



# U.S. Real Estate Business Update

Todd Henderson, Head of Real Estate, Americas

# DWS at a Glance



Global asset manager with over \$1 trillion in assets under management

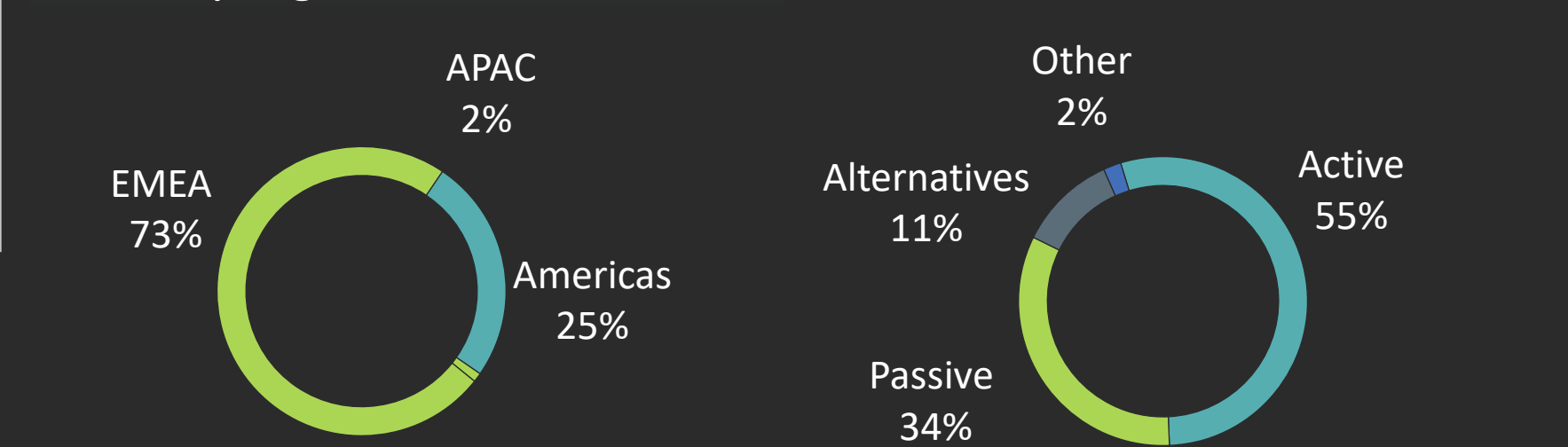
## Profile

- A global, diverse asset manager with \$1.05 trillion in AUM, including:
  - \$115 billion in alternatives
  - \$75 billion in private and public real estate
- 4,500 employees in office locations around the global

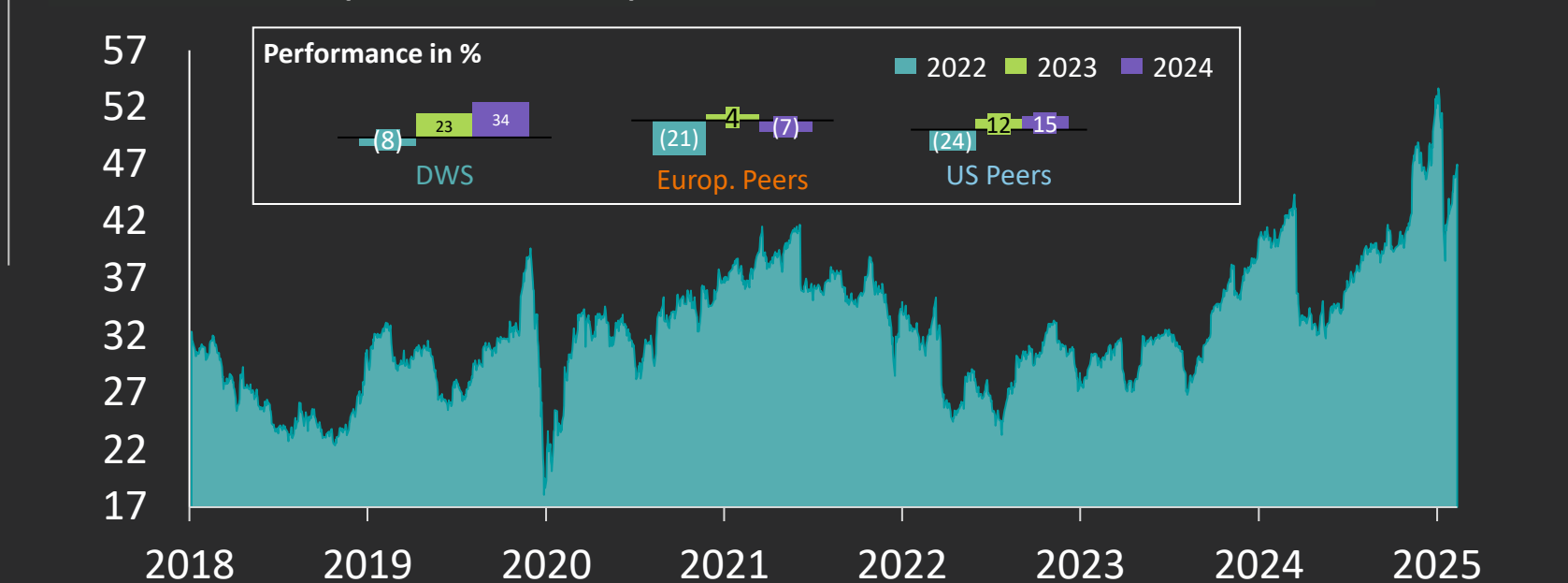
## DWS Global Results – First Quarter 2025

- Assets under Management remained steady above €1tn
- Net inflows of €19.9bn, a new quarterly record for DWS
- Increasing revenues and net income quarter-on-quarter achieving DWS’ second-best quarterly results
- DWS shares promoted into MDAX at the end of March

AUM by region & asset class



DWS share price development since IPO (in EUR)



Source: DWS, as of March 31, 2025, unless noted otherwise. Not all DWS products and services are offered in all jurisdictions and availability is subject to local regulatory restrictions and requirements. Numbers may not sum due to rounding. No assurance that investment objectives can be achieved.

Est. 1975



Strong Foundation  
Built for Generations

# U.S. Real Estate Platform

Year over year by the numbers

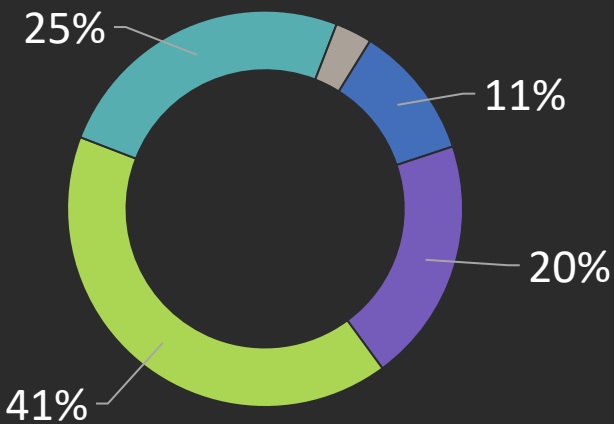


## Americas Real Estate Business

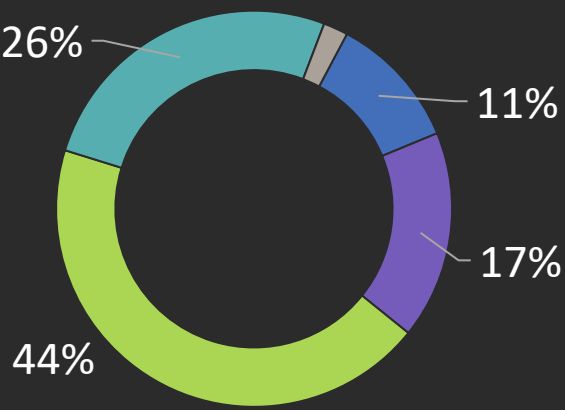
	As of 3/31/2025
Global Real Estate AUM	\$74.9 billion
U.S. Real Estate AUM	\$32.7 billion
Employees/Offices	10 offices, 114 employees
Property Portfolio	349 properties 90.9 million sf 23,425 units
Outperformance <sup>(1)</sup>	1 Year: +18 bps 3 Year: +127 bps 5 Year: +169 bps 10 Year: +156 bps

## Sector Allocations

1Q 2024



1Q 2025



Ret Off Ind Res Other

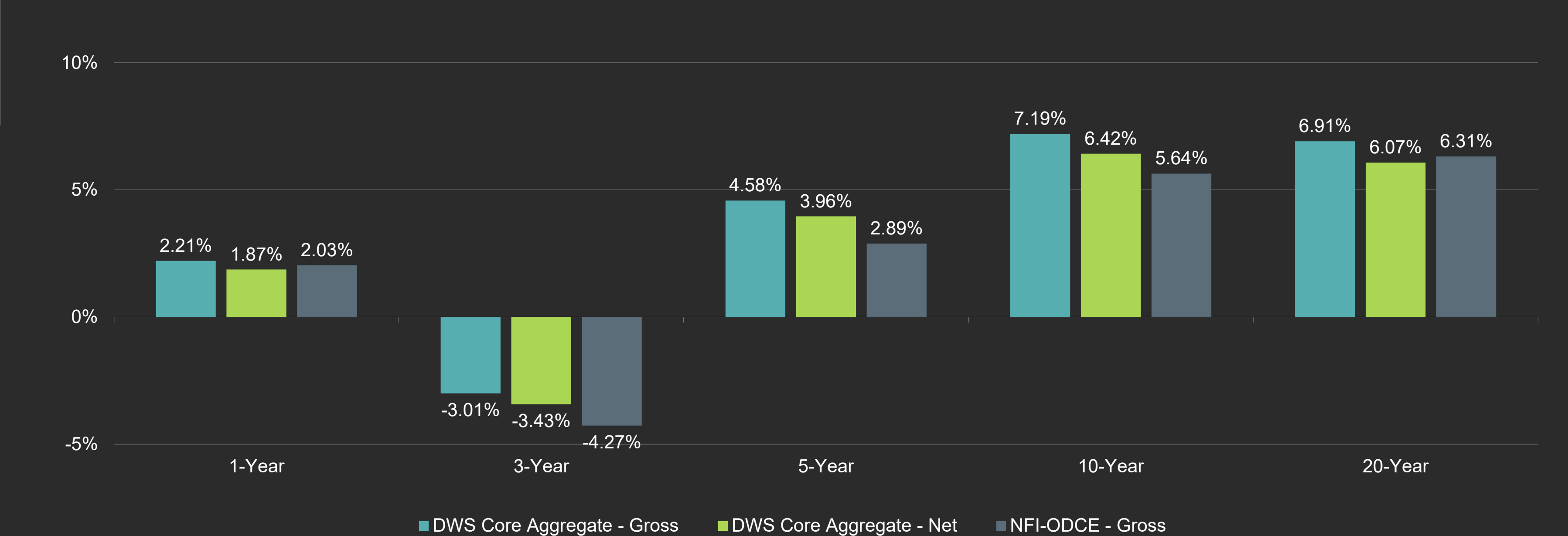
(1) Past performance is not indicative of future results. Performance is calculated using a levered property level return formula for an aggregate of all U.S. core real estate accounts versus preliminary NFI-ODCE results. Please note that this differs from the Firm's Americas Real Estate - U.S. Direct Core Composite which is a GIPS Composite. Please see the GIPS Composite Report at the end of the presentation for further information, including details on the return methodology for the Composite. Performance shown is gross of fees and actual returns earned by an investor will be reduced by advisory fees and other expenses. Source: DWS. As of March 31, 2025.

# Results Scorecard



Delivering long-term U.S. real estate performance for funds and separate accounts

Supplemental information: U.S. Private Real Estate Core Aggregate (Gross and Net of fees)<sup>1</sup>



<sup>1</sup>Based on annualized, investment-level time-weighted performance as of March 31, 2025 for an aggregate of private core real estate separate accounts and funds managed by RREEF America L.L.C. See “U.S. Private Real Estate Aggregate Notes” for further details with respect to the return calculation methodology. Returns shown are gross and net of asset management and accrued performance fees.  
Source: DWS. As of March 31, 2025. Past performance is not indicative of future results. See “Important Information” for additional details.

# U.S. Real Estate Platform

Key Priorities for 2024 & Beyond





RREEF America II




Core Plus Industrial



Core Plus Residential



Real Estate Debt



Separate Accounts



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# U.S. Private Real Estate Aggregate Notes



### About the Aggregate

The U.S. Private Real Estate Aggregate is comprised of DWS acquired assets in US managed separate accounts and commingled funds. Assets that have been takeover from another investment advisor are excluded for a 3-year period.

### Performance notes

	Total (Gross)	Total (Net)
1 Year	1.54%	1.20%
3 Year	-2.78%	-3.19%
5 Year	4.81%	4.18%
10 Year	7.40%	6.62%
15 Year	6.96%	6.11%
20 Year	1.54%	1.20%

Aggregate returns are calculated on an asset-weighted basis using beginning of period values adjusted for time-weighted external cash flows. Cash flows are time-weighted so portfolio returns reflect the time assets are actually held in the portfolio. Contributions and distributions are weighted based on the date of cash flow. Returns include cash and cash equivalents, related interest income and when applicable, the reinvestment of income. Income returns are based on accrual recognition of earned income. Capital expenditures are capitalized and included in the cost of the property and are reconciled through the valuation process and reflected in the capital return component. Returns are calculated on a quarterly basis. Annual returns are time-weighted returns calculated by geometrically linking quarterly returns. Gross returns are presented before asset management and performance fees. Net returns are presented after asset management and performance fees. Gross and Net returns are calculated net of operating and fund expenses incurred on behalf of the underlying portfolios. Returns are calculated net of certain administrative expenses incurred on behalf of the underlying portfolios. Returns are presented and denominated in U.S. Dollars. Returns are presented net of leverage.

Portfolios may be leveraged utilizing fixed and floating rate debt. The impact of marking debt to market, where called for by the client agreement, is included in the performance of the composite. Material use of leverage is defined as the use of debt of any amount on any asset. Material use of derivatives is defined as the use of interest rate swaps and caps, the amount of which totals more than 5% of portfolio assets.

Assets are valued quarterly by the Firm. For both internal and external property valuations, the Firm relies on the application of market discount rates to project future cash flows and capitalized terminal values over the expected holding period. Assets are externally appraised by either a tax appraiser or an independent Member of the Appraisal Institute (MAI) at least once every 12 months unless client agreements stipulate otherwise, in which case real estate investments are externally appraised at least once every 36 months or per the client agreement if the client agreement requires external valuations more frequently than every 36 months.

Past performance is not indicative of future results. Other methods may produce different results and the results for individual portfolios and for different periods may vary depending on market conditions and the composition of the portfolio. Care should be used when comparing these results to those published by other investment advisers, other investment vehicles and unmanaged indices due to possible differences in calculation methods.

### Fees

Asset management fees are paid to the Firm primarily based on a percentage of a portfolio’s net operating income or fair market value. Some portfolios pay fees ranging from 5% to 9% of net operating income while others pay fees ranging from 0.30% to 1.05% of the portfolio’s fair market value. Some of the portfolios pay performance fees based on either property dispositions or portfolio performance. Disposition-based performance fees primarily range between 10% and 20% of net capital transaction proceeds or gross disposition proceeds in excess of established hurdles. Performance fees based on portfolio performance primarily range between 10% and 20% of aggregate fair market value in excess of established hurdles

Past performance is not indicative of future results. Since inception performance starts October 1, 1987, which represents the first full quarter of operations. Note: Individual client returns may vary from the overall portfolio. See “About the Aggregate” for additional details regarding the calculation of the reflected returns. Returns are through March 31, 2025.



Investments are subject to various risks, including market fluctuations, regulatory change, possible delays in repayment and loss of income and principal invested. The value of investments can fall as well as rise and you may not recover the amount originally invested at any point in time. Furthermore, substantial fluctuations of the value of the investment are possible even over short periods of time.

An investment in real estate involves a high degree of risk, including possible loss of principal amount invested, and is suitable only for sophisticated investors who can bear such losses. The value of shares/units and their derived income may fall or rise.

Investment in real estate may be or become nonperforming after acquisition for a wide variety of reasons. Nonperforming real estate investment may require substantial workout negotiations and/ or restructuring. Environmental liabilities may pose a risk such that the owner or operator of real property may become liable for the costs of removal or remediation of certain hazardous substances released on, about, under, or in its property. Additionally, to the extent real estate investments are made in foreign countries, such countries may prove to be politically or economically unstable. Finally, exposure to fluctuations in currency exchange rates may affect the value of a real estate investment.

Investments in Real Estate are subject to various risks, including but not limited to the following:

- Adverse changes in economic conditions including changes in the financial conditions of tenants, buyer and sellers, changes in the availability of debt financing, changes in interest rates, real estate tax rates and other operating expenses;
- Adverse changes in law and regulation including environmental laws and regulations, zoning laws and other governmental rules and fiscal policies;
- Environmental claims arising in respect of real estate acquired with undisclosed or unknown environmental problems or as to which inadequate reserves have been established;
- Changes in the relative popularity of property types and locations;
- Risks and operating problems arising out of the presence of certain construction materials; and
- Currency / exchange rate risks where the investments are denominated in a currency other than the investor's home currency

## **Certain risk factors: RREEF Core Plus Industrial Fund, RREEF Core Plus Residential Fund and Real Estate Debt Strategies**

An investment in the strategies highlighted in this presentation is speculative and involves a high degree of risk. A prospective investor should carefully review each Fund's Memorandum, understand the risks and conflicts of interest set forth therein, and should consult with its legal and tax advisors. There can be no assurance that the Fund's investment objectives will be realized or that there will be any return of capital. An investment in the Fund is suitable only for sophisticated investors for whom an investment does not constitute a complete investment program and who have the financial resources necessary to withstand the risk of a potential loss of their entire investment.

**An investment in private investment vehicles is highly speculative and involves a significant degree of risk. The risks involved would include, but not be limited to, those described below. A more thorough discussion of a number of the risks and potential conflicts of interest relating to an investment in the Fund is included in the Fund's Memorandum.**

# Important information



The brand DWS represents DWS Group GmbH & Co. KGaA and any of its subsidiaries, such as DWS Distributors, Inc., which offers investment products, or DWS Investment Management Americas, Inc. and RREEF America L.L.C., which offer advisory services.

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Investments are subject to risk, including market fluctuations, regulatory change, possible delays in repayment and loss of income and principal invested. The value of investments can fall as well as rise and you might not get back the amount originally invested at any point in time.

An investment in real assets involves a high degree of risk, including possible loss of principal amount invested, and is suitable only for sophisticated investors who can bear such losses. The value of shares/ units and their derived income may fall or rise.

War, terrorism, sanctions, economic uncertainty, trade disputes, public health crises and related geopolitical events have led and in the future may lead to significant disruptions in U.S. and world economies and markets, which may lead to increased market volatility and may have significant adverse effects on the fund and its investments.