

Asia Pacific Cross-Border Capital Flows

Dr Megan Walters, FRICS

Head of Research, Asia Pacific Capital Markets, JLL

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Welcome to Asia, home to half of the world



Capital from Asia Pacific to US

Global macro trends driving cross border real estate deals



Rise in Asian capital continues its cross border push



What investment strategies



What's next?

Who are the major investors and why are they investing in the US?

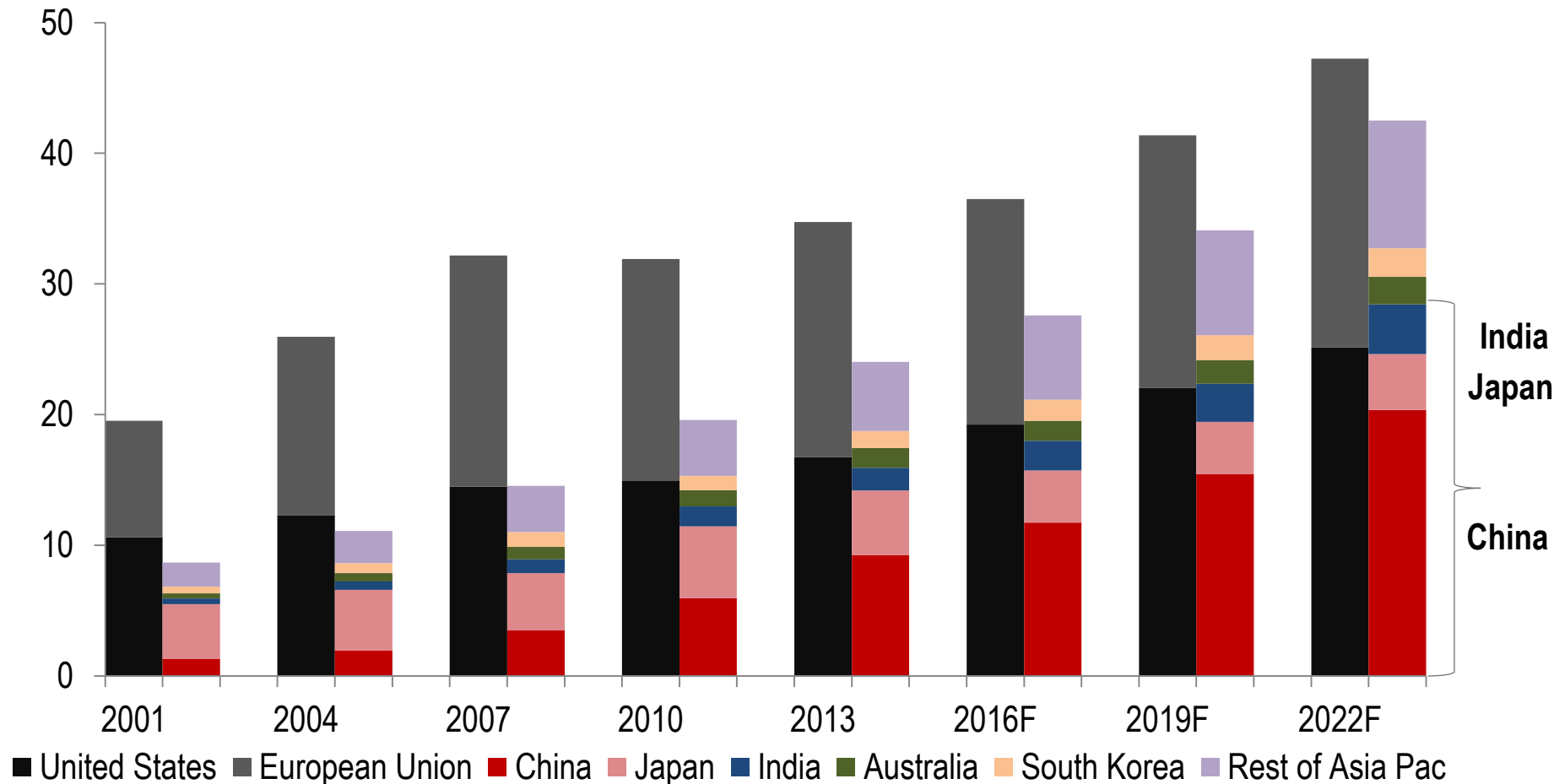
What kinds of returns and investment criteria are these groups looking for?



US still the world's biggest economy

Nominal GDP in USD

US\$ trillion



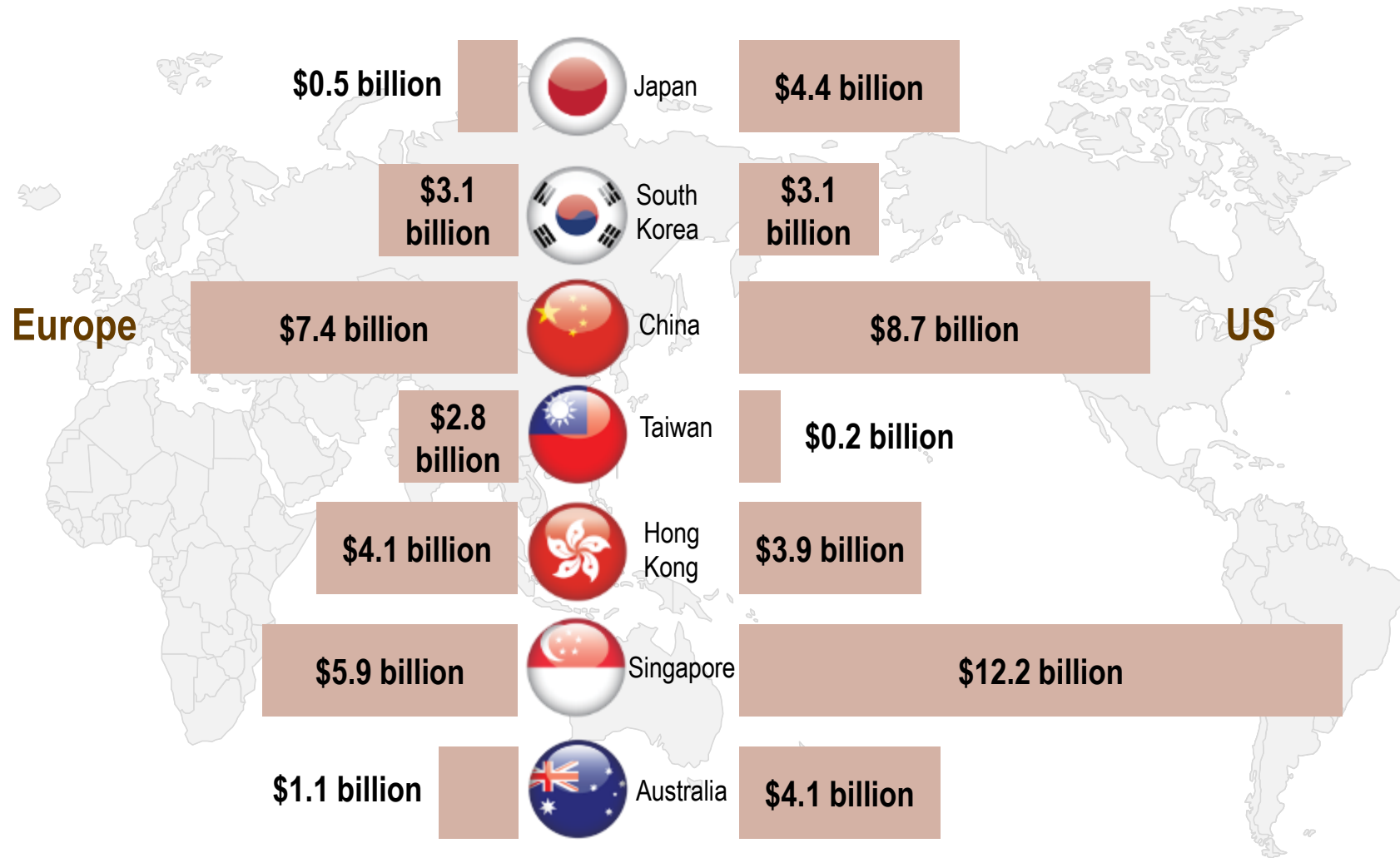
Where are the world's fastest growing large cities?

Top 30 Cities by Absolute GDP Growth (PPP), 2010-2020



Asia Pacific investors – more capital to US than Europe

Purchaser flows – last 18 months



Investor spectrum

State owned
enterprises/
govt linked
companies



Formal state
owned,
Sovereign
Wealth Funds



Public & private
insurance
companies
Public & private
pension funds

Developers,
Private equity



HNW,
Private
investors



Investor strategies



Logistics Centers

**State owned enterprises/
govt linked companies**



Waldorf Astoria
New York

**Developers,
Private equity**

Zhang Xin (SOHO China)



General Motors Building
New York



BG Group Place
Houston

**Public & private insurance companies
Public & private pension funds**



Columbia Center
Seattle

**HNW,
Private investors**

**Formal state owned,
Sovereign Wealth Funds**

Investor spectrum

State owned
enterprises/
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Formal state
owned,
Sovereign
Wealth Funds



Public & private
insurance
companies
Public & private
pension funds

Developers,
Private equity



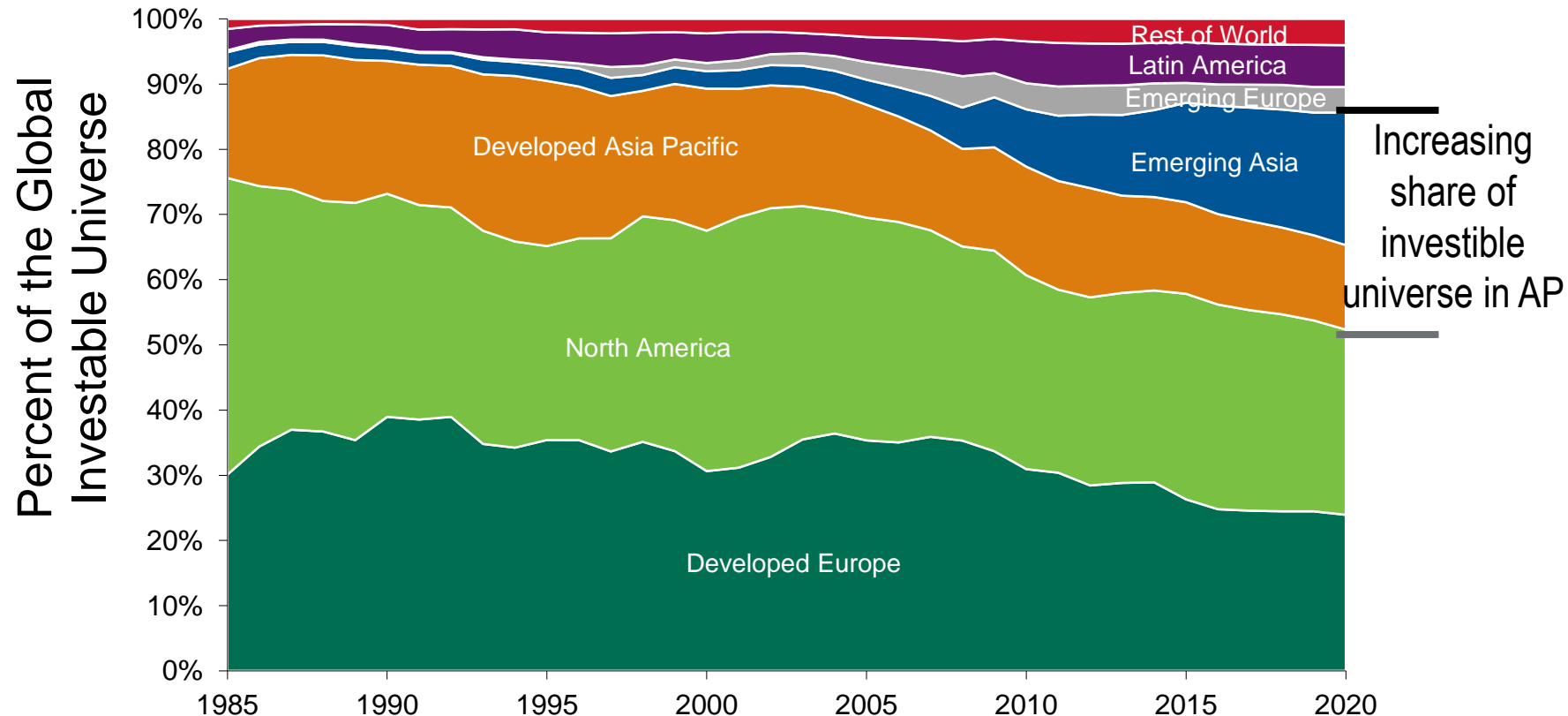
HNW,
Private
investors



What's Next in the Global Investable Universe?

\$4.7 trillion in 1985

\$38.4 trillion in 2020



Source: CBRE Global Investors

Contacts

Megan Walters PhD FRICS

Head of Research, JLL Asia Pacific Capital Markets

Singapore

+65 6220 3888

megan.walters@ap.jll.com

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