

REAL ASSETS



# Une approche à 360° de l'immobilier

Isabelle Scemama – CEO AXA REIM SGP

Juin 2016

*For Discussion Purposes Only  
Strictly Private and Confidential For Use of Recipient Only  
For Professional Investors Only  
Not for Onward Distribution*



*This presentation shall not be deemed to constitute investment advice and should not be relied upon as the basis for a decision to enter into a transaction or as the basis for an investment decision.*

# Introduction à l'investissement immobilier : une classe d'actifs à part entière

---

## Investissement immobilier : des caractéristiques uniques\*

- Des actifs immobiliers hétérogènes par nature
- Une structure de détention à forte intensité capitalistique
- Des coûts de transaction élevés et des process d'exécution longs
- Des actifs relativement illiquides par rapport aux obligations et aux actions, et qui offrent peu de potentiel de granularité
- Des valorisations par experts, sans passer par une bourse centrale (transparence réduite)
- Des Cash Flow relativement stables et prévisibles
- Une couverture partielle contre l'inflation, notamment lorsque les loyers sont indexés sur l'inflation

\*La liste des caractéristiques uniques ne prétend pas être exhaustive

# L'immobilier est une classe d'actifs à forte intensité capitalistique

## Actif sous-jacent



## Structure capitalistique\*

Titres de participation/Actions
Actions de préférence/ Obligations convertibles/Dette mezzanine
Obligations non sécurisées
Obligations – prêts sécurisées/CMBS

Rendement total brut estimé, hors effet de levier\*\*

Entre 6% et 8% par an

**Revenu locatif**  
Entre 4% et 5% par an

**Plus-value**  
Entre 2% et 3% par an

**60% Actions**  
Entre 8% et 10% par an

**40% Obligations**  
Entre 3% et 5% par an

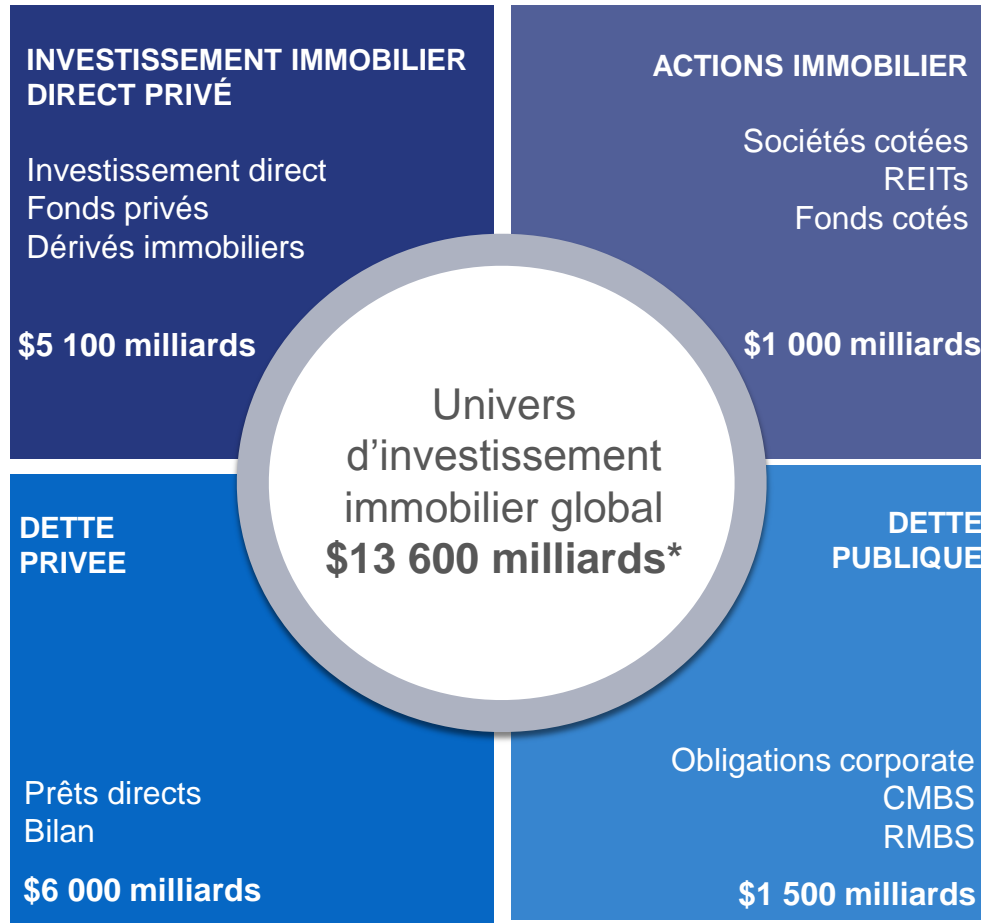
Ventilation des performances par séniorité dans la structure capitalistique

\* La ventilation des performances des actifs composant la structure capitalistique est donnée à titre purement indicatif

\*\* Source : AXA IM – Real Assets en fonction des prévisions actuelles du marché

Les performances antérieures ne présagent pas des résultats futurs.

# Les quatre quadrants de l'investissement immobilier



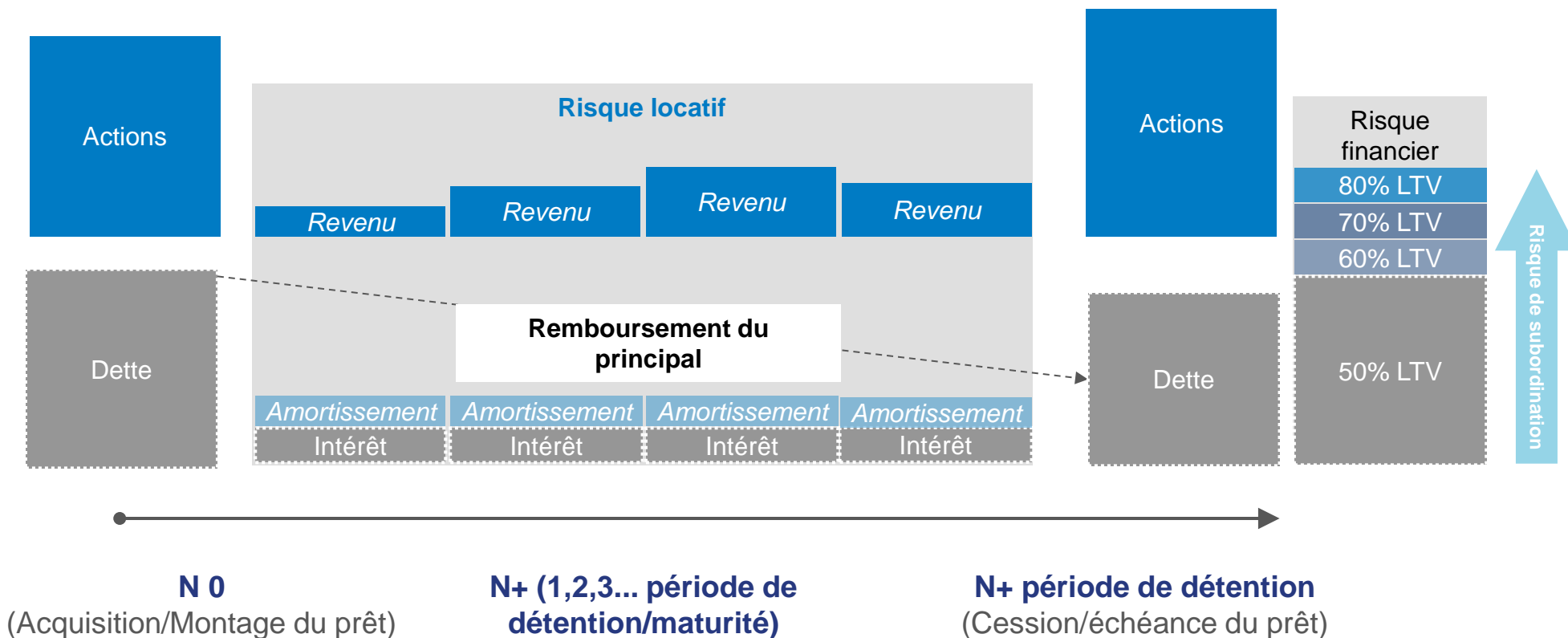
Amérique du Nord  
**\$4 200 milliards** – 31%

Europe  
**\$4 400 milliards** – 32%

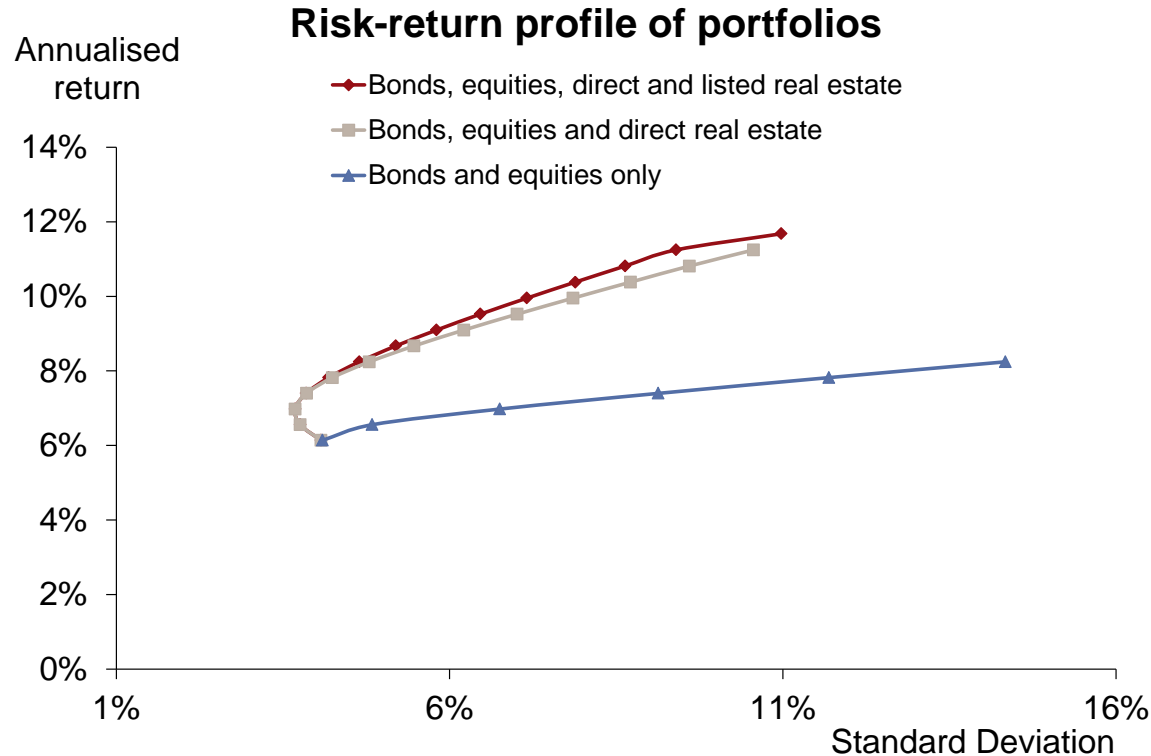
Asie Pacifique  
**\$5 100 milliards** – 37%

# Répartition des flux de trésorerie au sein de la structure capitalistique pendant la période de détention

## Risques liés à la structure capitalistique des actifs immobiliers commerciaux\*



# Les investissements immobiliers permettent d'optimiser la performance d'un portefeuille composé d'actions et d'obligations



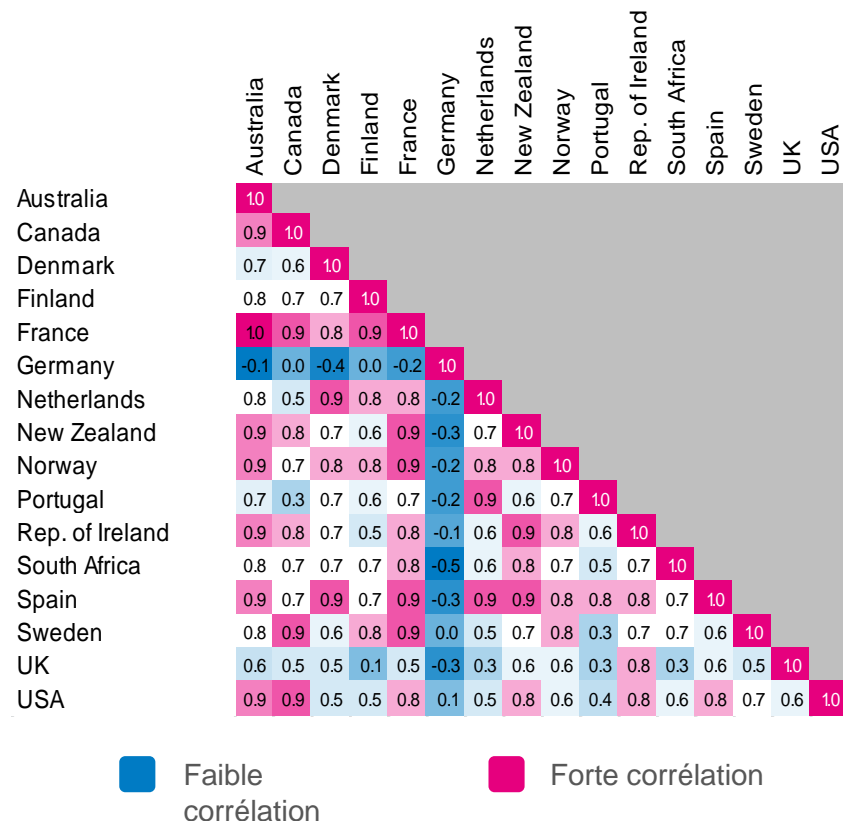
Source: NCREIF, NAREIT, Barclays, S&P and AXA Real Estate Research

*AXA IM – Real Assets Research utilise le marché américain comme indicateur du marché global, car les données y afférentes sont plus conséquentes et les séries temporelles plus longues...*

# La décorrélation des cycles immobiliers justifie le bénéfice de la diversification géographique

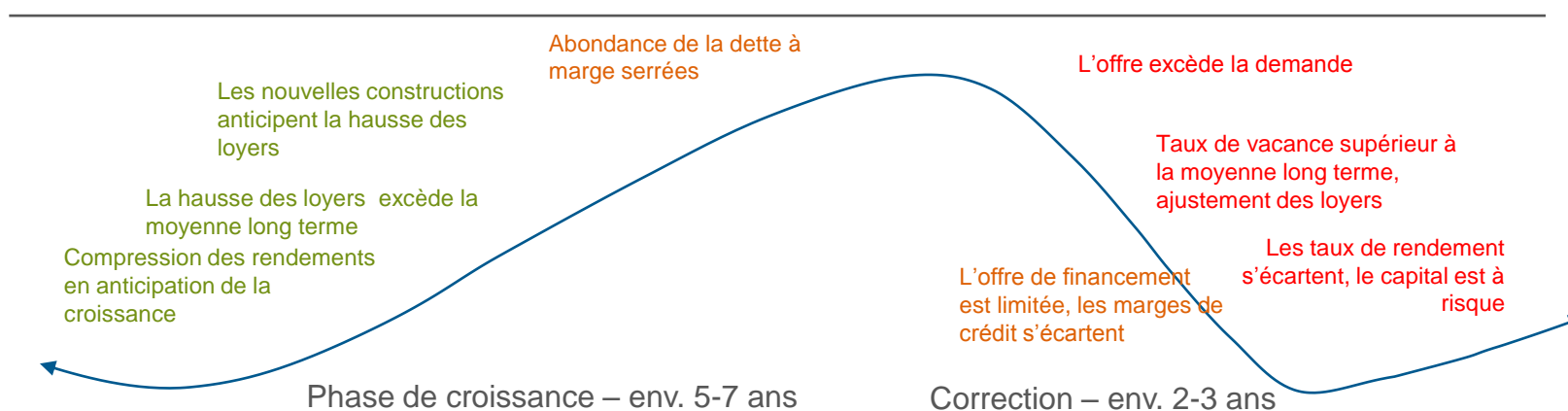
## Matrice de corrélation

Rendement total des marchés de l'investissement immobilier (2001-2013)



# Facteurs économiques conditionnant les performances cycliques des secteurs immobiliers

## Cycle immobilier – le délai lié à l'ajustement par l'offre explique l'horizon long terme

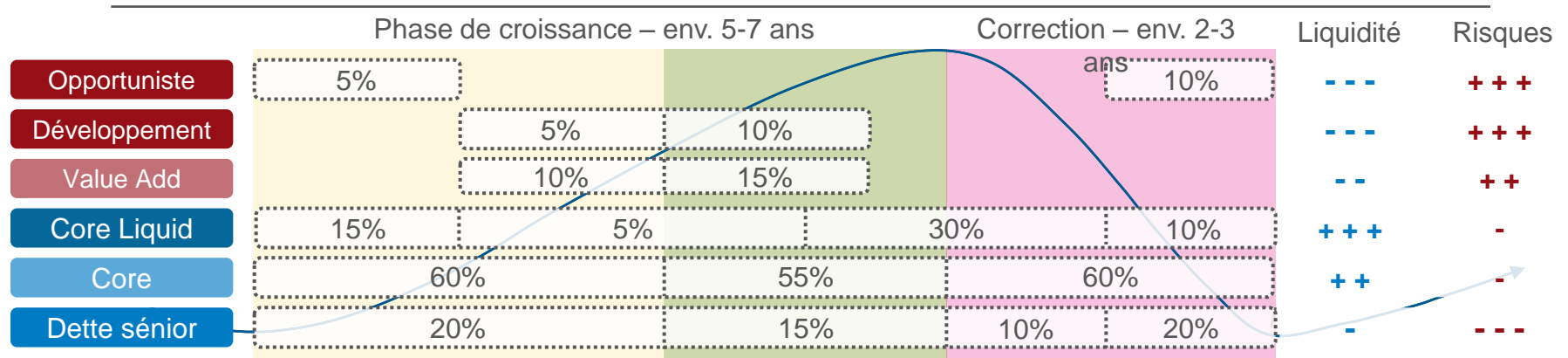


Source : AXA IM – Real Assets



# Calibrer un portefeuille immobilier pour optimiser la gestion du cycle

## Exemples d'allocations pour un objectif de rendement moyen de 6%



# AXA IM – Solutions d'investissement en actifs réels par seuil de risque



Source : AXA IM – Real Assets

# Important notice

1/4

**This communication is exclusively for the recipient and must not be relied upon by retail clients. Circulation must be restricted accordingly. Any reproduction of this information, in whole or in part, is prohibited.**

This material (the “Material”) is being furnished by AXA Real Estate Investment Managers SGP (“AXA REIM SGP” and together with its affiliates, “AXA Investment Managers – Real Assets”) in good faith on a confidential and non-reliance basis, solely for the recipient’s convenience and information for discussion purposes and for the purposes of providing certain information about their capabilities and in particular funds, ventures or other products sponsored by AXA Investment Managers – Real Assets (“AXA IM – Real Assets”). Persons interested in investing in the Fund should inform themselves about and observe legal requirements within their own countries for the acquisition of the interests in a Fund (the “Interests”) and any taxation or exchange control legislation affecting them personally, including the obtaining of any requisite governmental or other consents and the observation of any other formalities. A prospective investor may not rely on AXA IM – Real Assets when making determinations in relation to these matters.

This Material does not constitute an offer to sell or a solicitation of an offer to purchase Interests. Any such offer or solicitation shall be made only pursuant to the legal documentation and subscription materials relating to any Fund complying with relevant laws and regulations (as amended or supplemented from time to time, the “Subscription Materials”), which describe certain risks and conflicts of interest related to an investment in that Fund as well as other important information about such Fund. The information, including any summaries, set forth herein does not purport to be complete and is subject to change. The Material is subject to all of the information set forth in the Subscription Materials, including all of the cautionary statements set forth in the front of the Subscription Materials and the “Risk Factors and Conflicts of Interest” section of the Subscription Materials. The Subscription Materials must be read carefully in their entirety prior to investing in the Fund. The Material does not constitute a part of the Subscription Materials. This material has not been reviewed, approved or disapproved by any regulatory authority in any jurisdiction. The distribution of this Material in certain jurisdictions may be restricted by law. The recipient represents that it is able to receive this Material without contravention of any applicable legal or regulatory restrictions in the jurisdiction in which it resides or conducts business. AXA IM – Real Assets accepts no any responsibility for ensuring that a recipient complies with applicable laws and regulations.

**Investment in a Fund is speculative and involves substantial risks, including a high degree of risk, potential conflicts of interest and risks of loss. It is suitable only for sophisticated investors that have the financial ability and willingness to accept the high risks and lack of liquidity inherent in an investment in a Fund.** An investment in a Fund not suitable for all investors and nothing in this Material or any subsequent document or any communication should be construed as a recommendation by AXA IM – Real Assets or any of its affiliates to invest in a Fund, or to refrain from investing in any other transaction. The information contained in this Material is not based on the particular circumstances of the named recipient. It does not take into account the particular investment objectives, financial situation or needs of the named recipient or any other person. Potential investors must make their own investment decisions whether or not to invest in the Fund. AXA IM – Real Assets is not acting in the capacity of advisor or fiduciary of any recipient. Nothing contained herein should be construed in any jurisdiction as tax, accounting, regulatory, legal, investment or other advice. The recipient assumes the terms, conditions and risks of the investment for its own account and is capable of doing so.

# Important notice

2/4

**Any decision to invest in a Fund should be made after reviewing the Subscription Materials carefully, conducting such diligence and investigations as the investor deems necessary and consulting the investor's own legal, accounting and tax advisors in order to make an independent determination of the suitability and consequences of an investment in the Fund.**

By receiving this Material, and the sources of information contained herein, the recipient acknowledges that it is doing so on the basis of the foregoing, accepting all the limitations set out herein, and solely at its own risk. Furthermore, by accepting the Material, the recipient agrees that it will, and will cause its representatives and advisors to, keep the information contained in it confidential and use the information only to discuss its potential interest in the Fund and for no other purpose and will not disclose any such information to any other person without the prior written consent of AXA IM – Real Assets.

This Material contains information AXA IM – Real Assets and certain of its affiliates and the historical performance information of each Fund and other investment vehicles whose portfolios are (or were, as the case may be) managed and/or advised by AXA IM – Real Assets. Past performance may have been calculated on unaudited figures. Such information has been included to provide prospective investors with information as to AXA IM – Real Assets' general portfolio management experience. Prospective investors should not view the past performance of AXA IM – Real Assets or any Fund as indicative of the future results of any Fund. There can be no assurance that a Fund will achieve comparable results in the future, that targeted returns, diversification or asset allocations will be met or that such Fund will be able to implement its investment strategy and investment approach or achieve its investment objective. Any reference to league tables and awards is not an indicator of the future places in league tables or awards.

Prospective investors should review carefully the notes and other qualifying information accompanying the performance information throughout the Material. Actual returns on unrealized investments described herein will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, legal and contractual restrictions on transfer that may limit liquidity, any related transaction costs and the timing and manner of sale. Accordingly, the actual realized returns on unrealized investments may differ materially from the returns indicated herein.

Some statements and analysis in this Material and some examples provided are based upon or derived from the hypothetical performance of models developed by AXA IM – Real Assets and/or third parties and are based upon assumptions. In particular, in connection with certain investments for which no external pricing information is available, AXA IM – Real Assets will rely on internal pricing models, using certain modelling and data assumptions. Such valuations may vary from valuations performed by other parties for similar types of securities. Models are inherently imperfect and speculative in nature and there is no assurance that a Fund will perform as predicted by such models, or that such Fund will be profitable. It can be expected that some or all of the assumptions underlying the hypothetical illustrations will not materialise or will vary significantly from actual results. No representation is made that any returns or other figures indicated in this Material and derived from such models will be achieved. AXA IM – Real Assets expressly disclaims any responsibility for (i) the accuracy of the models or estimates used in deriving the analyses, (ii) any errors or omissions in computing or disseminating the analyses or (iii) any uses to which the analyses are put.

# Important notice

3/4

Certain information contained herein has been obtained from published sources and/or originated by or derived from other parties and therefore the accuracy and completeness of such information and estimates has not been verified. This Material may also contain historical market data; however, historical market trends are not reliable indicators of future market behaviour. Analysis and conclusions express the views of AXA IM – Real Assets and may be subject to change without notice. All information, analysis and conclusions herein present our current knowledge and market estimation at the time of its production. Nevertheless it can come to unintended erroneous statements or presentations and the information may change at any time without previous announcements and/or notices to the recipient of this material. Thus, a liability or guarantee for the up-to-dateness, correctness and completeness of the allocated information, estimation and opinion cannot be assumed. Information contained herein may vary from previous or future published versions of this material. Unless otherwise noted, information provided herein is current as of June 2015.

Statements contained in the Material that are not historical facts are based on current expectations, estimates, projections, opinions, and/or beliefs and/or market estimation of AXA IM – Real Assets at the date of this Material. Such statements involve known and unknown risks, uncertainties and other factors, and undue reliance should not be placed thereon. Moreover, certain information contained in this Material constitutes “forward-looking statements” which can be identified by the use of forward-looking terminology such as “may,” “can,” “will,” “would,” “seek,” “should,” “expect,” “anticipate,” “project,” “estimate,” “intend,” “forecast,” “continue,” “target,” “plan,” “believe” or the negatives thereof or other variations thereon or comparable terminology. **Forward-looking statements are necessarily speculative in nature and it can be expected that some or all of the assumptions underlying the hypothetical illustrations will not materialise or will vary significantly from actual results. Accordingly, the hypothetical illustrations are only an estimate and AXA IM – Real Assets assumes no duty to update any forward looking statement.**

Pictures are for demonstration and illustration purposes only.

Specific risks associated with real estate investing include but are not limited to: risks associated with acquisition, financing, ownership, operation and disposal of real estate; development risk, litigation; investments through other partnerships and joint ventures; environmental liabilities; property taxes; property leverage risk; credit risk of tenants; lack of liquidity of investments; contingent liabilities on disposition of investments; currency risk; hedging; counterparty risk; and uninsured losses. The aforementioned risks are qualified in their entirety by more detailed risks and potential conflicts of interest set forth in the Subscription Materials relating to each Fund.

# Important notice

4/4

---

Due to its simplification, this material is partial and thus the information can be subjective. The information set forth herein does not purport to be complete and is subject to change without notice. AXA IM – Real Assets and its affiliates make no representation or warranty (express or implied) of any nature nor is responsible or liable in any way with respect to the truthfulness, completeness or accuracy of any information, opinion, projection, representation or warranty (express or implied) contained in, or omission from, this Material. Information contained herein is established on the accounting information or on market data basis or has been sourced from a number of recognized industry providers. While such sources are believed to be reliable and accurate, none of AXA IM – Real Assets or its respective affiliates, directors, officers, employees, partners, members or shareholders assumes any responsibility for the accuracy or completeness of such information. Details of these sources are available upon request. All accounting information, except otherwise specified, is un-audited. **AXA IM – Real Assets disclaims any and all liability relating to a decision based on or for reliance on this Material.**

Subscriptions will only be accepted from sophisticated and expert investors, on the basis of a documentation complying with relevant laws and regulations. AXA IM – Real Assets and/or its affiliates may perceive or pay fees or rebates, in compliance with the Markets in Financial Instruments Directive, as implemented in each state of the European Economic Area.

This material does not take into account the particular investment objectives or financial circumstances of any specific person who may receive it.

AXA REIM SGP is authorised and regulated by the AMF in France and the FCA in the UK.

© 2015 AXA Real Estate Investment Managers SGP and its affiliated companies. All rights reserved.