

REITS

DEMAND DRIVERS Factors influencing revenue and earnings capacity



New supply, demand vs supply situation



Portfolio Profile



Proximity to relevant infrastructure



Tenant diversity and turnover rates



Size and profile of land bank



Proximity to CBD



Employment conditions



Proximity to growth catchment leasing areas costs



Job growth, office capex,



Proximity to arterial roads, railways, ports and airports

Interaction with external factors including competitors, suppliers, clients and regulators



Land availability



Changes in property use



Government policy



Impact of aggregators and shared living spaces



Transition from pure retail to retail + entertainment model



Rent affordability



Impact of teleworking and shared working spaces



Demand for warehouse space

STRUCTURAL INFLUENCERS

Broader long-term trends to watch out for

PERFORMANCE METRICS Measures to track financial and operational health



Management expertise



Growth strategy



Portfolio quality



A step-by-step guide to analyzing Real Estate **Investment Trusts**

Operational performance



Changes in

employment



Household size, start age and income levels



ownership vs renting



Consumption trends



Impact of automation



Investment cycle



Shift to e-commerce globalisation and external trade



Net Operating Income (NOI)



Debt profile, interest cost and sensitivity to changes in rate



Gearing, coverage ratios, funding capacity





