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abrdn Real estate

September 2021

Your equity partner

£38.7

£38.7 bn managed in real estate assets

200

Over 200 real estate professionals

1,600

1,600+ properties held worldwide

400

400+ institutional real estate clients

£35.4

£35.4bn in real estate transactions in past six years

*abrdn as at 30 June 2021

Harnessing every dimension of real estate opportunity to meet client goals

abrdn is one of the largest managers of real estate in the world. Across Europe, Asia and the US, our real estate professionals find opportunities, conduct transactions and develop our real estate assets to unlock value. We look to maximise the asset class's potential for our clients by investing directly in real estate and indirectly in the shares and debt of a broad range of real estate operators.

We offer expertise across all principal real estate sectors – enabling our clients to target opportunities in their home markets and globally. Our market presence and scale assure deep marketing insight and an ability to access to assets. Our deep, integrated focus on sustainability looks to reduce investment risk and help our real estate portfolios contribute to positive social and environmental outcomes.

Why abrdn for real estate

Our global scale and local knowledge allow us to identify and access those opportunities across real estate that we believe can deliver strong risk-adjusted returns for our clients.



Future focused insight

Local and global real estate market insight from our research and strategy teams helps enable our clients to benefit from the structural changes shaping future real estate opportunity – such as urbanisation, e-commerce, longer life expectancy, and changing working patterns.



Trusted partner in solutions

Our deep network of real estate relationships allows access to a broad opportunity set for our clients. Our experience investing through multiple cycles in direct real estate, indirect real estate and debt gives our clients full trust in our ability to help them meet investment goals and manage risk.



Sustainability leader

Our real estate strategies look to deliver positive impact for people and planet. We embed environmental, social and governance (ESG) factors across our investment process, and work with multiple partners to address and offset real estate's climate impact risks.





"Real estate offers an exceptional variety of investment opportunities. We believe it's unrivalled in its ability to deliver enhanced portfolio diversification and consistently attractive, risk-adjusted returns over the long term."

Neil Slater
Global Head of Real Assets, abrdn

Our real estate process

Through collaborative research, we build high-conviction portfolios that seek to unlock growth and attractive risk-adjusted returns for our clients.

Research	Anticipating price trends	Portfolio management	Risk management
<ul style="list-style-type: none"> Focus on global themes such as demographics, urbanisation, technology and climate change Global houseview informs decision-making at a market and asset level Use team's collective experience to interrogate ideas and build conviction 	<ul style="list-style-type: none"> Analyse fundamental drivers of return in real estate – and how these are changing Focus on the relative value of assets and markets to identify mispricing Measure market triggers to help determine timing of sales and acquisitions 	<ul style="list-style-type: none"> Build portfolios using our global houseview and forecast relative performance of sectors and markets Tailor approach to each client's objectives Create detailed action plans for the properties we own 	<ul style="list-style-type: none"> Proprietary global risk-based tools used to screen all investments Dynamically adapt risk positions to changing market circumstances Focus on market, sector and asset diversification to manage risk Focus on long-term risks augmented by short-term market indicators.
ESG considerations embedded throughout the process			

A leader in sustainable real estate

We integrate environmental, social and governance (ESG) factors throughout our investment process. As well as aiming to maximise the performance of our real estate assets and reduce risk, we use our focus on ESG to drive positive social and environmental benefits from the assets we hold. We use our proprietary Impact Dial to measure these benefits and also to map them to our clients' ESG targets.

ESG fully embedded into our real estate process

Global real estate policy Local action	Global	<ul style="list-style-type: none"> ESG fully integrated into all parts of the real estate business Dedicated sustainability team
	Fund	<ul style="list-style-type: none"> Fund-level performance reports, GRESB benchmarking ESG improvement targets for all funds
	Asset	<ul style="list-style-type: none"> Full ESG assessment prior to the purchase of any asset Monitoring key performance indicators and sustainability plans for all assets ESG embedded from start to end of any development

Our sustainable real estate priorities

Occupier satisfaction
Health, wellbeing and productivity

Resource scarcity
Material and water efficiency

Climate change
Low-carbon generation, energy efficiency and resilience to change

Socio-economic benefit
Measuring the positive impact of our investments



Our real estate capabilities

To capture the market’s full potential, we provide solutions across both direct (bricks and mortar) and indirect (shares and bonds) real estate. We regularly innovate strategies and products to harness new opportunities and deliver new, more efficient ways to meet client goals.

Direct	Indirect
<p>Core: UK & European long-lease secure country, regional & global diversification</p> <p>Core +: UK wholesale & institutional, Pan-European</p> <p>Value-add: pan-European, Asia country focused</p> <p>Sector focused: logistics, residential pan-European & country-specific</p> <p>Commercial real estate lending: UK & European</p>	<p>Real estate multi manager strategies</p> <p>Listed strategies: Regional high conviction listed (REIT) strategies, Global high conviction listed (REIT) strategies, Income focused global listed (REIT) strategies</p>



abrdrn has 22 'Green Star' products in real estate – more than any other investment company globally

GRESB Real Estate vehicle sustainability analysis, 2020



"Real estate is an asset class that demands an active investment strategy – to select opportunities, to time acquisitions and exits, and to develop assets to unlock their full value. Through our research-driven approach, we seek to deliver real estate solutions that make a material contribution to positive social and environmental impacts around the world."

Anne Breen
Head of Real Estate Investment Strategy, abrdrn



Important Information

Investment involves risk. The value of investments, and the income from them, can go down as well as up and an investor may get back less than the amount invested. Past performance is not a guide to future results.

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Risks of investing:

Real Estate: Investments in property may carry additional risk of loss due to the nature and volatility of the underlying investments. Real Estate investments are relatively illiquid and the ability to vary investments in response to changes in economic and other conditions is limited. Property values can be affected by a number of factors including, inter alia, economic climate, property market conditions, interest rates, and regulation. This is not a complete list or explanation of the risks involved and investors should read the relevant offering documents and consult with their own advisors investing.

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