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WHAT'S NEXT? EPRA Research Webinar Series IV

Capital Raising Strategy for Listed Real Estate

June 8, 2021





Moderated by

- Alex Moss (Director, Real Estate Research Centre, The Business School and EPRA Research Committee Chairman)

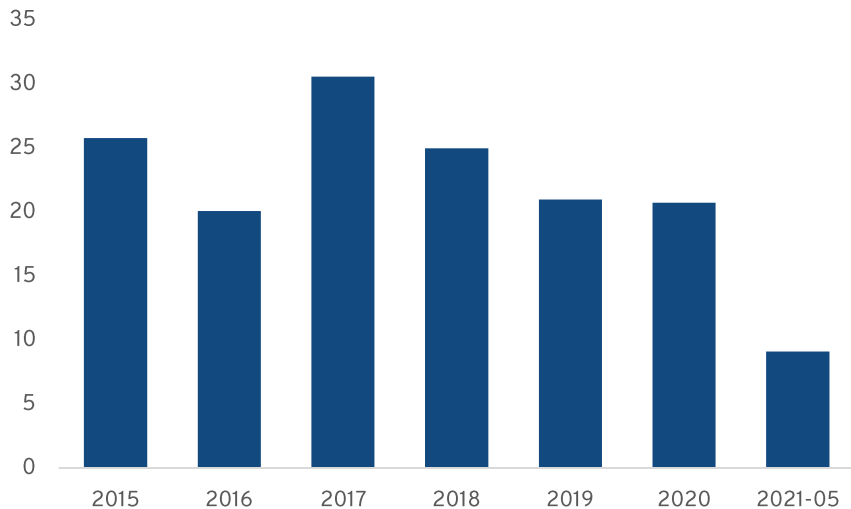
Panelists:

- Rob Jones-Executive Director-European Equity Research (Exane BNP Paribas)
- Nick Preston - Fund Manager (Tritax Eurobox plc)



Capital raising in Europe

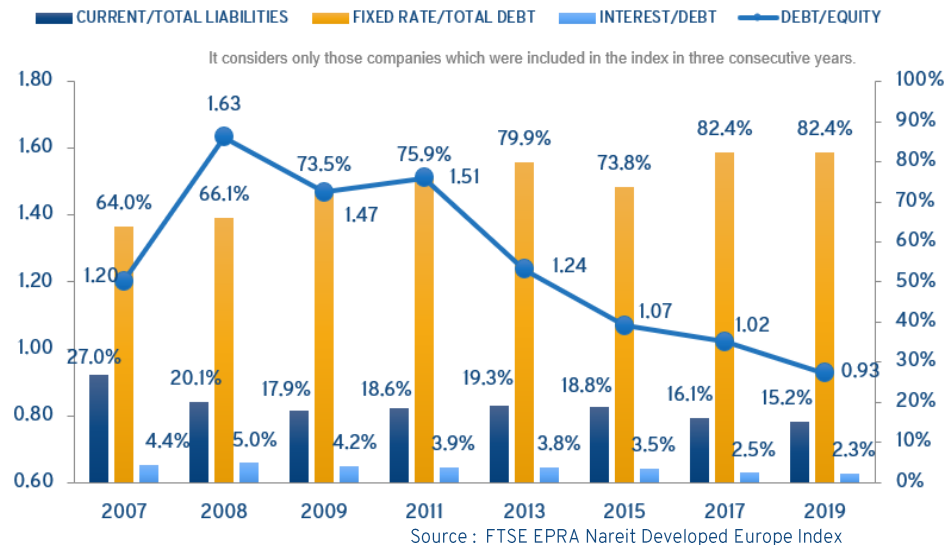
Europe: Capital Raised (EUR, billion)



Source : FTSE EPRA Nareit Developed Europe Index. As of May 2021

- During 2020, constituents of the FEN Developed Europe index raised capital a total of EUR 20.75 billion, and companies raised capital for strategic acquisitions and business expansion.
- Total capital raising is almost the same level compared to the pre-Covid19 level, indicating healthy capital structure for the companies.

Europe: Debt Profile



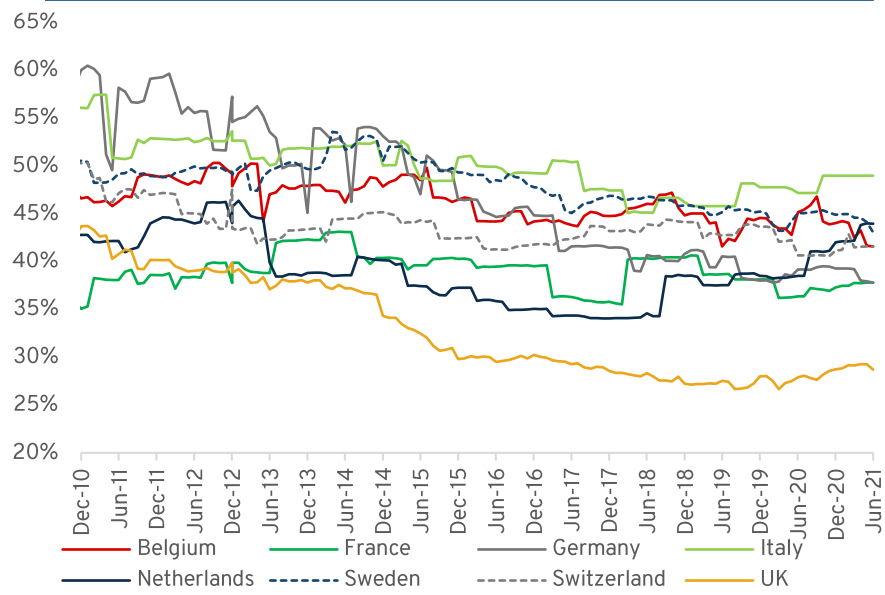
It considers only those companies which were included in the index in three consecutive years.

Source : FTSE EPRA Nareit Developed Europe Index

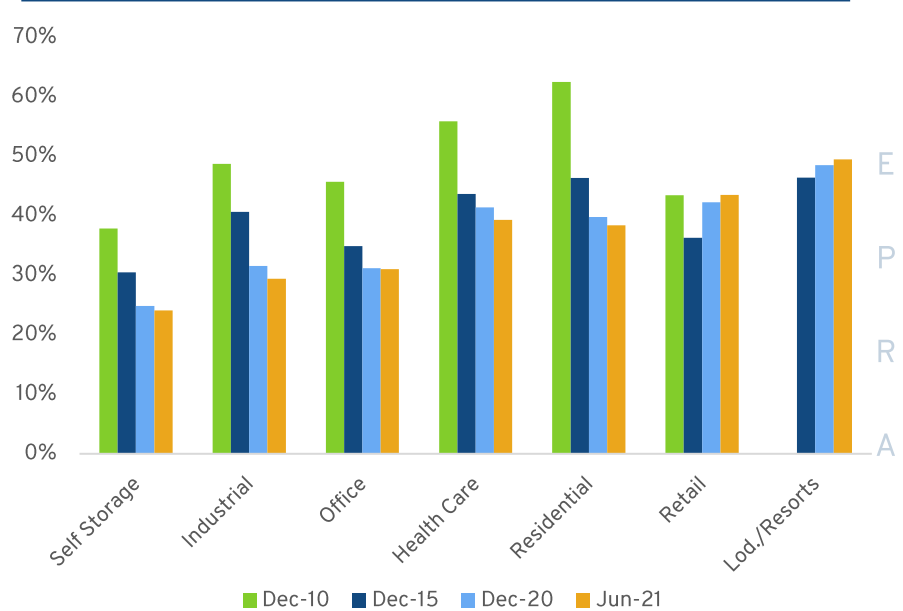


LTV ratios by country and sector

LTV ratios by the selected countries



LTV ratios by sectors



- The EU LTV average stands at 36.8% (down from 44.1% in 2010)



Strategic issues in Capital Raising

- Optimum leverage level
 - Decision making process (Board/Shareholders/Market)
 - Key criteria
 - Impact on valuation
- The agency issue
 - Balancing shareholders returns vs gross asset aggregation to achieve critical mass
 - Main issues
 - Shareholder base requirements for continued capital calls and increased (ESG) reporting
- Green Bonds/Sustainable Finance
 - Key issues, current trends
 - Expected changes in the forthcoming period
- Alternative sources for financing debt and listed equity (club deals/FM/JVs)

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Thanks for your attention.

For further queries:
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