Asia Real Estate

ASK 2021 Global Alternative Investment Conference

27 October 2021

Actis: a leading investor in growth markets

70+ Year heritage

130+ Investment Professionals

100% Partner owned

17 Offices

260+ Investments

US$19bn Capital raised since 2004

165+ Exits

Note: As at September 2020. Capital raised includes Fund 1 vintage which comprises assets funded by CDC's balance sheet and managed by Actis. Capital raised figure includes Energy Fund 1 and Private Equity Fund 1 which represent assets that were inherited during the spin out from CDC in 2004. Please note capital raised does not include funds currently in live fundraising. Number of investments includes Actis investments and former Abraaj portfolios Actis acquired management rights of in 2019.

Asia's advantages

Underlying market dynamics driving investment pivot from West to East

Asia's real estate opportunity forecast to become the largest globally... rising to 35% of global opportunity by 2026

53%

Global population

58%

Largest global cities

50%

Global GDP

51%

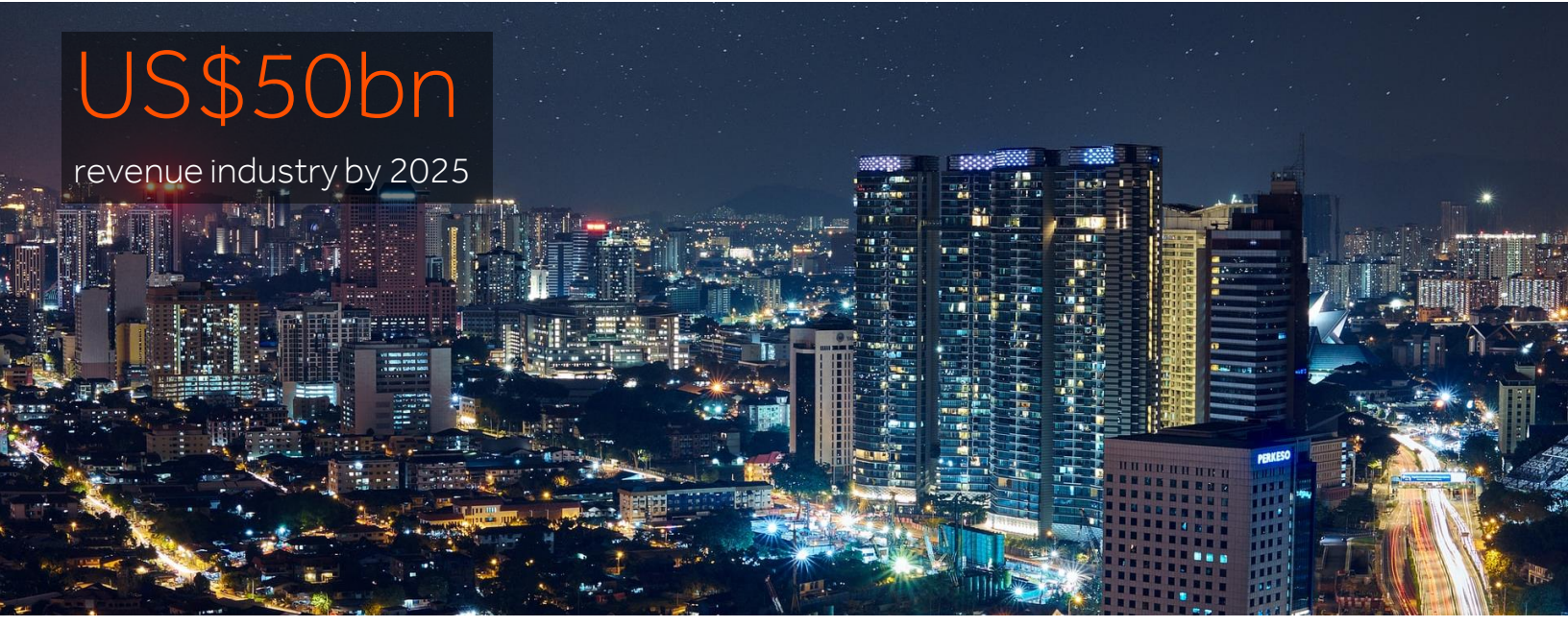
Global middle class

Note: Estimates by 2025. GDP on PPP basis
Sources: Oxford Economics, UN,

Compelling Market Opportunity Reinforced by Cross-Sector actis "Tailwinds"

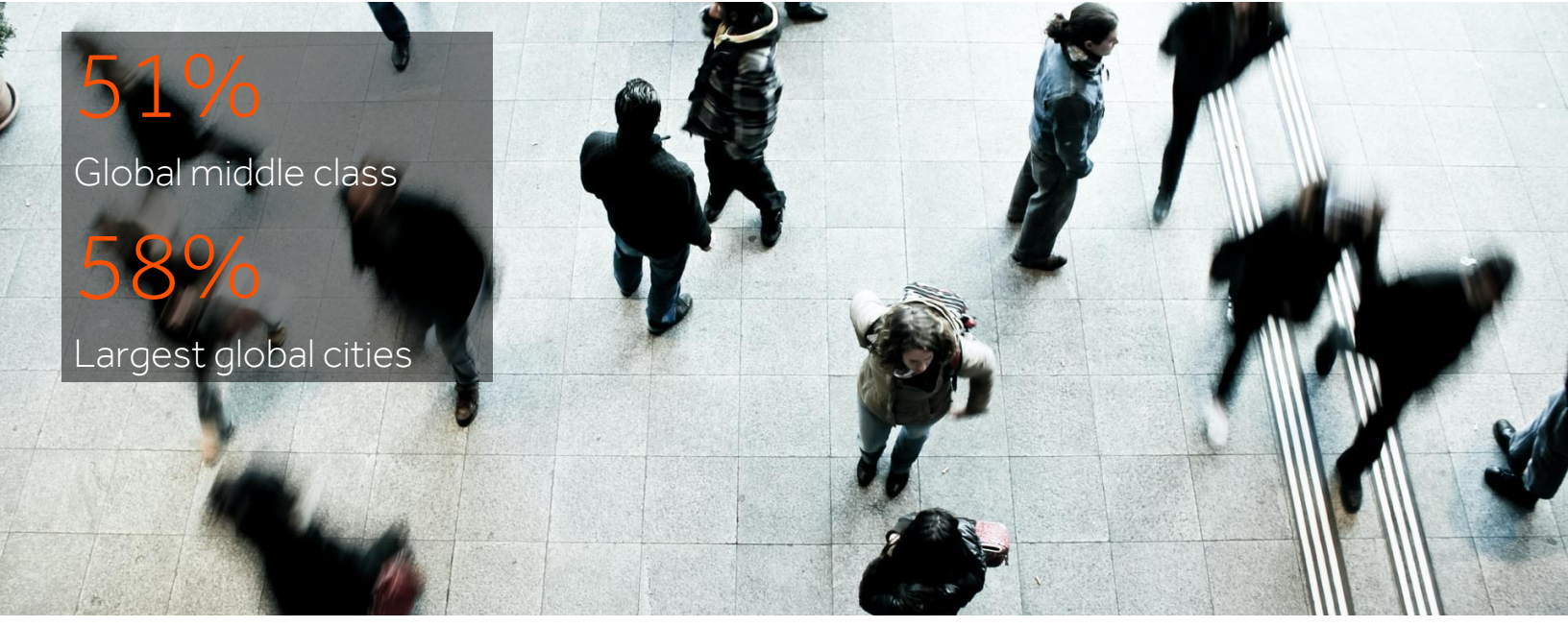
1. **Digital** disruption

Impacting demand across multiple property sectors



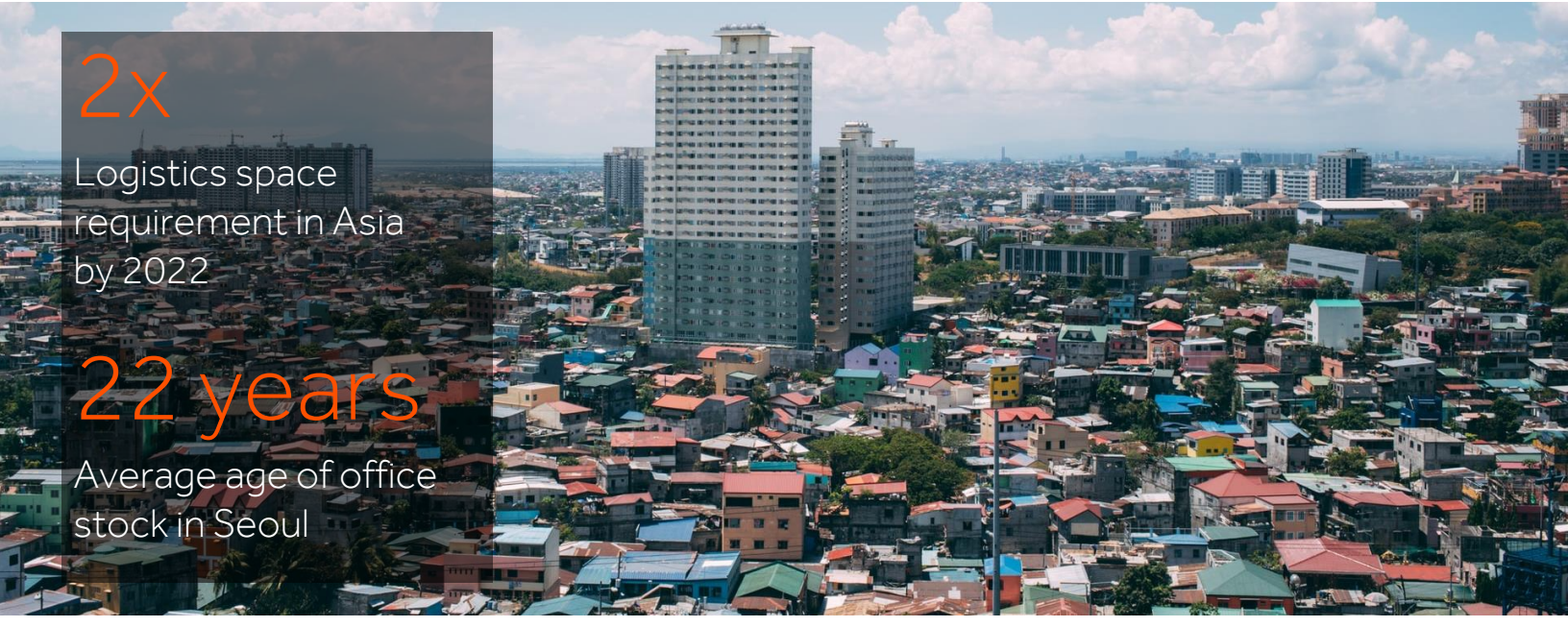
2. Demographic shifts

Increasingly wealthy middle class, with growth concentrated in main cities



3. Deficient supply

Mismatch between existing space and occupier needs in advancing economies



4. **Demand** for yield

Institutional investors seeking stabilised cash flows from core real estate

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>50%

Of non-listed funds raised targeting core strategies

Secular trends

Sector/market pairings where relative value is underpinned by identified demand

	Digital Disruption	Demographic Shifts	Deficient Supply[1]	Demand for Yield
Data Centre	✓	✓	✓	✓
Logistics	✓	✓	✓	✓
Office/ Retail	✓		✓	✓
Alternatives[2]		✓	✓	✓
Aspirational Housing		✓	✓	

Note: Actis house view at Q4 2020. Representative asset classes only. Ticks indicate secular trends which are most supportive of the investment thesis.

1. Deficient supply refers to obsolescence or mismatched specification, not simply shortage of supply which is also a feature of several property sectors in some our markets
2. Includes: Student housing, rental housing and storage

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