

Key themes for Global Real Estate in 2020 and beyond

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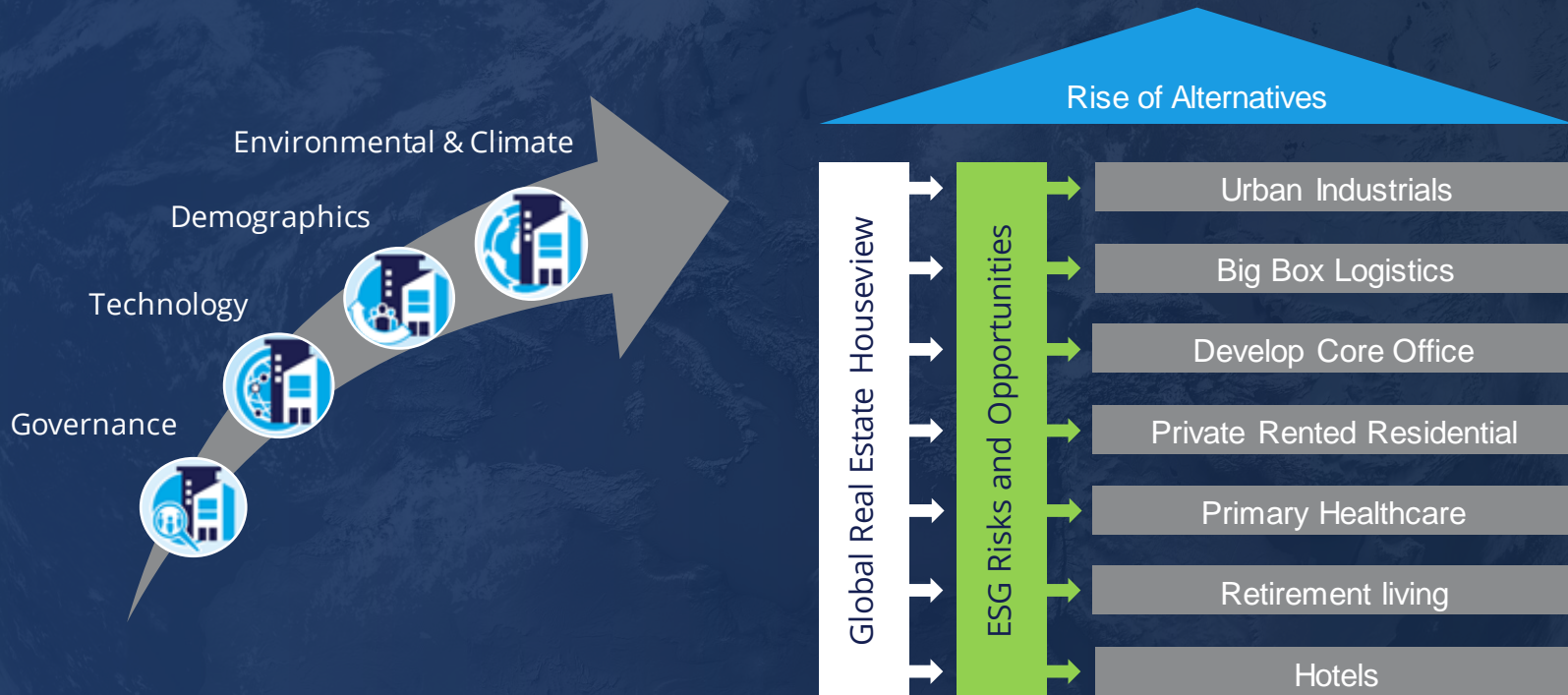
Forces for change driving investors and markets

These forces are global



Real estate: An ability to invest in long term thematic

Global forces for change influence all ASI strategies



The opportunity in every threat

Polarisation of fortunes continues to be evident in the UK in 2020



“UK online spend is forecast to increase 29.6% between 2019 and 2024”

Source: GlobalData



“One in 10 shops empty as vacancy rate in Britain’s town centres hits highest level in four years”

Source: British Retail Consortium

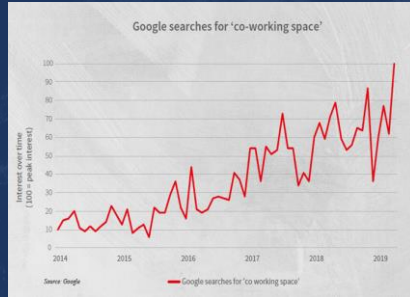


“22.6% of operators see e-commerce as the likely to provide greatest immediate new business for logistics”

Source: The UK Logistics Confidence Index 2019

Office occupiers more focused on flexibility, wellness, connectivity and social

Landlords as service providers not space providers



“Over the next five years more than 10m sqft will be added to the stock and flex space will account for over 8.5% of total stock by 2023”

Source: JLL UK Office Flex Report 2019



“In western countries, we spend 90% of our time indoors and we are sedentary for much of this time”

Source: WELL Institute



“68% of occupiers see employee engagement as a key part of CRE strategy and 59% would pay at least 10% over Grade A prime rents for high-amenity 'service agreement' space”

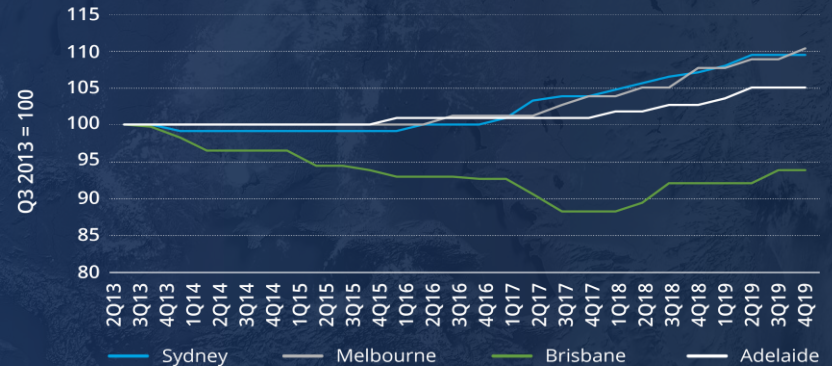
Source: CBRE Occupier Survey 2019

Disruptors are global, as are the opportunities

Investing in change and anticipating growth



Australia Logistics Rental Index



Source: Jones Lang La Salle Rental Data



Demographics and urbanisation trends resulting in a shortage of residential

Residential shortage is now a major political issue across Europe's winning cities

Paris: life in a storage cupboard has never been so expensive

Both immigrants and IT startups suffer in Swedish housing shortage

Copenhagen boom to add to housing woes

'Amsterdam housing unaffordable for people on lower incomes'

Germany cities struggle with housing shortage

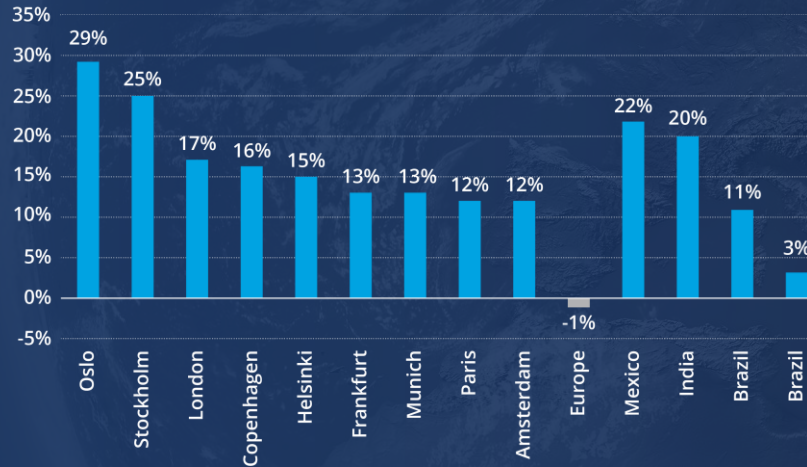
Which London mayor candidate will fix the capital's housing crisis?

HOUSING CRISIS 'IS THREAT TO LONDON'S INDUSTRY'

Demographics and urbanisation trends resulting in a shortage of residential

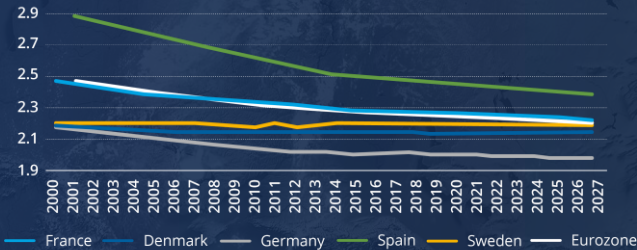
Residential shortage is now a major political issue across Europe's winning cities

Projected population growth 2015 - 2035



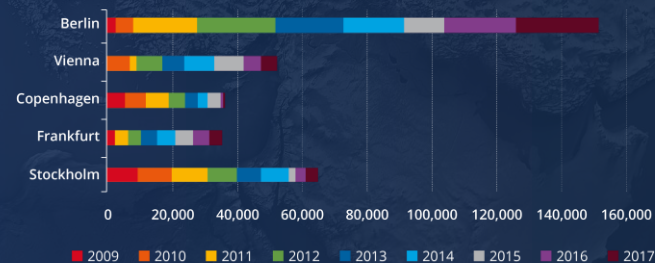
Source: United Nations 2018, World Urbanisation Prospects; Projections are not guaranteed

Average number of persons per households



Source: Oxford Economics, September 2018

Cumulative shortfall of housing units across Europe



Source: National Statistics agencies; Aberdeen Standard Investments, 2018

ASI Global House View Map of Highest Medium Term Return Forecasts – Q4 2019

Nordics
Denmark Ind Major Hubs
Sweden Ind Major Hubs
Nor Ind Rest of Norway
Nor Ind Oslo Log
Swed Ind Rest of Swed
Nor Off Rest of Norway
Fin Ind Rest of Finland
Fin Ind Helsinki Log
Nor Off Oslo
Den Ind Rest of Den

Cont. Europe
Belgium Residential
Austria Residential
Ireland Residential
Germany Res Tier 3
Belg Ind Rest of Belg
France Ind Maj Hubs
Belg Ind Major Hubs
Spain Ind Rest of Spain
Nether Ind Urban Fringe
France Ind Rest of France

Americas
Toronto Industrial
Inland Empire Industrial
Los Angeles Industrial
Northern NJ Industrial
Phoenix Apartment
Charlotte Office
Atlanta Industrial
Raleigh Office
Nashville Office
Toronto Office

United Kingdom
London Standard Ind
London Dist Warehouses
Rest of SE Stand Ind
Rest of SE Dist W/h
Build to Rent (Rest of UK)
Build to Rent (London)
Supermarkets
Healthcare
Hotels
Student Halls

Asia Pacific
Melbourne Logistics
Perth Offices
Australia Logistics
Canberra Offices
Sydney Logistics
Australia Offices
Perth Logistics
Adelaide Logistics
Brisbane Offices
Melbourne Offices

- The forces of change are disrupting occupier demands and our built environment
- We can invest in change and growth, the potential is global
- Landlords becoming more service providers than space providers



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