

PARTNERSHIP:

REAL INVESTMENT ANALYTICS AND PROPERTY RESOLUTIONS

October 2018


Motivation for the partnership

Real Investment Analytics



Property Resolutions



- 
- ① Aligned business strategy**
 - ② Enhance product offering**
 - ③ Strengthen resource base**

Business mandate

- **An ambassador for real asset investing**

Regional focus: primarily Australia, New Zealand and then Asian markets

- **Focus on servicing listed and non-listed investment industry**

Key client groups include: asset owners, asset/fund managers, asset providers and asset occupiers

- **Be the leading analytical service for real asset investments**

Deliver insightful research and strategic analysis to clients

- **Provide Independent consulting**

Promote third-party objective analysis and independent thought

Partnership strengthens business value proposition

- **Strong understanding** of macroeconomic, / financial and investment markets
- **Extensive experience** in investment research, particularly for real assets
- **Deep knowledge** of the property industry and **broad knowledge** of the infrastructure sector
- **Comprehensive understanding** of investment funds management

Product offering focuses on three broad streams

ANALYTICAL PRODUCT STREAMS

① MARKET ANALYSIS

- Review of Demographic and Economic drivers & Financial markets.
- Review of space market fundamentals & capital market drivers.
- Overview of market trends & cycles
- Market outlook & scenario analysis
- Review of industry landscape & profile

② INVESTMENT ANALYSIS

- Asset performance attribution analysis
- Performance dashboard reporting
- Portfolio construction
- Benchmarking analysis
- Investment strategy & product review
- Peer group analysis
- Asset/sector capital allocation modelling
- Investment risk-return analysis
- Risk-factor modelling
- Asset-risk pricing modelling

③ SUSTAINABILITY & RI

- Construct performance reporting tools
- Fund & asset performance review
- Evaluating investment strategies (risk mitigation / adaptation strategies)

Founders bring strong business credentials

Anthony De Francesco

- Managing Director and founder, *Real Investment Analytics (RIA)*
- Extensive experience (20 years) in property research:
 - Executive Director, MSCI (2012-2016)
 - Managing Director, IPD (2009-2012)
 - Head of Research, Colonial First State Global Asset Management (2003-2009)
 - Senior Analyst, Commsec, CBA (2002-2003)
 - Head of Research, Lend Lease (1998-2002)
- PhD Economics, UNSW (2001)

Mark Wist

- Principal and founder, *Property Resolutions*
- Extensive experience (30 years) in various property areas:
 - valuation and property investment
 - consultancy and advisory
 - evaluating listed & unlisted property funds
 - property funds management
 - feasibility analysis, asset allocation and portfolio optimisation
- Various professional associations:
 - FRICS, FAPDI, AAPI, MPINZ, MAICD, Registered Valuer

Thank you

Contact at RIA

Anthony De Francesco

Founder and Director of RIA

M: +61 438 506 284

E: anthony.defrancesco@realinvestmentanalytics.com.au

W: www.realinvestmentanalytics.com.au

Contact at Property Resolutions

Mark Wist

Founder and Principal of Property Resolutions

M: +61 0458 856 651

E: mark@propertyresolutions.solutions

W: www.propertyresolutions.solutions