

A multi asset class real estate fund with focus on Western and Northern regions

TARGET RAISE: €200 MILLION

FUND FACT SHEET

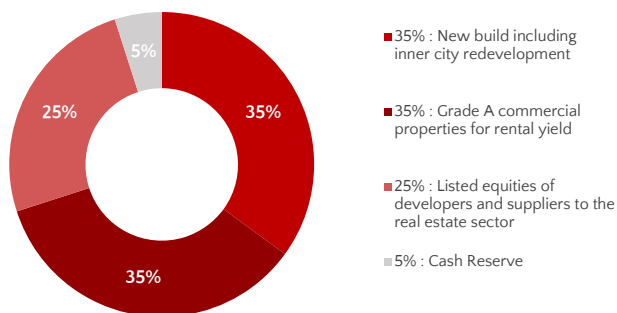
## INTRODUCTION

- A multi asset class closed-end fund registered in Luxembourg investing in Indian real estate focusing on the western region (Mumbai, Greater Mumbai and Pune) and the northern region (Delhi and National Capital Region)
- A strong joint venture partnership bringing EU and Indian real estate expertise by RE RISE (Germany) and Red Ribbon Fund Management (UK and India)
- Target returns (fund level):
  - Capital Growth share class IRR: 18% p.a.
  - Income share class IRR: 12% p.a.
- Facilitate social impact through affordable housing and slum redevelopment

## INVESTMENT RATIONALE

- Indian real estate market is expected to reach US\$ 1 trillion by 2030, becoming the world's 3<sup>rd</sup> largest, due to growth in population, urbanisation and industrialisation, which provides depth and scalability for an investor across all asset classes such as retail, commercial and residential
- The passing of the Real Estate (Regulation and Development) Act 2016 (RERA), marked a landmark change in Indian regulation bringing about consolidation, quality and transparency, making it an ideal time to enter the market
- The team believes that investing in the Indian real estate market with an initial focus on the Western and Northern regions especially in Mumbai/MMR and Delhi/NCR is a focused entry strategy for India
- Investing directly in real estate projects alongside reputable developers and indirectly in listed equities, will realise a weighted average return commensurate to an appealing risk profile

## INVESTMENT STRATEGY



## IMPACT OF COVID 19 ON THE REAL ESTATE SECTOR

### Our view

Despite the country being hit by the second wave of the pandemic, the real estate sector has maintained a healthy underlining demand.

### Commercial Sector

- Leasing activity fell by 42% due to COVID-19 in 2020. It is expected to perform better this year and reach a leasing activity of 24 million sq. ft.

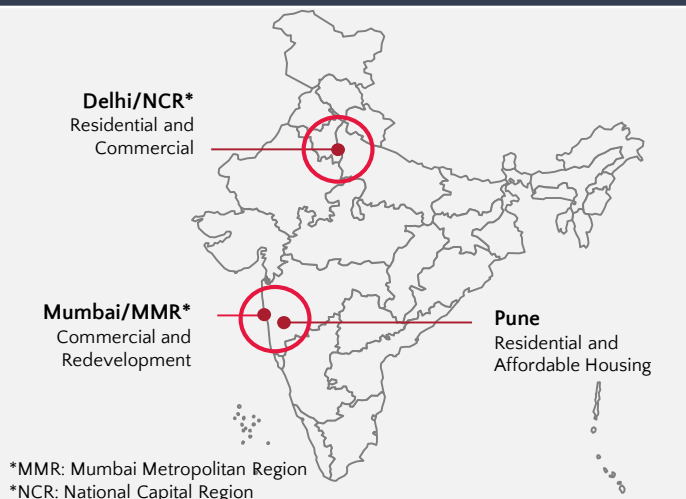
### Residential Sector

- It has surpassed the new launches and sales of pre COVID-19 levels of Q1 2020 by 51% and 29% respectively with Mumbai and Pune in the lead, followed by Delhi NCR

### Case study

- Trehan Home Developers have 150 floors under construction and have already delivered 40 floors of residences out of the total. The average price of each unit is € 227,977 (₹ 20,000,000)

## TARGET REGIONS



## CORE TEAM



### Sunny Chowdhry

Director - Projects, Substantia Real Estate

- 26 years' experience in Indian real estate
- Former Associate Director of Country Garden Holdings with presence in 13 countries as RISLAND, a circa US\$ 160 billion listed enterprise
- Former JLL Operations Head Retail Malls
- Former Head of the family office with US\$ 1 billion of real estate assets



### Ashutosh Beri

Chairman - Substantia Real Estate

- 21 years' experience in Property and Facilities Management, yield portfolio for funds and M&A
- Retired as Chairman JLL (Property and Asset Management, West Asia), previously worked for Sodexo Pass, Trameil Crow/Chesterton Meghraj
- Industry Expert Speaker for Shopping Malls, Infrastructure, Property management and Smart Cities in various forums like FICCI, India Infrastructure and India Shopping Center Forum



### Grenville Carr-Jones

Advisory Committee Member

- 47 years' extensive experience in the real estate business in various markets throughout UK, Europe, Russia and North East Asia
- Fellow of the RICS and Luxembourg Institute of Directors

## TRACK RECORD OF THE TEAM

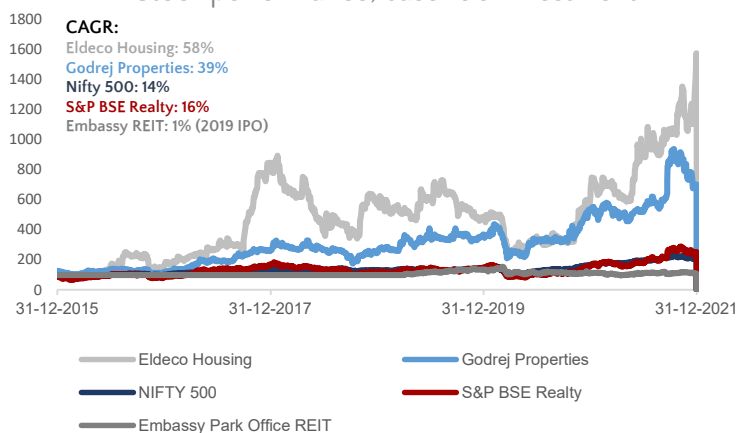
Asset Class	Sunny Chowdhry		Ashutosh Beri	
	GDA (sq. m)	GDV	GDA (sq. m)	GDV
Residential	16,187	€ 120 Mn (₹ 11,000 Mn)	232,257	€ 160 Mn (₹ 14,000 Mn)
	27,518.6	€ 50 Mn (₹ 4,980 Mn)		
Commercial	195,096	8-9% caprate	1,662,964	€ 1,280 Mn (₹ 113,000 Mn)
Mixed Use	250,000	€ 140 Mn (₹ 12,500 Mn)	1,356,384	€ 1,100 Mn (₹ 97,000 Mn)
Land - Planning and Development	607,028	€ 20 Mn (₹ 2,250 Mn)	-	-

## ESTIMATED GROWTH OF MARKETS

- Market Value** • Real estate sector is currently worth US\$120 billion
- Contribution to GDP** • The real estate market is expected to contribute about 13% to GDP by 2025
- Reforms** • Implementation of reforms such as RERA (Real Estate (Regulation and Development) Act 2016) has increased transparency and regulation within the industry
- Housing Shortage** • 110 million houses is the estimated shortage of housing by 2022
- Investments** • In 2020, foreign investors invested US\$ 5 billion  
• India real estate sector expected to attract US\$100 billion private equity investments by 2026
- Forecasts** • By 2026, Indian real estate industry to touch US\$ 100 billion, becoming the third largest globally

## STOCK PERFORMANCE

Stock performance, base 100 investment

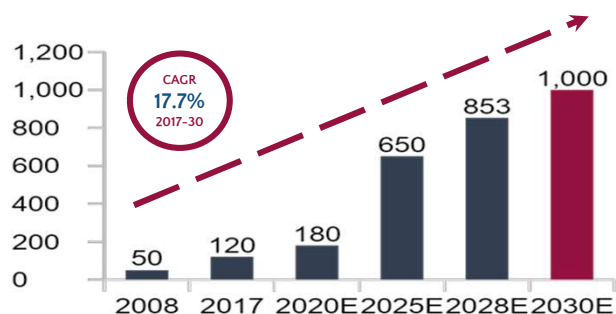


Sources: Investing.com, BSE India, Money control

## KEY GROWTH DRIVERS OF INDIA

- 1.45 billion population estimated by 2025
- Middle class to reach 580 million people by 2025 (EU's entire population estimated to be only 470 million by 2025)
- Urbanisation is anticipated to reach 600 million by 2030
- 17 million foreign tourist arrivals per annum expected by 2028
- Increasing purchasing power parity of the country from US\$ 14.59 in 2010 to US\$ 21.35 in 2020

## MARKET SIZE (USD BILLION)



Sources: IBEF, KPMG, JLL, PWC, WTTCC

## INVESTMENT ADVISORY COMMITTEE



### Jörg Bähren

#### Advisory Committee Member

- 37 years' experience in construction industry, international business consultancy and investment and fund management
- Director projects and investments at RE RISE
- Previously worked for major fund managers with €10 bn AUM and more than 55,000 Investors



### Suchit Punnose

#### CEO – Red Ribbon Fund Management

- 26 years' experience in investments, real estate and ventures across India and the UK
- Founder of Red Ribbon Fund Management Limited and Red Ribbon Asset Management Plc, UK



### Antonio Thomas

#### Advisory Committee Chairman

- 33 years' experience in the International Funds and Asset Management Industry
- CEO of Limestone Platform AS, member of the British Chamber of Commerce and acts as a Luxembourg Resident Independent Board Director for UCITS and AIFMS vehicles



### Ryan Tiwari

#### Advisory Committee Member

- 30+ years' experience in fund management, real estate management and acquisitions
- Co-founded the IXL Group and acquired a stake in the fifth oldest bank in Germany – Bankverein Werthe



## FUND FACTS

### SUSTAINABLE FINANCE DISCLOSURE REGULATION (SFDR)

- Investment criteria includes targeting assets and local partners who make use of offsite construction technology and environmentally friendly techniques
- In accordance with the Fund's stated investment objectives, the Fund's investments include targeting inner city slum redevelopment projects

### SHARE CLASSES

- Capital Growth – Institutional & Well-Informed
- Income – Institutional & Well-Informed

### SUBSCRIPTION FEE

- Institutional – 1% (not charged to the investor)
- Well-Informed – 5% (not charged to the investor)

### ANNUAL MANAGEMENT FEE

- Institutional – 1%
- Well-Informed – 2%

### PERFORMANCE FEES

- Capital Growth classes: 10% (over 8%); 20% (over 16%); 30% (over 24%)
- Income classes: 10% (over 6%); 20% (over 12%); 30% (over 18%)

### TERM

- Closed-end : 8-year term with two 1-year extensions (8+1+1)

### MINIMUM SUBSCRIPTION

- Institutional: € / £ / \$ 1,000,000 per share class
- Well-informed: € / £ / \$ 125,000 per share class

### LEGAL STRUCTURE

- SICAV-SIF

### TER

- Capital Growth classes: 2.4%
- Income classes: 2%

### ISIN

- LU2337445063; LU2337445493; LU2337445733; LU2337446038