



# Capability Statement





## Experience

DTZ Investors is a specialist real estate investment manager, part of a group that has been devoted to the sector for more than 225 years.

This depth of property experience enables us to run a full service, vertically integrated, investment model across all sectors.

This means clients benefit from our investment strategy, stock sourcing, fund management and property management capabilities across the retail, office, logistics, residential and leisure sectors as we look for the best investment decisions.

We established our UK platform in London in 1968 and our Continental Europe platform in Paris in 1999. Today, our team of 100 property specialists manages more than £7.8/ €10.6 billion of property in over 440 assets across Europe for long-term investor clients.

We are fortunate to work with some of the most recognised institutional investors in Europe. Our approach to client relationships is bespoke and personal. We develop individual investment strategies for clients according to their risk tolerance and their investment returns expectations. Reporting is tailored to individual client need.







## Investment Services

DTZ Investors is a full service, vertically integrated, real estate investment and asset manager.

This means that our professional team can provide the full set of complementary real estate services necessary for successful full life cycle real estate investing.

Our ability to link these services seamlessly, gives one lean, efficient and cost effective solution with simplified contact management for our clients.

We are flexible in our working relationships with clients. We manage investments on both a fully discretionary basis (fund management) and an advisory basis (asset management). We advise clients on the full range of potential exposures to the asset class, including direct property, unlisted property funds and listed securities (REITs).



### Strategy Implementation

Devising investment strategy  
Investment sourcing and acquisition  
Asset disposal



### Property Management

Asset management, repositioning and development  
Property management  
Finance management including accounting and reporting



### Equity & Debt

Fund structuring & creation  
Debt arrangement  
Debt management & restructuring



Our professional team can provide the full set of complementary real estate services necessary for successful full life cycle real estate investing

# Where we are active



## United Kingdom

DTZ Investors has been managing direct property investment management mandates in the UK since 1968. Our team of 45 professionals currently manages £5.0 billion of UK property assets, in over 240 assets, diversified by sector and geography.

Investment Services: Direct Property Discretionary Investment Management, Direct Property Advisory Investment Management, Indirect Property Discretionary Investment Management, Indirect Property Discretionary Advisory Management.



## Continental Europe

DTZ Investors has been managing direct property mandates in Continental Europe since 1999. Our team of 55 professionals currently manages €3.7 billion of property, in over 200 assets, diversified by sector and geography.

Investment Services: Direct Property Discretionary Investment Management, Direct Property Advisory Investment Management, Debt Advice.



## International Indirect

DTZ Investment Management Limited, one of our subsidiaries, is authorised and regulated by the UK Financial Conduct Authority to carry on regulated activities. We have been investing in UK indirect real estate since 2004 and international indirect real estate since 2006 through this entity.

Our team of dedicated indirect investment professionals currently manages circa £310m of indirect investments in 28 investment holdings across UK, continental Europe and Asia Pacific.

Investment Services: Discretionary Indirect Investment Management, Advisory Indirect Investment Management





# Performance

Our performance track record is extremely strong and consistent over the long-term. We have secured 13 Investment Property Databank (IPD) investment performance awards in the past 16 years as well as being recognised with the Property Manager of the Year award by European Pensions in 2009.

In 2015, IPD recognised our efforts in the field of responsible investment with a Sustainability Award.

We attribute our success to three factors:

- 1 Our intimate knowledge of the real estate markets
- 2 Our income-based strategy, drive from our unique occupier-focused investment philosophy
- 3 Our stable, highly experienced people

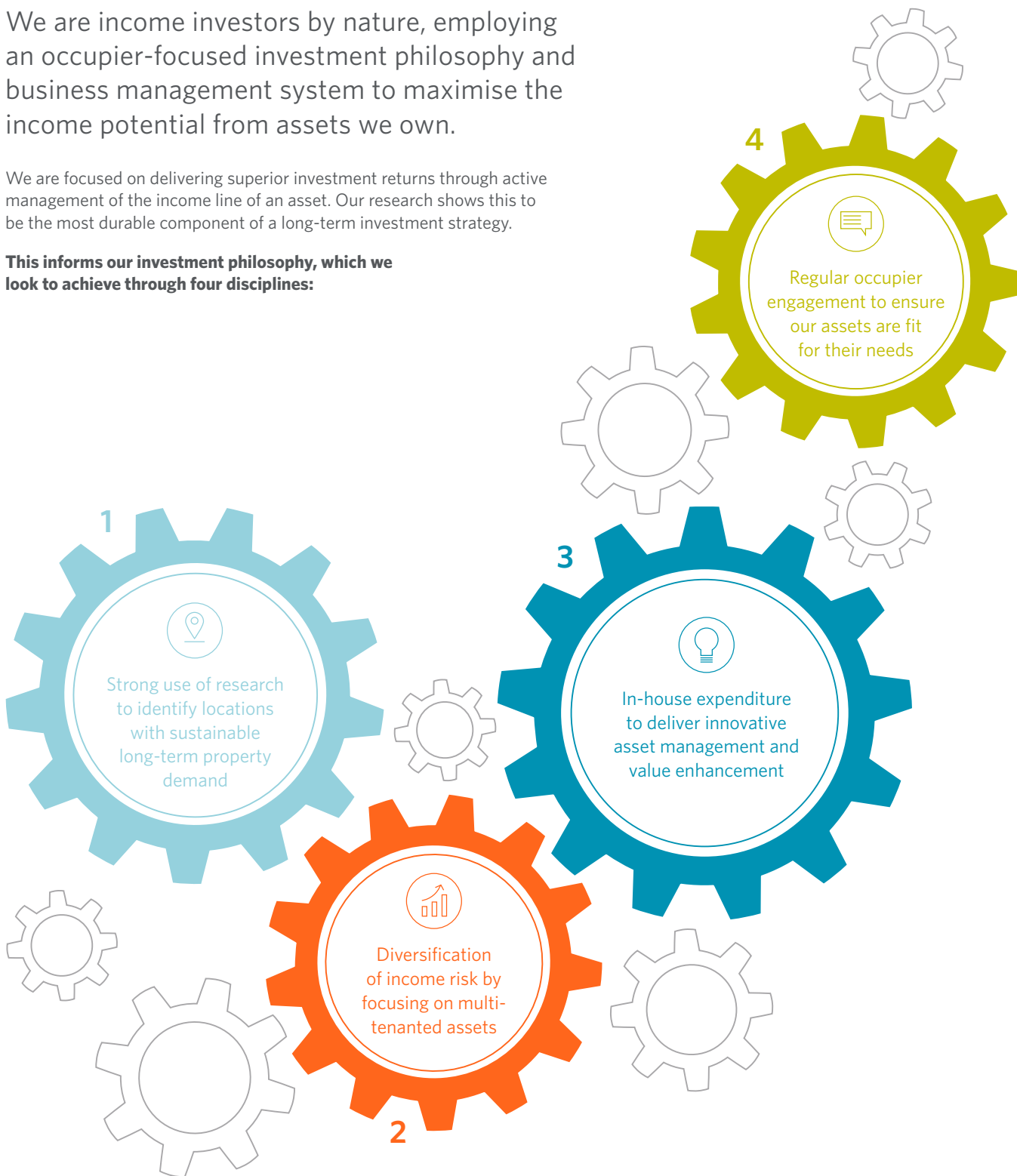


# Investment philosophy

We are income investors by nature, employing an occupier-focused investment philosophy and business management system to maximise the income potential from assets we own.

We are focused on delivering superior investment returns through active management of the income line of an asset. Our research shows this to be the most durable component of a long-term investment strategy.

**This informs our investment philosophy, which we look to achieve through four disciplines:**



## Our people



**Chris Cooper**  
Chief Executive, DTZ Investors

Direct Phone: +44 (0) 20 3349 0300  
Mobile: +44 (0)7771 635213  
Christopher.Cooper@dtzinvestors.com



**Alban Liss**  
President DTZ Investors France

Direct Phone: + 33 1 49 64 49 13  
Mobile: + 33 6 03 88 53 41  
Alban.Liss@dtzinvestors.com




**Martin Gilbert**  
Director Indirect Investments, DTZ Investors UK

Direct Phone: +44 (0) 20 3349 0225  
Mobile: +44 (0) 7525 698944  
Martin.Gilbert@dtzinvestors.com



## Responsible investment



DTZ Investors is a signatory to the United Nations Principles of Responsible Investment (UNPRI) and contributes data to both IPD EcoPAS and GRESB for benchmarking. We aim to operate at the leading edge of RPI policy, as the real estate industry develops in sophistication in this area. We have a detailed Responsible Property Investment (RPI) policy setting the framework for how we manage our assets and have established a Responsible Property Investment committee to plan, evaluate and audit our progress in environmental and social governance. Effective measurement, analysis and management of our buildings, is at the core of this policy. In the UK, All of our discretionary managed investments in the UK have a 'Sustainability Improvement Plan' (SIP) setting out a scheduled programme of building improvements, both in physical attributes and management practices.



Past performance is not a guide to the future. The value of investments can go down as well as up. Investments in small and emerging markets can be more volatile than other overseas markets. For funds that invest in overseas markets, the return may increase or decrease as a result of currency fluctuations.

This document includes information about DTZ Investment Management Ltd, trading as DTZ Investors. The information in this document is only intended for persons who are defined as professional clients or eligible counterparties under the unregulated collective investment scheme exemptions rules made by the FCA (COBS 4.12) or (i) may only be made to persons who fall within the category of "Investment Professionals" as defined in Article 14 (5) of the Financial Services & Markets Act 2000 (Promotion of Collective Investment Schemes) (Exemption) Order 2001 and (ii) persons falling within any of the categories of person described in Article 22 of the CIS Order and in both cases (i) and (ii) to any other person to whom it may lawfully be made. Transmission of this document to any other person in the United Kingdom is unauthorised and may contravene the Act.

Where funds are invested in property, investors may not be able to realize their investment when they want. Whilst property valuation is conducted by an independent expert, any such opinion is a matter of the valuer's opinion. Property is a specialist sector which may be less liquid and produce more volatile performance than an investment in broader investment sectors.

This material is issued by DTZ Investment Management Limited, authorised and regulated by the Financial Conduct Authority in the UK. This document is directed only at person(s) who are Professional Clients as defined by the rules of the Financial Conduct Authority. Any person who is not a relevant person should not rely on this document or any of its content and it should be noted that the products and services of DTZ Investment Management are not available to retail clients.

This material is issued for information purposes only and does not constitute:

1. An offer to buy nor a solicitation to sell, nor shall it form the basis of or to be relied upon in connection with any contract or commitment or
2. Any investment advice.

Opinions included in this material constitute the judgment of DTZ Investment Management at the time specified and may be subject to change without notice. DTZ Investment Management is not obliged to update or alter the information or opinions contained within this material. Investors should consult their own legal and tax advisors in respect of legal, accounting, domicile and tax advice prior to investment in order to make an independent determination of the suitability and consequence of an investment therein, if permitted.

February 2016

[www.dtzinvestors.com](http://www.dtzinvestors.com)

©Cushman & Wakefield CUS100169 02/16