

ANREV/INREV/NCREIF Fund Manager Survey **2015**

Research

INREV is the European Association for Investors in Non-Listed Real Estate Vehicles. Our aim is to improve the accessibility of non-listed real estate vehicles for institutional investors by promoting greater transparency, accessibility, professionalism and standards of best practice.

As a pan European body, INREV represents an excellent platform for the sharing and dissemination of knowledge on the non-listed real estate industry.

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Contents

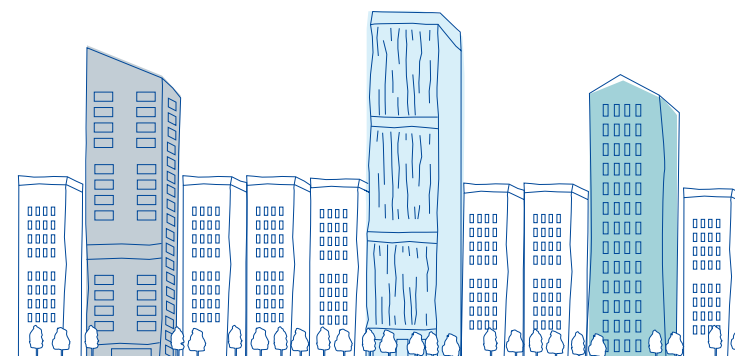
Executive summary	4
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Sections

1	Introduction	5
2	Total real estate assets under management	7
3	Non-listed direct real estate vehicles under management	17
4	Non-listed real estate funds/commingled funds/private REITs under management	27
5	Merger and acquisition activities in the real estate fund management industry	38

Appendices

1	Top 50 fund managers based on total real estate assets under management	41
2	Top 50 fund managers based on non-listed direct real estate vehicles	44
3	Top 50 fund managers based on non-listed/commingled real estate funds/private REITs	47
4	List of respondents	50
5	Definitions	58



Executive summary

The results of the ANREV/INREV/NCREIF Fund Manager Survey 2015 show that around 36.5% of the total €1.8 trillion real estate asset under management (AUM) worldwide is concentrated in the top 10 fund managers. Over the last few years fund managers have grown rapidly in size meaning that a manager with less than €45 billion of AUM today would struggle to claim a place in the top 10, whereas a few years ago they would have easily ranked amongst the largest fund managers.

This in part has been driven by consolidation of the fund management industry. Around 22% of the fund managers that responded to the 2015 survey have been involved in mergers or acquisitions in the last 10 years. Small or niche managers with a successful track record have either rapidly grown to become medium sized or attracted the eye of a larger manager to become the target of a potential acquisition. Either way it is the economies of scale, or the desires to tap into new markets and expertise that have driven consolidation of the fund management industry in recent years – a trend that is likely

‘Economies of scale, new markets and expertise have driven consolidation’

to accelerate rather than unwind in the immediate future.

The result being that larger fund managers, i.e. those that rank in the upper

quartile by AUM, are more diversified in their product offerings. While non-listed funds continues to comprise the lion share of AUM, this is less than half for large managers, compared with two thirds for those that rank outside of the top quartile. Separate accounts (24.3%) and listed real estate (14.9%) also make up a fair proportion of their AUM, indicating that they are important lines of business for this cohort of managers. At the other end of the spectrum fund managers in the lower quartile offer investors alternative investment options. Funds of funds and real estate/mortgage debts are a greater proportion of their AUM than they are for fund managers in the interquartile and upper quartile range.

This is undoubtedly interlinked with their client base and their investment requirements. While pension funds remain the dominant source of institutional capital for all sized fund managers, they comprise a higher proportion of the client base for the top (44.7%) and interquartile (46.0%) fund managers than they do for the lower quartile group (34.8%). High net worth individuals/family offices, funds of funds and corporations are important sources of capital for the lower quartile group, constituting a higher proportion of their overall client base compared with their larger counterparts.

Another distinction between the large and small fund managers is their investment styles. Large funds managers have 64% of the total value of their funds in core; conversely lower quartile managers have 88%

adopting non-core strategies. While the core strategies of large fund managers are attractive to investors seeking safe and steady income returns from real estate, the non-core strategies of small sized fund managers will appeal to investors' focusing on higher capital returns.

Section 1

Introduction

Introduction

The ANREV/INREV/NCREIF Fund Manager Survey 2015 explores total real estate assets under management (AUM) of all real estate fund management companies, herein after “fund managers”. The survey seeks to gain a better understanding of the major participants across the real estate industry before taking a closer look at those active in the non-listed real estate industry, with particular focus on non-listed real estate funds. Furthermore, the survey provides insights by region, product type and investment strategy, and where possible provides a breakdown by quartiles.

This year, for the first time, the survey has a global outreach and was conducted in conjunction with ANREV in Asia Pacific and NCREIF in the US.

The 2015 survey attracted a record number of 164 respondents (2014: 147) across Asia Pacific, Europe and North America. Collectively, they manage total real estate AUM of €1.8 trillion (2014: €1.4 trillion). The full list of participants can be found in appendix 4.

Respondents were asked to provide the following information:

1. Total value of their real estate AUM
2. AUM breakdown by vehicle type and regional strategy
3. Proportion of their client base by type and domicile
4. Breakdown of their non-listed real estate funds by style and country/sector strategy

New to this year’s survey were questions on mergers and acquisitions (M&A), and the reasons for these.

The remainder of the report is set out as follows:

- Section 2 presents an analysis of fund managers by total real estate AUM consisting of both non-listed and listed vehicles investing directly and indirectly into real estate.
- Section 3 provides a breakdown of fund managers’ by non-listed direct real estate vehicles AUM.
- Section 4 explores the investment strategies of non-listed real estate funds/ commingled funds/private REITs.
- Section 5 provides insight into the mergers and acquisitions activities in the real estate fund management industry over the past ten years.

The sample under analysis varies from year to year depending on the composition of respondents; therefore year on year comparisons should be treated with an element of caution. For example this year’s survey received a higher response rate in part driven by the global outreach and the participation of ANREV and NCREIF members.

Figures are quoted as at 31 December 2014 unless otherwise stated.

ANREV, INREV and NCREIF would like to thank fund managers for their participation in the Fund Manager Survey 2015.

Section 2

Total real estate assets under management

Total real estate assets under management

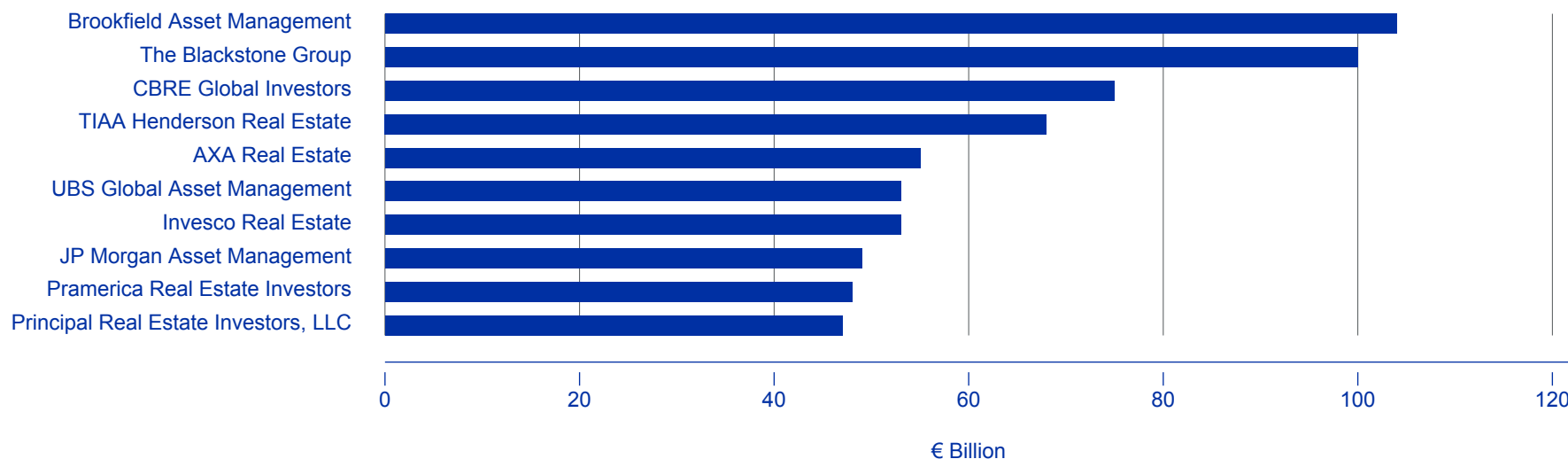
Total real estate AUM increased by 28.6% from €1.4 trillion in 2013 to €1.8 trillion in 2014.

The top 10 fund managers represent 36.5% or €650.0 billion of the total AUM. With €103.8 billion of AUM, Brookfield Asset Management tops the list in the 2015 survey, up one place from last year's rankings. The Blackstone

Group ranks second overall with €99.5 billion, while CBRE Global Investors remains in third place with €74.5 billion. These three fund managers have consistently ranked in the top three since the 2012 survey.

In the subsequent analysis, the total real estate AUM is broken down by regional strategies and by quartiles.

Figure 1: Top 10 fund managers by global AUM



Total real estate assets under management in Europe

In Europe AXA Real Estate continues to be the largest fund manager, with €52.0 billion of European real estate AUM. This is followed by CBRE Global Investors and Credit Suisse, with AUM of €37.1 billion and €36.6 billion respectively.

In the interquartile range, Invesco Real Estate ranks first with €6.3 billion AUM, closely followed by Bouwfonds Investment Management and JP Morgan Asset Management, each with just over €6.0 billion of European AUM.

With €918.0 million of AUM, Frogmore ranks first in the lower quartile group, with Amstar (€873.7 million) and Bluehouse Capital (€845.0 million) in second and third places respectively.

Figure 2: Top 10 fund managers by European AUM - upper quartile

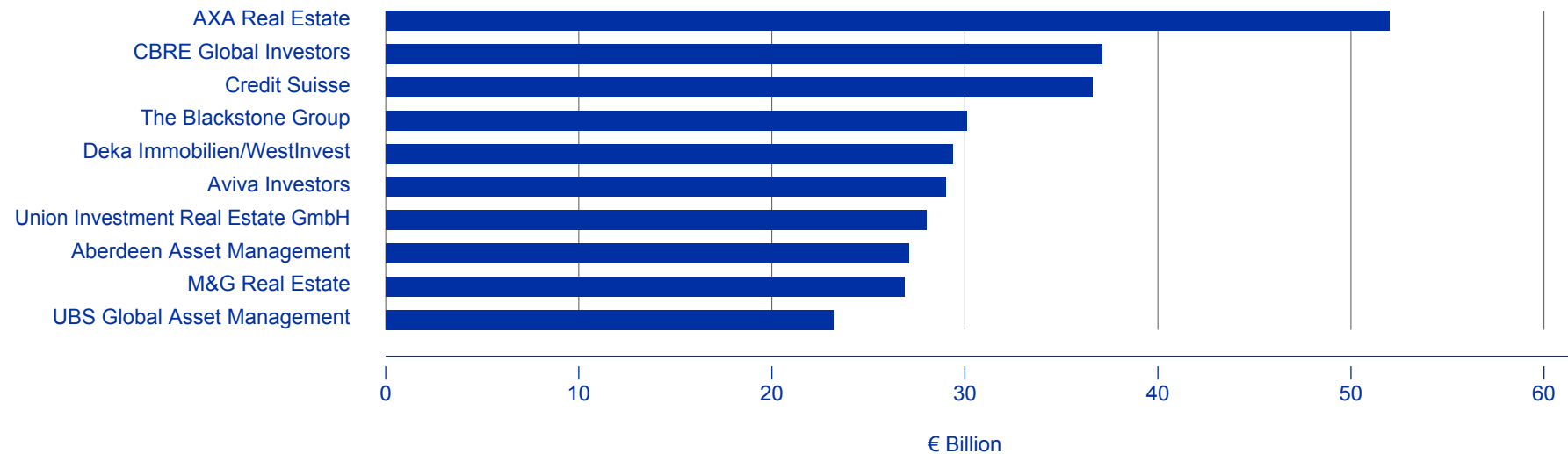


Figure 3: Top 10 fund managers by European AUM - interquartile

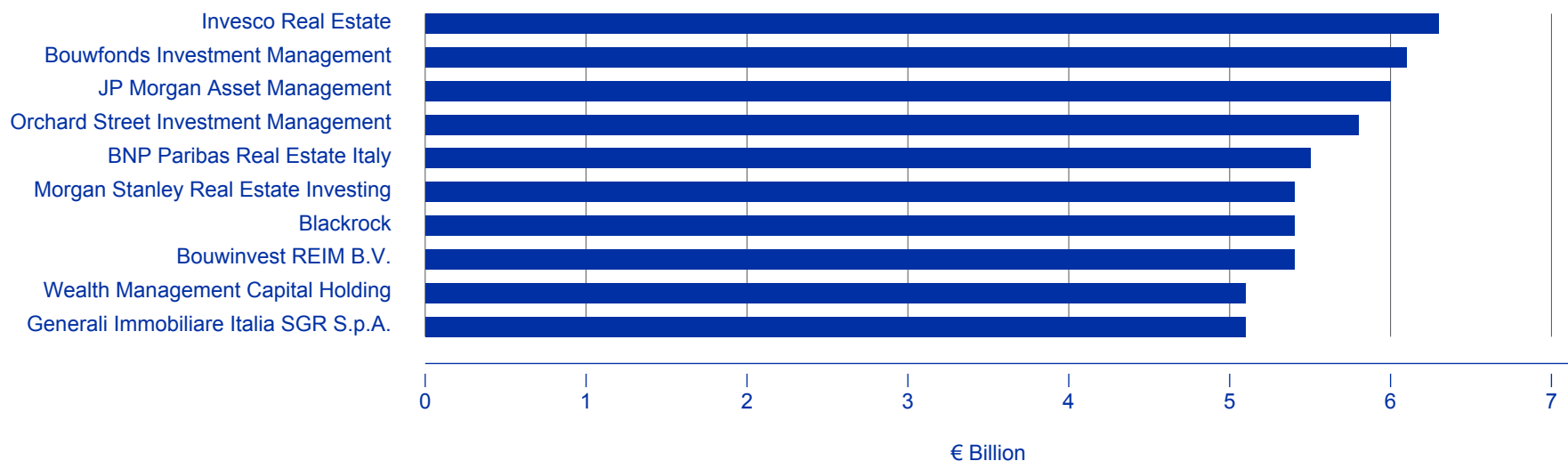
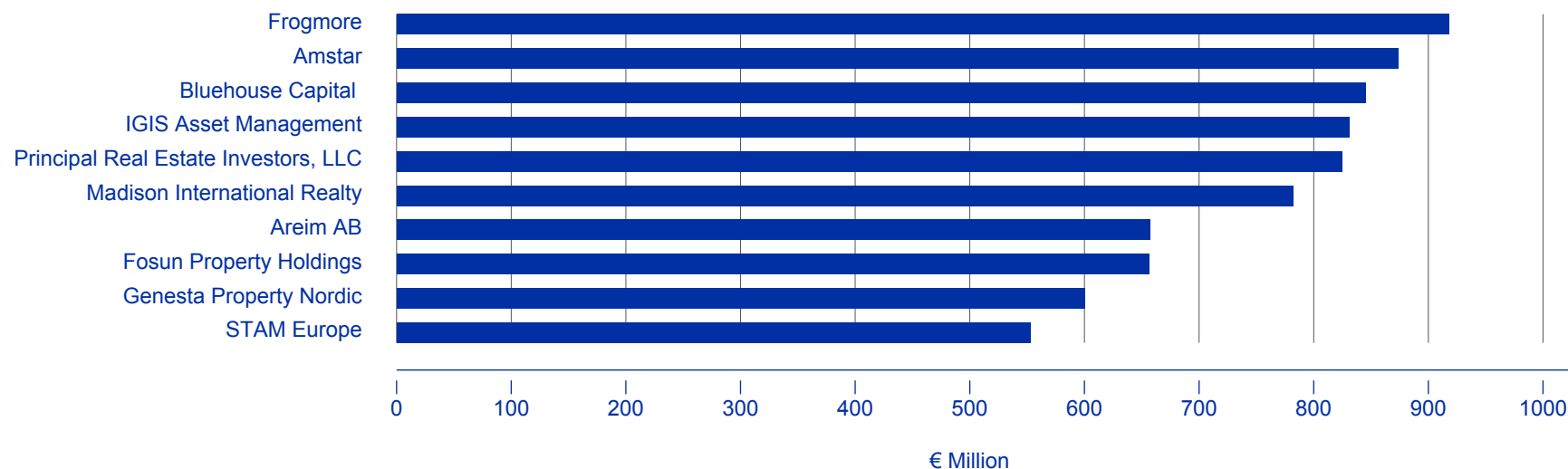


Figure 4: Top 10 fund managers by European AUM - lower quartile



Total real estate assets under management in Asia Pacific

In Asia Pacific, CapitaLand is the largest fund manager investing in this region, with total real estate AUM of €42.7 billion. Second place in the top quartile goes to Fosun Property Holdings with €18.5 billion, next is ARA with €16.4 billion real estate AUM in third place.

The interquartile range is led by Prologis with €5.0 billion invested in Asia Pacific. Invesco Real Estate follows next with €4.5 billion, marginally beating Tokyo Tatemono Investment Advisors Co., Ltd who takes the third spot with €4.3 billion of real estate AUM in Asia Pacific.

The top spot in the lower quartile group goes to Proprium Capital Partners, LLC with €450.0 million. Redwood Group Asia Pte Ltd follows closely behind with €443.7 million, and Bouwinvest REIT B.V. is the third largest fund manager in this group with €390.0 million.

Figure 5: Top 10 fund managers by Asia Pacific AUM - upper quartile

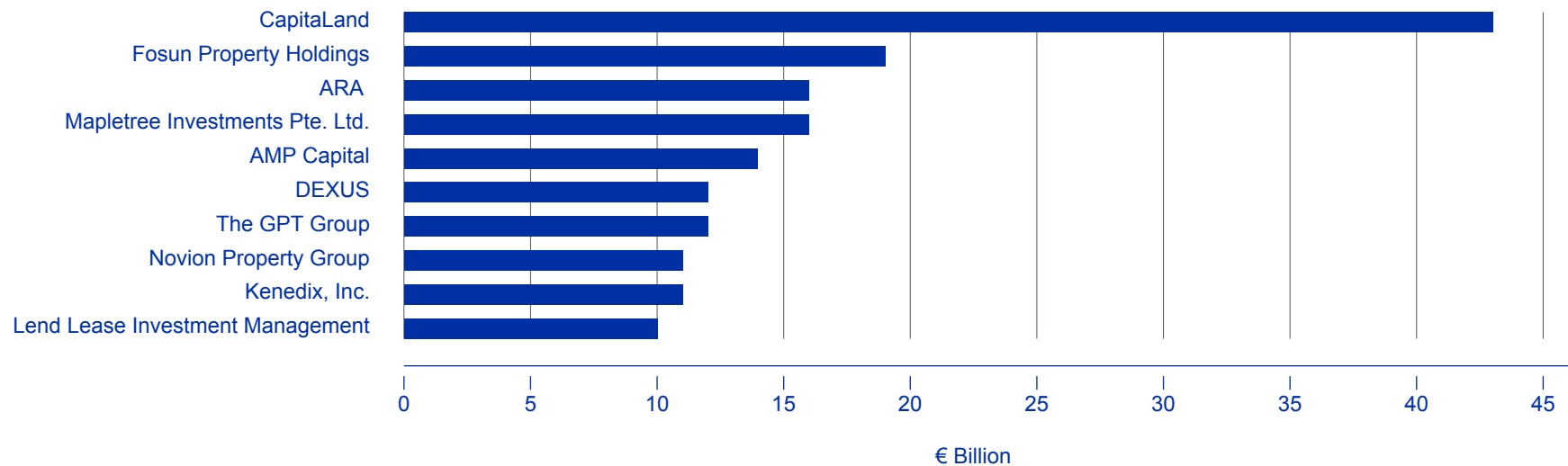


Figure 6: Top 10 fund managers by Asia Pacific AUM - interquartile

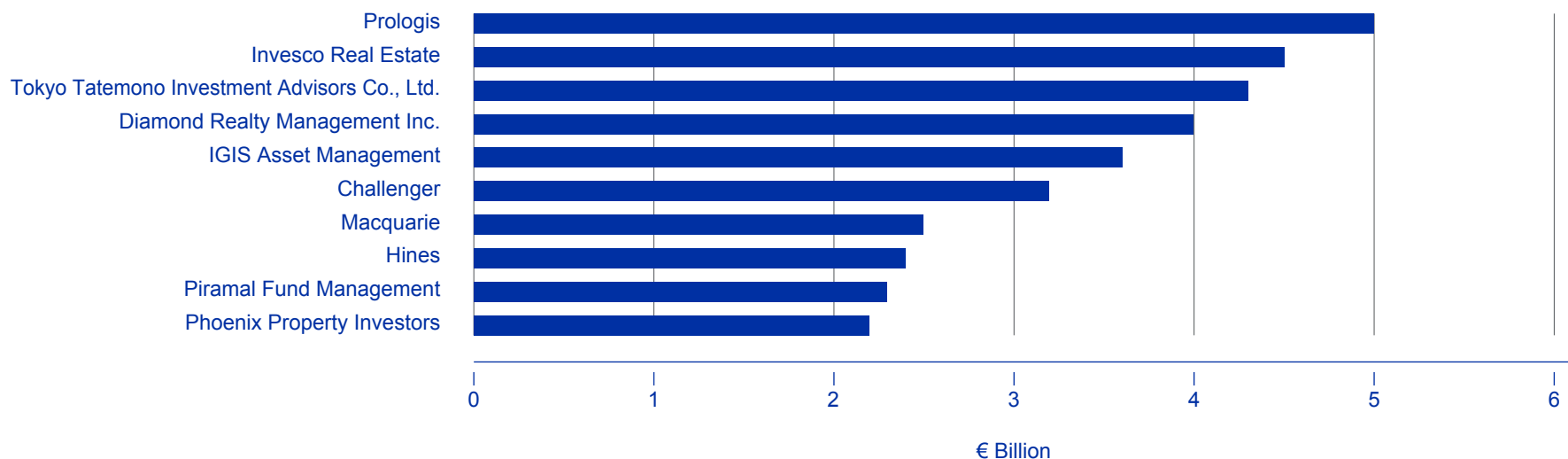
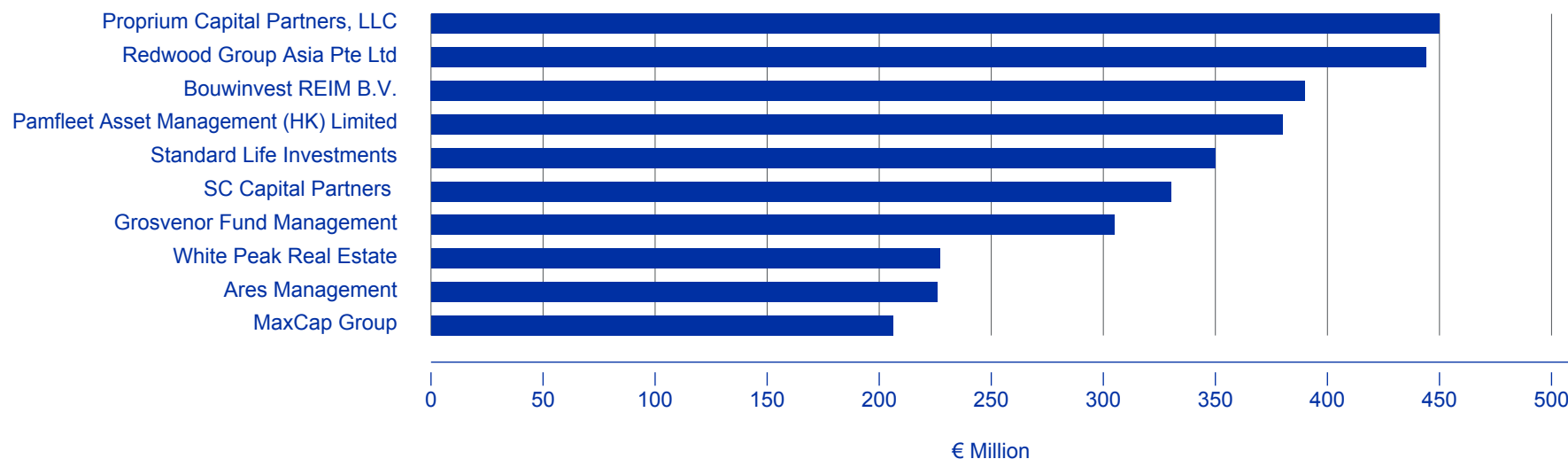


Figure 7: Top 10 fund managers by Asia Pacific AUM - lower quartile



Total real estate assets under management in North America

The top three spots are held by North America-based fund managers; Brookfield Asset Management ranks first with €90.4 billion AUM in North America. The Blackstone Group is the second largest with €62.7 billion, while TIAA Henderson Real Estate comes third with AUM of €46.2 billion.

In the interquartile range, Hines is the largest fund manager with €19.8 billion of North American AUM. This is followed by LaSalle Investment Management with €17.9 billion. Third place goes to Morgan Stanley Real Estate Investing with €15.1 billion invested in the region.

Fosun Property Holdings has the largest North American real estate AUM in the lower quartile range, with €596.4 million. Wealth Management Capital comes second with €505.0 million while IGI Asset Management ranks third with AUM of €444.2 million.

Figure 8: Top 10 fund managers by North American AUM - upper quartile

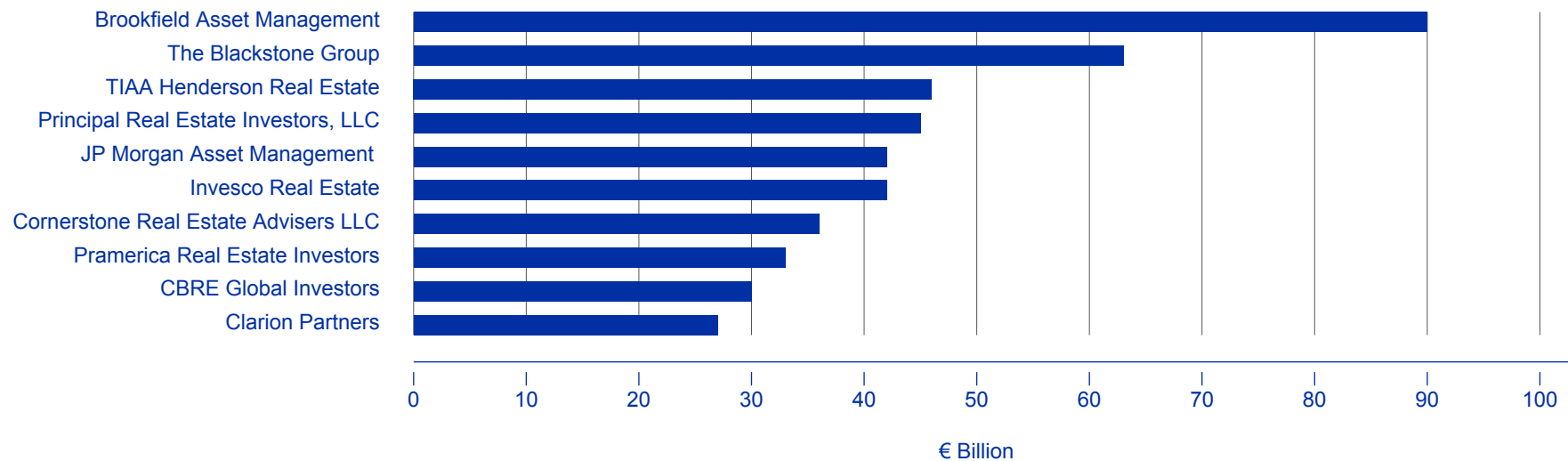


Figure 9: Top 10 fund managers by North American AUM - interquartile

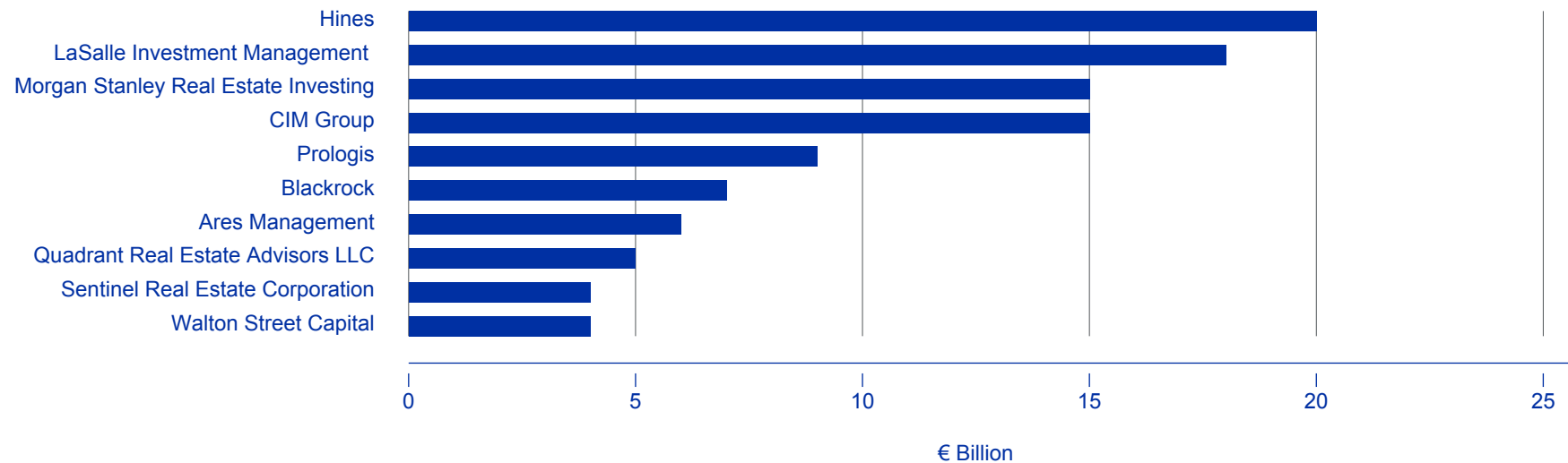
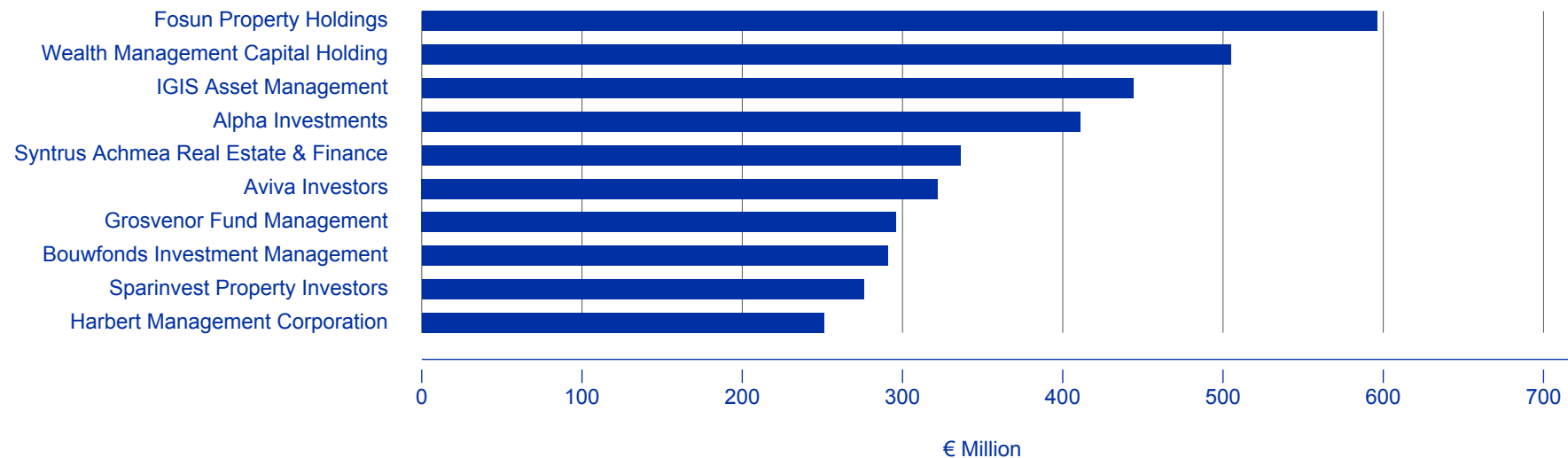


Figure 10: Top 10 fund managers by North American AUM - lower quartile



Total real estate assets under management by product type

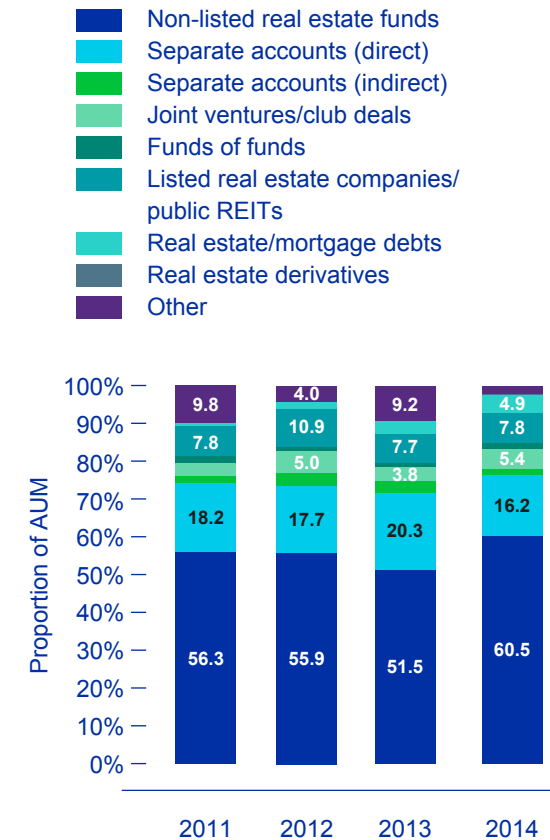
Of the €1.8 trillion total real estate AUM, 60.5% was held in non-listed real estate funds in 2014. This is an uplift of 9.0% compared with the 51.5% seen in 2013, and is the highest proportion of AUM allocated to funds seen in the last four years. This demonstrates a return in confidence to non-listed real estate funds, indicating that they remain an important business line for fund managers.

Meanwhile separate accounts investing in both direct and indirect real estate saw their share decrease from a high of 23.4% in 2013 to 17.7% in 2014. The opposite is true of joint

ventures (JVs) and club deals, where their combined share is also the highest seen in the last four years, representing 5.4% of total real estate AUM. Allocation to listed real estate companies/public REITs remains fairly stable, at 7.8% of total AUM, similar to the proportions seen in 2011 and 2013.

The real estate industry continues to evolve and fund managers have been expanding their product lines to offer investors a broader range of vehicles in which to invest in. This has seen products such as real estate/mortgage debts and real estate derivatives gain prominence. The share of real estate/mortgage debt has increased from 1.0% in 2011 to a high of 4.9% in 2014, while real estate derivatives has made a comeback representing 0.1% of total AUM in 2014.

Figure 11: Historical breakdown of AUM by product type



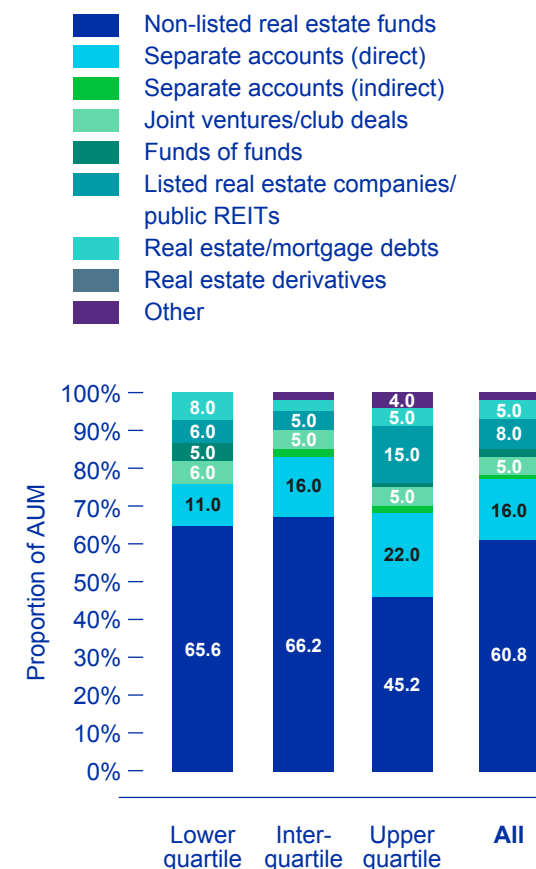
Across the fund manager quartiles non-listed real estate funds remain the dominant product line, representing less than 50% of the AUM for top quartile fund managers, compared with 66.2% and 65.6% for the interquartile range and lower quartile fund managers respectively.

Top quartile fund managers manage a greater proportion of non-discretionary mandates than their smaller counterparts. This is shown by their share in separate accounts investing directly into real estate; at 22.3% of AUM this is much higher than that of interquartile

(15.8%) and lower quartile fund managers (10.7%). Listed real estate companies/public REITs is also a significant product line for this group, representing 14.9% of AUM, compared with only 5.2% and 5.6% for the interquartile and lower quartile fund manager groups respectively.

At the other end of the spectrum real estate/mortgage debts (7.7%) and funds of funds (4.9%) make up a higher share of AUM for lower quartile fund managers compared with those of their interquartile and upper quartile counterparts, which have very little exposure to these product lines.

Figure 12: Quartile breakdown of AUM by product type



Section 3

Non-listed direct real estate vehicles under management

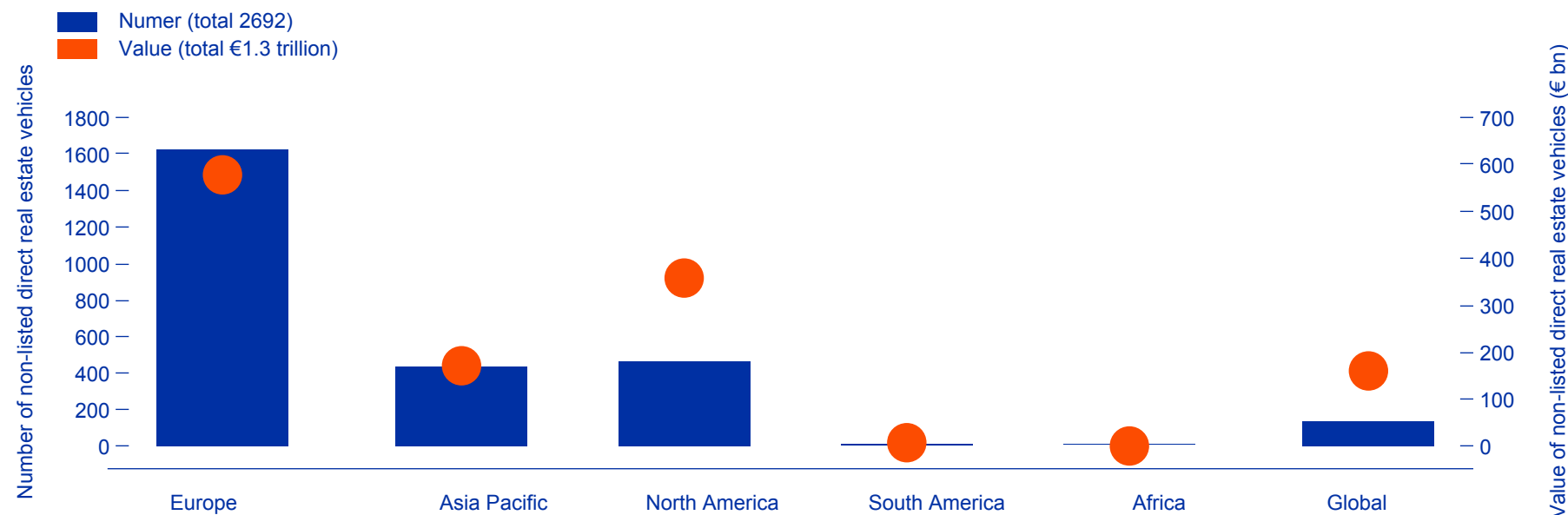
Non-listed direct real estate vehicles under management

This section focuses only on non-listed direct real estate vehicles comprising non-listed real estate funds, JVs, club deals and separate accounts investing directly into real estate.

Fund managers under the sample analysis altogether manage a total of 2,692 non-listed direct real estate vehicles which have

a combined value of €1.3 trillion. By number, 60.4% of these vehicles have European mandates, while 16.3% pursue an Asia Pacific strategy. Vehicles targeting North America make up 17.3% of the 2,692 while those focused on South America and Africa constitute 0.9% and 0.1% respectively. The remaining vehicles have a global strategy and represent 5.1% of the overall number of vehicles.

Figure 13: Total number and value of non-listed direct real estate vehicles by regional strategy



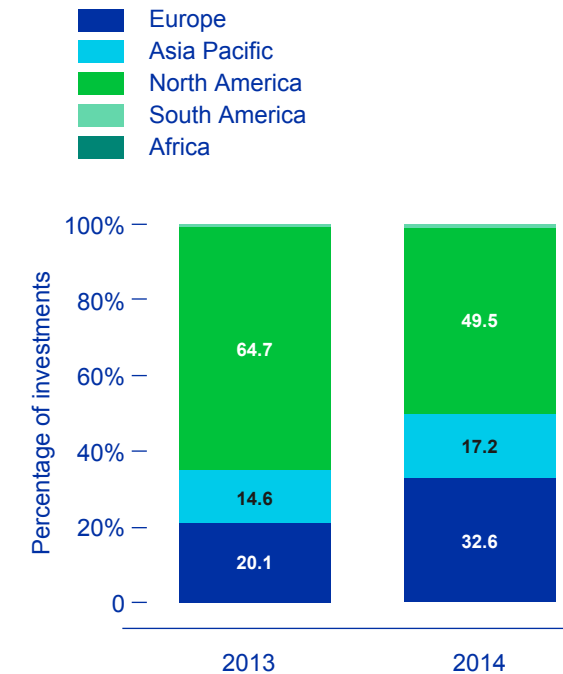
Note: Hines and Kristensen Properties are excluded from this analysis due to their large number of non-listed direct real estate vehicles

Of the €1.3 trillion invested in non-listed real estate vehicles, 45.3% is exposure to Europe, 13.4% to Asia Pacific and 0.6% to South America, while the remaining 12.6% has a global mandate. Vehicles with a North American or global strategy tend to be lower by number but larger by size. The combined value of the 466 vehicles invested in North America is €358.8 billion. By contrast there is €579.7 billion invested in 1,626 vehicles in

Europe and €171.9 billion in 438 in Asia Pacific.

Non-listed real estate vehicles with a global strategy amount to €161.2 billion in total. Just under half of this is invested in North America, which is a decrease on the 64.7% seen in 2013. Conversely, Europe and Asia Pacific are growing in prominence, with their shares being 32.6% and 17.2% respectively, up from the 20.1% (Europe) and 14.6% (Asia Pacific) observed in 2013.

Figure 14: Breakdown of global non-listed direct real estate vehicles by regional investments

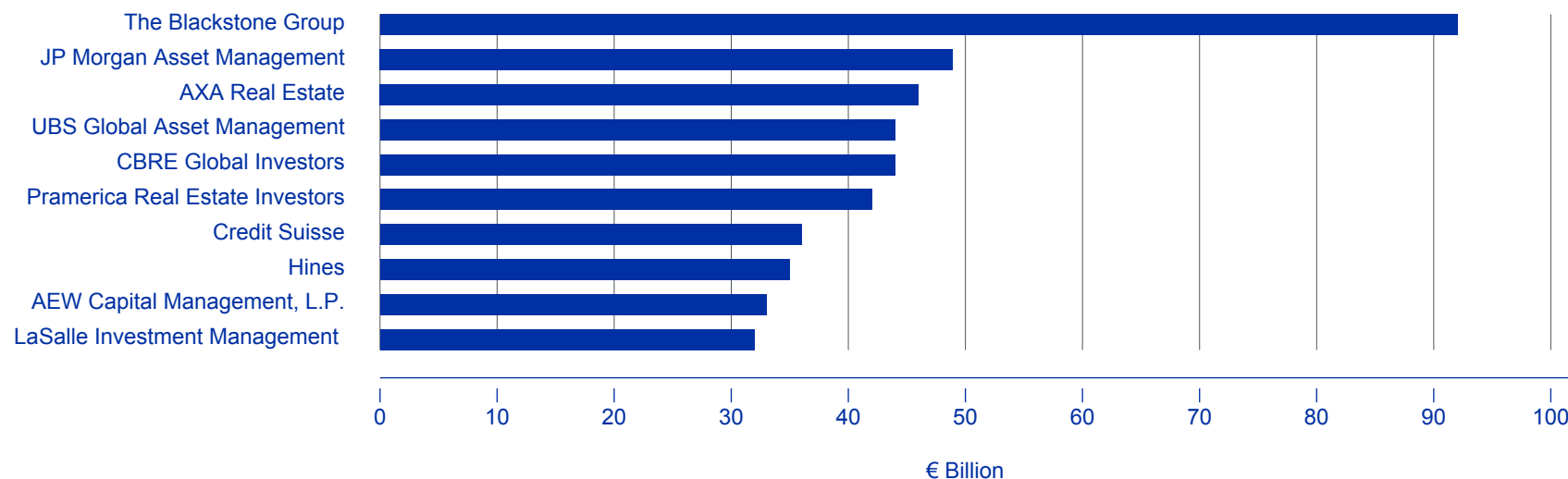


The top 10 fund managers collectively manage a total of €453.1 billion in non-listed real estate, an uplift of 17.3% from 2013. The Blackstone Group remains in the number one spot, with AUM of €92.1 billion. Next is JP Morgan Asset Management with €48.6 billion

followed by AXA Real Estate which has moved down the rankings to third place this year with €45.7 billion.

The top 50 fund managers ranked by their non-listed direct real estate vehicles AUM is listed in appendix 2.

Figure 15: Top 10 fund managers non-listed direct real estate vehicles AUM



Non-listed direct real estate vehicles by regional strategy

In Europe, AXA Real Estate is the largest fund manager with €43.4 billion AUM in non-listed real estate vehicles, followed by Credit Suisse (€32.1 billion) and CBRE Global Investors (€27.1 billion) in second and third respectively.

For Asia Pacific Fosun Property Holdings is the largest fund manager with €18.5 billion AUM in non-listed real estate vehicles replacing Lend Lease, which fell to third place this year with €10.2 billion. Second place goes to CapitaLand with €13.3 billion.

In North America, JP Morgan Asset Management ranks first with €42.0 billion. In second place is Pramerica Real Estate Investors with €30.9 billion, followed by Clarion Partners in third place with €27.1 billion.

The Blackstone Group maintains the number one position for having the largest non-listed direct real estate vehicles with a global strategy at €63.3 billion, some distance ahead of Starwood Capital Group in second place with €17.0 billion. Morgan Stanley Real Estate Investing follows next with €12.6 billion AUM in global non-listed vehicles.

Figure 16: Top 10 fund managers European non-listed direct real estate vehicles AUM

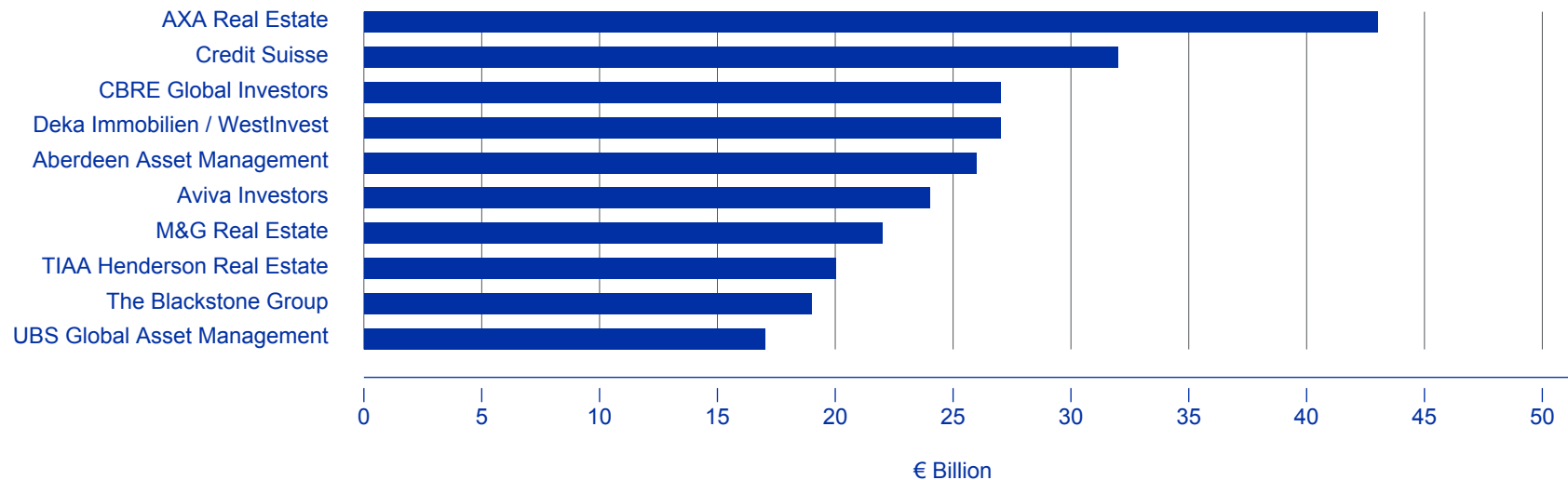


Figure 17: Top 10 fund managers Asia Pacific non-listed direct real estate vehicles AUM

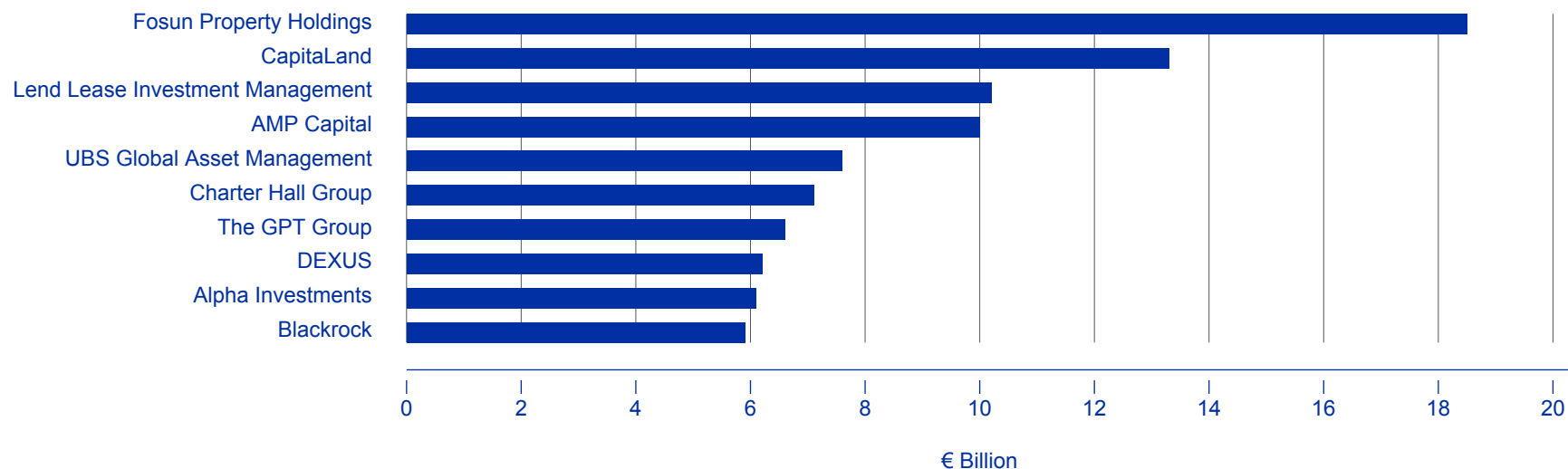


Figure 18: Top 10 fund managers North American non-listed direct real estate vehicles AUM

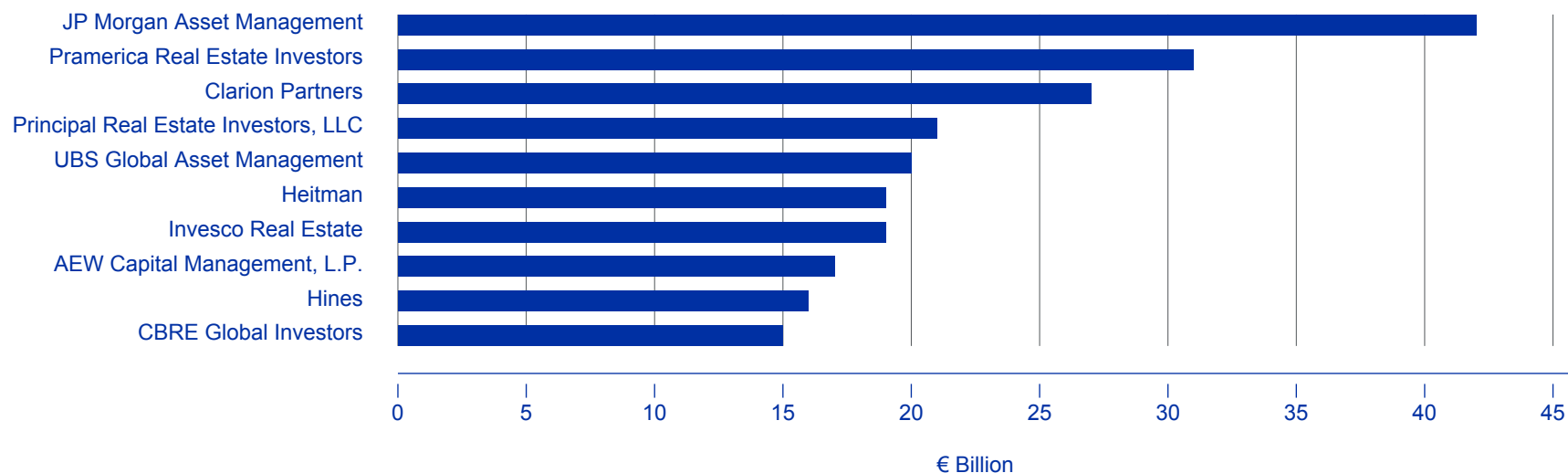
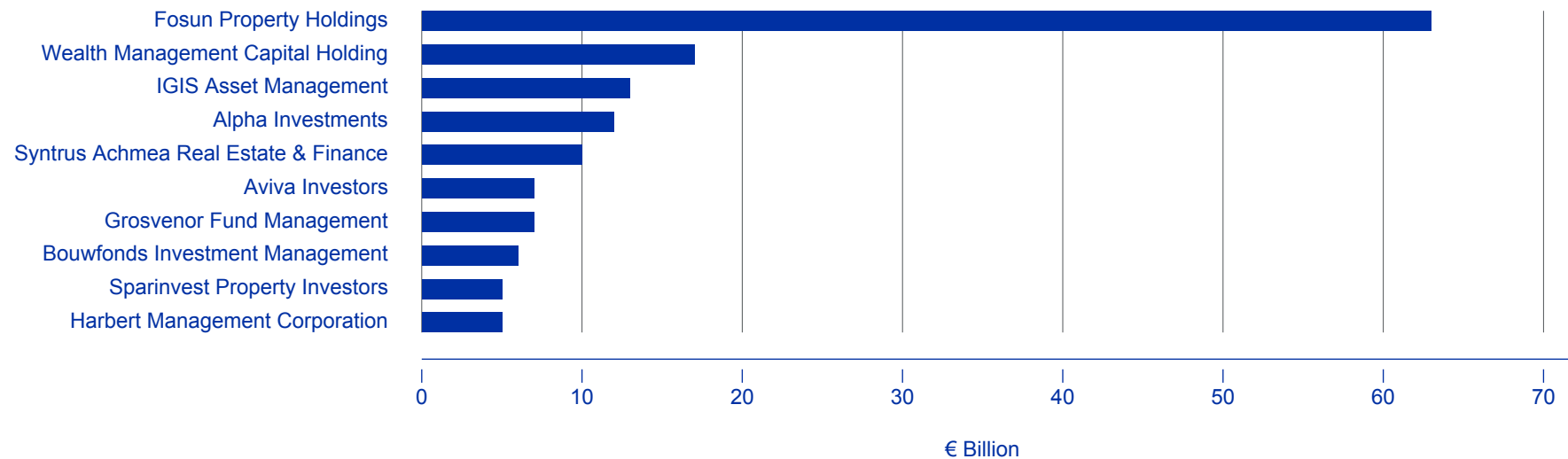


Figure 19: Top 10 fund managers Global non-listed direct real estate vehicles AUM

Non-listed direct real estate vehicles by client type

The majority, 85.4%, of the client base for non-listed direct real estate vehicles are institutional investors, 9.3% are retail investors and 5.3% are co-investment managers. Of the institutional client base 53.4% are from Europe, 22.9% from Asia Pacific and 23.4% from North America, while the remaining 0.3% is from Africa.

It is worthwhile to note that compared with last year's figure, the proportion of Asia Pacific investors have increased from 14.2% to 22.9%. Similarly, European investors' share of capital has increased by nearly 10% from last year figure while the share of North American investors has fallen.

Figure 20: Non-listed direct real estate vehicles breakdown by client type

■ **85.4%** Institutional clients
■ **9.2%** Retail clients
■ **5.3%** Manager co-investment

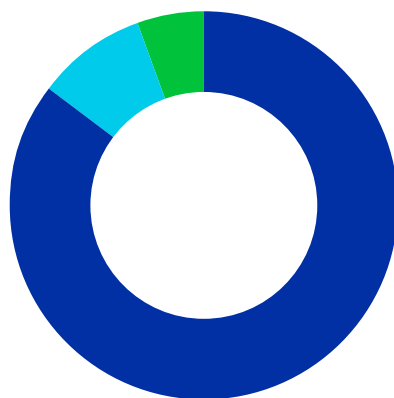
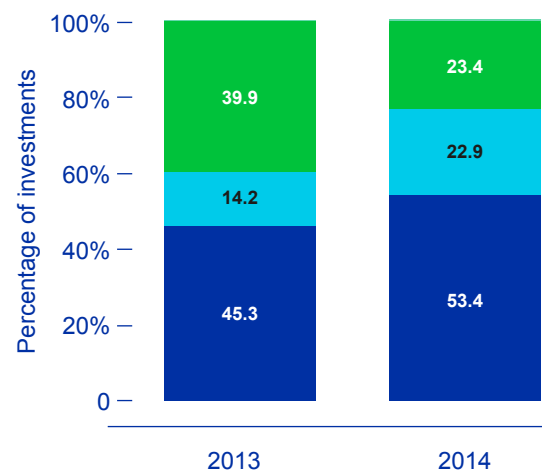


Figure 21: Breakdown of institutional client base by investor domicile

■ Europe
■ Asia Pacific
■ North America
■ Africa
■ South America



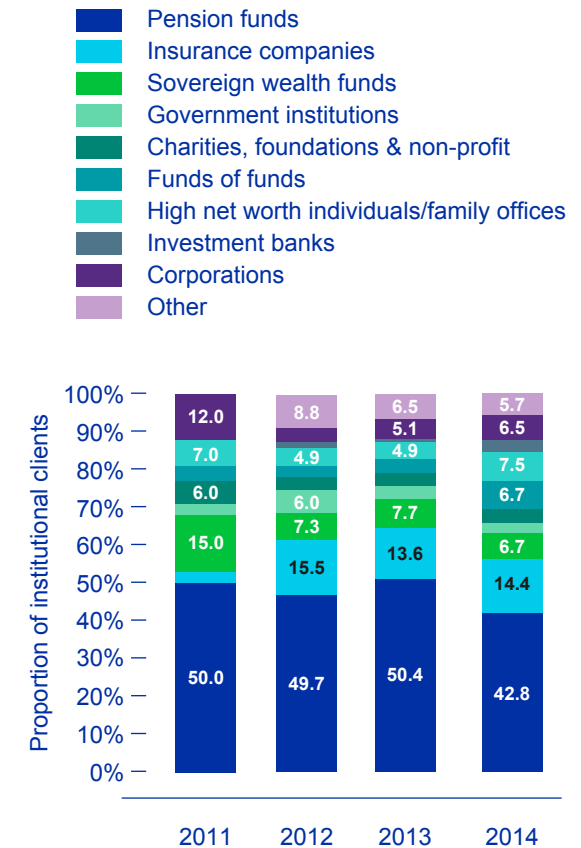
Non-listed direct real estate vehicles by institutional client type

By institutional investor type, pension funds continue to make up the lion share of capital. In 2014, this group of investors represented 42.8% of the institutional client base, a slight decrease from the 50.4% the previous year. The opposite is true of sovereign wealth funds (SWFs), where their share has decreased from 15.0% in 2011 to 6.7% last year, preferring to invest directly in real estate rather than through indirect vehicles.

Meanwhile insurance companies remain the second largest group of institutional investors; their share has grown slightly to 14.4% in 2014, but has increased fivefold between 2011 and 2014.

Over the past few years fund of funds managers have gained prominence as their share has increased from 2.7% in 2012 to 6.7% in 2014. High net worth individuals (HNWIs) and family offices also represent a significant growth in share of capital at 7.5% in 2014 compared with 4.9% the previous year.

Figure 22: Breakdown of institutional client base by type



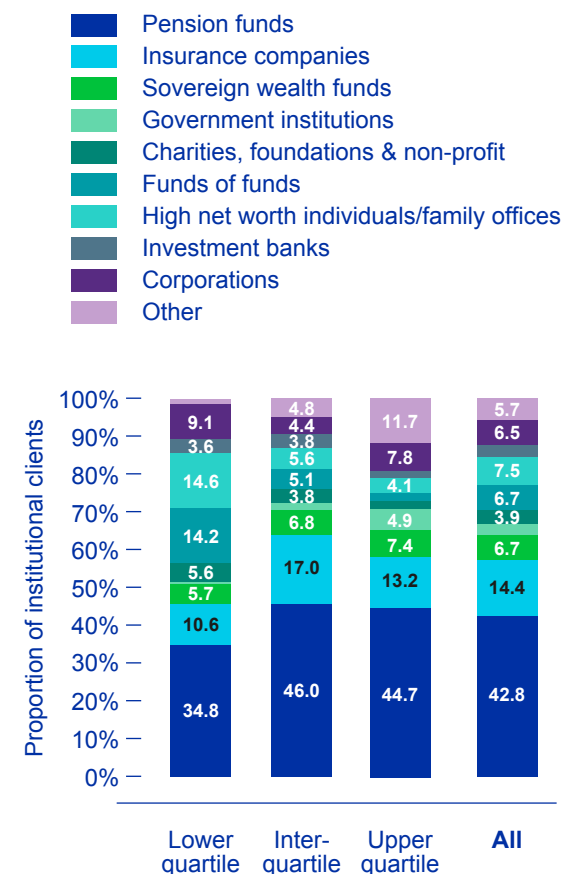
Across all fund manager sizes pension funds is the dominant source of institutional capital, however, beyond these there are some variations in the proportions of capital from the other institutional client types.

For example, Government institutions comprise 4.9% of the institutional client base for top quartile fund managers, this compares with only 2.6% and 0.4% for fund managers in the interquartile and lower quartile groups respectively. Top quartile fund managers also

attract 11.7% of their capital from other sources, while this category represents only 4.8% and 1.3% for the interquartile and lower quartile fund managers respectively.

Meanwhile fund managers in the lower quartile group attract a higher share of capital from fund of funds managers (14.2%), corporations (9.1%) and HNWI or family offices (14.6%) than top quartile and interquartile fund managers do, where these sources of capital comprise only single digit proportions.

Figure 23: Breakdown of institutional client base by quartile



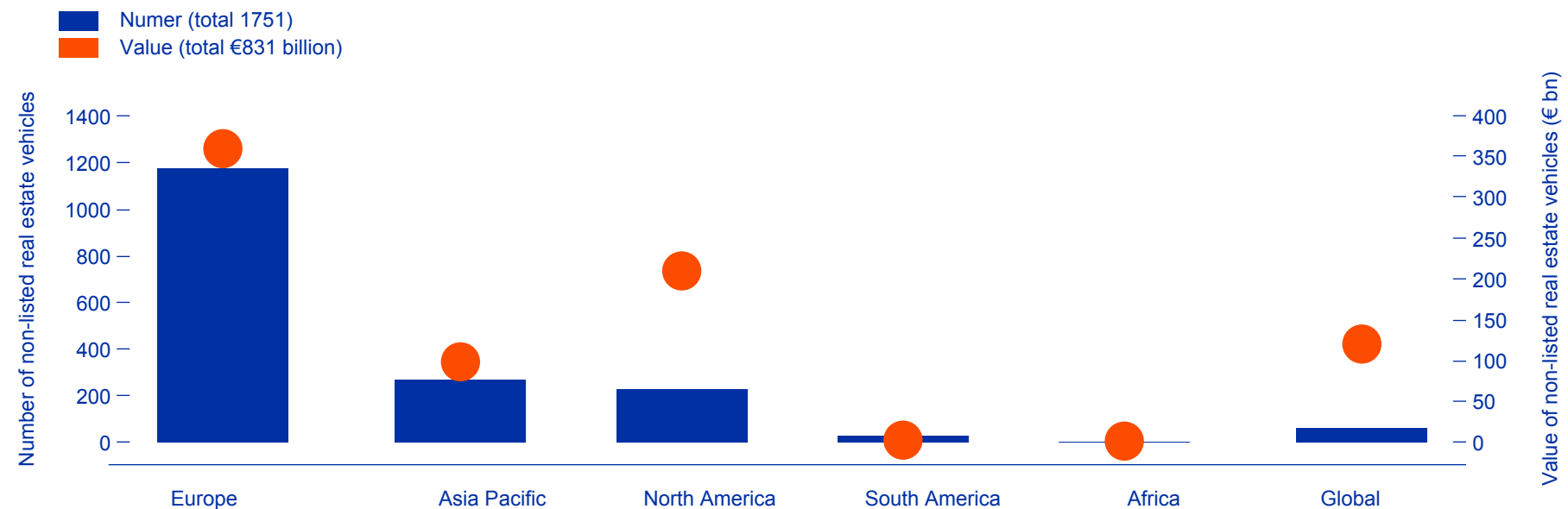
Section 4

Non-listed real estate funds/commingled funds/private REITs under management

Non-listed real estate funds/commingled funds/private REITs under management

This section focuses only on non-listed real estate funds/commingled funds/private REITs and therefore excludes separate accounts, JVs and club deals which were included in the previous section. The top 50 fund managers by AUM for this product line are listed in appendix 3.

Figure 24: Total number and value of non-listed/commingled real estate funds/private REITs



Note: Hines and Kristensen Properties are excluded from this analysis due to their large number of non-listed direct real estate vehicles

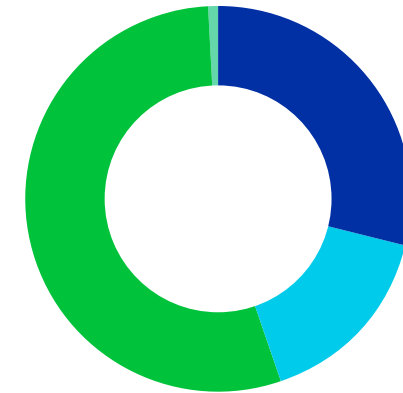
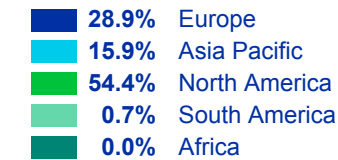
Collectively, fund managers manage 1,751 non-listed real estate funds, with a total value of €830.5 billion. Of the total number of funds, 67.2% are European funds, 15.2% Asia Pacific and 12.4% North American. Funds targeting South America and Africa make up a small proportion at 1.5% and 0.1% respectively, while the remaining 3.5% are funds with a global strategy.

By value, European funds represent the largest share at 44.3% of total value. North

American funds are next in line with 26.6%, followed by Asia Pacific funds at 11.8%.

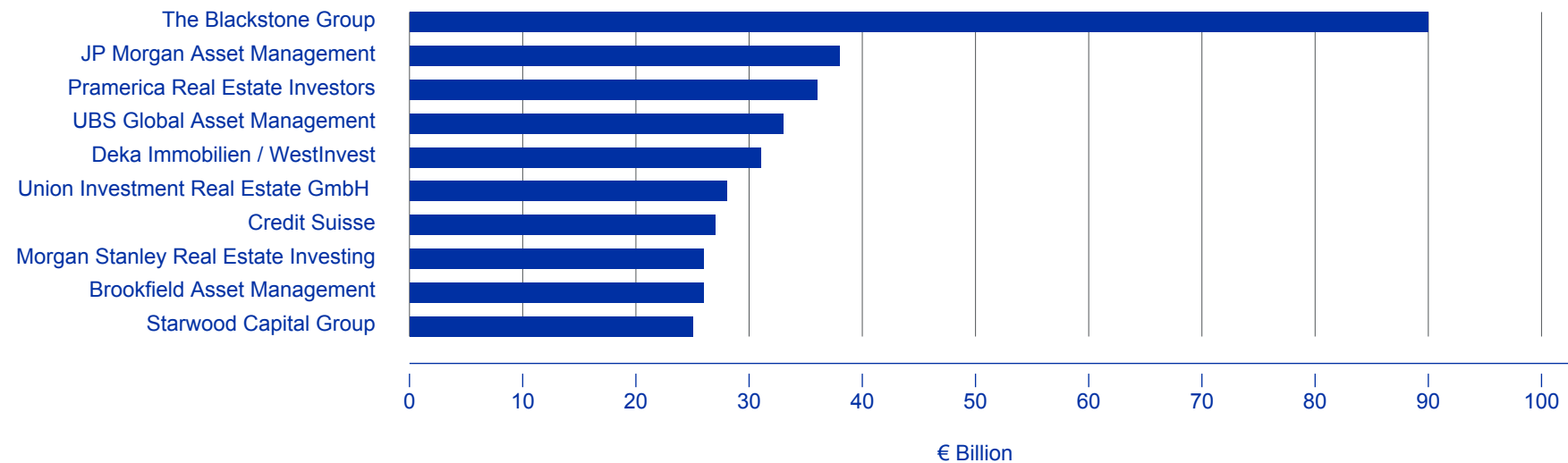
Although the number of funds with a global strategy is lower than those with a European, Asia Pacific or North American mandate, by value they represent 16.7% of the total AUM for non-listed funds. Funds with a global strategy are mainly exposed to North America (54.4%), followed by Europe (28.9%), then Asia Pacific (15.9%). Their remaining 0.8% exposure is to South America and other regions.

Figure 25: Breakdown of global non-listed real estate funds by regional investments



The top 10 fund managers according to the size of their non-listed real estate funds cumulatively manage €356.6 billion. The Blackstone Group is the largest fund manager with €89.8 billion of non-listed real estate funds. JP Morgan Asset Management is in second place with €37.5 billion and is followed by Pramerica Real Estate Investors with €35.6 billion.

Figure 26: Top 10 fund managers non-listed/commingled real estate funds/private REITs AUM



Non-listed real estate funds by regional strategy

In Europe, the largest fund manager of non-listed funds invested in Europe is Deka Immobilien with a total value of €26.9 billion. Credit Suisse follows next with AUM of €23.3 billion, then The Blackstone Group with €17.2 billion in non-listed funds.

In Asia Pacific, Lend Lease maintains the number one spot with a total value of €9.1 billion. Second place goes to AMP Capital with €7.3 billion, and the GPT Group follows in third place with non-listed funds totalling €6.1 billion.

The total value of JP Morgan Asset Management North American funds has increased from €25.4 billion in 2013 to €35.2 billion in 2014, securing their number one position for another year. Pramerica Real

Estate Investors and UBS Global Asset Management come second and third respectively with €27.9 billion and €16.8 billion.

For the global funds, The Blackstone group continues to be the largest player with non-listed funds AUM of €63.3 billion. Next is Starwood Capital Group with €17.7 billion, followed by Morgan Stanley Real Estate Investing with €12.6 billion in third.

Figure 27: Top 10 fund managers European non-listed/commingled real estate funds/private REITs AUM

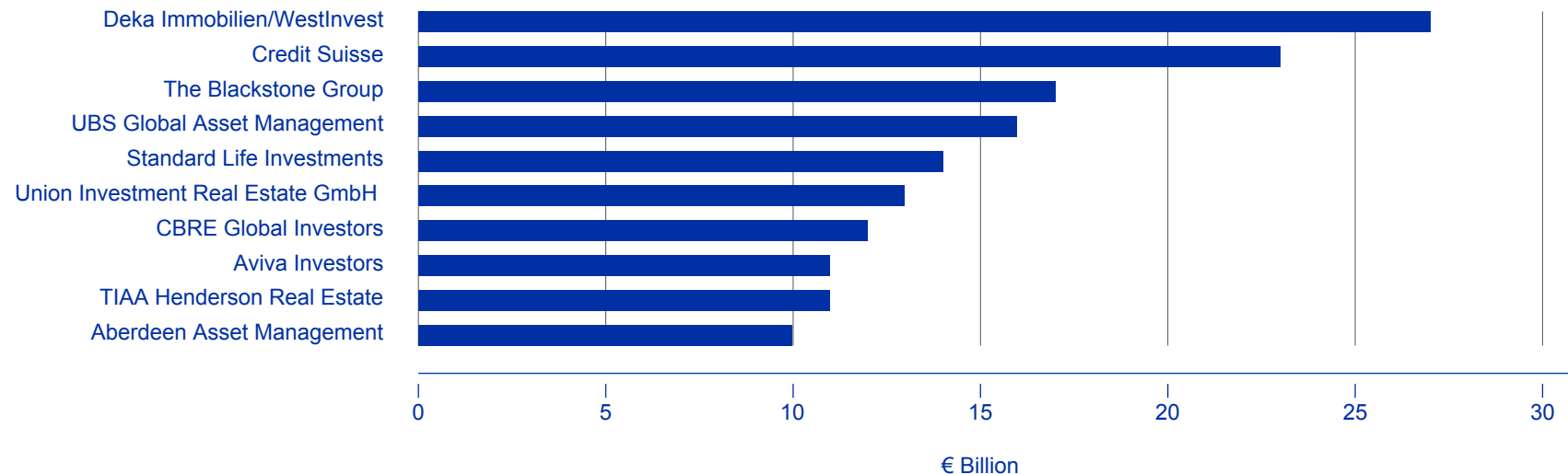


Figure 28: Top 10 fund managers Asia Pacific non-listed/commingled real estate funds/private REITs AUM

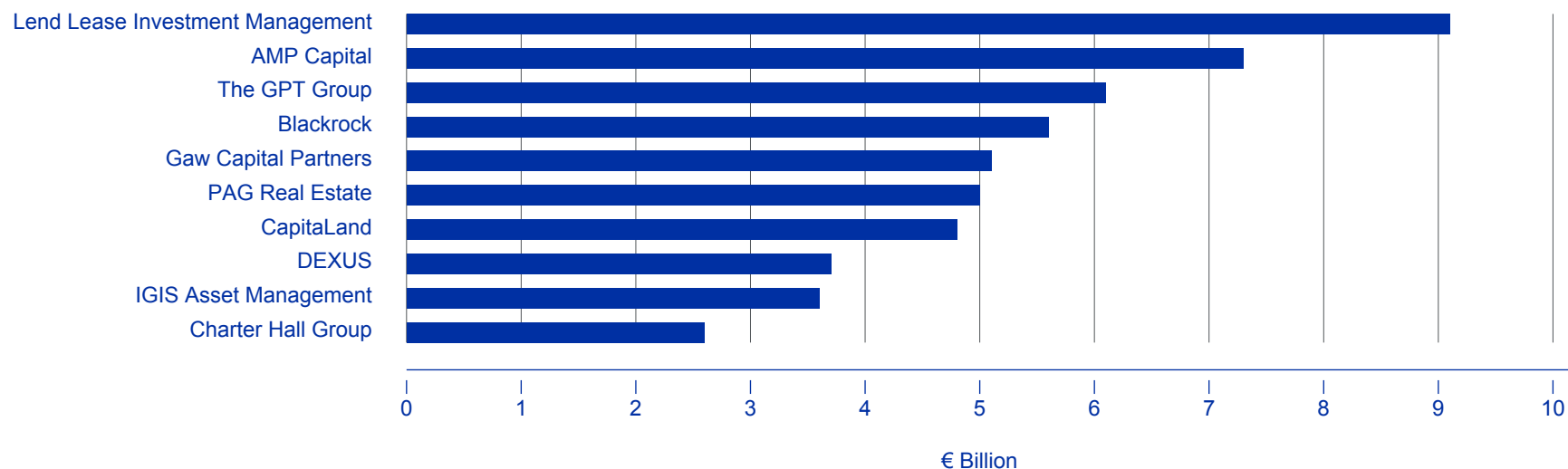


Figure 29: Top 10 fund managers North American non-listed/commingled real estate funds/private REITs AUM

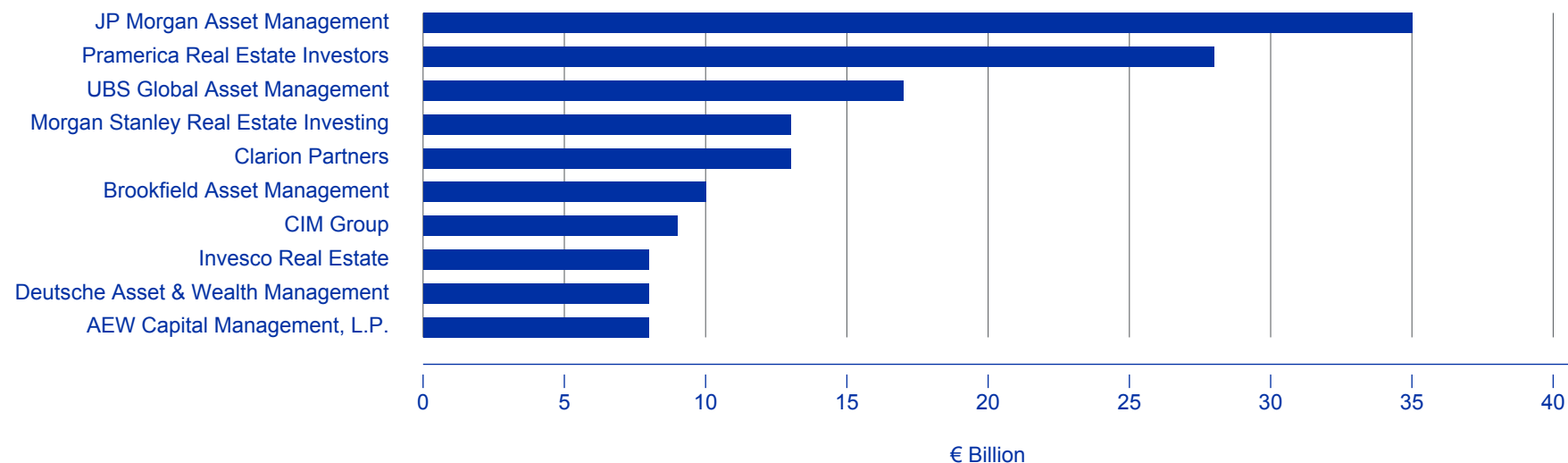
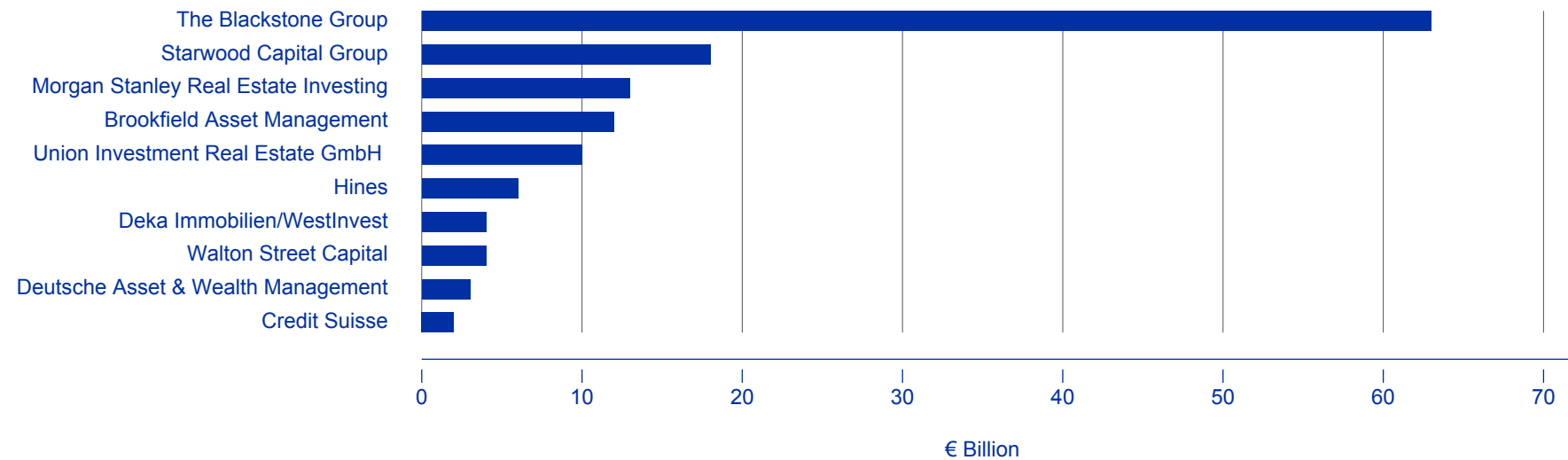


Figure 30: Top 10 fund managers Global non-listed/commingled real estate funds/private REITs AUM

Non-listed real estate funds by investment strategies

Analysis by style shows that, at 61.4% of value, core stills represent the largest fund style. Around 12.0% of funds have a value added mandate, while the remaining 26.6% of funds pursue an opportunistic strategy.

There are differences when looking at fund styles across fund manager sizes. Top quartile

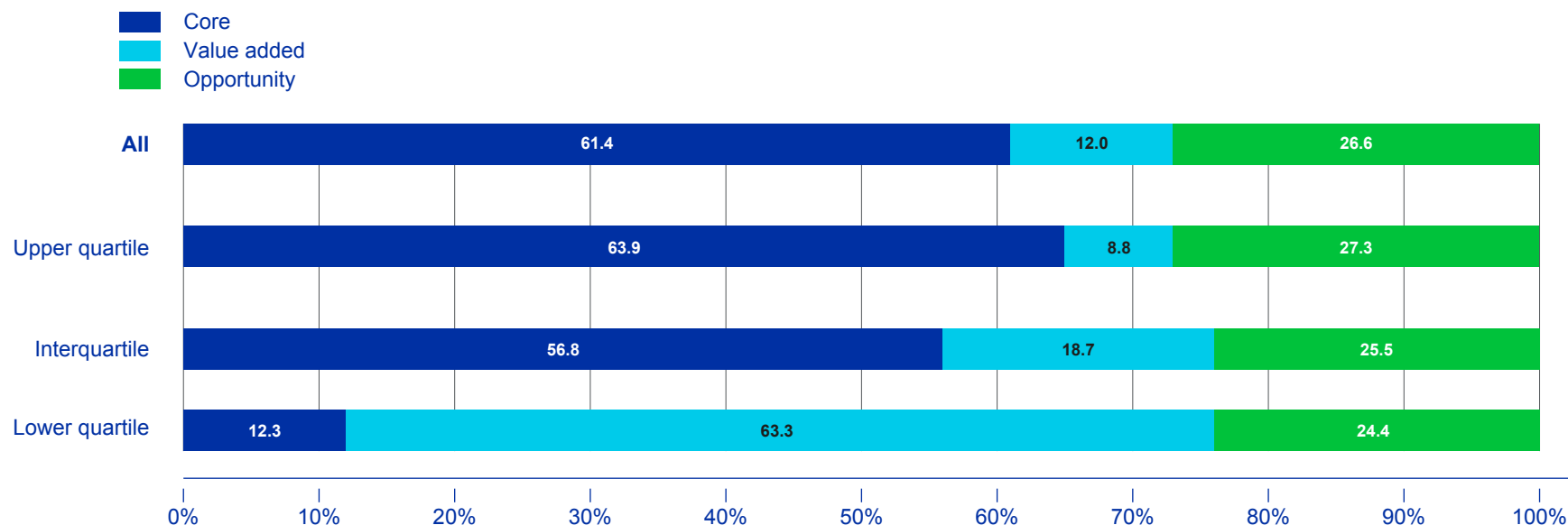
fund managers are more focussed on delivering a core strategy, where the proportion of their funds pursuing this style is 63.9% of overall value. While value added and opportunity funds comprise smaller proportions, of 8.8% and 27.3% respectively.

Fund managers in the interquartile range are broadly aligned with top quartile fund managers, although they have a lower proportion of funds following a core style (56.8%), and higher proportions following

value added (18.7%) or opportunistic strategies (24.5%).

The biggest difference is seen in lower quartile fund managers which take on more risky strategies compared with their larger counterparts. Their non-core funds make up 87.7% of their total non-listed real estate funds value, while their core funds represent only 12.3%.

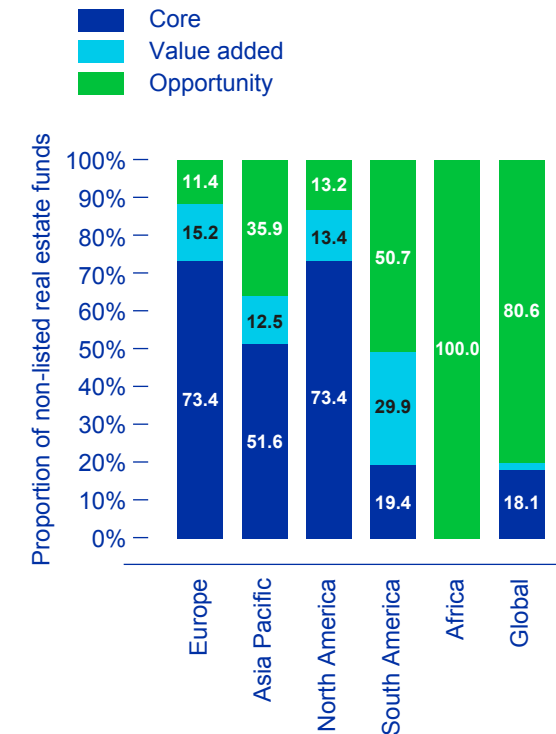
Figure 31: Non-listed real estate funds by style and quartile as percentage of value



In Europe, 73.4% of the non-listed funds have a core strategy, while the value of European value added and opportunity funds represent around 15.2% and 11.4% of their total value respectively. Core funds are also most preferred in North America, with 73.4% pursuing this investment style. In Asia Pacific,

core funds comprise 51.6% of the total fund value, while 12.5% are value added funds and 35.9% opportunity funds. It is clear to see that the majority of funds targeting South America and Africa have opportunistic strategies. This is also true for global funds where 80.6% of the funds opt for an opportunistic style of investing.

Figure 32: Non-listed real estate funds by style and regional strategy as % of value

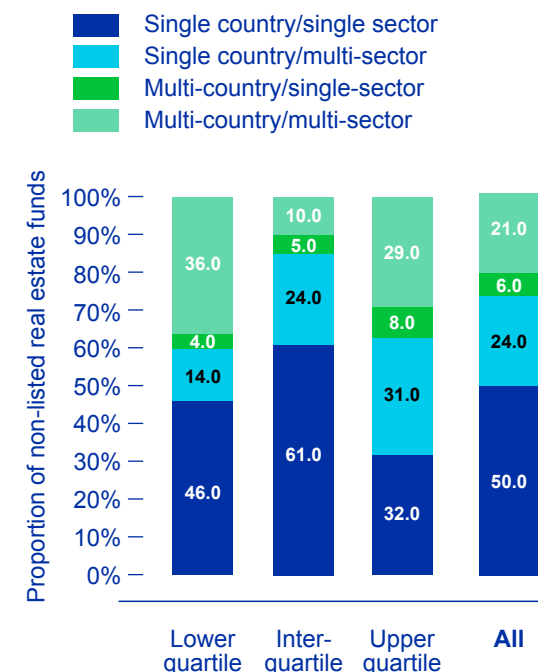


Note: Kristensen Properties are excluded from this analysis due to their large number of non-listed direct real estate vehicles

By number of non-listed real estate funds, 49.6% of funds focus on a specific country and sector. Funds with single country and multi-sector investment strategies represent 24.1% of the total number of funds, while funds focusing on a single sector across numerous markets comprise only 5.6%. There are also a relatively large proportion of multi-country and multi-sector funds which make up 20.6% of the number of funds.

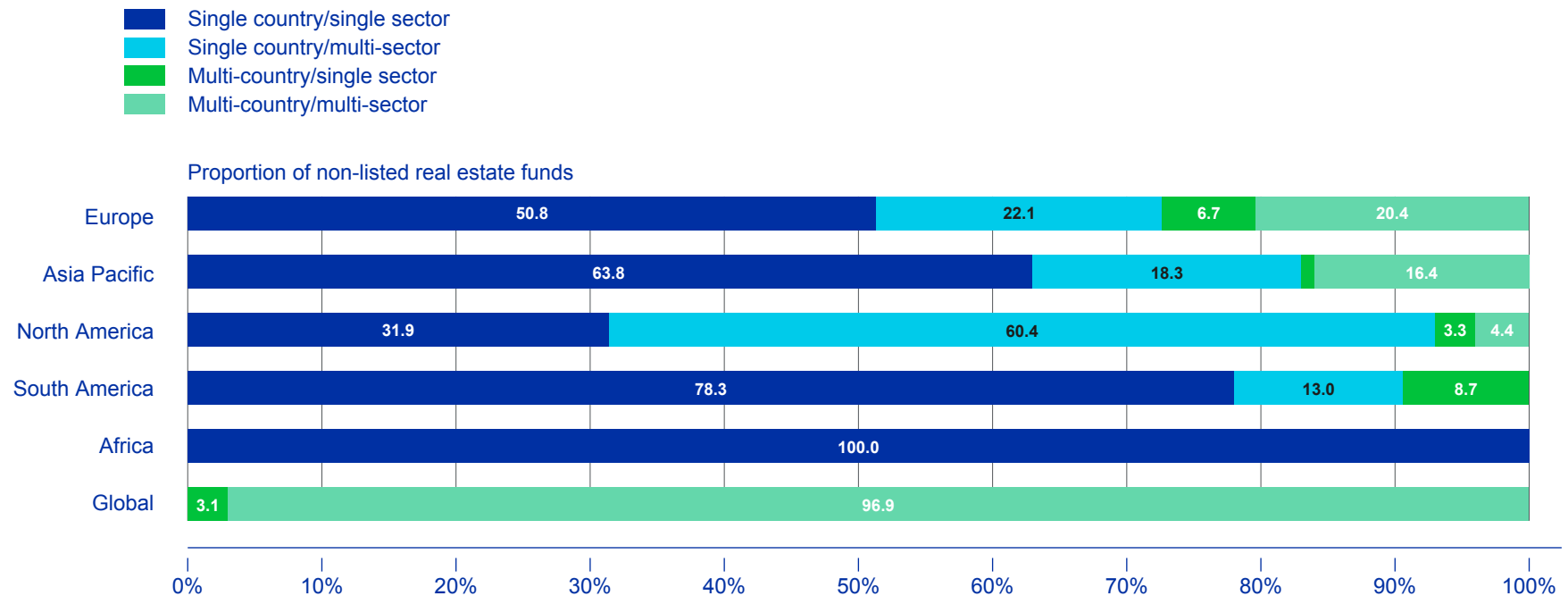
When looking at quartiles, 31.0% of funds managed by upper quartile fund managers target several sectors in the same market. At 61.2%, fund managers in the interquartile group have the highest proportion of funds with single country and single sector mandates compared with other groups. The opposite is true for lower quartile fund managers, where 36.0% of their funds are multi-country and multi-sector.

Figure 33: Breakdown of non-listed funds by quartile and by country/sector strategy



The majority of European funds are of single country and single sector. This is also true for funds targeting Asia Pacific, South America and Africa. In North America, 60.4% of funds pursue single country and multi-sector investment strategies, while multi-country and multi-sector strategies are commonly adopted by global funds.

Figure 34: Breakdown of non-listed funds by country/sector strategy and by region



Note: Kristensen Properties are excluded from this analysis due to their large number of non-listed direct real estate vehicles

Section 5

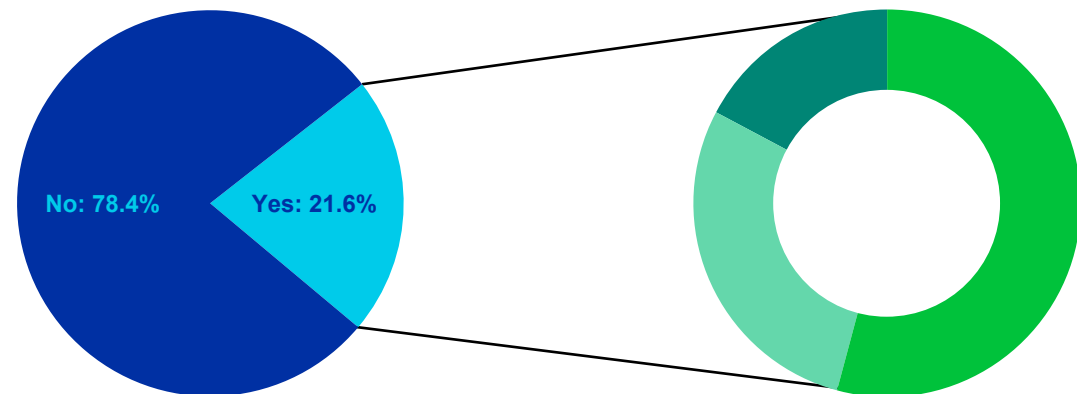
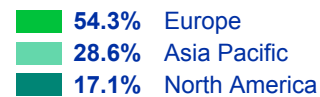
Merger and acquisition activities in the real estate fund management industry

Merger and acquisition activities in the real estate fund management industry

This section provides an overview of the mergers and acquisitions (M&A) activities in the real estate fund management industry. Survey respondents were asked whether they have been involved in M&A activities in the last 10 years as well as their motivations for doing so.

The majority of fund managers, 78.4%, have not been involved in merger activities, while 21.6% have merged with other fund managers in the past 10 years. Of the 21.6%, 54.3% are fund managers based in Europe, while 28.6% are based in Asia Pacific and 17.1% in North America.

Figure 35: Fund managers involved in merger activities



In terms of acquisitions, 78.9% of fund managers have not acquired other fund managers in the past 10 years, while the remaining 21.1% have. Of the fund managers that have made an acquisition, the majority are from Europe at 61.8%, while those in Asia Pacific and North American make up 11.8% and 26.5% of total acquisitions respectively.

A large proportion of the fund managers who have been involved in M&A activities indicate AUM growth to achieve economies of scale, access to new markets and expertise, together with increasing client base as the

main drivers to merge with or acquire other fund managers.

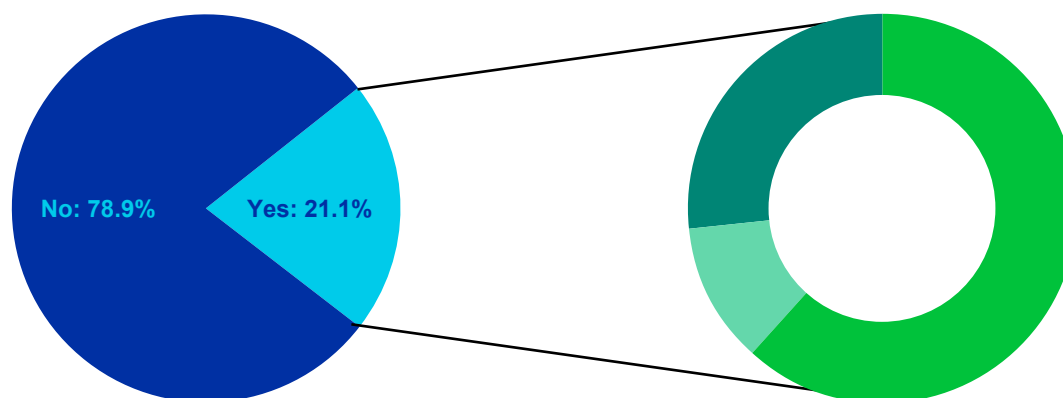
Brookfield Asset Management said that they *'...would consider making a strategic acquisition of an investment manager if the manager had sector operating expertise or a particular geographic focus that Brookfield did not already have internally or that is complementary to Brookfield's existing platform.'* This is a similar view that is shared by Aberdeen Asset Management, *'Asset management is a scale business. It generally costs little more to manage €10 billion than*

€1 billion...to acquire other asset managers [with] capabilities that complement ours, as the most efficient route to grow.'

'Know-how transfer, better risk performance characteristics, extending team size and client requirements' have also been mentioned by a number of fund managers as their motivations to undertake M&A activities. Fosun Property Holdings explained their motivation for a merger was to *'Build ground team to support investment opportunity and asset management role.'*

Figure 36: Fund managers who have acquired other fund manager(s)

■ **61.8%** Europe
 ■ **11.8%** Asia Pacific
 ■ **26.5%** North America



Appendix 1

Top 50 fund managers based on total real estate assets under management

Top 50 fund managers based on total real estate assets under management

		Percentage breakdown by line of business									
Fund manager		Total real estate assets under management (AUM € Million)	Non-listed/commingled real estate funds/private REITs	Separate accounts (direct)	Separate accounts (indirect)	Joint ventures/club deals	Funds of funds	Listed real estate companies/public REITs	Real estate/mortgage debts	Real estate derivatives	Other
1	Brookfield Asset Management	103,792	25.1	0.0	0.0	0.4	0.0	4.1	3.2	0.0	67.2
2	The Blackstone Group	99,519	90.3	2.3	0.0	0.0	0.0	2.4	0.0	0.0	5.0
3	CBRE Global Investors	74,529	28.3	30.1	10.2	0.4	3.3	27.4	0.3	0.0	0.0
4	TIAA Henderson Real Estate	67,704	19.1	11.8	0.1	10.5	0.4	26.6	19.5	12.1	0.0
5	AXA Real Estate	54,755	14.5	64.2	0.0	4.7	0.0	0.2	16.4	0.0	0.0
6	UBS Global Asset Management	52,987	62.0	7.0	2.0	15.0	7.0	3.0	4.0	0.0	0.0
7	Invesco Real Estate	52,733	26.0	29.0	0.0	0.0	0.0	45.0	0.0	0.0	0.0
8	JP Morgan Asset Management	48,610	77.2	22.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0
9	Pramerica Real Estate Investors	48,318	73.6	14.0	0.0	0.0	0.0	12.4	0.0	0.0	0.0
10	Principal Real Estate Investors, LLC	47,079	16.3	28.9	0.0	0.0	0.0	16.6	38.2	0.0	0.0
11	LaSalle Investment Management	45,529	20.4	50.4	2.4	0.0	0.0	23.3	3.6	0.0	0.0
12	Capitaland	43,852	10.9	0.0	0.0	19.5	0.0	33.7	0.0	0.0	36.0
13	AEW Capital Management, L.P.	41,017	32.0	39.0	0.0	10.0	0.0	16.0	0.0	0.0	3.0
14	Credit Suisse	40,268	66.8	21.8	4.3	0.0	2.1	0.0	0.0	0.0	5.0
15	Deutsche Asset & Wealth Management	39,700	52.0	27.0	14.0	0.0	0.0	7.0	0.0	0.0	0.0
16	Cornerstone Real Estate Advisers LLC	39,032	11.8	18.0	0.0	0.0	0.0	4.0	66.2	0.0	0.0
17	Hines	35,104	34.8	14.2	0.0	51.0	0.0	0.0	0.0	0.0	0.0
18	Starwood Capital Group	33,316	67.7	0.0	0.0	0.0	0.0	31.0	0.0	1.3	0.0
19	Deka Immobilien / WestInvest	31,585	97.0	0.0	0.0	0.0	1.0	0.0	2.0	0.0	0.0
20	Union Investment Real Estate GmbH	30,727	92.0	7.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0
21	Aviva Investors	30,565	39.0	32.0	19.0	9.0	1.0	0.0	0.0	0.0	0.0
22	M&G Real Estate	30,029	10.0	63.2	0.0	4.5	2.2	14.4	5.7	0.0	0.0
23	Aberdeen Asset Management	27,978	37.3	54.2	2.7	0.0	5.8	0.0	0.0	0.0	0.0
24	Clarion Partners	27,178	48.3	51.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0
25	Morgan Stanley Real Estate Investing	26,947	98.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.0

Fund manager		Total real estate assets under management (AUM € Million)	Percentage breakdown by line of business								
			Non-listed/commingled real estate funds/private REITs	Separate accounts (direct)	Separate accounts (indirect)	Joint ventures/club deals	Funds of funds	Listed real estate companies/public REITs	Real estate/mortgage debts	Real estate derivatives	Other
26	Heitman	26,593	26.7	61.8	0.0	0.0	0.0	10.0	1.6	0.0	0.0
27	Prologis	24,477	52.7	0.0	0.0	29.2	0.0	18.1	0.0	0.0	0.0
28	Standard Life Investments	22,385	66.6	14.7	0.0	0.0	0.0	14.1	1.4	0.0	3.3
29	Fosun Property Holdings	19,783	5.0	75.0	0.0	20.0	0.0	0.0	0.0	0.0	0.0
30	Blackrock	18,717	70.6	20.8	0.0	2.6	0.0	2.9	3.1	0.0	0.0
31	AMP Capital	17,513	42.6	15.1	3.6	0.0	0.5	38.2	0.0	0.0	0.0
32	ARA	16,356	9.8	5.7	0.0	2.5	0.0	75.5	0.0	0.0	6.5
33	Mapletree Investments Pte. Ltd.	16,352	11.0	0.0	0.0	0.0	0.0	63.0	0.0	0.0	26.0
34	Schroder Real Estate Investment Management Limited	15,010	46.0	2.0	22.0	0.0	5.0	11.0	0.0	0.0	14.0
35	Syntus Achmea Real Estate & Finance	14,894	12.4	38.1	0.0	3.0	5.6	0.0	40.8	0.0	0.0
36	CIM Group	14,732	69.3	15.2	0.0	0.0	0.0	15.5	0.0	0.0	0.0
37	PATRIZIA Immobilien AG	14,600	61.0	29.0	0.0	10.0	0.0	0.0	0.0	0.0	0.0
38	DEXUS	12,279	30.0	0.0	0.0	20.2	0.0	49.8	0.0	0.0	0.0
39	The GPT Group	12,171	50.5	4.1	0.0	0.0	0.0	45.4	0.0	0.0	0.0
40	La Francaise Group	11,300	59.0	34.5	2.0	0.0	0.0	1.0	2.0	0.0	1.5
41	Lend Lease Investment Management	11,199	90.2	9.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0
42	Novion Property Group	10,774	0.9	3.5	0.5	9.7	0.1	60.4	0.0	0.0	24.9
43	Kenedix, Inc.	10,743	5.0	20.0	0.0	0.0	0.0	67.0	0.0	0.0	8.0
44	F&C REIT	9,555	0.0	79.1	0.0	0.0	0.4	20.5	0.0	0.0	0.0
45	Amundi Immobilier	9,250	59.0	23.0	4.0	14.0	0.0	0.0	0.0	0.0	0.0
46	IDeA FIMIT sgr S.p.A.	8,983	82.0	0.0	0.0	0.0	0.0	18.0	0.0	0.0	0.0
47	Ares Management	8,698	53.6	11.8	0.0	2.7	0.0	19.6	12.3	0.0	0.0
48	Charter Hall Group	8,522	39.4	10.2	0.0	33.9	0.0	16.5	0.0	0.0	0.0
49	Rockspring Property Investment Managers LLP	7,942	60.6	33.8	0.0	4.2	0.0	0.0	0.0	0.0	1.3
50	KGAL Investment Management GmbH & Co. KG	7,678	96.0	0.0	0.0	0.0	4.0	0.0	0.0	0.0	0.0

Appendix 2

Top 50 fund managers based on non-listed direct real estate vehicles

Top 50 fund managers based on non-listed direct real estate vehicles

AUM breakdown by regional vehicle strategy

Fund manager		Total AUM (€ Million)	Europe	Asia Pacific	North America	South America	Africa	Global
1	The Blackstone Group	92,115	19,047	2,943	6,762	-	-	63,337
2	JPMorgan Asset Management	48,610	6,033	564	42,013	-	-	-
3	AXA Real Estate	45,671	43,353	529	1,787	-	-	-
4	UBS Global Asset Management	44,322	17,120	7,629	19,573	-	-	-
5	CBRE Global Investors	43,823	27,064	2,221	14,560	-	-	-
6	Pramerica Real Estate Investors	42,327	6,102	4,098	30,937	1,189	-	-
7	Credit Suisse	35,678	32,057	-	-	1,191	-	2,430
8	Hines	35,104	10,159	1,982	16,115	1,129	-	5,720
9	AEW Capital Management, L.P.	33,224	16,150	27	17,046	-	-	-
10	LaSalle Investment Management	32,212	16,717	4,666	10,826	-	-	-
11	Deutsche Asset & Wealth Management	31,363	12,452	647	13,393	-	-	4,871
12	Deka Immobilien / WestInvest	30,637	26,905	-	-	-	-	4,011
13	Union Investment Real Estate GmbH	30,420	13,299	-	-	-	-	10,195
14	Invesco Real Estate	29,003	6,205	3,896	18,910	-	-	81
15	TIAA Henderson Real Estate	27,948	19,855	1,048	6,759	163	-	-
16	Clarion Partners	27,178	-	-	27,105	72	-	-
17	Morgan Stanley Real Estate Investing	26,947	1,095	2	13,260	-	-	12,592
18	Brookfield Asset Management	26,447	-	-	12,740	1,793	-	11,916
19	Aberdeen Asset Management	25,603	25,603	-	-	-	-	-
20	Aviva Investors	24,452	24,003	448	-	-	-	-
21	Heitman	23,508	3,260	437	19,153	-	-	662
22	M&G Real Estate	23,332	22,184	1,149	-	-	-	-
23	Starwood Capital Group	22,568	1,241	-	4,254	113	-	16,959
24	Principal Real Estate Investors, LLC	21,298	-	-	21,298	-	-	-
25	Prologis	20,047	10,203	2,075	7,568	207	-	-

AUM breakdown by regional vehicle strategy

Fund manager		Total AUM (€ Million)	Europe	Asia Pacific	North America	South America	Africa	Global
26	Fosun Property Holdings	19,783	656	18,531	596	-	-	-
27	Standard Life Investments	18,188	16,811	-	1,149	-	-	226
28	Blackrock	17,594	5,416	5,932	6,235	-	-	-
29	PATRIZIA Immobilien AG	14,600	13,400	-	-	-	-	1,200
30	CapitaLand	13,309	-	13,308	-	-	-	-
31	CIM Group	12,449	-	-	12,446	-	-	-
32	Cornerstone Real Estate Advisers LLC	11,620	2,218	-	9,403	-	-	-
33	Lend Lease Investment Management	11,199	964	10,236	-	-	-	-
34	La Francaise Group	10,566	10,560	-	-	-	-	-
35	AMP Capital	10,108	-	9,970	-	-	-	138
36	Amundi Immobilier	8,880	8,830	-	-	-	50	-
37	Syntrus Achmea Real Estate & Finance	7,971	7,923	48	-	-	-	-
38	Rockspring Property Investment Managers LLP	7,831	7,831	-	-	-	-	-
39	F&C REIT	7,558	7,555	-	-	-	-	-
40	KGAL Investment Management GmbH & Co. KG	7,371	7,324	-	54	-	-	-
41	IDeA FIMIT sgr S.p.A.	7,370	-	-	-	-	-	7,370
42	Schroder Real Estate Investment Management Limited	7,205	7,205	-	-	-	-	-
43	Gaw Capital Partners	7,185	1,417	5,067	701	-	-	-
44	Charter Hall Group	7,116	-	7,116	-	-	-	-
45	Alpha Investments	7,107	518	6,112	411	66	-	-
46	ISPT Pty Ltd	6,777	-	-	-	-	-	6,777
47	The GPT Group	6,642	-	6,641	-	-	-	-
48	Bouwinvest REIM B.V.	6,187	1,504	440	1,183	-	-	-
49	DEXUS	6,164	-	6,164	-	-	-	-
50	Sonae Sierra	6,006	1,241	-	-	-	-	-

Appendix 3

Top 50 fund managers based on non-listed/commingled
real estate funds/private REITs

Top 50 fund managers based on non-listed/ commingled real estate funds/private REITs

Percentage breakdown by regional vehicle strategy

Fund manager		Total AUM (€ Million)	Europe	Asia Pacific	North America	South America	Africa	Global
1	The Blackstone Group	89,846	20.1	3.4	2.5	0.0	0.0	73.9
2	JPMorgan Asset Management	37,527	4.7	1.5	93.8	0.0	0.0	0.0
3	Pramerica Real Estate Investors	35,562	11.3	7.3	78.0	3.3	0.0	0.0
4	UBS Global Asset Management	32,921	49.1	0.0	50.9	0.0	0.0	0.0
5	Deka Immobilien / WestInvest	30,637	87.0	0.0	0.0	0.0	0.0	13.0
6	Union Investment Real Estate GmbH	28,269	56.6	0.0	0.0	0.0	0.0	43.4
7	Credit Suisse	26,899	86.5	0.0	0.0	4.4	0.0	9.0
8	Morgan Stanley Real Estate Investing	26,344	1.9	0.0	50.3	0.0	0.0	47.8
9	Brookfield Asset Management	26,000	0.0	0.0	48.1	6.0	0.0	45.8
10	Starwood Capital Group	22,568	4.8	0.0	16.3	0.5	0.0	78.4
11	CBRE Global Investors	21,092	57.8	8.2	34.0	0.0	0.0	0.0
12	Deutsche Asset & Wealth Management	20,644	42.6	1.4	40.4	0.0	0.0	15.6
13	Standard Life Investments	14,899	90.8	0.0	7.7	0.0	0.0	1.5
14	Invesco Real Estate	13,711	21.2	12.3	66.5	0.0	0.0	0.0
15	Blackrock	13,214	38.8	42.3	18.9	0.0	0.0	0.0
16	Clarion Partners	13,127	0.0	0.0	100.0	0.0	0.0	0.0
17	AEW Capital Management, L.P.	13,126	36.5	0.2	63.3	0.0	0.0	0.0
18	TIAA Henderson Real Estate	12,918	84.9	3.2	11.9	0.0	0.0	0.0
19	Prologis	12,900	48.7	0.0	51.3	0.0	0.0	0.0
20	Hines	12,216	27.9	3.4	21.9	0.0	0.0	46.8
21	Aviva Investors	11,920	96.2	3.8	0.0	0.0	0.0	0.0
22	Aberdeen Asset Management	10,436	100.0	0.0	0.0	0.0	0.0	0.0
23	CIM Group	10,209	0.0	0.0	100.0	0.0	0.0	0.0
24	Lend Lease Investment Management	10,102	9.5	90.5	0.0	0.0	0.0	0.0
25	LaSalle Investment Management	9,265	25.8	20.4	53.8	0.0	0.0	0.0

Percentage breakdown by regional vehicle strategy

Fund manager		Total AUM (€ Million)	Europe	Asia Pacific	North America	South America	Africa	Global
26	PATRIZIA Immobilien AG	8,906	100.0	0.0	0.0	0.0	0.0	0.0
27	AXA Real Estate	7,950	97.4	1.8	0.8	0.0	0.0	0.0
28	Principal Real Estate Investors, LLC	7,688	0.0	0.0	100.0	0.0	0.0	0.0
29	AMP Capital	7,460	0.0	98.1	0.0	0.0	0.0	1.9
30	KGAL Investment Management GmbH & Co. KG	7,371	99.3	0.0	0.7	0.0	0.0	0.0
31	IDeA FIMIT sgr S.p.A.	7,370	100.0	0.0	0.0	0.0	0.0	0.0
32	Heitman	7,087	18.6	0.0	81.4	0.0	0.0	0.0
33	Schroder Real Estate Investment Management Limited	6,905	100.0	0.0	0.0	0.0	0.0	0.0
34	ISPT Pty Ltd	6,777	100.0	0.0	0.0	0.0	0.0	0.0
35	La Francaise Group	6,667	100.0	0.0	0.0	0.0	0.0	0.0
36	The GPT Group	6,145	0.0	100.0	0.0	0.0	0.0	0.0
37	Orchard Street Investment Management	5,944	100.0	0.0	0.0	0.0	0.0	0.0
38	Gaw Capital Partners	5,767	0.0	87.9	12.1	0.0	0.0	0.0
39	Bouwfonds Investment Management	5,653	95.4	0.0	4.6	0.0	0.0	0.0
40	Wealth Management Capital Holding	5,586	91.0	0.0	9.0	0.0	0.0	0.0
41	Amundi Immobilier	5,458	99.1	0.0	0.0	0.0	0.9	0.0
42	Generali Immobiliare Italia SGR S.p.A.	5,072	100.0	0.0	0.0	0.0	0.0	0.0
43	PAG Real Estate	5,000	0.0	100.0	0.0	0.0	0.0	0.0
44	Tristan Capital Partners	4,985	100.0	0.0	0.0	0.0	0.0	0.0
45	BNP Paribas Real Estate Italy	4,840	100.0	0.0	0.0	0.0	0.0	0.0
46	IGIS Asset Management	4,818	15.2	75.6	9.2	0.0	0.0	0.0
47	Rockspring Property Investment Managers LLP	4,813	100.0	0.0	0.0	0.0	0.0	0.0
48	CapitaLand	4,762	0.0	100.0	0.0	0.0	0.0	0.0
49	Ares Management	4,662	37.5	4.9	54.2	0.0	0.0	3.4
50	Cornerstone Real Estate Advisers LLC	4,598	18.9	0.0	81.1	0.0	0.0	0.0

Appendix 4

List of respondents

List of respondents

The following list of fund managers participated in the ANREV/INREV/NCREIF Fund Manager 2015 and gave permission for their company names to be published*:

Fund manager	Percentage breakdown by line of business		
	Total AUM (€ million)	Non-listed direct real estate vehicles (€ million)	Non-listed real estate funds (€ million)
4IP Management Ltd	90	90	90
Aberdeen Asset Management	27,978	25,603	10,436
Accord Equity Advisors LLC	3	3	3
AEW Capital Management, L.P.	41,017	33,224	13,126
Alpha Investments	7,107	7,107	6,112
AltaFund General Partner SARL	140	140	140
Altera Vastgoed NV	1,810	1,810	1,810
AMP Capital	17,513	10,108	7,460
Amstar	1,948	1,948	867
Amundi Immobilier	9,250	8,880	5,458
Amvest	2,737	2,737	1,560
Angelo Gordon & Co.	3,746	3,746	3,671
ARA	16,356	2,952	1,609
ARCH Capital Management Co., Ltd	640	640	540
Areim AB	657	657	657
Ares Management	8,698	5,924	4,662
Art-Invest Real Estate Funds GmbH	1,600	1,600	1,600
ASR REIM	3,987	2,352	2,352
Aviva Investors	30,565	24,452	11,920
AXA Real Estate	54,755	45,671	7,950
Blackrock	18,717	17,594	13,214
Bluehouse Capital	845	845	845
BNP Paribas Real Estate Italy	5,500	5,500	4,840
Bouwfonds Investment Management	6,429	5,746	5,653
Bouwinvest REIM B.V.	6,718	6,187	6,187
Brookfield Asset Management	103,792	26,447	26,000

* Two fund managers have asked for their name not to be disclosed in the list of respondents

Percentage breakdown
by line of business

Fund manager	Total AUM (€ million)	Non-listed direct real estate vehicles (€ million)	Non-listed real estate funds (€ million)
CAERUS Debt Investments AG	233	-	-
CapitaLand	43,852	13,309	4,762
CapMan Plc	1,489	1,489	1,489
CBRE Global Investors	74,529	43,823	21,092
Challenger	3,355	2,684	2,684
Charter Hall Group	8,522	7,116	3,357
CIM Group	14,732	12,449	10,209
CITIC Capital	987	790	790
Clarion Partners	27,178	27,178	13,127
Composition Capital Partners	352	352	224
Cordea Savills	7,212	3,809	3,809
Cornerstone Real Estate Advisers LLC	39,032	11,620	4,598
Corpus Sireo Investment Management	1,800	1,800	1,800
Credit Suisse	40,268	35,678	26,899
De VastgoedKompagnie III B.V. / Eurindustrial N.V.	91	91	91
Deka Immobilien / WestInvest	31,585	30,637	30,637
Deutsche Asset & Wealth Management	39,700	31,363	20,644
DEXUS	12,279	6,164	3,684
Diamond Realty Management Inc.	4,000	3,600	2,000
DNB Livsforsikring	4,000	4,000	150
DRC Capital LLP	961	-	-
ECE Real Estate Partners Sarl	970	970	970
EG Funds Management Pty Ltd	1,012	1,012	513
Equity Estate BV	240	240	240
Europa Capital LLP	2,225	2,225	2,225
Everstone capital	767	767	767

Fund manager	Percentage breakdown by line of business		
	Total AUM (€ million)	Non-listed direct real estate vehicles (€ million)	Non-listed real estate funds (€ million)
F&C REIT	9,555	7,558	-
Fife Capital	597	382	205
First Property Group	395	395	277
Fosun Property Holdings	19,783	19,783	989
Frogmore	918	918	918
Gaw Capital Partners	7,185	7,185	5,767
Generali Immobiliare Italia SGR S.p.A.	5,072	5,072	5,072
Genesta Property Nordic	600	600	402
Global Logistic Properties	4,194	4,194	3,594
Grainger PLC	3,992	1,397	-
Grosvenor Fund Management	3,847	3,809	3,039
Hahn Group	2,400	1,920	1,920
Hamburg Trust REIM	1,150	1,150	1,150
Harbert Management Corporation	648	648	648
HDFC Property Ventures Limited	564	564	564
Heitman	26,593	23,508	7,087
Helaba Invest	2,900	-	-
Hines	35,104	35,104	12,216
Hunter REIM	370	170	170
Hyundai AMC	1,150	920	-
ICG-Longbow	2,342	-	-
IDeA FIMIT sgr S.p.A.	8,983	7,370	7,370
IDERA Capital Management	1,140	252	145
IDFC Alternatives Limited	1	1	1
IEF Capital	2,500	2,500	2,500
IGIS Asset Management	4,919	4,818	4,818

**Percentage breakdown
by line of business**

Fund manager	Total AUM (€ million)	Non-listed direct real estate vehicles (€ million)	Non-listed real estate funds (€ million)
Impax Asset Management	62	62	62
InfraRed Capital Partners	2,603	2,603	2,538
Invesco Real Estate	52,733	29,003	13,711
Investa Commerical Property Fund	1,945	1,945	1,945
IPUT plc	1,396	1,396	1,396
ISPT Pty Ltd	6,777	6,777	6,777
JPMorgan Asset Management	48,610	48,610	37,527
Kailong	497	497	497
Kames Capital	2,216	2,105	2,105
Kenedix, Inc.	10,743	2,686	537
KGAL Investment Management GmbH & Co. KG	7,678	7,371	7,371
Kirin Investment Management (HK) Limited	-	-	-
Kristensen Properties	2,000	2,000	2,000
La Francaise Group	11,300	10,566	6,667
LaSalle Investment Management	45,529	32,212	9,265
Lend Lease Investment Management	11,199	11,199	10,102
Lothbury Investment Management Limited	2,135	2,077	1,740
M&G Real Estate	30,029	23,332	3,003
MacFarlane Partners	3,271	3,271	2,617
Macquarie	3,700	2,405	-
Madison International Realty	1,560	1,404	1,404
Mapletree Investments Pte. Ltd.	16,352	1,799	1,799
MaxCap Group	206	226	-
Mayfair Capital	919	882	524
Meyer Bergman	3,037	3,037	3,037
Morgan Stanley Real Estate Investing	26,947	26,947	26,345

Fund manager	Percentage breakdown by line of business		
	Total AUM (€ million)	Non-listed direct real estate vehicles (€ million)	Non-listed real estate funds (€ million)
MPC Capital AG	2,400	2,400	2,280
Niam AB	2,284	2,284	2,284
Nippon ResCap Investors K.K.	137	137	137
Nomura Real Estate Asset Management	7,578	1,288	1,288
Northam Realty Advisors Limited	1,102	1,102	705
Northern Horizon Capital	1,024	1,024	655
Novion Property Group	10,774	1,519	97
NREP	2,200	2,200	2,200
OFI REIM	1,137	1,137	1,137
Orchard Street Investment Management	5,829	5,829	5,944
Orion Partners Real Estate Group	793	793	793
PAG Real Estate	5,000	5,000	5,000
Pamfleet Asset Management (HK) Limited	380	380	380
PATRIZIA Immobilien AG	14,600	14,600	8,906
Peaksider	470	470	415
Perella Weinberg Partners	1,012	1,012	1,012
Phoenix Property Investors	2,250	2,250	2,250
Piramal Fund Management	2,257	1,693	1,287
Pradera Limited	2,500	2,385	1,160
Pramerica Real Estate Investors	48,318	42,327	35,562
Principal Real Estate Investors, LLC	47,079	21,298	7,688
PROJECT Investment AG	1,032	1,032	1,032
Prologis	24,477	20,047	12,900
Propertylink	534	534	-
Prorpium Capital Partners, LLC	1,667	1,667	1,667
Quadrant Real Estate Advisors LLC	4,853	-	-

Percentage breakdown
by line of business

Fund manager	Total AUM (€ million)	Non-listed direct real estate vehicles (€ million)	Non-listed real estate funds (€ million)
Quantum Immobilien KVG mbH	3,526	3,244	1,975
Redwood Group Asia Pte Ltd	444	444	257
Rockspring Property Investment Managers LLP	7,942	7,831	4,813
Rynda Property Investors LLP	920	920	920
Sarofim Realty Advisors Co.	2,691	2,691	178
SC Capital Partners	330	330	330
Schroder Real Estate Investment Management Limited	15,010	7,205	6,905
Sentinel Real Estate Corporation	4,151	3,196	1,660
Sniper Capital Ltd	529	79	79
Sonae Sierra	6,006	6,006	3,303
Sparinvest Property Investors	550	358	325
STAM Europe	553	553	520
Standard Life Investments	22,385	18,188	14,899
Starwood Capital Group	33,316	22,568	22,568
Sveafastigheter	954	954	954
Syntrus Achmea Real Estate & Finance	14,894	7,971	1,853
The Blackstone Group	99,519	92,115	89,846
The GPT Group	12,171	6,642	6,145
TIAA Henderson Real Estate	67,704	27,948	12,918
Tokyo Tatemono Investment Advisors Co., Ltd.	4,263	4,248	782
Tristan Capital Partners	4,985	4,985	4,985
UBS Global Asset Management	52,987	44,322	32,921
Union Investment Real Estate GmbH	30,727	30,420	28,269
Unite Group	2,871	2,871	2,096
Valad Europe	3,805	3,805	1,979

Percentage breakdown
by line of business

Fund manager	Total AUM (€ million)	Non-listed direct real estate vehicles (€ million)	Non-listed real estate funds (€ million)
Vesteda Investment Management B.V.	3,600	3,600	3,600
VinaCapital	494	74	-
Walton Street Capital	4,229	4,229	4,229
Warburg - Henderson KAG	4,647	4,647	2,695
Waterton Associates LLC	2,639	2,639	1,399
Wealth Management Capital Holding	5,586	5,586	5,586
White Peak Real Estate	227	227	227

Appendix 5

Definitions

Definitions

Total real estate asset under management (AUM)

Refers to fair market value of real estate-related assets with respect to which your company provides, on a global basis, oversight, investment management services and other advice (for third party capital and internal client capital), and which generally consist of real estate funds and real estate-related loans; securities portfolios; and investments in operating companies, joint ventures, separate accounts and funds of funds.

Non-listed direct real estate vehicle

Refers to a vehicle investing directly into real estate.

Non-listed real estate fund/commingled fund/private REIT

A structure where capital of at least three investors is pooled to undertake a pre-defined strategy of investing into real estate assets.

Separate account investing directly into real estate

A vehicle with capital commitments from one investor allocated directly into assets rather than funds.

Separate account investing into indirect vehicles

A vehicle with capital commitments from one investor allocated to a series of property funds within a defined strategy.

Joint venture and club deal

Vehicles with capital commitments from two or a small number of investors (including co-investment) allocated to a redefined direct real estate strategy.

Fund of funds

A real estate fund of funds is a collective investment vehicle that uses a strategy of holding a portfolio of investments in other real estate funds rather than investing directly into real estate.

Listed real estate fund

A fund investing directly into real estate.

Real estate securities fund

A fund investing into listed securities.

Non-listed debt products

- 1) Mezzanine debt fund: fund which is supplying real estate borrowers with the layer of financing that sits between the senior debt and the equity in the capital structure.
- 2) Senior debt fund: fund which provides the borrowers with loans, which have first priority within the capital structure.

European vehicle

A vehicle investing $\geq 90\%$ in Europe (including UK). This includes single country and pan-European funds.

Asia Pacific vehicle

A vehicle investing $\geq 90\%$ in Asia Pacific (including Australia). This includes single country and pan-Asia Pacific funds.

North American vehicle

A vehicle investing $\geq 90\%$ in North America.

South American vehicle

A vehicle investing $\geq 90\%$ in South America.

African vehicle

A vehicle investing $\geq 90\%$ in Africa.

Global vehicle

A vehicle invested in more than one continent and not more than 90% allocated to one continent.

Manager co-investment

Own company investments and own fund management team investments.

