy across Europe. Prior to this he worked alongside Daniel McHugh at Standard Life Investments as the UK and European Portfolio Manager. Following Daniel's departure, George was promoted to fund manager on the Euro Club Fund Series and was responsible for acquisition, development, asset management and disposals across all asset types.

George holds a BSc in Classical and Ancient Studies and a Master's Degree in Real Estate from the University of Reading. He is also a member of the Royal Institute of Chartered Surveyors.



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Isabel Gossling
Co-Fund Manager, E- RELI
Aviva Investors

Isabel is Co-Fund Manager for the E-RELI Fund. She is responsible for delivering the Fund's strategy including progress of asset management and value add initiatives, and sourcing and managing acquisitions.

Isabel has over a decade of real estate experience working on both equity and debt transactions in the UK and Europe. She has spent the last 4 years focussed on long income. Prior to joining Aviva Investors, Isabel worked at PWC where she was a lead real estate advisor on high value acquisition, funding, and restructuring transactions in the UK and mainland Europe, advising both investors and lenders. Prior to joining PWC Isabel worked at Cushman and Wakefield in the valuation and investment agency teams.

She holds a BSc (Hons) in Economics & Economic History from Bristol University, an MA in Property Valuation & Law from Cass Business School and is a member of the Royal Institution of Chartered Surveyors (MRICS).



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