



Jan 2021

Capital Tracker 4Q2020 and Outlook 2021

Path to Opportunity



1. Asia Pacific direct real estate **transactions expected to rise 15-20% in 2021:**
 - Volumes fell 20% yoy in 2020; 4Q20 volumes were flat yoy as investment managers returned to the market
 - We expect continued interest in resilient assets such as logistics, multifamily and datacenters, while office, retail and hotel deals should grow in tandem with economic growth

2. In this extended low returns, low interest rate environment, expect **further yield compression for high yield, low growth** assets:
 - In 2020, multifamily yields in Japan compressed by c. 50bps and logistics yields compressed by up to 75bps in the region.
 - Prime office yields compressed 15-20bps in Singapore, Seoul and Beijing in 2020. Office yields are likely to be stable in 2021.

3. **Asset allocation shifts are structural**, not cyclical; towards greater diversification, more opportunistic, value-add strategies:
 - Most investors are still under-allocated to **logistics and multifamily assets – these will become core part of portfolios**
 - We expect hotel volumes to rise 25% yoy in 2021; multifamily funds and deals to double over 3 years
 - Interest in datacenter, self storage funds and development assets to grow further in 2021
 - **Office assets still core for most investors, expect more value-add strategies**

4. **REITs will continue to de-risk investments in India**; SREITs could spend USD 10-12bn offshore in 2021.

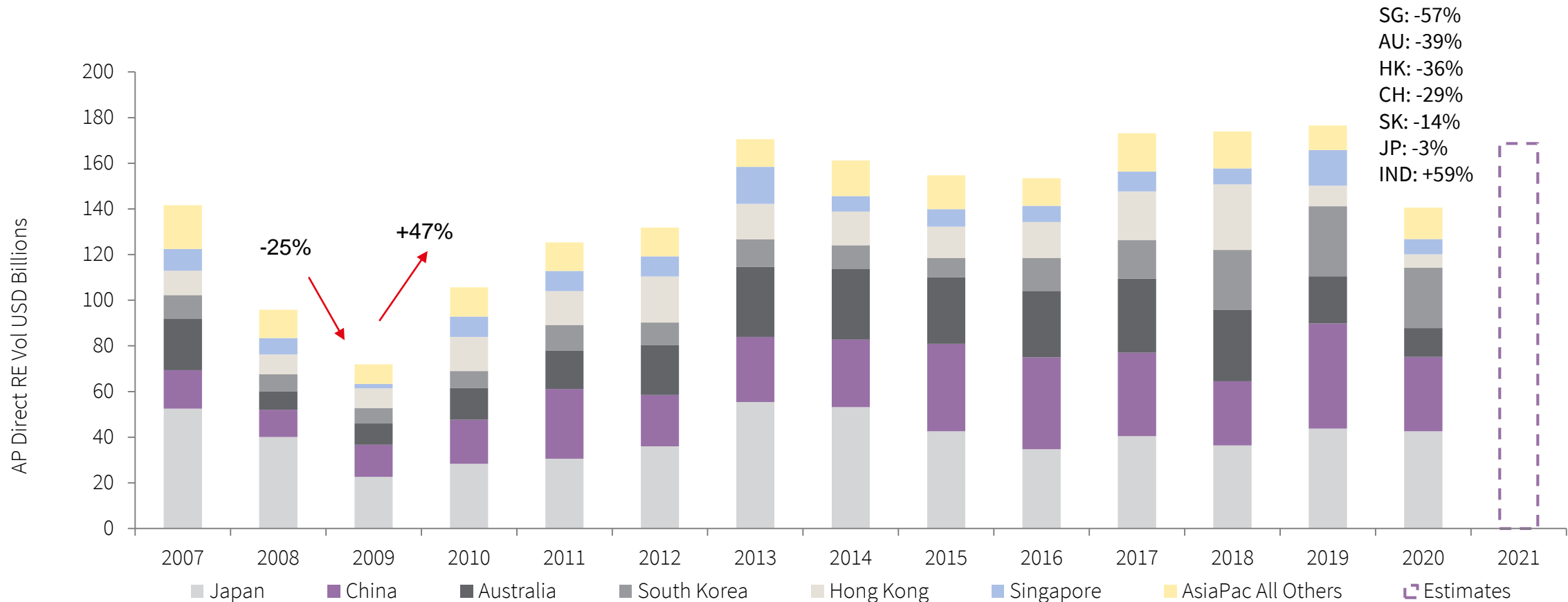
5. Our top picks:
 1. Shanghai Logistics
 2. Seoul Logistics
 3. Tokyo Logistics
 4. Melbourne Logistics
 5. Singapore Office
 6. Tokyo Multi-family

AP Direct Real Estate Transactions expected to rise 15-20% in 2021



In 2020, volumes fell 20% yoy. 4Q20 volumes were flat yoy.

Volumes were resilient in China, Japan, Korea and Taiwan, where economic recovery was stronger and there are deep pools of domestic capital. India deals were supported by the REIT sector.



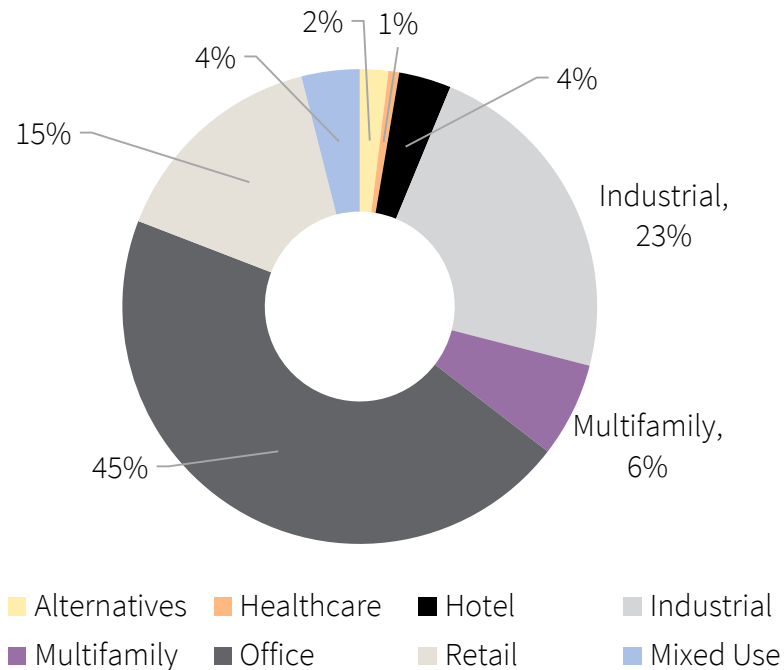
Logistics, residential investments rose 26-29% in 2020



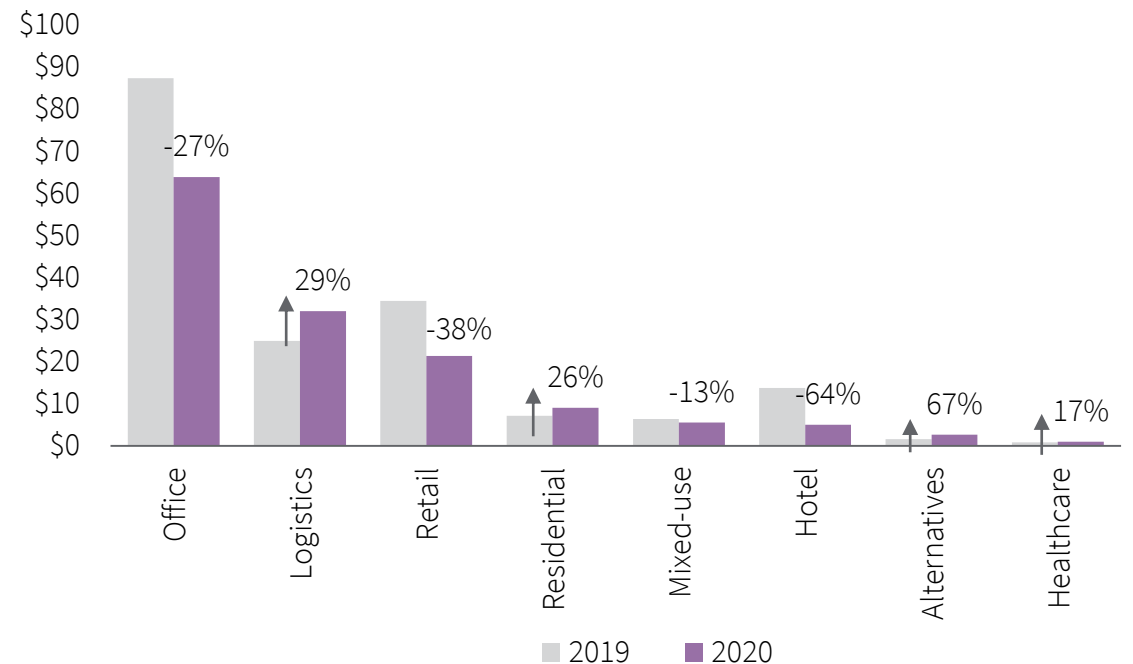
By sectors, hotels, retail and office transactions were the most impacted, falling over 25% yoy. Multifamily and logistics investments made up nearly 30% of volumes.

We expect investment volume to bounce 15-20% in 2021, due to growth in logistics, data centres, multifamily investments; while office, retail and hotel investments are likely to rebound in tandem with economic growth

ASIA PACIFIC TRANSACTION VOLUMES IN 2020



ASIA PACIFIC TRANSACTION VOLUMES IN 2020 USD BN



Lower interest rates accentuate attractiveness of high yield, low growth assets



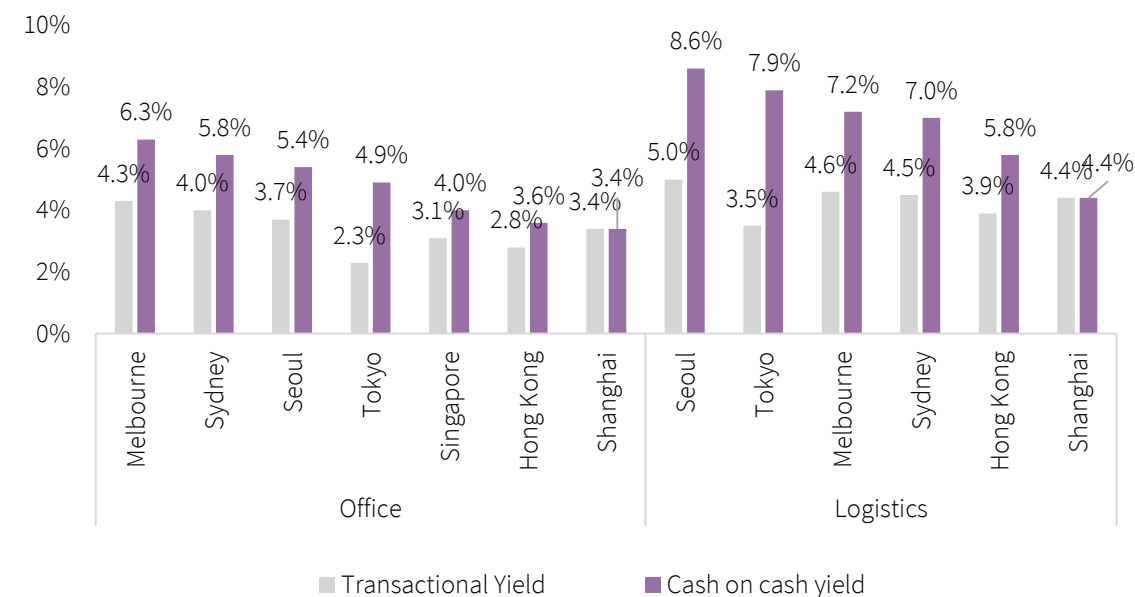
- Logistics assets still provide higher total returns than office assets, while income profiles are increasingly no worse.
- Lower borrowing costs providing wide spreads to compensate for lower rental growth
- In low growth, low rates world, attractiveness of sectors with historically lower rental growth can become more pronounced: logistics, data centres, multifamily

USD 10 YEAR BOND YIELD JAN 2019 TO MAY 2020



Source: Capital IQ

CASH ON CASH YIELDS FOR AP LOGISTICS AND OFFICE ASSETS



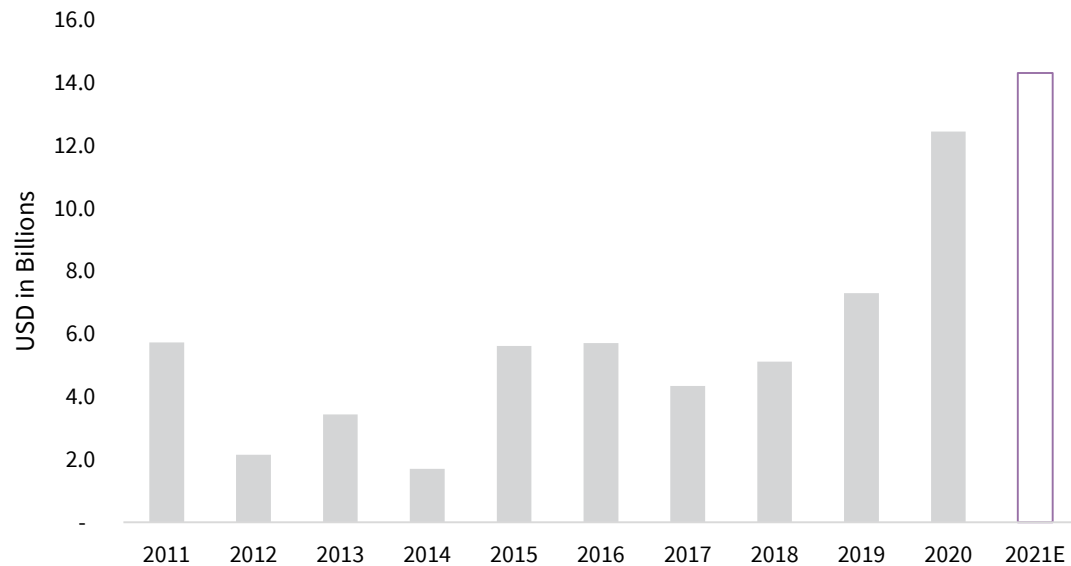
Source: JLL estimates

Logistics yields to compress, expect fund raisings to continue



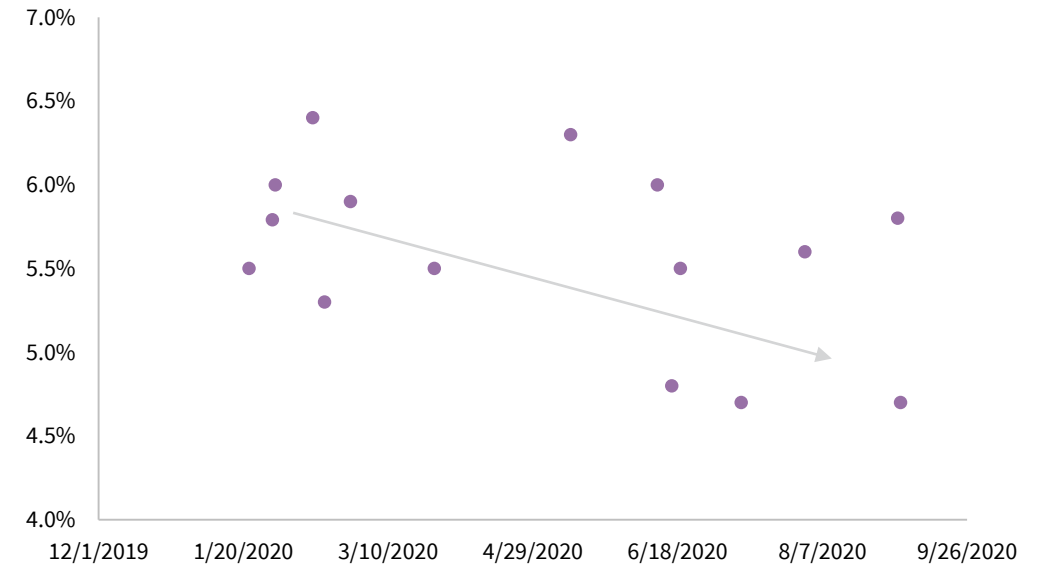
- In 2020, logistics yields compressed by 50-75 bps in Seoul, 30-50bps in Australia
- We expect continued yield compression, especially for last-mile, centrally located assets with good quality income profiles.
- Over USD 15bn funds raised for industrial, logistics and data centre assets in 2020, more than double the levels in 2019
- Industrial, logistics and data centre assets made up 30% of Japan and China transactions in 9M2020.

AP INDUSTRIAL FUND BY VINTAGE



Source: Preqin, RCA

SEOUL INDUSTRIAL YIELD COMPRESSION IN 2020



Source: JLL Asia Pacific capital markets estimates

Logistics and Data Centres Drawing Over USD 15bn of Funds in 2020



Australia

- ESR, GIC in AUD 1 bn build to hold logistics fund, to expand its AUD 25bn portfolio
- JPMAM, Stockland in AUD 1bn JV to buy income-producing industrial assets; AUD 400mn seed assets



South Korea

- Actis, GS E&C in JV to develop a USD 315mn data centre in Greater Seoul
- ESR in JV with CPPIB and APG to invest over USD 1bn in S. Korea



Japan

- GLP launched a USD 2.6bn open ended Japan logistics fund seeded with 11 new asset
- Equinix, GIC in USD 1bn JV to build three cloud computing data centres in Japan

Southeast Asia

- Logos launched a USD 350mn JV with investors to build Vietnam logistics
- Alpha Investment, Manulife in a USD 200mn JV to buy Jakarta logistics



China

- GDS Holdings, CITIC Private Equity set up a 58:42 JV to invest USD 371mn to develop a new data centre in Beijing's Tongzhou district
- Keppel Capital's Alpha Data Centre Fund will invest USD 214mn in a Guangdong data centre
- GLP raised USD 2.1bn GLP China Income Fund I, seeded with 34 stabilized assets
- Prologis raises another USD 1.44bn for Prologis China Core Logistics Fund
- LaSalle China Logistics Venture raised USD 681mn for its first close, seeded with 2 sites



India

- GIC and ESR entered into a USD 750 mn 80:20 JV to build and acquire logistics assets in India

Asia pacific logistics rents expected to rise in 2020-2022

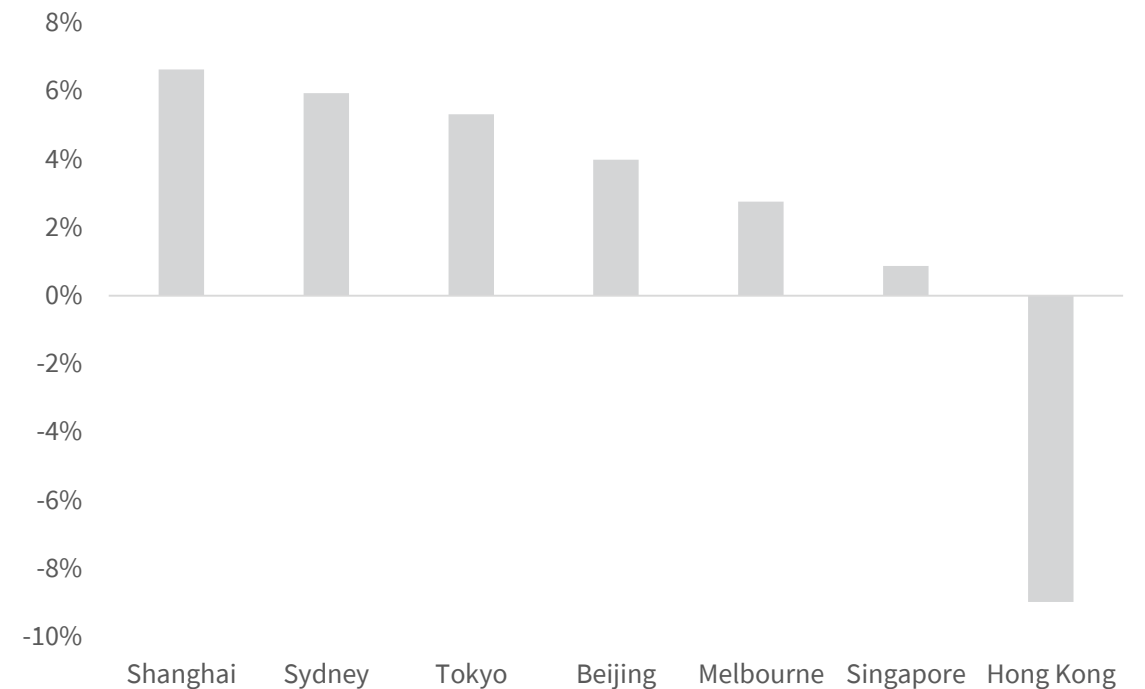


- Logistics rents have appreciated consistently over 10 years, rising 2% CAGR in the last 5 years on steady demand-supply dynamics
- While supply is higher in Tokyo in 2021-22, vacancy rates are expected to remain below 2% and rents could rise 1-2% p.a.

LOGISTICS SUPPLY GROWTH



EXPECTED LOGISTICS RENTAL GROWTH IN 2020-2022

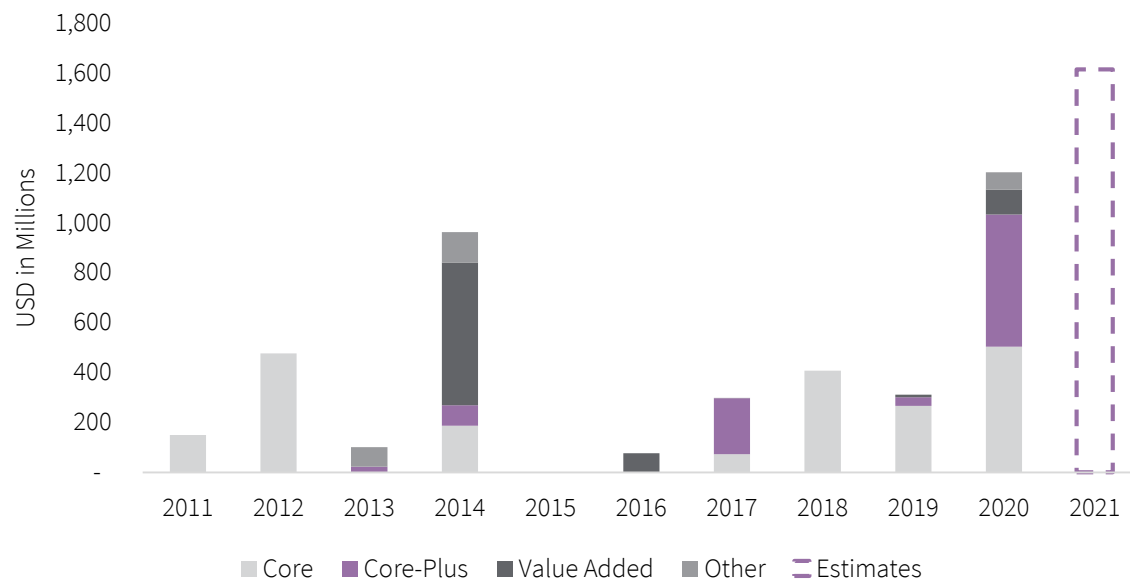


Multifamily funds and deals to double in 3 years, be core part of portfolios

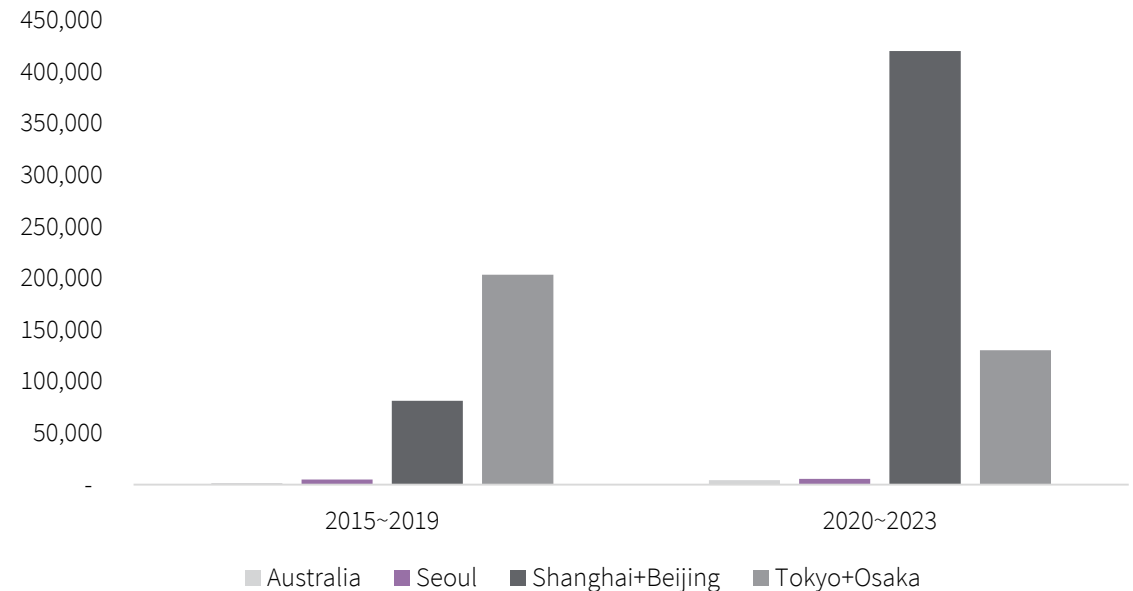


- Multifamily/build to rent volumes and funds could double over three years, become the third largest asset class after office and industrial sectors. Greystar raised AUD 370mn in the first close of a new build-to-rent fund targeting Australia BTR assets
- Proportion of renters in Korea is high, and funds investment into multifamily assets is just starting. In Australia, the portion of renters has risen from 30% to 33% over the past decade. In China, while majority still prefer ownership, we think renting will become widely accepted as the stock of rental homes grows and the government incentivises more to rent

AP RESIDENTIAL FUNDS BY VINTAGE



AP COMPLETION OF MULTIFAMILY (IN UNITS)

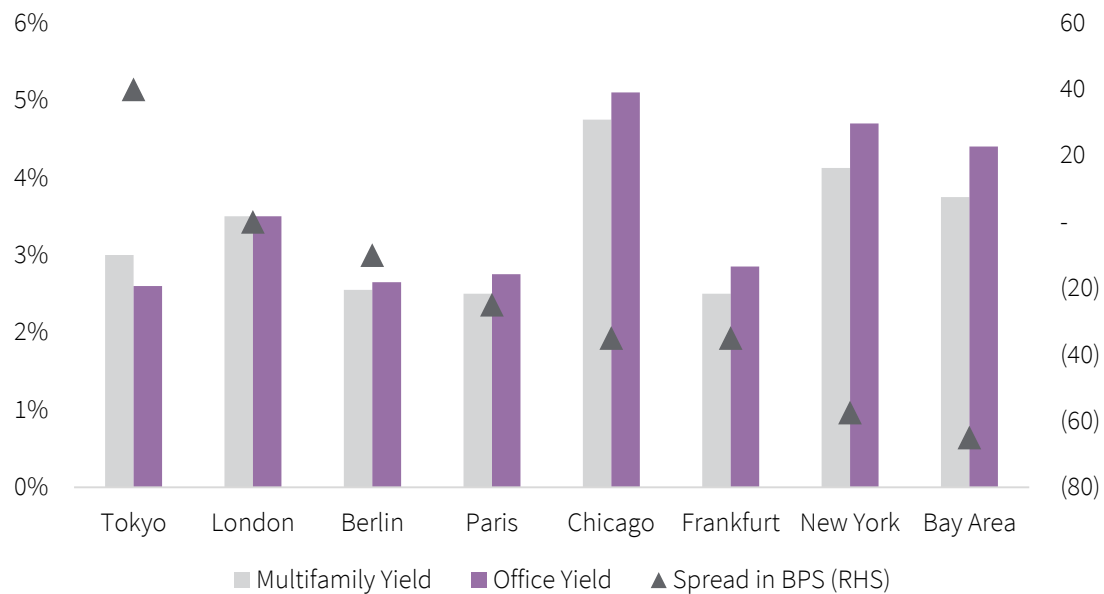


Tokyo multifamily yields to compress further as buyer pool broadens



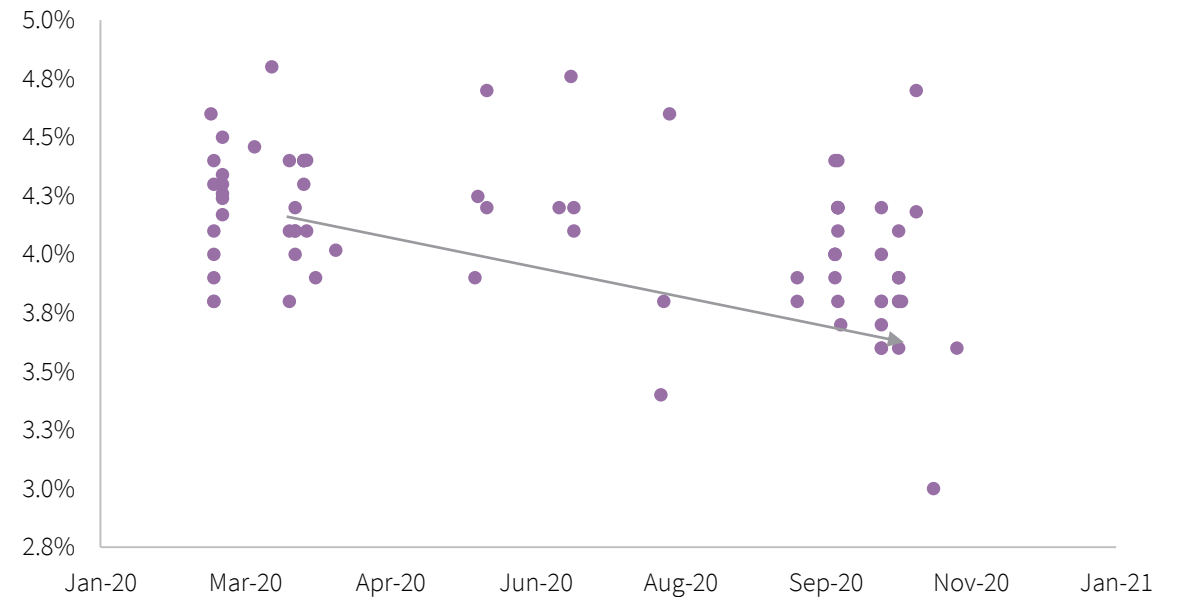
- Yields have compressed in Japan in 2020 but we expect more as spreads over office assets are still positive. Globally, multifamily yields are 0-65bps below office yields in gateway cities.
- More Japanese owners are opening up to selling assets to international buyers, broadening the buyer pool. Assets outside of Tokyo and Osaka could be good investments.

MF YIELD SPREAD OVER OFFICE YIELD BY GATEWAY CITIES



Source: JLL Asia Pacific Capital Markets estimates, as at 3Q20

MF YIELDS IN TOKYO COMPRESSED IN 2020



Source: JLL Asia Pacific Capital Markets estimates, as at 4Q20

Necessity retail transactions provide stable, attractive yield spread



- In 2H2020, more investors invested into necessity retail:
 - Charterhall and two funds acquired six **Bunnings outlets** for AUD 353mn
 - GIC and Charterhall acquired a 49% stake in a portfolio of **petrol station convenience stores** managed by Ampol with long WALE, triple net leases;
 - **Neighbourhood centres** in Australia were sold at 5-6% initial yield;
 - Frasers Centrepoint Trust acquired a 63% stake in **suburban malls** yielding 5.0%, with debt costing 2.0% and raising equity at 4.2-4.5%
- In 2021, we expect more such retail centres to trade given attractive yields c.100bps above office assets. Healthy rent collection rates during COVID 19 gave investors confidence

Suburban retail portfolio, Singapore

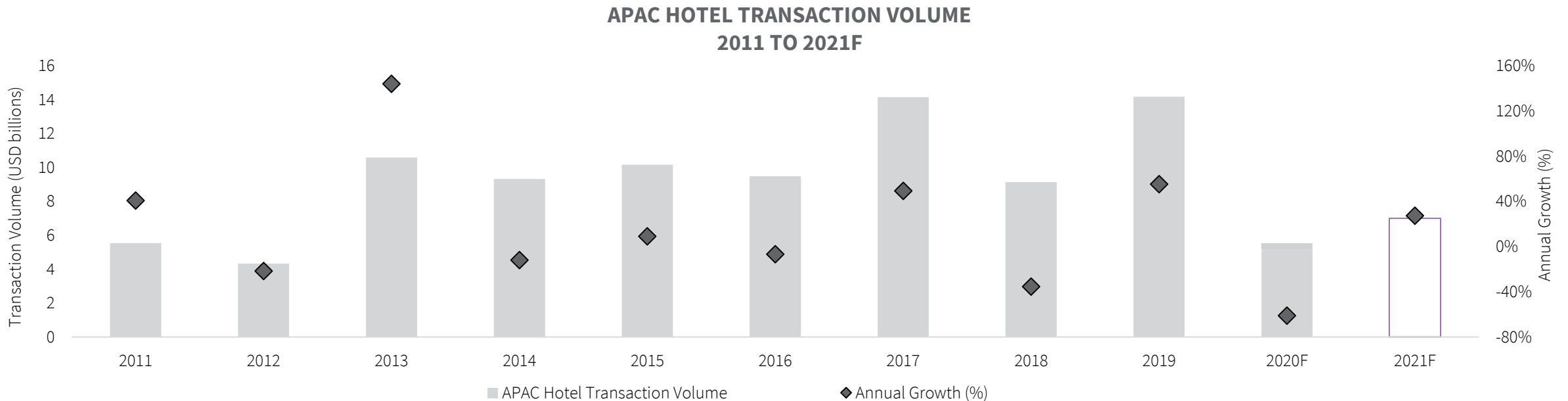


Retail assets sold in 2020	Country	Price (USDmn)	Buyer	Seller	Remarks
Suburban retail portfolio (63% stake)	Singapore	1,420	Frasers Centrepoint Trust	Frasers Property	5.0% NOI yield on 2019 income, 5% above Sep 19 valuation
Petrol station convenience stores portfolio	Australia	487	GIC, Charterhall	Ampol	5.5% NOI yield, 19.2 yr WALE with CPI reviews 2-5% per annum.

Hotels transaction volume forecast to increase by 20-25% in 2021



- After a record 2019, transaction volumes have declined by 60% in 2020 to USD 5.2bn, on par with volumes during GFC
- Markets with stronger domestic capital pools will pave the way for transactions activity in 2021. Volumes to increase by 20-25% as:
 - Owners trade out of positions as they reconsolidate their commercial portfolios
 - Non-strategic owners and funds look at exit options, particularly as fund life matures
 - Selective distressed / structured disposals take place, particularly in resort markets
- Private Equity and HNWI capital have been on the sideline during 2020 and will look to deploy capital in 2021 as prices reset
- Japan, China and Australia expected to be the most liquid

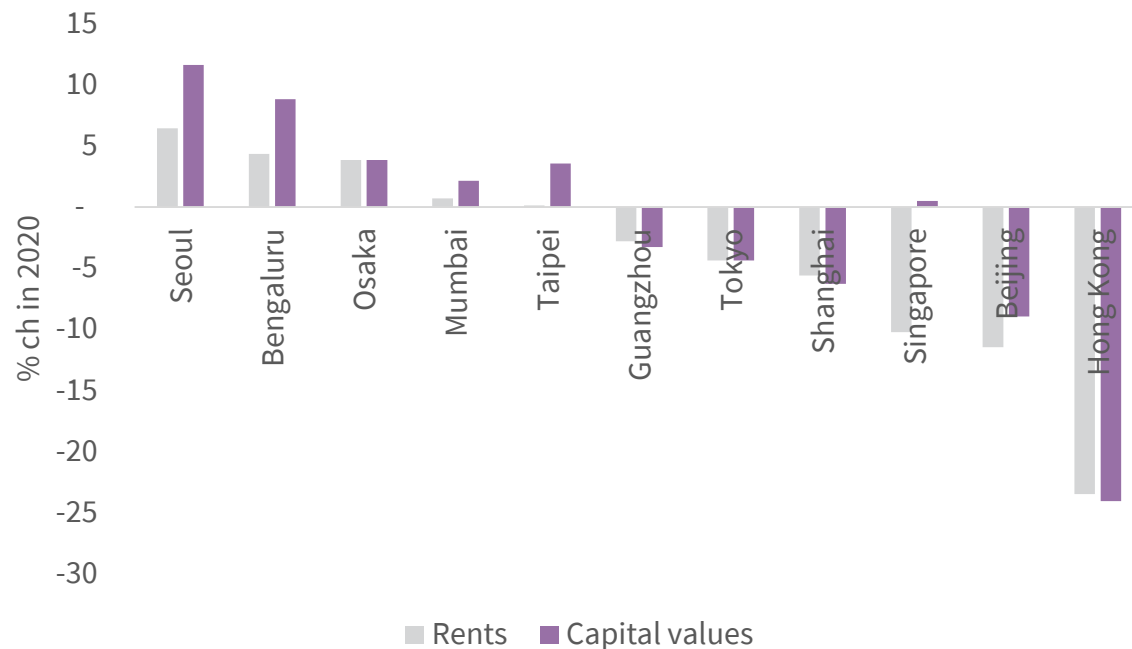


Office assets still core for most investors, expect more value-add strategies

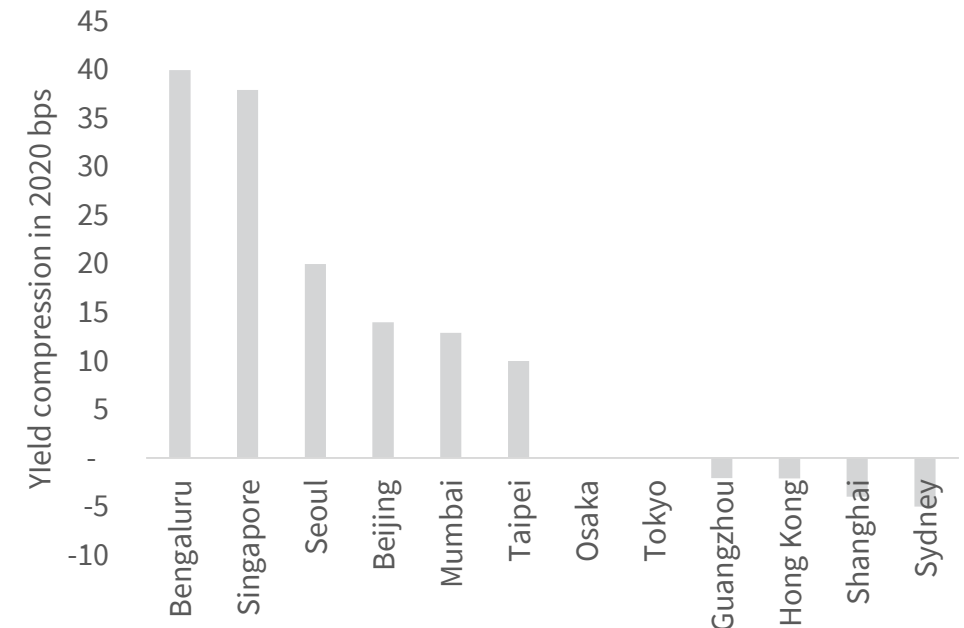


- Majority of occupiers in Asia have returned to the office but expect remote working to rise by 1 day per week.
- In 2020, rents rose 4-6% in Seoul, Tokyo and Bengaluru, but fell 10-20% in Singapore, Beijing and HK.
- Demand for flex space, healthier buildings with more collaborative spaces to increase. Heightened awareness of sustainability to further differentiate greener buildings.
- Our investor survey conducted in June 2020 showed that 88% of investors would maintain or increase their exposure to office assets

CHANGE IN OFFICE RENT AND CAPITAL VALUES 2020



OFFICE YIELD COMPRESSION IN 2020

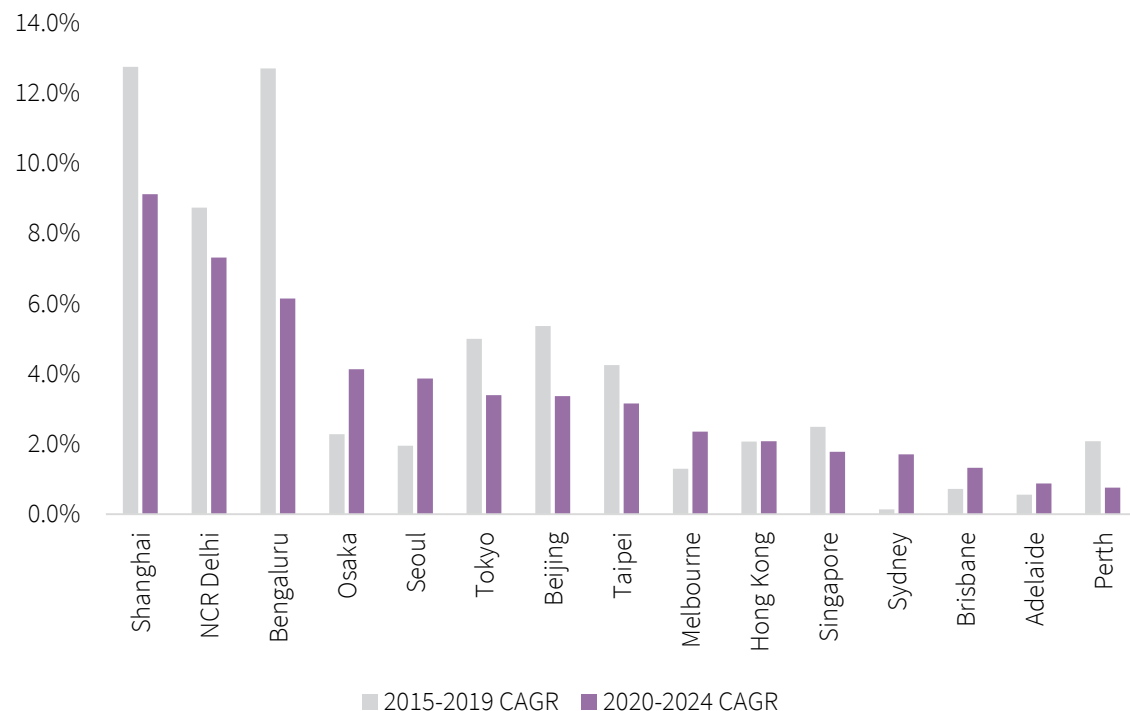


For Margin Of Safety – Stick To Cities with Low Office Supply



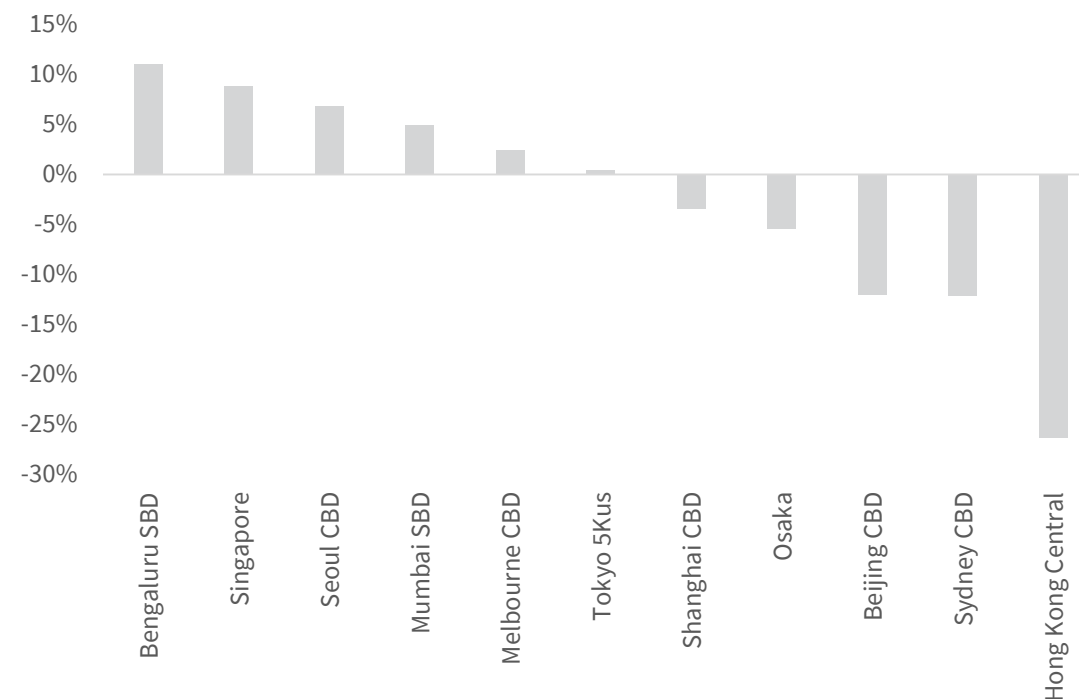
- Uncertainty over office demand post-COVID, increase in remote working by 1 day a week are likely to steer investors towards gateway cities with lower upcoming supply for wider margin of safety

AVERAGE OFFICE SUPPLY GROWTH



Source: JLL estimates, as at 3Q20

EXPECTED OFFICE RENTAL GROWTH IN 2020-2024



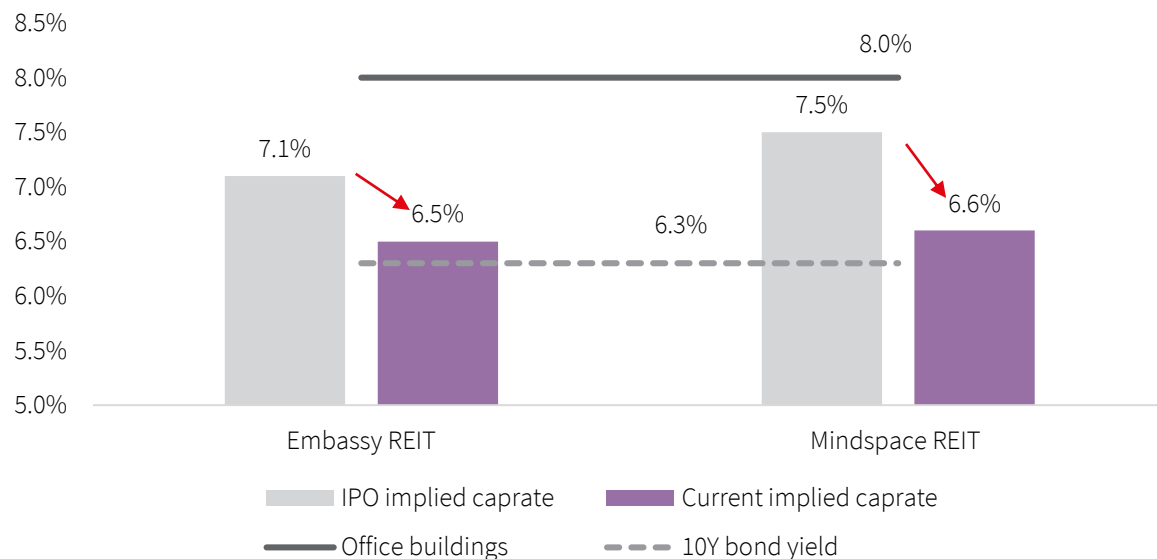
Source: JLL estimates, as at 3Q20

India REITs provide path for institutional investors, yield compression

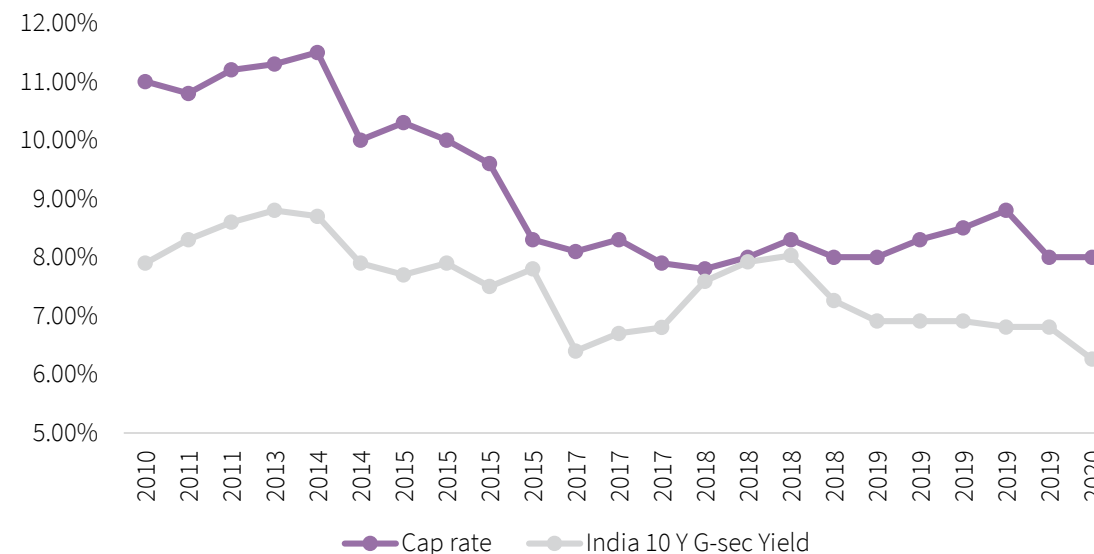


- India's second REIT, Mindspace Business Parks REIT's IPO was 13x oversubscribed. Its implied caprate compressed to 6.6%, close to Embassy REIT's implied caprate. The arbitrage is justifiable, in our view, as REITs provide liquidity, governance and transparency which are much needed in India
- Brookfield just filed for a REIT IPO, one day after acquiring USD 2bn of commercial assets from RMZ Corp. Blackstone is reported to be in talks to buy USD 1.7bn of commercial assets from Prestige Estate. Funds can co-invest with quality platform providers pre-IPO

INDIA REITS TRADING AT PREMIUM VS UNDERLYING ASSETS



INDIA OFFICE CAPRATE VS 10Y GOVT BOND YIELD

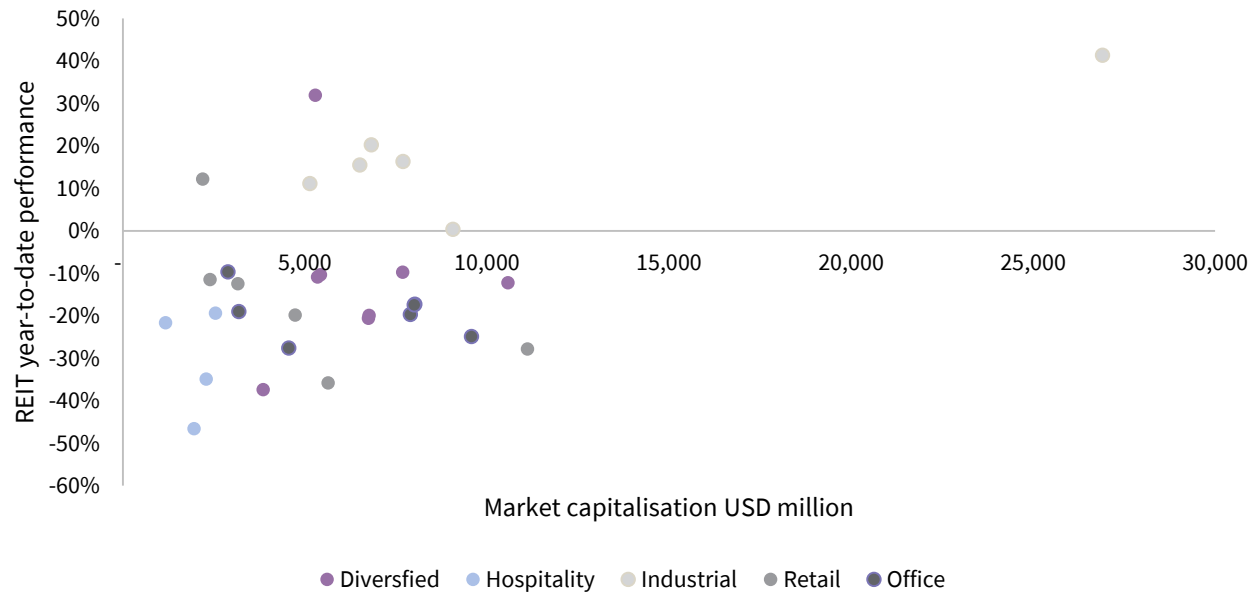


Industrial and Singapore REITs raised substantial equity for acquisitions

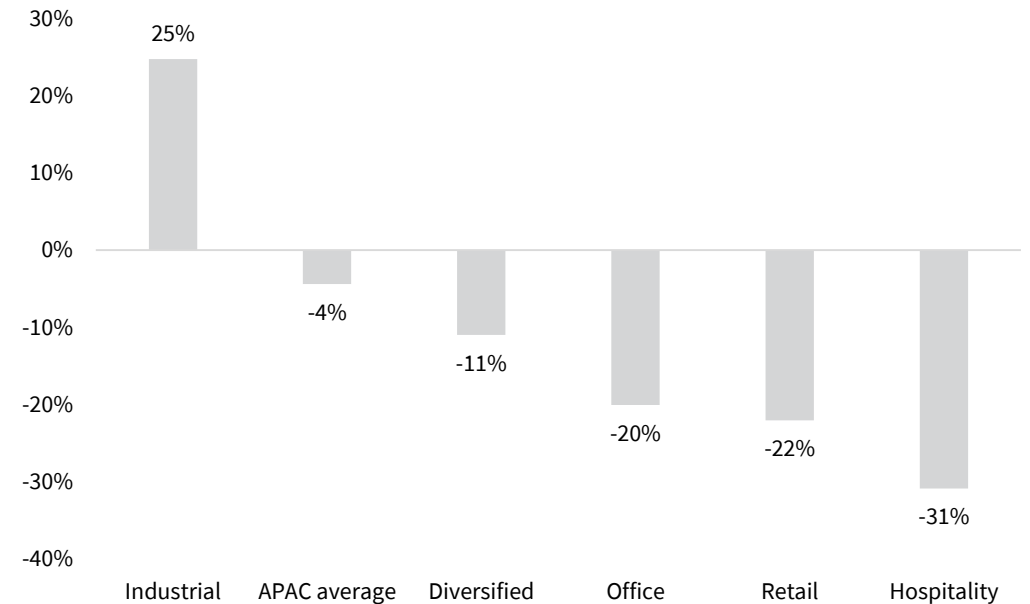


- **Outperformance of industrial REITs** will enhance their ability to raise competitively priced capital for more acquisitions:
 - ESR Kendall Square REIT successfully listed on KRX, raising USD 650mn
 - OMERS invested USD 490mn in HK listed ESR, raising its stake to c. 16%;
 - Japan's LaSalle Logiport REIT raised USD 456mn for acquisition of four assets;
 - Home Consortium raised AUD 140-190mn equity to buy retail and aged care assets
- Singapore REITs could spend USD 12bn in 2021 outside Singapore. SREITs spent USD 9bn offshore in 2020, mostly in Australia, US, Europe and China, funded largely with equity: SREITs bought; their cost of equity of 4-5% is well below the asset yields of 5-6%

PERFORMANCE OF APAC REITS IN 2020



PRICE PERFORMANCE in 2020

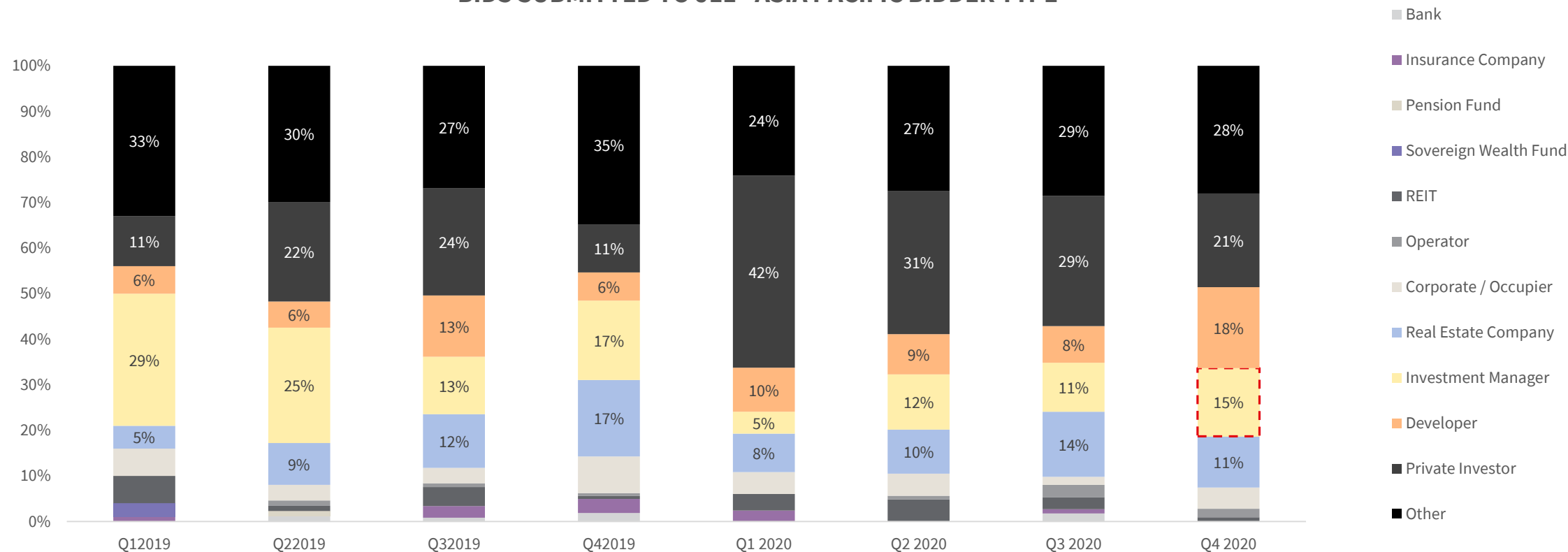


Investment managers returned to the market in 2H2020



- Bidder profiles have normalised. In 1H2020, private investors became more active when investment managers held back. In 2H 2020, investment managers returned

BIDS SUBMITTED TO JLL - ASIA PACIFIC BIDDER TYPE

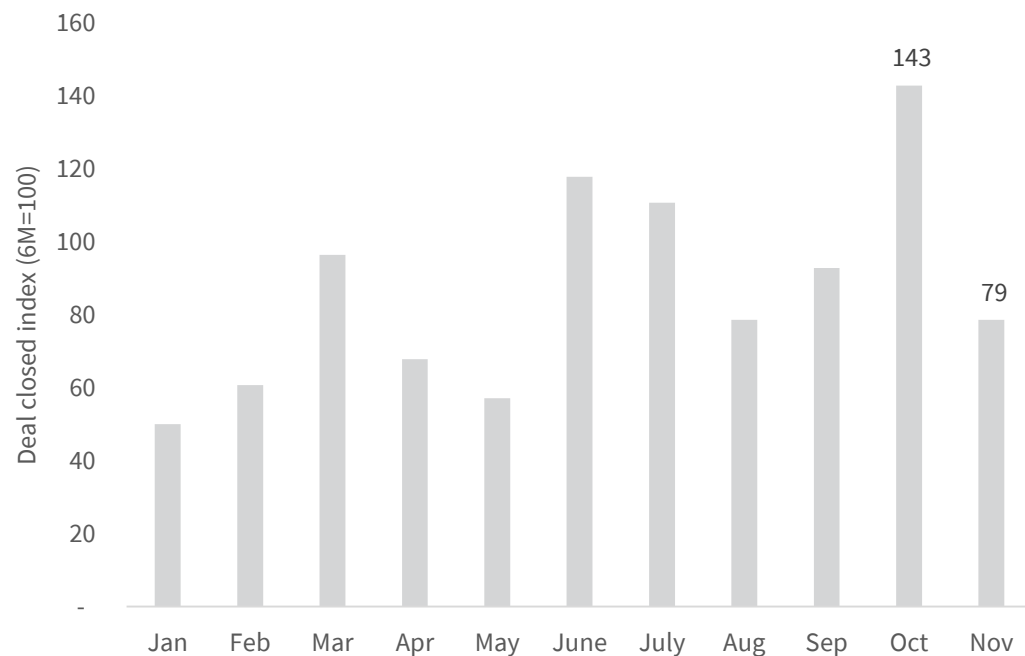


Bids Submitted to JLL Fell in 2020 YTD, Bid Spreads Recovering



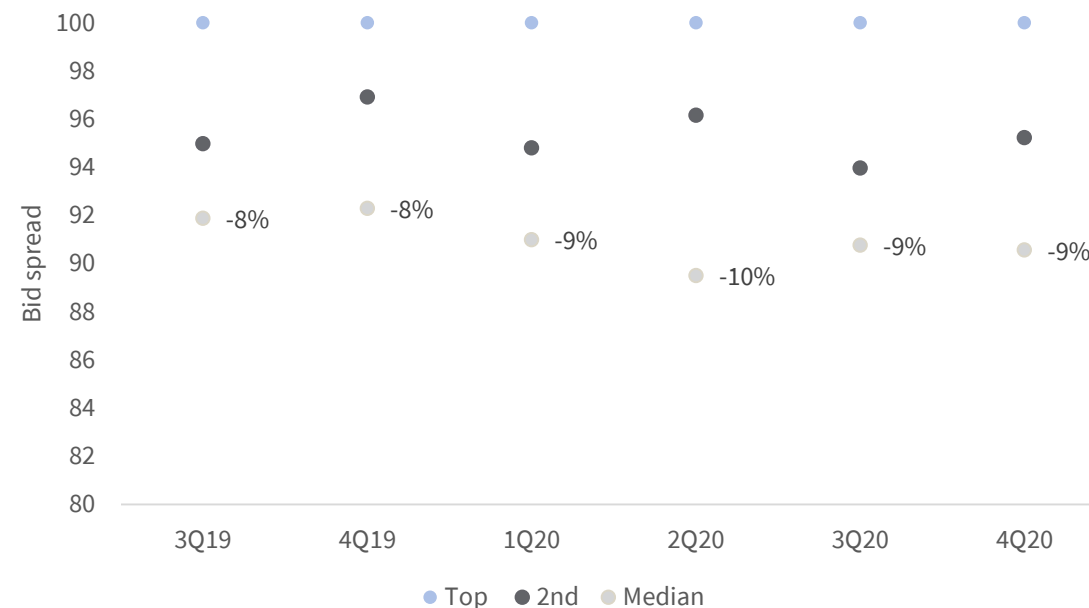
- In Oct and Nov, the volume of deals closed was 11% higher than the six month average over May-Oct 2020.
- Number of quarterly bids in 2020 still around 10% - 25% short of 1Q2019 levels
- Bid spreads in Asia Pacific widened in 2Q, reflecting more opportunistic bids, but tightened back to trend levels in 2H2020

NUMBER OF BIDS SUBMITTED TO JLL



Source: JLL Asia Pacific capital markets

SPREAD OF BIDS SUBMITTED TO JLL ASIA PACIFIC DEALS



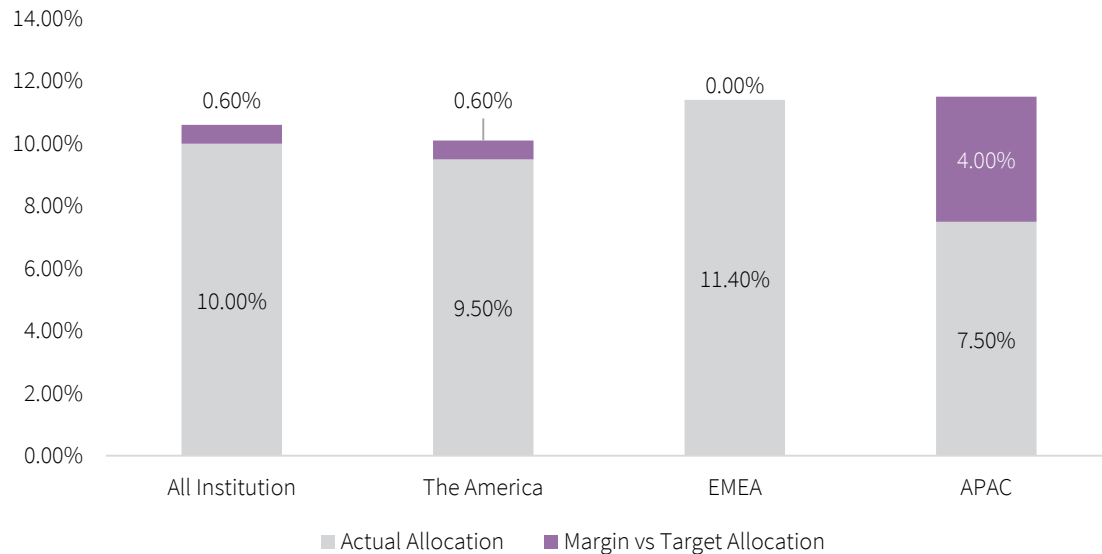
Source: JLL Asia Pacific capital markets

More Diversified Funds Raised in 2H20



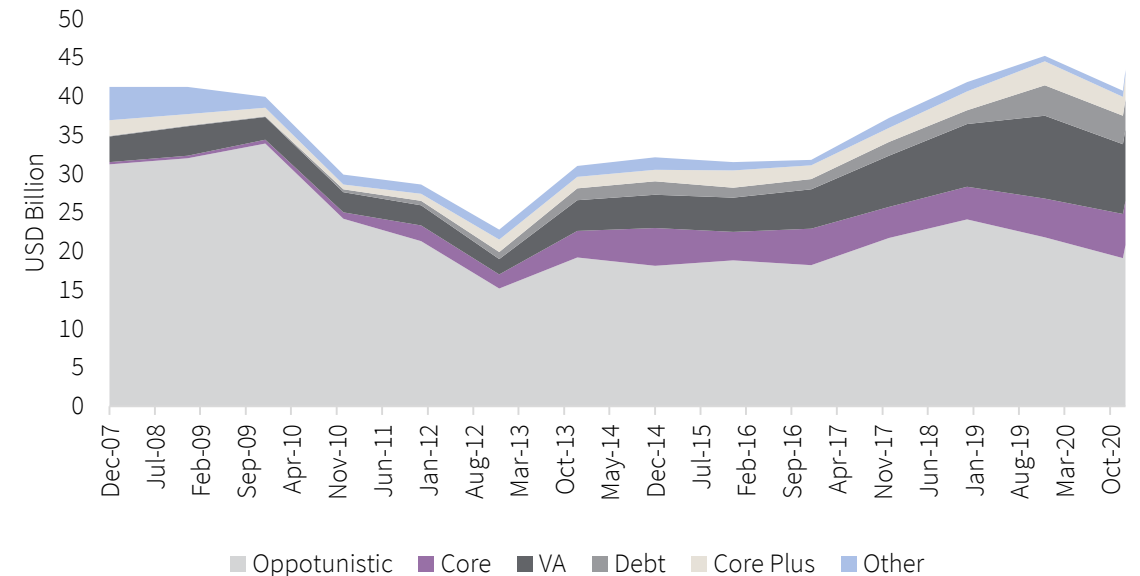
- Dry powder fell 6% yoy but is still elevated. APAC funds have the widest gap between target and actual allocation to real estate
- Allianz and NPS launched a USD 2.3bn JV to build a AP diversified core portfolio
- KKR raised USD 1.7 bn for its Asian Real Estate Partner Fund
- NPS and Hines formed a USD 1.5 bn build-to-core JV to invest into mixed-use, residential office and logistics assets globally.
- Travel restrictions could push more investors to seek external managers - more enquiries from GPs starting to raise diversified AP core funds

TARGET AND ACTUAL ALLOCATION TO REAL ESTATE BY LOCATION OF INSTITUTION (2020)



Source: Hodes Weil, JLL estimates

DRY POWER IN THE AP REGION (2007- 2020)

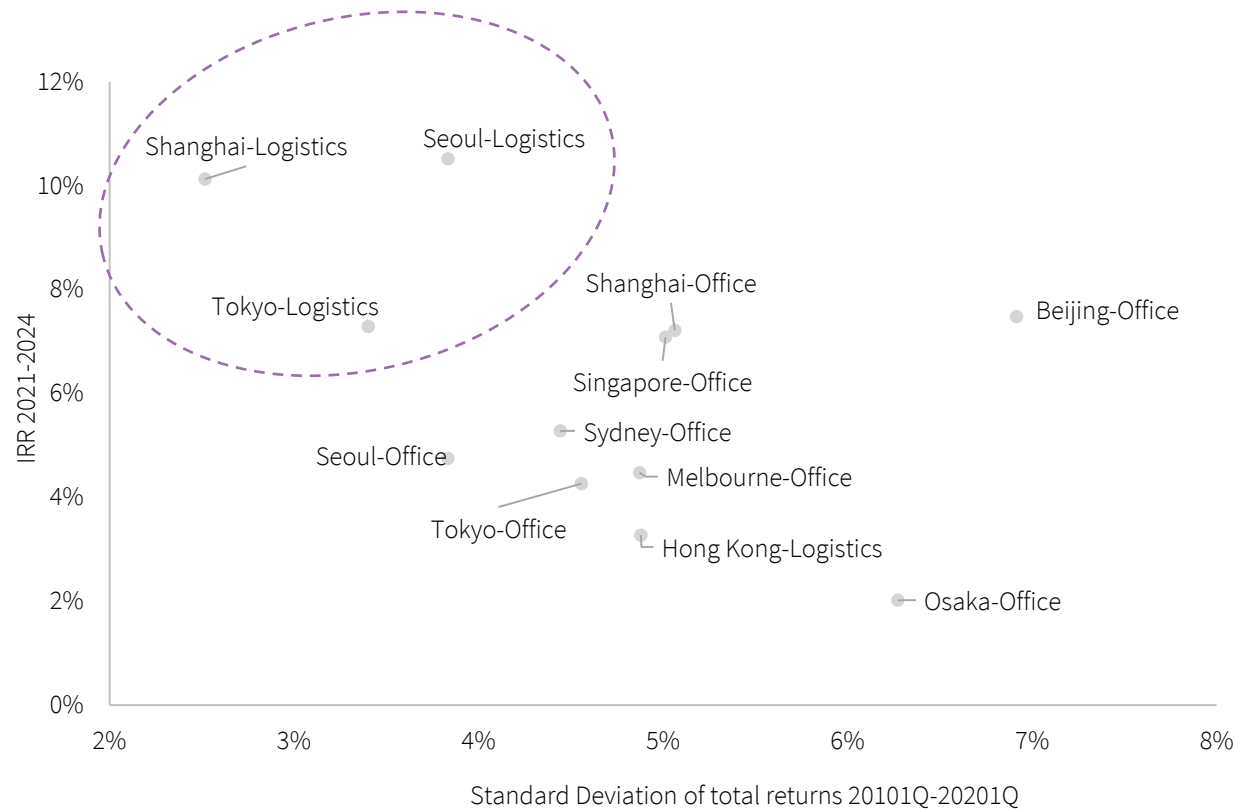


Source: Preqin, JLL estimates

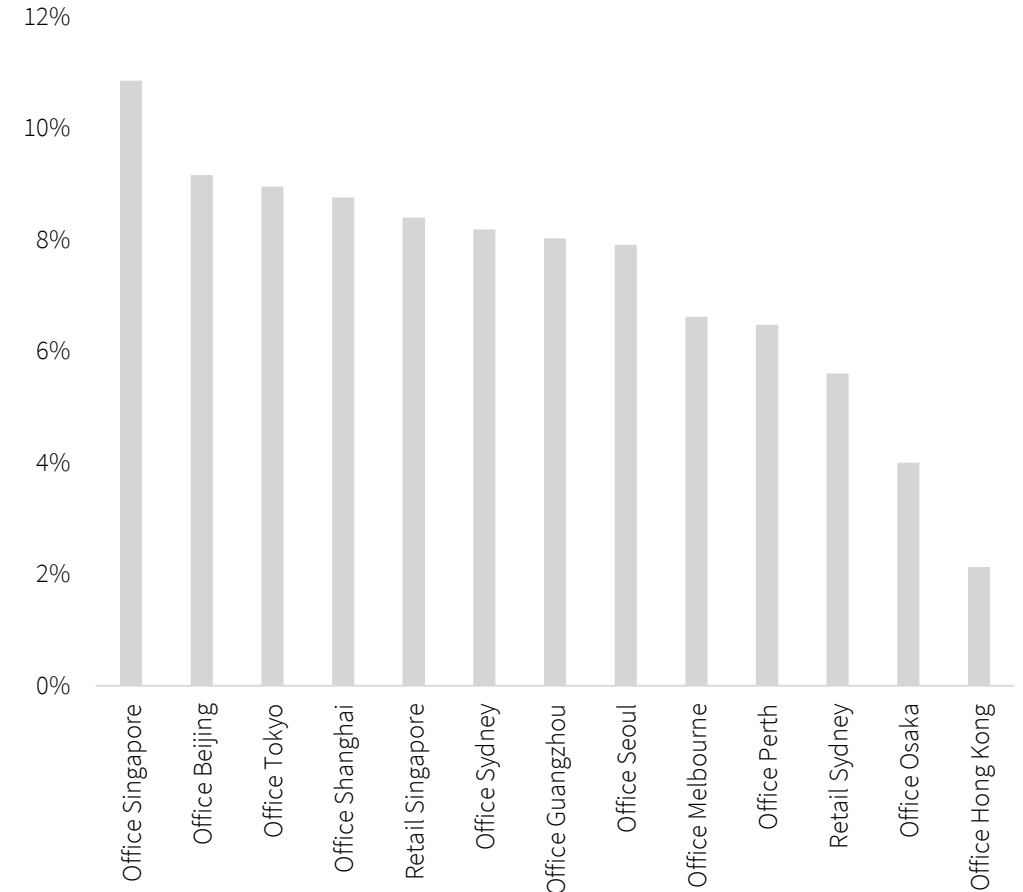
Our Top Picks – Optimizing Risk and Return



1. Shanghai Logistics
2. Seoul Logistics
3. Tokyo Logistics
4. Melbourne logistics
5. Singapore Office
6. Tokyo Multi-family



LEVERED IRR 2020-2024 - OFFICE & RETAIL



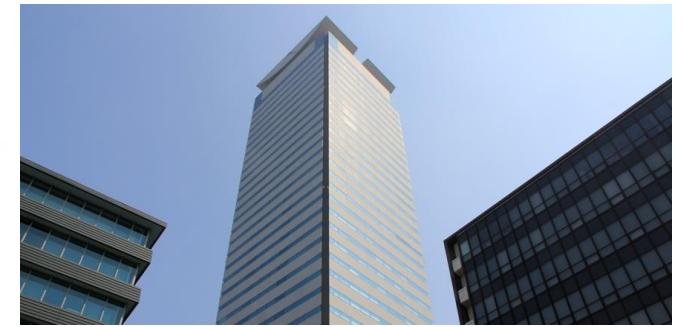
Key trends in 2020:

- **Resilient sectors continued to thrive:** Multifamily and logistics investment volumes rose sharply in 2020 and made up approximately half of all transactions in 2020. Tokyo will remain the preferred location, along with increasing popularity of these two sectors
- **Rising to the top:** Tokyo became the number one investment destinations in the world, with more than USD 34 billion transaction in the first 9 months, surpassing New York and Paris. This was mostly sustained by offshore investors, making up 34% of acquisitions in 2020

Outlook for 2021-22:

- **Economic and rental outlook:** Most economists expect GDP to expand by 3.0 – 3.5% in 2021. Office rent and occupancy have been resilient amid COVID, and good quality Grade B assets are still sought after by offshore investors
- **Capital markets:** Multifamily and logistics capital values are expected to grow further. While office supply-demand balance has to be closely monitored, we expect offices to remain the favourite investment class.
- **Risks:** Possible marginal downward pressure on Grade A office rent in Tokyo

JT Head Office (Minato, Tokyo)



Minato Mirai Centre Building (Yokohama, Kanagawa)



Key deals	Asset	Price (USDmn)	Unit price / NOI yield	Buyer	Seller
Q4 2020	Avex Trax HQ Building	691	Undisclosed	Bentall GreenOak	Avex Trax
Q4 2020	Cross Gate Shinsuna	211	USD 10,349 per sqm	AXA IM – Real Assets	Dream Private REIT

Key trends in 2020:

- **Lower transaction volumes:** Volumes rebounded in 4Q20; acquirers include international funds, local groups and owner occupiers. Unlike the 2008 global financial crisis when local insurance players and developers swooped in to take up the slack, these buyers held back in 2020.
- **No price correction:** A wide bid ask spread remains. Buyers are wary of downside risks to economic growth and capital values. Sellers are unable to close the large price gap.

Outlook for 2021-22:

- **Economic and rental outlook:** Due to effective management of COVID, China’s growth is expected to accelerate in 2021. The cautious approach to stimulus will ensure medium-term growth is sustainable. Occupier demand is still strong for business parks targeting tech and semiconductor sectors.
- **Capital markets:** A recovery hinges on the strength of economic recovery and stabilization of rents. The office sector is still in over-supply with high vacancies. Logistics, data centres and alternative assets are favoured while life science assets are gaining interest.
- **Risks:** An escalation in tensions between China and US

Guangzhou Int Airport R&F Integrated Logistics Park



Key deals	Asset	Price (USDmn)	Unit price / NOI yield	Buyer	Seller
4Q20	Guangzhou Int Airport R&F Integrated Logistics Park (70%)	680	RMB 5,250 psm	Blackstone	R&F
4Q20	Nanjing IFC	430	RMB 28,000psm	Shui On Land, Grosvenor JV	Sanpower

Key trends in 2020:

- **Pricing remaining relatively stable:** Office cap rates rose slightly due to increased market illiquidity and additional risk to short-term underwriting for rents, whereas industrial & logistics cap rates fell further as investors continued to increase their exposure to the sector.
- **Falling trading volumes:** Due to travel restrictions and lengthier/more complex due diligence periods, investment volumes in 2020 fell by 39% relative to 2019 amid weak performance in office and retail sectors.

Outlook for 2021-22:

- **Economic and rental outlook:** Economic expansion of c.3% is expected for 2021, although we expect office demand to lag slightly. We expect office rents to record minor decreases on an effective basis through to 2021. The acceleration of the existing long-term structural shift to online spending will continue to support demand for logistics across Australia.
- **Capital markets:** Office and logistics capital values will be relatively resilient as investor interest seems unabated, institutional investor allocation to healthcare assets to increase. Low risk-free rates to support pricing post-COVID-19 and to limit current downside risk.
- **Risks:** Strong office supply in Melbourne over 2020 to impact rents.

452 Flinders Street, Melbourne CBD



2-4 Drake Avenue, Macquarie Park



Key deals	Asset	Price (USDmn)	Unit price / NOI yield	Buyer	Seller
3Q20	452 Flinders Street	308	4.82%	Deka Immobilien	Dexus Property Group
3Q20	2-4 Drake Avenue	214	5.25%	Keppel REIT	Goodman Property Group

Key trends in 2020:

- **One of the most resilient office markets in Asia Pacific:** Seoul office rents rose 6% in 2020, the strongest in Asia Pacific. Exceptionally, employment and office demand in Seoul has been resilient amid COVID.
- **Record investment volume:** Due to travel restrictions, local asset managers competed aggressively for domestic assets to deploy capital ordinarily reserved for outbound investment. Office and logistics assets attracted 10-20 bids, including large-scale forward sales. Caprates compressed significantly.

Outlook for 2021-22:

- **Economic and rental outlook:** Economic expansion of c.3% is expected for 2021, and we expect office rents to be stable in 2021 despite high supply completions. Demand for modern logistics, especially last-mile assets should stay strong.
- **Capital markets:** Office and logistics capital values should be resilient as investor interest seems unabated. Asset managers' drive to securitise assets into REITs is also supportive of a vibrant investment market for 2021.
- **Risks:** Office supply in high in 2022-24, and could put downward pressure on rents

Hyundai M&F HQ, Gangnam



Pinnacle Tower, Gangnam



Key deals	Asset	Price (USDmn)	Unit price / NOI yield	Buyer	Seller
3Q20	Doosan Tower	673		Mastern Asset Management	Doosan Group
3Q20	CJ Cheiljedang HQ	502	Low 4%	IGIS	NPS

Key trends in 2020:

- **Tightly held assets traded to free up liquidity:** Freehold assets that seldom trade were sold in 2020, achieving record pricing. Caprates compressed as capital values held up amid lower rents.
- **Investors:** More core funds, family offices, technology companies are acquiring assets.

Outlook for 2021-22:

- **Economic and rental outlook:** Recovery expected with resumption of intra-regional travel and expansion by finance, technology, asset management firms from China and international firms. Tight supply is supportive of office rent growth.
- **Capital markets:** We expect deal flow to be higher as large assets could be made available; Singapore REITs may sell non-core assets as they expand internationally.
- **Risks:** Highly dependent on global trade; sensitive to global slowdown if pandemic worsens or US-China tensions escalate.

AXA Tower, Singapore



Key deals	Asset	Price (USDmn)	Unit price / NOI yield	Buyer	Seller
4Q20	Keppel Bay Tower	492	SGD 1,700psf NLA, NOI yield 4.0% (3.7% excl income support)	Keppel REIT	Keppel Corp
3Q20	Robinson Point (freehold)	364	SGD 3,720psf NLA, NOI yield c. 2.0%	TBC	Tuan Sing
2Q20	AXA Tower (50%)	603	Estimated 4-5% yield on redevelopment cost	Alibaba	Perennial Real estate & partners

Key trends in 2020:

- **Quiet investment market due to economic uncertainty:** Wide bid-offer gaps for assets due to unlimited QE and low carrying cost. A handful of landlords sold non-core assets.
- **Limited leasing activity in core areas:** Most occupiers are in cost-saving mode, while some delayed expansion decisions. There was significant downward pressure on rents especially in 1H20.

Outlook for 2021-22:

- **Economic and rental outlook:** Mild recovery expected as COVID-19 infections had stabilised. Office rents are expected to enter the last phase of a two-year downcycle. Moderate resumption of cross-border travel supports retail rents.
- **Capital markets:** Expect higher deal flow as markets bottom and visibility improves; portfolio landlords may continue to dispose of non-core assets.
- **Risks:** Geopolitical tensions and volatile pandemic situation globally may slow recovery.

Cityplaza One, Quarry Bay



Key deals	Asset	Price (USDmn)	Unit price / NOI yield	Buyer	Seller
4Q20	Cityplaza One	1,270	USD 2,020 psf GFA, NOI yield c. 2.8%	Gaw Capital Partners, Schroder Pamfleet and other consortium partners	Swire Properties
1Q20	Telford Plaza II (50%) & Popcorn 2 (30%)	387	N/A	MTR Corporation	New World Development and Chow Tai Fook Enterprises

Appendix – Direct deals 4Q2020



	mth	Sector	USD mn	Buyer	Seller	Remarks
Australia						
1 Farrer Place, 25% stake, SYD	Dec	Office	452	Lendlease's APPF	GPT	Now owned by 50% APPF, 50% Dexus
David Jones flagship store, SYD	Dec	Retail	394	Charterhall consortium	David Jones	20 years triple net lease with 2.5% ann. escalation
1-5 Thomas Holt Dr, Macquarie Pk, SYD	Dec	Office	218	Ascendas REIT	AMP Capital	5.9% NPI yield with 3.25-3.75% escalation
2 ALDI distribution centres	Dec	Logistics	218	Charterhall, Allianz	ALDI	7 years triple net lease with extensions, 3% escalations
Grosvenor Place (50%)	Nov	Office	676	CIC	Dexus/ CPPIB	CIC lifts its stake to 75%; 5% below Jun 20 value
6 Bunnings stores	Nov	Retail	258	Charter Hall LWHP	CBRE	NOI yield of c. 4.63%
Japan						
Avex Building, Tokyo	Dec	Office	693	BentallGreenOak	Avex Group	Sited in Omotesando area
PAG portfolio	Dec	Multi	1,000	Blackstone	PAG	26 assets predominantly Tokyo offices
CapitaLand Retail & Office Portfolio	Dec	Retail & Office	335	NA	CapitaLand	Three Japanese shopping malls and one Seoul office
Tokyo Multifamily	Dec	Resi	226	Nuveen, Kenedix	NA	428 new homes added
Shinjuku Mitsui Tower	Nov	Office	1,640	Nippon Bldg Fund	Mitsui Fudosan	3.9% NOI yield, JPY 5.55m/tsubo
GranTokyo South Tower	Nov	Office	450	Nippon Bldg Fund	Mitsui Fudosan	13.3% stake; 2.9% NOI yield, JPY 14.2m/tsubo
China						
Logistics park (70%)	Nov	Logistics	1,100	Blackstone	Guangzhou R&F	Raises Blackstone's China logistics by 30%
Rock Square mall (49%)	Nov	Retail	252	CapitaLand Retail China REIT	Capitaland	4.4% NPI yield
Business Park portfolio	Nov	Office	496	CapitaLand Retail China REIT	Capitaland	6.8% yield: 9 assets in Suzhou, Hangzhou, Xi'an
Logistics portfolio (100% in 7 assets)	Oct	Logistics	307	Mapletree Logistics Trust	Mapletree Invt	c. 5.1% caprate
Logistics portfolio (50% in 15 assets)	Oct	Logistics	335	Mapletree Logistics Trust	Mapletree Invt	c. 5.1% caprate
HK						
City Plaza One	Nov	Office	1,270	Gaw	Swire Properties	20% below 2018 levels
Singapore						
Keppel Bay Tower	Dec	Office	492	Keppel REIT	Keppel Land	4% NPI yield (c.3.6% excluding income support)
India						
RMZ Portfolio	Oct	Commercial	2,000	Brookfield	RMZ Corp	Brookfield filed to launch a REIT IPO
Prestige Portfolio	Oct	Mixed Use	1,630	Blackstone	Prestige	Mix of office, Retail, and Hotel
S. Korea						
Incheon Logistics Centre	Dec	Logistics	275	CBRE GI	Goodwill Logistics	Forward sale
Lotte Insurance Tower	Nov	Office	180	PAG	Lotte Fire & Marine	In Namdaemon, CBD
Parc 1 Tower II	Nov	Office	897	ARA, NH Securities	Y22	Largest deal in 2020
Podo Mall	Nov	Retail	224	Koramco	DWS	Acquisition costs include remodelling
Pinnacle Tower	Oct	Office	391	Mapletree Group	PAG	13 bids, NOI yield of 3.2%

Diversified

- NPS and Hines formed a USD 1.5bn build-to-core JV to invest into mixed-use, residential office and logistics assets globally.
- Alpha Investment Partners raised USD 295mn (including co-investment) in the first closing of Alpha Asia Macro Trends Fund IV
- KKR raised USD 1.7 bn for its Asian Real Estate Partner Fund

Logistics and Industrial

- JPMAM and Stockland formed an AUD 1bn JV to buy income-producing industrial assets in Australia; with initial AUD 400mn of seed assets.
- GLP raised USD 2.8bn in second closing for its GLP Japan Income Fund, bringing the total size of the vehicle to USD 5.4bn
- GLP launched JV with SEA Logistic Partners, a local partner, acquiring three sites for logistics development in Vietnam
- Logos launched a new joint venture with CPPIB, raising USD 200mn to expand its Southeast Asia footprint
- GIC and ESR entered into a USD 750mn 80:20 JV to build and acquire logistics assets in India

Datacentres

- Keppel Capital raised USD 500mn for second data centre fund and USD 400mn in Vietnam Fund

Others

- Greystar raised AUD 370mn in the first close of a new build-to-rent fund targeting Australia BTR assets
- Savills IM raised USD 200mn in the first close for its Japan Residential Fund II focused on Japan multifamily sector
- Metro Holdings raised GBP 60mn for new PBSA fund

Mergers and Acquisitions

- KKR and Rakuten to buy Walmart's majority stake in Japanese supermarket chain Seiyu for over USD 1bn
- Alibaba raised its stake in Sun Art, China's largest hypermarket operator, to 72% from 36.2 % for USD 3.6bn
- Oxford Properties Group acquired a 50% interest in Investa Office Management Holdings from Macquarie Infrastructure and Real Assets
- 360 Capital Group acquired a 70% interest in Hotel Capital Partners, which invests in hotels, hotel debt and hotel management companies.
- Sumitomo Mitsui and ARA to buy out Kenedix at JPY 750 per share, a 14.5% premium over the Friday closing price, hoping to own 70% stake in the fund manager
- Blackstone and Soilbuild founder proposed to privatise Soildbuild REIT for SGD 700mn

Listed Equity Raisings

- ESR Kendall Square REIT's successful IPO on KRX raised USD 650mn
- Ascendas REIT raised SGD 1.2bn equity costing c.4.6% and SGD 300m perpetual securities at 3.0%
- Nippon Building Fund to raise USD 800mn of debt and USD 1.3bn of equity
- Capitaland Retail China Trust will raise c. USD 300mn in new equity and perpetual securities

Potential IPOs in the works

- D&D and SeobuTND plan to list a REIT on KRX with multi assets in Korea, raising KRW 172.5bn and KRW 100bn respectively
- NH REITs is planning to launch its second listed REIT billed as 'ALL ONE REIT' seeded with three offices in Korea, raising KRW 100bn while SK group is reported to plan to securitize its real estate assets into a REIT

For more information, please contact

Regina Lim

Head of Asia Pacific Capital Markets Research

+65 9783 3297

Regina.lim@ap.jll.com

Thank You

This publication has been prepared without regard to the specific investment objectives, financial situation or particular needs of recipients. No legal or tax advice is provided. Recipients should independently evaluate specific investments and trading strategies. By accepting receipt of this publication, the recipient agrees not to distribute, offer or sell this publication or copies of it and agrees not to make use of the publication other than for its own general information purposes. The views expressed in this publication represent the opinions of the persons responsible for it as at its date, and should not be construed as guarantees of performance with respect to any investment. Jones Lang LaSalle IP, Inc has taken reasonable care to ensure that the information contained in this publication has been obtained from reliable sources but none of Jones Lang LaSalle IP Inc, its parent or any of its affiliates or subsidiaries give any representation or warranty, express or implied, as to the accuracy, completeness or reliability of such information. Neither Jones Lang LaSalle IP Inc, nor its parent nor any of its affiliates or subsidiaries undertakes or is under any obligation to update or keep current the information or content contained in this publication for future events. The forecasts contained in this publication are generated from a range of statistical techniques, including econometric models. They are subject to errors stemming from three main sources: measurement and statistical error which relate to raw data and the econometric model, as well as error arising from assumptions regarding the future behaviour of explanatory variables. As a result, we place greater emphasis on trends and turning points than on precise values. Please note that the forecasts do not include the impact of any commissions, fees or other charges that may be payable. Past performance is not necessarily indicative of future results. In addition the price and/or value of and income derived from any particular investment may vary because of changes in interest rates, foreign exchange rates, operational or financial conditions. Investors may therefore get back less than originally invested. Furthermore, these investments may not be eligible for sale in all jurisdictions or to certain categories of investors. None of Jones Lang LaSalle IP, Inc its parent or any of its affiliates or subsidiaries accept any liability in negligence or otherwise for any loss or damage suffered by any party resulting from reliance on this publication. This publication should not be construed as a solicitation or offer to buy or sell any investment. This publication is the sole property of Jones Lang LaSalle IP, Inc. and must not be copied, reproduced or transmitted in any form or by any means, either in whole or in part, without prior written consent of Jones Lang LaSalle IP, Inc.