

# Investment Strategies

AEW and its affiliates offer a range of investment strategies in both the public and private property markets for investors with a variety of risk/return objectives. We offer our strategies through separately-managed portfolios and a variety of commingled investment vehicles.

## PRIVATE/DIRECT

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**NORTH AMERICA**

- U.S. Core Strategy
- Essential Housing Income Strategy
- U.S. Core Plus/Value-Add Strategy
- Commercial Real Estate Debt Strategy
- U.S. Seniors Housing Value-Add Strategy
- Specialty Logistics - Cold Storage Strategy
- U.S. Opportunistic Strategy

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**EUROPE**

- U.K. Core Real Estate Strategies
- Europe Core Strategy
- Europe Core Senior Debt Strategy
- Europe Core Retail Strategy
- French Core Residential Strategy
- Core Logistics Strategies
- Commercial Real Estate Debt Value-Add Strategies

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**ASIA PACIFIC**

- Asia Pacific Core/Core Plus Strategy
- Asia Pacific Value-Add Strategy

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## PUBLIC/LISTED

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**DIVERSIFIED STRATEGIES**

- Global
- North America
- Europe
- Asia Pacific

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**FOCUSED STRATEGIES**

- Global
- North America
- Europe
- Asia Pacific

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**SPECIALIZED STRATEGIES**

- Income / Preferred
- Completion / Sector Focused
- Absolute Return

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## SEPARATE ACCOUNTS & TRANSFERRED ASSET MANAGEMENT

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AEW offers separate account capabilities for its global and regional REIT strategies, and transferred asset management services for private equity real estate portfolios across all regions.

Nothing contained herein shall constitute an offer to sell or a solicitation of an offer to buy an interest in the Funds. Any such offer will be made only to qualified investors pursuant to an offering document. AEW includes (i) AEW Capital Management, L.P. in North America and its wholly-owned subsidiaries, and (ii) affiliated company AEW Europe SA and its subsidiaries. AEW Capital Management is AEW Europe SA's sister company and is commonly owned by Natixis Investment Managers.



**FOCUSED ON  
THE FUTURE OF  
REAL ESTATE**

AEW is one of the largest real estate investment managers in the world.<sup>1</sup> Our goal is to combine investment management expertise, strong local market knowledge and quality research on behalf of over 800 institutional and private investment clients.

## About AEW

For over 40 years, AEW has actively managed portfolios in both the listed and direct property markets across the risk/return spectrum. AEW's investment management platform spans four continents allowing our clients to take advantage of opportunities across the globe.

## Our Global Reach

**\$90.6**  
**€84.9**  
BILLION

**\$44.6bn**  
€41.8BN  
AUM

**NORTH AMERICA**  
340+ employees  
3 offices

Boston,  
Los Angeles,  
Denver\*

**\$41.1bn**  
€38.5BN  
AUM

**EUROPE**  
470+ employees  
10 offices

Paris, London, Amsterdam,  
Düsseldorf, Frankfurt,  
Luxembourg, Madrid, Milan,  
Prague, Warsaw

**\$4.9bn**  
€4.6BN  
AUM

**ASIA PACIFIC**  
40+ employees  
5 offices

Hong Kong,  
Seoul, Singapore,  
Sydney, Tokyo

## AEW GLOBAL PLATFORM

AEW's global platform combines the entrepreneurial approach of smaller, specialized "boutiques" with the broad capabilities and deep experience of a global real estate investment firm. Our investment management platform spans four continents which allows our clients to take advantage of opportunities across the globe. We offer a wide array of investment strategies designed to help our clients meet their investment goals.

Our investment strategies are implemented by experienced and knowledgeable teams that focus on targeted areas in the public or private markets. Our investment professionals benefit from the street-level insights of the property experts resident in each of our offices, as well as the top-down economic perspective of AEW Research. This combination of resources creates the AEW platform and brings expertise and perspective to property investment management.

<sup>1</sup> Source: Institutional Real Estate Inc., Global Investment Managers 2021 Special Report

Gross asset value as of December 31, 2022. Total AEW AUM of \$90.6 billion includes \$40.5 billion in assets managed by AEW Europe SA and its affiliates, \$23.4 billion in regulatory assets under management of AEW Capital Management, L.P. and \$26.7 billion in assets which AEW Capital Management, L.P. and its affiliates provide investment advisory services. Total AEW Real Estate Securities AUM of \$4.3 billion includes \$4.1 billion in regulatory assets under management of AEW Capital Management, L.P. and \$0.2 billion in assets which AEW Capital Management, L.P. and its affiliates provide investment advisory services. Client staff and offices include AEW Capital Management and AEW Europe SA and their respective subsidiaries. AEW includes (i) AEW Capital Management, L.P. in North America and its wholly-owned subsidiaries, and (ii) affiliated company AEW Europe SA and its subsidiaries. AEW Capital Management is AEW Europe SA's sister company and is commonly owned by Natixis Investment Managers.

\*The AEW Denver office will be opening July 2023

*AEW has an extensive deal sourcing network resulting from the firm's long history of working with real estate operators, developers, property managers, leasing agents and brokers. Here are some representative investments AEW and its affiliates have acquired on behalf of institutional clients and commingled funds.*

## BREADTH OF EXPERIENCE

The AEW platform incorporates the strengths and expertise of all our investment professionals in sourcing, underwriting and acquiring properties, actively managing assets with a goal of harvesting gains through a sales approach. On behalf of clients, AEW has been an owner and operator of property, a borrower and lender of real estate capital, and a partner and shareholder of real estate companies, both public and private. This breadth of perspective and experience is critical in the acquisition, management and disposition of real estate assets.

## THE ROLE OF RESEARCH

We believe that the practical application of research to decision-making is critical to every portfolio we manage. AEW Research focuses on understanding and anticipating changes in the economic and demographic factors that affect the property and capital markets throughout the world. Our proprietary research tools allow cutting-edge economic research to always be at the hands of our investment teams.

Research is integrated at every level of the decision-making process.



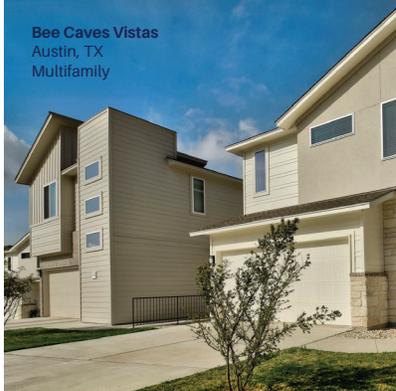
The transactions on this page are presented to show recent acquisitions by the AEW Private Equity Investment Group. Although these transactions represent the types that we may pursue in the future, no representation is made that similar opportunities will be available.



30 Raffles Place  
Singapore  
Office



Exit 17 Distribution Center  
Greenwich Township, NJ  
Cold Storage



Bee Caves Vistas  
Austin, TX  
Multifamily



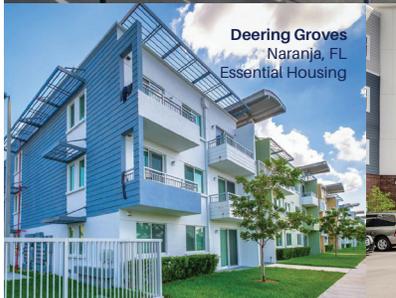
Velizy Connect Campus  
Velizy-Villacoublay, France  
Multifamily/Office



100 New Oxford Street  
London  
Retail



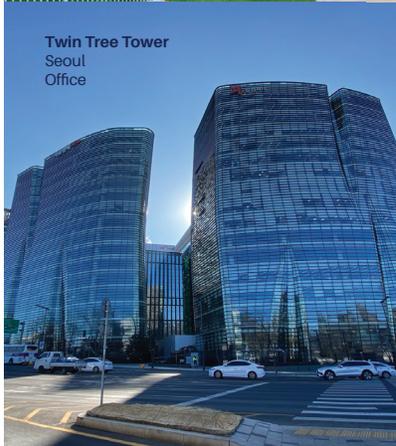
Macquarie Innovation Centre  
Sydney  
Office



Deering Groves  
Naranja, FL  
Essential Housing



Traditions of Mill Creek  
Nashville, TN  
Senior Living



Twin Tree Tower  
Seoul  
Office



480 Sprague Street  
Dedham, MA  
Industrial - Logistics