APG Real Estate

Steve GoossensProduct Lead NL investments







Our Five Unique Selling Points

Focused and consistent investment approach across regions





We are one of the largest Real Estate investors in the world, with a proven reputation and track record. We employ a long investment horizon and have local presence and fast execution speed.





Solid Strategy & Process

Collaborative and digital, data-driven approach to continuous progress enabled by strong and diverse team culture and dynamics. We have been winning many awards in recent years.





Cost Efficient Implementation

Our scale and captive manager position ensures a highly cost-efficient implementation for the select clients we serve.



Inves

Unique Investment Access

Continuous replenishment of unique deal pipeline due to deep global and regional networks of industry relationships. We leverage these insights across the global team.





Genuine RI Integration

Our ESG ambitions and implementation are driven by unconditional commitment to delivering responsible investing. Integrated into bottom-up analysis and supported by our wider platform.

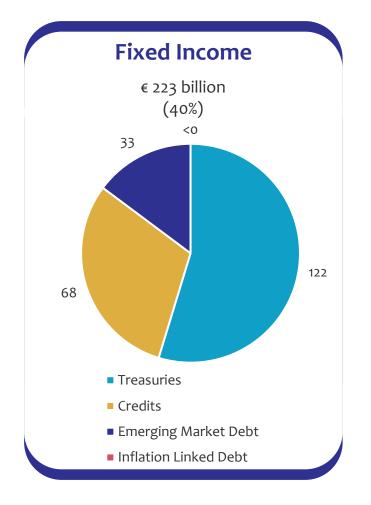


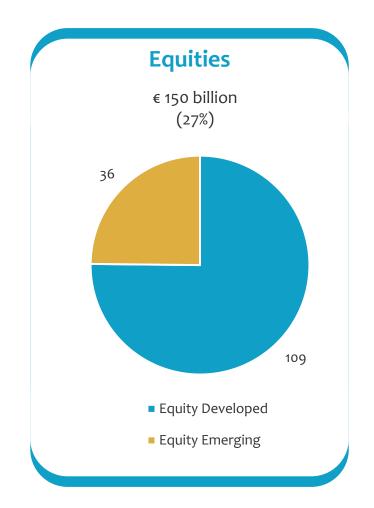


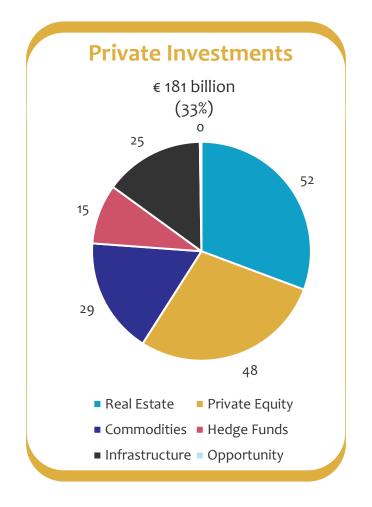


APG Asset Management – Investment Portfolios

Diversified portfolio constructed to meet clients' investment objectives











ABP-Aligned Investment Beliefs With certain specifics identified for Real Estate asset class



We allocate capital effectively and efficiently, with strategic influence and strong focus on downside protection



We invest for societal gain. Real estate has a tangible long-term impact on real people across the markets we invest in. To achieve this, good governance and responsible investment are key



Indirect investing allows us to team up with best in-class operators. Through measured diversification and our long-term horizon, we capitalize on Real Estate market inefficiencies and trends



Property is a local, operational business. Managing property is operationally intensive and requires hands-on expertise from our partners



Listed and Private Real Estate behave in a similar manner over time. We optimally select between them being cognizant of their short-term differences





Megatrends as Top-Down Input for Consistent Underwriting

Longer-term impact factors being potential game changers



Continued Urbanization

Approximately 56% of the world's population – 4.4 billion inhabitants – live in cities. This trend is expected to continue, with the urban population more than doubling its current size by 2050, at which point nearly 7 out of 10 people will live in cities. ¹



Demographic & Social Changes

- People aged 65+ years comprise the world's fastest growing age group. Globally, for the first time in 2018, older persons outnumbered children under the age of 5, and by 2050, older persons will outnumber people aged 15-24. ²
- Longer life expectancy, smaller households and aging population impact social market economy.



Technological Advancement

- Technology to have substantial impact: big data, cloud computing, DNA sequencing, energy storage, advanced robots, IoT, AI, mobile internet, nanotech and 3D-printing. 4
- Since ChatGPT came off the starting block in late 2022, new iterations of Gen AI technology have been released several times per month.
- Technology is a prerequisite for addressing the challenges caused by the Megatrends, for instance climate change ⁶



Experience- & Sharing Economy

- APG witnessed the positive impact of the evolving sharing economy through its own real estate investments e.g. student housing and hospitality.
- Shared mobility's gross bookings are due to reach USD500 billion by 2040. Uber and Didi Chuxing are the leading ride hailing companies in terms of bookings. This is expected to open large opportunities for EV and new business such as battery/ charging-as-a-service.⁷



Climate Change & Resource Scarcity

- Real-estate owners and investors will need to improve their climate intelligence to understand the potential impact on revenue, operating costs, capital costs, and capitalization rate on assets. This includes developing the analytical capabilities to consistently assess both physical and transition risks. 8
- Mandatory carbon pricing schemes are expanding globally, driven primarily by emissions trading systems (ETS) but also carbon taxes. Buildings have come in scope as well.

Sources: 1) World Bank, Apr 2023 2) United Nations UN75 2020 & Beyond. 3) European Commission Report on the Impact of Demographic change, 2020. 4) PwC NL Technology Megatrend 5) McKinsey & Co Aug 2023 6) PwC: "Megatrends Five global shifts reshaping the world we live in" Oct 2022 7) Euromonitor "Megatrends: Sharing Economy – Capitalizing on Shared Mobility's Future Growth" Sep 2022 8) McKinsey, 2022, Climate Risk And The Opportunity For Real Estate 9) World Bank, 2023, State and Trends of Carbon Pricing





