

M&G Real Estate Capital Solutions



Separate Accounts and Investment Partnerships

October 2019

The value of investments will fluctuate, which will cause fund prices to fall as well as rise and you may not get back the original amount you invested. There is no guarantee the investment will achieve its objective. Please see the IMA or equivalent documentation when considering the risks associated with a strategy.

Key statistics

£33.5bn

assets under management across the UK, continental Europe, Asia and North America¹

£4.8bn

of transactions (completed) globally in 2019

77%

(by value) of global acquisitions sourced off-market in 2018

over 950

properties globally

28

countries in which M&G Real Estate currently invests

250

investment and property professionals globally

¹ All data unless otherwise stated as at 30 June 2019. Assets under management includes cash.



G R E S B
REAL ESTATE
Member

Ten funds awarded Green Stars in the 2019 Global Real Estate Sustainability Benchmark (GRESB) Survey.

M&G Real Estate offers bespoke investment strategies for institutional investors through segregated accounts and partnerships, tailored to meet each client's specific requirements and risk/return preference.

With over 150 years of experience, we have the knowledge, expertise, scale and resource to provide customised investment strategies for pension funds, insurers and sovereign wealth funds.

The benefits to clients when investing with M&G Real Estate:

- **Tailor-made strategies**

Our Capital Solutions team help clients to shape individual strategies that give them full control over how their capital is allocated. This includes opportunities to invest alongside other institutions and M&G Real Estate's own Funds.

- **Scale and market access**

Over the past three years, the majority of our transactions were sourced off-market. An in-house transaction management team enables us to place capital quickly, strengthening the asset origination and creative deal making of our investment teams.

- **Sector specialist teams**

Across research, investment, development and asset management, our sector specialists seek out the best opportunities and add value throughout the investment period to maximise returns for our clients. A dedicated sustainability team helps future-proof our assets for long-term investment.

- **Experience**

We have a 40-year history in helping separate account clients diversify into global real estate. In addition to co-investing with pension fund clients, we have also invested our group's internal capital since 1980.

101 Embankment,
Manchester, UK



Separate accounts

We offer separate accounts on both a discretionary and non-discretionary basis, giving investors their preferred level of control over key investment decisions. These accounts are structured in accordance with individual needs, taking into account risk and leverage appetite, alongside sector and geographic preferences to achieve the client's specific objectives. Separate accounts can range from the acquisition of one single asset to the construction of a broad portfolio over a period of time.

Investment partnerships

Using our extensive global network, we are able to match like-minded investors with similar investment objectives to form investment partnerships or 'clubs'. These typically focus on specific locations or sectors. Such partnerships are well-suited to institutions who prefer to make a smaller allocation than may be typical of a separate account, or who wish to diversify their investment over a number of assets.

Joint ventures

We have a wealth of experience in working with joint venture partners and manage over £4.3bn in such structures. We offer clients the opportunity to co-invest in specific large asset acquisitions. In 2018, we transacted joint ventures totalling £1.7bn² on behalf of our clients. This provides investors with the comfort of aligned interests and enables them to take advantage of our ability to transact on large, high-profile assets.

Dedicated capital solutions team

Peter Riley, Head of Capital Solutions

Peter is the Head of Capital Solutions at M&G Real Estate. He is responsible for providing institutional investors bespoke separate account strategies, joint venture and club investment opportunities. He joined the business in 2010 and was previously a co-fund manager within the long lease division of M&G, investing across the UK and Europe in all sectors. Prior to this Peter held responsibilities for the management of direct and indirect real estate portfolios in the UK and Europe in addition to managing large joint ventures on behalf of the Prudential Assurance Company's global separate account. Before joining M&G Real Estate, he worked for DTZ Investment Management and went on to join their Corporate Finance team. Peter has 13 years' experience in the real estate industry.

Emma Williamson, Associate Director, Capital Solutions

Emma works across the full spectrum of M&G Real Estate's Capital Solutions business, including securing new mandates and structuring transactions for third party capital across our global platform. She joined M&G Real Estate in July 2015 from CBRE's Global Investment Partners division, where she managed a number of separate account strategies and structured transactions for clients.

Martin Towns, Head of UK Commercial and Global Capital Partnerships

Martin leads the UK commercial business across a variety of strategies for both institutional and retail investors. Martin also has responsibility for developing and building our relationships with global capital partners and oversees the Capital Solutions business (providing bespoke separate account strategies and joint venture investment opportunities). Martin joined the business in 2010 and was previously the deputy fund manager of Prudential Assurance Company's global separate account. Martin has 17 years' experience in real estate fund management, prior to joining M&G Real Estate, Martin was Director of Commercial Property and a fund manager at Close Brothers, responsible for establishing and managing a series of property funds in the UK and Europe.

The team is supported by M&G Real Estate's full global resources, including proprietary research analysis and an in-house transactions team.



Peter Riley



Emma Williamson



Martin Towns

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