

February 2018

Global Real Estate capabilities

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Global reach, local expertise

At Aberdeen Standard Investments, we have extensive experience in delivering strong, risk-adjusted returns for our real estate investors over the long term.

With £43.4 billion¹ (€48.9 billion) of real estate assets under management, we have a significant presence in the market, ranking as one of the top-20 real estate managers globally.² In managing these assets, we have a team of real estate investment professionals located across the globe who have a strong regional network of contacts and an 'on the ground' understanding of local market conditions. Our approach is global but implemented locally.

Our key areas of expertise are in the UK, continental Europe, the Nordics and Asia. We also offer global strategies, such as multi-manager and real estate investment trusts (REITs), as well as sector-specific investment opportunities, such as logistics, shopping centres and residential, via separate accounts or co-mingled funds.

High-quality original research is essential in a competitive market. We believe that our industry-leading insights give us a competitive edge and help us to deliver performance for our clients across different market cycles.

Potential to deliver enhanced client returns

The size of our real estate business makes us a key player in the market. Agents approach us directly with opportunities and we have access to a wide range of deals that are often unavailable to smaller investors.

With over 280 real estate investment professionals, we have a depth and breadth of experience across the globe. We have specialist teams based in various locations with the necessary language skills, local contacts and expertise to really add value.

Our size and expertise allow us to uncover investment opportunities on a global scale, which have the potential to enhance investors' returns.

Locations across the globe



Source: Aberdeen Standard Investments

Key strengths

£43.4 billion

real estate assets under management¹

Top 20

global real estate manager²

1,600+

properties managed globally³

280+

experienced investment professionals⁴

Innovative

solutions tailored to investors' goals

Product solutions designed to meet clients' goals

Real estate is becoming increasingly global, as investors look beyond their traditional home market for new opportunities. This appetite to diversify and invest globally is one of the factors that motivate us to create innovative real estate solutions.

We are long-term innovators in the real estate market. We were the first to launch a number of pioneering investment strategies including the European Residential Opportunities Fund and the European Logistics Income Investment Trust, as well as the Long Lease Property Fund and the Global Real Estate Fund.⁵

As a result, we can offer a range of strategies to meet our clients' goals and to address differing market conditions. Our range of real estate strategies includes:

- direct real estate
- listed real estate
- real estate multi-manager
- hybrid real estate solutions
- real estate debt.

A tailored approach to risk appetite

As a global player, we can tailor our investment approach to match the risk tolerance of our clients. Built on the foundation of a global, consistent and repeatable approach, we aim to deliver strong, risk-adjusted returns for our diverse client base. Our proven ability to invest capital across multiple strategies and through the market cycle demonstrates this capability: we have been involved in real estate transactions worth £36.8 billion over the last five years.⁶

Because of this capability to diversify across a wide range of commercial and niche sectors, as well as by geographical locations, we can offer a variety of solutions across the risk spectrum. This helps our clients to achieve a balance between risk and reward.

Taking sustainability seriously

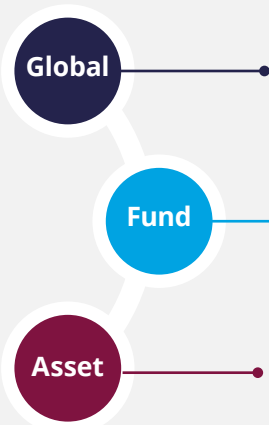
We are committed to investing responsibly on behalf of our clients and believe that the opportunities presented by sustainable investing can deliver positive results for our clients. We have embedded environmental, social and governance (ESG) factors into our investment approach. This enables us to maximise the sustainability performance of all our assets and reduce exposure to environmental risk.

ESG fully embedded into our investment approach

Global real estate policy



Local action



ESG fully integrated into all parts of real estate business
Dedicated team expert in sustainable real estate investing

Fund-level performance reports, GRESB benchmarking
ESG improvement targets for all funds

Full ESG assessment prior to the purchase of any asset
KPI monitoring and sustainability plans for all assets
ESG embedded from start to end of any development

¹ Source: Aberdeen Standard Investments, 31 December 2017. Real estate assets under management (AUM) can include commitments that may not yet be invested, such as cash and real estate holdings in other asset classes. ² Source: IPE Research, Top 100 Real Estate Investment Managers 2017 (AUM as at 30 June 2017). ³ Source: Aberdeen Standard Investments, 31 December 2017. ⁴ Source: Aberdeen Standard Investments, 31 December 2017. ⁵ Investment vehicles referenced in this publication may not be authorised for distribution in all of those jurisdictions in which we operate. For further information, please speak to your usual Aberdeen Standard Investments contact. ⁶ Source: Aberdeen Standard Investments

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