# **OUR BUSINESS MODEL**

An integrated ecosystem empowering fee income growth through four distinct products, supported by a strong global real asset portfolio and dedicated local teams.



#### **Private Funds Management**

- Drive FUM growth
- Deepen and diversify private funds strategies and expand fund raising channels



#### Lodging **Management**

 Scale via asset-light management and franchise contracts



#### **Listed Funds** Management

- Drive FUM growth
- Maintain organic REITs and Business Trusts growth momentum



## Commercial Management

- Best-in-class operating platform enabling optimal asset performance
- Grow fee income via third-party management contracts

## **Investment Properties**

- Properties on balance sheet generate income and provide pipeline for capital recycling
- · Divestment of properties potentially seed growth in fund vehicles

### Sponsor stakes in listed funds and General Partner stakes in private funds

- Ensure alignment with capital partners and unitholders
- · Benefit from income contribution