

M&A activity in the real estate investment and funds management industry continued at a rapid pace in the first half of 2019 as real estate continues to see increasing allocations and returns have been strong, resulting in tailwinds for third party managers in the space

Target

Acquiror

### Select Transactions Announced in 1H 2019

#### Blue Asset Management

Schroders

- May 2019: U.K. based **Schroders** acquired **Blue Asset Management** of Munich, a German Real Estate business with €1.2B of AUM. The deal expands Schroders presence in continental Europe with a focus on Austria, Germany and Switzerland.

#### Gramercy Europe

Clarion Partners

- April 2019: U.S. based real estate investment manager **Clarion Partners** aims to expand its European footprint through the purchase of a majority interest in **Gramercy Europe**, a European logistics and industrial investor that has handled more than \$3B of real estate transactions.

#### Oaktree

Brookfield

- March 2019: **Brookfield Asset Management** has reached an agreement to purchase a majority interest (62%) in **Oaktree Capital Management** for \$4.7B. The combined company will be among the largest asset managers in the world with a total of \$475B AUM.

#### Roseview Group

Madison Marquette

- March 2019: **Madison Marquette**, a Washington, DC based investor and developer merged with **Roseview Group**, a Boston boutique investment and advisory company. The combined company will bring together a full-service platform with capital market and advisory services.

#### Integrated Asset Management

Fiera Capital

- March 2019: In a C\$74M transaction **Fiera Capital** agreed to acquire 100% of **Integrated Asset Management** to create one of Canada's leading non-bank private lending platforms. The deal adds C\$3.1B in AUM and committed capital to Fiera's existing C\$136.7B in AUM.

#### Versus Capital Advisors

Kudu Investment Management

- March 2019: **Kudu Investment Management**, a provider of capital solutions to wealth and asset managers, announced that it has made a minority investment in **Versus Capital Advisors**, a real assets investment manager. The specific terms of the deal have not been disclosed.

#### Orion Partners

Aberdeen Standard

- February 2019: **Aberdeen Standard Investments**, a U.K. based asset manager with \$56B in AUM, is set to grow in Asia through the acquisition of **Orion Partners**, a direct real estate manager for international institutional investors. The Hong Kong based Orion Partners currently has \$900M AUM.

### Select Transactions Announced in 1H 2019 (continued)

Ascendas - Singbridge

CapitaLand Limited

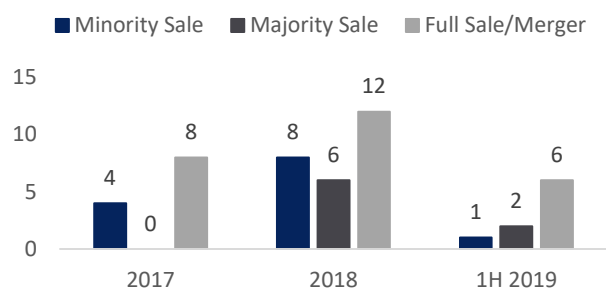
- January 2019: **CapitaLand Limited** announced the purchase of **Ascendas - Singbridge** in a S\$11B transaction to create the largest diversified real estate group in Asia. Combined, the two firms have over S\$116B in AUM across six asset classes in more than 30 countries.

Kenzo Capital Corporation

Patrizia Immobilien

- January 2019: European investor **Patrizia Immobilien**, a German investment manager with over €40B in AUM, secured a platform to directly deploy European capital in Japan with the acquisition of **Kenzo Capital Corporation**, a Japanese advisor and asset manager.

### Select Transaction Landscape – Summary



Based on Transaction Count

- Transaction activity remains robust
- Nine transactions announced in the first half of 2019 -- slightly behind the 2018 pace, but significantly ahead of the 2017 pace
- Current market pricing continues to be in the seller's favor
- Current transaction volumes expected to continue into 2H 2019

### Hodes Weill Advisory Services

Hodes Weill's advisory business is built on our *market leadership and knowledge base*, as well as our understanding of the *relationships between real estate investment managers and their limited partners*



#### Mergers & Acquisitions

Buy-side and sell-side M&A transactions, including minority or majority sales, management led buy-outs and team lift-outs



#### Strategic Advisory

Strategic initiatives, including market positioning, growth planning, new-product development, maintaining and growing capital partner relationships, and unlocking organic growth capabilities



#### Recapitalizations / Restructurings

General partner solutions, including end-of-fund life recapitalizations, fund or joint venture restructurings, and private market recapitalizations for public REITs

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