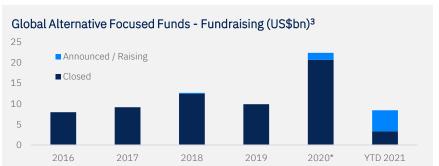
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Alternative Real Estate Sectors

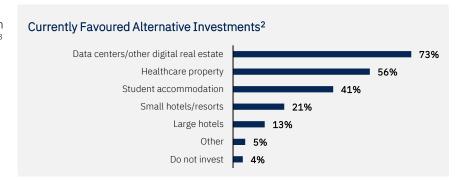
Appetite for niche real estate asset classes remains robust and continues to grow

- Alternatives were collectively responsible for more than \$48bn in transaction volume in 2020¹, with 55 focused funds currently announced/raising capital³
- Even prior to the pandemic, the focus on alternatives was shifting with the share of transaction volume increasing from 6% ('05-'07) to 9% ("17-'19)1
- Demographic trends, changes in consumer demands, as well as an evolving corporate landscape supports the expectation of the future growth in the alternative real estate space





Source: PERE's Investor Report H1 2021





- Source: Pregin Alternatives include Data Center, Medical Office/Healthcare, Self Storage, Sr. Housing, Student Housing, focused funds, Sera Global
- 4) Source: Pregin

Alternative Real Estate Sectors

Sera Global alternative sector coverage



Data Centers

- The growing dependence of technology in everyday life, accelerated by the pandemic, has highlighted the importance of the Data Center market
- A number of tailwinds that are driving internet and data usage include the cloud, e-commerce, IoT, and advances in technology



Medical Office

- Having shown to be a historically resilient sub-sector, there is a growing interest in Medical Office Buildings ("MOB") and healthcare facilities
- Stable sector with healthy supply/demand trends and a strong long-term outlook driven by demographic trends (and COVID-19)



Life Sciences

- Demand continues to outstrip supply driving investor interest
- Accelerated capital investment into life sciences-related companies as sector was brought to forefront of investors minds during pandemic



Self Storage

- Increases in occupancy rates have driven rental growth in this sector
- Active transaction market, several generational deals in the market today for sale (~\$5bn)



Cold Storage

- Attractiveness being driven by e-commerce and demand for cold storage space necessary for food delivery services and pharmaceutical storage
- As an operationally intensive business it is critical to find the right operating partner



- Supply/demand imbalances driving rental growth, with demographic tailwinds supporting demand and pandemic-driven trend acceleration across:
 - Workforce Housing tightening cap rates and flows highlight the need for differentiation
- Affordable (Section 42) US specifically has a tax incentive for developers to address the ~7mm affordable rental home shortfall
- Senior / Student Housing demographic trends are driving demand in both subsectors

era

Data Center Market

The increasing significance of technology solutions for everyday life, and most recently the impact of the global COVID 19 pandemic, has highlighted the importance, and criticality, of the data center sector

- Data centers are designed to house servers and network solutions in a secure and controlled environment
 - They are highly specified assets requiring a high degree of technical expertise to develop and manage
 - power and redundancy management
 - site and data security
 - telecommunications and interconnectivity
 - highly specified user requirements to satisfy leasing demand
- Given the more complex technical specifications for the physical building, compared to traditional real estate, the sector has high barriers to entry with a limited number of specialist operators across both public and private markets
- ESG is an increasingly important consideration for data center investments given its heavy reliance and use of power
- Data centers and other digital assets are being reviewed by both real estate and infrastructure investors to meet their strategic objectives





Smaller blocks of space
Many tenants

Rental of cabinets available to businesses to host IT hardware externally

Customers put in their own equipment

Enterprise cloud outsourcing driving growth

Largest blocks of space

Users own and lease assets (Microsoft, Apple, Facebook, Google etc)

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Data Center Market

There are a number of significant macro tailwinds driving the growing demand for data centers



The rise of 5G, Big Data analytics and the Internet-of-things



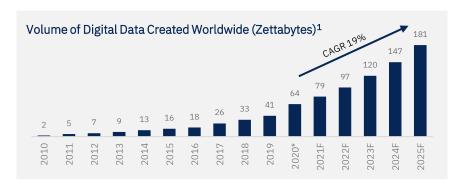
The requirement for storage and data processing of information

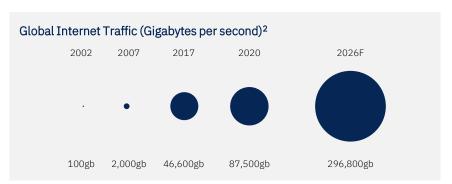


The expansion of retailers presence online



The globalisation and adaptation of technology in business and growth of technology companies





Source: Statista 2021. * = estimated, F = forecasted. 1 Zettabytes = 1 Trillion Gigabytes

Source: United Nations Conference on Trade and Development, Sera Global

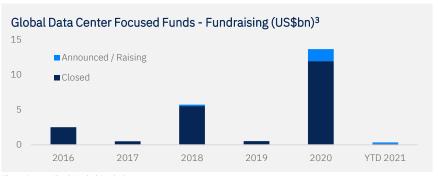
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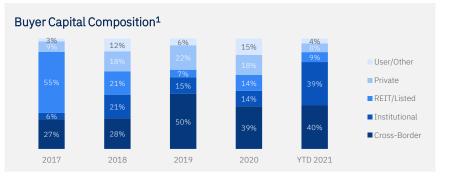
Data Center Market

Notable growth in capital flows with an increasing demand from institutional investors

Top Players Over The Past 24 Months¹		
Rank	Buyer	Location
1	BREIT	USA
2	Mapletree Industrial	SGP
3	Blackstone	USA
4	GDS	CHN
5	Mapletree Investments	SGP







- Source: Real Capital Analytics
- Source: Real Capital Analytics, RBC Capital Markets, Sera Global
- Source: Preqin representing pure play Data Center focused funds. Sera Global 3)

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