



<b>Profil</b>	
<i>Investment approach</i>	Aberdeen Property Investment Prozess
<i>Volume</i>	Volume of mutual and special funds: ~ 4.0 bn Euro (as at: 31.08.2014)
<i>Fund Manager</i>	Aberdeen
<i>Company</i>	Aberdeen Asset Management Deutschland AG
<i>Internet</i>	www.aberdeen-immobilien.de, www.aberdeen-asset.de
<b>Anlegerprofil</b>	
<i>Investment horizon</i>	long-term (7-10 years)
<i>Risk classification</i>	medium
<i>Return expectations</i>	Value preservation, return targets agreed individually as a rule
<i>Loss Tolerance</i>	short-term losses are possible

## TELOS-Comment

The Aberdeen Property Investment Process is managed by Aberdeen AM Germany, one of Germany's leading property managers. Aberdeen AM Germany is part of an international group. Aberdeen is the 2nd largest property asset manager in Europe and among the ten largest in the world.

The Aberdeen Property Investment Process forms the basis for managing all of the (mutual and special) funds run by Aberdeen AM Germany. This rating is based solely on the property-specific Investment Process adopted by Aberdeen AM Germany (Aberdeen AM Germany), which operates in Germany. The Aberdeen Property Investment Process is a disciplined and structured work flow combined with integrated risk management with particular focus on client-specific risk profiles and requirements. All of the process steps associated with allocation, selection, asset management and all qualitative and quantitative controls are defined throughout the Group within the Investment Process and uniformly implemented. Particular importance is placed on the process of making investment decisions as a team. This principle drives every single step in the Investment Process, such as purchases and sales of properties, but also the structuring of the portfolio. In addition, the far reaching local presence of Aberdeen in 23 countries (of which 14 are in Europe) and the involvement of all management levels in the Investment Process in keeping with the Group philosophy of "people on the ground" produces acknowledged investment competence, an effective decision-making process, and a very good result in the Property Investment Process. The "people on the ground" principle describes the Group's efforts to ensure the presence of experienced staff throughout the entire Group at its local offices in relevant property markets, and to involve senior management in the first steps of the process, and the initial process of advising clients.

The Aberdeen Property Investment Process is based on a combination of bottom-up and top-down analysis, which benefits from property research conducted by the entire Aberdeen Group, from a local presence in the various real estate markets, and from the active property management approach adopted by Aberdeen AM Germany. Property is

one asset class where achievable returns can indeed be influenced through active asset management. The visible global presence of Aberdeen on all relevant real estate markets constitutes a real competitive advantage vis-a-vis its competitors. Aberdeen offers a comprehensive range of different investment products and various property-related services. The strengths of Aberdeen companies worldwide centre besides regional property funds primarily around active pan-European property management and the management of property funds-of-funds focusing on Asia. These products are always based on research findings from in-house analysts, respectively from the Group.

Aberdeen offers institutional investors the option of comprehensive support in implementing and realizing individual client mandates. The investment team at Aberdeen AM Germany identifies the client's requirements and documents them in detail in the form of performance and risk indicators, together with any and all allocation specifications, in a so-called "Investment Plan". This plan forms the basis for the Property Investment Process at Aberdeen. By involving the senior management levels in the shape of two Investment Committees, clients are offered property management that reflects the very highest standards of quality, together with outstanding expertise and comprehensive local experience on the world's real estate markets. A detailed explanation of the process, the investment committees and the management is included later on in this Rating Report.

Aberdeen adopts a conservative management approach with "long only" criteria and strives to generate high risk-adjusted earnings from its special property investment funds without, however, ever ceasing to comply with the specified risk requirements. The company is not swayed by short-term market trends.

Aberdeen AM Deutschland is becoming increasingly important to the Aberdeen Group for the management in Continental Europe. Aberdeen AM Deutschland has many years of market and transaction experience and an excellent network of property specialists. The property investment process applied by Aberdeen Asset Management Deutschland AG - which is based on proprietary research - receives the rating **AAA**.

## Organisation

Aberdeen Asset Management plc is the British holding company of Aberdeen Asset Management Germany AG, which operates in Germany (see Fig. 1). Aberdeen Asset Management plc focuses solely on fund management, with global AuM of ~ 245 billion euros in equities, bonds and property assets. Added to the 245 billion euro assets under management by Aberdeen are also 160 billion euro from asset manager Scottish Widows Investment Partnership (SWIP), which has been acquired by Aberdeen Asset Management in mid-2014. By acquiring the competitor, Aberdeen became one of the largest listed asset managers in Europe with a total of approx. 400 billion euro assets under management. Aberdeen is very active in emerging countries, whereas SWIP focuses on Great Britain. The aim is that the assets of both companies result in a balanced allocation, in which the relative weight of the emerging markets is reduced and more emphasis is placed on the classical European products. Furthermore, a large share in properties and alternative products is generated. Of ~ €400 billion AuM, a total of ~ 30 billion euro are accounted for public property funds as well as special property fund mandates. In the meantime, Aberdeen is number two of the largest property asset managers in Europe. With the acquisition of SWIP, Aberdeen has established itself among the large managers also to the outside world.

In May 2013 an organizational restructuring took place which has to be assessed as an structural consolidation. This led to optimizing process, supporting the corporate image of the company and to optimize reporting lines and service level agreements.

As a result, Aberdeen Deutschland KAG, Aberdeen Property Investors Deutschland GmbH as well as Aberdeen Asset Management Deutschland have been merged into Aberdeen Asset Management Deutschland AG. The changes of the name and the legal form of the company do not influence the ongoing business of Aberdeen. In addition, the license of the Kapitalanlagegesellschaft is maintained. The Property expertise is the core competence of the company and is intended to be expanded in the near future. There were no functional changes within the company as well as in the management board or in the the Executive Board.

The German entity gained in importance at group level especially regarding financing and liquidation management. The treasury division of the Aberdeen Asset Management Germany AG is responsible for all continental European Aberdeen-entities and acts within the group as an coordinator for refinancing-issues, not least regarding terms of loans and keeping contact to numerous credit institutions. The Norwegian entity also offers treasury services, but has to report to the German unit and is subordinated to it. In addition, some employees of the German unit have acquired group functions. Assets under the management of Aberdeen Asst Management Germany AG account ~ 4.0 billion euros.

The property management activities of the German Aberdeen unit can trace their history back over several decades. In addition to its local office in Germany, Aberdeen is present in 23 other countries (of which 14 are in

Europe). Investment activities focus primarily on core European countries, Singapore, and North American countries. Some 600 people in total are employed. When it acquired DEGI (Deutsche Gesellschaft für Immobilienfonds) in 2008, the Group was able to integrate the strong team into Frankfurt-based Aberdeen Asset Management AG. Manager strength focuses particularly on research, and property investment and asset management. In this respect, the importance of a local presence of the appropriate experts must be emphasized as a crucial prerequisite for ensuring efficient property management of the highest quality on site. The management principle of "people on the ground" that Aberdeen adopts aims to secure the quality of the active management, especially in the areas of research, fund management, investment -and asset, facility and transaction management. It is not just the local presence; active and close cooperation between the individual team members and the integration of management also help to raise the active management of the property assets to the highest standard of quality.

Within Aberdeen Group, the German arm is classed as the expert for property investments in Germany and throughout Europe. Aberdeen sees itself as an institutional asset manager, offering its clients a broad and diversified range of real estate products. In addition to special and mutual property investment funds, which can comprise regional or even sector portfolios, depending on the chosen focus, Aberdeen Group is also the first company in the sector to offer both European and Asian property funds-of-funds for institutional clients. Overall, Aberdeen Asset Management Germany AG manages property assets valued at about 4.0 billion euros. Currently, the allocation of the total of the assets under management is approx. 40% DEGI funds which have been integrated in the course of the acquisition, and 60% funds initiated by Aberdeen. In addition, Aberdeen AM Deutschland has already received substantial investment commitments. The asset allocation among the property funds is illustrated in figure 2. Figure 2 shows the property funds managed by Aberdeen in their respective fund category: Funds being wound up, special funds for various investors, segregated funds (special funds) and platform mandates. The funds always include fair market value plus liquidity and net fund assets. The funds integrated in the course of the DEGI acquisition are wound up by Aberdeen AM Deutschland in a planned process. Aberdeen AM Deutschland is working intensively on additional transactions for DEGI funds (residual assets approx. 1.150 million € compared to assets in the amount of 3.5 billion € in 2011) in order to liquidate the property assets and to ensure proper winding up. In the future, Aberdeen's strategic focus is primarily on attending to institutional customer mandates; this is to be implemented by means of individual and customer specific fund products. Due to the historic and expected market developments and the resulting customer requirements, Aberdeen will focus in the future increasingly on special funds whose investment is centred around industrial and residential properties in prime cities. Aberdeen sees the residential sector in Germany as a major growth area. According to Aberdeen,

the interest of institutional investors in indirect investments in residential properties, particularly large and medium-size supply facilities, but also savings banks and credit institutions as well as religious institutions, remains unchanged. Aberdeen has an excellent network in the German residential property sector. Now as before, Aberdeen sees a great need for new residential property projects and dwellings in attractive city locations. Furthermore, Aberdeen currently sees investment opportunities

as part of the transformation of inner-city military, railway and industrial facilities into residential areas. In light of the historically low interest rates for bonds, a reliable cash flow from residential properties has a particular appeal to investors, according to Aberdeen management. Meanwhile, project developers prefer to talk to Aberdeen in its capacity as property manager about interesting housing projects. Currently, conceptual considerations concerning a German commercial property fund are made.

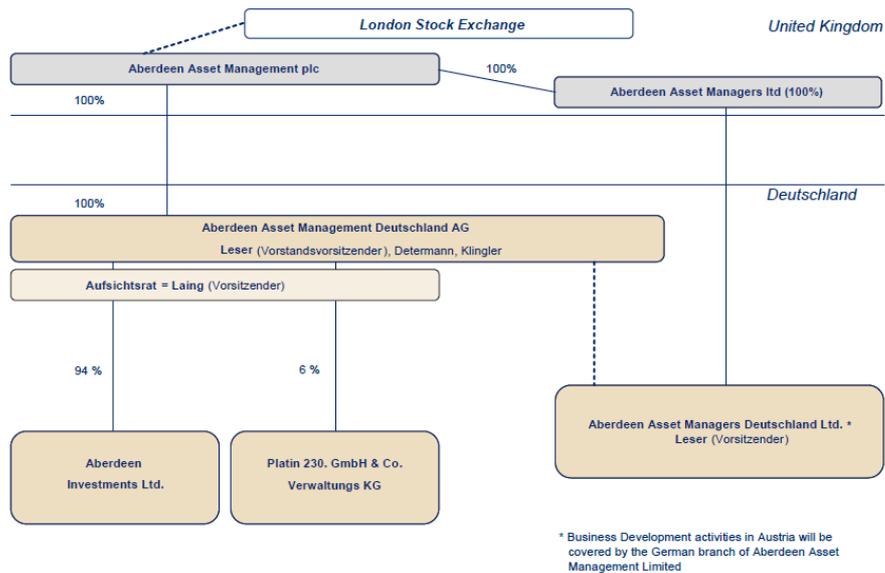


Figure 1: Legal structure of Aberdeen



AAA  
08/2014

Aberdeen  
Property Investment Process Rating

		GAV in mEUR	NAV in mEUR
<b>I. Funds in Liquidation</b>	Deji Europa	328.0	335.0
	Deji International	644.7	691.3
	Deji Global Business	42.6	47.4
	Deji German Business	79.8	76.9
	Sum of Funds in Liquidation	1,095.1	1,150.6
<b>II. Pooled Funds</b>	Aberdeen Pan Europe Core Property Fund	219.1	119.2
	Deji Europe Retail	248.7	125.3
	Nordic 1 (30.6.14)	297.3	207.0
	Städte & Wohnen	215.7	183.8
	Sum of Pooled Funds	980.8	635.3
<b>III. Segregated Mandates</b>	Insula Lumen	941.7	834.7
	NAEV-Mandate	70.9	70.9
	VGV-Mandate	224.7	107.7
	Sum of Segregated Mandates	1,237.3	1,013.3
<b>IV. Platform Mandates</b>	ECT GPROP 1	456.8	349.2
	Wertfonds S	132.5	78.4
	Sum of Platform Mandates	589.3	427.6
<b>TOTAL</b>		<b>3,902.5</b>	<b>3,226.8</b>

Figure 2: Funds overview of Aberdeen Asset Management Germany AG

## Investment Process

Aberdeen developed the Property Investment Process described below and has been applying it at Group level for more than three decades. The explanations below relate solely to the asset class of property. The underlying rating is, consequently, based on Aberdeen's Property Investment Process.

The Property Investment Process primarily comprises the issues of allocation, property selection, and asset or facility management. The investment strategy is implemented in line with clearly defined structures and based on a combination of bottom-up and top-down analysis. The allocation is determined in the first step based on a top-down approach aimed at managing the portfolio risk (beta), whereas the selection of individual properties results from bottom-up analysis. Finally, active property management comes into play as part of the individual property selection process, with the aim of generating alpha. Both the selection of properties by the fund management team and the future property management are conducted in close cooperation with the asset management team.

The process is implemented strictly and pragmatically, as a rule. Moreover, different committees are integrated into the Investment Process for purposes of control and legitimization of the individual process steps: the Investment Strategy Group (ISG) and the Investment Committee (IC). The table below explains the composition of the two committees. Membership on the ISG and IC is basically the same with the one exception that the CIO for property, Russell Chaplin, is a member of the ISG but not of the IC.

Since 01.01.2014, Fabian Klingler serves as new chairman of IC/ISG for Continental Europe. ISG has a stronger cast compared to 2013, with a good balance between international and local employees. The greater involvement of international decision makers underlines

the closer proximity of the German Aberdeen unit within the Group. IC ensures that the local asset management know-how is fully considered. In the event of financing activities, the "Treasury" department is also integrated into IC.

The exact accountabilities and areas of responsibility of the two committees are explained below. As far as membership on the committees is concerned, Aberdeen places great importance on the involvement of senior management in the decision-making processes at the operative level of the Investment Process. In addition to the responsible members at senior management level, representatives from Research and Asset Management are also involved.

Here, again, the principle of "people on the ground" is applied, ensuring that the appropriate experts are not just present on site, but that management is involved in the very first investment decisions. The people of IC are dictated by the fund in question. Generally, the composition varies from one fund to another, thus ensuring diversification in the decision-making process.

In addition to the classic Fund Management function, the Investment Process also encompasses the Research and Treasury functions, Asset Management (to perform property management), the Transaction team, and the Fund Controlling and Legal departments to address taxation and legislation issues. Due to increasing challenges in the real estate market and product-specific circumstances Aberdeen Asset Management Germany AG has further improved its investment process in a qualitative way. The process in total is presented in a much more sophisticated manner compared to last year. Although property specific risk and quality management are given more priority there are no changes in the investment process.

Investment Strategy Group (ISG)						
Investment Committee (IC)					For (re-) financing/ hedging	Russell Chaplin (CIO Property)
Fabian Klingler (Chair, Vorstand der Aberdeen Asset Management Deutschland AG)	Andrew Creighton (Head of Segreg. Property Mandates) Gert-Jan Kapiteyn (FM)	Alban Arribas (Head of Fund Management France – Property) Harald Floer (FM)	Norbert Kraus (FM) Andrew Allen (Research)	Bernd Bechheim (Head of Asset Management & Transaktion)	Ralf Köhler / Solve Nord (Treasury)	

Figure 3: Structure of the Committees for Continental Europe

**Investment Process in detail:**

The Investment Plan defined by Aberdeen forms the starting point for all investment decisions and for managing each client mandate. This Plan is formulated individually for each client to reflect its specific requirements. The Investment Plan serves as the documentation and roadmap of the client's wishes and of the strategic portfolio structure based on these wishes. In collaboration with Asset Management and Research the respective fund manager is responsible for drafting and creating the Plan, and initially works closely with the clients to draw up a draft Investment Plan. Numerous criteria are defined, which reflect the investor's requirements and ultimately drive Fund Management's investment decisions when structuring the portfolio. Specific model portfolios provide a basis for discussion and can be used to show clients appropriate forecasts of the property assets. In addition to a clear definition of the investment and/or performance targets, the compulsory risk profile is specified in detail, based on the individual risk budget. As the Investment Process evolves, this risk budget defined by the client forms the basis for all investment decisions. The financial indicators are also recorded in the Investment Plan in collaboration with Treasury. The client's required liquidity quotas, tenant creditworthiness ratings, investment universe and, not least, maximum borrowing ratios are defined and recorded. Any client preferences in respect of the geographical distribution of the real estate is also noted. When advising clients, the fund managers can draw on extensive support from the in-house (and Group-wide) research teams and their documentation. The property market forecasts developed by Aberdeen on the basis of the Group's own research findings form the basis. The third-party IPD database is the basis for property pricing, while the rental forecasts for peak rents and peak returns on the real estate markets are computed with the aid of a specially developed econometric model. These forecasts are then broken down by type of utilization (office, residential, logistics, trade), location and quality of location (A, B or C). Overall, Aberdeen's research covers ~ 40-50 office locations, ~ 40-50 retail locations and ~ 30 logistics locations. Group-wide, these research findings are updated on a quarterly basis. IPD even provides the real estate market data for Great Britain on a daily basis. Focus differs across Europe. Particularly thorough research coverage is possible in Great Britain, Germany and Scandinavia, together with the mature Asian markets. Aberdeen intends to expand its in-house research to include emerging markets in future. Overall, the fund managers can access research findings from 36 countries.

Various back-testing procedures and regression analyses ensure the excellent quality of Aberdeen's forecasting. The interest rate and currency forecasts needed for the treasury function are also prepared by Aberdeen at Group level and are available at all times. External sources of data from providers such as Bloomberg, Jones Lang Lasalle or CB Richard Ellis offer additional sources of information that ultimately serve to confirm the company's own research findings. Priority is always clearly given to in-house research.

During the drafting of the Investment Plan, Research submits recommendations to Fund Management. In addition to geographical allocation, these also include suggestions with regard to allocation among the various types of utilization. Research also defines bandwidths within which Fund Management should act, together with maximum deviation limits. The integration of in-house research plays a key role in the preparation of the Investment Plan. Once all of the requirements and targets have been specified in the draft Investment Plan, it must be given final approval by the ISG. Investment Plans or client portfolios may not be implemented without the approval of the ISG. It reviews, for example, whether the defined investment strategy and associated requirements, and the defined portfolio structure are realizable. It also reviews whether the targets are feasible, and whether they reflect the findings and/or recommendations of the research team. Following review, and once the final Investment Plan has been concluded, the client portfolio can be established. From then on, a "Quarterly Health Check" is performed to review compliance with the specifications of the Investment Plan. The Investment Committee is responsible for performing these checks. If deviations have occurred, they must be remedied by Fund Management and submitted for renewed review by the IC.

Experience has shown that the initial creation of the Investment Plan takes ~ 6-8 weeks, while the annual update of the Plan takes ~ 6 weeks. The Investment Plan constitutes a crucial and integral part of the Investment Process, and forms the basis for all actions. It is the starting point for all downstream steps in the Investment Process. The first step in structuring the portfolio comprises the allocation of the fund volume to the countries, locations and types of utilization in line with the requirements and client's risk profile as specified in the Investment Plan. This process is followed by the selection of the individual properties based on bottom-up analysis. The entire selection process is conducted on a team basis involving both Fund Management and Asset Management, but also Research, Transaction Management, Treasury, Fund Controlling and the "Tax & Legal" team. The fund manager identifies a potential property that meets the fundamental data, based on the investment plan. By doing the bottom-up analysis fundamental data are considered and total return as well as sensitivity analysis and risk contribution to the portfolio are calculated. The input is provided by Fund Controlling and Research. Treasury is then brought in to collaborate on possible financing and hedging measures. In addition, Asset Management is responsible for performing commercial and technical due diligence on the property. The due diligence findings are recorded in a formal report. The fund manager must obtain IC approval for each and every purchase and sale decision. Equally, the IC must approve any property financing transactions.

## Property Investment Process Rating

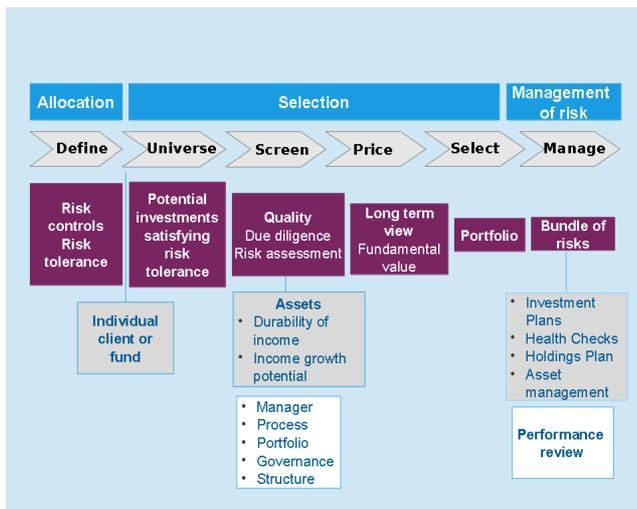


Figure 4: The Investment Process

### Selection:

Once the fund manager has selected a property respectively determined the requirements on the property, the responsible on-site transaction manager is notified. His job is then to identify suitable properties and propose them to the fund manager. "Propex" is an important tool used in transaction management. This external database allows data relating to the individual properties to be entered locally by the transaction manager and subsequently reviewed by the fund manager. The Propex database consists of ~1.800 screened objects (2013: ~1.000 objects). This means that the Propex database, which was installed 2 years ago, has established itself as an important tool. The local transaction managers gather information about any local properties for sale and record the property-specific details, such as type of utilization, purchase price, quality of location/location, residual terms of existing lease contracts, together with information about the current tenant structure and credit ratings of the tenants, in Propex. Documents or files can also be stored on request, such as layout plans or views. Weekly "Introduction Calls" take place between the transaction manager, the responsible asset managers, Research, and the fund managers who are interested in the property. In order to avoid potential conflicts between the fund managers and to ensure adherence to a structured approach, Aberdeen has formulated its so-called "Conflicts of Interest Policy" to govern a decision-making procedure when fund managers for different funds all want the same property. According to Fund Management, there is, however, very little need for the procedure, which is more of a formal nature.

During the last year the selection process was improved and adjusted in a qualitative way. Potential investments are selected in a two-step-process by the fund management and all additional divisions involved in the process, which is dominated by the guideline "quality first, then price". "Quality and Price" determine the approach of the selection process. The level of quality of the selected properties is discussed within a screening-meeting, which is chaired by the regional head of transaction manage-

ment. The real estate quality is defined by the requirements of generating stable rental income and ensuring long-term growth potential. The duration of the lease term periods and the potential vacancy risk are the main drivers for the stability of the rental income. The growth potential is a result of a long-term mismatch between supply and demand, which may be caused for instance by demographic circumstances, monopoly-like location and consumer trends. As a final step the assets will be allocated to one of the four classes of quality (see fig. 5).

The classification is at least used as a risk map by the fund manager. The fund manager uses the map in order to select the properties while meeting the risk budget of the mandate and the customer-specific requirements, which are pre-defined in the investment plan.



Figure 5: Quality

The second step of the investment process serves for screening the acceptability of the price level of the selected property, which passed the quality screening successfully. Consequently Aberdeen uses a new, proprietary tool. The so called "Team Assumption Underwriting Tool" (TAUT) is established group-wide. This is used to calculate the fundamental value of the properties. The input-data are up-dated on a quarterly basis. The attractiveness of location, stability of the rental income, tenants quality, useful economic lifetime and individual characteristic are considered on property level. All considered criteria are assessed by a score-system in the range from 1-5. The aggregation of the scores determines the risk premium, which is used as the discount factor of the discounted cash flow model. All members of fund management, asset management, transaction management and research contribute to the quantitative valuation. In the case of taking on debt, the risk premium will be complemented by an additional premium. Consequently all parties will be involved in the selection process upon the purchase of a property.

The estimated value of the property is compared to the sale respectively purchasing price and is checked regarding acceptability. The difference will be an important indicator for a purchase/ sale of a property investment.

Aberdeen remains true to the principles for sustainable investments. Aberdeen follows a group-wide checklist for Socially Responsibility Investments (SRI). However in

detail the specific requirements depend on the individual mandate. Specific SRI-criteria are documented in the investment plan. This includes for example criteria like saving of energy, concepts for water supply and disposal or the reduction of environmental pollution. In principle, Aberdeen seeks to select energetic properties which should be highly efficient. In the living area, incidental expenses (so-called "2nd rent") play an increasingly important role, and that is why Aberdeen pays special attention to energy-saving construction.

The local presence of the specialized transaction managers is an absolutely key element in assuring the quality of property selection and, ultimately, the success of the Investment Process.

**Asset management of the individual properties:**

Asset Management is not just involved in the selection of the individual properties; it also bears overall responsibility for actively managing all the property assets of Aberdeen. Since property is one asset class where the returns really can be influenced by active management, this area plays an enormously important role at Aberdeen.

Active management of the properties in the portfolios is based on a so-called "Asset Management Plan". It is drafted before the property is acquired and updated once a year to reflect the latest research findings. The Plan lists in detail all of the property-specific modernization, renovation, refurbishment or modification measures over a period of 3-5 years, and specifies a detailed schedule. The timing of routine lease contract negotiations, especially for commercial space, is also specified in advance.

Aberdeen categorizes its assets for getting a clear overview and planning of the asset management measures (see fig. 6). The appropriate assignment to the single classifications gives an information about the way and intensity of necessary and planned asset management actions.



Figure 6: Categorisation of Assets

The changes in cash flow from the property that are expected to result from the planned adjustments, contracts or modernization projects are calculated in detail and documented. Asset Management submits buy & hold recommendations to Fund Management ("Hold & Sell

Plan"). Ultimately, however, the fund manager is solely responsible for deciding whether to buy or sell, subject to approval by the Investment Committee.

Aberdeen is particularly involved within Residential funds in project developments (~ 30 properties under construction). Due to the early stage integration of the asset management members, Aberdeen is able to influence structural components like the size of apartments, floor plans, features and the number of rooms in order to ensure the best rental situation in the future. This is in line with the strong and property-specific risk management, that Aberdeen aims at.

All of the measures defined and implemented by Asset Management are formulated in a formal report to the Risk Management, together with the current status of property management. This report contains a detailed schedule and monthly evaluation of various risk indicators, together with target/actual analysis. Each property is analysed individually. Risk assessment is not performed in line with a uniformly categorized system. The analysis is based on the competence of the Asset Management team. Clearly pre-defined requirements govern the selection of tenants. Property Management stipulates specified creditworthiness criteria, especially for residential properties where management prefers standardized lease contracts, given the high degree of tenant fluctuation and smaller rental units in this segment. By contrast, lease contracts for commercial space are generally negotiated, with the involvement of Asset Management under certain circumstances. If Asset Management measures valued at more than ~ 3 million euros are planned, the Investment Committee will be consulted. Generally, however, this "critical figure" must be seen in relation to the value of the property and total volume of the underlying fund. The number of properties managed by an individual asset manager is governed by factors such as size, type of utilization and number of rental units (single or multi-tenant) of the corresponding properties, and the workload involved.

**Treasury:**

Complying with, and planning, matching maturities is particularly important for this asset class with its low level of fungibility. The two departments always work together on scheduling and coordination. To reduce costs and avoid mismatched maturities, the loan offers obtained are matched with the respective portfolio strategy. This includes for example graduated repayment penalties or the right of unscheduled repayments.

An investment fund generally holds a property for 7-10 years on average. Residential properties are regularly held for 10 years or more. The holding period is defined individually as a rule, based on the specifications defined in the "Buy & Hold Plan" drawn up by the Asset Management team. Key criteria include the residual term of the existing lease contracts. Selling a property generally takes 3-6 months, including preparation time. Prior to putting a property up for sale, Aberdeen strives to upgrade the properties as completely as possible in order to secure the highest possible price.

## Quality Management

A general distinction is made between the two areas of Business Risk and Investment Risk, both of which are integrated at Group level in terms of quality management.

The investment risk is monitored by the Risk Management, the Investment Committee and Fund Controlling. In addition to the involvement of various committees, the Investment Plans for the individual clients are subjected to ongoing quality checks at Group level. These quality checks review quality standards that are defined across the Group, together with the consistency of the Investment Plans, all of which serve as the essential starting point for ensuring compliance with the risk profile specified by the client. The decisions by the IC with regard to approval of Investment Plans are also based on the Group-wide Aberdeen standards. The Investment Plans, which form an essential part of the Investment Process, are subjected to "Quarterly Health Checks", which are also performed by the IC and serve to monitor adherence to the targets defined in the Investment Plan.

In addition, Aberdeen highlights the integration of the senior management level in the earliest phases of the property investment decision-making process. The "people on the ground" principle emphasizes the huge importance attached to a local presence of the responsible experts for selecting, buying and selling properties.

Aberdeen introduced a web-based risk management system at Group level ~ 2 years ago to manage its business risks. This so-called Operational Risk Tool monitors, documents and quantifies various sources of risk. All of the staff can access the tool, thus ensuring that even the tiniest potential damages/events in the various companies, divisions and departments throughout the Group can be captured. For orientation purposes, Aberdeen's risk management defines a risk map for all potentially possible risks at departmental level. The required interviews with fund managers and the individual departments are conducted on a monthly basis. Communication with Top Management is in accordance with the escalation level.

Part of Fund Controlling's task is to compare benchmarks and external performance measurement data, together with attribution analyses. The attribution analyses

are generally prepared on a monthly basis. The analyses contain information and identification, for example, of performance drivers in the various sectors and regions. They highlight possible currency effects and financing costs, as well as administration costs. Equally, they can distinguish between contributions to performance from ordinary and extraordinary income. Data flow is carried out via the "eFront" software.

To evaluate the fund properties, Aberdeen has commissioned external evaluators with national and international experience. Based on the evaluation guidelines of the respective fund, the market value is calculated using the earnings value method and international evaluation methods such as the DCF method. In addition, Aberdeen has drafted a catalogue of criteria to determine any need for unscheduled valuations of the portfolio properties. These criteria are subject to ongoing review to identify any need for adjustments in an ever changing environment. The Quality and Risk Management is much more important on the level of single properties. This is not at least because of the classification of the assets for determining the asset management activities. The guideline "property-specific risk can be managed actively, but no market risks" is underlined by that. There is a warning system if, for instance, the vacancy rate increases, or in case of a very high tenant fluctuation. This is followed by a subsequent meeting with fund managers and documentation for CIO Property.

In addition to regular checks for limit violations within the individual property funds, simulated limit checks are performed when purchasing or selling a property. They are a crucial element of the decision support package and vital for obtaining the consent of the Investment Committee to buy or sell a property. The Aberdeen Academy takes place on a quarterly basis. The Academy is used to exchange experiences between the fund managers of the different countries regarding successful transactions and transactions that may not have proved as successful. Generally, Aberdeen can draw on fully comprehensive, system-supported risk management at all levels of the process.

## Team

Including all of the departments involved in the Investment Process – Research, Fund Management, Asset Management, Fund Controlling, Treasury, Transactions team – some 65 members of staff in total are engaged in property management. They include fund managers and deputy fund managers, together with members of the Transaction Management, Treasury, Asset Management and Research departments of Aberdeen Asset Management Germany AG. At Group level, a further 500 members of the Property team are available in total. Within the

Group, great importance is attached to collaboration among the local teams in the various countries to enable full use to be made of the regional, local and international expertise. The culture of the investment function at Aberdeen Asset Management Germany AG is extremely team-oriented overall. All of the staff are highly qualified, with extensive expertise in the field of real estate. Added to which, the members of the investment team offer huge diversity in terms of added qualifications and professional experience. Since the language culture at Aberdeen is



AAA  
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Aberdeen

## Property Investment Process Rating

equally diverse, local challenges on foreign property markets do not pose any problems.

Dr. Hartmut Leser has been Managing Director of Aberdeen Asset Management Germany AG since 2010 and bears overall responsibility for Distribution and Communication. Until May 2013 Dr. Hartmut Leser was managing director of the Aberdeen Immobilien Kapitalanlagegesellschaft.

Michael Determann is also a member of the Management Board. As managing director of Aberdeen Immobilien KAG (since 2009) he has already been responsible for Operations, Risk, Internal Auditing, Human Resources and Legal. Fabian Klingler is the third member of the Management Board since 2012. As CIO, he has been responsible for Fund Management, Treasury, Asset and Transaction Management since 2010.



AAA  
08/2014

Aberdeen

## Property Investment Process Rating

### **TELOS Rating Scale**

AAA	The investment process complies with highest quality standards
AA	The investment process complies with very high quality standards
A	The investment process complies with high quality standards
N	The fund does currently not comply with the TELOS quality standards
+ / -	further differentiate within a rating level

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