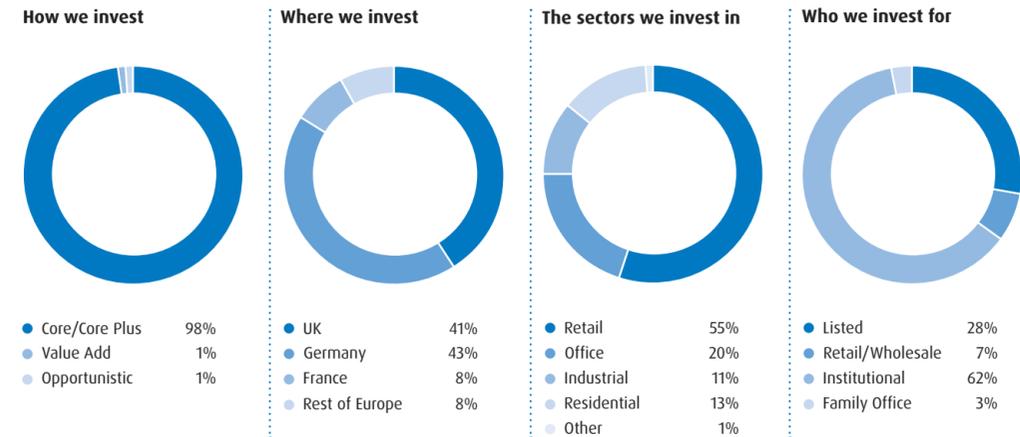


Our business in numbers

We manage assets of €7.0 billion on behalf of a range of clients. Our portfolio is well diversified across sub-sectors and geographies.



Source: BMO Real Estate Partners as at 31 December 2018

The value of investments and any income derived from them can go down as well as up as a result of market or currency movements and investors may not get back the original amount invested.

The value of directly held property reflects the opinion of valuers and is likely to be revised. These assets can also be illiquid and significant or persistent redemptions may require the manager to sell properties at a lower market value adversely affecting the value of your investment.

“We marry specialist expertise with local property market knowledge to satisfy our clients’ long-term investment objectives. We manage assets to be resilient through market cycles, with a particular focus on occupier and income as the dominant driver of returns.”

Iris Schöberl – Managing Director Germany

Company offices

BMO Real Estate Partners
7 Seymour Street, London W1H 7BA
Tel: +44 20 7499 2244

BMO Real Estate Partners Germany
Oberanger 34-36, 80331 München, Germany
Tel: +49 89 61 46 51 0

BMO Real Estate Partners France
7 rue de la Paix, 75002 Paris, France
Tel: +33 6 2074 2893

bmorep.com

Telephone calls may be recorded.

For qualified and professional investors only

Specialists
in property
**BMO Real
Estate Partners**



BMO Real Estate Partners

BMO Real Estate Partners

Our sole purpose is to create and manage successful property investment portfolios. We offer a range of property investments and asset management opportunities across a wide range of real estate markets across Europe.

On the ground in London, Munich and Paris

Access granted

We have been managing property for over 50 years and investors can access our expertise through a range of structures including listed investment companies, open-ended funds, segregated mandates and single asset deals.

- **Specialist** – a real estate specialist offering entrepreneurial spirit blended with sophisticated structured institutional practices
- **People** – highly experienced and well-regarded team maintaining strong relationships with investors, shareholders, industry contacts and occupiers – key to managing this personal asset class
- **Pipelines** – extensive network of contacts, local reputation and experience ensure strong access to on and off-market transactions
- **Active** – pro-active management continually reviewing processes, future themes, opportunities and assets to generate value and create sustainable income
- **Platform** – European presence provides opportunity to expand, while delivering returns to investors

A strong parent company

BMO Real Estate Partners is a property specialist operating as part of BMO Global Asset Management. Established in 1817, our parent company – BMO Financial Group – is a diversified financial services provider based in North America. The Group has more than 45,000 employees and offers products and services to over 12 million customers. It has the longest-running dividend pay-out record of any company in Canada, at 189 years*.



*Source: BMO Financial Group, 200th Annual Report 2017

The right locations

Property markets can be complex. A long-term horizon and an understanding of the core real estate fundamentals within a location are required to be able to create a quality property investment underpinned by sustainable income.

Key components of the way we invest include:

- **Sourcing expertise** – access to stock on and off market
- **Buying well** – understanding the micro location and macro economic drivers of performance
- **Active management** – enhanced occupier engagement and institutional governance and management to maximise asset potential
- **Knowing when to sell** – disciplined and objective approach to selling at the right time

A selection of our buildings



St. Christopher's Place, London
A retail oasis in the heart of central London's shopping district. A true mixed use property investment combining retail, restaurants, offices and residential.



One Cathedral Square, Bristol
Comprehensively refurbished prime regional city centre office let to University of Bristol and Dyson Technologies.



Burma Road, Winchester
499 purpose built, on campus student accommodation units let to University of Winchester.



Rue de la Paix, Paris
Prime mixed-use retail and office building located in the heart of Paris' luxury retail industry in the immediate vicinity of Place Vendôme.



Paseo de Gracia, Barcelona
Prime high-street retail unit located at a corner location on Paseo de Gracia, the dominant shopping street in Barcelona for luxury as well as mass-market retailers.



Via Cola di Rienzo, Rome
This 86,000 sq ft. "Coin Excelsior" luxury department store was entirely refurbished in 2013. It is operating on basement, ground and first floors within several mixed-use buildings.

Bristol
London
Winchester
Braunschweig
Dresden
Paris

Hamburg
Barcelona
Rome



Gerhofstraße 10-12, Hamburg
The high street retail and office building is located on the main shopping street in Hamburg, Germany, with high visibility and excellent access to public transport. The building was constructed in 2015 and the main tenant is Superdry, an English fashion retailer.



Kohlmarkt 19, Braunschweig
The high street retail and office building is located on the main shopping street in Braunschweig, Germany. The building "Haus der Sonne" with the main tenant BRAX, a German fashion retailer, was constructed in 1792.



Hertha-Lindner-Straße, Dresden
The residential building "Haus am Schauspielgarten" is located near the city center of Dresden, in the neighbourhood of the famous Dresden Zwinger. The construction of the new building with 140 flats and a REWE retail market is expected to be completed in 2018.

€7.0bn
of assets under
management

436
properties

"Finding the right property, in the right place, at the right time and at the right price is key. But you also need to know how to structure the deal, how you can enhance its value and ultimately which signals tell you it's time to sell."
Nick Criticos, Chief Executive

Responsible investing

We believe that responsible property investing (RPI) is about managing future risks without compromising performance.



Occupier relationship
– appealing to the modern occupier



Reduced income risk
– greater occupier retention



Preserve capital values
– resilient income enhances value



Enhanced property liquidity
– attractive investment with sound fundamentals



In-depth RPI at BMO Real Estate Partners

Data as at 31 December 2018 unless otherwise stated.